

May 17, 2018

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| BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 001 | 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: 539658 | Scrip Code: TEAMLEASE |

Sub: Investor Presentation on Financial Results for Q4FY18

Dear Sir/Madam,

In compliance with the provisions of Regulation 30 and Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed financial results update 'Investor Presentation Q4FY18' we propose to upload on our Company's website www.teamlease.com for information of our shareholders/public.

This is in furtherance of our intimation dated May 15, 2018 relating to Conference Call with Investors on Q4FY18.

This is for your information and records.

Thanking You.

Yours faithfully,

For **TeamLease Services Limited**


Mruthunjaya Murthy
Company Secretary





TeamLease Services Limited

BSE: 539658 | NSE: TEAMLEASE | ISIN: INE985S01024

Putting India to Work

Thursday, May 17, 2018



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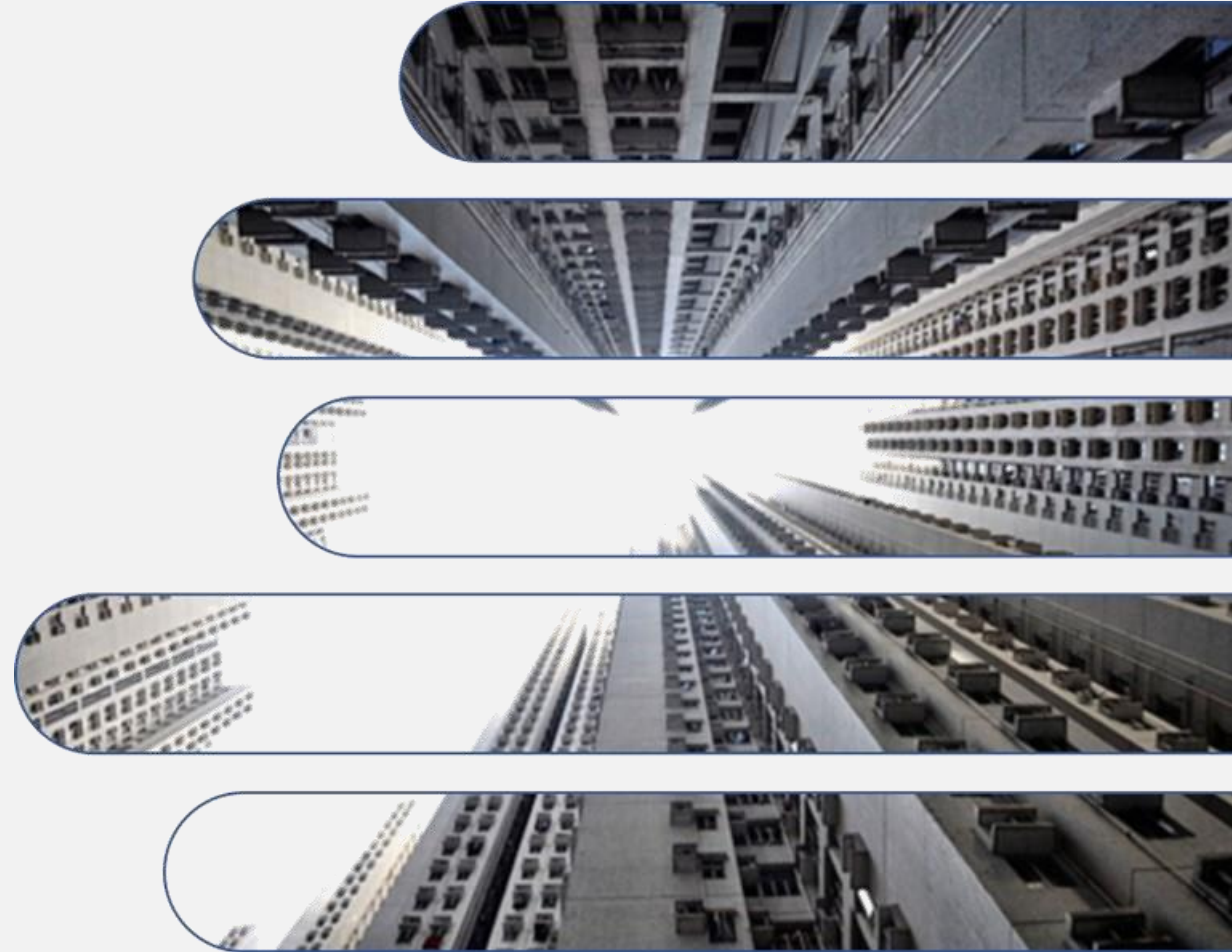
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Introduction

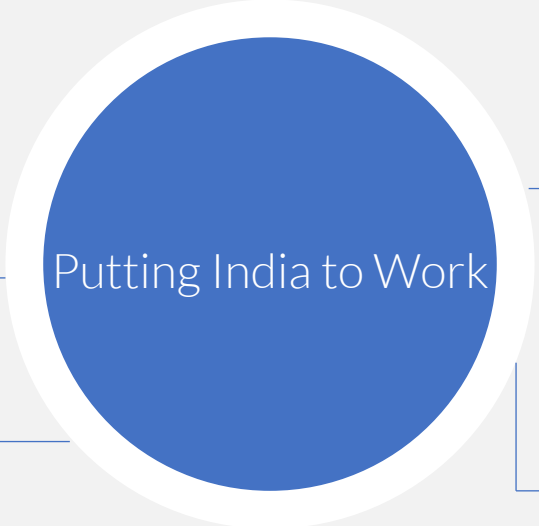
TeamLease Services established in 2002, is one of India's leading human resource service companies in the organized segment. A Fortune India 500 company listed on both NSE & BSE markets has a presence in 8 locations, with 2250+ clients and over 1700 employees across the country. A one-stop provider of 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 182,000 associates/trainees spread across the country and have till date given employment to 1.6+ 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 1.8 Lakh 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

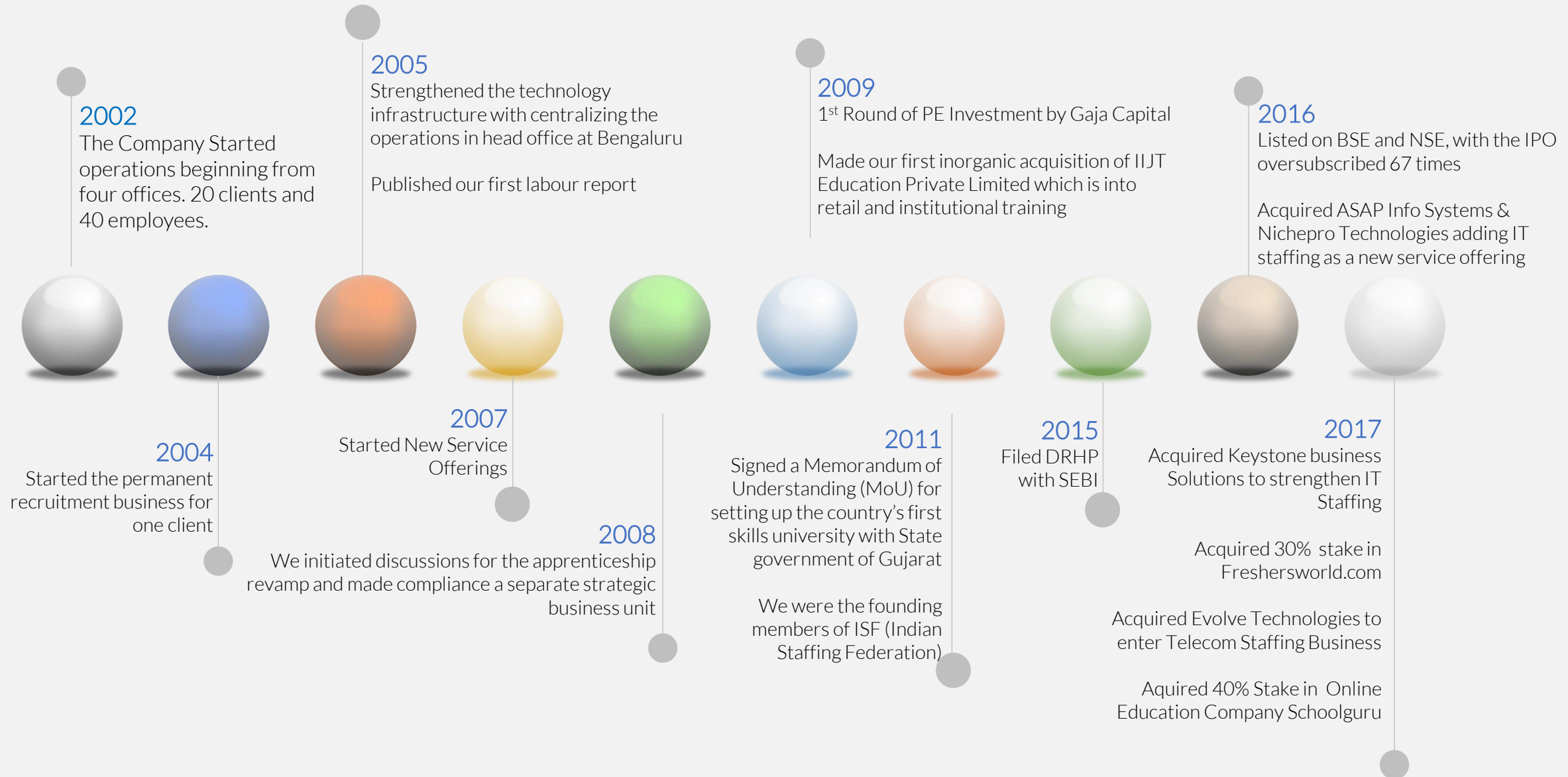


Revenues from operations, in excess of ₹ 3600Cr for the year ending Mar 2018. Cash Positive & Debt free Revenue





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

Management Team



Ravi Vishwanath
Chief Financial Officer



Rituparna Chakraborty
*Executive Vice President
Staffing Services*



Neeti Sharma
*Senior Vice President
Learning Services*



Santosh Thangavelu
*Senior Vice President
IT Staffing**



Sharanabassappa Shirol
*Senior Vice President
Information Technology*



Sangeeta Malkhade
*Vice President
Human Resources*

**Mr. Supaul Chanda has been appointed in place of Mr. Santosh Thangavelu*



Our Vision

Vision

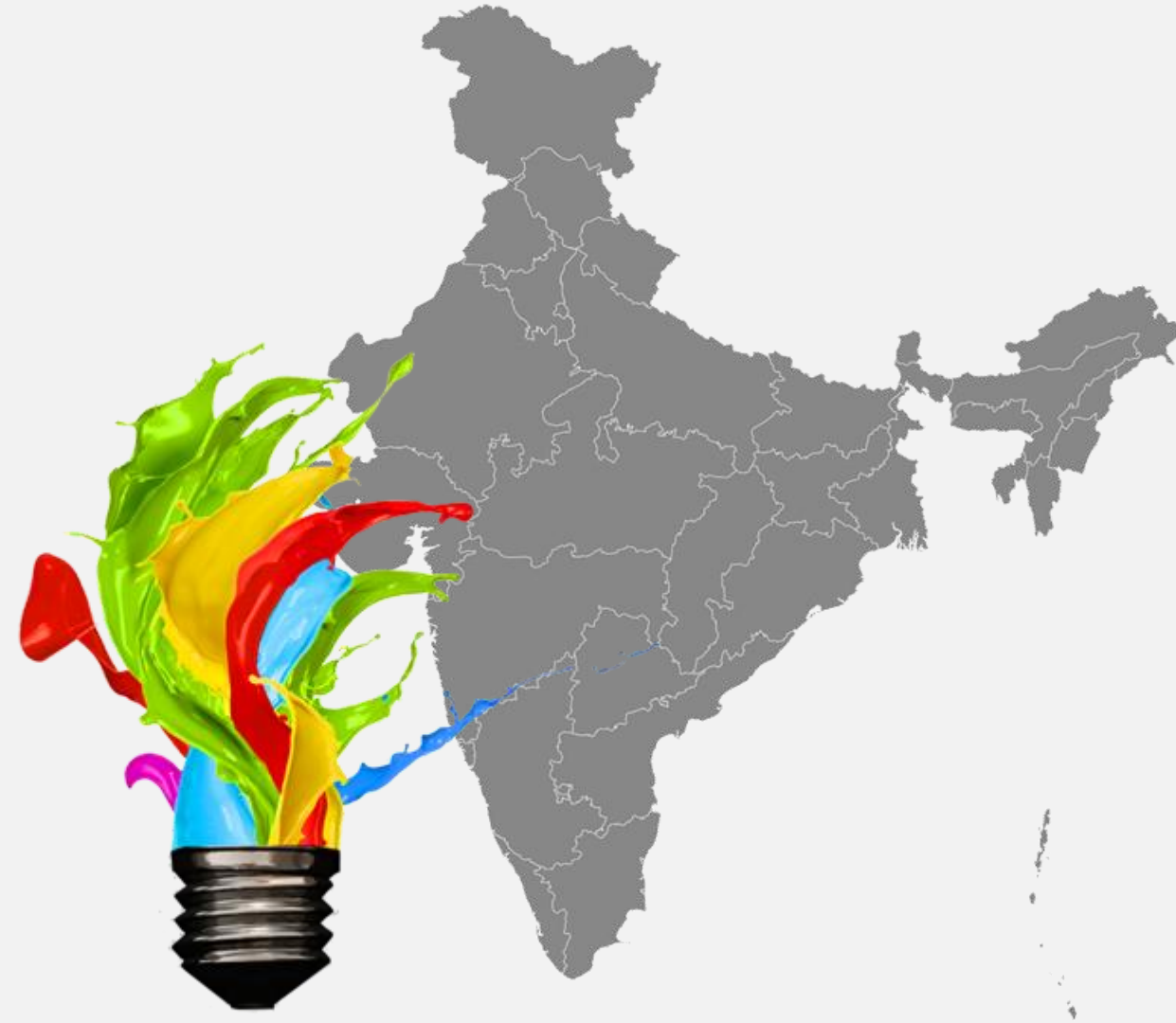
Our Long term philosophy and goals are best reflected by our purpose of “Putting India to Work”

Our contribution to the Nation

Our vision has been at the forefront of our existence, helping to employ, “One Indian” every 5 minutes over the last 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
- ASAP Infosystems
- Nichepro Technologies
- Keystone Business Solutions
- Evolve Technologies
- Freshersworld



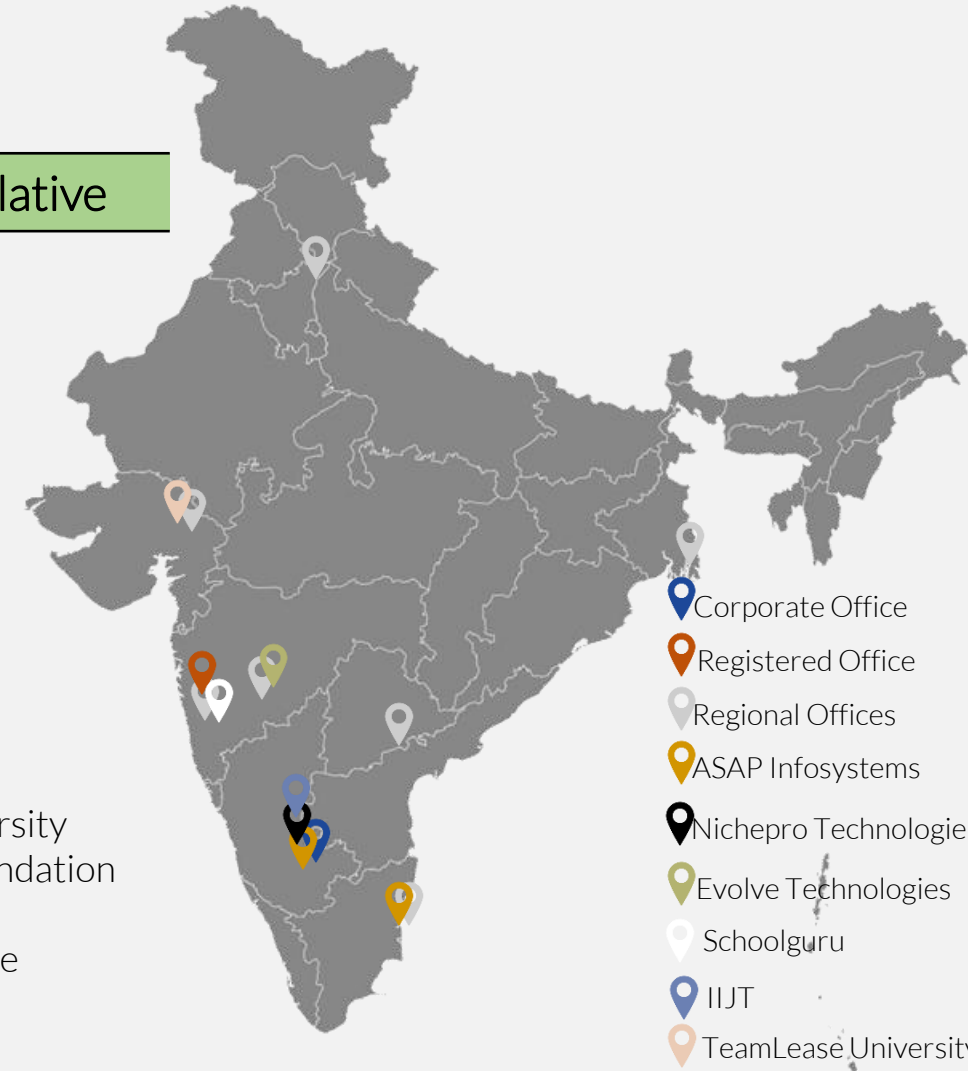
Employability

- IIJT Education
- Schoolguru Eduserve
- NETAP



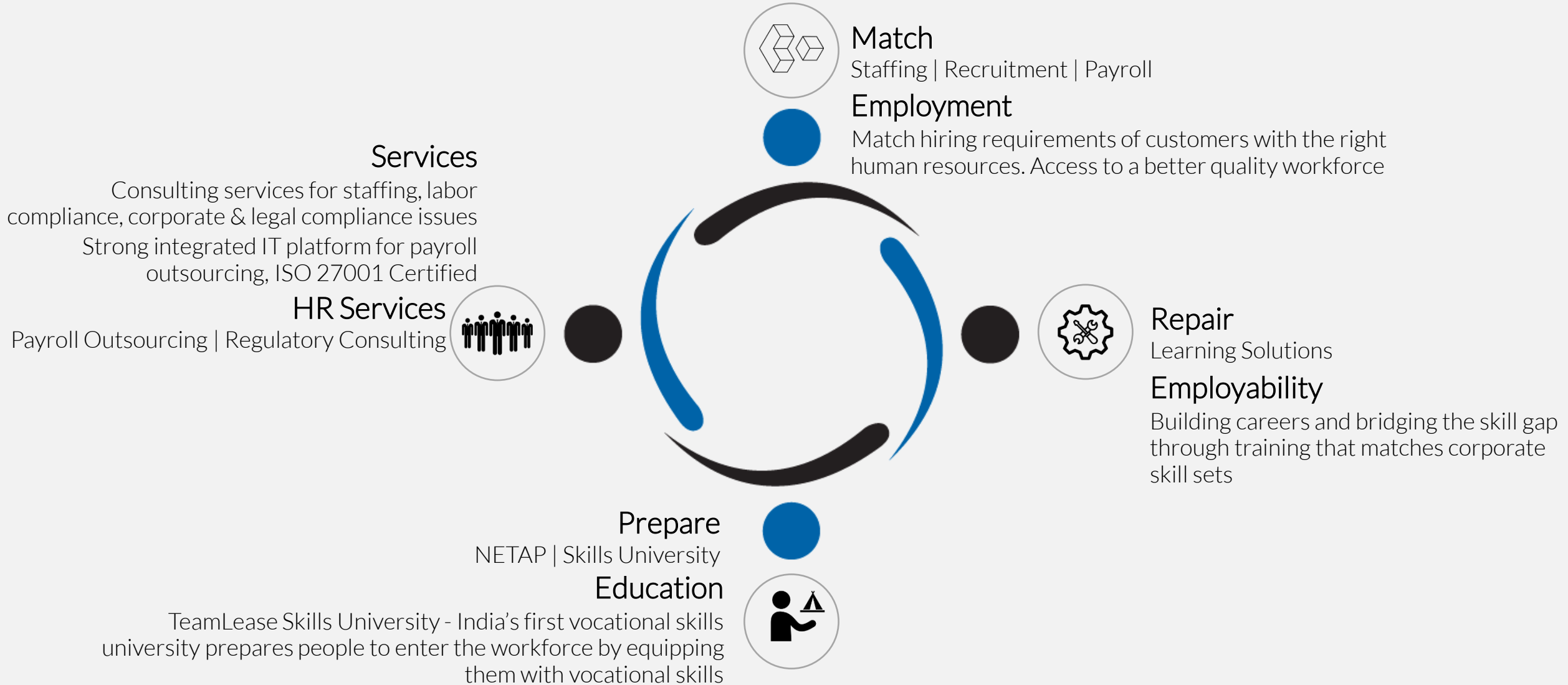
Education

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





Our Strategy

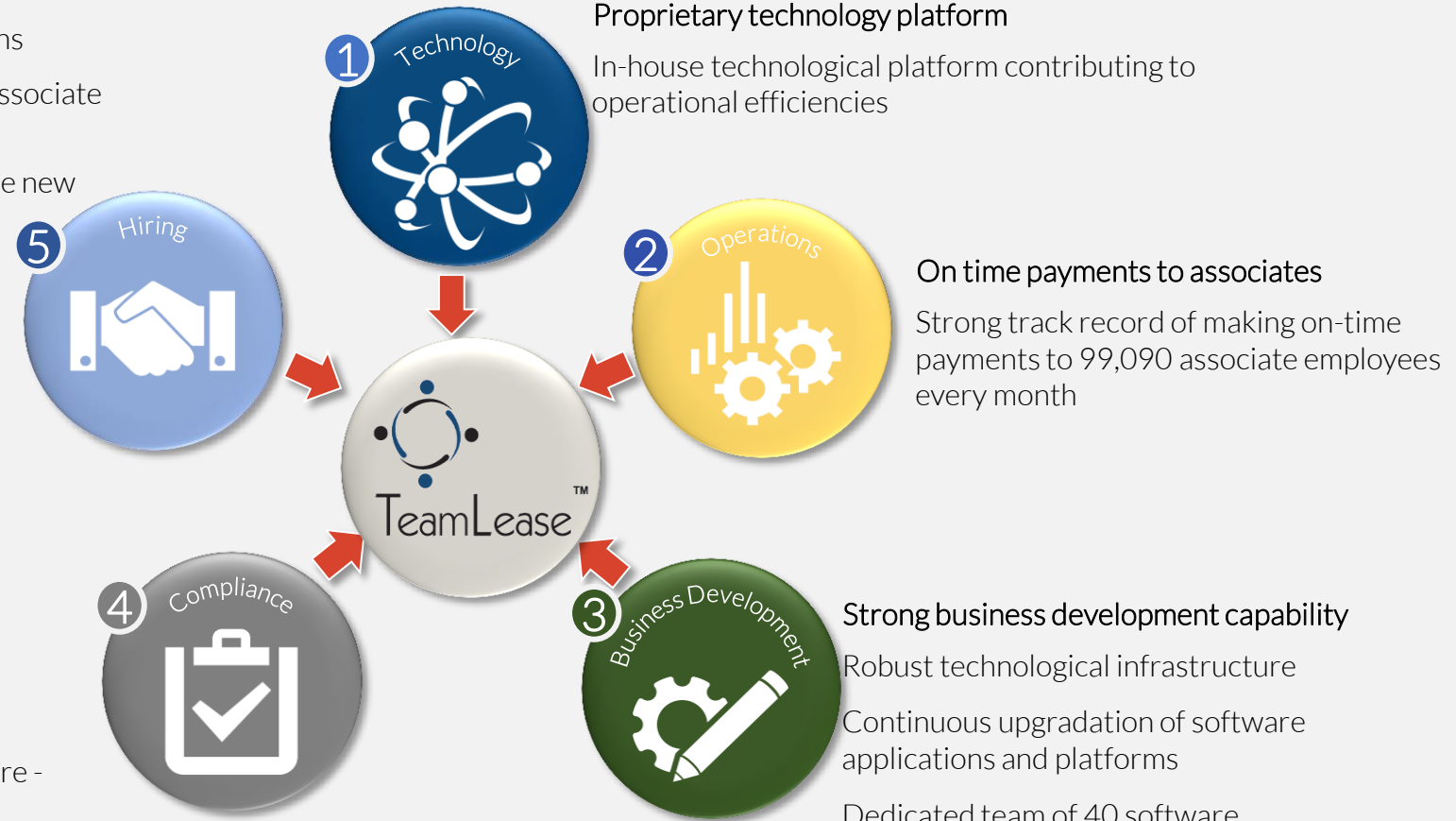




Competitive Position

Robust operational levers

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

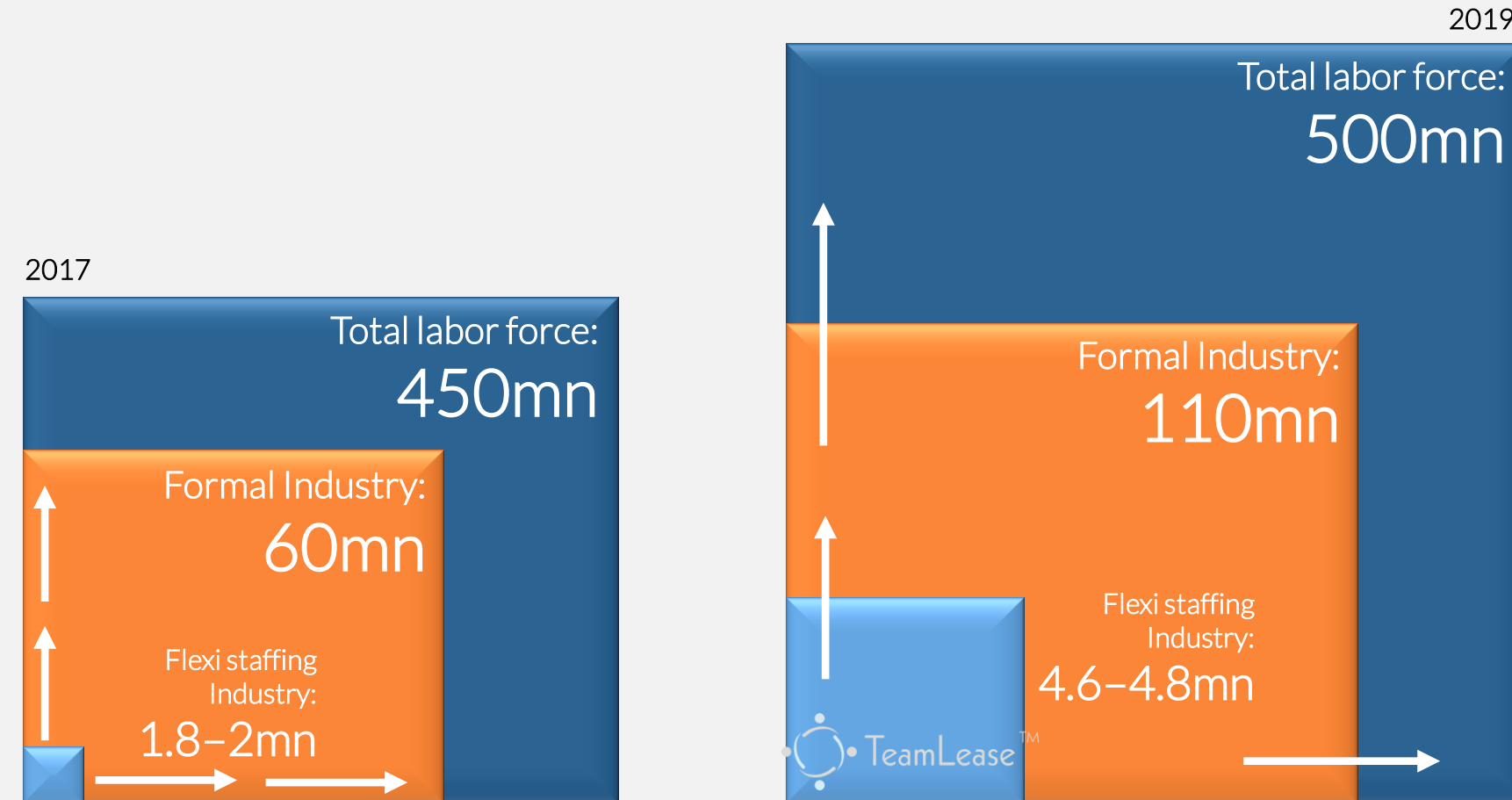


As a market leader with national footprint, TeamLease benefits from economies of scale



Share of Flexi Staffing (Current & Projected)

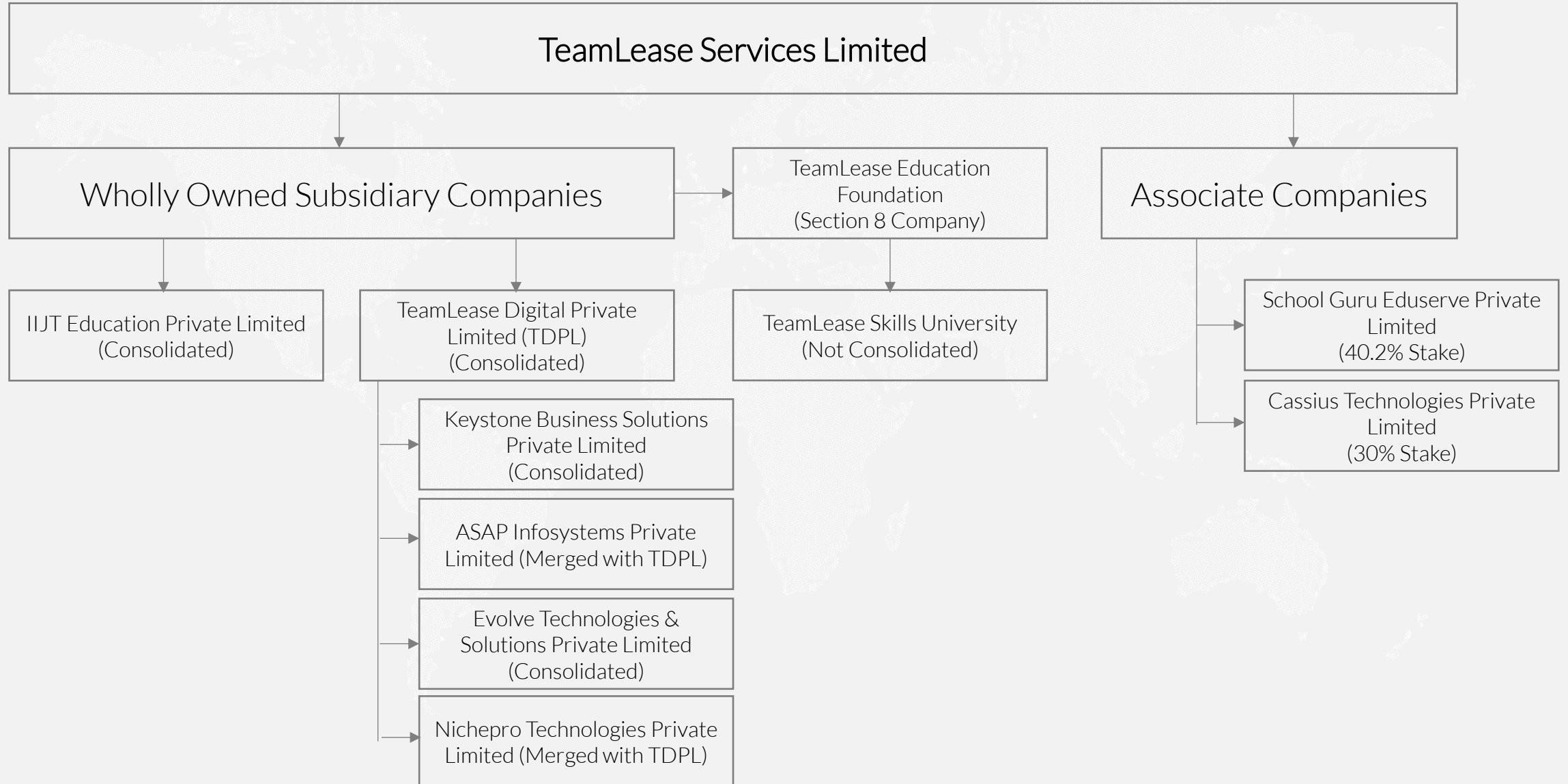
Formal sector to witness accelerated growth



Formalisation of workforce to significantly benefit the flexi staffing industry



TeamLease Group Structure



Investors Update – Quarter 4 2017-2018



Key Performance Highlights – quarter ending March 31st 2018



01.

Revenue grew by 20% YoY and organic revenue grew by 18% YoY.

02.

Associate/ trainee headcount increased by ~26,000 on YoY basis and organic growth by ~4,000 on QoQ basis. Our current associate headcount is ~138,000 and NETAP trainee headcount is ~42,000.

03.

Average mark-up per employee per month (PEPM) for staffing associates increased to ₹ 755 in FY18 from ₹ 702 in FY17.

04.

Net increase in our NETAP trainee headcount by over 18,500 compared to March 31, 2017.

05.

Top 5 and Top 10 clients contributed to 12% and 20% of our net revenue respectively for the year ended March 31, 2018, implying a well-diversified mix of client portfolio.

06.

Our ratio of general staffing associates/trainees to staffing core employees improved to 220 in FY18 from 203 in FY17.



Financial Performance

Consolidated Performance

*All Numbers are in ₹ Crores except for margins

| Particulars | Q4FY18 | Q4FY17 | YoY Growth % | Q3FY18 | QoQ Growth % | FY18 | FY17 | YoY Growth % |
|--------------------------|--------|--------|--------------|--------|--------------|---------|---------|--------------|
| Total Revenue | 978.7 | 821.8 | 19.1% | 922.3 | 6.1% | 3,639.8 | 3,062.9 | 18.8% |
| Operating Revenue (net) | 977.5 | 817.0 | 20% | 918.1 | 6% | 3,624.1 | 3,041.3 | 19% |
| EBITDA | 20.8 | 11.4 | 82% | 18.0 | 15% | 68.5 | 37.0 | 85% |
| EBITDA margin (%) | 2.1% | 1.4% | | 2.0% | | 1.9% | 1.2% | |
| PBT | 19.8 | 14.6 | 36% | 18.9 | 5% | 72.5 | 51.5 | 41% |
| PBT margin (%) | 2.0% | 1.8% | | 2.1% | | 2.0% | 1.7% | |
| Net Profit (PAT) | 21.2 | 33.2 | -36% | 18.4 | 15% | 73.5 | 57.6 | 28% |
| PAT margin (%) | 2.2% | 4.1% | | 2.0% | | 2.0% | 1.9% | |
| EPS (Basic and Diluted) | 12.4 | 19.4 | -36% | 10.8 | 15% | 43.0 | 33.7 | 28% |

Standalone Performance

| Particulars | Q4FY18 | Q4FY17 | YoY Growth % | Q3FY18 | QoQ Growth % | FY18 | FY17 | YoY Growth % |
|--------------------------|--------|--------|--------------|--------|--------------|---------|---------|--------------|
| Total Revenue | 909.4 | 799.6 | 13.7% | 865.8 | 5.0% | 3,465.1 | 3,013.6 | 15.0% |
| Operating Revenue (net) | 904.2 | 793.4 | 14.0% | 859.3 | 5.2% | 3,440.7 | 2,990.3 | 15.1% |
| EBITDA | 15.8 | 8.8 | 80.8% | 12.3 | 29.2% | 51.1 | 30.4 | 68.2% |
| EBITDA margin (%) | 1.8% | 1.1% | | 1.4% | | 1.5% | 1.0% | |
| PBT | 19.7 | 14.6 | 35.4% | 17.5 | 12.5% | 70.6 | 48.9 | 44.5% |
| PBT margin (%) | 2.2% | 1.8% | | 2.0% | | 2.1% | 1.6% | |
| Net Profit (PAT) | 20.0 | 27.3 | -26.6% | 18.0 | 11.2% | 72.6 | 49.5 | 46.5% |
| PAT margin (%) | 2.2% | 3.4% | | 2.1% | | 2.1% | 1.7% | |
| EPS (Basic and Diluted) | 11.7 | 15.9 | | 10.5 | | 42.4 | 29.0 | 46.5% |



Consolidated Segment Results

*All Numbers are in ₹ Crores except for margins

| Particulars | Q4FY18 | Q4FY17 | YoY Growth % | Q3FY18 | QoQ Growth % | FY18 | FY17 | YoY Growth % |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|----------------|----------------|--------------|
| Revenue: | | | | | | | | |
| General Staffing and Allied Services | 883.0 | 780.6 | 13% | 840.4 | 5% | 3,374.9 | 2,945.3 | 15% |
| Specialised Staffing Services | 72.8 | 23.4 | 211% | 58.7 | 24% | 182.9 | 50.8 | 260% |
| Other HR Services | 21.7 | 13.0 | 67% | 19.0 | 15% | 66.3 | 45.2 | 47% |
| Total Income from Operations | 977.5 | 817.0 | 20% | 918.0 | 6% | 3,624.1 | 3,041.3 | 19% |
| EBITDA: | | | | | | | | |
| General Staffing and Allied Services | 16.2 | 12.2 | 33% | 17.6 | -8% | 61.5 | 41.4 | 48% |
| Specialised Staffing Services | 5.2 | 3.6 | 47% | 5.9 | -11% | 18.0 | 7.9 | 128% |
| Other HR Services | 2.7 | 2.0 | 33% | 0.7 | 275% | 3.9 | 3.3 | 20% |
| Unallocated | (3.3) | (6.4) | -48% | (6.2) | -46% | (14.9) | (15.6) | -4% |
| Total EBITDA* | 20.8 | 11.4 | 82% | 18.0 | 15% | 68.5 | 37.0 | 85% |
| EBITDA Margin % | | | | | | | | |
| General Staffing and Allied Services | 1.8% | 1.6% | | 2.1% | | 1.8% | 1.4% | |
| Specialised Staffing Services | 7.2% | 15.2% | | 10.0% | | 9.9% | 15.6% | |
| Other HR Services | 12.3% | 15.5% | | 3.8% | | 5.9% | 7.2% | |
| Consolidated EBITDA Margin | 2.1% | 1.4% | | 2.0% | | 1.9% | 1.2% | |

*Difference of Rs 1.63cr as compared to the published result for March 18 quarter is on account of one time accounting adjustment of provision write back.



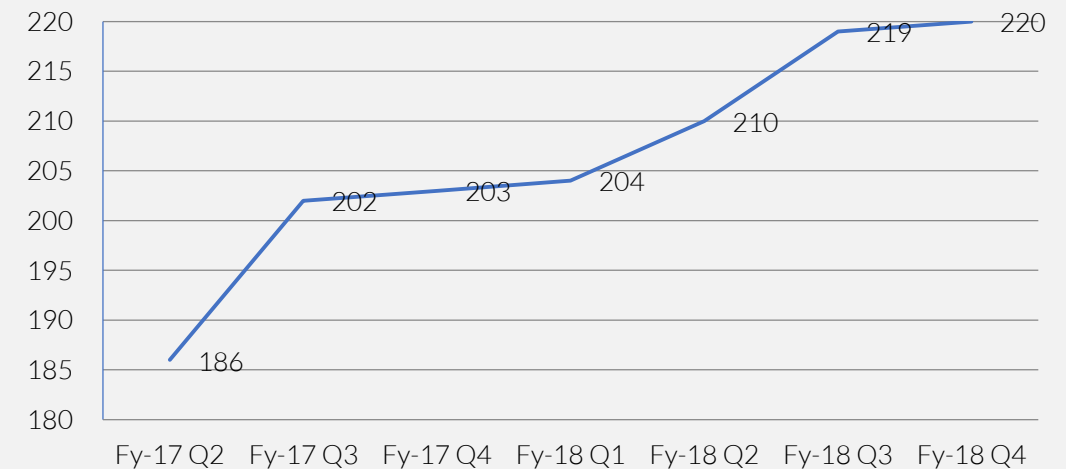
Headcount & Productivity

| Quarter | General Staffing Associates | NETAP Trainees | Specialised Staffing | Total Outsourced | Core Employees | Total Headcount |
|----------|-----------------------------|----------------|----------------------|------------------|----------------|-----------------|
| FY-17 Q1 | 1,13,713 | 14,155 | - | 1,27,868 | 1,276 | 1,29,144 |
| FY-17 Q2 | 1,15,397 | 17,787 | 1,103 | 1,34,287 | 1,386 | 1,35,673 |
| 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 |
| FY18 Q4 | 1,32,323 | 43,052 | 5,948 | 1,81,323 | 1,704 | 1,83,027 |

Improvement in Core Employee Productivity

| Quarter | Total Outsourced | Staffing Core Employees | Staffing Productivity |
|----------|------------------|-------------------------|-----------------------|
| FY-17 Q1 | 1,27,868 | 727 | 176 |
| FY-17 Q2 | 1,33,184 | 716 | 186 |
| 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 |

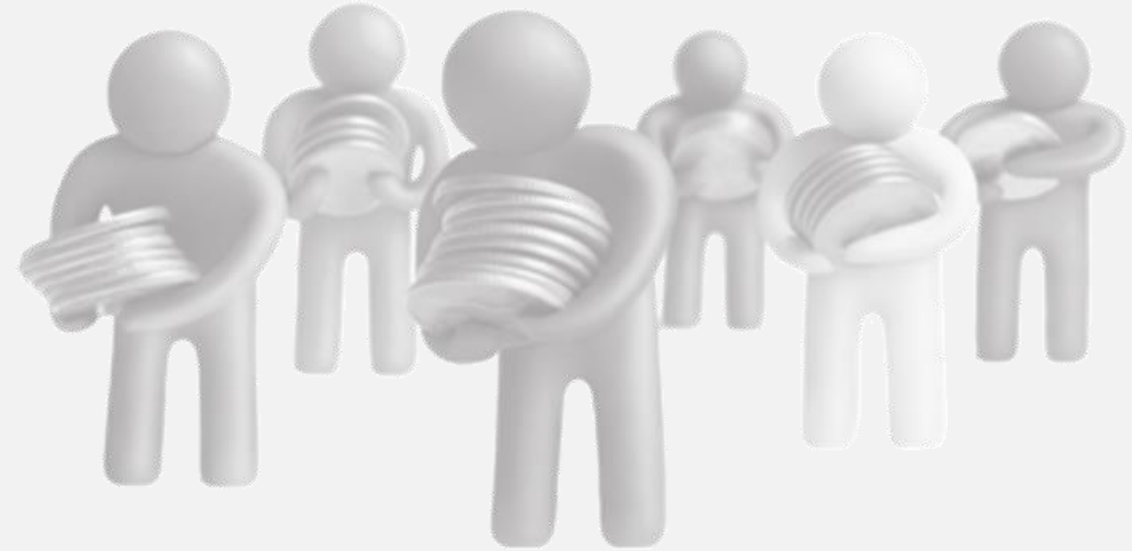
Staffing productivity





Shareholding Structure

| Category | % of shareholding |
|-----------------|-------------------|
| Promoter Group | 35.5% |
| Exited Promoter | 5.3% |
| Gaja Capital | 4.1% |
| Anchor FII | 13.2% |
| Anchor DII | 1.9% |
| Non-Anchor FII | 26.1% |
| Non-Anchor DII | 9.1% |
| Employees | 1.9% |
| Retail/HNI | 2.5% |
| ESOP Trust | 0.4% |



TeamLease Services Limited

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Thank you!