



January 28, 2020

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

**Sub: Press Release of TeamLease Services Limited (Company) pertaining to the Financial Results for the quarter and nine months ended December 31, 2019**

With reference to the captioned subject, please find enclosed Press Release of the Company pertaining to the Unaudited Financial Results (Standalone and Consolidated) for the quarter and nine months ended December 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- Q3 FY20

**Bengaluru, India, Jan 28, 2020-** TeamLease Services Limited (**NSE: TEAMLEASE, BSE: 539658**), one of India's largest staffing companies, today announced its results for the third quarter (**Q3FY20**) of the financial year ending March 31, 2020.

### Summary of Consolidated financial results:

*(all numbers in Rupees' Crores except Margins)*

| Particulars             | Q3FY20  | Q3FY19  | YoY Growth % | Q2FY20  | QoQ Growth % | 9MFY20  | 9MFY19  | YoY Growth % |
|-------------------------|---------|---------|--------------|---------|--------------|---------|---------|--------------|
| Total Revenue           | 1,358.7 | 1,175.9 | 16%          | 1,273.2 | 7%           | 3,886.6 | 3,297.1 | 18%          |
| Operating Revenue       | 1,351.4 | 1,172.2 | 15%          | 1,267.8 | 7%           | 3,870.4 | 3,284.2 | 18%          |
| EBITDA                  | 27.1    | 24.6    | 10%          | 23.6    | 15%          | 73.4    | 68.6    | 7%           |
| EBITDA margin (%)       | 2.0%    | 2.1%    |              | 1.9%    |              | 1.9%    | 2.1%    |              |
| PBT                     | 23.9    | 24.4    | -2%          | 19.4    | 23%          | 60.6    | 69.6    | -13%         |
| PBT margin (%)          | 1.8%    | 2.1%    |              | 1.5%    |              | 1.6%    | 2.1%    |              |
| Net Profit (PAT)        | 25.5    | 25.3    | 1%           | 20.2    | 26%          | 64.4    | 72.0    | -11%         |
| PAT margin (%)          | 1.9%    | 2.2%    |              | 1.6%    |              | 1.7%    | 2.2%    |              |
| EPS (Basic and Diluted) | 14.9    | 14.8    | 1%           | 11.8    | 26%          | 37.7    | 42.1    | -11%         |

### Highlights of Q3FY20 performance:

1. EBITDA margin has improved from 1.9% in Q2FY20 to 2.0% in Q3FY20 mainly on account of specialized staffing and HR services getting back on track.
2. We have cleared the tax assessment of first year (FY16-17) with 80JJAA benefit.
3. Our total employee/ trainee headcount is ~228,000 as of Dec 31, 2019 with a quarterly net addition of ~5,000 resources in Q3FY20. General staffing associate employee headcount has grown to ~167,216 and NETAP trainee headcount has grown to ~52,388 as of Dec 31, 2019.
4. Average realization per associate in general staffing has improved to Rs.751 p.m. in Q3FY20 from Rs.739 p.m. in Q2FY20.
5. We have maintained our funding exposure at 14% in general staffing business over the last 18 months.
6. TeamLease.com has clocked 1lakh job postings and 20lakh applications in Q3FY20. 10% of Staffing open positions are now getting sourced through TL.com.

### Management Comment

**Mr. Ashok Reddy, Managing Director, TeamLease Services Limited** commenting on the quarterly results said, "We have acquired 74% stake in IMSI Staffing to get an entry into infra staffing vertical and strengthen our specialized staffing offerings. We continue to drive on growth while maintaining the realizations in staffing business".



## Press Release- Q3 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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