

January 28, 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 of TeamLease Services Limited (Company) for Q3FY20

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 Q3FY20' of the Company towards financial results update for Q3FY20.

Further, in compliance with the provisions of Regulation 46 of the SEBI LODR Regulations, 2015 we shall upload the above on our Company's website www.teamleasegroup.com for information of our shareholders.

This is in furtherance of our intimation dated January 22, 2020 relating to Conference Call with Investors on Q3FY20 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





PUTTING INDIA TO WORK

BSE: 539658 | NSE: TEAMLEASE | ISIN: INE985S01024

www.teamleasegroup.com | Tuesday, January 28, 2020

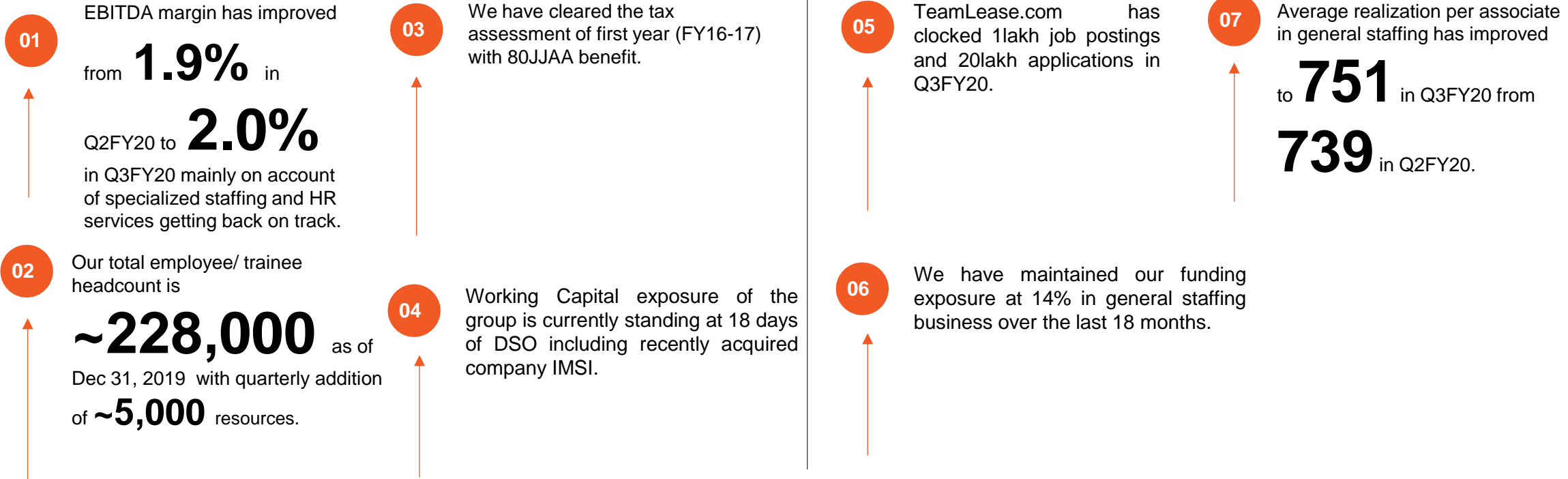


Investor Update

Q3 2019-20

Key Performance Highlights

December 31, 2019



Financial Performance

Consolidated Performance

*All Numbers are in ₹ Crores except for 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) - Rs.	14.9	14.8	1%	11.8	26%	37.7	42.1	-11%

Standalone Performance

Particulars	Q3FY20	Q3FY19	YoY Growth %	Q2FY20	QoQ Growth %	9MFY20	9MFY19	YoY Growth %
Total Revenue	1,255.4	1,096.8	14%	1,174.6	7%	3,587.9	3,072.2	16.8%
Operating Revenue	1,244.8	1,090.4	14%	1,165.4	7%	3,561.5	3,050.9	16.7%
EBITDA	21.6	19.5	10%	19.4	11%	59.2	52.6	12.4%
EBITDA margin (%)	1.7%	1.8%		1.7%		1.7%	1.7%	
PBT	26.1	25.0	4%	23.0	13%	69.0	69.9	-1.3%
PBT margin (%)	2.1%	2.3%		2.0%		1.9%	2.3%	
Net Profit (PAT)	27.1	25.3	7%	22.7	20%	70.3	69.9	0.6%
PAT margin (%)	2.2%	2.3%		1.9%		2.0%	2.3%	
EPS (Basic and Diluted) - Rs.	15.9	14.8	7%	13.3	20%	41.1	40.9	0.6%

Consolidated Segment Results

Particulars	Q3FY20	Q3FY19	YoY Growth %	Q2FY20	QoQ Growth %	9MFY20	9MFY19	YoY Growth %
Revenue:								
General Staffing and Allied Services	1,216.1	1,061.7	15%	1,139.2	7%	3,485.9	2,955.1	18%
Specialised Staffing Services	104.6	79.2	NC	100.5	4%	296.0	229.8	NC
Other HR Services	30.6	31.4	-2%	28.2	9%	81.3	99.4	-18%
Total Income from Operations	1,351.4	1,172.2	15%	1,267.8	7%	3,863.2	3,284.2	18%
EBITDA:								
General Staffing and Allied Services	19.7	22.1	-11%	20.7	-5%	63.9	56.0	14%
Specialised Staffing Services	7.6	4.5	NC	6.3	21%	19.1	15.3	NC
Other HR Services	0.6	0.3	97%	(0.2)	428%	(5.7)	6.7	-186%
Unallocated	(0.9)	(2.3)	60%	(3.3)	72%	(3.9)	(9.4)	59%
Total EBITDA	27.1	24.6	10%	23.6	15%	73.4	68.6	7%
EBITDA Margin								
General Staffing and Allied Services	1.6%	2.1%		1.8%		1.8%	1.9%	
Specialised Staffing Services	7.3%	5.6%		6.3%		6.5%	6.7%	
Other HR Services	2.0%	1.0%		-0.6%		-7.1%	6.7%	

Specialised Segment breakup

Particulars	Q3FY20	Q3FY19	YoY Growth %	Q2FY20	QoQ Growth %	9MFY20	9MFY19	YoY Growth %
Segmental Breakup:								
IT Staffing Revenue	54.1	35.5	NC	55.8	-3%	165.2	98.1	NC
IT Staffing EBITDA	5.5	3.9	NC	5.0	11%	15.5	11.6	NC
IT Staffing EBITDA (%)	10.2%	11.1%		9.0%		9.4%	11.9%	
Telecom Staffing Revenue	43.3	43.6	-1%	44.7	-3%	130.8	131.7	-0.7%
Telecom Staffing EBITDA	1.0	0.5	93%	1.3	-22%	3.7	3.7	0.1%
Telecom Staffing EBITDA (%)	2.3%	1.2%		2.9%		2.8%	2.8%	
IMSI Staffing Revenue	7.3	-	-	-	-	7.3	-	-
IMSI Staffing EBITDA	1.1	-	-	-	-	1.1	-	-
IMSI Staffing EBITDA (%)	15.0%	-		-		15.0%	-	

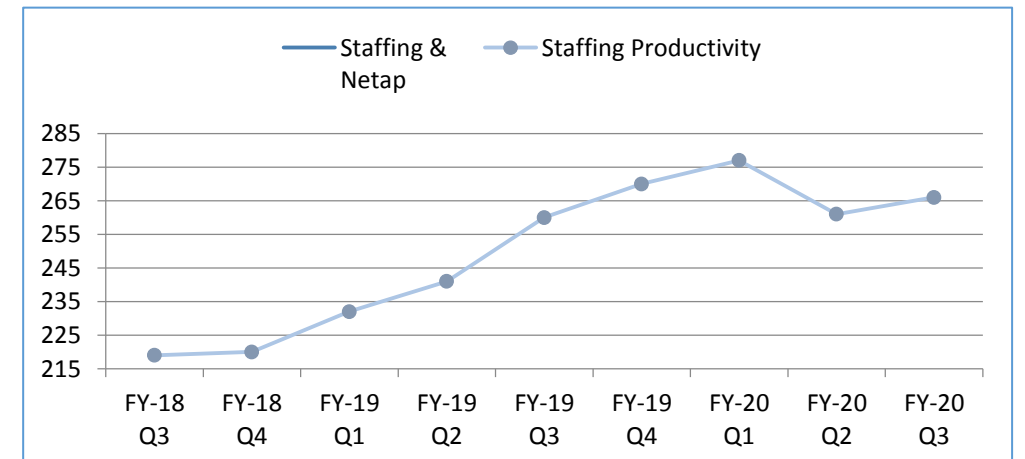
NC: Not comparable as business from eCentric was acquired effective April 01, 2019.

Headcount & Productivity

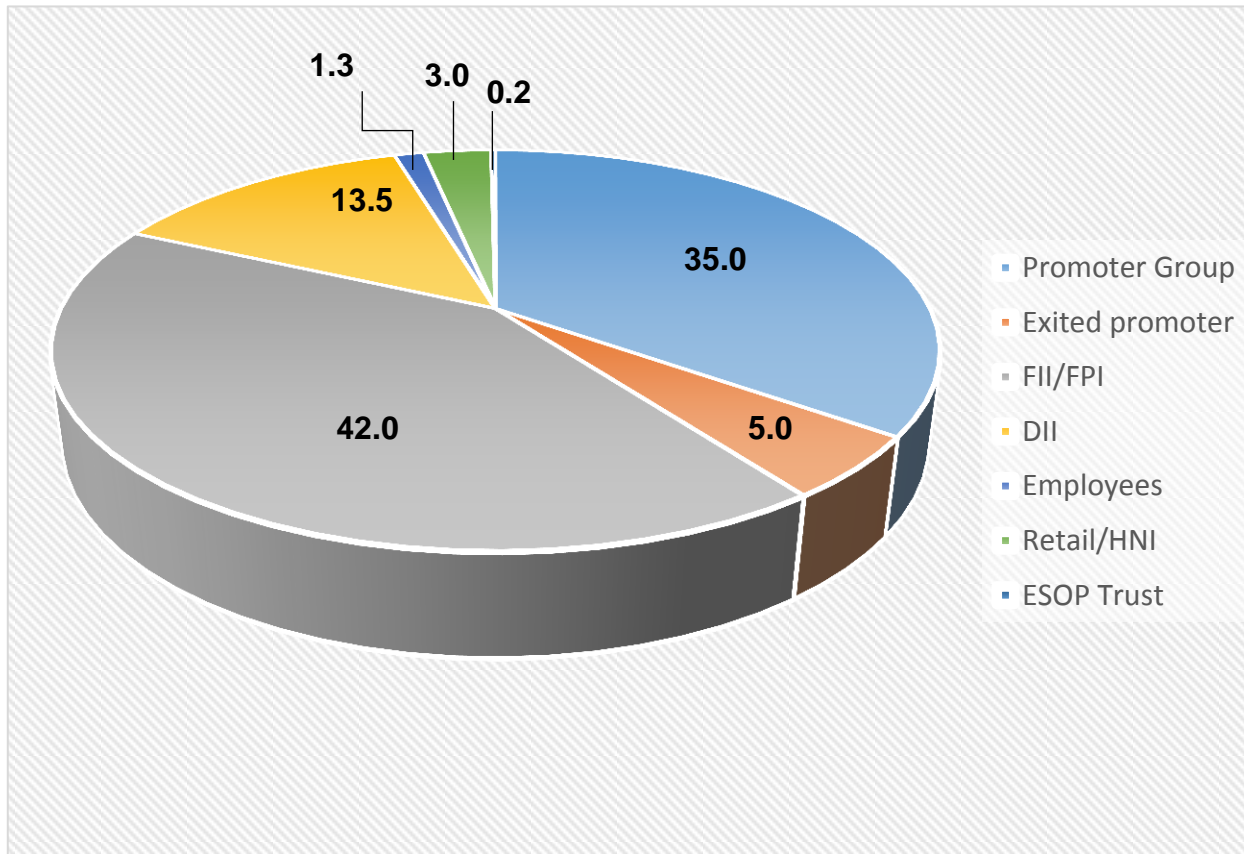
Quarter	General Staffing Associates	NETAP Trainees	IT Staffing	Telecom Staffing	IT Infra	Total Headcount
FY-18 Q3	1,30,950	40,423	1,749	4,161	-	177,283
FY-18 Q4	1,32,323	43,052	1,786	4,162	-	181,323
FY-19 Q1	1,37,735	47,493	1,872	4,535	-	191,635
FY-19 Q2	1,45,145	48,725	1,961	4,104	-	199,935
FY-19 Q3	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

Consolidated Performance

Quarter	Staffing+Netap	Staffing Core Employees	Staffing Productivity
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	2,16,370	829	261
FY-20 Q3	2,19,604	826	266



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



Our Services



General Staffing



IT Staffing



Telecom Staffing



Hiring



Compliance and
Payroll Services



Apprenticeship
Program
(NETAP)



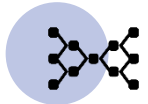
Learning Services



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



Presence

Delivering in over
7000+ locations
 across all 29 states

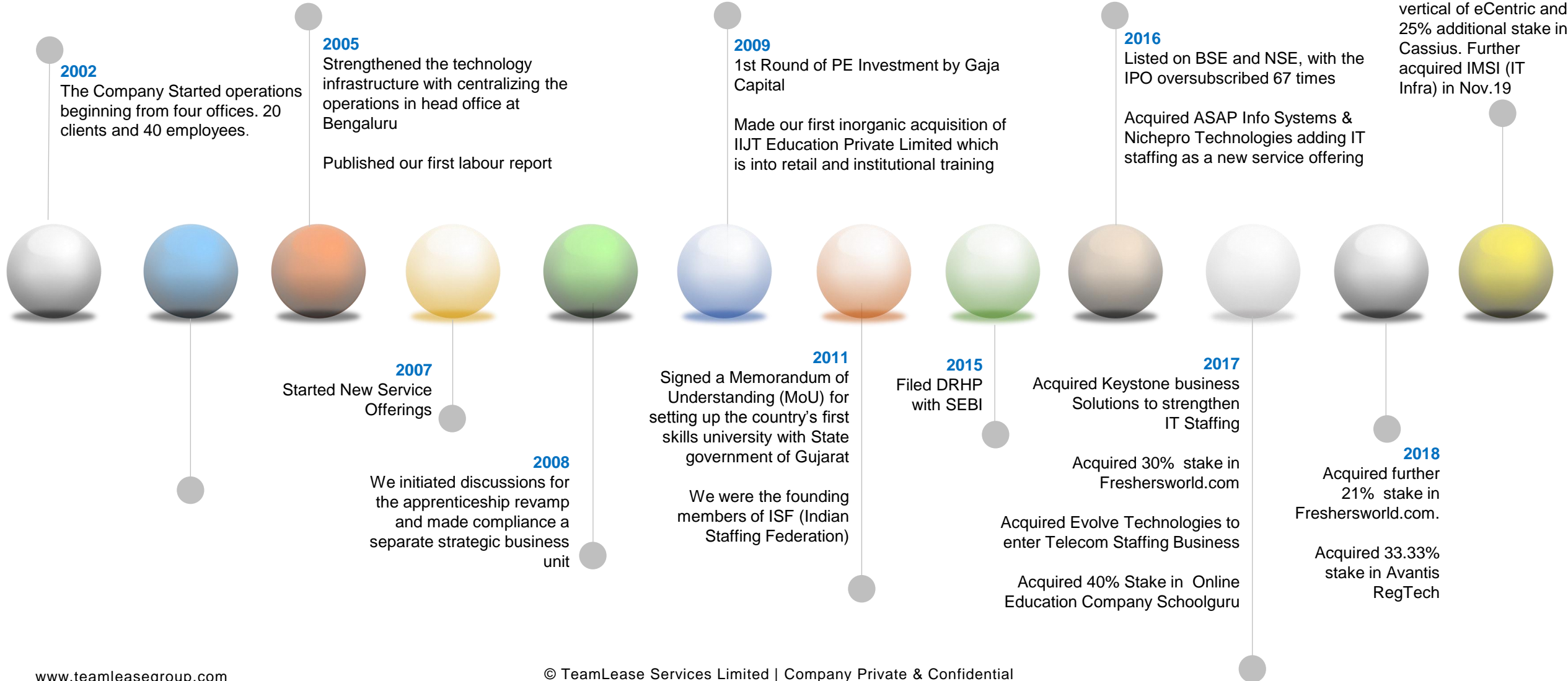


Revenue

9MY20 Revenue
 grew by 18% 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

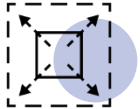
Our vision has been at the forefront of our existence, helping us employ, **“One Indian”** every 5 minutes over the past 5 years.



The Future that we see

Our goal is to become the largest Private sector employer of India, largest employer 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



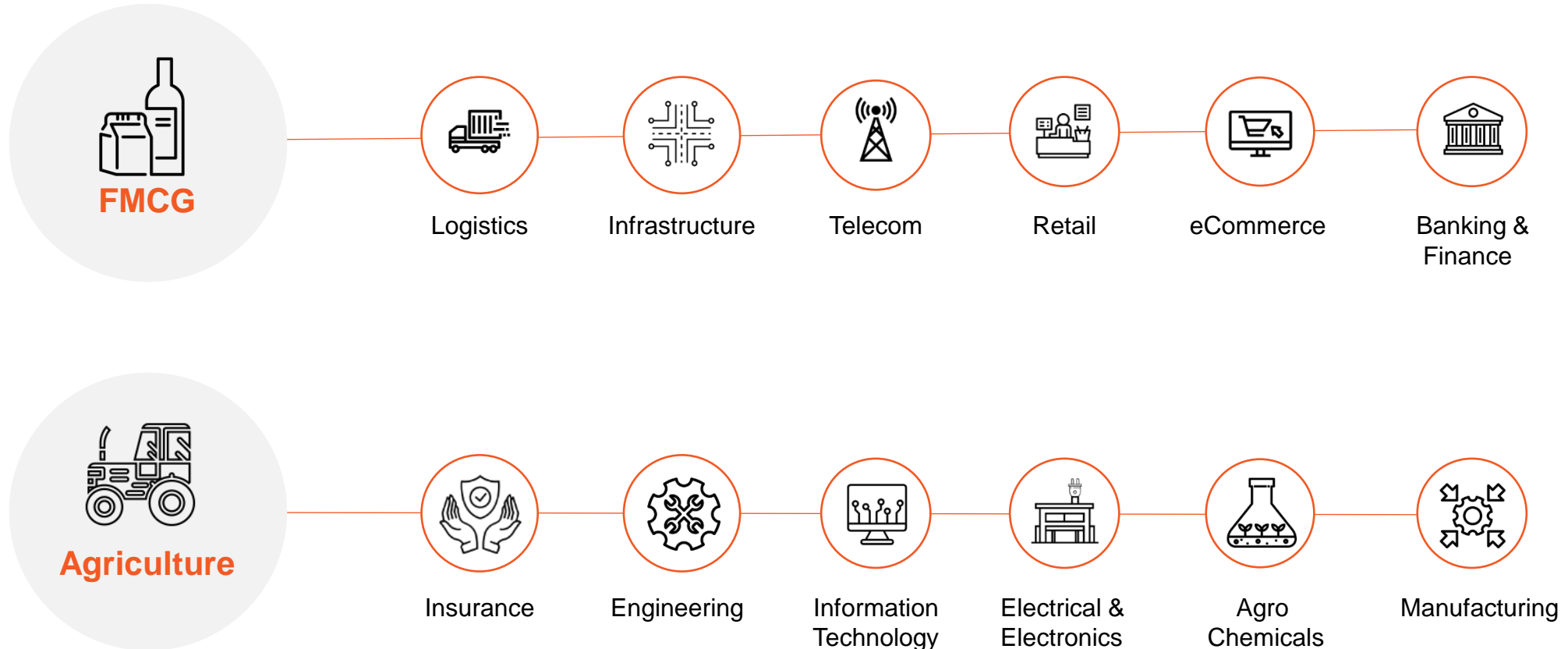
Presence

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

Compliance

Reach

Cross Sector Services



Our Business Focus Areas



Employment

General Staffing

TeamLease Services Limited

Specialised Staffing

TeamLease Digital Private Limited

Evolve Technologies and Services Private Limited

IMSI Staffing 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



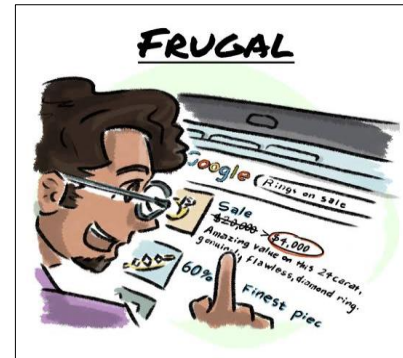
Our Strategy



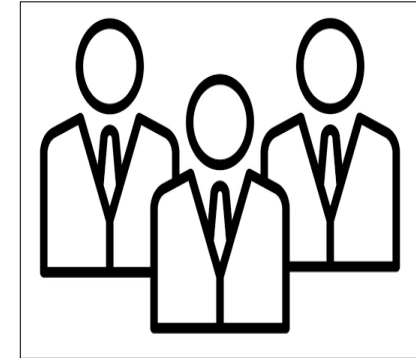
Growth



**Margin
Expansion**



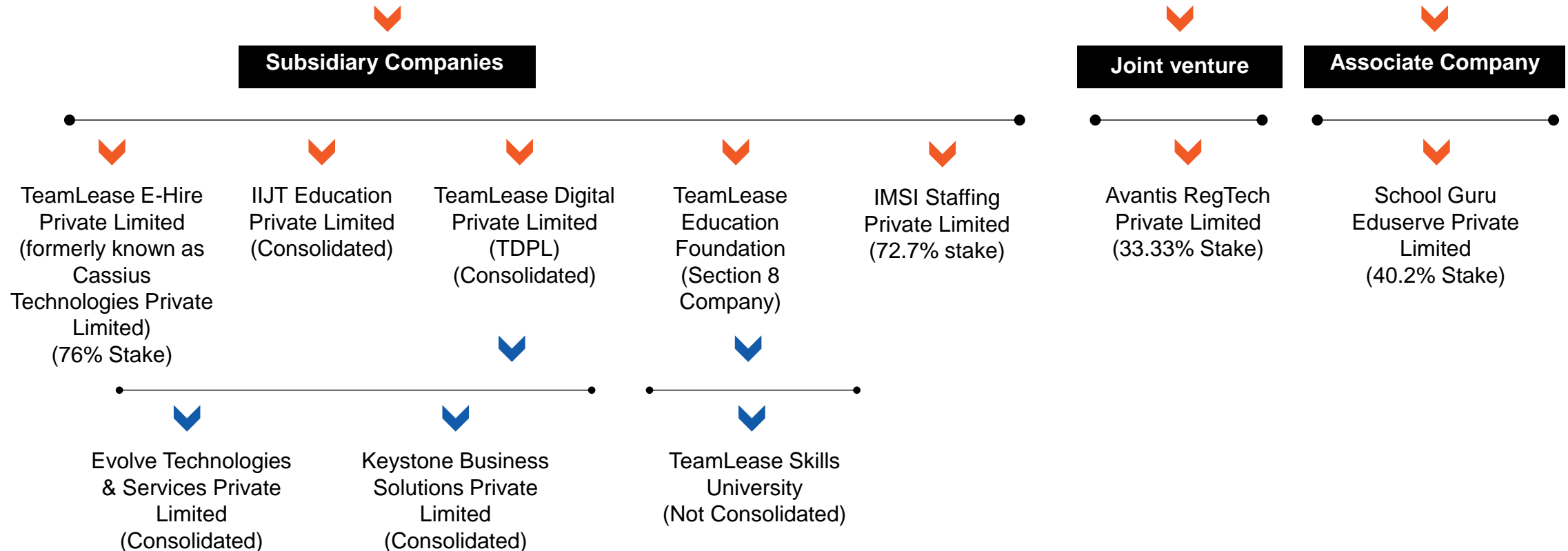
**Capital
Frugality**



Governance

TeamLease Group Structure

TeamLease Services Limited



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THANK YOU

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