

November 08, 2019

To Listing Department BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001 Scrip Code: 539658	To Listing Department National Stock Exchange of India Limited, Exchange Plaza, 5th Floor, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra(E), Mumbai - 400 051 Scrip Code: TEAMLEASE
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Dear Sir/Madam,

Sub: Press Release of TeamLease Services Limited (Company) for the quarter and half year ended September 30, 2019

With reference to the captioned subject, please find enclosed Press Release of the Company pertaining to the Un-Audited Financial Results (Standalone and Consolidated) for the quarter and half year ended September 30, 2019.

Kindly take the above said information on record as per the requirement of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thanking You.

Yours faithfully,

For **TeamLease Services Limited**



Alaka Chanda

Company Secretary and Compliance Officer

Encl: As above



Press Release- Q2 FY20

Bengaluru, India, Nov 8, 2019- TeamLease Services Limited (**NSE: TEAMLEASE, BSE: 539658**), one of India's largest staffing companies, today announced its results for the second quarter (**Q2FY20**) of the financial year ending March 31, 2020.

Summary of Consolidated financial results:

(all numbers in Rupees' Crores except Margins)

Particulars	Q2FY20	Q2FY19	YoY Growth %	Q1FY20	QoQ Growth %	H1FY20	H1FY19	YoY Growth %
Total Revenue	1,273.2	1,094.7	16%	1,254.7	1%	2,527.9	2,121.2	19%
Operating Revenue	1,267.8	1,090.7	16%	1,251.2	1%	2,519.0	2,112.0	19%
EBITDA	23.6	24.0	-1%	22.7	4%	46.3	44.0	5%
EBITDA margin	1.9%	2.2%		1.8%		1.8%	2.1%	
PBT	19.4	23.7	-18%	17.3	12%	36.7	45.2	-19%
PBT margin	1.5%	2.2%		1.4%		1.5%	2.1%	
Net Profit (PAT)	20.2	24.9	-19%	18.8	7%	38.9	46.7	-17%
PAT margin	1.6%	2.3%		1.5%		1.5%	2.2%	
EPS (Basic and Diluted) - Rs.	11.8	14.6		11.0		22.8	27.3	

Highlights of H1FY20/ Q2FY20 performance:

1. While core staffing business maintained 20% revenue growth YoY, our planned revenue reduction in Govt. training business has overall impacted the topline growth.
2. Staffing EBITDA margin improved to 1.9% in H1FY20 compared to 1.8% in H1FY19.
3. Profit before Tax improved by 12% QoQ compared to Q1FY20 on account of collections in HR services and Govt. training businesses.
4. Our total employee/ trainee headcount is ~225,000 as of September 30, 2019. General staffing associate employee headcount has grown to ~165,030 and NETAP trainee headcount has declined to ~51,340 as of September 30, 2019.
5. Average realization per associate in general staffing has improved to Rs.739 p.m. in Q2FY20 from Rs.730 p.m. in Q1FY20.
6. We have maintained our funding exposure at 14% in general staffing business over the last one year.

Management Comment

Mr. Ashok Reddy, Managing Director, TeamLease Services Limited commenting on the quarterly results said, "General staffing has maintained the momentum on steady headcount growth and has visibility to sustain growth going forward. NETAP faced headwinds in the sectoral play with trainees in manufacturing/auto sector being impacted. HR services cluster has shown improved collections and profitability".



Press Release- Q2 FY20

About TeamLease Services Limited

TeamLease Services is one of India's leading human resource companies offering a range of solutions to 3500+ employers for their hiring, productivity and scale challenges. A Fortune India 500 company listed on the NSE & BSE, TeamLease has hired 17 lakhs people over the last 17 years and has 2 lakhs+ open jobs every day. One of India's fastest growing employers, TeamLease also operates India's first Vocational University and India's fastest growing PPP National Employability through Apprenticeship Program. The Company offers solutions to large, medium and small clients across the 3Es of employment (1.6 lakhs+ employees), employability (2 lakhs+ students) and Ease-of-doing Business (1000+ employers).

Investor contact

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