

November 10, 2022

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 Q2'FY23 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 the 'Investor Presentation Q2'FY23' towards Financial Results update for Q2'FY23 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 <https://group.teamlease.com/> for information of our Shareholders/Public.

This is in furtherance of our intimation dated October 14, 2022 pertaining to Conference Call with Investors on Q2'FY23 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

*Re-uploading the deck to address the formatting/alignment error in Slide 5 on % Margin.



BSE: 539658 | NSE: TEAMLEASE | ISIN: INE985S01024

<https://group.teamlease.com> | Wednesday, November 9, 2022



Key Performance Highlights

September 30, 2022

01

At the group level, revenue grew over 29% on a YoY basis & 4% QoQ. PBT improved from Rs.27cr in Q2FY22 to Rs.32cr in Q2FY23. EBITDA margins have improved on QoQ basis.

02

General Staffing: We have added net ~5k headcount in Q2FY23 with growth of 2% on QoQ basis and 22% on YoY basis. Revenue up 5% QoQ and 31% on YoY basis.

03

Degree Apprenticeship (NETAP): headcount is up by ~3k in Q2FY23. Headcount grew by 4% on a QoQ basis.

04

IT Staffing: headcount down by 9% on QoQ basis. Revenue is down by 3% on QoQ basis and up 5% YoY.

05

PAPM has remained flat on a QoQ basis and FTE productivity has marginally improved from Q1FY23 to Q2FY23.

06

Skills business have been reclassified from operating segment to non-operating segment because of which unallocated EBITDA is impacted by Rs.4cr.

Financial Performance

*All Numbers are in ₹ Crores except for margins

Standalone Performance	Q2FY23	Q1FY23	QoQ Growth %	Q2FY22	YoY Growth %	H1FY23	H1FY22	YoY Growth %
Total Revenue	1,721	1,630	6%	1,342	28%	3,352	2,591	29%
Operating Revenue	1,708	1,616	6%	1,333	28%	3,324	2,574	29%
EBITDA (before exceptional)	20	14	45%	21	-5%	34	41	-17%
EBITDA margin	1.2%	0.9%		1.6%		1.0%	1.6%	
PBT (before exceptional)	27	23	16%	23	18%	50	47	6%
PBT margin	1.6%	1.4%		1.7%		1.5%	1.8%	
PBT /(Loss) (after exceptional)	27	23	16%	(52)	NC	50	(30)	NC
Profit after Tax / (Loss)	26	23	11%	(53)		49	(31)	
PAT margin	1.5%	1.4%		-4.0%	NC	1.5%	-1.2%	NC
EPS (Basic and Diluted) - Rs.	15	14		-31		29	-18	

Consolidated Performance	Q2FY23	Q1FY23	QoQ Growth %	Q2FY22	YoY Growth %	H1FY23	H1FY22	YoY Growth %
Headcount	3,01,444	2,94,907	2%	2,51,200	20%	3,01,444	2,51,200	20%
Total Revenue	1,967	1,892	4%	1,529	29%	3,859	2,910	33%
Operating Revenue	1,955	1,879	4%	1,524	28%	3,834	2,900	32%
EBITDA (before exceptional)	32	25	25%	34	-7%	57	64	-11%
EBITDA margin	1.6%	1.3%		2.2%		1.5%	2.2%	
PBT (before exceptional)	32	28	15%	27	19%	60	51	18%
PBT margin	1.6%	1.5%		1.8%		1.6%	1.8%	
PBT /(Loss) (after exceptional)	32	28	15%	(48)	NC	60	(21)	NC
Profit after Tax / (Loss)	32	27	19%	(49)		58	(22)	
PAT margin	1.6%	1.4%		-3.2%	NC	1.5%	-0.8%	NC
EPS (Basic and Diluted) - Rs.	18	16		-29		34	-13	

Consolidated Segment Results

*All Numbers are in ₹ Crores except for margins

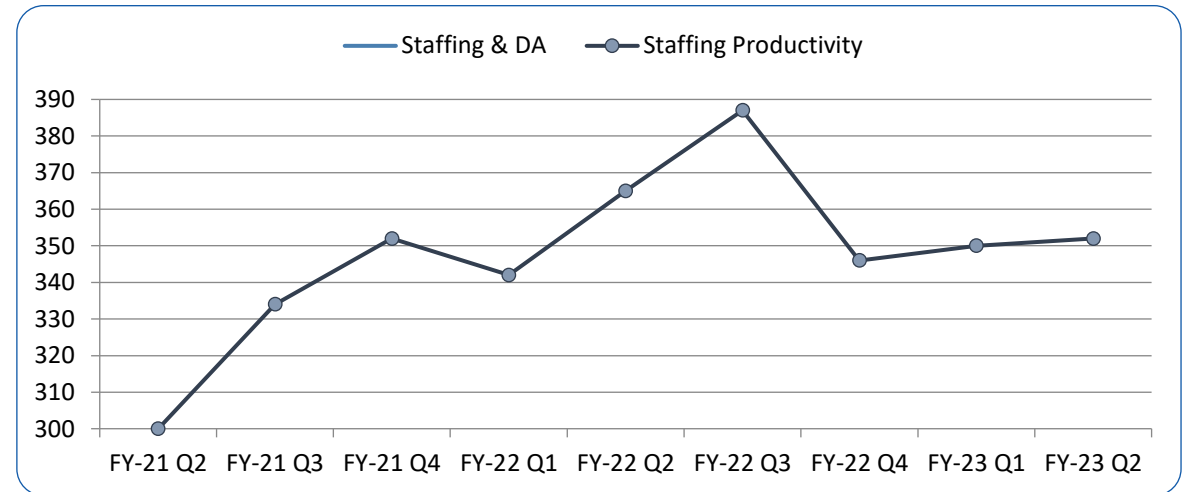
Particulars	Q2FY23	Q1FY23	QoQ Growth %	Q2FY22	YoY Growth %	H1FY23	H1FY22	YoY Growth %
Revenue:								
General Staffing and Allied Services	1,783	1,704	5%	1,364	31%	3,487	2,603	34%
Specialised Staffing Services	141	144	-3%	134	5%	285	249	15%
Other HR Services	31	31	0%	26	20%	62	48	28%
Total Income from Operations	1,955	1,879	4%	1,524	28%	3,834	2,900	32%
EBITDA:								
General Staffing and Allied Services	31	27	17%	24	31%	58	48	21%
Specialised Staffing Services	13	13	0%	12	4%	25	23	12%
Other HR Services	1	0	540%	1	-22%	2	0	287%
Total EBITDA (excluding unallocated)	32	25	25%	34	-7%	57	64	-11%
EBITDA Margin								
General Staffing and Allied Services	1.7%	1.6%		1.7%		1.7%	1.8%	
Specialised Staffing Services	9.0%	8.8%		9.1%		8.9%	9.1%	
Other HR Services	4.5%	0.7%		4.4%		2.6%	0.9%	

Headcount & Productivity

Quarter	General Staffing Associates	DA	Specialized Staffing	Total Headcount
FY-21 Q3	1,52,773	52,000	7,166	2,11,939
FY-21 Q4	1,59,955	61,086	7,109	2,28,150
FY-22 Q1	1,60,014	58,142	7,817	2,25,973
FY-22 Q2	1,74,075	68,448	8,713	2,51,236
FY-22 Q3	1,89,560	74,800	9,140	2,73,500
FY-22 Q4	1,94,650	81,110	9,470	2,85,230
FY-23 Q1	2,08,260	76,847	9,800	2,94,907
FY-23 Q2	2,12,969	79,592	8,883	3,01,444

FTE Productivity – Staffing and DA

Quarter	Headcount	Core Employees	Productivity
FY-21 Q3	204773	612	334
FY-21 Q4	221041	628	352
FY-22 Q1	218156	633	342
FY-22 Q2	242523	662	365
FY-22 Q3	264360	682	387
FY-22 Q4	275760	794	346
FY-23 Q1	285107	813	350
FY-23 Q2	292561	828	352



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 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 Degree Apprenticeship Program. 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). In FY2015, TeamLease rolled out DA (Degree Apprenticeship) to provide on-the-job training to apprentices.



Our Services



General Staffing



IT Staffing



Telecom Staffing



Hiring



Compliance and
Payroll Services



Degree
Apprenticeship
(DA)



Learning Services



Skill
University

9 TeamLease Overview



India's Leading Human Capital Management company

3,500+

Clients across the spectrum of business with 1000+ digital engagements

3.0 Lakhs +

Associates/ trainees, making us one of the largest private sector employer

7,500+

Locations across 28 states

5 Lakhs+

Students across TL Skill University & TL EdTech

29%

Revenue growth YoY basis

19 Lakhs

People hired till date

2 Lakhs

Open Jobs everyday

21 years

Founded 2001
IPO 2016

50k net addition

YoY comparison



Our Journey

- Listed on BSE and NSE.
- Acquired ASAP Info Systems & Nichepro Technologies to offer IT staffing service

- Signed a MoU for setting up the country's first Skills University in association with the government of Gujarat.
- Became founding members of Indian Staffing Federation

Strengthened the technology infrastructure Published first labour report and started new service offerings

2015-16

2011

2008/09

2005-07

2002

- 1st Round of PE Investment by Gaja Capital.
- Initiated discussions for revamping apprenticeship. Compliance became a separate business unit.

The Company Started operations from four offices, with 20 clients and 40 employees

Acquired 33.33% stake in Avantis - RegTech

2017

2018

2019

2020

2021

2022

- Acquired Keystone business Solutions to strengthen IT Staffing
- Acquired 30% stake in FW.com
- Acquired Evolve Tech. to enter Telecom Staffing Business
- Acquired 40% Stake in Online Education Co. Schoolguru

Acquired IT Staffing vertical of Ecentric in April 2019 and IMSI (IT Infra) in Nov.2019

- Raised stake to 100% in FW.com
- Acquired further 36.17% stake in Edtech in Sep-20.
- Acquired 4.89% equity stake in Avantis in Oct-20.

- Appointed Narayan as Independent chairman
- 3 New independent directors come on board
- Raised stake in Avantis to 60%

- Surrendered PF Trust and migrated to EPFO
- Became India's largest IT Staffing Company in terms of headcount

Change of Names:
Schoolguru → TL EdTech
Avantis → TL RegTech
E-hire → TL HrTech

Our Board of Directors



Manish Sabharwal
Executive Vice-Chairman



Ashok Reddy
Managing Director & CEO



Narayan Ramachandran
Non-Executive Chairman and
Lead Independent Director



Latika Pradhan
Independent Director
& AC Chairperson



V. Raghunathan
Independent Director



Zarir Batliwala
Independent Director



Rituparna Chakraborty
Executive Director



Mekin Maheshwari
Independent Director



**Subramaniam
Somasundaram**
Independent Director



Meenakshi Nevatia
Independent Director

Our Vision



Vision

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



Our contribution

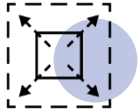
Our vision has been at the forefront of our existence, helping us employ, **“One Indian”** every 5 minutes over the past many years.



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.

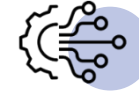
Key Value Drivers



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

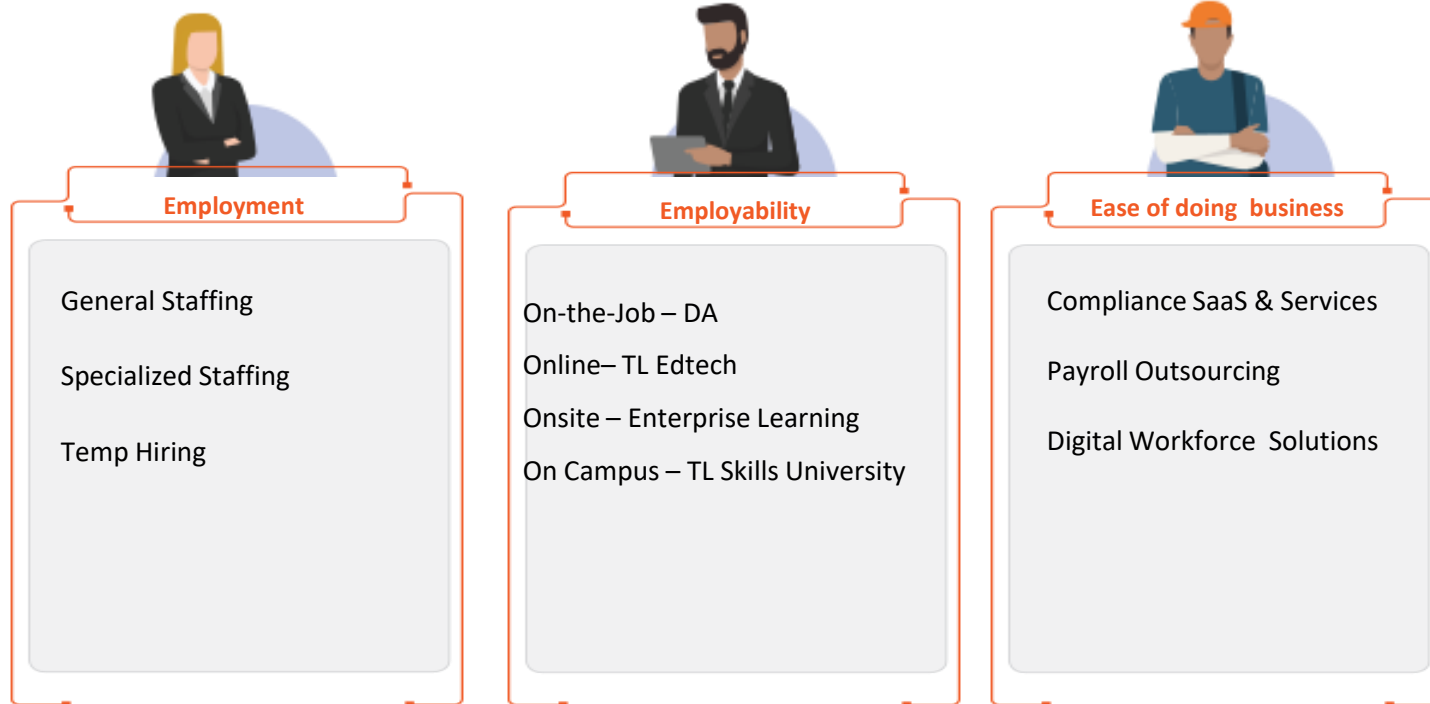
Reach



Presence

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

Our Business Focus Areas



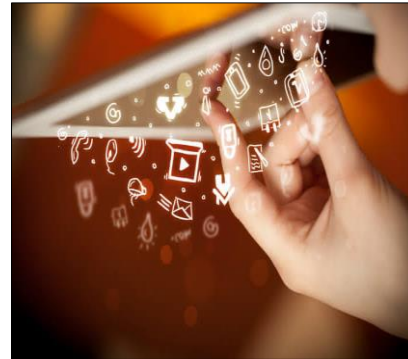
Our Presence



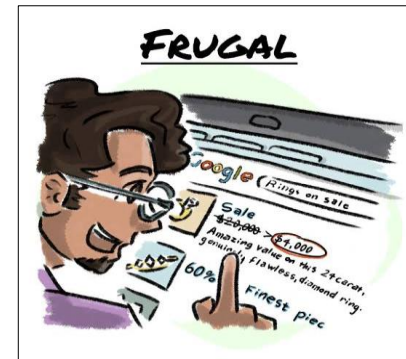
Our Strategy



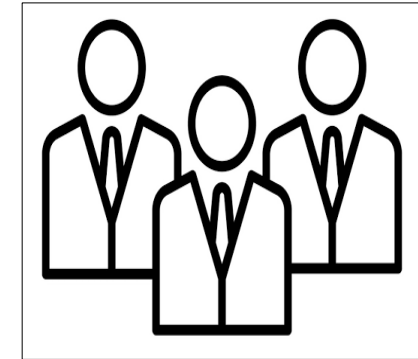
Growth



**Margin
Expansion**



**Capital
Frugality**



Governance

TeamLease Group Structure

TeamLease Services Limited

Subsidiary Companies

TeamLease HRTech Private Limited (formerly Known as TeamLease E-Hire Private Limited)

TeamLease Digital Private Limited (TDPL) (Evolve Technologies & Services Private Limited merged with TDPL)

Keystone Business Solutions Private Limited

TeamLease Education Foundation (Section 8 Company)

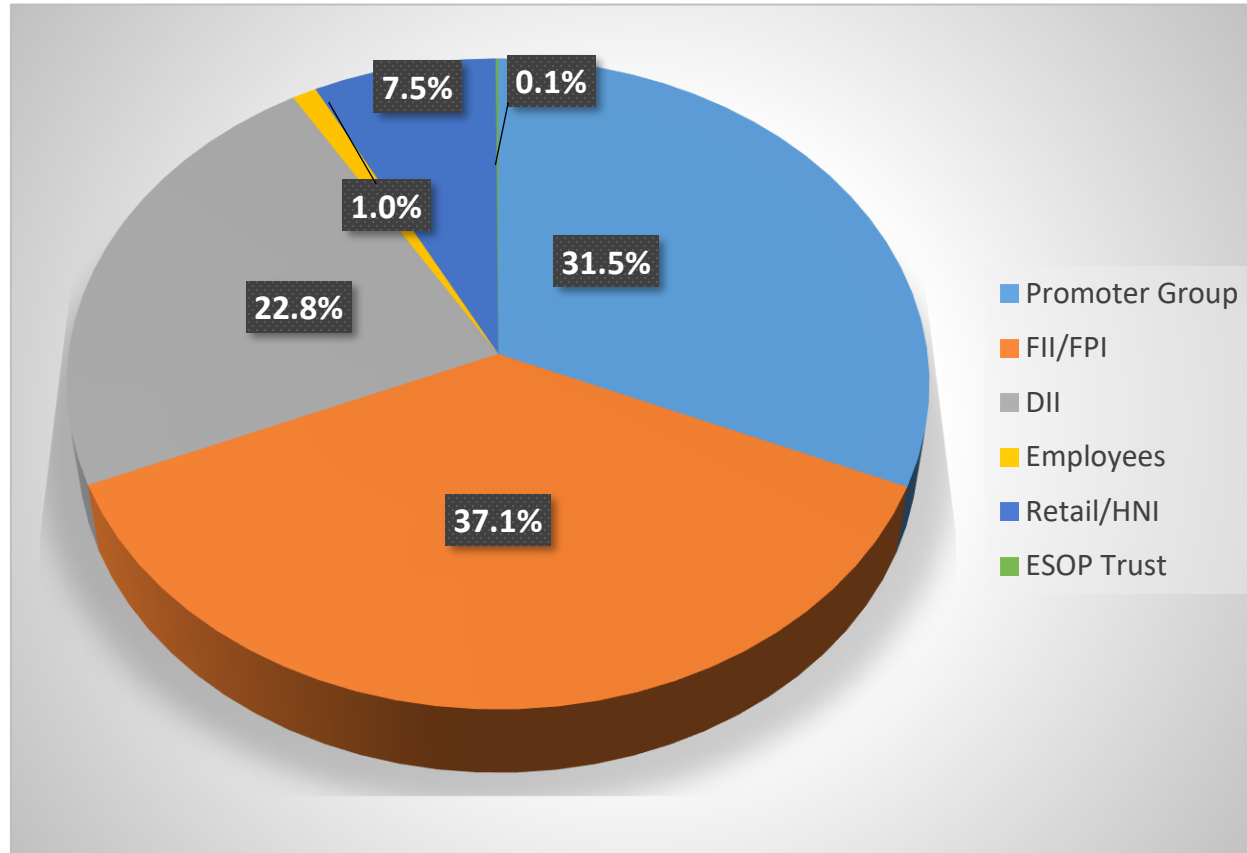
TeamLease Skills University (Not Consolidated)

IMSI Staffing Private Limited (100% stake)

TeamLease Edtech Limited ('TLEL') (formerly Known as SchoolGuru Eduserve Private Limited) (77.67% Stake as on date.)

TeamLease RegTech Private Limited (TL RegTech) (formerly Known as Avantis RegTech Private Limited) (61.50% Stake as on date, on fully Diluted Basis)

Shareholding Structure



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THANK YOU

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