

January 25, 2023

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: Press Release of TeamLease Services Limited (TeamLease/the Company) pertaining to the Un-Audited Financial Results (Standalone and Consolidated) for the quarter ended December 31, 2022

With reference to the captioned subject, please find enclosed Press Release of TeamLease Services Limited pertaining to the Un-Audited Financial Results (Standalone and Consolidated) for the quarter ended December 31, 2022.

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
Company Secretary and Compliance Officer
Encl: As above

Press Release- Q3FY23

Bengaluru, India, January 25, 2023- TeamLease Services Limited (**NSE: TEAMLEASE, BSE: 539658**), one of India's largest staffing companies, today announced its results for the third quarter (**Q3FY23**) of the Financial Year ending March 31, 2023.

Summary of Consolidated Financial Results

(all numbers in Rupees' Crores except headcount & margins)

Particulars	Q3FY23	Q2FY23	QoQ Growth %	Q3FY22	YoY Growth %	9MFY23	9MFY22	YoY Growth %
Total Revenue	2,018	1,967	3%	1,767	14%	5,877	4,677	26%
Operating Revenue	2,008	1,955	3%	1,762	14%	5,843	4,662	25%
EBITDA	32	32	0%	38	-16%	89	101	-13%
EBITDA margin	1.6%	1.6%		2.1%		1.5%	2.2%	
PBT	29	32	-11%	32	-10%	89	83.0	7%
PBT margin	1.4%	1.6%		1.8%		1.5%	1.8%	
PBT (after exceptional)	29	32	-11%	32	-10%	89	10.6	NC
PAT	29	32	-9%	30	-5%	87	7.8	NC
PAT margin	1.4%	1.6%		1.7%		1.5%	0.2%	
EPS - Rs.	17	19		18		51	4.4	

Highlights of Q3FY23:

- At the group level, revenue grew over 26% on a YoY basis & 3% QoQ. We have noticed weaker festive demand in Q3FY23 compared to Q2FY22 and prior periods.
- General Staffing:** We have added net ~3k headcount in Q3FY23 with growth of 1% on QoQ basis and 13% on YoY basis. Revenue up 3% QoQ and 27% on YoY basis. While headcount grew in Oct-Nov, higher attrition in December led to only 3k net growth.
- Degree Apprenticeship (NETAP):** NEEM program has been discontinued effective December 23, 2022, wherein we had to release 19k trainees who were under the short-term training program. We have exposure of another 26k trainees under NEEM program who shall be migrated in dialogue with the customers.
- IT Staffing:** headcount is up by ~2% on QoQ basis on account of addition in professional staffing. Revenue is flat as compared on QoQ basis and up 4% YoY. Furloughs and lower billing days in Q3 impacted the profits.
- HR Services:** Delay in university billings led to lower EdTech profitability in Q3FY23 compared to Q2FY23.
- We continue to maintain staffing funding exposure at 13% and overall DSO at 18days. PAPM has mostly remained flat and FTE productivity excluding NEEM impact has improved to 365 as of Q3FY23.

Press Release- Q3FY23

Management Comment

Mr. Ashok Reddy, Managing Director, TeamLease Services Limited commenting on the quarterly results said, *“Weak festive demand in general staffing and headwinds in specialized staffing impacted our growth rates this quarter both on QoQ and YoY basis. We have started working on alternative placement of apprentices under NEEM program. Margins will be under pressure for the coming quarters given the soft demand, realization pressure, NEEM impact. Core employee headcount has been reduced by 9% on account of digitization and tighter cost control.”*

About TeamLease Services Limited

TeamLease Services is a leading HR services 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 19 lakhs+ people over the last 22 years. 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 (NETAP). The Company offers solutions to large, medium, and small clients across the 3Es of employment (over 2.2 lakhs employees), employability (over 5 lakhs students) and Ease-of-doing Business (over 1000 employers).

Investor contact

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