

January 29, 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
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Dear Sir/Madam,

Sub: Investor Presentation on Financial Results for Q3FY19

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 Q3FY19' towards financial results update for Q3FY19.

Further, in compliance with the provisions of Regulation 46 of the SEBI LODR we propose to 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 January 23, 2019 relating to Conference Call with Investors on Q3FY19.

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

Alaka Chanda

Company Secretary and Compliance Officer

Encl: As above



TeamLease Services Limited

BSE: 539658 | NSE: TEAMLEASE | ISIN: INE985S01024

Putting India to Work

Tuesday, January 29, 2019

www.teamleasegroup.com



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Introduction



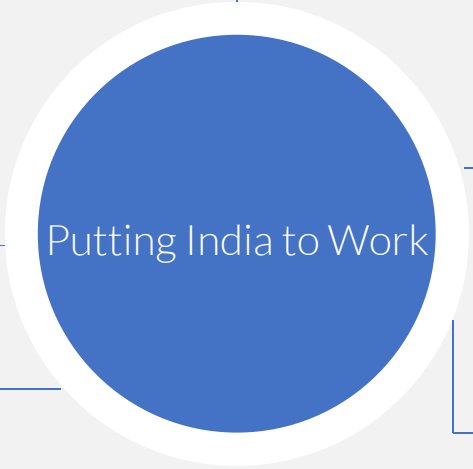
TeamLease Services established in 2002, is one of India's leading human resource service companies in the organized segment. A Fortune India 500 company listed on both NSE & BSE markets has a presence in 8 locations, with 2250+ clients and over 1700 core employees across the country. A one-stop provider 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, Employability and Education

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 at present has over 211,000 associates/trainees spread across the country and have till date given employment to over 1.7 million people with an aim to hire millions more .





Overview



Supply Chain

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

Clients

2250+ Client base at any given time have associates from TeamLease posted at various locations

Associates

Over 2.1Lakhs associates/ trainees, making us one of the largest private sector employer



Present in all 29 states with a network of partnerships. Delivering in over 6000 locations

Presence

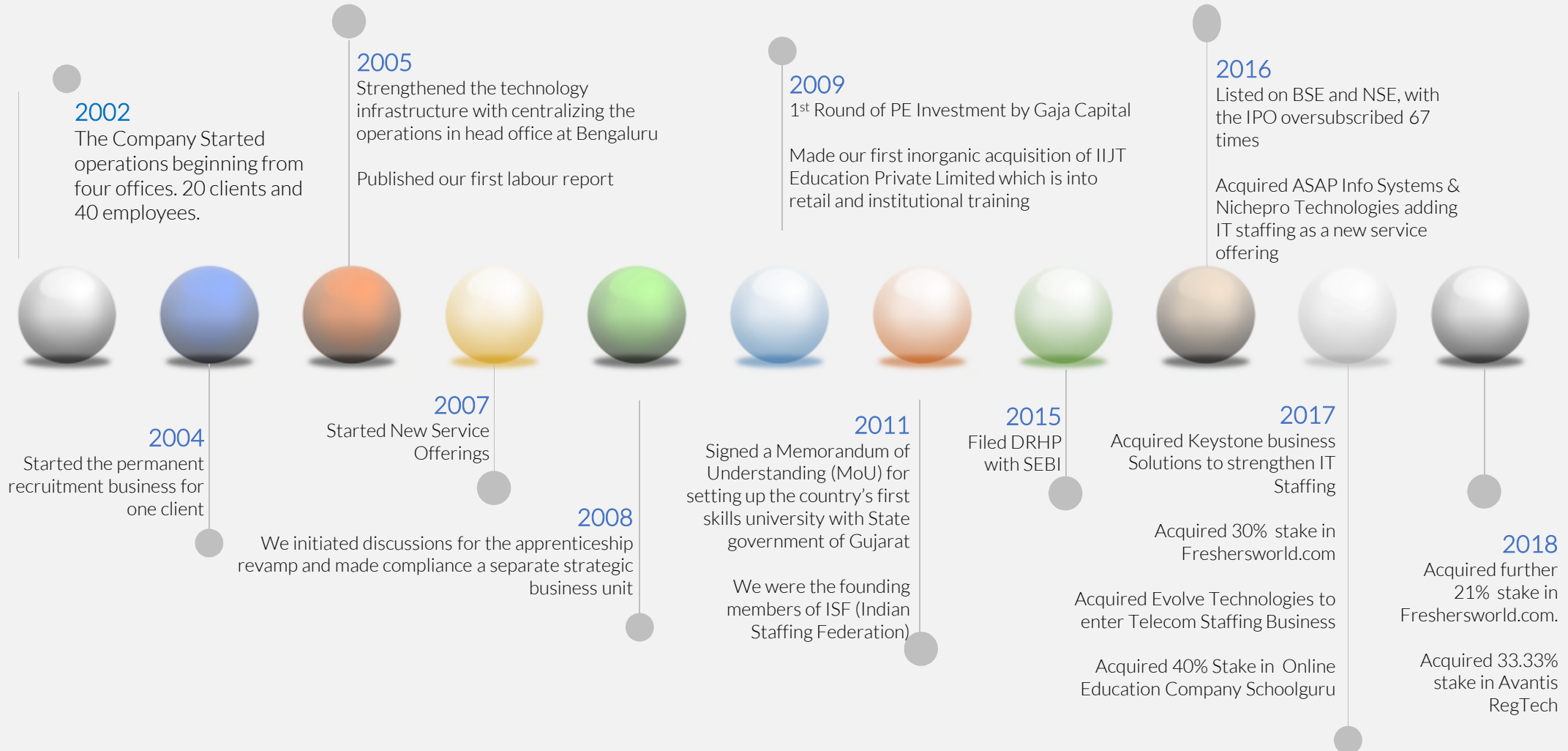


Revenues from operations, in excess of ₹ 3600Cr for the year ending Mar 2018. Cash Positive & Debt free Revenue





The Journey Thus Far



Our Team



Board of Directors



Manish Sabharwal
Executive Chairman



Ashok Reddy
Managing Director & CEO



Latika Pradhan
Independent Director



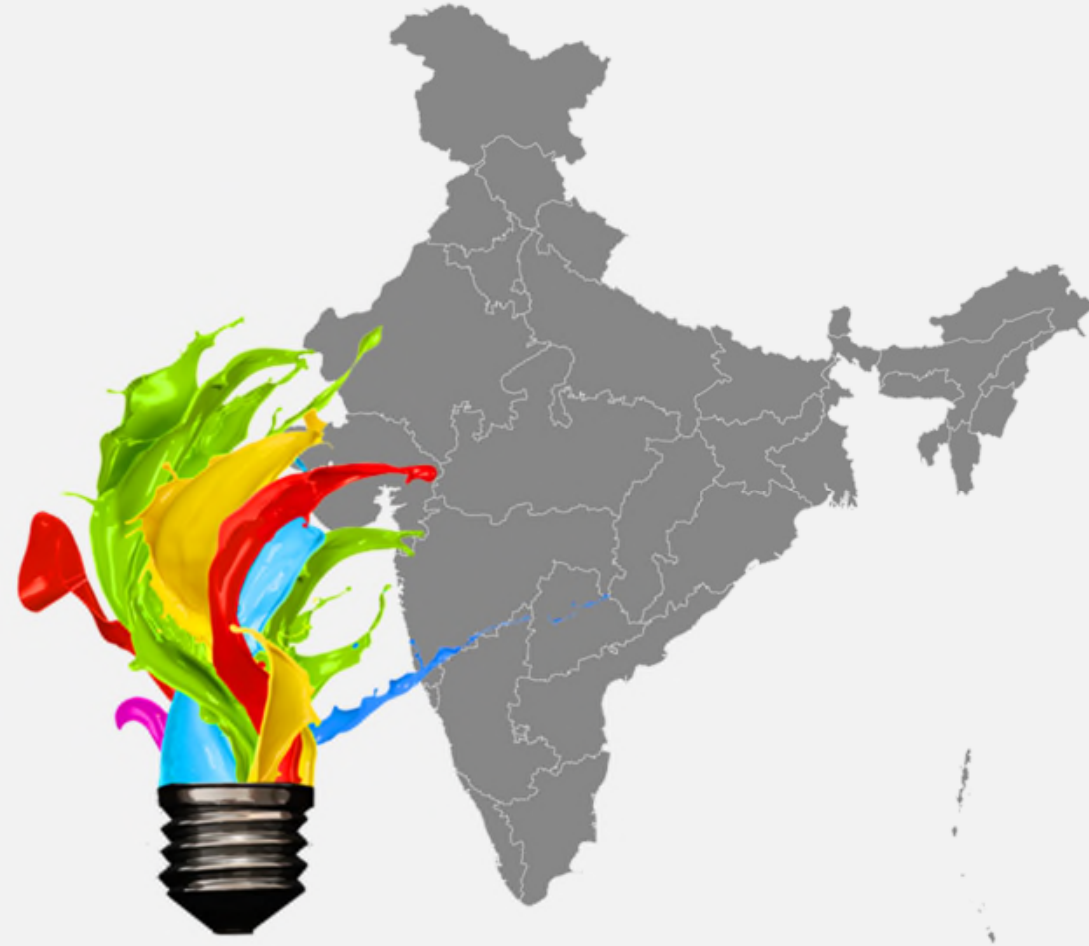
Narayan Ramachandran
Independent Director



V Raghunathan
Independent Director



Our Vision



Vision

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

Our contribution to the Nation

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 in the world.



Key Value Drivers

Market Share

TeamLease holds over 5% share of the organized staffing segment

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

Governance

Technology

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

Knowledge driven expertise across sectors with an edge to enhance customer value

Knowledge

Management

Seasoned set of senior management team, with over 200 years of cumulative experience

Several Fortune 500 companies and fast growing SMEs have trusted our services

Client Portfolio

Team

Set of Intellectual capital forms a cornerstone of our success

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

Presence

Cross Sector Services





Business Imperatives

Geographies of Work



TeamLease Disruptive Business Focus Areas



Employment

- TeamLease Services Limited
- TeamLease Digital
- Keystone Business Solutions
- Evolve Technologies
- Freshers World



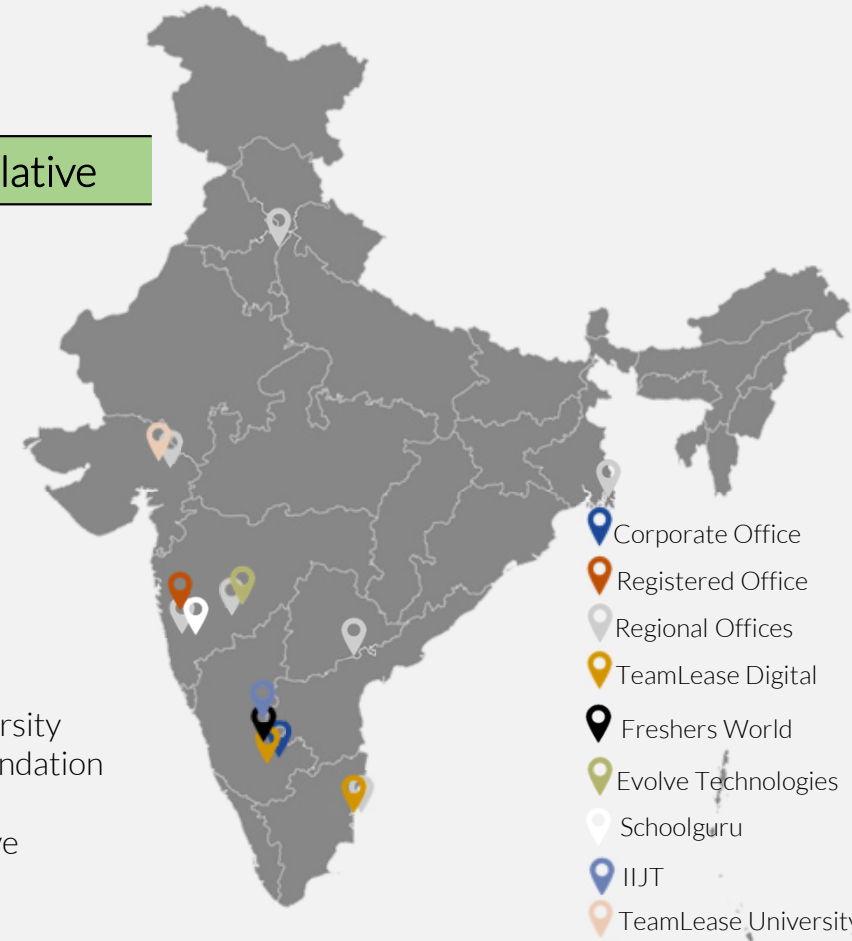
Employability

- Training
- Schoolguru Eduserve
- NETAP



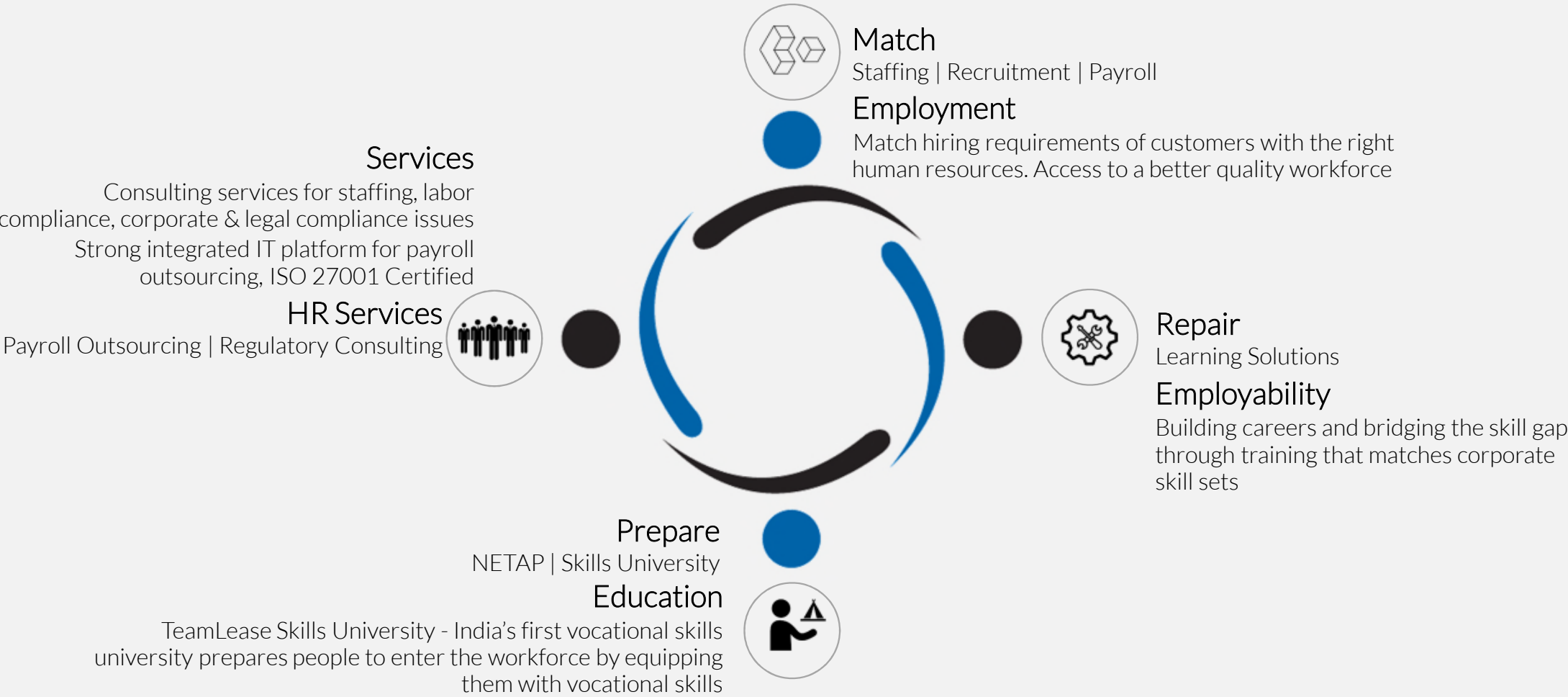
Education

- TeamLease Skills University
- TeamLease Education Foundation
- IIJT Education
- Schoolguru Eduserve





Our Strategy

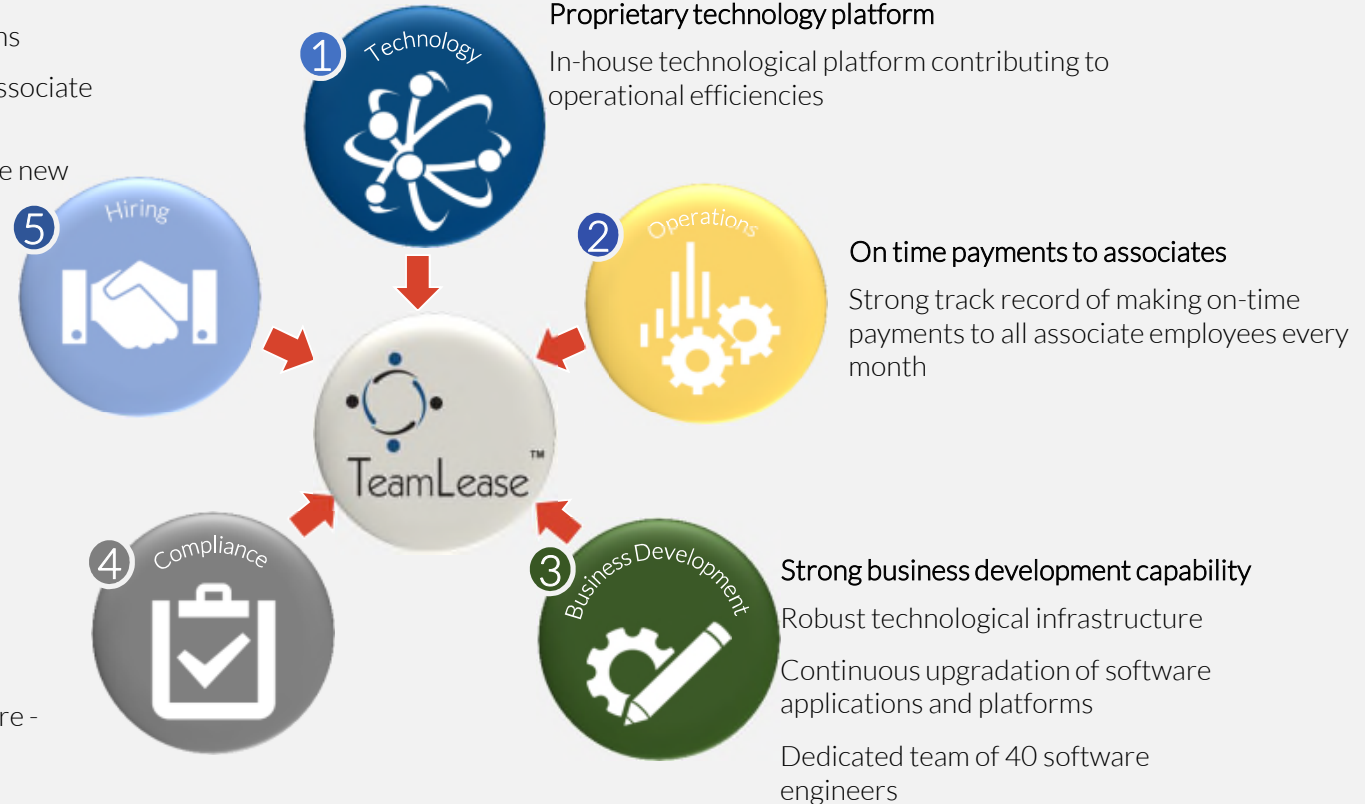




Competitive Position

Robust operational levers

- Centralized large scale operations
- Well trained, diverse and large associate employee base
- Foray into new sectors or acquire new clients

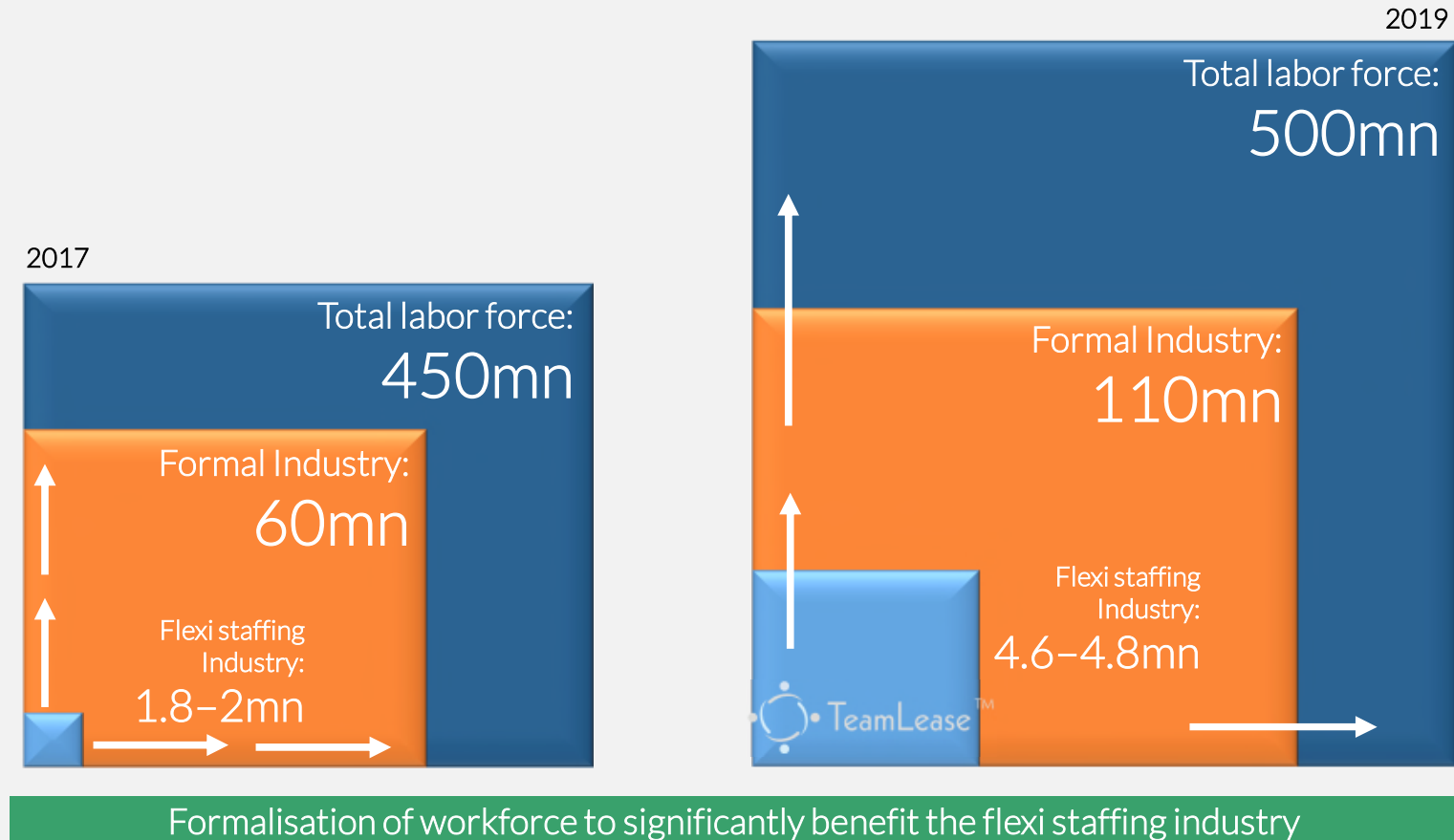


As a market leader with national footprint, TeamLease benefits from economies of scale



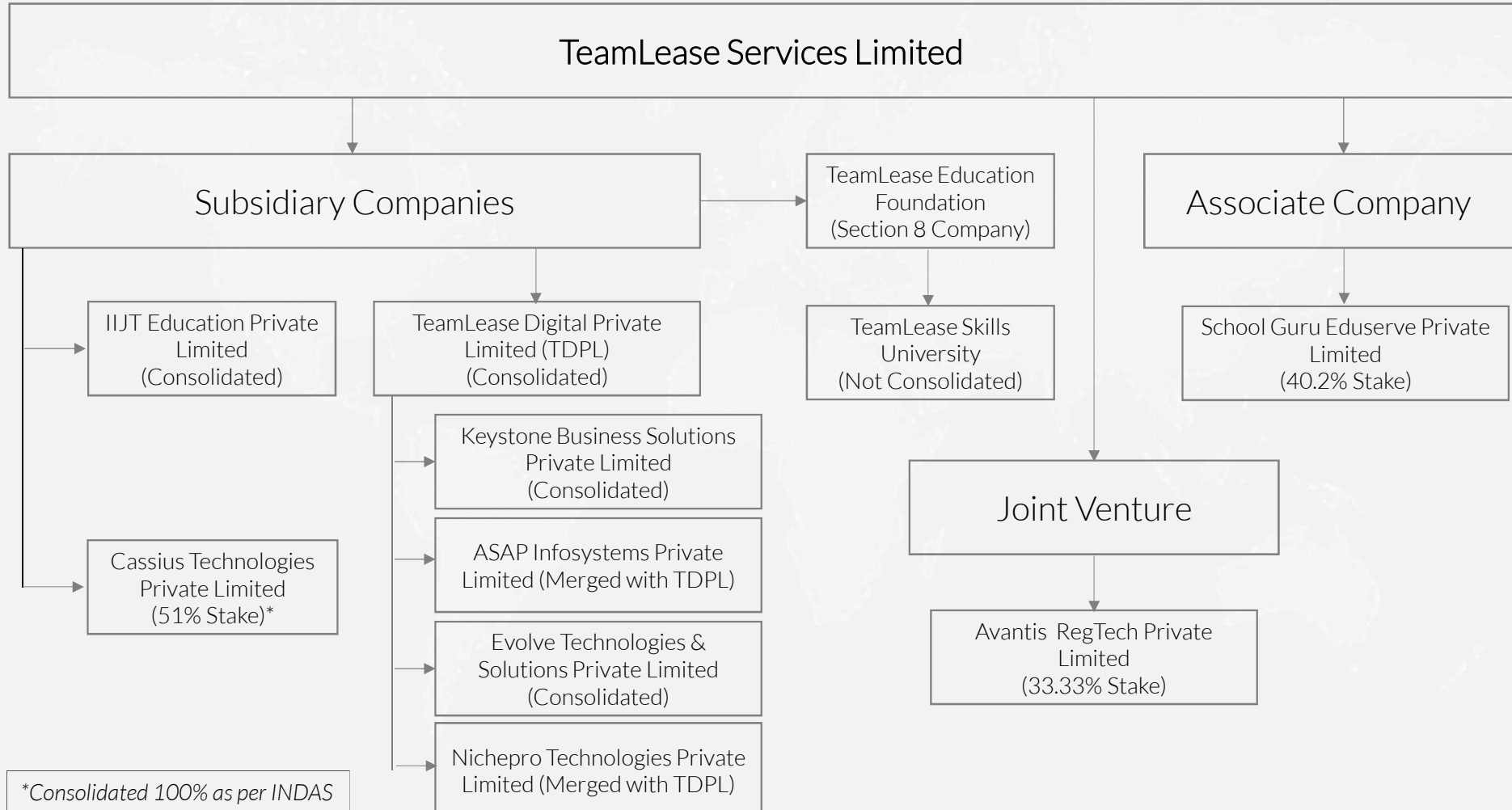
Share of Flexi Staffing (Current & Projected)

Formal sector to witness accelerated growth





TeamLease Group Structure



*Consolidated 100% as per INDAS

Investor Update – Quarter 3 2018-19



Key Performance Highlights – quarter ending December 31st 2018



01.

Quarterly revenue grew by 27% YoY and YTD revenue grew by 24% YoY. Organic growth in general staffing is 19% YoY.

02.

Associate/trainee headcount increased by ~34,000 on YoY basis and by ~11,300 on QoQ basis. Our current associate headcount in general staffing is ~152,600 and NETAP trainee headcount is ~52,500.

03.

EBITDA was ₹ 24.6 crores for Q3FY19 and ₹ 69.6 crores for 9MFY19 reflecting YoY growth of 37% on a quarterly basis and 49% on nine-months basis. This was achieved by way of operating leverage in general staffing.

04.

Earnings Per Share (EPS) was ₹ 14.8 for Q3FY19 and ₹ 42.1 for 9MFY19.

05.

Reduced our funding exposure to 15% in general staffing business from 22% in Q3FY18 and maintained efficient working capital management.

06.

Our ratio of associates/trainees to staffing core employees improved to 260 in Q3FY19 from 219 in Q3FY18.



Financial Performance

*All Numbers are in ₹ Crores except for margins

Consolidated Performance

Particulars	Q3FY19	Q3FY18	YoY Growth %	Q2FY19	QoQ Growth %	9MFY19	9MFY18	9M Growth %
Total Revenue	1,175.9	922.3	27%	1,094.7	7%	3,297.1	2,661.1	23.9%
Operating Revenue (net)	1,172.2	918.1	28%	1,090.7	7%	3,284.2	2,646.6	24.1%
EBITDA	24.6	17.9	37%	24.0	2%	68.6	46.1	48.7%
EBITDA margin (%)	2.1%	1.9%		2.2%		2.1%	1.7%	
PBT	24.4	18.9	29%	23.7	3%	69.6	52.8	32.0%
PBT margin (%)	2.1%	2.1%		2.2%		2.1%	2.0%	
Net Profit (PAT)	25.3	18.4	37%	24.9	1%	72.0	52.2	37.8%
PAT margin (%)	2.2%	2.0%		2.3%		2.2%	2.0%	
EPS (Basic and Diluted) - ₹	14.8	10.8	37%	14.6	1%	42.1	30.6	37.8%

Standalone Performance

Particulars	Q3FY19	Q3FY18	YoY Growth %	Q2FY19	QoQ Growth %	9MFY19	9MFY18	9M Growth %
Total Revenue	1,096.8	866.0	27%	1,021.2	7%	3,072.2	2,557.4	20.1%
Operating Revenue (net)	1,090.4	859.3	27%	1,014.5	7%	3,050.9	2,536.6	20.3%
EBITDA	19.5	12.1	62%	18.1	8%	52.6	33.5	56.9%
EBITDA margin (%)	1.8%	1.4%		1.8%		1.7%	1.3%	
PBT	25.0	17.5	42%	23.2	8%	69.9	50.9	37.4%
PBT margin (%)	2.3%	2.0%		2.3%		2.3%	2.0%	
Net Profit (PAT)	25.3	18.0	41%	23.5	8%	69.9	52.5	33.0%
PAT margin (%)	2.3%	2.1%		2.3%		2.3%	2.1%	
EPS (Basic and Diluted) - ₹	14.8	10.5	41%	13.8	8%	40.9	30.7	33.0%

Consolidated Segment Results



*All Numbers are in ₹ Crores except for margins

Particulars	Q3FY19	Q3FY18	YoY Growth %	Q2FY19	QoQ Growth %	9MFY19	9MFY18	YoY Growth %
Revenue:								
General Staffing and Allied Services	1,061.7	840.4	26%	977.3	9%	2,955.1	2,491.9	19%
Specialised Staffing Services*	79.2	58.7	35%	75.6	5%	229.8	110.1	109%
Other HR Services	31.4	19.0	66%	37.7	-17%	99.4	44.5	123%
Total Income from Operations	1,172.2	918.0	28%	1,090.7	7%	3,284.2	2,646.6	24%
EBITDA:								
General Staffing and Allied Services	22.1	17.6	25%	18.4	20%	56.0	45.3	24%
Specialised Staffing Services	4.5	5.9	-24%	5.5	-19%	15.3	12.8	19%
Other HR Services	0.3	0.7	-57%	4.0	-92%	6.7	1.2	434%
Unallocated	(2.3)	(6.3)	-64%	(3.9)	-42%	(9.4)	(13.3)	-29%
Total EBITDA	24.6	17.8	38%	24.0	2%	68.6	46.1	49%
EBITDA Margin %								
General Staffing and Allied Services	2.1%	2.1%		1.9%		1.9%	1.8%	
Specialised Staffing Services	5.6%	10.0%		7.3%		6.7%	11.6%	
Other HR Services	1.0%	3.8%		10.6%		6.7%	2.8%	
Consolidated EBITDA Margin	2.1%	1.9%		2.2%		2.1%	1.7%	

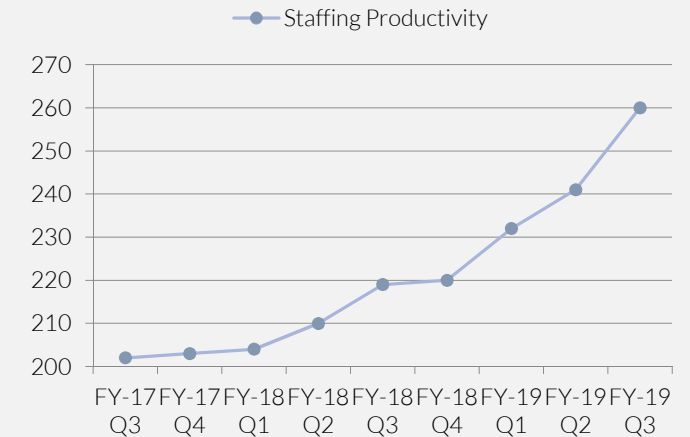


Headcount & Productivity

Quarter	General Staffing Associates	NETAP Trainees	Specialised Staffing	Total Outsourced	Core Employees	Total Headcount
FY-17 Q3	1,23,946	19,427	1,261	1,44,634	1,406	1,46,040
FY-17 Q4	1,26,463	23,439	1,251	1,51,153	1,436	1,52,589
FY-18 Q1	1,29,787	28,051	1,423	1,59,261	1,467	1,60,728
FY-18 Q2	1,27,844	32,615	1,631	1,62,090	1,466	1,63,556
FY-18 Q3	1,30,950	40,423	5,910	1,77,283	1,632	1,78,915
FY-18 Q4	1,32,323	43,052	5,948	1,81,323	1,704	1,83,027
FY-19 Q1	1,37,735	47,493	6,407	1,91,635	1,726	1,93,361
FY-19 Q2	1,45,145	48,725	6,065	1,99,935	1,704	2,01,639
FY-19 Q3	1,52,693	52,525	6,117	2,11,335	1,708	2,13,043

Improvement in Staffing Core Employee Productivity

Quarter	Total Outsourced	Staffing Core Employees	Staffing Productivity
FY-17 Q3	1,43,373	710	202
FY-17 Q4	1,49,902	738	203
FY-18 Q1	1,57,838	773	204
FY-18 Q2	1,60,459	764	210
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





Shareholding Structure

Category	% of shareholding
Promoter Group	35.5%
Exited Promoter	5.2%
Anchor FII	14.4%
Anchor DII	1.5%
Non-Anchor FII	29.8%
Non-Anchor DII	9.0%
Employees	1.8%
Retail/HNI	2.4%
ESOP Trust	0.4%



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Thank you!