

June 09, 2020

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 Q4FY20 of TeamLease Services Limited (TeamLease/the 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 Financial Results for Q4FY20' 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 for information of our shareholders/public.

This is in furtherance of our intimation dated June 02, 2020 pertaining to Conference Call with Investors on Q4FY20.

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 **BACK TO WORK**

BSE: 539658 | NSE: TEAMLEASE | ISIN: INE985S01024



www.teamleasegroup.com | Tuesday, June 09, 2020

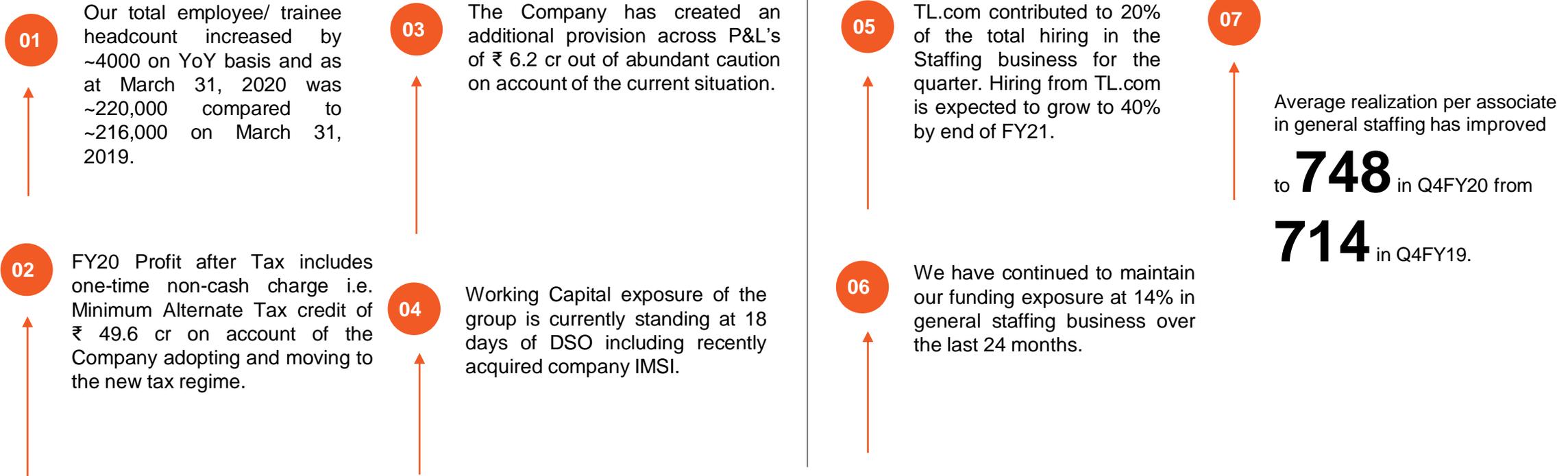


Investor Update

Q4 2019-20

Key Performance Highlights

March 31, 2020



Financial Performance

Consolidated Performance

*All Numbers are in ₹ Crores except for margins

Particulars	Q4FY20	Q4FY19	YoY Growth %	Q3FY20	QoQ Growth %	FY20	FY19	YoY Growth %
Total Revenue	1,345.0	1,168.6	15%	1,358.7	-1%	5,231.6	4,465.7	17%
Operating Revenue	1,330.3	1,163.4	14%	1,351.4	-2%	5,200.7	4,447.6	17%
EBITDA	19.6	25.5	-23%	27.1	-27%	93.0	94.1	-1%
EBITDA margin (%)	1.5%	2.2%		2.0%		1.8%	2.1%	
PBT	22.4	26.8	-17%	23.9	-7%	83.0	96.4	-14%
PBT margin (%)	1.7%	2.3%		1.8%		1.6%	2.2%	
Net Profit (PAT)	(29.4)	26.0	-213%	25.5	-216%	35.0	98.0	-64%
PAT margin (%)	-2.2%	2.2%		1.9%		0.7%	2.2%	
EPS (Basic and Diluted) - Rs.	-17.2	15.2	-213%	14.9	-216%	20.5	57.3	-64%

Standalone Performance

Particulars	Q4FY20	Q4FY19	YoY Growth %	Q3FY20	QoQ Growth %	FY20	FY19	YoY Growth %
Total Revenue	1,239.1	1,089.8	14%	1,255.4	-1%	4,827.0	4,161.9	16.0%
Operating Revenue	1,221.9	1,081.6	13%	1,244.8	-2%	4,783.4	4,132.5	15.8%
EBITDA	15.6	20.4	-23%	21.6	-28%	74.8	73.0	2.4%
EBITDA margin (%)	1.3%	1.9%		1.7%		1.6%	1.8%	
PBT	26.0	27.5	-5%	26.1	0%	95.0	97.4	-2.4%
PBT margin (%)	2.1%	2.5%		2.1%		2.0%	2.4%	
Net Profit (PAT)	(28.7)	27.1	-206%	27.1	-206%	41.6	97.0	-57.1%
PAT margin (%)	-2.3%	2.5%		2.2%		0.9%	2.3%	
EPS (Basic and Diluted) - Rs.	-16.8	15.9	-206%	15.9	-206%	24.3	56.7	-57.1%

Consolidated Segment Results

Particulars	Q4FY20	Q4FY19	YoY Growth %	Q3FY20	QoQ Growth %	FY20	FY19	YoY Growth %
Revenue:								
General Staffing & Allied Services	1,195.4	1,056.5	13%	1,216.1	-2%	4,681.3	4,011.5	17%
Specialised Staffing Services	106.5	79.4	34%	104.6	2%	409.8	309.2	33%
Other HR Services	28.4	27.5	3%	30.6	-7%	109.7	126.9	-14%
EBITDA:								
General Staffing & Allied Services	26.5	24.8	7%	19.7	35%	90.4	80.8	12%
Specialised Staffing Services	6.5	4.9	34%	7.6	-15%	26.7	20.2	33%
Other HR Services	(3.0)	1.6	-287%	0.6	-598%	(8.7)	8.3	-206%
EBITDA Margin								
General Staffing & Allied Services	2.2%	2.3%		1.6%		1.9%	2.0%	
Specialised Staffing Services	6.1%	6.1%		7.3%		6.5%	6.5%	
Other HR Services	-10.5%	5.8%		2.0%		-8.0%	6.5%	
Consolidated EBITDA Margin	1.5%	2.2%		2.0%		1.8%	2.1%	

Specialised Staffing - breakup

Particulars	Q4FY20	Q4FY19	YoY Growth %	Q3FY20	QoQ Growth %	FY20	FY19	YoY Growth %
Segmental Breakup:								
IT Staffing Revenue	52.0	36.5	42%	54.1	-4%	217.2	134.6	61.4%
IT Staffing EBITDA	4.0	3.5	12%	5.5	-29%	19.4	15.1	28.3%
IT Staffing EBITDA (%)	7.6%	9.6%		10.2%		8.9%	11.2%	
Telecom Staffing Revenue	41.2	42.9	-4%	43.3	-5%	172.0	174.6	-1.4%
Telecom Staffing EBITDA	1.2	1.3	-14%	1.0	14%	4.8	5.0	-3.6%
Telecom Staffing EBITDA (%)	2.8%	3.1%		2.3%		2.8%	2.9%	
IMSI Staffing Revenue	13.3	-	NC	7.3	NC	20.5	-	-
IMSI Staffing EBITDA	1.4	-	NC	1.1	NC	2.5	-	-
IMSI Staffing EBITDA (%)	10.6%	-		15.0%		12.1%	-	

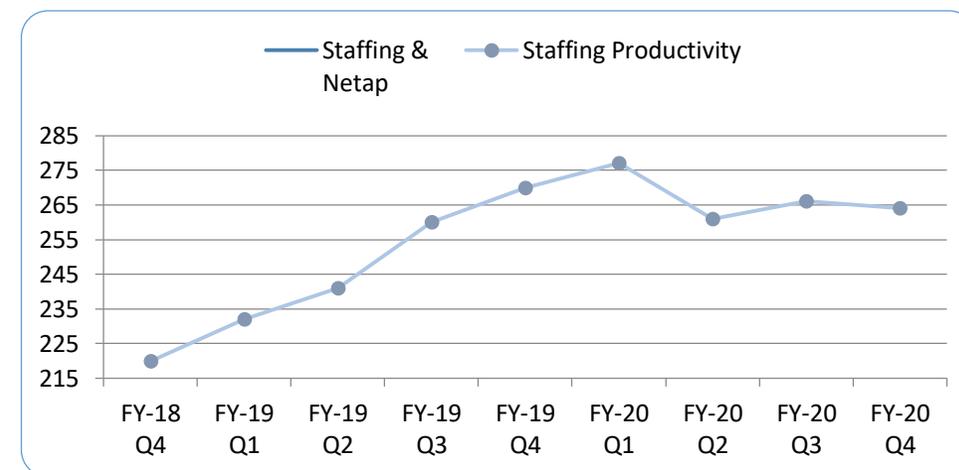
NC: Not comparable as IMSI was acquired effective November 12, 2019.

Headcount & Productivity

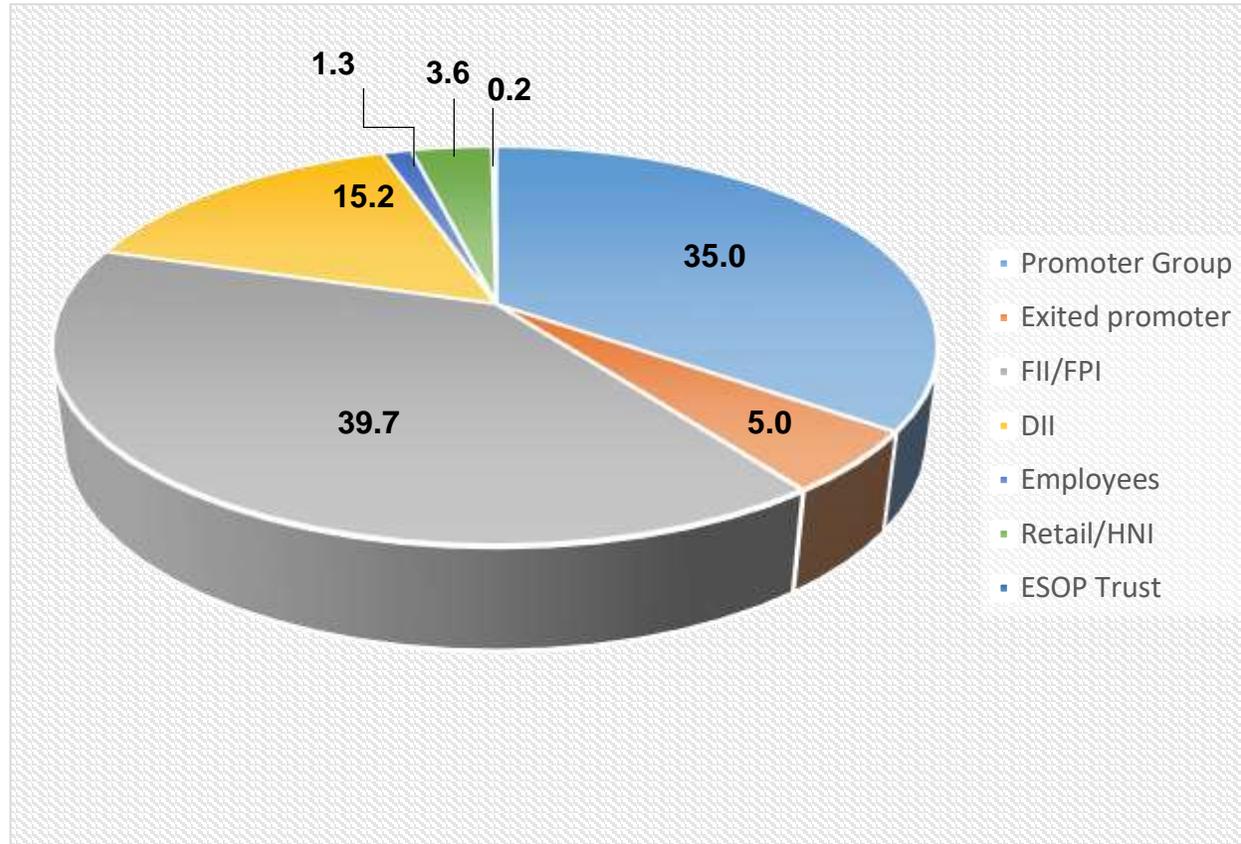
Quarter	General Staffing Associates	NETAP Trainees	IT Staffing	Telecom Staffing	IT Infra	Total Headcount
FY-18 Q4	1,32,323	43,052	1,786	4,162	-	181,323
FY-19 Q1	1,37,735	47,493	1,872	4,535	-	191,635
FY-19 Q2	1,45,145	48,725	1,961	4,104	-	199,935
FY-19 Q3	1,52,693	52,525	2,097	4,020	-	211,335
FY-19 Q4	1,54,095	56,169	2,115	3,832	-	216,211
FY-20 Q1	1,60,614	57,292	3,109	3,749	-	224,764
FY-20 Q2	1,65,029	51,341	3,055	3,494	-	222,919
FY-20 Q3	1,67,216	52,388	2,750	3,734	1,760	227,848
FY-20 Q4	1,61,365	50,620	2,680	3,707	1,838	220,210

Consolidated Performance

Quarter	Staffing+Netap	Staffing Core Employees	Staffing Productivity
FY-18 Q4	175375	798	220
FY-19 Q1	185228	800	232
FY-19 Q2	193870	806	241
FY-19 Q3	205218	788	260
FY-19 Q4	210264	780	270
FY-20 Q1	217906	787	277
FY-20 Q2	216370	829	261
FY-20 Q3	219604	826	266
FY-20 Q4	211985	804	264



Shareholding Structure



Company Profile

TeamLease Services Limited 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 open jobs every day across the country in 7,500+ 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 (1.60 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.



Our Services



General Staffing



IT Staffing



Telecom Staffing



Hiring



Compliance and
Payroll Services



Apprenticeship
Program
(NETAP)



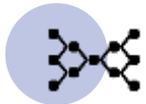
Learning Services



Skill
University

PUTTING INDIA BACK TO WORK

The current Covid-19 pandemic is changing the world of work. Employers are being reminded of the need to be more flexible, agile, and fluid. Most importantly, the planet undergoing a mandatory crash course in digital literacy will bring forward massive productivity gains. Within a month, 2020 has become 2030 in terms of digital learning, compliance, payments and e-commerce. In light of these massive changes, TeamLease has put together this webpage with guidance, POVs, value propositions and our capabilities that can help you in Putting India Back to Work. Visit URL <https://corporate.teamleasegroup.com/putting-india-back-to-work/> for more insight.



Supply Chain

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



Clients

3500+ Clients across
 the spectrum of business



Associates

Over 2.20 Lakhs
 associates/ trainees, making
 us one of the largest private
 sector employer



Presence

Delivering in over
7500+ locations
 across all 28 states

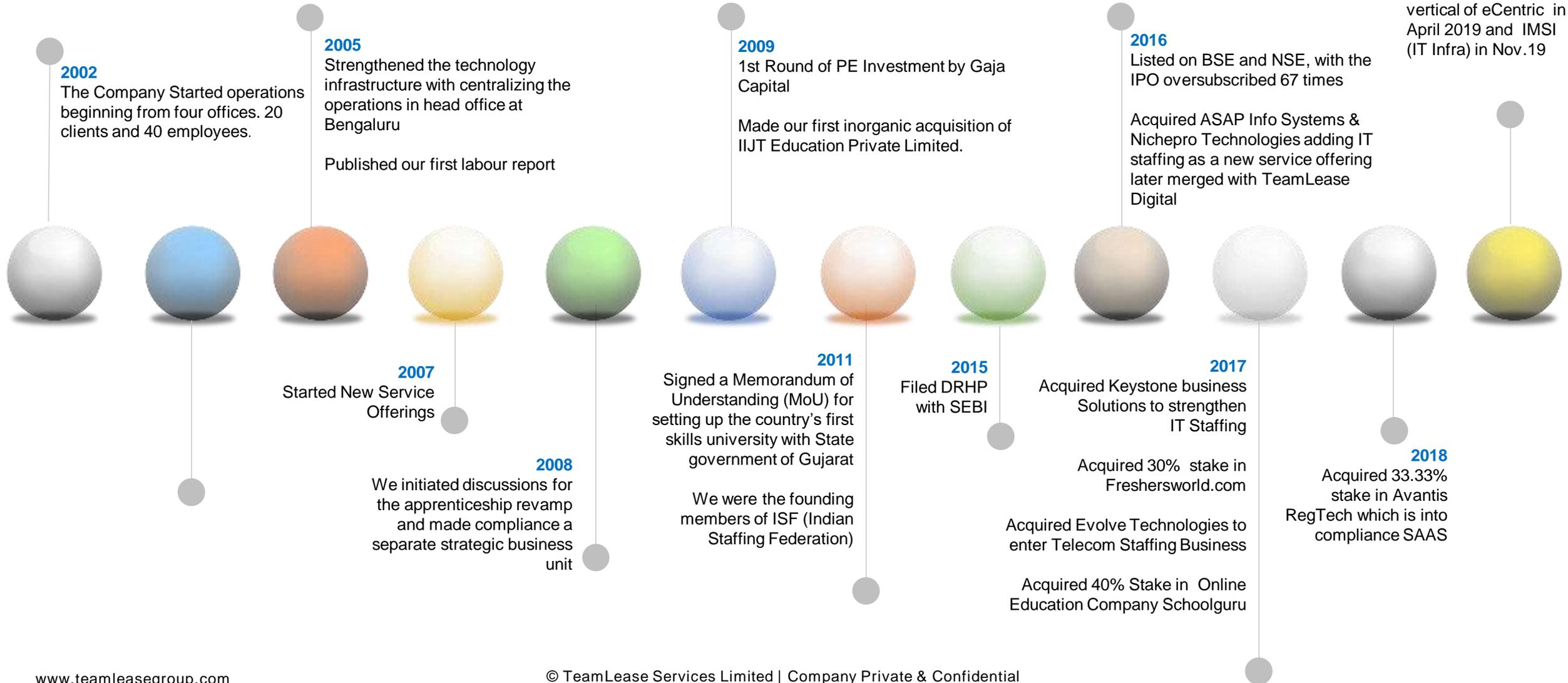


Revenue

FY20 Revenue
 grew by 17% YoY



The Journey Thus Far



Our 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

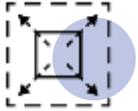
Our vision has been at the forefront of our existence, helping us employ, **“One Indian”** every 5 minutes over the past many years.



The Future that we see

Our goal is to become the largest Private sector employer of India, largest staffing company in the world by headcount.

Key Value Drivers



We are one of India's largest staffing companies, have a **6%** market share & 2500+ clients.

Scale

Productivity



Technology

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



Governance

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

Compliance

Reach



Presence

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

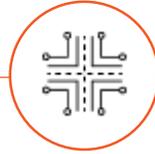
Cross Sector Services



FMCG



Logistics



Infrastructure



Telecom



Retail



eCommerce



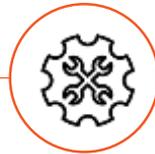
Banking &
Finance



Agriculture



Insurance



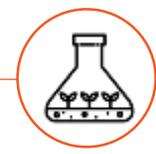
Engineering



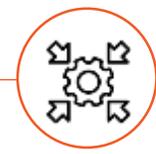
Information
Technology



Electrical &
Electronics

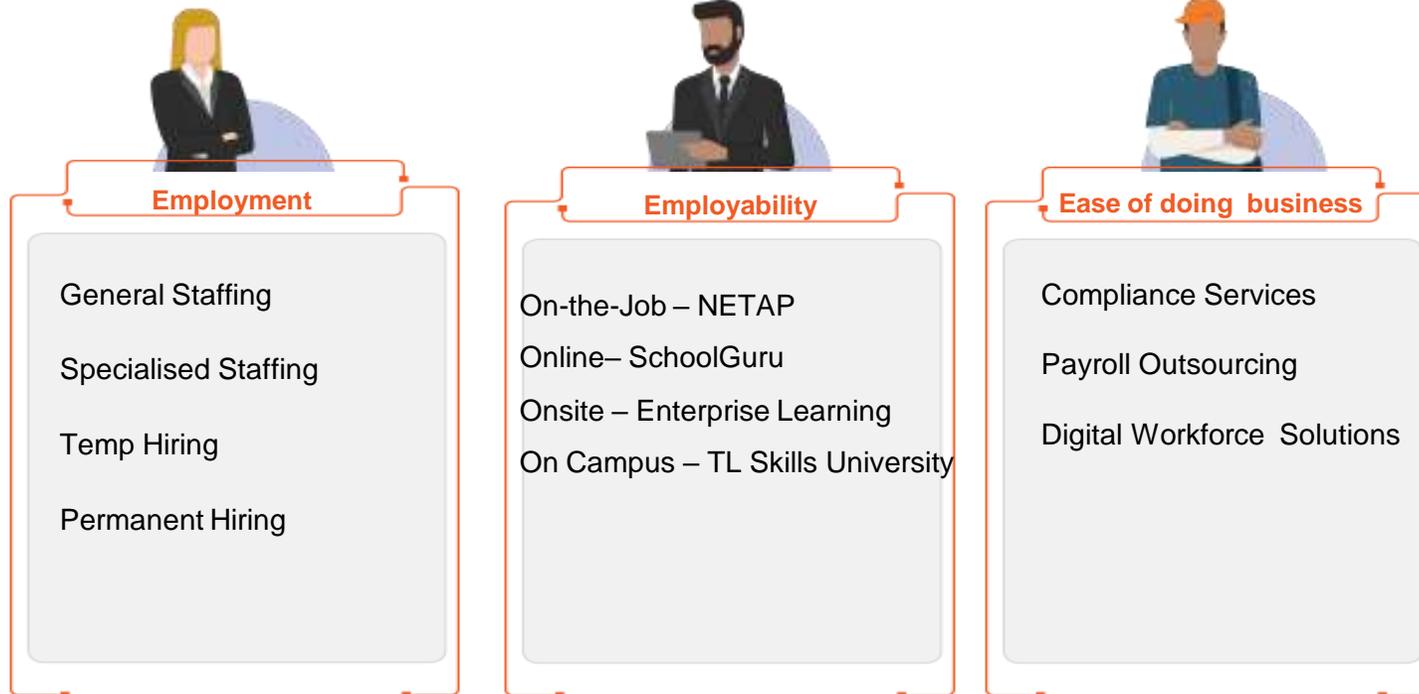


Agro
Chemicals



Manufacturing

Our Business Focus Areas



Our Presence



Our Strategy



Growth



**Margin
Expansion**



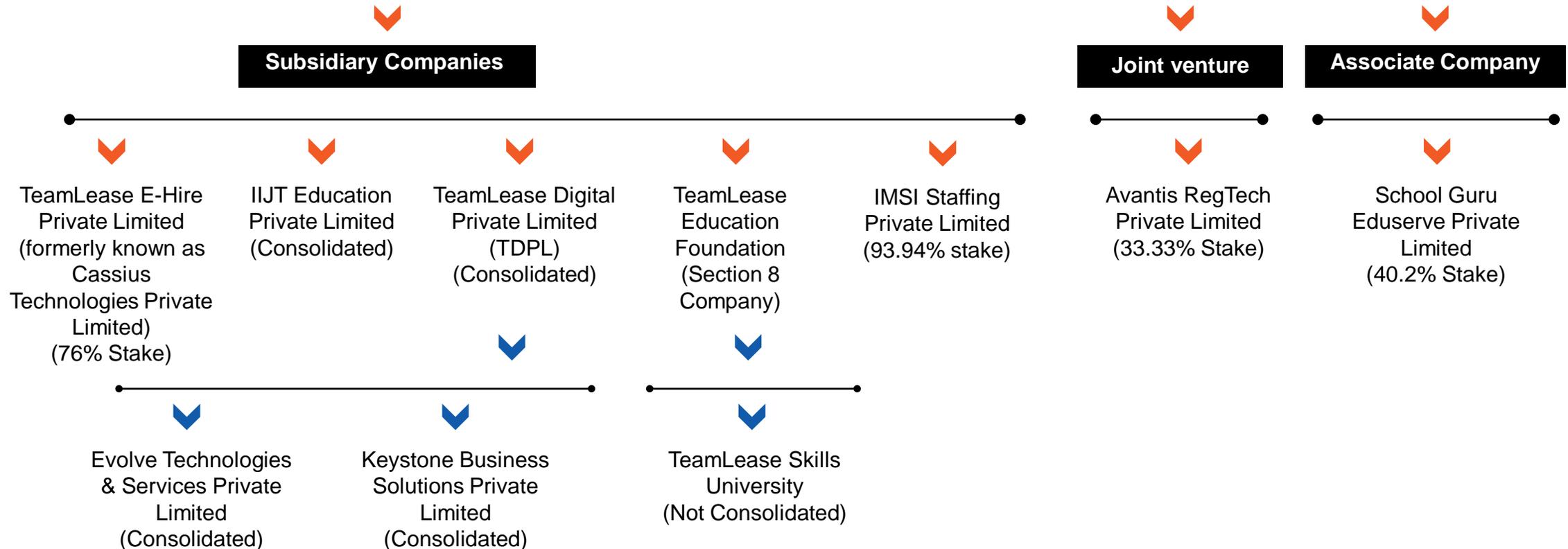
**Capital
Frugality**



Governance

TeamLease Group Structure

TeamLease Services Limited



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THANK YOU

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