

November 12, 2021

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 Q2FY22 of TeamLease Services Limited (TeamLease/the Company)

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

In compliance with the provisions of Regulation 30 of the SEBI LODR Regulations, 2015 please find enclosed 'Investor Presentation Q2FY22' towards Financial Results update for Q2FY22 for TeamLease Services Limited.

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 25, 2021 pertaining to Conference Call with Investors on Q2FY22 Results.

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



BSE: 539658 | NSE: TEAMLEASE | ISIN: INE985S01024

[www.teamleasegroup.com](http://www.teamleasegroup.com) | Friday, November 12, 2021



# Key Performance Highlights

September 30, 2021

01

**General Staffing:** headcount up by 28% on YoY basis and 9% on QoQ basis with highest ever quarterly net addition of 14K associates. Revenue up 34% YoY and 10% on QoQ basis. Core to Associate ratio is highest since IPO at 365.

03

**IT Staffing:** headcount up by 21% on YoY basis and 11% on QoQ basis. Revenue up 36% YoY and 17% on QoQ basis with a net addition of 900 associates in Q2FY22.

05

204 new logos added during Q2FY22 with largest contribution from IT, Auto, Manufacturing, Ecommerce, Telecom and Consumer verticals.

02

204 new logos added during Q2FY22 with largest contribution from IT, Auto, Manufacturing, Ecommerce, Telecom and Consumer verticals.

04

**Degree Apprenticeship (NETAP):** headcount up by 59% on YoY basis and 18% on QoQ basis with highest ever quarterly net addition of 10K apprentices.

06

Operating cash flow conversion to EBITDA is 100% for H1FY22 and free cash stands at Rs.240cr. We continue to remain debt free with funding exposure at 14% and DSO at 18 days.

# Financial Performance

\*All Numbers are in ₹ Crores except for margins

Standalone Performance	Q2FY22	Q1FY22	QoQ Growth %	Q2FY21	YoY Growth %	H1FY22	H1FY21	YoY Growth %
Total Revenue	1,341.5	1,249.4	7%	1,042.0	29%	2,590.9	2,084.1	24%
Operating Revenue	1,333.2	1,240.8	7%	1,028.6	30%	2,573.9	2,062.9	25%
EBITDA (before exceptional)	21.3	19.8	7%	15.5	38%	41.1	32.2	27%
<b>EBITDA margin</b>	<b>1.6%</b>	<b>1.6%</b>		<b>1.5%</b>		<b>1.6%</b>	<b>1.6%</b>	
PBT (before exceptional)	22.9	24.4	-6%	23.2	-1%	47.3	41.6	14%
<b>PBT margin</b>	<b>1.7%</b>	<b>2.0%</b>		<b>2.3%</b>		<b>1.8%</b>	<b>2.0%</b>	
PBT /(Loss) (after exceptional)*	(52.1)	22.6		23.2		(29.5)	41.6	
Profit after Tax / (Loss)	(52.9)	22.0		20.8		(30.9)	38.5	
<b>PAT margin</b>	<b>-4.0%</b>	<b>1.8%</b>		<b>2.0%</b>		<b>-1.2%</b>	<b>1.9%</b>	
EPS (Basic and Diluted) - Rs.	(30.9)	12.9		12.1		(18.1)	22.5	

Consolidated Performance	Q2FY22	Q1FY22	QoQ Growth %	Q2FY21	YoY Growth %	H1FY22	H1FY21	YoY Growth %
Total Revenue	1,529.0	1,381.3	11%	1,140.6	34%	2,910.3	2,281.1	28%
Operating Revenue	1,523.6	1,376.8	11%	1,129.1	35%	2,900.3	2,265.5	28%
EBITDA (before exceptional)	34.2	29.5	16%	22.7	50%	63.7	47.0	35%
<b>EBITDA margin</b>	<b>2.2%</b>	<b>2.1%</b>		<b>2.0%</b>		<b>2.2%</b>	<b>2.1%</b>	
PBT (before exceptional)	27.0	24.0	12%	21.0	29%	51.1	38.6	32%
<b>PBT margin</b>	<b>1.8%</b>	<b>1.7%</b>		<b>1.9%</b>		<b>1.8%</b>	<b>1.7%</b>	
PBT /(Loss) (after exceptional)**	(48.0)	26.6		21.0		(21.4)	38.6	
Profit after Tax / (Loss)	(49.3)	26.9		18.6		(22.4)	35.7	
<b>PAT margin</b>	<b>-3.2%</b>	<b>2.0%</b>		<b>1.6%</b>		<b>-0.8%</b>	<b>1.6%</b>	
EPS (Basic and Diluted) - Rs.	-28.9	15.7		10.9		(13.1)	20.9	

\* Exceptional includes provision of Rs. 75 crore towards PF trust in current quarter and TDS write off Rs. 1.8 cr. in Q1 FY'22.

\*\* Exceptional includes provision of Rs. 75 crore towards PF trust in current quarter, one-time fair value gain of Rs. 4.4 cr and TDS write off Rs. 1.8 cr in Q1 FY'22.

# Consolidated Segment Results

\*All Numbers are in ₹ Crores except for margins

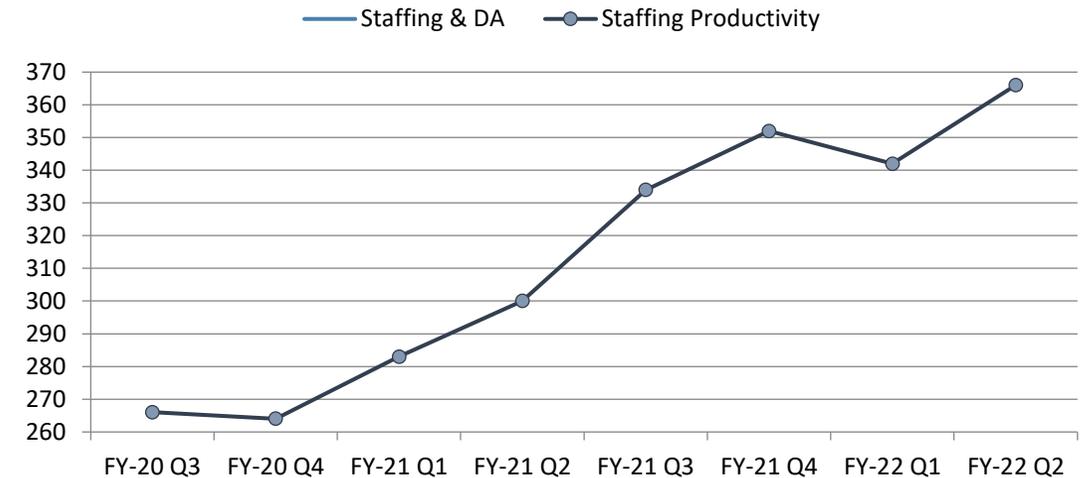
Particulars	Q2FY22	Q1FY22	QoQ Growth %	Q2FY21	YoY Growth %	H1FY22	H1FY21	YoY Growth %
<b>Revenue:</b>								
General Staffing & Allied Services	1,363.7	1,239.8	10%	1,019.7	34%	2,603.4	2,043.1	27%
Specialised Staffing Services	134.2	114.3	17%	98.6	36%	248.5	199.4	25%
Other HR Services	25.7	22.7	13%	10.8	139%	48.4	22.9	111%
<b>Revenue from Operations</b>	<b>1,523.6</b>	<b>1,376.8</b>	<b>11%</b>	<b>1,129.1</b>	<b>35%</b>	<b>2,900.3</b>	<b>2,265.4</b>	<b>28%</b>
<b>EBITDA:</b>								
General Staffing & Allied Services	23.8	23.8	0%	21.6	10%	47.5	42.1	13%
Specialised Staffing Services	12.2	10.4	18%	9.0	36%	22.6	17.7	28%
Other HR Services	1.1	(0.7)	<b>258%</b>	(4.6)		0.4	(8.6)	
<b>EBITDA Margin:</b>								
General Staffing & Allied Services	1.7%	1.9%		2.1%		1.8%	2.1%	
Specialised Staffing Services	9.1%	9.1%		9.1%		9.1%	8.9%	
Other HR Services	4.4%	-3.2%		-43.2%		0.9%	-37.6%	
<b>Consolidated EBITDA Margin</b>	<b>2.2%</b>	<b>2.1%</b>		<b>2.0%</b>		<b>2.2%</b>	<b>2.1%</b>	

## Headcount & Productivity

Quarter	General Staffing Associates	DA	Specialized Staffing	Total Headcount
FY-20 Q3	1,67,216	52,388	8,244	227,848
FY-20 Q4	1,61,365	50,620	8,225	220,210
FY-21 Q1	1,45,259	35,888	7,461	1,88,608
FY-21 Q2	1,45,778	42,927	7,228	1,95,933
FY-21 Q3	1,52,773	52,000	7,166	2,11,939
FY-21 Q4	1,59,955	61,086	7,109	2,28,150
FY-22 Q1	1,60,014	58,142	7,817	2,25,973
FY-22 Q2	1,74,075	68,448	8,713	2,51,236

### FTE Productivity – Staffing and DA

Quarter	Headcount	Core Employees	Productivity
FY-20 Q3	219604	826	266
FY-20 Q4	211985	804	264
FY-21 Q1	181147	639	283
FY-21 Q2	188705	628	300
FY-21 Q3	204773	612	334
FY-21 Q4	221041	628	352
FY-22 Q1	218156	633	342
FY-22 Q2	242523	662	365



## Company Profile

TeamLease Services is one of India's leading human resource company 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 18 lakhs+ people over the last 19 years. One of India's fastest growing employers, TeamLease also operates India's first Vocational University and India's fastest growing PPP Degree Apprenticeship Program. The Company offers solutions to large, medium and small clients across the 3Es of employment (over 1.8 lakhs employees), employability (over 2.5 lakhs students) and Ease-of-doing Business (over 1000 employers). In FY2015, TeamLease rolled out DA (Degree Apprenticeship ) to provide on-the-job training to apprentices.



## Our Services



General Staffing



IT Staffing



Telecom Staffing



Hiring



Compliance and  
Payroll Services



Degree  
Apprenticeship  
(DA)



Learning Services



Skill  
University

# 9 TeamLease Overview



TeamLease  
Peoples India to Work

India's Leading Human Capital Management company

**3,500+**

**Clients** across the spectrum of business with 1000+ digital engagements

**2.5 Lakhs +**

**Associates/ trainees,** making us one of the largest private sector employer

**7,500+**

**Locations** across all 28 states

**2.5 Lakhs+**

**Students across** TL Skill University & TL EdTech

**4,900 Cr+**

**Revenue** in FY21

**18 Lakhs**

**People hired** till date

**2 Lakhs**

**Open Jobs** everyday

**20 years**

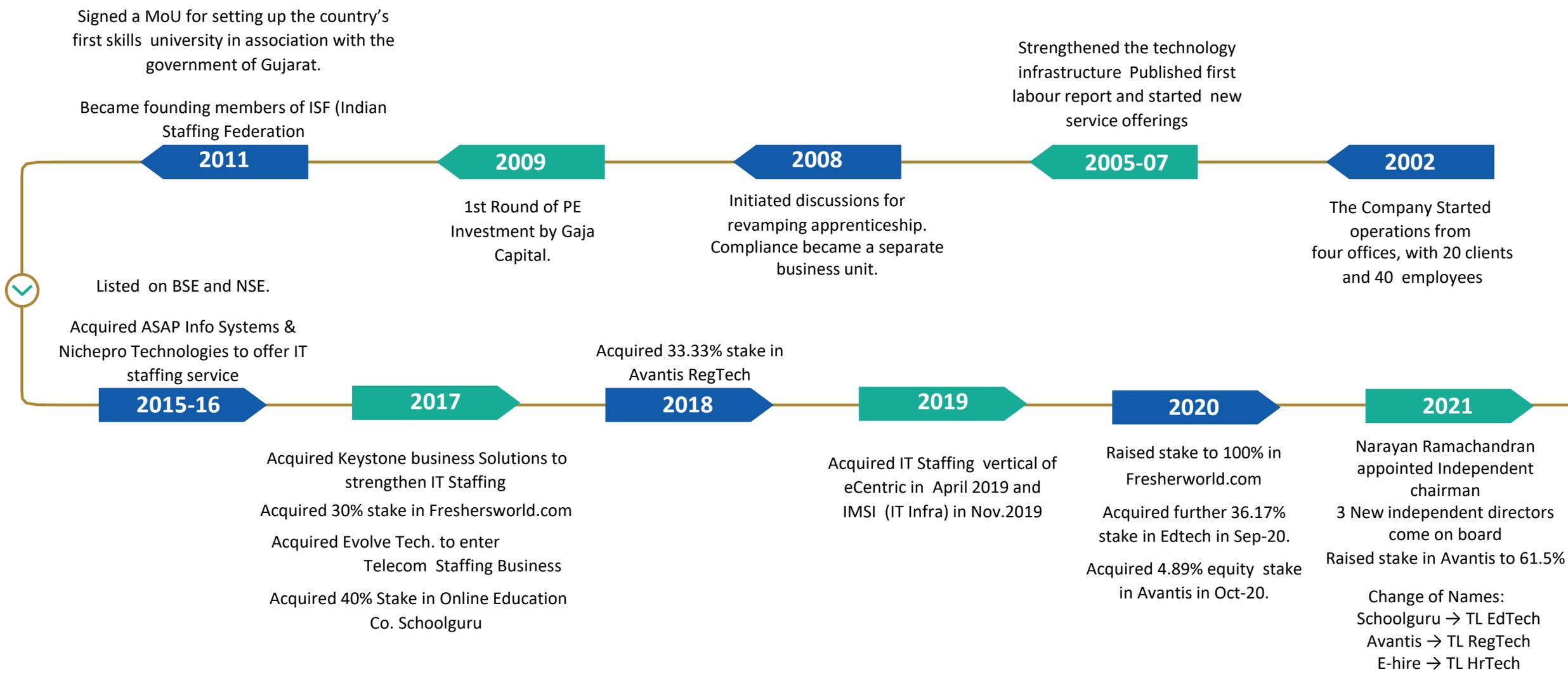
**Founded 2001**  
IPO 2016

**1.2 Crore**

**Database size** (IT and Non-IT)



# 10 Our Journey



## Our Board of Directors



**Manish Sabharwal**  
Executive Vice-Chairman



**Ashok Reddy**  
Managing Director & CEO



**Narayan Ramachandran**  
Non-Executive Chairman and  
Lead Independent Director



**V Raghunathan**  
Independent Director



**Zarir Batliwala**  
Independent Director



**Latika Pradhan**  
Independent Director



**Mekin Maheshwari**  
Independent Director  
(Additional)



**Subramaniam  
Somasundaram**  
Independent Director  
(Additional)



**Meenakshi Nevatia**  
Independent Director  
(Additional)

## Our Vision



### Vision

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



### Our contribution

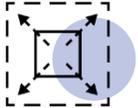
Our vision has been at the forefront of our existence, helping us employ, **“One Indian”** every 5 minutes over the past many years.



### 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.

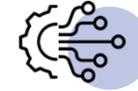
# Key Value Drivers



We are one of India's largest staffing companies, have a **6%** market share & 3500+ employers.

**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**

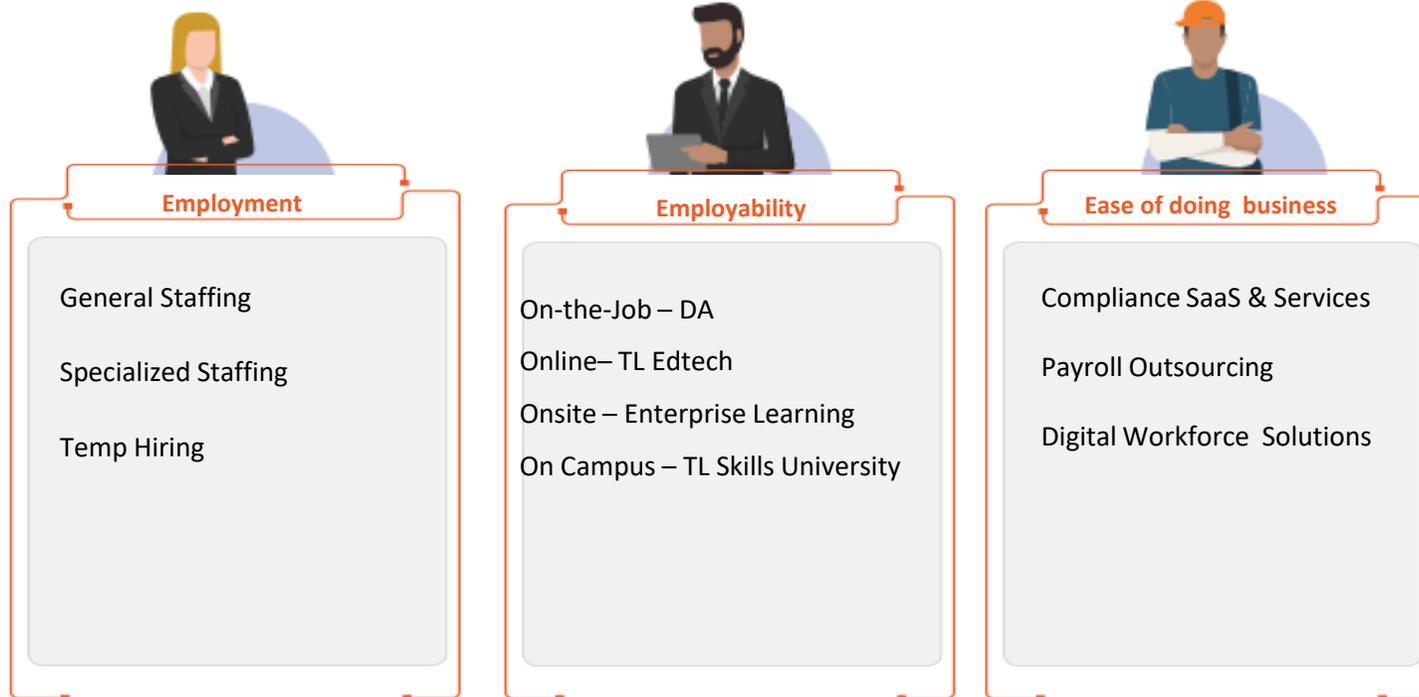
**Reach**



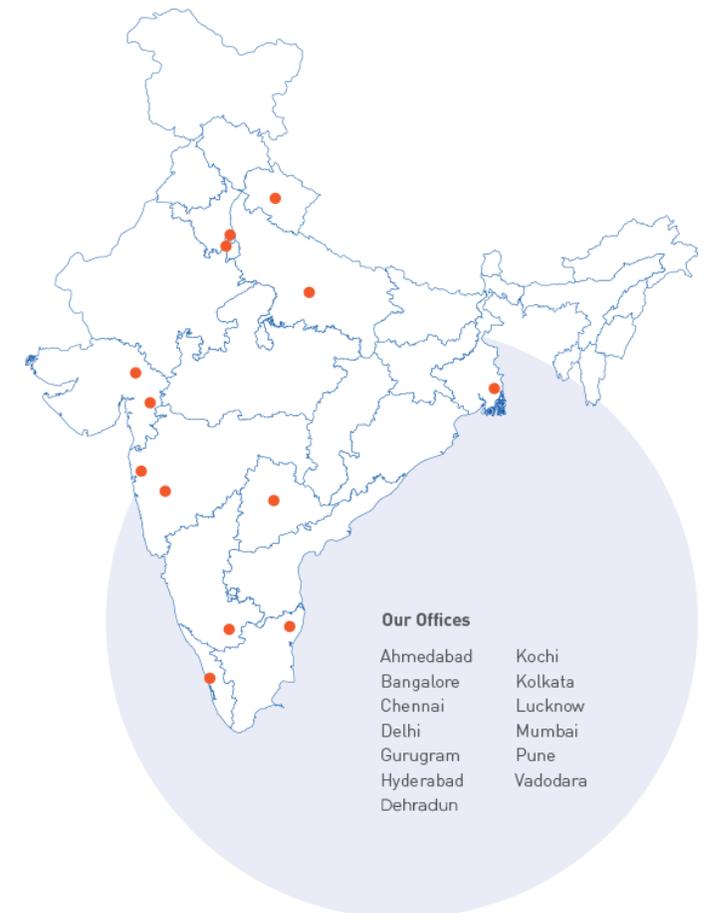
**Presence**

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

# Our Business Focus Areas



## Our Presence



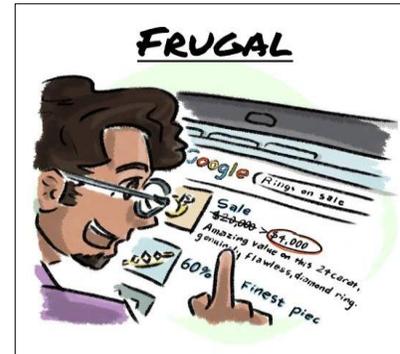
## Our Strategy



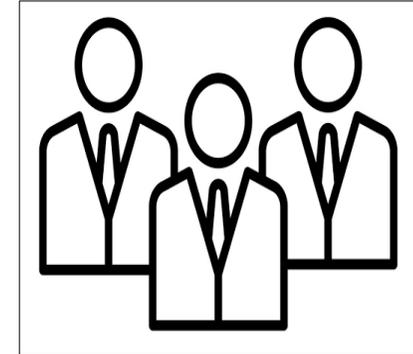
**Growth**



**Margin  
Expansion**



**Capital  
Frugality**

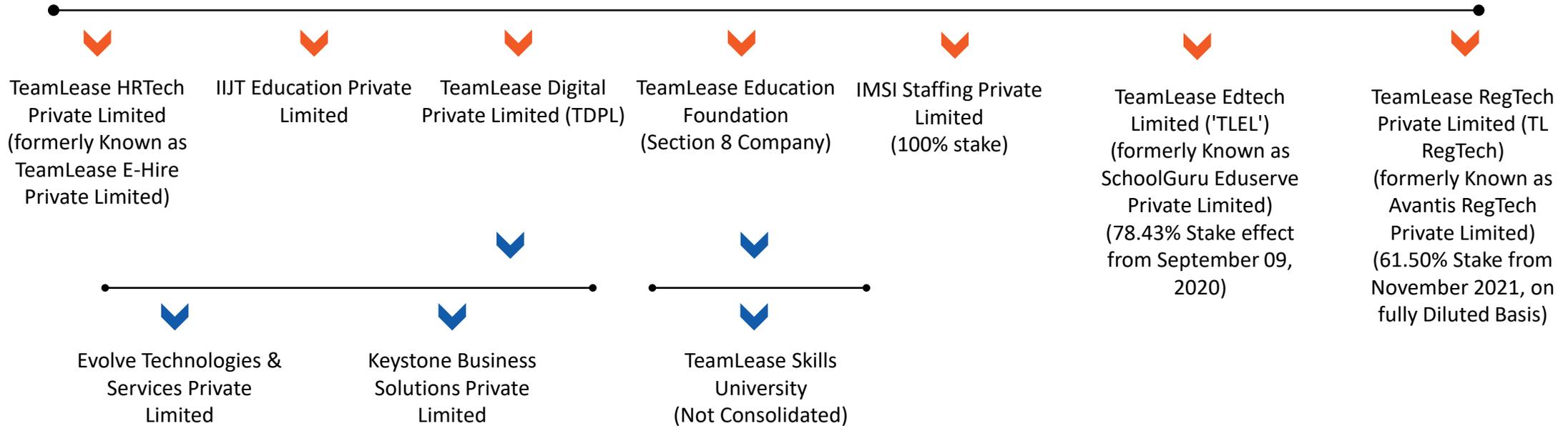


**Governance**

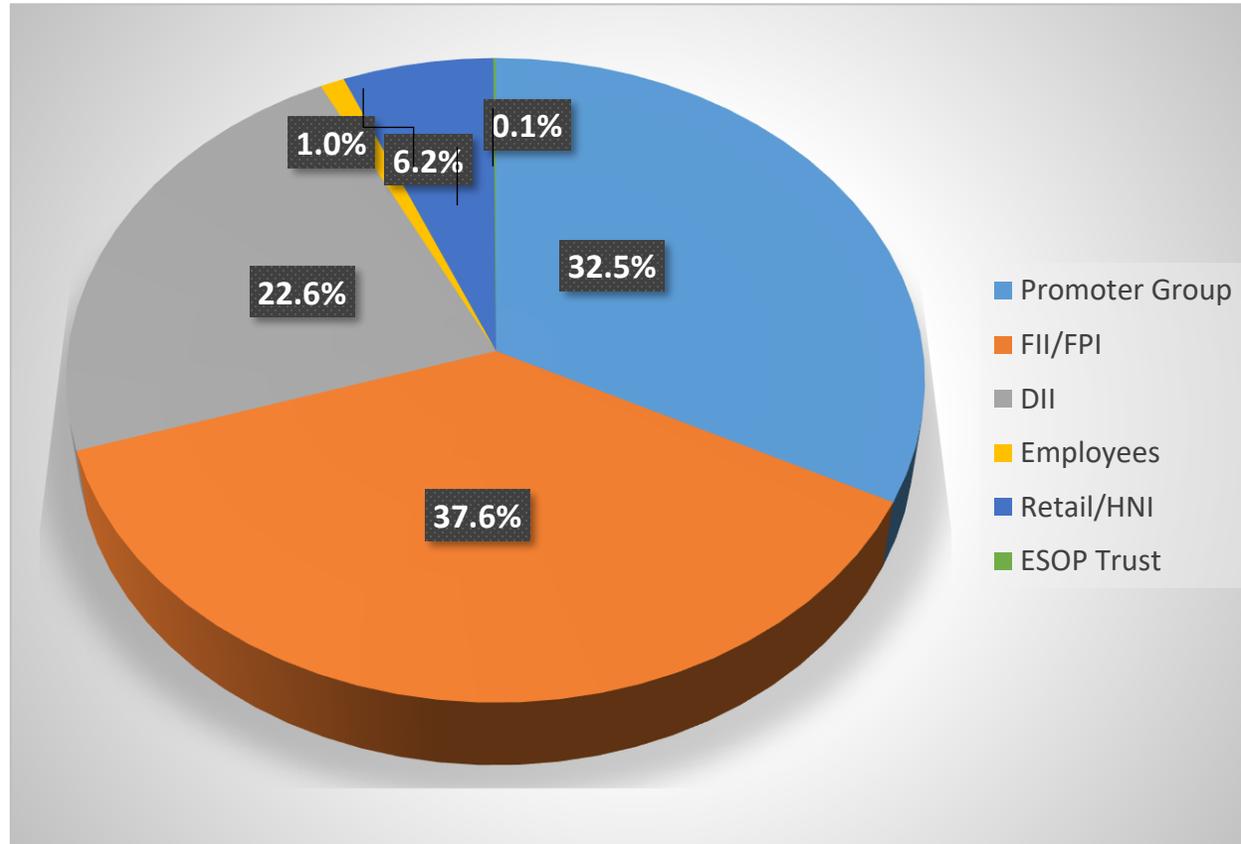
# TeamLease Group Structure

## TeamLease Services Limited

### Subsidiary Companies



## Shareholding Structure



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**THANK YOU**

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