

Press Release- Q4FY22

Organic growth of 57k net headcount addition in FY22

Bengaluru, India, May 18, 2022- TeamLease Services Limited (**NSE: TEAMLEASE, BSE: 539658**), one of India's largest staffing companies, today announced its results for the fourth quarter (**Q4FY22**) and for the financial year ended March 31, 2022.

Summary of Consolidated financial results:

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

Particulars	Q4FY22	Q3FY22	QoQ Growth %	Q4FY21	YoY Growth %	FY22	FY21	YoY Growth %
Headcount	2,85,230	2,73,500	4%	2,28,150	25%	2,85,230	2,28,150	25%
Total Revenue	1,822	1,767	3%	1,350	35%	6,500	4,916	32%
Operating Revenue	1,817	1,762	3%	1,341	36%	6,480	4,881	33%
EBITDA (Before exceptional)	41.0	37.7	9%	26.0	58%	142.4	97.4	46%
EBITDA margin	2.25%	2.13%		1.92%		2.19%	1.98%	
PBT (Before exceptional)	34.3	31.9	7%	25.4	35%	117.3	91.5	28%
PBT margin	1.88%	1.81%		1.88%		1.81%	1.86%	
Net Profit (After exceptional)	31.6	30.2		19.6	61%	39.5	78.5	
PAT margin	1.74%	1.71%		1.46%		0.61%	1.60%	
EPS - Rs.	18.5	17.7		11.5		23.1	45.9	

Highlights of Q4FY22:

- General Staffing:** headcount up by 22% on YoY basis and 3% on QoQ basis with highest ever yearly net addition of 34,000+ associates. Revenue up 34% YoY and 3% on QoQ basis.
- IT Staffing:** headcount up by 33% on YoY basis and 4% on QoQ basis. Revenue up 50% YoY with a net addition of 2000+ associates in FY22.
- Degree Apprenticeship (NETAP):** headcount up by 33% on YoY basis and 8% on QoQ basis.
- QoQ PBT has improved both in terms of absolute value and margin.
- We continue to maintain staffing funding exposure at 14% and overall DSO at 21days.
- The Company sold all its investments in PF Trust during March 2022 (except for investment in IL&FS) and deposited the realized funds with EPFO matching to the liability without any additional provision. Effective April 1, 2022, the Company does not administer the PF operations and not carry any liability on account of the Trust.
- Rituparna Chakraborty appointed as an Executive Director for a term of 5 years.

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Management Comment

Mr. Ashok Reddy, Managing Director, TeamLease Services Limited commenting on the quarterly results said, *“Our diversified client portfolio has enabled us score growth across all industries and businesses, contributing to a net headcount addition of 57k associates during the year. Sustained revenue growth, EBITDA margin expansion and fortress balance sheet continue to be the key focus areas. We have successfully exited the PF Trust management without any incremental liability or impact on business operations.”*

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 21 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 lakhs employees), employability (over 5 lakhs students) and Ease-of-doing Business (over 1000 employers).

Investor contact

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Press Release- TeamLease announces expansion in Board of Directors

Bengaluru, India, May 18, 2022 - TeamLease Services Limited (TeamLease/Company (NSE: TEAMLEASE, BSE: 539658)), today announced the appointment of Ms. Rituparna Chakraborty as an Executive Director of the Company with immediate effect subject to approval of Shareholders at ensuing Annual General Meeting. The addition of new Executive Director will take the size of the Board to ten members with three Executive Directors and seven Independent Board Members.

COVID made FY 22 challenging even though it was a milestone year; TeamLease started twenty years ago and listed six years ago. We used the year to reflect about our principles, goals, strategy and structure for the next twenty years. Essentially, an exercise to convert future hindsight into current foresight in our mission of Putting India to Work. The first outcome of this exercise was a Board revamp last year. In extension to that, effective today Ms. Rituparna Chakraborty will be joining the Board as an Executive Director.

Commenting on the new appointment, Mr. Ashok Reddy, Managing Director of TeamLease Services Limited said, *“TeamLease has a unique opportunity to innovate the intersection of education, employment and employability by breaking down current barriers between demand and supply. As a co-Founder Rituparna has built TeamLease’s largest business; staffing has over Rs 5000+ crore in revenue. Given her strong understanding of the employability and employment intersection and abilities in scaling, sales, and policy advocacy, Rituparna can be a great asset to the Board of TeamLease.”*

Brief Profile of Ms. Rituparna Chakraborty

Ms. Rituparna Chakraborty is an accomplished business leader with multi-faceted experience, passion for excellence, and a proven ability to drive growth at scale. She has business experience of 23 years and as Co-Founder of TeamLease she has been instrumental in making TeamLease India’s largest people supply chain company. She is the only person from Asia to be included in the Global Power 100 and International 50 Woman in Staffing and is the winner of the Telstra Business Woman in Asia Award. She has also won the Femina Super Achievers Award 2018. She was conferred the distinguished alumnus award at the 10th Indian Management Conclave, 2019 as a GIM Batch of 99 Alumnus. She is also an AMP Alumnus of Columbia Business School batch of 2022.

Besides scaling the staffing business to over INR 5000 crore business since its inception she has played an active role in driving various public policy changes - the four labour codes being one of the primary ones. She continues to be involved in forums like CII, FICCI, ILO, ISF within India and internationally to give a voice to important issues in the area of employment & employability.

Rituparna is an eternal people optimist and a salesperson at heart who enjoys interacting with people and building lasting relationships. She is driven by TeamLease’s vision of ‘Putting India to Work’ and providing the youth of the country a job of dignity is at the heart of what she aspires for. She always says, “Not sure whether we can solve all of India’s job problems, but we shall die trying.”

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 18 lakhs+ people over the last 18 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 (NETAP). The Company offers solutions to large, medium and small clients across the 3Es of employment (1.6 lakhs+ employees), employability (2 lakhs+ students) and E-workforce (1000+ employers).



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