

May 28, 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: Press Release for the year ended March 31, 2019

With reference to the captioned subject, please find enclosed Press Release pertaining to the Audited Financial Results (Standalone and Consolidated) for the year ended March 31, 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



Alaka Chanda
Company Secretary and Compliance Officer
Encl: As above

Press Release- Q4 FY19

Bengaluru, India, May 28, 2019- TeamLease Services Limited (**NSE: TEAMLEASE, BSE: 539658**), one of India's largest staffing companies, today announced its results for the fourth quarter (**Q4FY19**) and for the financial year ended March 31, 2019.

Summary of Consolidated financial results:

(all numbers in Rupees' Crores except Margins)

Particulars	Q4 FY19	Q4 FY18	YoY Growth %	Q3 FY19	QoQ Growth %	FY19	FY18	YoY Growth %
Total Revenue	1,168.6	978.7	19%	1,175.9	-1%	4,465.7	3,639.7	23%
Operating Revenue	1,163.4	977.5	19%	1,172.2	-1%	4,447.6	3,624.1	23%
EBITDA	25.5	20.8	23%	24.6	4%	94.1	68.5	37%
EBITDA (%)	2.2%	2.1%		2.1%		2.1%	1.9%	
PBT	26.8	19.8	35%	24.4	10%	96.4	72.5	33%
PBT %	2.3%	2.0%		2.1%		2.2%	2.0%	
Net Profit (PAT)	26.0	21.2	23%	25.3	3%	98.0	73.5	34%
PAT (%)	2.2%	2.2%		2.2%		2.2%	2.0%	
EPS - Rs.	15.2	12.4	23%	14.8	3%	57.3	43.0	34%

Highlights of FY19 financial performance:

1. Revenue grew by 23% YoY backed by 19% growth in associate/trainee headcount.
2. Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) was ₹ 94.1 crores for FY19 reflecting YoY growth of 37%.
3. Profit Before Tax (PBT) was ₹ 96.4 crores reflecting YoY growth of 33%. PBT margin grew from 2.0% in FY18 to 2.2% in FY19 largely on account of economies of scale in Staffing business and increase in contribution from IT staffing business.
4. Profit After Tax (PAT) was ₹98.0 crores reflecting YoY growth of 33%. Organic PAT margin was 2.2% in FY19. The Company continued to avail the tax benefits under section 80JJAA of the Income Tax Act, 1961.
5. Earnings Per Share (EPS) was ₹ 15.2 for Q4FY19 and ₹ 57.3 for FY19 reflecting YoY growth of 23% on a quarterly basis 34% on annual basis.

Press Release- Q4 FY19

Business Update

1. Our total employee/ trainee headcount is ~216,200 as of March 31, 2019 reflecting an increase of ~34,000 on YoY basis and ~4,800 on QoQ basis. Our associate employee headcount is ~154,050 and NETAP trainee headcount is ~56,150 as of March 31, 2019.
2. We have reduced our funding exposure to 14% in general staffing business from 17% in Q4FY18 and maintained efficient working capital management.
3. Our ratio of general staffing associates/trainees to staffing core employees improved to 270 in Q4FY19 from 260 in Q3FY19.
4. We have completed acquisition of IT Staffing vertical in eCentric Solutions Private Limited effective April 01, 2019.
5. Average realization per associate improved to Rs.714 p.m. in Q4FY19 from Rs.710 p.m. in Q3FY19.

Management Comment

Mr. Ashok Reddy, Managing Director, TeamLease Services Limited commenting on the quarterly results said, “Economies of scale have started improving our margins in Staffing businesses with core to associate employee ratio reaching 270. Our business acquisition of eCentric is expected to give us a 40% inorganic growth in the IT staffing segment and increase the client base. The general hiring trends look positive for FY20 and we are geared up for scale”.

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 (1.5 lakhs+ employees), employability (2 lakhs+ students) and Ease-of-doing Business (1000+ employers).

Investor contact

<p>Ravi Vishwanath Chief Financial Officer</p> <p>Tel: +91 80 3324 3330 Fax: +91 80 3324 3001 E-mail: ravi.vishwanath@teamlease.com</p>	<p>Renu Praveen Adfactors</p> <p>Tel: +91 9742279654 Fax: +91 80 3324 3001 E-mail: renu.praveen@adfactorspr.com</p>
--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------