

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: Investor Presentation on Financial Results for Q1FY20

Ref: Regulation 30 and Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) (LODR) Regulations, 2015

Dear Sir/Madam,

In compliance with the provisions of Regulation 30 of the SEBI LODR Regulations, 2015 please find enclosed 'Investor Presentation Q1FY20 towards financial results update for Q1FY20.

Further, in compliance with the provisions of Regulation 46 of the SEBI LODR we shall upload the above on our Company's website www.teamleasegroup.com for information of our shareholders/public.

This is in furtherance of our intimation dated July 19, 2019 pertaining to Conference Call with Investors on Q1FY20.

Kindly take the above said information on record as per the requirement of SEBI LODR Regulations, 2015.

Thanking You.

Yours faithfully,

For **TeamLease Services Limited**

Alaka Chanda

Alaka Chanda

Company Secretary and Compliance Officer

Encl: As above





TeamLease Services Limited

BSE: 539658 | NSE: TEAMLEASE | ISIN: INE985S01024

Putting India to Work

Friday, July 26, 2019

www.teamleasegroup.com



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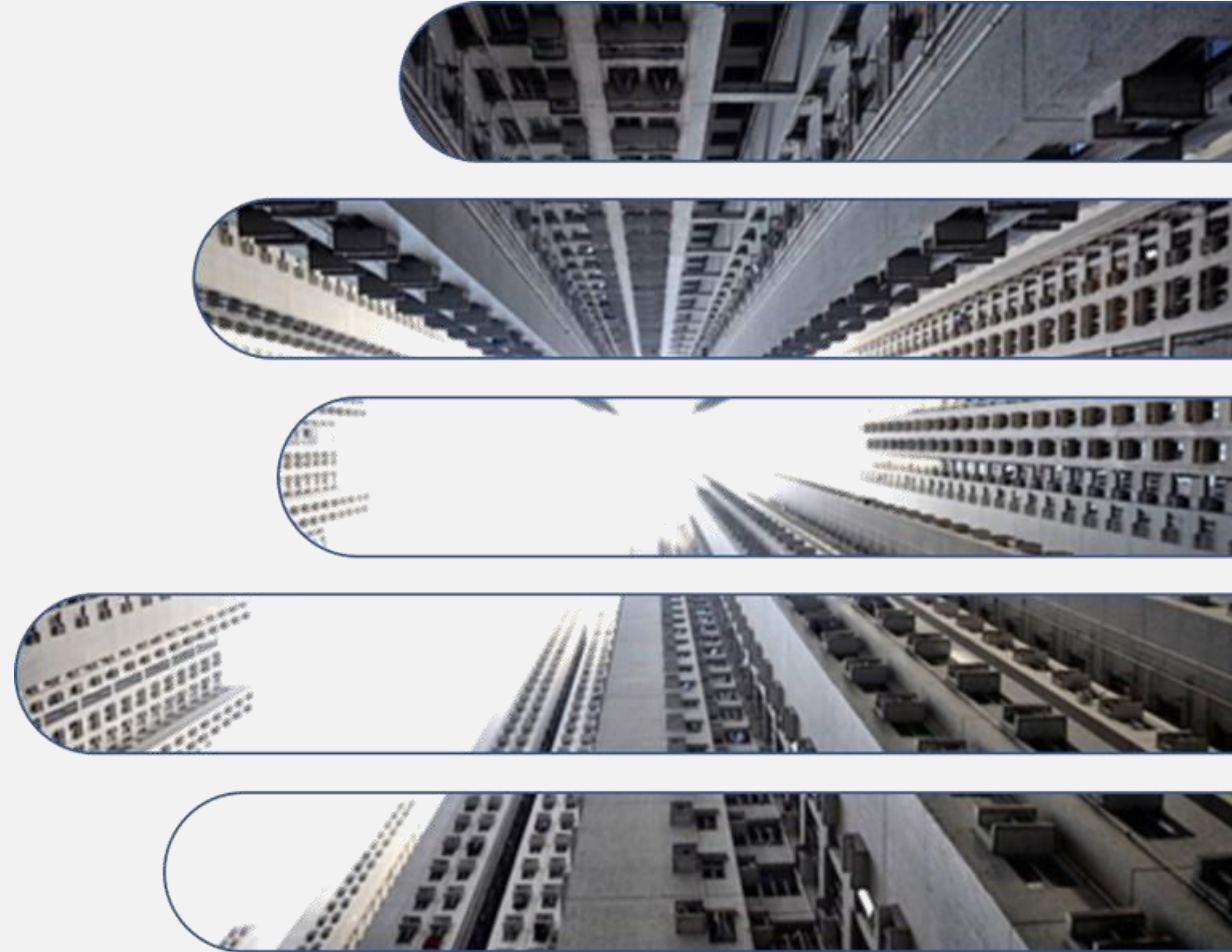
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Introduction



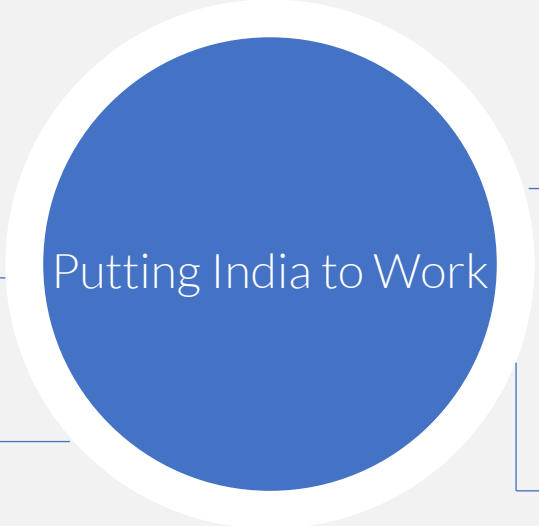
TeamLease Services established in 2002, is one of India's leading human resource service companies in the organized segment. A Fortune India 500 company listed on both NSE & BSE markets has a presence in 12 locations, with 3500+ clients and over 1900 core employees across the country. A one-stop provider of human resources services to various industries and diverse functional roles, offering staffing, payroll processing, recruitment, compliance and training services. TeamLease set in motion the larger company mission of 'Putting India to Work' by focusing on its vision of 3 E's – Employment, Employability and Ease of Doing Business.

The Company in partnership with the Government of Gujarat, set up TeamLease Skills University (TLSU), India's first vocational university, at Vadodara. In FY2015, TeamLease rolled out NETAP (National Employability through Apprenticeship Program) to provide on-the-job training to apprentices. The company at present has over 224,750 associates/trainees spread across the country and have till date given employment to over 1.7 million people with an aim to hire millions more .





Overview



Supply Chain

India's Leading People Supply chain company in the organized Sector

Clients

3500+ Clients at any given time have associates/trainees from TeamLease posted at various locations

Associates

Over 2.24Lakhs associates/ trainees, making us one of the largest private sector employer



Present in all 29 states with a network of partnerships. Delivering in over 7000+ locations

Presence



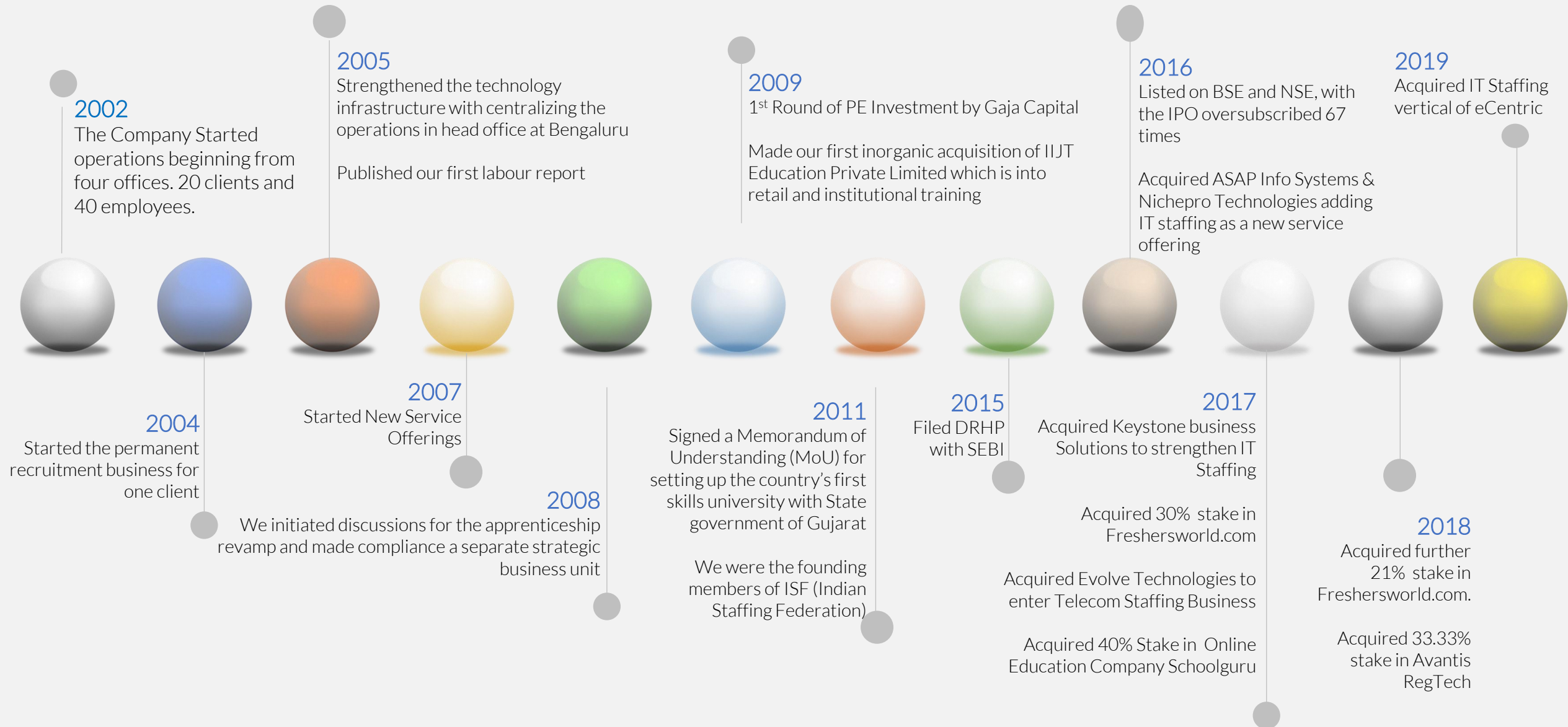
Revenues from operations, in excess of ₹ 1,250 Cr for the quarter ending June 2019.

Revenue





The Journey Thus Far



Our Team



Board of Directors



Manish Sabharwal
Executive Chairman



Ashok Reddy
Managing Director & CEO



Latika Pradhan
Independent Director



Narayan Ramachandran
Independent Director



V Raghunathan
Independent Director



Zarir Batliwala
Independent Director



Our Vision

Vision

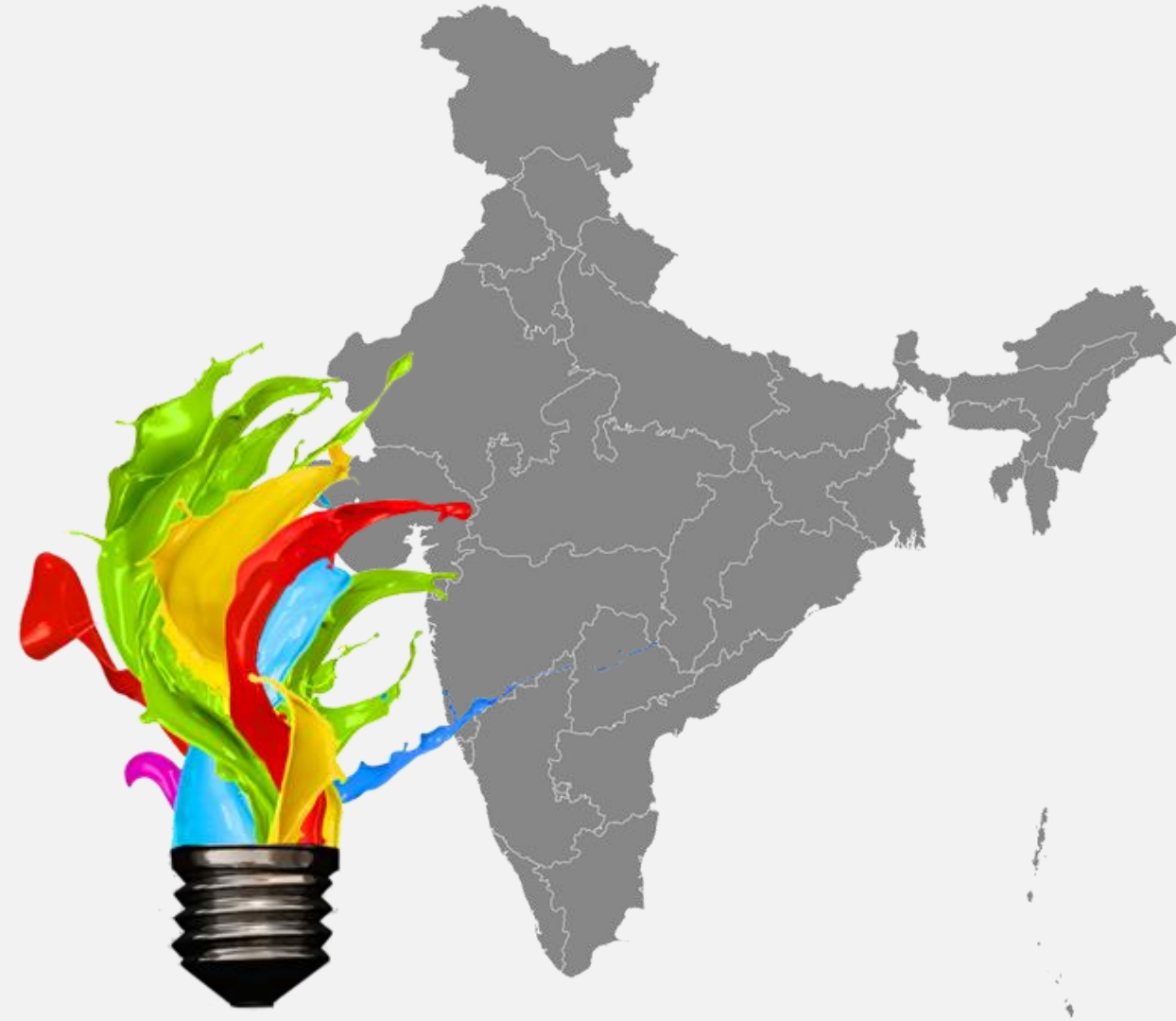
Our Long term philosophy and goals are best reflected by our purpose of “Putting India to Work”

Our contribution to the Nation

Our vision has been at the forefront of our existence, helping us employ, “One Indian” every 5 minutes over the past 5 years.

The Future that we see

Our goal is to become the largest Private sector employer in the world.





Key Value Drivers

Market Share

TeamLease holds over 6% share of the organized staffing segment

Strict adherence to labour and corporate laws, backed by strong internal compliance

Governance

Technology

The right know-how and data insights to help enhance operational efficiencies

Knowledge driven expertise across sectors with an edge to enhance customer value

Knowledge

Management

Seasoned set of senior management team, with over 200 years of cumulative experience

Several Fortune 500 companies and fast growing SMEs have trusted our services

Client Portfolio

Team

Set of Intellectual capital forms a cornerstone of our success

Pan India presence to scale our business with increasing trust and reliability

Presence

Cross Sector Services





Business Imperatives

Geographies of Work

Physical

Sectoral

Enterprise

Education

Legislative

TeamLease Disruptive Business Focus Areas



Employment

TeamLease Services Limited
TeamLease Digital Private Limited
Keystone Business Solutions
Evolve Technologies
Freshers World



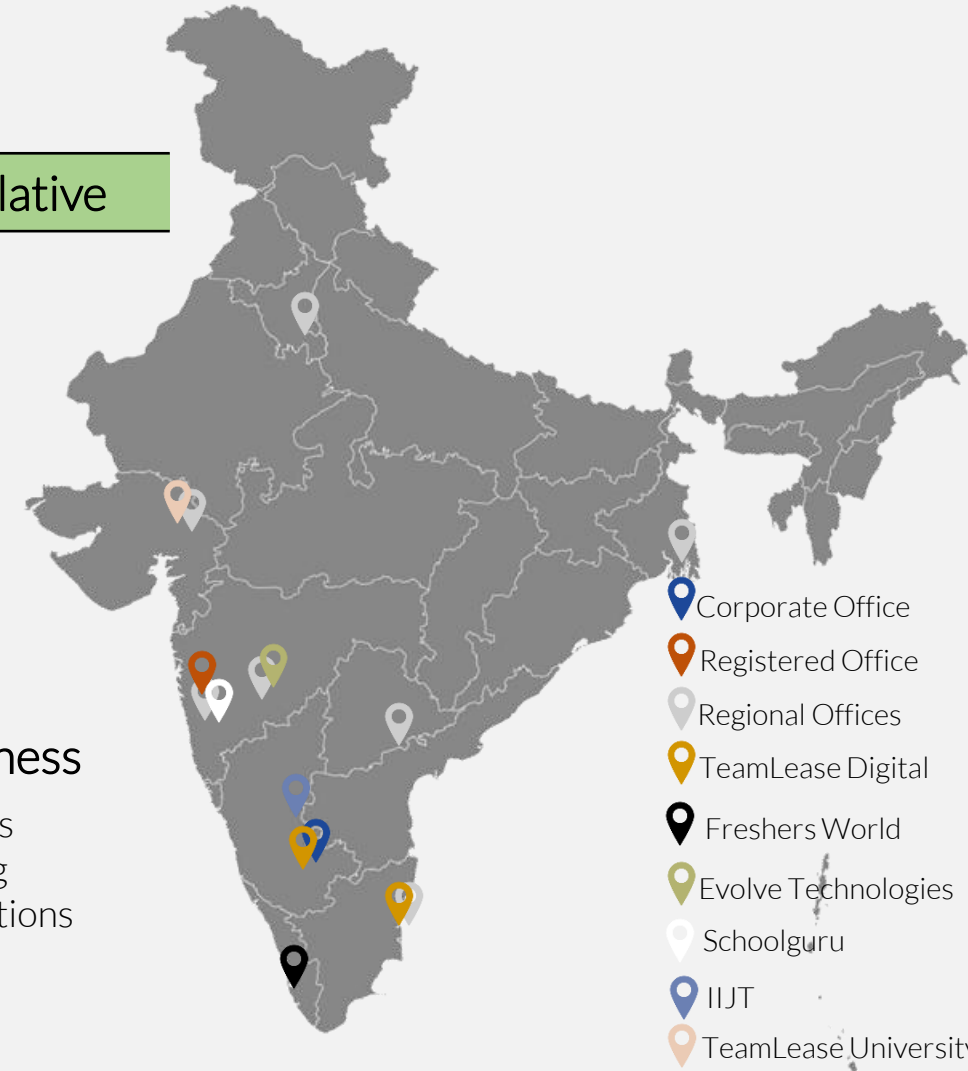
Employability

On-the-Job - NETAP
Online- Schoolguru
Onsite - Enterprise Learning
On Campus - TLSU



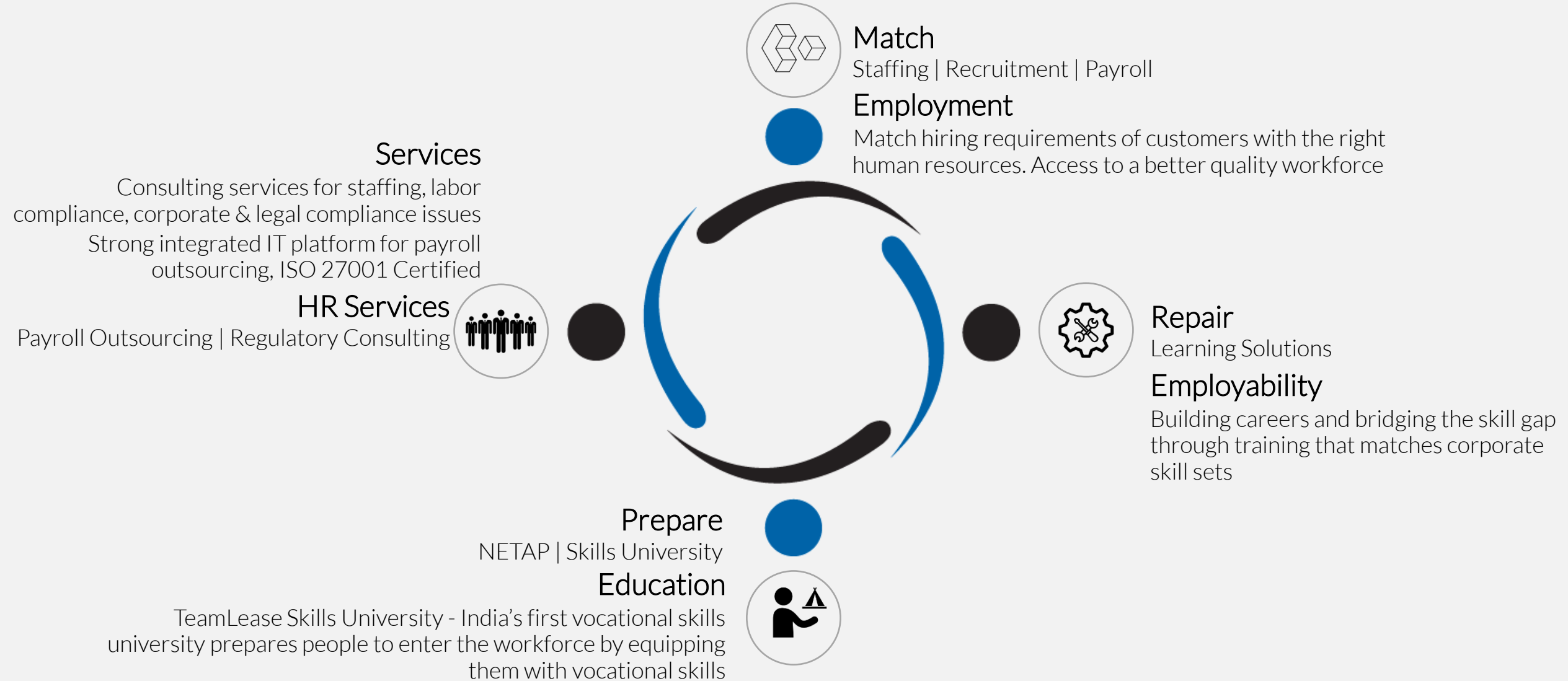
Ease of doing business

Compliance Services
Payroll Outsourcing
Digital Workforce Solutions
Avantis Regtech





Our Strategy

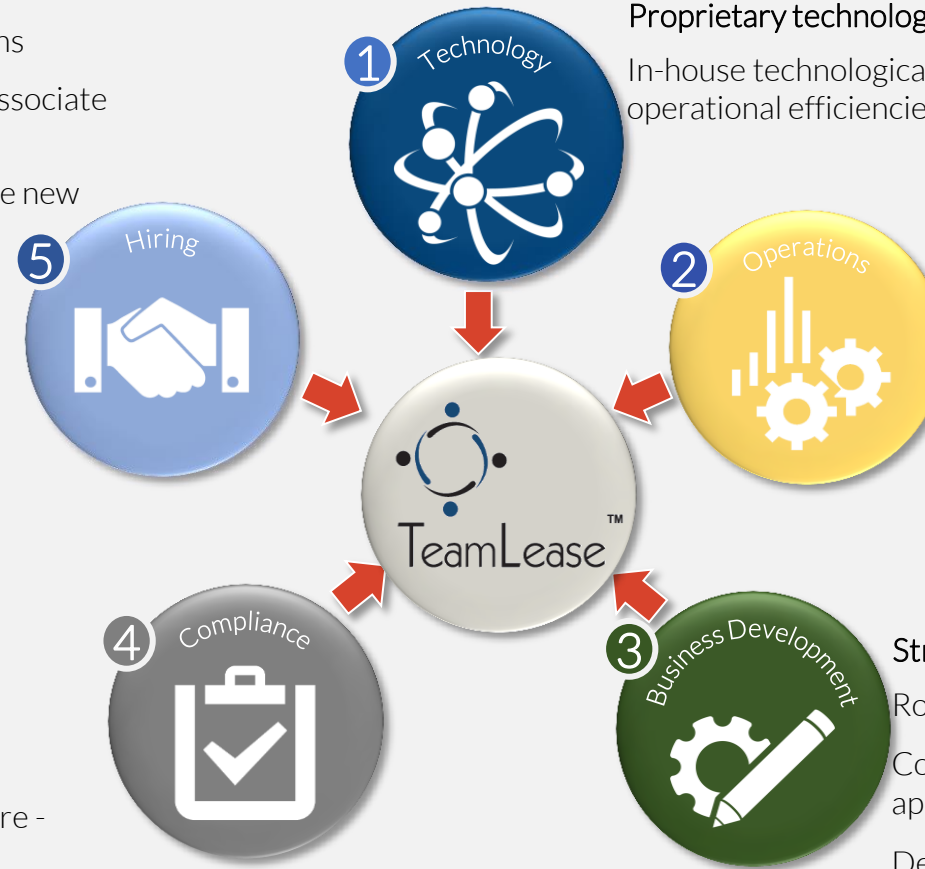




Competitive Position

Robust operational levers

- Centralized large scale operations
- Well trained, diverse and large associate employee base
- Foray into new sectors or acquire new clients



Proprietary technology platform

In-house technological platform contributing to operational efficiencies

On time payments to associates

Strong track record of making on-time payments to all associate employees every month

Strong business development capability

Robust technological infrastructure
Continuous upgradation of software applications and platforms
Dedicated team of 40 software engineers

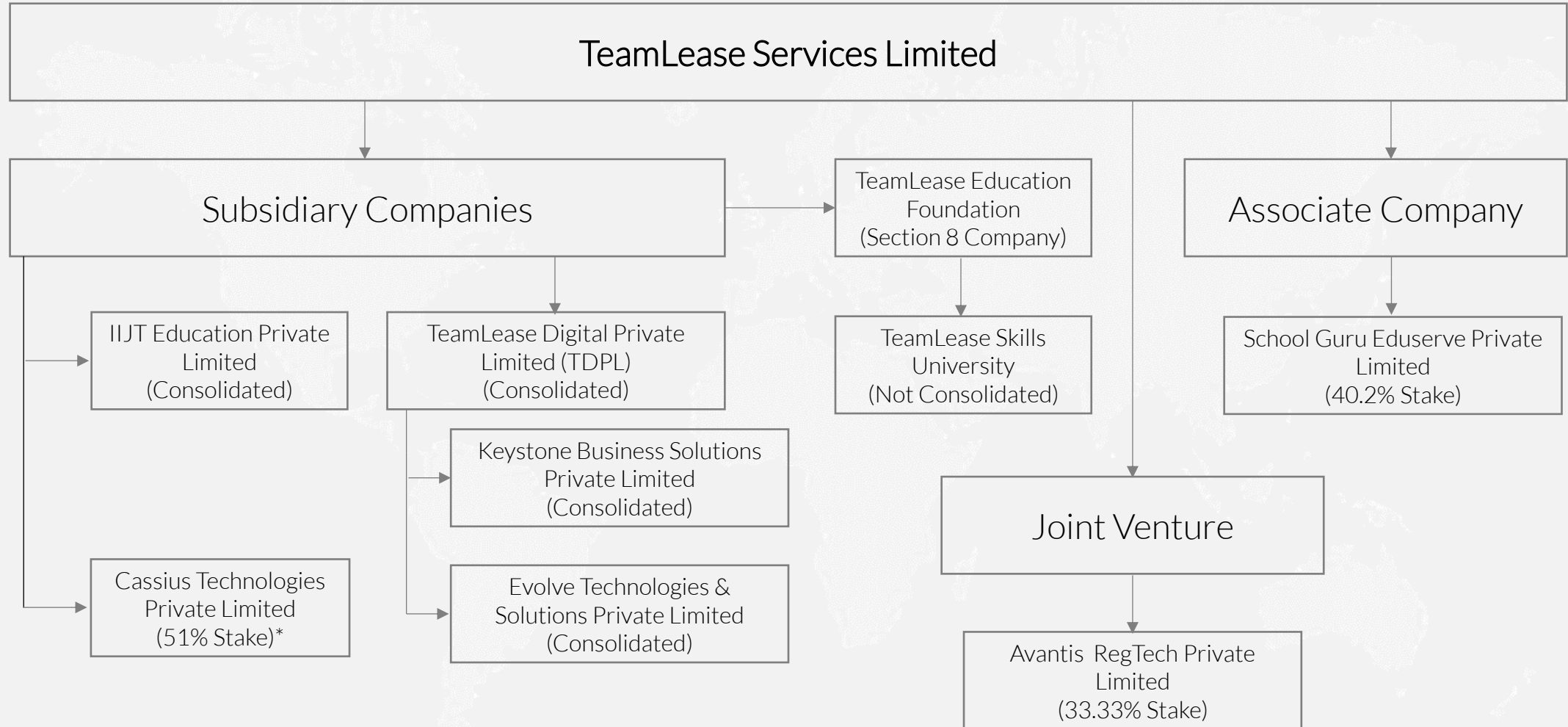
Robust compliance platform

Proprietary end-to-end labor compliance management software - Regulatory Life Cycle System

As a market leader with national footprint, TeamLease benefits from economies of scale



TeamLease Group Structure



*Consolidated 100% as per INDAS

Investor Update – Quarter 1 2019-20



Key Performance Highlights – quarter ending June 30th 2019



01.

Revenue grew by 23% YoY backed by 17% growth in associate/trainee headcount.

02.

Our total employee/ trainee headcount is ~225,000 as of June 30, 2019 with General Staffing contributing to ~160,600 and NETAP contributing to ~57,300.

03.

Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) was ₹ 22.7 cr. for Q1FY20 reflecting YoY growth of 13%.

04.

Average realization per associate improved to ₹ 730 p.m. in Q1FY20 from ₹ 714 p.m. in Q4FY19.

05.

Our acquisition of eCentric IT Staffing vertical gave us incremental headcount of ~880 associates in Specialized Staffing Services contributing revenue of ₹ 16 cr and PBT of ₹ 0.8 cr.

06.

Our ratio of general staffing associates/trainees to staffing core employees improved to 277 in Q1FY20 from 270 in Q4FY19.



Financial Performance

*All Numbers are in ₹ Crores except for margins

Consolidated Performance

Particulars	Q1FY20	Q1FY19	YoY Growth %	Q4FY19	QoQ Growth %	FY19
Total Revenue	1,254.7	1,026.6	22%	1,168.6	7%	4,465.7
Operating Revenue	1,251.2	1,021.3	23%	1,163.4	8%	4,447.6
EBITDA	22.7	20.0	13%	25.5	-11%	94.1
EBITDA margin (%)	1.8%	2.0%		2.2%		2.1%
PBT	17.3	21.5	-20%	26.8	-36%	96.4
PBT margin (%)	1.4%	2.1%		2.3%		2.2%
Net Profit (PAT)	18.8	21.8	-14%	26.0	-28%	98.0
PAT margin (%)	1.5%	2.1%		2.2%		2.2%
EPS (Basic and Diluted) - Rs.	11.0	12.8		15.2		57.3

Standalone Performance

Particulars	Q1FY20	Q1FY19	YoY Growth %	Q4FY19	QoQ Growth %	FY19
Total Revenue	1,158.0	954.1	21%	1,089.8	6%	4,161.9
Operating Revenue	1,151.4	946.0	22%	1,081.6	6%	4,132.5
EBITDA	18.2	15.0	21%	20.4	-11%	73.0
EBITDA margin (%)	1.6%	1.6%		1.9%		1.8%
PBT	19.9	21.7	-8%	27.5	-27%	97.4
PBT margin (%)	1.7%	2.3%		2.5%		2.4%
Net Profit (PAT)	20.5	21.0	-3%	27.1	-25%	97.0
PAT margin (%)	1.8%	2.2%		2.5%		2.3%
EPS (Basic and Diluted) - Rs.	12.0	12.3	-3%	15.9	-25%	56.7

Consolidated Segment Results



*All Numbers are in ₹ Crores except for margins

Particulars	Q1FY20	Q1FY19	YoY Growth %	Q4FY19	QoQ Growth %	FY19
Revenue:						
General Staffing and Allied Services	1,130.6	916.1	23%	1,056.5	7%	4,011.5
Specialised Staffing Services	98.2	75.0	31%	79.4	24%	309.2
Other HR Services	22.4	30.3	-26%	27.5	-18%	126.9
Total Income from Operations	1,251.2	1,021.3	23%	1,163.4	8%	4,447.6
EBITDA:						
General Staffing and Allied Services	23.4	15.6	50%	24.7	-6%	80.8
Specialised Staffing Services	6.3	5.3	18%	4.9	29%	20.2
Other HR Services	(6.2)	2.4	-361%	1.6	-487%	8.3
Unallocated	(0.8)	(3.2)	-75%	(5.7)	-86%	(15.2)
Total EBITDA	22.7	20.1	13%	25.5	-11%	94.1
EBITDA Margin						
General Staffing and Allied Services	2.1%	1.7%		2.3%		2.0%
Specialised Staffing Services	6.4%	7.1%		6.1%		6.5%
Other HR Services	-27.4%	7.8%		5.8%		6.5%

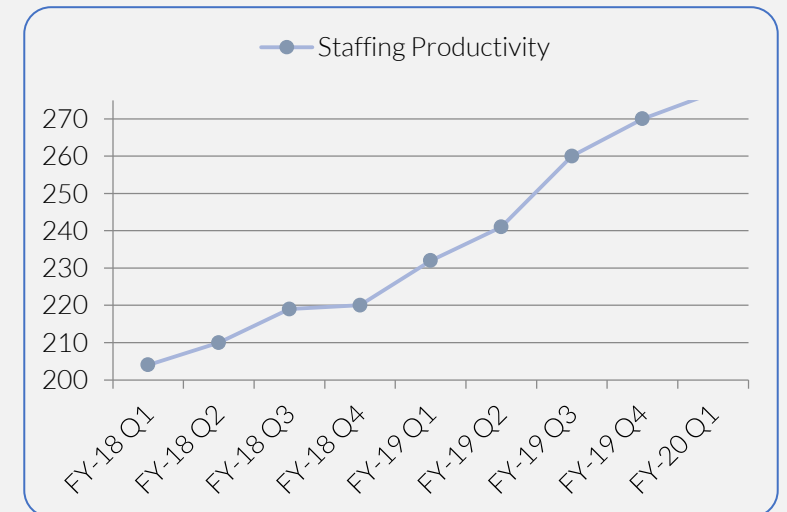


Headcount & Productivity

Quarter	General Staffing Associates	NETAP Trainees	Specialised Staffing	Total Outsourced	Core Employees	Total Headcount
FY-18 Q1	1,29,787	28,051	1,423	1,59,261	1,467	1,60,728
FY-18 Q2	1,27,844	32,615	1,631	1,62,090	1,466	1,63,556
FY-18 Q3	1,30,950	40,423	5,910	1,77,283	1,632	1,78,915
FY-18 Q4	1,32,323	43,052	5,948	1,81,323	1,704	1,83,027
FY-19 Q1	1,37,735	47,493	6,407	1,91,635	1,726	1,93,361
FY-19 Q2	1,45,145	48,725	6,065	1,99,935	1,704	2,01,639
FY-19 Q3	1,52,693	52,525	6,117	2,11,335	1,708	2,13,043
FY-19 Q4	1,54,095	56,169	5,947	2,16,211	1,687	2,17,898
FY-20 Q1	1,60,614	57,292	6,858	2,24,764	1,818	2,26,582

Improvement in Staffing Core Employee Productivity

Quarter	Total Outsourced	Staffing Core Employees	Staffing Productivity
FY-18 Q1	1,57,838	773	204
FY-18 Q2	1,60,459	764	210
FY-18 Q3	1,71,373	781	219
FY-18 Q4	1,75,375	798	220
FY-19 Q1	1,85,228	800	232
FY-19 Q2	1,93,870	806	241
FY-19 Q3	2,05,218	788	260
FY-19 Q4	2,10,264	780	270
FY-20 Q1	2,17,906	788	277





Shareholding Structure

Category	% of shareholding
Promoter Group	35.0%
Exited Promoter	5.3%
FII/FPI	45.0%
DII	10.2%
Employees	1.8%
Retail/HNI	2.5%
ESOP Trust	0.2%





TeamLease Services Limited

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Thank you!