

May 28, 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

Dear Sir/Madam,

Sub: Outcome of Board meeting held on May 28, 2019

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

With reference to the captioned subject and pursuant to Regulation 30 of the SEBI LODR Regulations, 2015, we wish to inform you that:

1. The meeting of Board of Directors commenced at 3.00 PM and concluded at 4.00 PM.

2. Audited Financial Results:

- a. The Audited Financial Results (Standalone and Consolidated) for the quarter and year ended March 31, 2019 as reviewed and recommended by Audit Committee and approved by the Board of Directors, is enclosed herewith. The Audit Report adopted by the Board of Directors also forms part of the same.
- b. A declaration under Regulation 33(3)(d) of SEBI LODR Regulations, 2015 pertaining to Audit Report with unmodified opinion on the Audited Financial Results of the Company (Standalone and Consolidated) for the year ended March 31, 2019, is enclosed herewith.
- c. A copy of Press Release issued in respect of aforesaid financial results is also enclosed herewith.

3. Annual General Meeting

- a. The Nineteenth Annual General Meeting of the shareholders of the Company is scheduled on Friday, July 26, 2019 at 03:00 PM IST at Hotel Royal Orchid, 1 Golf Avenue, adjoining KGA Golf Course Airport Road, Bangalore 560 008, Karnataka, India.
- b. The cut-off date for ascertaining the list of the shareholders to whom the Notice of the Nineteenth AGM shall be sent has been fixed as June 21, 2019 and for determining the eligibility of shareholders to vote on the resolutions proposed at the Nineteenth Annual General Meeting of the Company has been fixed as July 19, 2019.

TeamLease Services Limited, CIN No: L74140KA2000PLC118395

Registered Office: 6th Floor, BMTC Commercial Complex, 80 Feet Road, Koramangala, Bangalore - 560095 Ph: (91-80) 6824 3000 Fax: (91-80) 6824 3001 corporateaffairs@teamlease.com / www.teamlease.com



c. The Board of Directors has resolved to seek enabling approval from the shareholders by way of Ordinary Resolution for Regularization the Directorship of Mr. Zarir Batliwala-Independent Director (additional).

d. Employee Stock Appreciation Rights (ESAR):

The Board of Directors has resolved to seek enabling approval from the shareholders by way of Special Resolution for adoption of ESAR Plan 2019 and for creation of fresh ESAR pool of 1.5% of paid-up share capital of the company.

4. Reconstitution of the Nomination and Remuneration Committee:

The Nomination and Remuneration Committee of the Company has been reconstituted by inducting Mr. Zarir Batliwala, Independent Director as a member, details of which are given below:

| SL.NO | | | DESIGNATION IN COMMITTEE | NATURE OF DIRECTORSHIP | |
|-------|---------------------------|---------------------|--------------------------|------------------------|--|
| 1 | Mr. Narayan | Mr. Narayan | Chairman | Independent | |
| | Ramachandran | Ramachandran | | Director | |
| 2 | Ms. Latika | Ms. Latika Pradhan | Member | Independent | |
| | Pradhan | | | Director | |
| 3 | Mr. V. Mr. V. Raghunathan | | Member | Independent | |
| | Raghunathan | | | Director | |
| 4 | 1 | Mr. Zarir Batliwala | Member | Independent | |
| | | | | Director | |

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

Chartered Accountants

12th Floor "UB City" Canberra Block No. 24, Vittal Mallya Road Bengaluru - 560 001, India

Tel: +91 80 6648 9000

Auditor's Report On Quarterly Consolidated Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

To Board of Directors of TeamLease Services Limited,

- We have audited the accompanying statement of quarterly consolidated Ind AS financial results of TeamLease Services Limited ('the Company') comprising its subsidiaries (together, 'the Group'), its associates and joint venture for the quarter ended March 31, 2019 and the consolidated Ind AS financial results for the year ended March 31, 2019 ('the Statement'), attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('the Regulation'), read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 ('the Circular'). The consolidated Ind AS financial results for the quarter ended March 31, 2019 and year ended March 31, 2019 have been prepared on the basis of the consolidated Ind AS financial results for the nine-month period ended December 31, 2018, the audited annual consolidated Ind AS financial statements as at and for the year ended March 31, 2019, and the relevant requirements of the Regulation and the Circular, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these consolidated Ind AS financial results based on our review of the consolidated Ind AS financial results for the nine-month period ended December 31, 2018 which was prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) 34 Interim Financial Reporting, specified under Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual consolidated Ind AS financial statements as at and for the year ended March 31, 2019; and the relevant requirements of the Regulation and the Circular.
- 2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by the management. We believe that our audit provides a reasonable basis for our opinion.
- 3. In our opinion and to the best of our information and according to the explanations given to us and based on the consideration of the reports of other auditors on separate financial statements and the other financial information of subsidiaries, associates and joint venture, these quarterly consolidated Ind AS financial results as well as the year to date results:
 - i. includes the results of the following entities;
 - Subsidiaries
 - (1) TeamLease Digital Private Limited
 - (2) IIJT Education Private Limited
 - (3) Keystone Business Solutions Private Limited
 - (4) Evolve Technologies and Services Private Limited
 - (5) TeamLease Education Foundation
 - (6) Cassius Technologies Private Limited (associate till July 31, 20)
 - Associate
 - (1) School Guru Eduserve Private Limited

Chartered Accountants

- Joint Venture(1) Avantis Regtech Private Limited
- ii. are presented in accordance with the requirements of the Regulation read with the Circular, in this regard; and
- iii. give a true and fair view of the consolidated net profit including and other comprehensive income and other financial information for the quarter ended March 31, 2019 and for the year ended March 31, 2019.
- 4. We did not audit the financial statements and other financial information, in respect of six subsidiaries, whose Ind AS statements include total assets of Rs. 31,643.40 Lakhs as at March 31, 2019, and total revenues of Rs. 8,460.28 Lakhs and Rs. 32,222.67 Lakhs for the quarter and the year ended on that date respectively. These Ind AS financial statements and other financial information have been audited by other auditors, which financial statements, other financial information and auditor's reports have been furnished to us by the management. The consolidated Ind AS financial results also include the Group's share of net loss of Rs. 20.99 Lakhs and Rs. 36.44 Lakhs for the quarter and for the year ended March 31, 2019 respectively, as considered in the consolidated Ind AS financial results, in respect of two associates and one joint venture, whose financial statements, other financial information have been audited by other auditors and whose reports have been furnished to us by the management. Our opinion, in so far as it relates to the affairs of such subsidiaries, associates and joint venture is based solely on the report of other auditors. Our opinion is not modified/qualified in respect of this matter.
- 5. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2019 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2019 and the published year-to-date figures up to December 31, 2018, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under the Regulation and the Circular.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm Registration Number: 101049W/E300004

per Navin Agrawal

Partner

Membership No.: 056102

Bengaluru May 28, 2019



Regd. Off: 6th Floor, BMTC Commercial Complex, 80 Feet Road, Koramangala, Bangalore - 560095

CIN: L74140KA2000PLC118395 E-MAIL: corporateaffairs@teamlease.com WEBSITE: www.teamleasegroup.com

Statement of Audited consolidated financial results for the quarter and year ended March 31, 2019

| | | | | (Rs. In Lakhs excep | ot per share data) | |
|---|----------------------------------|---|---|--------------------------|--------------------------|--|
| Particulars | 3-Months Ended 31/03/2019 | Preceding 3-Months Ended 31/12/2018 | Corresponding 3-Months Ended 31/03/2018 | Year Ended 31/03/2019 | Year Ended 31/03/2018 | |
| | Audited Unaudited (Refer note 9) | | Audited (Refer note 9) | Audited | Audited | |
| Revenues | | | | | | |
| Revenue from operations (net of taxes) | 116,337.71 | 117,223.27 | 97,747.77 | 444,759.95 | 362,411.54 | |
| Other income | 519.95 | 362.55 | 118.18 | 1,806.20 | 1,563.39 | |
| Total income | 116,857.66 | 117,585.82 | 97,865.95 | 446,566.15 | 363,974.93 | |
| Expenses | | | | | | |
| Employee benefits expense | 109,612.23 | 110,831.94 | 93,139.31 | 419,715.30 | 347,123.72 | |
| Finance costs | 143,57 | 134.18 | 111.35 | 522.44 | 246.67 | |
| Depreciation and amortisation expense | 247.65 | 247.03 | 276.61 | 1,051.11 | 915.84 | |
| Other expenses | 4,152.88 | 3,939.54 | 2,334.63 | 15,599.73 | 8,409.59 | |
| Total expenses | 114,156.33 | 115,152.69 | 95,861.90 | 436,888.58 | 356,695.82 | |
| Profit before tax and share of profit/(loss) from associates and | | | | | | |
| a Joint venture | 2,701.33 | 2,433.13 | 2,004.05 | 9,677.57 | 7,279.11 | |
| Share of (loss)/ profit from associates and a joint venture | (20.99) | 3.98 | (30.90) | (36.44) | (25.74) | |
| Profit before tax | 2,680.34 | 2,437.11 | 1,973.15 | 9,641.13 | 7,253.37 | |
| Current tax (net of MAT) | 40.44 | 31.97 | (47.95) | 264.82 | (24.81) | |
| Deferred tax (credit)/ charge | 37.60 | (120.85) | (100.46) | (426.68) | (67.41) | |
| Income tax (credit)/ expense | 78.04 | (88.88) | (148.41) | (161.86) | (92.22) | |
| Net Profit for the period/year | 2,602.30 | 2,525.99 | 2,121.56 | 9,802.99 | 7,345.59 | |
| Other comprehensive income | | | | | | |
| Items that will not be reclassified to profit or loss | | | | | | |
| Re-measurement gains/ (losses) on defined benefit plans | 19.16 | 15.76 | 13.64 | 33.78 | 35.26 | |
| Income tax effect | (6.35) | (4.70) | (4.72) | (10.44) | (12.20) | |
| Other comprehensive income, net of tax | 12.81 | 11.06 | 8.92 | 23.34 | 23.06 | |
| Total comprehensive income | 2,615.11 | 2,537.05 | 2,130.48 | 9,826.33 | 7,368.65 | |
| Paid-up equity share capital (face value Rs 10/- each fully paid) | 1,709.68 | 1,709.68 | 1,709.68 | 1,709.68 | 1,709.68 | |
| Other Equity | | | | 52,201.90 | 42,457.04 | |
| Earnings per equity share (face value Rs 10/- each fully paid) | | | | | | |
| Basic EPS (Rs) | 15.22 | 14.77 | 12.41 | 57.34 | 42.96 | |
| Diluted EPS (Rs) | 15.22 | 14.77 | 12.41 | 57.34 | 42.96 | |

Notes

- 1 In terms of Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, the aforesaid statement of audited consolidated financial results for the quarter and year ended March 31, 2019 of the Company have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on May 28, 2019. The aforesaid results for the quarter and year ended March 31, 2019 have been audited by the statutory auditors of the Company.
- 2 The financial results have been prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards (IND-AS) prescribed under section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder.
- 3 IND-AS 115 Revenue from Contracts with Customers, mandatory for reporting periods beginning on or after April 1, 2018 replaces existing revenue recognition requirements. The Company has evaluated impact of Ind AS 115 for various revenue streams. In respect of revenues recognised till March 31, 2018, where performance obligation criteria was not met, the same has been reversed and impact thereof (net of tax effect) of Rs. 100.59 lakhs is adjusted in the retained earnings as at April 01, 2018 under modified retrospective approach. For the year ended March 31, 2019, revenue of Rs. 105.84 lakhs has not been recognized since the required performance obligation criteria is not met.
- 4 During the quarter ended March 31, 2019, the Company through its subsidiary TeamLease Digital Private Limited (TDPL) entered into definitive business transfer agreement with E Centric Solutions Private Limited ("eCentric") to acquire the IT Staffing vertical of eCentric, a company incorporated under Companies Act, 1956 at an agreed consideration of Rs. 1,559 lakhs. eCentric is engaged in the business of providing staffing and recruitment services to clients in the Information Technology sector. The IT staffing vertical of eCentric got transferred to TDPL on April 1, 2019.
- 5 During the quarter ended December 31, 2018, the Company entered into an investment agreement with Avantis Regtech Private Limited ("ARPL") and invested in 1 equity share of Re. 1 each and subscribed to 219,298 0.1% Compulsorily Convertible Preference Shares (CCPS) of Re. 1 each, both at a premium of Rs. 227 per share for total consideration of Rs. 500 lakhs. ARPL is engaged in rendering SAAS based governance, risk and compliance automation. As per IND-AS 28, "Investment in Associates and Joint Ventures", investment in ARPL has been accounted as a joint venture under equity method w.e.f. November 1, 2018.
- 6 During the quarter ended September 30, 2018, the Company acquired additional equity stake of 21% in Cassius Technologies Private Limited ("CTPL") as per the definitive agreements at an agreed consideration of Rs. 378.00 lakhs, thereby increasing the total stake to 51% in CTPL. Further, the Company has option to acquire balance 49% equity stake at an agreed price. Accordingly, CTPL has been accounted for as a 100% subsidiary with effect from July 31, 2018.





7 The audited consolidated financial results for the quarter and year ended March 31, 2019 include the financial results of acquired subsidiary Evolve Technologies and Services Private Limited (ETSPL) and associate School Guru Eduserve Private Limited (SGEPL), which were acquired during October 2017/ November 2017. It also Includes the financial results of Joint venture ARPL. Further, CTPL has been accounted for as an wholly owned subsidiary effective August 01, 2018. Accordingly the audited consolidated financial results for the quarter and year ended March 31, 2019 may not be comparable with the results for the quarter and year ended March 31, 2018.

Further, it includes the audited financial results of subsidiaries IIJT Education Private Limited, TeamLease Digital Private Limited, Keystone Business Solutions Private Limited and TeamLease Education Foundation.

- 8 During the quarter ended March 31, 2019, no stock options have been granted, vested, exercised, forfelted or lapsed under the scheme TeamLease Employees Stock Option Plan 2015.
- 9 The figures for the quarter ended March 31, 2019 and corresponding quarter ended March 31, 2018 are the balancing figures between audited figures in respect of the full financial year upto March 31, 2019 and March 31, 2018 respectively and the unaudited published year to date figures upto December 31, 2018 and December 31, 2017 respectively, being the date of the end of the third quarter of the respective financial year which were subjected to limited review.
- 10 The figures of the previous periods have been regrouped/reclassified, wherever necessary.

11 The above consolidated financial results of the Company are available on the Company's website (www.teamleasegroup.com) and also on the website of BSE (www.bseindia.com) and NSE (www.nseindia.com), where the shares of the Company are listed.

Date: May 28, 2019 Place: Bengaluru Bengaluru 6

For and on behalf of the Board For TeamLease Services Limited

Ashok Kumar Nedurumalli Managing Director

DIN: 00151814

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Regd. Off: 6th Floor, BMTC Commercial Complex, 80 Feet Road, Koramangala, Bangalore - 560095 CIN: L74140KA2000PLC118395 E-MAIL: corporateaffairs@teamlease.com WEBSITE: www.teamleasegroup.com Consolidated Segment-wise revenue, results, assets and liabilities for the quarter and year ended March 31, 2019

The Company is primarily engaged in the business of providing manpower services. The Company has identified following reportable segments in context of IND AS 108 Operating Segments:

General Staffing and Allied Services - Comprises of Staffing Operations, Temporary Recruitment and Payroll & NETAPP.

Specialised Staffing Services - Comprises of IT Staffing Operations and Telecom Staffing Operations.

Other HR Services - Comprises of Permanent Recruitment, Regulatory Compliance, Training Operations and Job Portal.

(Rs. In lakhs)

| Sr. No. | Particulars | 3-Months Ended 31/03/2019 | Preceding 3-Months Ended 31/12/2018 | Corresponding 3-Months Ended 31/03/2018 | Year Ended 31/03/2019 | Year Ended 31/03/2018 |
|------------|--------------------------------------|------------------------------|---|---|--------------------------|--------------------------|
| | | Audited | Unaudited | Audited | Audited | Audited |
| 1 | Segment Revenue | | | | | |
| _ | General Staffing and Allied Services | 105,645.39 | 106,168.83 | 88,297.44 | 401,153.80 | 337,490.51 |
| | Specialised Staffing Services | 7,939.29 | 7,915.07 | 7,278.94 | 30,916.30 | 18,293.44 |
| | Other HR Services | 2,753.03 | 3,139.37 | 2,171.39 | 12,689.85 | 6,627.59 |
| | Total Income from operations | 116,337.71 | 117,223.27 | 97,747.77 | 444,759.95 | 362,411.54 |
| 2 | Segment results | | | | | |
| | General Staffing and Allied Services | 2,424.69 | 2,169.32 | 1,537.61 | 7,814.04 | 5,817.60 |
| | Specialised Staffing Services | 477.69 | 488.84 | 528.94 | 2,088.33 | 1,751.33 |
| | Other HR Services | 150.10 | 10.52 | 257.78 | 767.18 | 353.40 |
| | Unallocated | (228.57) | (97.39) | (239.83) | (505.98) | (422.29) |
| | Total | 2,823.91 | 2,571.29 | 2,084.50 | 10,163.57 | 7,500.04 |
| | Less: Unallocable items | | | | | |
| | Finance costs | 143.57 | 134.18 | 111.35 | 522.44 | 246.67 |
| | Profit before tax | 2,680.34 | 2,437.11 | 1,973.15 | 9,641.13 | 7,253.37 |
| 3 | Segment Assets: | | | | | |
| | General Staffing and Allied Services | 39,110.83 | 37,948.44 | 28,787.38 | 39,110.83 | 28,787.38 |
| | Specialised Staffing Services | 24,463.47 | 24,665.19 | 22,592.09 | 24,463.47 | 22,592.09 |
| | Other HR Services | 8,868.89 | 8,733.85 | 7,306.29 | 8,868.89 | 7,306.29 |
| | Unallocated | 36,511.15 | 33,032.69 | 29,920.06 | 36,511.15 | 29,920.06 |
| | Total | 108,954.34 | 104,380.17 | 88,605.82 | 108,954.34 | 88,605.82 |
| 4 | Segment Liabilities: | | | | | |
| | General Staffing and Allied Services | 37,376.86 | 36,027.43 | 27,244.76 | 37,376.86 | 27,244.76 |
| | Specialised Staffing Services | 4,886.50 | 4,758.19 | 4,885.33 | 4,886.50 | 4,885.33 |
| | Other HR Services | 3,293.08 | 4,492.03 | 5,113.29 | 3,293.08 | 5,113.29 |
| | Unallocated | 9,486.32 | 7,806.43 | 7,195.72 | 9,486.32 | 7,1 95.72 |
| | Total | 55,042.76 | 53,084.08 | 44,439.10 | 55,042.76 | 44,439.10 |

Date: May 28, 2019 Place: Bengaluru



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For and on behalf of the Board For TeamLease Services Limited

Ashok Kumar Nedurumalli Managing Director

DIN: 00151814

Regd. Off: 6th Floor, BMTC Commercial Complex, 80 Feet Road, Koramangala, Bangalore - 560095

CIN: L74140KA2000PLC118395 E-MAIL: corporateaffairs@teamlease.com WEBSITE: www.teamleasegroup.com

Audited Consolidated Statement of Assets and Liabilities as of March 31, 2019

(Rs. in Lakhs)

| | | (Rs. in Lakhs) | | |
|---------------|---|----------------|----------------|--|
| Sr. | Particulars | As at | As at | |
| No. | Particulars | March 31, 2019 | March 31, 2018 | |
| Α | ASSETS | Audited | Audited | |
| 1 | Non-current assets | | | |
| | Property, plant and equipment | 931.48 | 542.65 | |
| | Goodwill on consolidation | 12,567.92 | 11,275.12 | |
| | Other intangible assets | 1,676.05 | 1,937.29 | |
| | Intangible assets under development | 601.29 | 21.89 | |
| | Financial assets | 1 | | |
| | (i) Investments | 2,539.87 | 2,697.80 | |
| | (ii) Loans | 6,624.00 | 5,134.79 | |
| | (iii) Others | 5,245.71 | 4,186.20 | |
| | Deferred tax assets (net) | 6,531.34 | 3,992.19 | |
| | Income tax assets (net) | 16,142.98 | 9,989.33 | |
| | Other non-current assets | 224.83 | 201.62 | |
| | Total non-current assets | 53,085.47 | 39,978.88 | |
| 2 | Current assets | | | |
| _ | Financial assets | 1 | | |
| | (i) Investments | 1,600.77 | 3,231.52 | |
| | (ii) Trade receivables | 26,434.91 | 22,348.64 | |
| | (iii) Cash and cash equivalents | 6,076.11 | 7,292.99 | |
| | (iv) Bank balances other than cash and cash equivalents | 6,228.08 | 6,950.40 | |
| | (v) Loans | 135.18 | 139.52 | |
| | (vi) Others | 13,233.19 | 7,143.11 | |
| | Other current assets | 1,938.90 | 1,299.03 | |
| | Asset classified as held for sale | 221.73 | 221.73 | |
| | Total current assets | 55,868.87 | 48,626.94 | |
| | Total current assets | 33,000.07 | 10,020131 | |
| | Total assets | 108,954.34 | 88,605.82 | |
| В | EQUITY AND LIABILITIES | | | |
| | EQUITY | | | |
| - | Equity share capital | 1,709.68 | 1,709.68 | |
| | Other equity | 52,201.90 | 42,457.04 | |
| | Total equity | 53,911.58 | 44,166.72 | |
| | Total equity | 03,522.00 | , | |
| | LIABILITIES | | | |
| 2 | Non-current liabilities | 1 | | |
| | Financial liabilities | 1 | | |
| | Other financial liabilities | 521.11 | | |
| | Net employee defined benefit liabilities | 5,662.50 | 4,372.09 | |
| | Other non current liabilities | 421.90 | 489.07 | |
| | Total non-current liabilities | 6,605.51 | 4,861.16 | |
| | | | | |
| 3 | Current liabilities | 1 | | |
| | Financial liabilities | | | |
| | (i) Borrowings | 1,063.11 | 728.69 | |
| | (ii) Trade payables | 1 | | |
| | (a) total outstanding dues of micro enterprises and small enterprises | 90.52 | \$ | |
| | (b) total outstanding dues other than micro enterprises and small | 2,707.85 | 1,760.83 | |
| | enterprises | 1 | | |
| | (iii) Other financial liabilities | 21,273.08 | 16,258.13 | |
| | Net employee defined benefit liabilities | 3,906.34 | 2,241.83 | |
| | Other current liabilities | 19,380.10 | 18,567.46 | |
| | Liabilities directly associated with the assets classified as held for sale | 16.25 | 21.00 | |
| | Total current liabilities | 48,437.25 | 39,577.94 | |
| | Taal liskilats. | PE 040 TC | 44 420 40 | |
| | Total liabilities | 55,042.76 | 44,439.10 | |
| 3 | Total equity and liabilities | 108,954.34 | 88,605.82 | |
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For and on behalf of the Board For TeamLease Services Limited

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Ashok Kumar Nedurumalli Managing Director DIN: 00151814

Date: May 28, 2019 Place: Bengaluru





Chartered Accountants

12th Floor "UB City" Canberra Block No. 24, Vittal Mallya Road Bengaluru - 560 001, India

Tel: +91 80 6648 9000

Auditor's Report on Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

To Board of Directors of TeamLease Services Limited,

- We have audited the accompanying statement of quarterly standalone Ind AS financial results of TeamLease Services Limited ('the Company') for the quarter ended March 31, 2019 and for the year ended March 31, 2019 ('the Statement'), attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('the Regulation'), read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 ('the Circular'). The standalone Ind AS financial results for the quarter ended March 31, 2019 and year ended March 31, 2019 have been prepared on the basis of the standalone Ind AS financial results for the nine-month period ended December 31, 2018, the audited annual standalone Ind AS financial statements as at and for the year ended March 31, 2019, and the relevant requirements of the Regulation and the Circular, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these standalone Ind As financial results based on our review of the standalone Ind AS financial results for the nine-month period ended December 31, 2018 which was prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) 34 Interim Financial Reporting, specified under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual standalone Ind AS financial statements as at and for the year ended March 31, 2019; and the relevant requirements of the Regulation and the Circular.
- 2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by the management. We believe that our audit provides a reasonable basis for our opinion.
- 3. In our opinion and to the best of our information and according to the explanations given to us, these quarterly standalone Ind AS financial results as well as the year to date results:
 - i. are presented in accordance with the requirements of the Regulation read with the Circular, in this regard; and
 - ii. give a true and fair view of the net profit including other comprehensive income and other financial information for the quarter ended March 31, 2019 and for the year ended March 31, 2019.



Chartered Accountants

4. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2019 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2019 and the published year-to-date figures up to December 31, 2018, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under the Regulation and the Circular.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm Registration Number: 101049W/E300004

per Navin Agrawal

Partner

Membership No.: 056102

Bengaluru May 28, 2019



Regd. Off: 6th Floor, BMTC Commercial Complex, 80 Feet Road, Koramangala, Bangalore - 560095

CIN: L74140KA2000PLC118395 E-MAIL: corporateaffairs@teamlease.com WEBSITE: www.teamleasegroup.com

Statement of audited standalone financial results for the quarter and year ended March 31, 2019

| | | | | (Rs. In Lakhs excer | ot per snare data | |
|---|------------------------------|---|---|--------------------------|--------------------------|--|
| Particulars | 3-Months Ended 31/03/2019 | Preceding 3-Months Ended 31/12/2018 | Corresponding 3-Months Ended 31/03/2018 | Year Ended 31/03/2019 | Year Ended 31/03/2018 | |
| | Audited (Refer Note 8) | Unaudited | Audited (Refer Note 8) | Audited | Audited | |
| Revenues | | | | | | |
| Revenue from operations (net of taxes) | 108,159.07 | 109,041.87 | 90,417.66 | 413,246.85 | 344,074.08 | |
| Other income | 817.76 | 638.87 | 355.98 | 2,946.11 | 2,438.05 | |
| Total Income | 108,976.83 | 109,680.74 | 90,773.64 | 416,192.96 | 346,512.13 | |
| Expenses | | | | | | |
| Employee benefits expense | 103,310.41 | 103,993.43 | 86,817.48 | 393,735.62 | 331,942.57 | |
| Finance costs | 51.22 | 47.32 | 43.02 | 206.67 | 110.22 | |
| Depreciation and amortisation expense | 56.77 | 47.34 | 92.23 | 303.93 | 372.34 | |
| Other expenses | 2,810.94 | 3,094.19 | 1,846.47 | 12,210.22 | 7,024.14 | |
| Total expenses | 106,229.34 | 107,182.28 | 88,799.20 | 406,456.44 | 339,449.27 | |
| Profit before tax | 2,747.49 | 2,498.46 | 1,974.44 | 9,736.52 | 7,062.86 | |
| Current tax (net of MAT) | :20 | 1.50 | - | 128.10 | 1.2 | |
| Deferred tax (credit)/ charge | 32.87 | (36.02) | (27.88) | (93.53) | (192.84) | |
| Income tax (credit)/ expense | 32.87 | (36.02) | (27.88) | 34.57 | (192.84) | |
| Net Profit for the period/year | 2,714.62 | 2,534.48 | 2,002.32 | 9,701.95 | 7,255.70 | |
| Other comprehensive income | | | | | | |
| Items that will not be reclassified to profit or loss | | | | | | |
| Re-measurement gains/ (losses) on defined benefit plans | 16.46 | 2.11 | 15.14 | 9.91 | 28.90 | |
| Income tax effect | (5.75) | (0.74) | (5.24) | (3.46) | (10.00) | |
| Other comprehensive income, net of tax | 10.71 | 1.37 | 9.90 | 6.45 | 18.90 | |
| Total comprehensive income | 2,725.33 | 2,535.85 | 2,012.22 | 9,708.40 | 7,274.60 | |
| Paid-up equity share capital (face value Rs 10/- each fully paid) | 1,709.68 | 1,709.68 | 1,709.68 | 1,709.68 | 1,709.68 | |
| Other Equity | | | | 51,183.32 | 41,556.43 | |
| Earnings per equity share (face value Rs 10/- each fully paid) | | | | | | |
| Basic EPS (Rs) | 15.88 | 14.82 | 11.71 | 56.75 | 42.44 | |
| Diluted EPS (Rs) | 15.88 | 14.82 | 11.71 | 56.75 | 42.44 | |

Notes

- 1 In terms of Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations 2015, the aforesaid statement of audited standalone financial results for the quarter and year ended March 31, 2019 of the Company have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on May 28, 2019. The aforesaid results for the quarter and year ended March 31, 2019 have been audited by the statutory auditors of the Company.
- 2 The financial results have been prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards (IND-AS) prescribed under section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder.
- 3 IND-AS 115 Revenue from Contracts with Customers, mandatory for reporting periods beginning on or after April 1, 2018 replaces existing revenue recognition requirements. The Company has evaluated impact of Ind AS 115 for various revenue streams. In respect of revenues recognised till March 31, 2018, where performance obligation criteria was not met, the same has been reversed and impact thereof (net of tax effect) of Rs. 100.59 lakhs is adjusted in the retained earnings as at April 01, 2018 under modified retrospective approach. For the year ended March 31, 2019, revenue of Rs. 105.84 lakhs has not been recognized since the required performance obligation criteria is not met.
- 4 During the quarter ended March 31, 2019, the Company through its subsidiary TeamLease Digital Private Limited (TDPL) entered into definitive business transfer agreement with E Centric Solutions Private Limited ("eCentric") to acquire the IT Staffing vertical of eCentric, a company incorporated under Companies Act, 1956 at an agreed consideration of Rs. 1,559 lakhs. eCentric is engaged in the business of providing staffing and recruitment services to clients in the Information Technology sector. The IT staffing vertical of eCentric got transferred to TDPL on April 1, 2019.
- 5 During the quarter ended December 31, 2018, the Company entered into an investment agreement with Avantis Regtech Private Limited ("ARPL") and invested in 1 equity share of Re. 1 each and subscribed to 219,298 0.1% Compulsorily Convertible Preference Shares (CCPS) of Re. 1 each, both at a premium of Rs. 227 per share for total consideration of Rs. 500 lakhs. ARPL is engaged in rendering SAAS based governance, risk and compliance automation. As per IND-AS 28, "Investment in Associates and Joint Ventures", investment in ARPL has been accounted as a joint venture w.e.f. November 1, 2018.
- 6 During the quarter ended September 30, 2018, the Company acquired additional equity stake of 21% in Cassius Technologies Private Limited ("CTPL") as per the definitive agreements at an agreed consideration of Rs. 378.00 lakhs, thereby increasing the total stake to 51% in CTPL. Further, the Company has option to acquire balance 49% equity stake at an agreed price. Accordingly, CTPL has been accounted for as a 100% subsidiary with effect from July 31, 2018.
- 7 During the quarter ended March 31, 2019, no stock options have been granted, vested, exercised, forfeited or lapsed under the scheme TeamLease Employees Stock Option Plan 2015.

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- 8 The figures for the quarter ended March 31, 2019 and corresponding quarter ended March 31, 2018 are the balancing figures between audited figures in respect of the full financial year upto March 31, 2019 and March 31, 2018 respectively and the unaudited published year to date figures upto December 31, 2018 and December 31, 2017 respectively, being the date of the end of the third quarter of the respective financial year which were subjected to limited review.
- 9 The figures of the previous periods have been regrouped/ reclassified, wherever necessary.
- 10 The above standalone financial results of the Company are available on the Company's website (www.teamleasegroup.com) and also on the website of BSE (www.bseindia.com) and NSE (www.nseindia.com), where the shares of the Company are listed.

Date: May 28, 2019 Place: Bengaluru





For and on behalf of the Board For TeamLease Services Limited

Ashok Kumar Nedurumalli Managing Director DIN: 00151814

Regd. Off: 6th Floor, BMTC Commercial Complex, 80 Feet Road, Koramangala, Bangalore - 560095

CIN: L74140KA2000PLC118395 E-MAIL: corporateaffairs@teamlease.com WEBSITE: www.teamleasegroup.com

Standalone Segment-wise revenue, results, assets and liabilities for the quarter and year ended March 31, 2019

The Company is primarily engaged in the business of providing manpower services. The Company has identified following reportable segments in context of IND AS 108 Operating Segments:

General Staffing and Allied Services - Comprises of Staffing Operations, Temporary Recruitment and Payroll & NETAPP.

Other HR Services - Comprises of Permanent Recruitment, Regulatory Compliance and Training Operations.

(Rs. In lakhs)

| Śr. | Particulars | | | | | (Rs. In lakns |
|-----|--|------------------------------|---|---|--------------------------|-----------------------|
| No | | 3-Months Ended 31/03/2019 | Preceding 3-Months Ended 31/12/2018 | Corresponding 3-Months Ended 31/03/2018 | Year Ended 31/03/2019 | Year Ended 31/03/2018 |
| | | Audited | Unaudited | Audited | Audited | Audited |
| 4 | Commont wassesses | | | | | |
| 1 | Segment revenue | 405.545.20 | 405 450 00 | 00 207 44 | 404 452 00 | 227 400 54 |
| | General Staffing and Allied Services Other HR Services | 105,645.39 | 106,168.83 | 88,297.44 | 401,153.80 | 337,490.51 |
| | | 2,513.68 | 2,873.04 | 2,120.22 | 12,093.05 | 6,583.57 |
| | Total Income from operations | 108,159.07 | 109,041.87 | 90,417.66 | 413,246.85 | 344,074.08 |
| 2 | Segment results | | | | | |
| | General Staffing and Allied Services | 2,424.69 | 2,169.32 | 1,537.62 | 7,814.04 | 5,817.60 |
| | Other HR Services | 77.44 | (22.22) | 257.78 | 618.98 | 353.40 |
| | Unallocated | 296.58 | 398.68 | 222.06 | 1,510.17 | 1,002.08 |
| | Total | 2,798.71 | 2,545.78 | 2,017.46 | 9,943.19 | 7,173.08 |
| | Less: Unallocable items | | | | | |
| | Finance costs | 51.22 | 47.32 | 43.02 | 206.67 | 110.22 |
| | Profit before tax | 2,747.49 | 2,498.46 | 1,974.44 | 9,736.52 | 7,062.86 |
| 3 | Segment assets: | _ | | | | |
| | General Staffing and Allied Services | 39,110.83 | 37,948.44 | 28,787.38 | 39,110.83 | 28,787.38 |
| | Other HR Services | 6,569.84 | 6,724.11 | 7,541.45 | 6,569.84 | 7,541.45 |
| | Unallocated | 57,263.70 | 53,769.22 | 46,450.07 | 57,263.70 | 46,450.07 |
| | Total | 102,944.37 | 98,441.77 | 82,778.90 | 102,944.37 | 82,778.90 |
| 4 | Segment liabilities: | | | | | |
| | General Staffing and Allied Services | 37,376.86 | 36,027.43 | 27,244.76 | 37,376.86 | 27,244.76 |
| | Other HR Services | 3,159.70 | 3,409.30 | 5,113.29 | 3,159.70 | 5,113.29 |
| | Unallocated | 9,514.81 | 8,837.71 | 7,154.74 | 9,514.81 | 7,154.74 |
| | Total | 50,051.37 | 48,274.44 | 39,512.79 | 50,051.37 | 39,512.79 |

Date: May 28, 2019 Place: Bengaluru



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For and on behalf of the Board For TeamLease Services Limited

Ashok Kumar Nedurumalli Managing Director DIN: 00151814

Regd. Off: 6th Floor, BMTC Commercial Complex, 80 Feet Road, Koramangala, Bangalore - 560095

CIN: L74140KA2000PLC118395 E-MAIL: corporateaffairs@teamlease.com WEBSITE: www.teamleasegroup.com

Audited Standalone Statement of Assets and Liabilities as of March 31, 2019

(Rs. in Lakhs)

| | | | (Rs. in Lakhs) |
|-----|---|-----------------|----------------|
| Sr. | Particulars | As at | As at |
| No. | | March 31, 2019 | March 31, 2018 |
| A | ASSETS | Audited | Audited |
| 1 | Non-current assets | 650.65 | 229.30 |
| | Property, plant and equipment Other intangible assets | 650.65 54.33 | 229.30 |
| | Intangible assets under development | 304.74 | 21.89 |
| | Financial assets | 304.74 | 21.09 |
| | (i) Investments | 19,408.87 | 16,923.19 |
| | (ii) Loans | 9,119.79 | 7,753,01 |
| | (iii) Others | 6,290.20 | 4,171.65 |
| | Deferred tax assets (net) | 6,428.58 | 4,099.77 |
| | Income tax assets (net) | 12,161.46 | 7,308.12 |
| | Other non-current assets | 22.56 | 58.78 |
| | Total non-current assets | 54,441.18 | 40,779.21 |
| 2 | Current Assets | | |
| _ | Financial assets | | |
| | (I) Investments | 1,600.77 | 3,231.52 |
| | (ii) Trade receivables | 24,214.15 | 19,666.87 |
| | (iii) Cash and cash equivalents | 5,910.83 | 7,109.54 |
| | (iv) Bank balances other than cash and cash equivalents | 5,154.67 | 5,816.42 |
| | (v) Loans | 63.47 | 120.37 |
| | (vi) Others | 10,048.16 | 4,793.86 |
| | Other current assets | 1,511.14 | 1,261.11 |
| | Total current assets | 48,503.19 | 41,999.69 |
| | | | |
| _ | Total assets | 102,944.37 | 82,778.90 |
| В | EQUITY AND LIABILITIES | | |
| 1 | EQUITY | | |
| | Equity share capital | 1,709.68 | 1,709.68 |
| | Other equity | 51,183.32 | 41,556.43 |
| | Total equity | 52,893.00 | 43,266.11 |
| | LIABILITIES | | |
| 2 | Non-current liabilities | | |
| | Financial liabilities | | |
| | Other financial liabilities | 521.11 | 12 |
| | Net employee defined benefit liabilities | 5,532.60 | 4,268.45 |
| | Other non-current liabilities | 421.90 | 489.07 |
| | Total non-current liabilities | 6,475.61 | 4,757.52 |
| | | | |
| 3 | Current liabilities | | |
| | Financial liabilities | 0.00 | |
| | (i) Borrowings | 0.95 | |
| | (ii) Trade payables (a) total outstanding dues of micro enterprises and small | 59.94 | |
| | enterprises | 59,94 | 1/2/ |
| | (b) total outstanding dues other than micro enterprises and | 2,223.18 | 1,378.64 |
| | small enterprises | 2,223.16 | 1,370.04 |
| | (iii) Other financial liabilities | 18,845.90 | 13,387.47 |
| | Net employee defined benefit liabilities | 3,858.19 | 2,228.40 |
| | Other current liabilities | 18,587.60 | 17,760.76 |
| | Total current liabilities | 43,575.76 | 34,755.27 |
| Ī | | | |
| | Total liabilities | 50,051.37 | 39,512.79 |
| | Total equity and liabilities | 102 044 27 | 92 770 00 |
| | Total equity and nabilities | 102,944.37 | 82,778.90 |

For and on behalf of the Board For TeamLease Services Limited

Ashok Kumar Nedurumalli Managing Director DIN: 00151814

Date: May 28, 2019 Place: Bengaluru







CEO and CFO Certificate

Under Regulation 17(8) of SEBI Listing Obligation and Disclosure Requirement (LODR) Regulation, 2015.

To, The Board of Directors, TeamLease Services Limited 6th Floor, BMTC Commercial Complex 80 Ft Road, Kormangala Bangalore Karnataka-560095

In compliance with Regulation 17 (8) read with Schedule II Part B of the SEBI Listing Obligation and Disclosure Requirement (LODR) Regulations 2015 read with the Listing Agreement with the Stock Exchange (s), we, the undersigned hereby certify the following:

- A. We have reviewed the unaudited Quarterly and Yearly Financial Result of TeamLease Services Limited for the quarter and year ended March 31, 2019 and to the best of our knowledge and belief:
 - (1) these statements do not contain any materially untrue statement or omit any material fact or contain statements that might be misleading.
 - (2) these statements together present a true and fair view of the listed entity's affairs and are in compliance with existing accounting standards, applicable laws and regulations.
- B. There are, to the best of our knowledge and belief, no transaction entered into by the listed entity during the quarter and year ended March 31, 2019 are fraudulent, illegal or violative of the listed entity's code of conduct.
- C. We accept responsibility for establishing and maintaining internal controls for financial reporting and we have evaluated the effectiveness of Company's internal control systems pertaining to financial reporting and have disclosed to the auditors and the audit committee, deficiencies in the design or operation of such internal controls, if any, of which they are aware and the steps they have taken or propose to take to rectify these deficiencies.
- D. We have indicated to the Auditors and the Audit Committee that:
 - (i) there are no significant change in internal control over financial reporting during the quarter and year ended March 31,2019;
 - (ii) there are no significant changes in accounting policies during the quarter and year ended March 31,2019; and that the same have been disclosed in the notes to the financial results; and

(iii) there are no instances of significant fraud of which we have become aware during the quarter and year ended March 31,2019.

Ashok Kumar Nedurumalli Managing Director

DIN: 00151814

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Ravi Vishwanath Chief Financial Officer

Place: Bangalore Date: May 28, 2019



May 28, 2019

Declaration under Regulation 33(3)(d) of SEBI Listing Obligations and Disclosure Requirements (LODR) Regulations, 2015

I, Ravi Vishwanath, Chief Financial Officer of TeamLease Services Limited having its registered office at 6th Floor, BMTC, Commercial Complex, 80 Feet Road, Koramangala, Bangalore, India, hereby declare that M/s S. R Batliboi and Associates (Ernst and Young), Chartered Accountants (FRN-: 101049W/E300004), Statutory Auditors of the Company, have issued an Audit Report with unmodified opinion on the Audited Financial Results of the Company (Standalone and Consolidated) for the year ended March 31, 2019.

This declaration is given in compliance with Regulation 33(3)(d) of the SEBI LODR Regulations, 2015 as amended by the SEBI LODR Regulations 2016 and SEBI Circular No. CIR/CFD/CMD/56/2016 dated May 27, 2016 read with SEBI Circular No. DCS/COMP/04/2016-17 dated June 01, 2016.

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

Ravi Vishwanath Chief Financial Officer

Encl: As above



Press Release- Q4 FY19

Bengaluru, India, May 28, 2019- TeamLease Services Limited (NSE: TEAMLEASE, BSE: 539658), one of India's largest staffing companies, today announced its results for the fourth quarter (Q4FY19) and for the financial year ended March 31, 2019.

Summary of Consolidated financial results:

(all numbers in Rupees' Crores except Margins)

| Particulars | Q4 FY19 | Q4 FY18 | YoY Growth % | Q3 FY19 | QoQ Growth % | FY19 | FY18 | YoY Growth % |
|-------------------|------------|------------|--------------------|------------|--------------------|---------|---------|--------------------|
| Total Revenue | 1,168.6 | 978.7 | 19% | 1,175.9 | -1% | 4,465.7 | 3,639.7 | 23% |
| Operating Revenue | 1,163.4 | 977.5 | 19% | 1,172.2 | -1% | 4,447.6 | 3,624.1 | 23% |
| EBITDA | 25.5 | 20.8 | 23% | 24.6 | 4% | 94.1 | 68.5 | 37% |
| EBITDA (%) | 2.2% | 2.1% | | 2.1% | | 2.1% | 1.9% | |
| PBT | 26.8 | 19.8 | 35% | 24.4 | 10% | 96.4 | 72.5 | 33% |
| PBT % | 2.3% | 2.0% | | 2.1% | | 2.2% | 2.0% | |
| Net Profit (PAT) | 26.0 | 21.2 | 23% | 25.3 | 3% | 98.0 | 73.5 | 34% |
| PAT (%) | 2.2% | 2.2% | | 2.2% | | 2.2% | 2.0% | |
| EPS - Rs. | 15.2 | 12.4 | 23% | 14.8 | 3% | 57.3 | 43.0 | 34% |

Highlights of FY19 financial performance:

- 1. Revenue grew by 23% YoY backed by 19% growth in associate/trainee headcount.
- 2. Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) was ₹ 94.1 crores for FY19 reflecting YoY growth of 37%.
- 3. Profit Before Tax (PBT) was ₹ 96.4 crores reflecting YoY growth of 33%. PBT margin grew from 2.0% in FY18 to 2.2% in FY19 largely on account of economies of scale in Staffing business and increase in contribution from IT staffing business.
- 4. Profit After Tax (PAT) was ₹98.0 crores reflecting YoY growth of 33%. Organic PAT margin was 2.2% in FY19. The Company continued to avail the tax benefits under section 80JJAA of the Income Tax Act, 1961.
- 5. Earnings Per Share (EPS) was ₹ 15.2 for Q4FY19 and ₹ 57.3 for FY19 reflecting YoY growth of 23% on a quarterly basis 34% on annual basis.



Press Release- Q4 FY19

Business Update

- 1. Our total employee/ trainee headcount is ~216,200 as of March 31, 2019 reflecting an increase of ~34,000 on YoY basis and ~4,800 on QoQ basis. Our associate employee headcount is ~154,050 and NETAP trainee headcount is ~56,150 as of March 31, 2019.
- 2. We have reduced our funding exposure to 14% in general staffing business from 17% in Q4FY18 and maintained efficient working capital management.
- 3. Our ratio of general staffing associates/trainees to staffing core employees improved to 270 in Q4FY19 from 260 in Q3FY19.
- 4. We have completed acquisition of IT Staffing vertical in eCentric Solutions Private Limited effective April 01, 2019.
- 5. Average realization per associate improved to Rs.714 p.m. in Q4FY19 from Rs.710 p.m. in Q3FY19.

Management Comment

Mr. Ashok Reddy, Managing Director, TeamLease Services Limited commenting on the quarterly results said, "Economies of scale have started improving our margins in Staffing businesses with core to associate employee ratio reaching 270 and moves towards 350 this year. Our business acquisition of eCentric is expected to give us a 40% inorganic growth in the IT staffing segment and increase the client base. The general hiring trends look positive for FY20 and we are geared up for scale".

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 (1.5 lakhs+ employees), employability (2 lakhs+ students) and Ease-of-doing Business (1000+ employers).

Investor contact

Ravi Vishwanath Chief Financial Officer

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Renu Praveen Adfactors

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