

July 28, 2021

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 Q1FY22 of TeamLease Services Limited (TeamLease/the Company)

**Ref:** Regulation 30 and Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) (LODR) Regulations, 2015

In compliance with the provisions of Regulation 30 of the SEBI LODR Regulations, 2015 please find enclosed 'Investor Presentation Q1FY22' towards Financial Results update for Q1FY22 for TeamLease Services Limited.

Further, in compliance with the provisions of Regulation 46 of the SEBI LODR we shall upload the above on our Company's website [www.teamleasegroup.com](http://www.teamleasegroup.com) for information of our Shareholders/Public.

This is in furtherance of our intimation dated July 13, 2021 pertaining to Conference Call with Investors on Q1FY22 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 BACK TO WORK

BSE: 539658 | NSE: TEAMLEASE | ISIN: INE985S01024



[www.teamleasegroup.com](http://www.teamleasegroup.com) | Wednesday, July 28, 2021



# Investor Update

## Q1 2021-22

# Key Performance Highlights

June 30, 2021

01

Billable headcount has grown by 20% on YoY basis. Despite COVID second wave, overall headcount remained flat on a sequential basis

03

Specialized staffing had a net associate addition of over 10% and 27 new logos in the current quarter. NETAP business had 24 new logos added in Q1FY22 across diverse industries.

05

Operating cash flow conversion to EBITDA is 130% for Q1FY22, excluding tax refunds and withholding taxes.

02

47 new logos added during Q1FY22 in general staffing with largest contribution from Ecommerce, Telecom and Consumer verticals.

04

EBITDA improved in terms of absolute and percentage margin both on YoY and QoQ basis.

06

We have increased our investment in Avantis RegTech to 60% with performance linked structure and completed acquisition of 100% stake in IMSI Staffing.

# Financial Performance

\*All Numbers are in ₹ Crores except for margins

<b>Standalone Performance</b>	<b>Q1FY22</b>	<b>Q1FY21</b>	<b>YoY Growth %</b>	<b>Q4FY21</b>	<b>QoQ Growth %</b>	<b>FY21</b>
Total Revenue	1,249.4	1,042.1	20%	1,249.2	0%	4,514.1
Operating Revenue	1,240.8	1,034.3	20%	1,235.6	0%	4,465.9
EBITDA (before exceptional)	19.8	16.8	18%	16.4	21%	64.0
<b>EBITDA margin</b>	<b>1.6%</b>	<b>1.6%</b>		<b>1.3%</b>		<b>1.4%</b>
PBT (before exceptional)	24.4	18.4	33%	25.6	-5%	91.3
<b>PBT margin</b>	<b>2.0%</b>	<b>1.8%</b>	<b>23%</b>	<b>2.1%</b>	<b>-12%</b>	<b>2.0%</b>
PBT (after exceptional)*	22.6	18.4	24%	25.6	-7%	91.3
Profit after Tax (PAT)	22.0	17.7	24%	23.7	-7%	84.1
<b>PAT margin</b>	<b>1.8%</b>	<b>1.7%</b>		<b>1.9%</b>		<b>1.9%</b>
EPS (Basic and Diluted) - Rs.	12.9	10.4	-24%	13.8	-7%	49.2

<b>Consolidated Performance</b>	<b>Q1FY22</b>	<b>Q1FY21</b>	<b>YoY Growth %</b>	<b>Q4FY21</b>	<b>QoQ Growth %</b>	<b>FY21</b>
Total Revenue	1,381.3	1,141.0	21%	1,349.8	2%	4,916.2
Operating Revenue	1,376.8	1,136.5	21%	1,340.5	3%	4,881.5
EBITDA (before exceptional)	29.5	24.3	21%	26.0	14%	97.4
<b>EBITDA margin</b>	<b>2.1%</b>	<b>2.1%</b>		<b>1.9%</b>		<b>2.0%</b>
PBT (before exceptional)	24.0	17.6	36%	25.4	-5%	91.5
<b>PBT margin</b>	<b>1.7%</b>	<b>1.5%</b>		<b>1.9%</b>		<b>1.9%</b>
PBT (after exceptional)**	26.6	17.6	51%	25.4	-5%	88.5
Profit after Tax	26.9	17.1	57%	19.6	37%	78.5
<b>PAT margin</b>	<b>2.0%</b>	<b>1.5%</b>		<b>1.5%</b>		<b>1.6%</b>
EPS (Basic and Diluted) - Rs.	15.7	10.0	57%	11.5	37%	45.9

\* Exceptional includes TDS write off Rs. 1.8 cr.

\*\* Exceptional includes one-time fair value gain of Rs. 4.4 cr and TDS write off Rs. 1.8 cr.

# Consolidated Segment Results

\*All Numbers are in ₹ Crores except for margins

Particulars	Q1FY22	Q1FY21	YoY Growth %	Q4FY21	QoQ Growth %	FY21
<b>Revenue:</b>						
General Staffing & Allied Services	1,239.8	1,023.4	21%	1,224.2	1%	4,427.6
Specialised Staffing Services	114.3	100.9	13%	97.7	17%	398.3
Other HR Services	22.7	12.2	87%	18.6	22%	55.6
<b>Revenue from Operations</b>	<b>1,376.8</b>	<b>1,136.5</b>	<b>21%</b>	<b>1,340.5</b>	<b>3%</b>	<b>4,881.5</b>
<b>EBITDA:</b>						
General Staffing & Allied Services	23.8	20.6	15%	22.4	6%	87.2
Specialised Staffing Services	10.4	8.7	19%	10.7	-3%	39.1
Other HR Services	(0.7)	(4.0)	82%	2.9	-125%	(11.7)
<b>EBITDA Margin:</b>						
General Staffing & Allied Services	1.9%	2.0%		1.8%		2.0%
Specialised Staffing Services	9.1%	8.6%		10.9%		9.8%
Other HR Services	-3.2%	-32.7%		15.7%		-21.0%
<b>Consolidated EBITDA Margin</b>	<b>2.1%</b>	<b>2.1%</b>		<b>1.9%</b>		<b>2.0%</b>

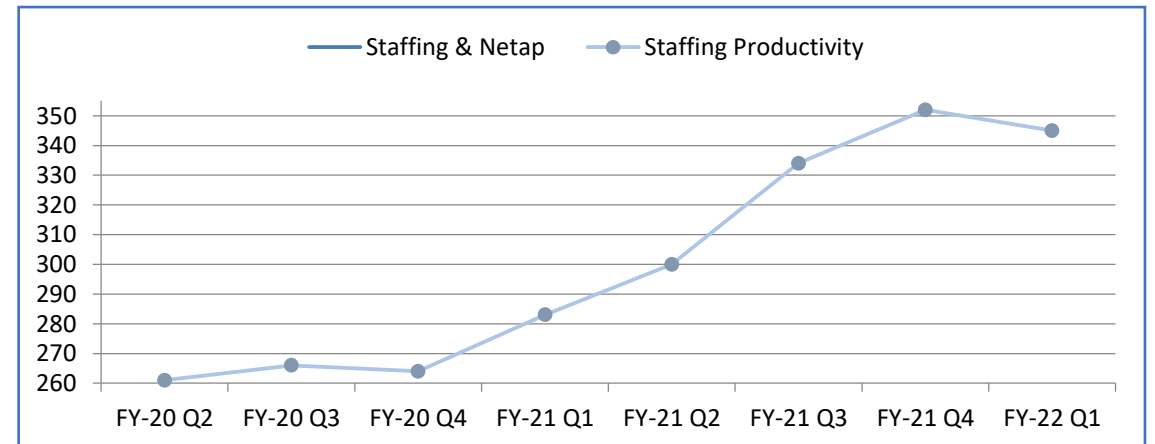


# Headcount & Productivity

Quarter	General Staffing Associates	NETAP Trainees	IT Staffing	Telecom Staffing	IT Infra	Total Headcount
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
FY-20 Q4	1,61,365	50,620	2,680	3,707	1,838	220,210
FY-21 Q1	1,45,259	35,888	2,284	3,412	1,765	1,88,608
FY-21 Q2	1,45,778	42,927	2,018	3,367	1,843	1,95,933
FY-21 Q3	1,52,773	52,000	2,099	3,235	1,832	2,11,939
FY-21 Q4	1,59,955	61,086	2,405	2,844	1,860	2,28,150
FY-22 Q1	1,60,014	58,142	2,910	3,086	1,821	2,25,973

## FTE Productivity – Staffing and NETAP

Quarter	Headcount	Core Employees	Productivity
FY-20 Q2	216370	829	261
FY-20 Q3	219604	826	266
FY-20 Q4	211985	804	264
FY-21 Q1	181147	639	283
FY-21 Q2	188705	628	300
FY-21 Q3	204773	612	334
FY-21 Q4	221041	628	352
FY-22 Q1	218156	633	342



## Company Profile

TeamLease Services is one of India's leading human resource 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 18 lakhs+ people over the last 19 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. The Company offers solutions to large, medium and small clients across the 3Es of employment (over 1.7 lakhs employees), employability (over 2 lakhs students) and Ease-of-doing Business (over 1000 employers).

In FY2015, TeamLease rolled out NETAP (National Employability through Apprenticeship Program) to provide on-the-job training to apprentices.





# Our Services



General Staffing



IT Staffing



Telecom Staffing



Hiring



Compliance and  
Payroll Services



Apprenticeship  
Program  
(NETAP)



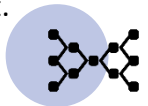
Learning Services



Skill  
University

# PUTTING INDIA BACK TO WORK

The current Covid-19 pandemic is changing the world of work. Employers are being reminded of the need to be more flexible, agile, and fluid. Most importantly, the planet undergoing a mandatory crash course in digital literacy will bring forward massive productivity gains. Within a month, 2020 -2021 has become 2030 in terms of digital learning, compliance, payments and e-commerce. In light of these massive changes, TeamLease has put together this webpage with guidance, POVs, value propositions and our capabilities that can help you in Putting India Back to Work. Visit URL <https://corporate.teamleasegroup.com/putting-india-back-to-work/> for more insight.



## Supply Chain

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



## Clients

**3500+** Clients across  
 the spectrum of business



## Associates

**Over 2.26 Lakhs**  
 associates/ trainees, making  
 us one of the largest private  
 sector employer



## Presence

Delivering in over  
**7500+** locations  
 across all states

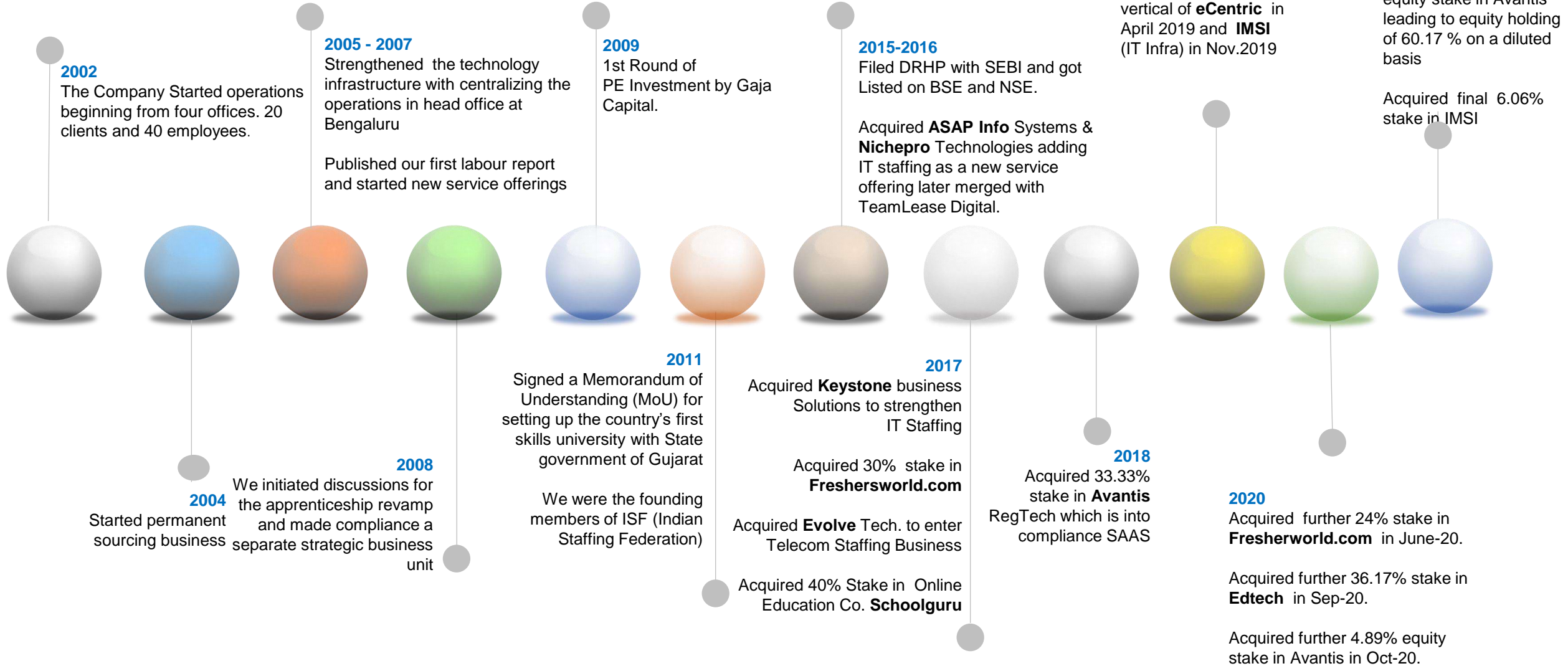


## Revenue

Revenue grew by 21%  
 YoY



# The Journey Thus Far



## Our Board of Directors



**Manish Sabharwal**  
Executive Vice-Chairman



**Ashok Reddy**  
Managing Director & CEO



**Narayan Ramachandran**  
Non-Executive Chairman and  
Lead Independent Director



**V Raghunathan**  
Independent Director



**Zarir Batliwala**  
Independent Director



**Latika Pradhan**  
Independent Director



**Mekin Maheshwari**  
Independent Director  
(Additional)



**Subramaniam  
Somasundaram**  
Independent Director  
(Additional)



**Meenakshi Nevatia**  
Independent Director  
(Additional)

# Our Vision



## Vision

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



## Our contribution

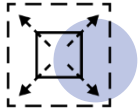
Our vision has been at the forefront of our existence, helping us employ, **“One Indian”** every 5 minutes over the past many years.



## The Future that we see

Our goal is to become the largest Private sector employer of India, largest staffing company in the world by headcount.

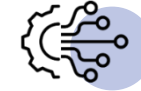
# Key Value Drivers



We are one of India's largest staffing companies, have a **6%** market share & 3500+ employers.

**Scale**

**Productivity**



**Technology**

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



**Governance**

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

**Compliance**

**Reach**

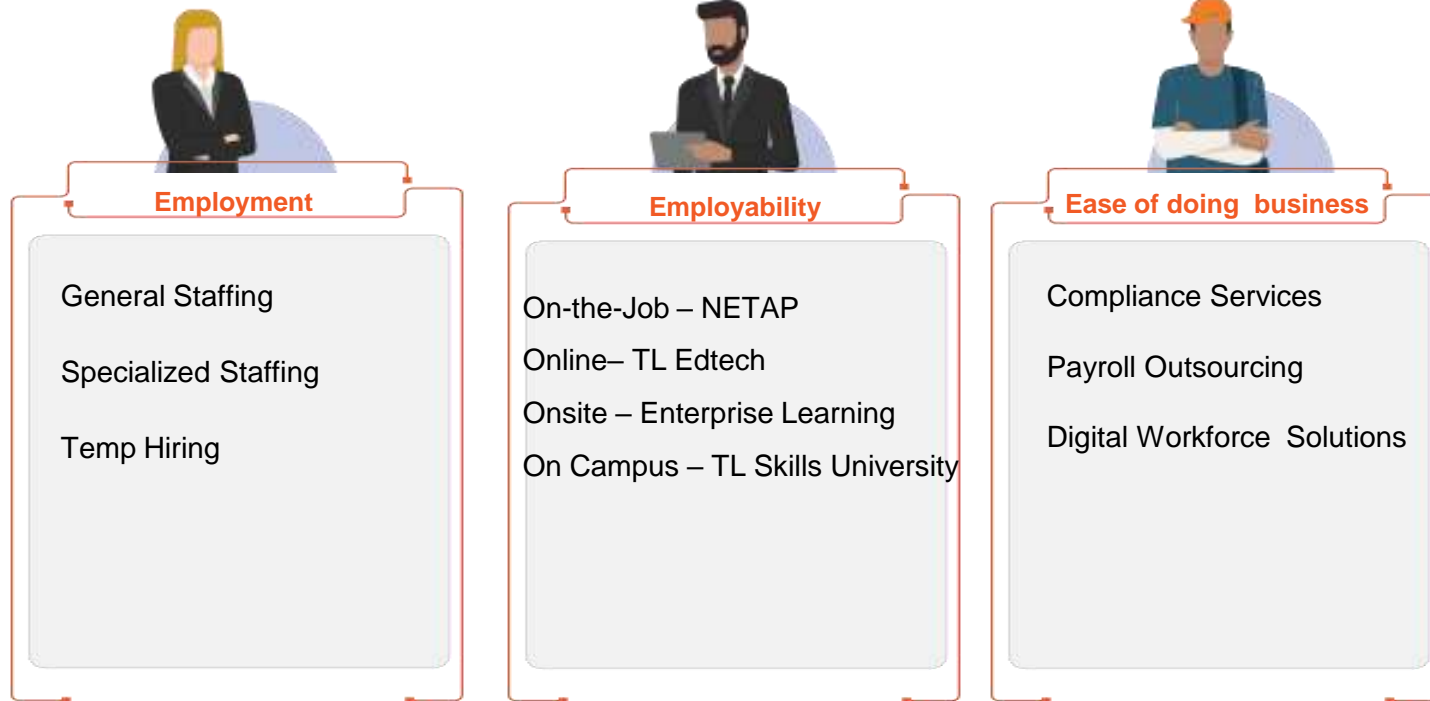


**Presence**

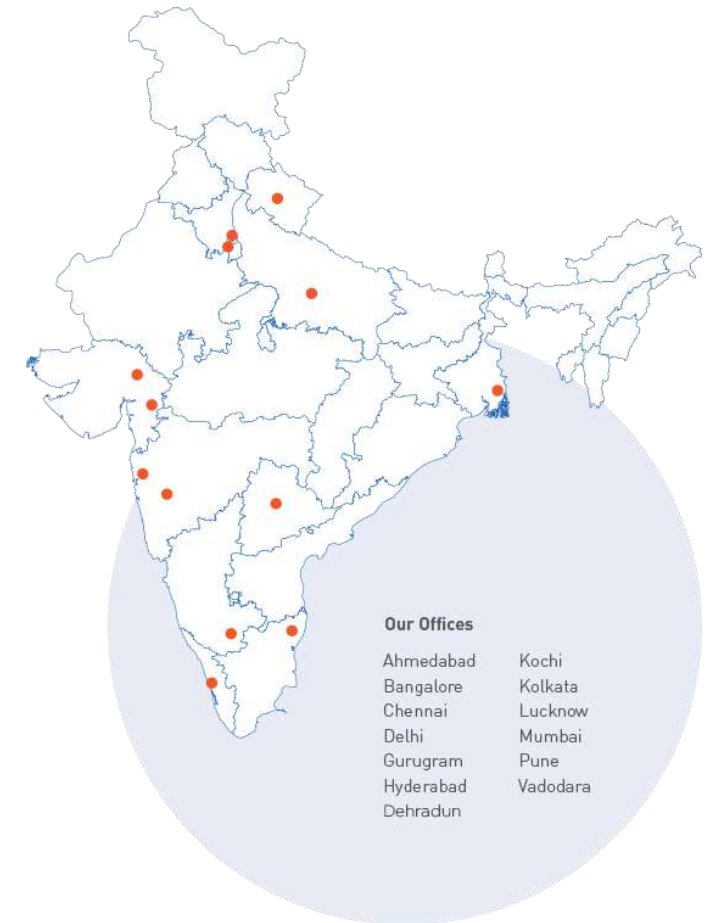
Pan India presence to scale our business with increasing trust and reliability



# Our Business Focus Areas



## Our Presence



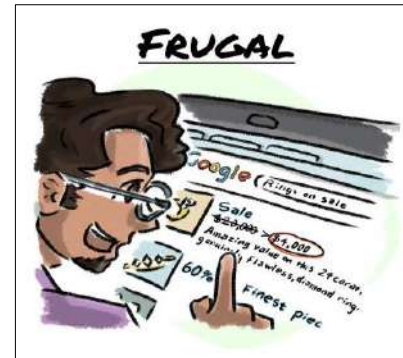
# Our Strategy



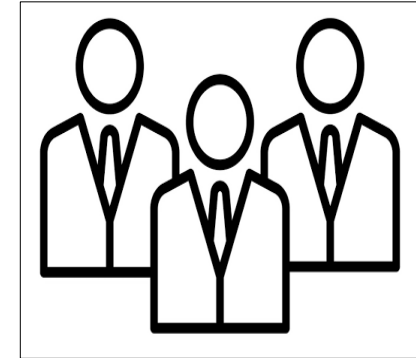
**Growth**



**Margin  
Expansion**



**Capital  
Frugality**

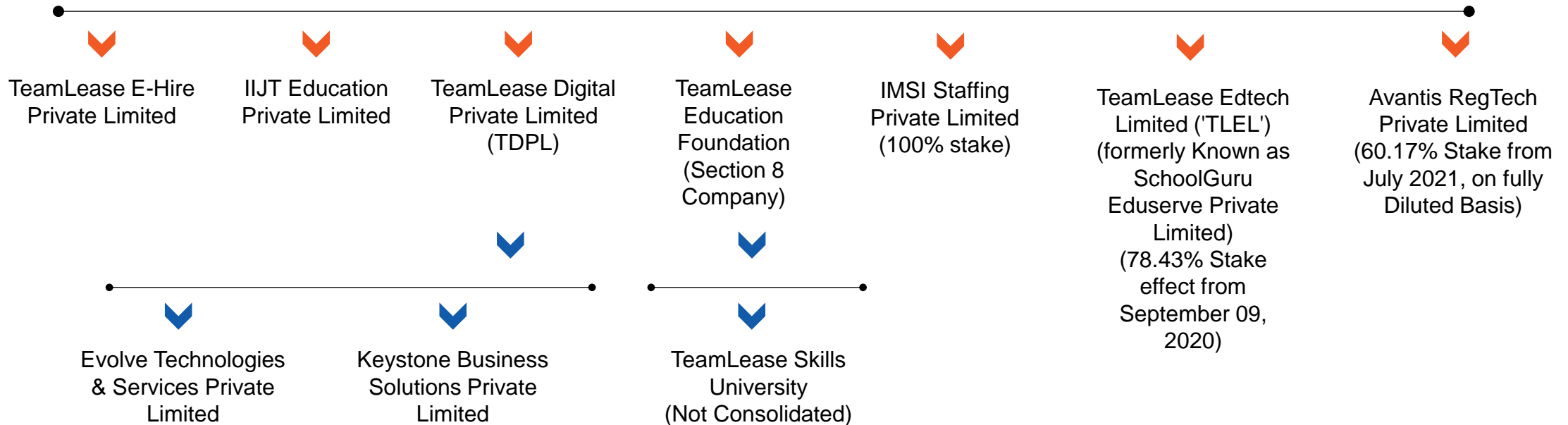


**Governance**

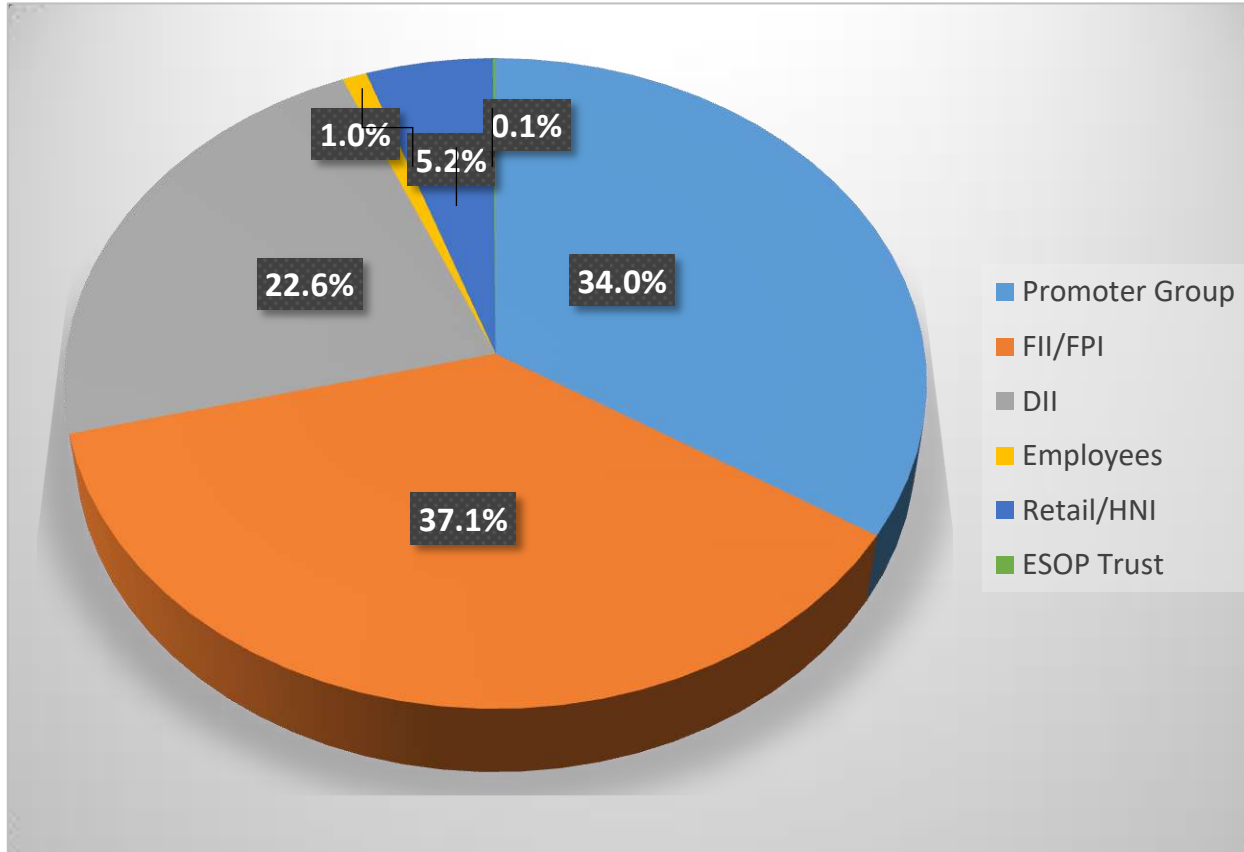
# TeamLease Group Structure

## TeamLease Services Limited

### Subsidiary Companies



# Shareholding Structure



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# THANK YOU

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