

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
---------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

Dear Sir/Madam,

**Sub:** Investor Presentation on Q2FY20 Financial Results of TeamLease Services Limited (Company)

**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 on Q2FY20 financial results' of the Company.

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](http://www.teamleasegroup.com) for information of our shareholders/public.

This is in furtherance of our intimation dated October 24, 2019 pertaining to Conference Call with Investors on Q2FY20.

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**

**Company Secretary and Compliance Officer**

Encl: As above





# PUTTING INDIA TO WORK

BSE: 539658 | NSE: TEAMLEASE | ISIN: INE985S01024

---

[www.teamleasegroup.com](http://www.teamleasegroup.com) | Friday, November 08, 2019



# Investor Update

## Q2 2019-20

# Key Performance Highlights

September 30, 2019

01 Staffing revenue grew by  
**20%** YoY  
backed by **14%** growth in  
associate headcount.

02 Our total employee/ trainee  
headcount is  
**~225,000** as of  
Sept 30, 2019 with General Staffing  
contributing to **~165,000**  
and others contributing to  
**~60,000**.

03 HR services have improved their  
profitability and the collection cycle  
of outstanding receivables

04 Staffing EBITDA margin  
improved to 1.9% in H1FY20  
compared to 1.8% in  
H1FY19.

05 We have maintained our funding  
exposure at 14% in general staffing  
business over the last one year.

06 Average realization per associate  
in general staffing has improved  
to **739** in Q2FY20 from  
**730** in Q1FY20.

# Financial Performance

## Consolidated Performance

\*All Numbers are in ₹ Crores except for 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	19.2%
Operating Revenue	1,267.8	1,090.7	16%	1,251.2	1%	2,519.0	2,112.0	19.3%
EBITDA	23.6	24.0	-1%	22.7	4%	46.3	44.0	5.2%
EBITDA margin (%)	<b>1.9%</b>	<b>2.2%</b>		<b>1.8%</b>		<b>1.8%</b>	<b>2.1%</b>	
PBT	19.4	23.7	-18%	17.3	12%	36.7	45.2	-18.9%
PBT margin (%)	<b>1.5%</b>	<b>2.2%</b>		<b>1.4%</b>		<b>1.5%</b>	<b>2.1%</b>	
Net Profit (PAT)	20.2	24.9	-19%	18.8	7%	38.9	46.7	-16.7%
PAT margin (%)	<b>1.6%</b>	<b>2.3%</b>		<b>1.5%</b>		<b>1.5%</b>	<b>2.2%</b>	
EPS (Basic and Diluted) - Rs.	11.8	14.6	-19%	11.0	7%	22.8	27.3	-16.7%

## Standalone Performance

Particulars	Q2FY20	Q2FY19	YoY Growth %	Q1FY20	QoQ Growth %	H1FY20	H1FY19	YoY Growth %
Total Revenue	1,174.6	1,021.2	15%	1,158.0	1%	2,332.5	1,975.4	18.1%
Operating Revenue	1,165.4	1,014.5	15%	1,151.4	1%	2,316.7	1,960.5	18.2%
EBITDA	19.4	18.1	7%	18.2	7%	37.6	33.1	13.6%
EBITDA margin (%)	<b>1.7%</b>	<b>1.8%</b>		<b>1.6%</b>		<b>1.6%</b>	<b>1.7%</b>	
PBT	23.0	23.2	-1%	19.9	15%	42.9	44.9	-4.4%
PBT margin (%)	<b>2.0%</b>	<b>2.3%</b>		<b>1.7%</b>		<b>1.9%</b>	<b>2.3%</b>	
Net Profit (PAT)	22.7	23.5	-4%	20.5	11%	43.2	44.5	-3.1%
PAT margin (%)	<b>1.9%</b>	<b>2.3%</b>		<b>1.8%</b>		<b>1.9%</b>	<b>2.3%</b>	
EPS (Basic and Diluted) - Rs.	13.3	13.8	-4%	12.0	11%	25.2	26.0	-3.1%

# Consolidated Segment Results

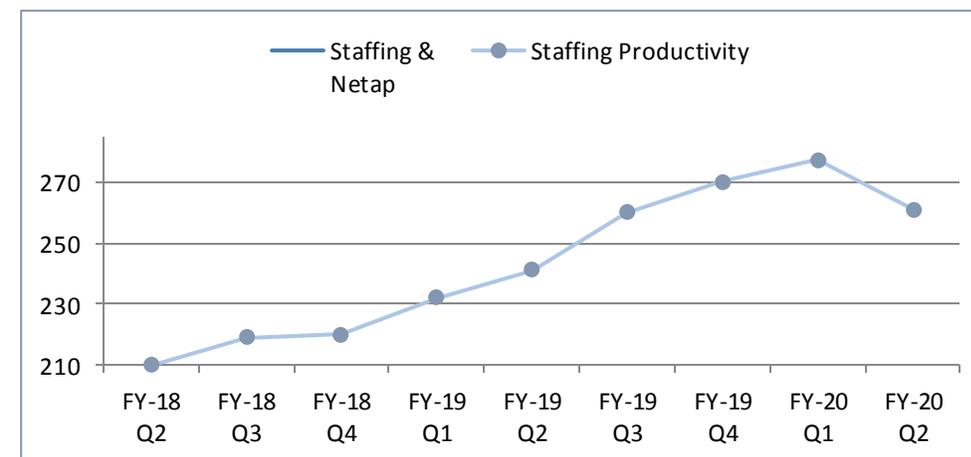
Particulars	Q2FY20	Q2FY19	YoY Growth %	Q1FY20	QoQ Growth %	H1FY20	H1FY19	YoY Growth %
<b>Revenue:</b>								
General Staffing and Allied Services	1,139.2	977.3	17%	1,130.6	1%	2,269.8	1,893.4	20%
Specialised Staffing Services	100.5	75.6	33%	98.2	2%	198.7	150.6	NC
Other HR Services	28.2	37.7	-25%	22.4	25%	50.6	68.0	-26%
<b>Total Income from Operations</b>	<b>1,267.8</b>	<b>1,090.7</b>	<b>16%</b>	<b>1,251.2</b>	<b>1%</b>	<b>2,519.1</b>	<b>2,112.0</b>	<b>19%</b>
<b>EBITDA:</b>								
General Staffing and Allied Services	20.8	18.4	13%	23.3	-11%	44.1	34.0	30%
Specialised Staffing Services	6.3	5.5	14%	6.3	1%	12.6	10.8	16%
Other HR Services	(0.2)	4.0	-105%	(6.2)	97%	(6.3)	6.4	-200%
Unallocated	(3.3)	(3.9)	-17%	(0.8)	304%	(4.1)	(7.2)	-43%
<b>Total EBITDA</b>	<b>23.6</b>	<b>24.0</b>	<b>-1%</b>	<b>22.6</b>	<b>4%</b>	<b>46.3</b>	<b>44.0</b>	<b>5%</b>
<b>EBITDA Margin</b>								
General Staffing and Allied Services	1.8%	1.9%		2.1%		1.9%	1.8%	
Specialised Staffing Services	6.3%	7.3%		6.4%		6.3%	7.2%	
Other HR Services	-0.6%	10.6%		-27.4%		-12.5%	9.4%	

# Headcount & Productivity

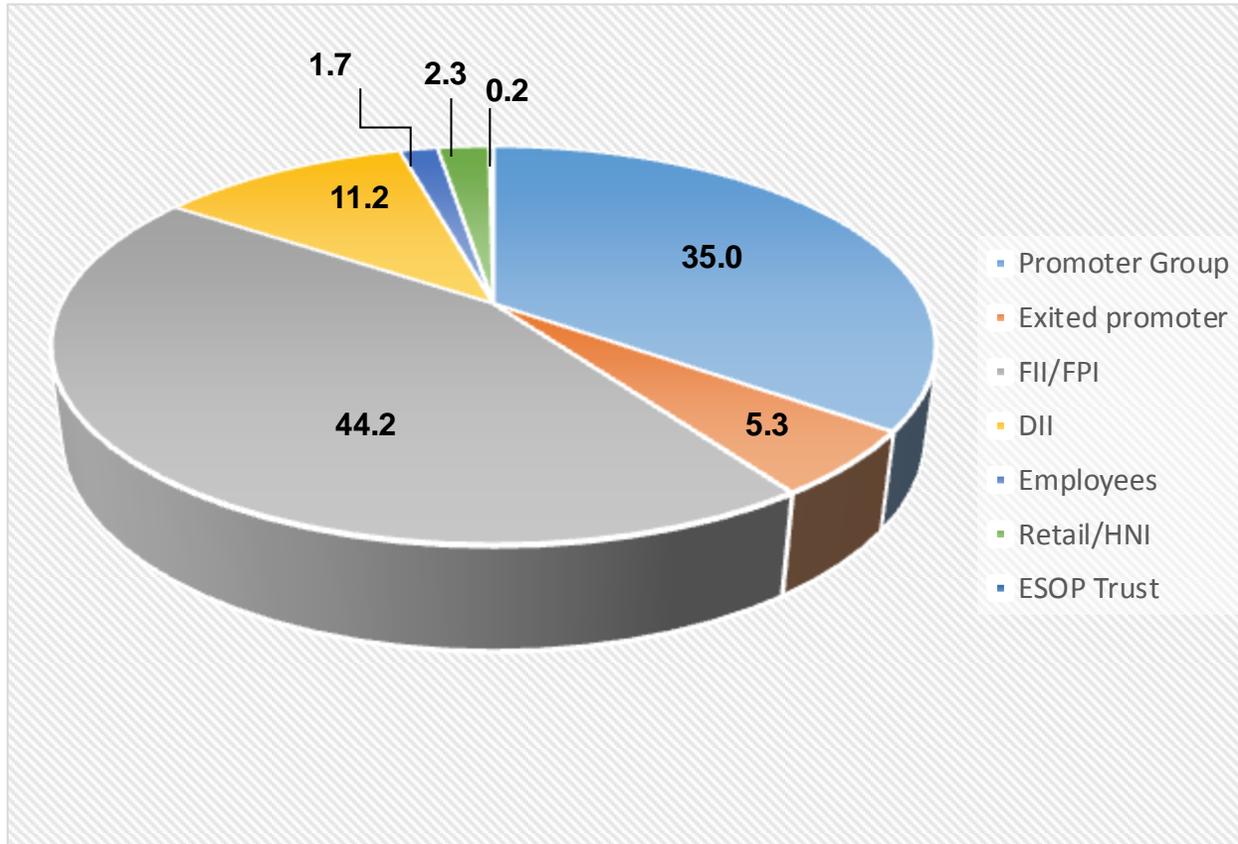
Quarter	General Staffing Associates	NETAP Trainees	Specialised Staffing	Total Outsourced	Core Employees	Total Headcount
FY-18 Q2	1,27,844	32,615	1,631	1,62,090	1,466	1,63,556
FY-18 Q3	1,30,950	40,423	5,910	1,77,283	1,632	1,78,915
FY-18 Q4	1,32,323	43,052	5,948	1,81,323	1,704	1,83,027
FY-19 Q1	1,37,735	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
FY-20 Q2	1,65,029	51,341	6,549	2,22,919	2,005	2,24,924

## Consolidated Performance

Quarter	Staffing+Netap	Staffing Core Employees	Staffing Productivity
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
FY-20 Q2	2,24,924	829	261



# Shareholding Structure



## Company Profile

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, TeamLease has hired 17 lakh people over the last 17 years and has 2 lakh+ open jobs every day across the country in 6,600+ locations. 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 (1.5 lakh+ associates), Employability (2 lakh+ students/trainees) and Ease-of-doing Business (55,000+ compliances).

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 has till date given employment to over 1.7+ million people with an aim to hire millions more.



# Our Services

## 3E Grouping



General Staffing



IT Staffing



Telecom Staffing



Hiring



Compliance and  
Payroll Services



Apprenticeship  
Program  
(NETAP)



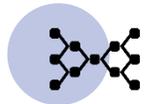
Learning Services



Skill  
University

# Overview

## PUTTING INDIA TO WORK



### Supply Chain

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



### Clients

**3500+** Clients across  
 the spectrum of business



### Associates

**Over 2.25 Lakhs**  
 associates/ trainees, making  
 us one of the largest private  
 sector employer



### Presence

Delivering in over  
**7000+** locations  
 across all 29 states

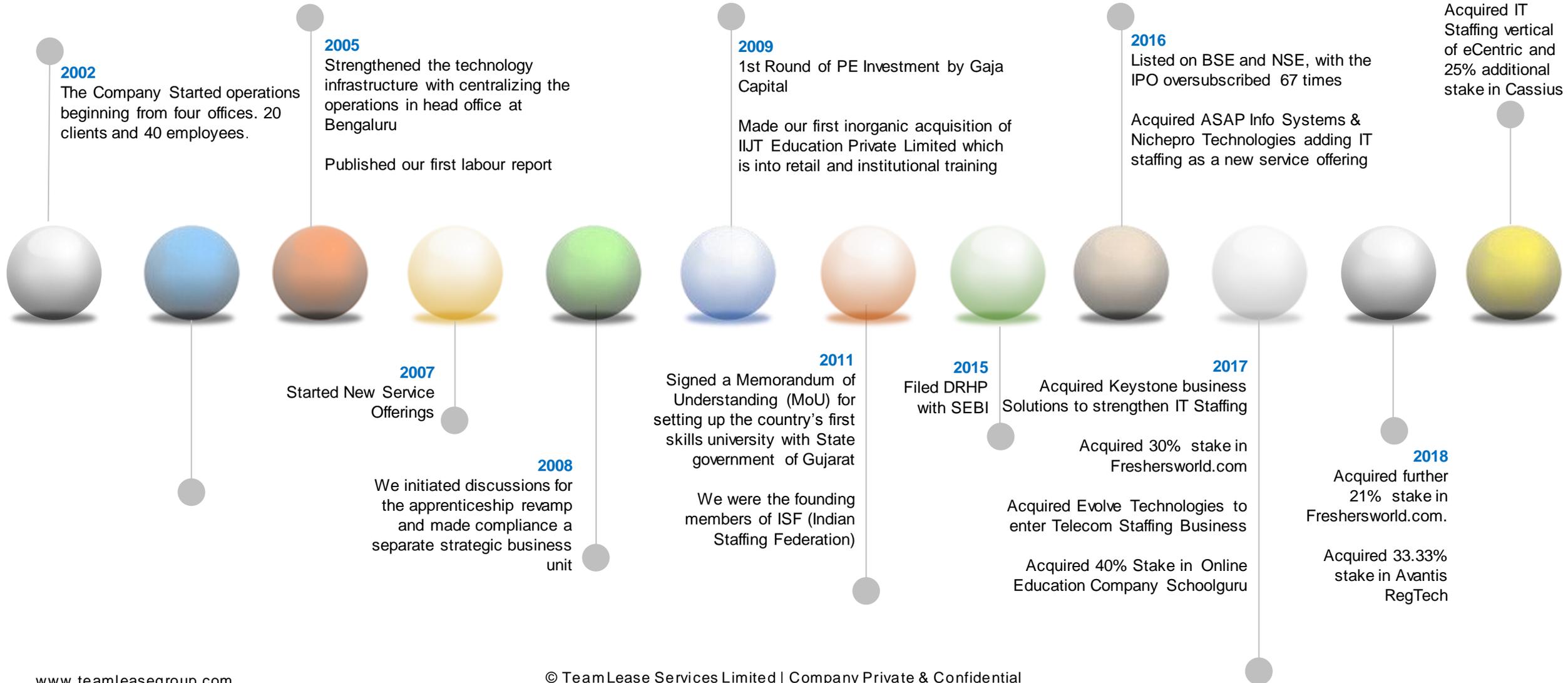


### Revenue

**H1FY20** Revenue  
 grew by 19% YoY



# The Journey Thus



# Our Team

## Board Of Directors



**Manish Sabharwal**  
Executive Chairman



**Ashok Reddy**  
Managing Director & CEO



**V Raghunathan**  
Independent Director



**Zarir Batliwala**  
Independent Director



**Latika Pradhan**  
Independent Director



**Narayan Ramachandran**  
Independent Director



For more details  
Scan the QR Code

# Our Vision



## Vision

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



## Our contribution

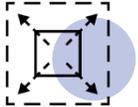
Our vision has been at the forefront of our existence, helping us employ, **“One Indian”** every 5 minutes over the past 5 years.



## The Future that we see

Our goal is to become the largest Private sector employer of India, largest employee of the world by headcount

# Key Value Drivers



We are one of India's largest staffing company have **6%** market share & 2500 clients

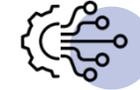


## Governance

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

## Scale

## Productivity



## Technology

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



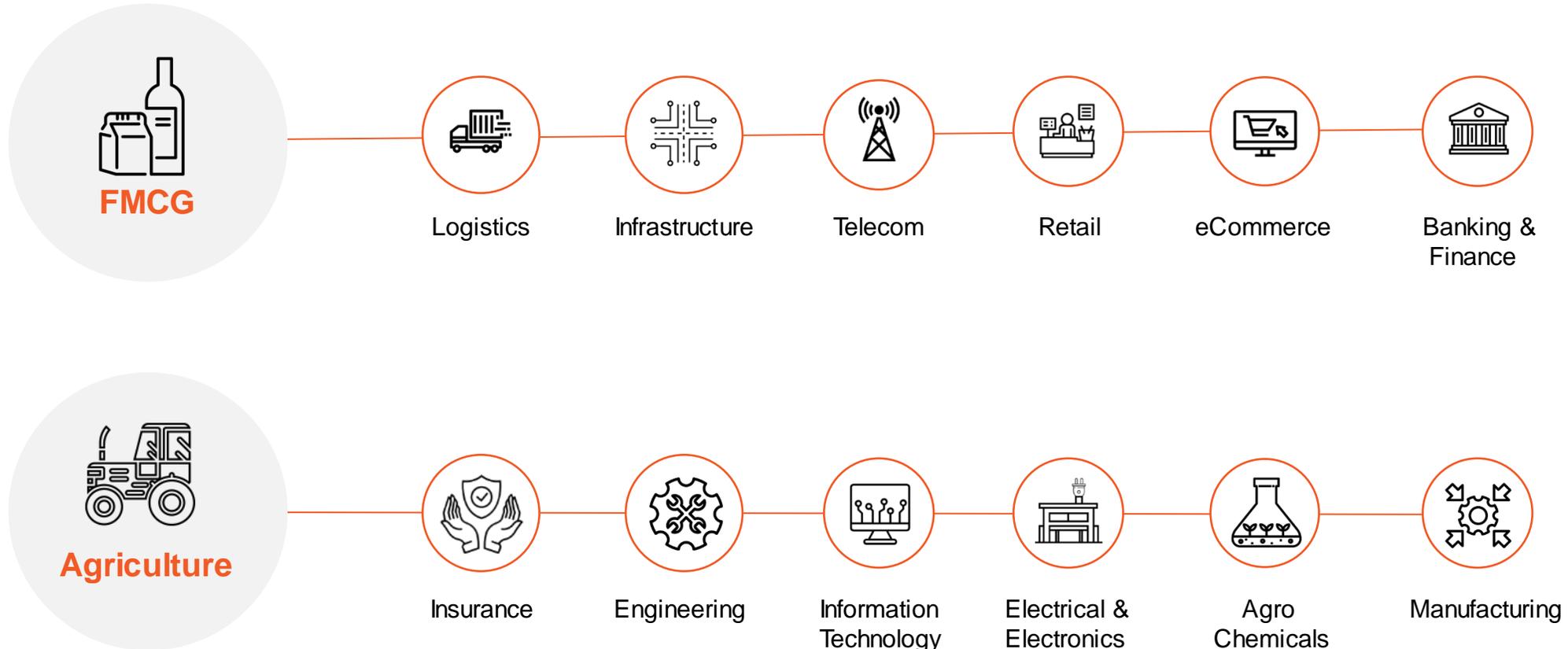
## Presence

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

## Compliance

## Reach

# Cross Sector Services



# Our Strategy

## TeamLease Disruptive Business Focus Areas



### Employment

#### **General Staffing**

TeamLease Services Limited

#### **Specialised Staffing**

TeamLease Digital Private Limited

Evolve Technologies and Services Private Limited

#### **Hiring-**

#### **Temporary/Permanent**

Freshersworld

TeamLease Services Limited



### Employability

On-the-Job – NETAP

Online– Schoolguru

Onsite – Enterprise Learning

On Campus - TLSU



### Ease of doing business

Compliance Services

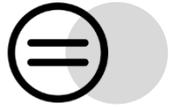
Payroll Outsourcing

Digital Workforce Solutions

## Our Presence



# Our Strategy



## Match

Staffing | Recruitment



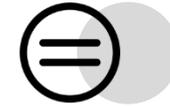
## Repair

Learning Solutions



## Prepare

NETAP | Skills University



## HR Services

Payroll Outsourcing | Regulatory Consulting

### Employability

Building careers and bridging the skill gap through training that matches corporate skill sets

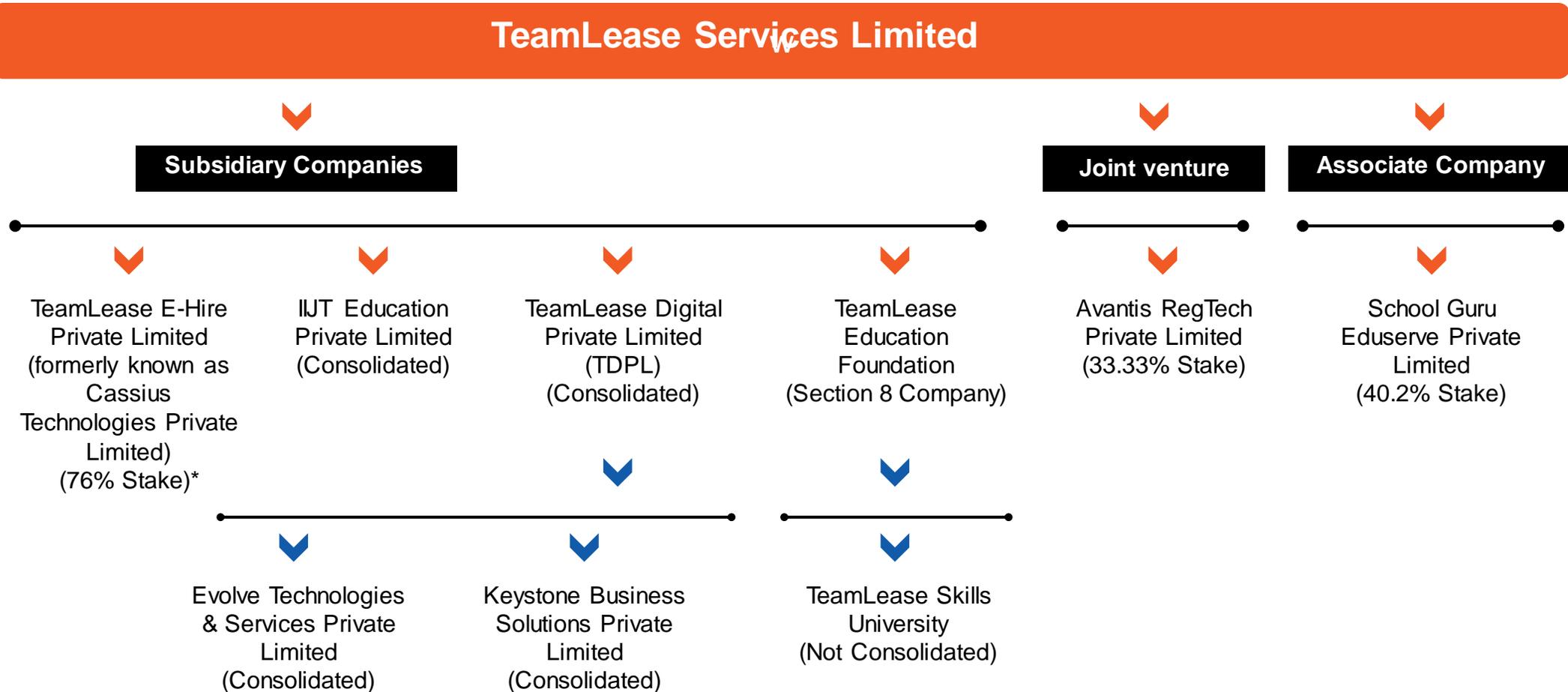
### Education

TeamLease Skills University - India's first vocational skills university prepares people to enter the workforce by equipping them with vocational skills

### Ease of Doing Business

Consulting services for staffing, labor compliance, corporate & legal compliance issues Strong integrated IT platform for payroll outsourcing, ISO 27001 Certified

# TeamLease Group Structure



# Disclaimer

This presentation has been prepared by TeamLease Services Limited ("Company") solely for information purposes without any regard to any specific objectives, financial situations or informational needs of any particular person. This presentation may not be copied, distributed or disseminated, directly or indirectly, in any manner. Failure to comply with this directive may result in a violation of the applicable law in certain jurisdictions. By reviewing this presentation, you agree to be bound by the restrictions contained herein, and to maintain absolute confidentiality, regarding the information disclosed in these materials.

This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any offer or invitation or inducement to sell or issue, or any solidation of any offer to purchase or subscribe for, any securities of the Company by any person in any jurisdiction, including in India, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefor.

This presentation contains statements that constitute forward looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as "expects", "plans", "will", "estimates", "projects", or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition,, government policies, regulations, etc. The Company does not undertake any obligation to revise or update any forward looking statement that may be made from time to time by or on behalf of the Company including to reflect actual results, changes in assumptions or changes in factors affecting these statements. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward looking statements

This presentation is not a complete description of the Company and may not be all inclusive and may not contain all of the information that you may consider material. The information contained in this presentation has not been independently verified. No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness, correctness or fairness of the information, estimates, projections and opinions contained in this presentation. Viewers of this presentation must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Such information and opinions are in all events not current after the date of this presentation. Further, past performance is not necessarily indicative of future results. Any opinions expressed in this presentation or the contents of this presentation are subject to change without notice. This presentation should not be construed as legal, tax, accounting, investment or other advice.

Any person placing reliance on the information contained in this presentation or any other communication by the Company does so at his or her own risk and none of the Company nor any of its affiliates, advisers or representatives, any placement agent, promoters or any other persons that may participate in any offering of any securities of the Company shall have any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions, insufficiencies or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this presentation or its contents or otherwise in connection with this presentation.

This presentation has not been and will not be registered as a prospectus with any Registrar of Companies in India. This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement, a private placement offer letter or an offer document under the Companies Act, 2013 and the rules made thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended, or any other applicable law.



**THANK YOU**

**TeamLease Services Limited**

PUTTING INDIA TO WORK

BSE: 539658 | NSE: TEAMLEASE | ISIN: INE985S01024

---

[www.teamleasegroup.com](http://www.teamleasegroup.com) | Friday, November 08, 2019