

January 30, 2018

BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 001 Scrip Code: 539658	National Stock Exchange of India Limited, Exchange Plaza, 5 th Floor, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra(E), Mumbai - 400 051 Scrip Code: TEAMLEASE
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Sub: Investor Presentation on Financial Results for Q3FY18 (Revised)

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 revised financial results presentation 'Investors Update Q3FY18' we propose to upload on our Company's website www.teamlease.com for information of our shareholders/public.

This is in supersession of the Investor Presentation submitted to your good office earlier today. Kindly remove the previous presentation from your websites.

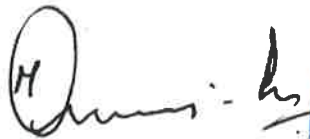
Regret for the inconveniences caused to all the stakeholders.

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

Tuesday, 30 January 2018



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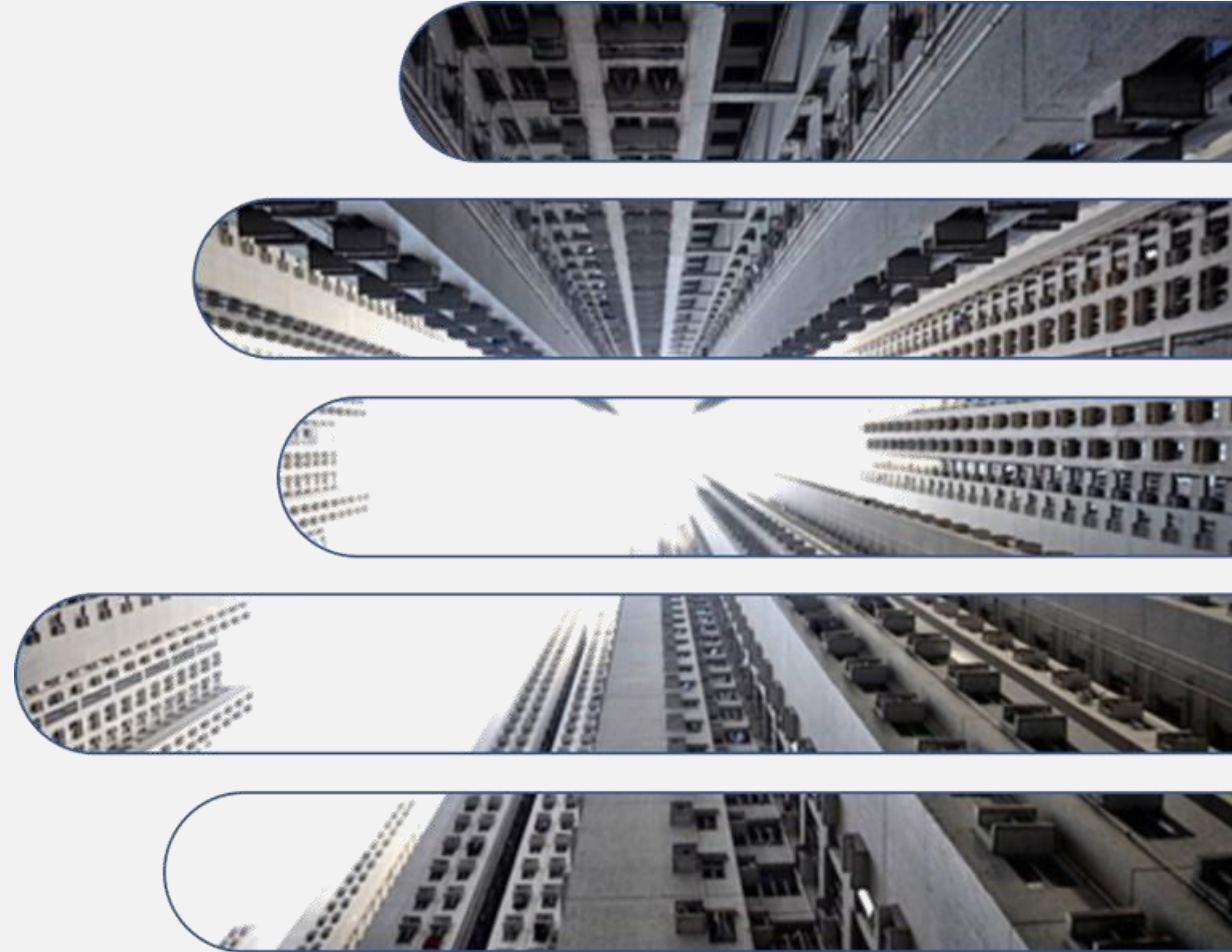
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Introduction

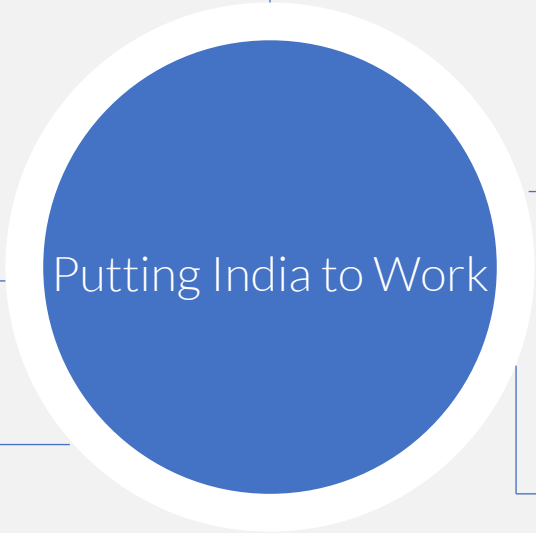
TeamLease Services established in 2002, is one of India's leading human resource service companies in the organized segment. A Fortune India 500 company listed on both NSE & BSE markets has a presence in 8 locations, with 2500+ clients and 1400 employees across the country. A one-stop provider of human 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 175,000 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

2500+ Client base at any given time have associates from TeamLease posted at various locations

Associates

Over 1.7 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

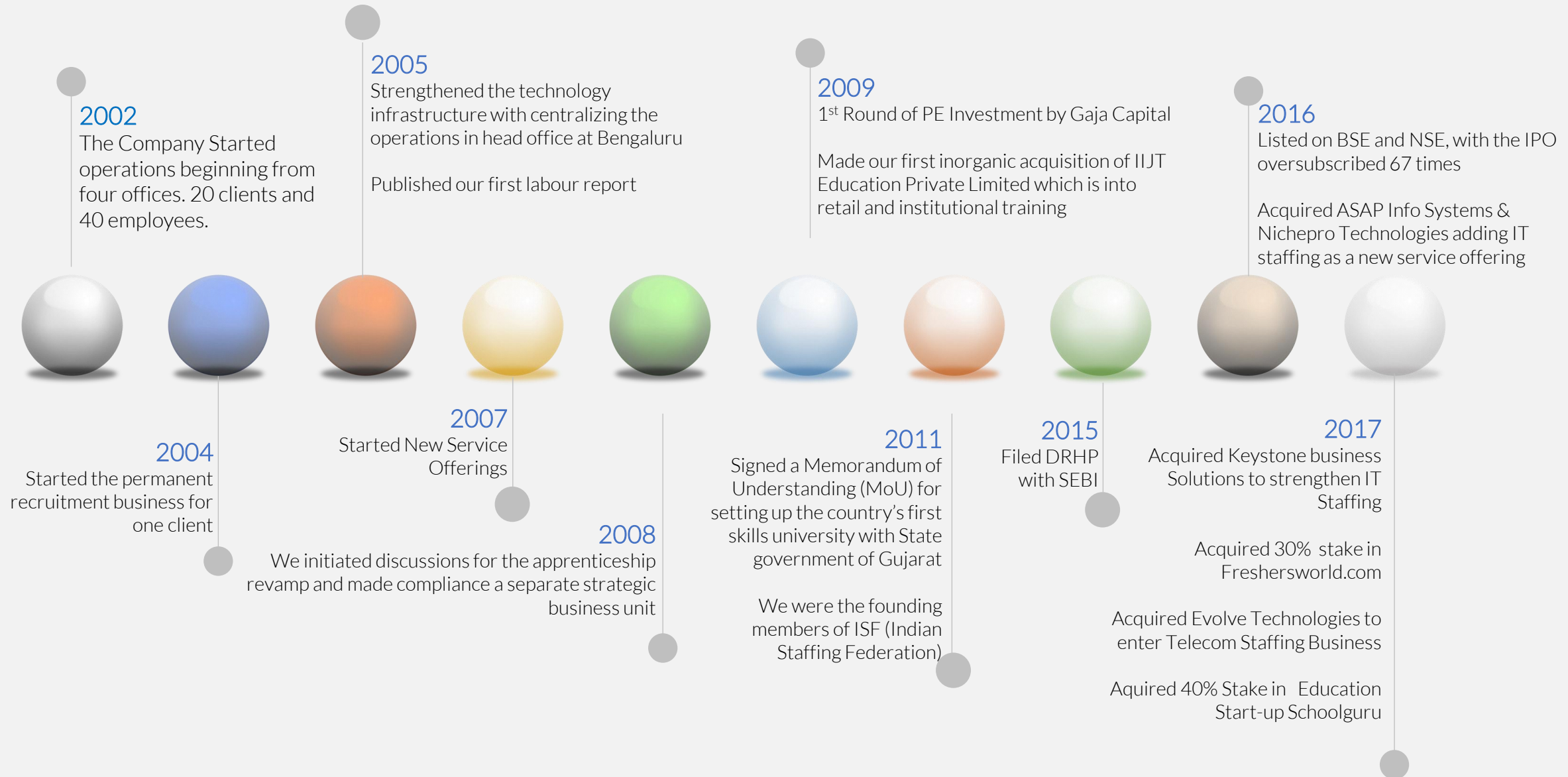


Revenues from operations, in excess of ₹ 3041Cr for the year ending Mar 2017. Cash Positive & Debt free Revenue





The Journey this 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
*Senior Vice President
Human Resources*



Our Vision

Vision

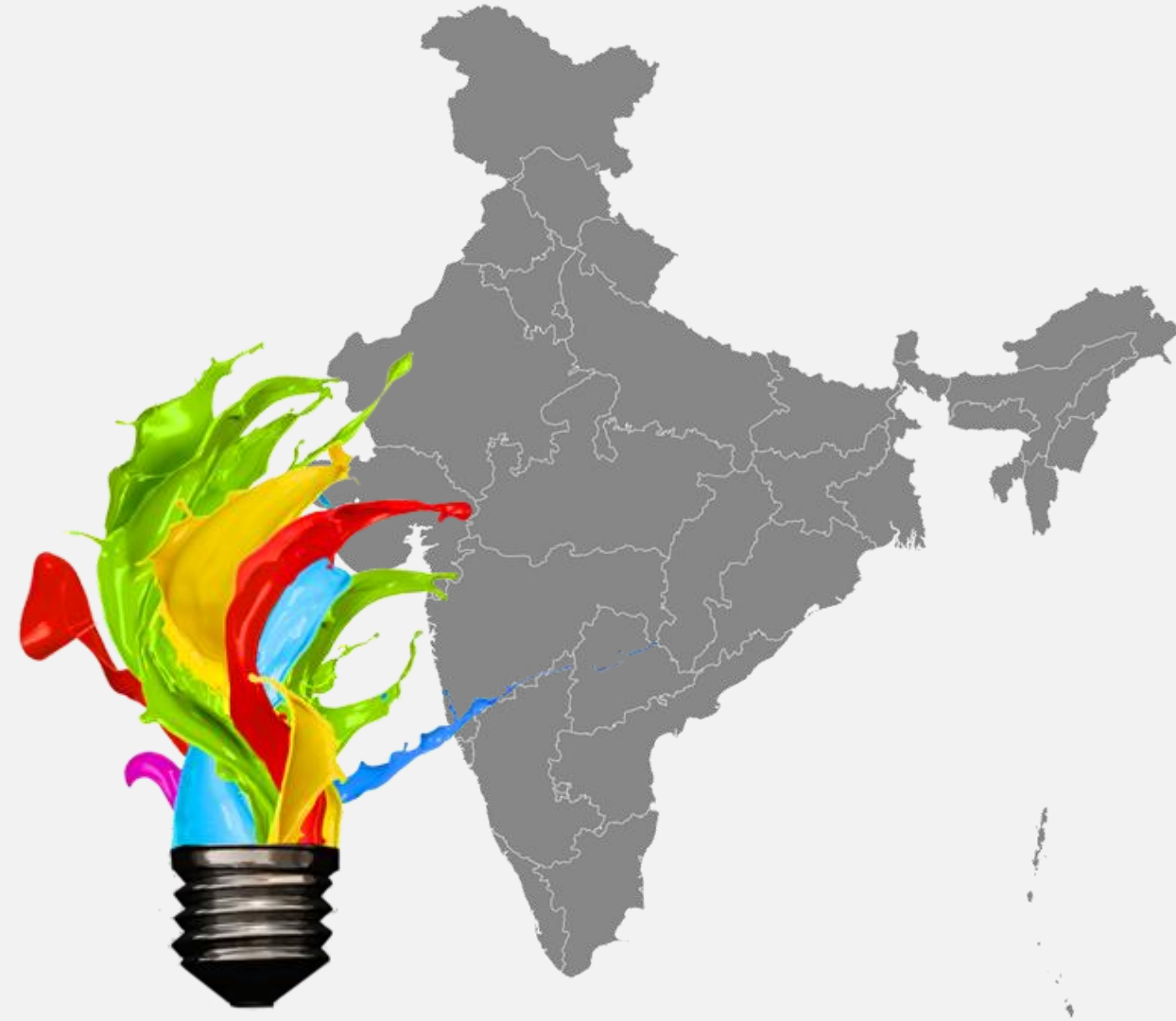
Our Long term philosophy and goals are best reflected by our purpose of “Putting India to Work”

Our give 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



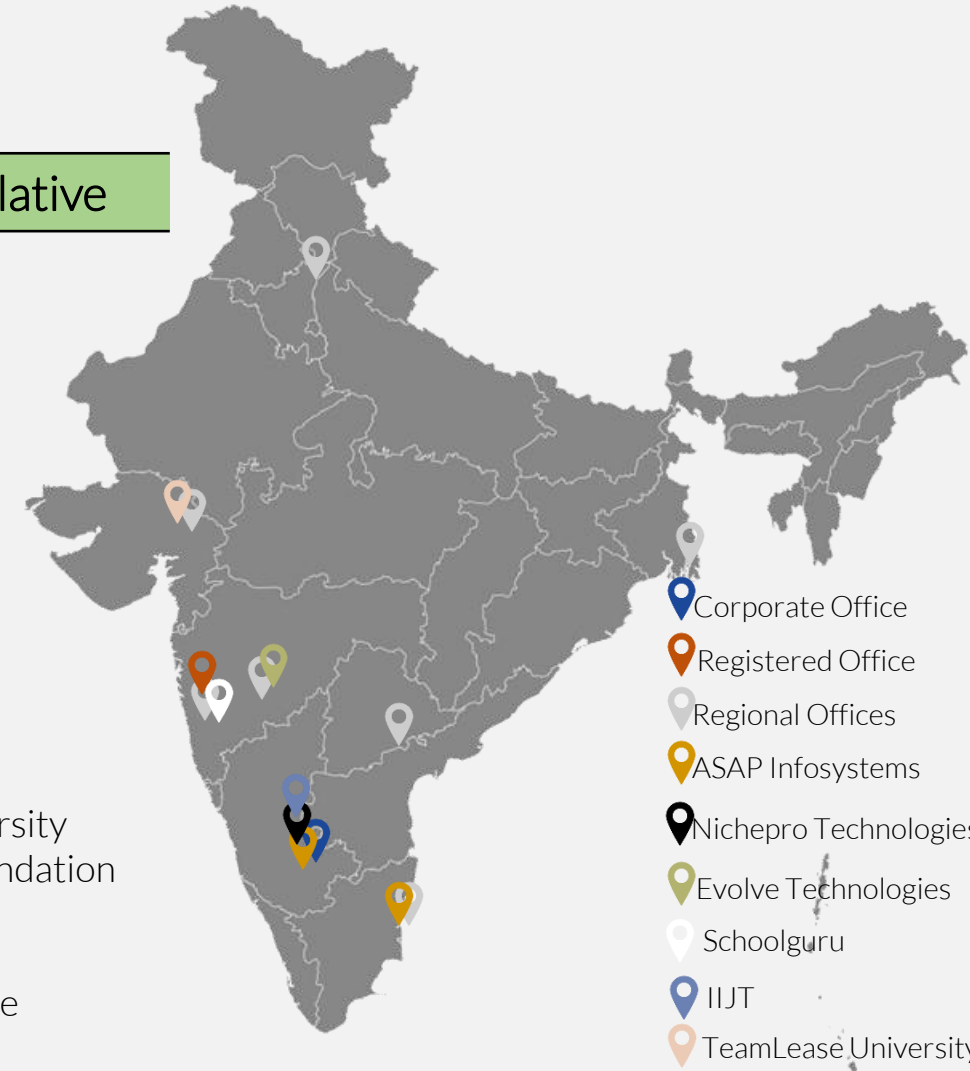
Employability

- IIJT Education
- Schoolguru Eduserve
- NETAP



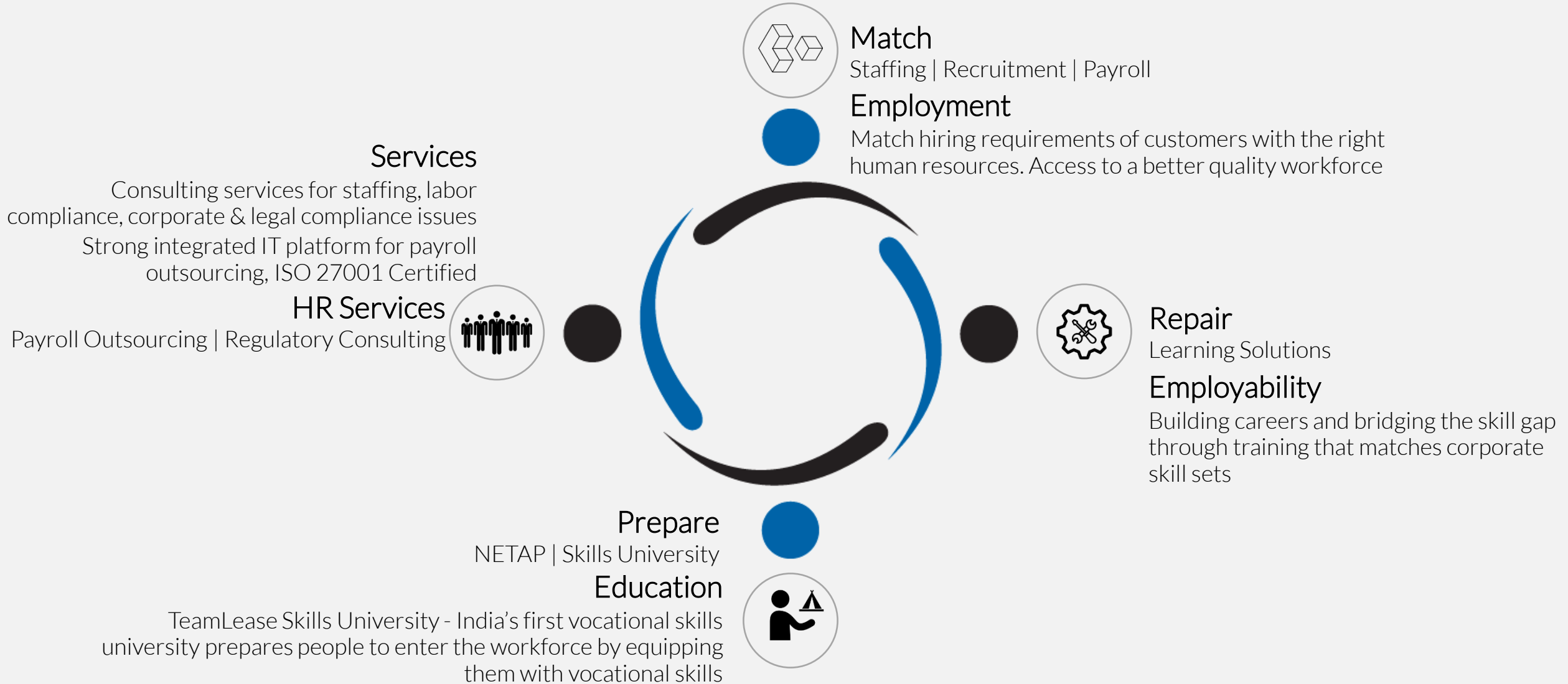
Education

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





Our Strategy

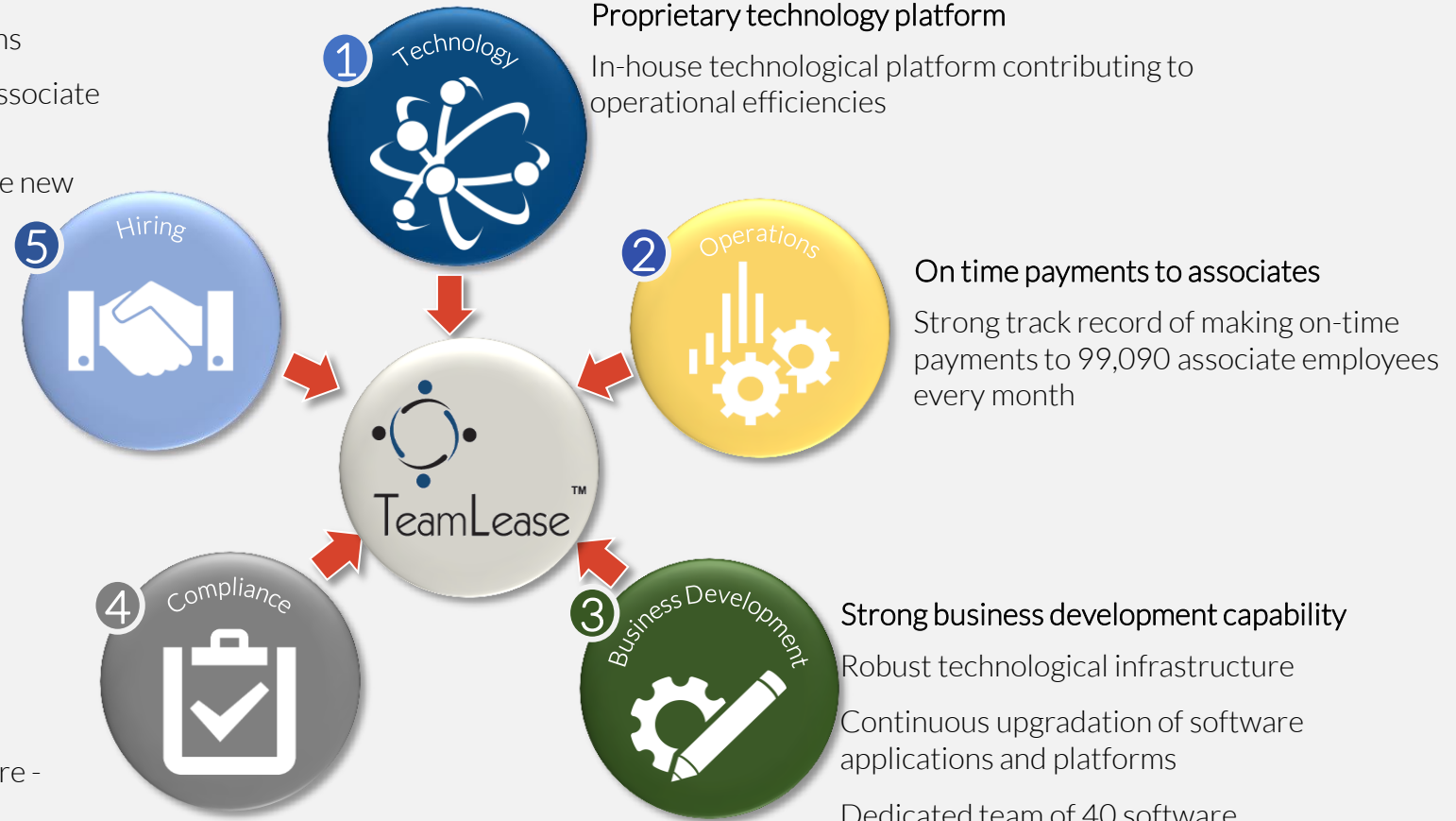




Competitive Position

Robust operational levers

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

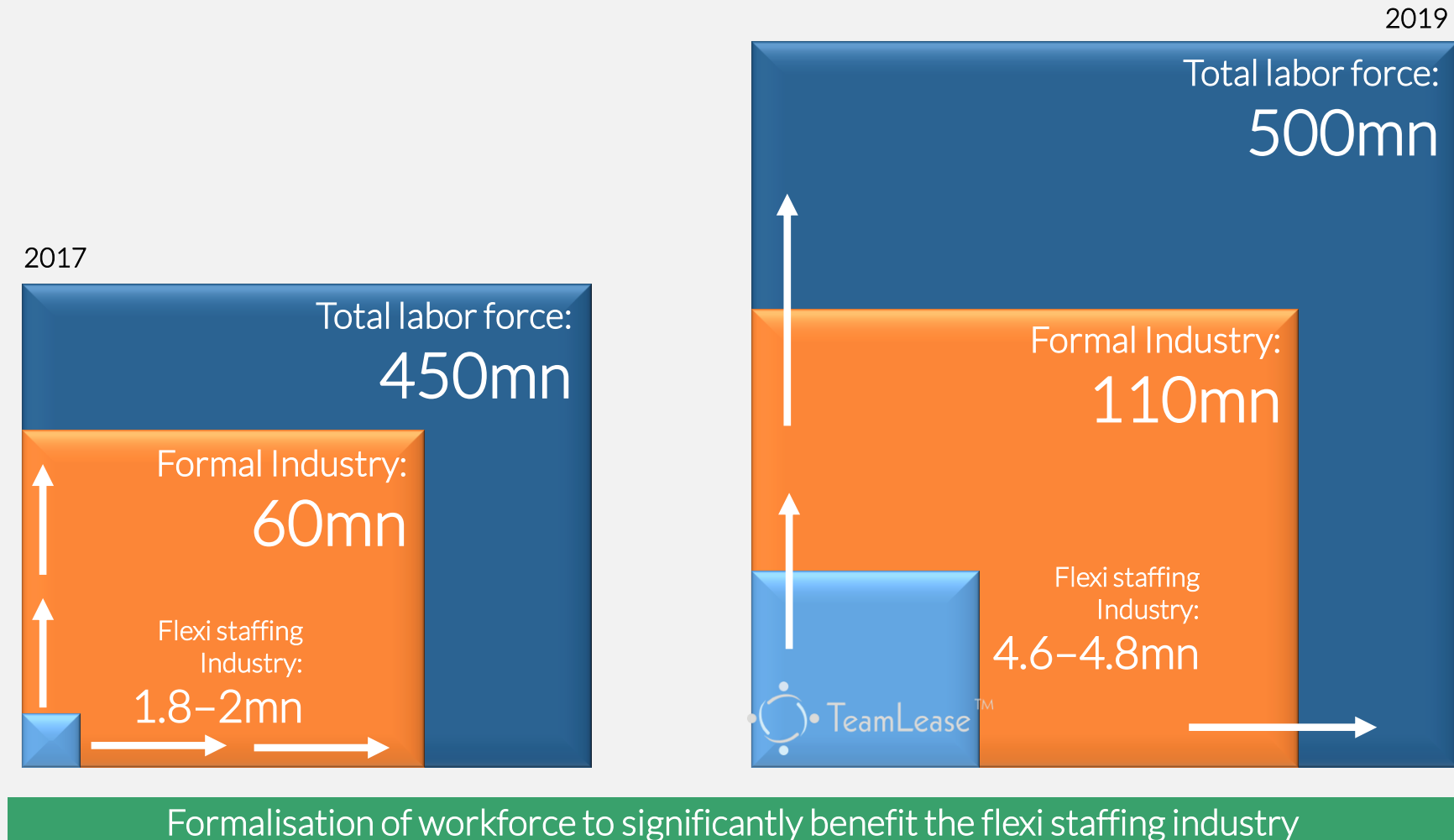


As a market leader with national footprint, TeamLease benefits from economies of scale



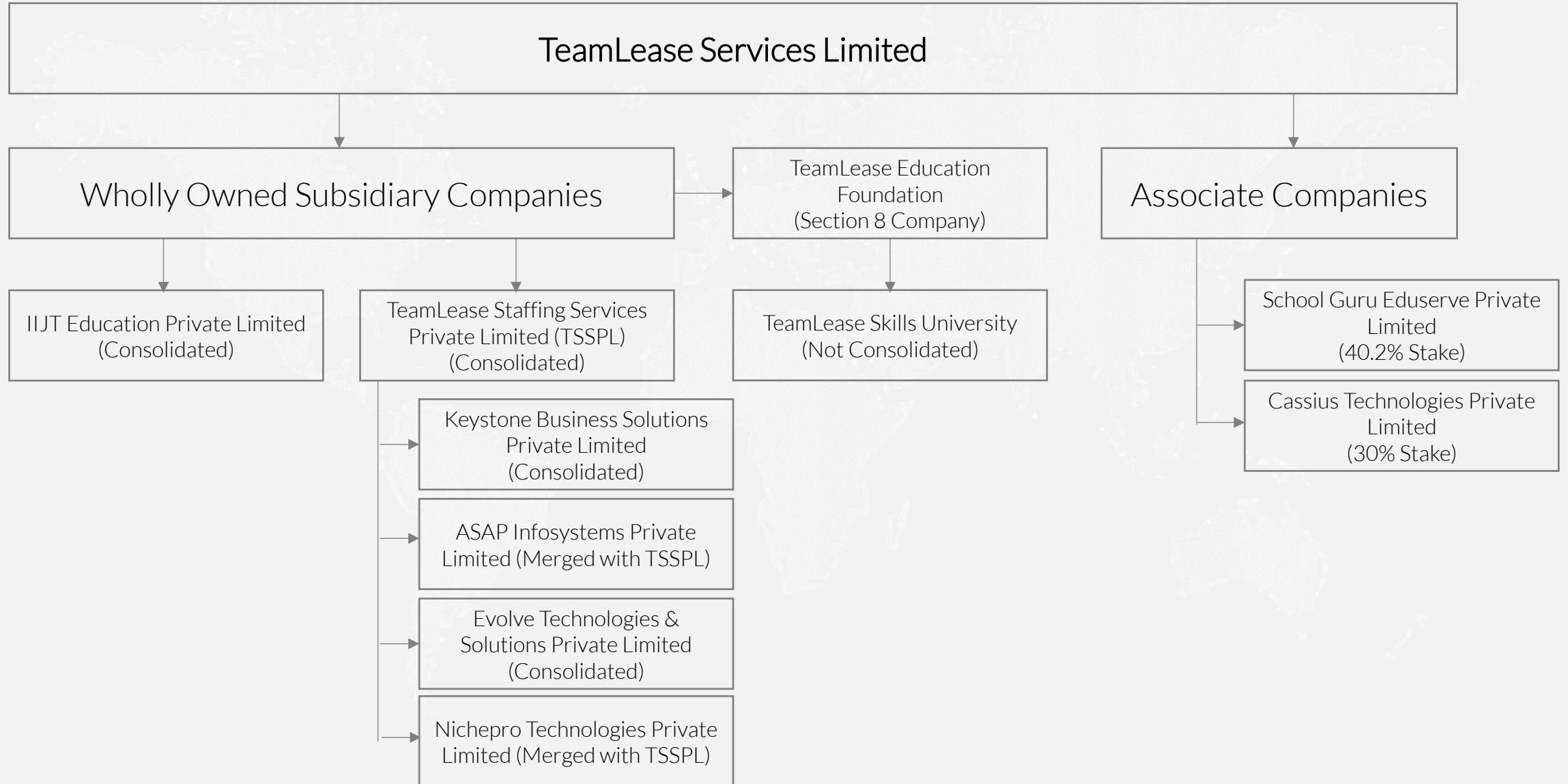
Share of Flexi Staffing (Current & Projected)

Formal sector to witness accelerated growth





TeamLease Group Structure



Investors Update – Quarter 3 2017-2018



Key Performance Highlights – quarter ending December 31st 2017



01.

Quarterly revenue grew by 13% YoY and YTD revenue grew by 19% YoY

02.

Associate/ trainee headcount increased by ~32,000 on YoY basis and by ~15,000 on QoQ basis. Our current associate headcount is ~137,000 and NETAP trainee headcount is ~40,500.

03.

Average mark-up per employee per month (PEPM) for staffing associates increased to ₹ 755 in Q3FY18 from ₹ 735 in Q2FY18.

04.

Net increase in our NETAP trainee headcount by over 20,900 compared to December 31, 2016.

05.

Top 5 and Top 10 clients contributed to 12% and 19% of our net revenue respectively for the quarter ended December 31, 2017, implying a well-diversified mix of client portfolio.

06.

Our ratio of general staffing associates/trainees to staffing core employees improved to 219 in Q3FY18 from 210 in Q2FY18.



Financial Performance

Consolidated Performance

*All Numbers are in ₹ Crores except for margins

Particulars	Q3FY18	Q3FY17	YoY Growth %	Q2FY18	QoQ Growth %	9MFY18	9MFY17	9M Growth %
Total Revenue	922.3	818.2	13%	880.0	5%	2,661.1	2,241.2	19%
Operating Revenue (net)	918.1	814.4	13%	875.6	5%	2,646.6	2,224.3	19%
EBITDA	17.9	12.4	44%	15.2	18%	46.1	24.8	86%
EBITDA margin (%)	1.9%	1.5%		1.7%		1.6%	1.1%	
PBT	18.9	14.0	35%	17.3	9%	52.8	36.9	43%
PBT margin (%)	2.1%	1.7%		2.0%		2.0%	1.7%	
Net Profit (PAT)	18.4	9.2	100%	17.4	6%	52.2	24.4	114%
PAT margin (%)	2.0%	1.1%		2.0%		2.0%	1.1%	
EPS (Basic and Diluted)	10.8	5.4	100%	10.2	6%	30.5	14.3	114%

Standalone Performance

Particulars	Q3FY18	Q3FY17	YoY Growth %	Q2FY18	QoQ Growth %	9MFY18	9MFY17	9M Growth %
Total Revenue	866.0	796.3	9%	855.2	1%	2,557.4	2,214.0	16%
Operating Revenue (net)	859.3	792.3	8%	848.8	1%	2,536.6	2,196.9	15%
EBITDA	12.1	9.0	34%	11.4	6%	33.5	20.8	62%
EBITDA margin (%)	1.4%	1.1%		1.3%		1.3%	0.9%	
PBT	17.5	11.9	47%	16.6	6%	50.9	34.3	48%
PBT margin (%)	2.0%	1.5%		2.0%		2.0%	1.6%	
Net Profit (PAT)	18.0	7.4	143%	17.5	3%	52.5	22.3	136%
PAT margin (%)	2.1%	0.9%		2.1%		2.1%	1.0%	
EPS (Basic and Diluted)	10.5	4.3	143%	10.2	3%	30.7	13.0	136%

Consolidated Segment Results

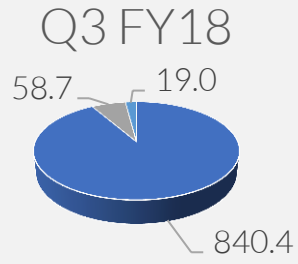


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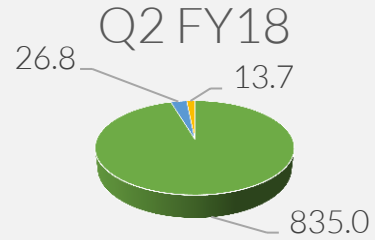
Particulars	Q3FY18	Q3FY17	YoY Growth %	Q2FY18	QoQ Growth %	9MFY18	9MFY17	9M Growth %
Revenue:								
General Staffing and Allied Services	840.4	780.0	7.7%	835.0	0.6%	2,491.9	2,164.7	15.1%
Specialised Staffing Services	58.7	22.2	164.9%	26.8	118.8%	110.1	27.4	302.2%
Other HR Services	19.0	12.2	55.3%	13.7	38.0%	44.5	32.2	38.3%
Total Income from Operations	918.0	814.4	12.7%	875.6	4.8%	2,646.6	2,224.3	19.0%
EBITDA:								
General Staffing and Allied Services	17.6	10.6	66.4%	14.4	21.9%	45.3	29.7	52.7%
Specialised Staffing Services	5.9	3.6	63.7%	3.8	55.6%	12.8	4.3	195.0%
Other HR Services	0.7	0.6	22.7%	-0.3	-381.5%	1.2	1.3	-1.0%
Unallocated	-6.3	-2.4	167.9%	-2.8	128.0%	-13.3	-10.5	26.0%
Total EBITDA	17.9	12.4	44.3%	15.2	17.7%	46.1	24.8	86.2%
EBITDA Margin %								
General Staffing and Allied Services	2.1%	1.4%		1.7%		1.8%	1.4%	
Specialised Staffing Services	10.0%	16.2%		14.1%		11.6%	15.9%	
Other HR Services	3.8%	4.8%		-1.8%		2.8%	3.9%	
Consolidated EBITDA Margin	1.95%	1.52%		1.73%		1.74%	1.11%	



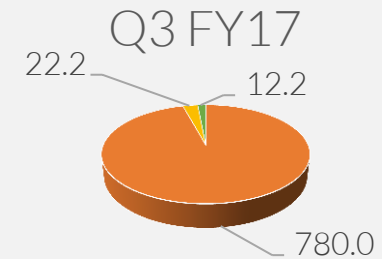
Revenue Share from Operations



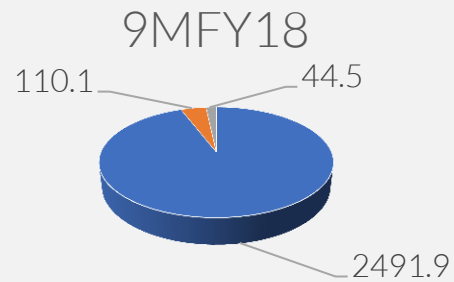
- General Staffing & Allied Services
- Specialised Staffing Services
- Other HR Services



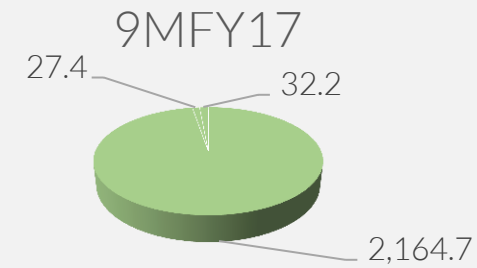
- General Staffing & Allied Services
- Specialised Staffing Services
- Other HR Services



- General Staffing & Allied Services
- Specialised Staffing Services
- Other HR Services



- General Staffing and Allied Services
- Specialised Staffing Services
- Other HR Services



- General Staffing & Allied Services
- Specialised Staffing Services
- Other HR Services

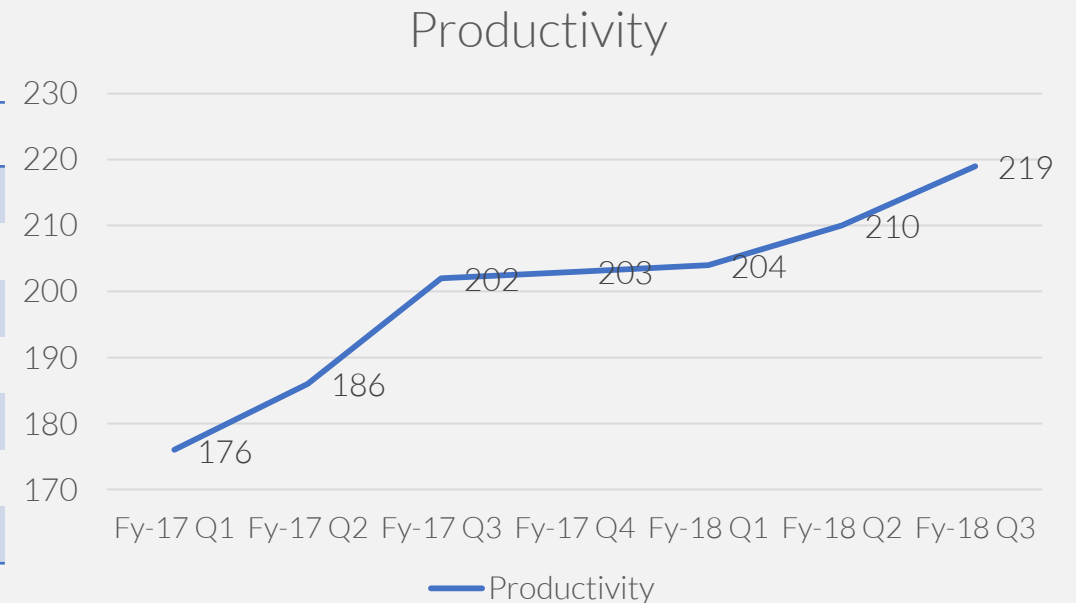


Headcount & Productivity

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

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





Shareholding Structure

Category	% of shareholding
Promoter Group	37.0%
Exited Promoter	5.9%
Gaja	8.5%
Anchor FII	12.2%
Anchor DII	13.5%
Non-Anchor FII	13.7%
Non-Anchor DII	4.3%
Employees	1.9%
Retail/HNI	2.4%
ESOP Trust	0.6%





Return to Investors 😊



We grow with your Confidence



TeamLease Services Limited

BSE: 539658 | NSE: TEAMLEASE | ISIN: INE985S01024

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Tuesday, 30 January 2018

Thank you!