

June 09, 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:** Press Release of TeamLease Services Limited (TeamLease/the Company) pertaining to the Audited Financial Results (Standalone and Consolidated) for the quarter and year ended March 31, 2021

With reference to the captioned subject, please find enclosed Press Release of TeamLease Services Limited pertaining to the Audited Financial Results (Standalone and Consolidated) for the quarter and year ended March 31, 2021.

Kindly take the above said information on record as per the requirement of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thanking You.

Yours faithfully,

For **TeamLease Services Limited**



**Alaka Chanda**

**Company Secretary and Compliance Officer**

Encl: As above

**TeamLease Services Limited**, CIN No: L74140KA2000PLC118395

Registered Office : 6th Floor, BMT Commercial Complex, 80 Feet Road, Koramangala, Bangalore - 560095.

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## Press Release- Q4FY21

**Bengaluru, India, June 09, 2021-** TeamLease Services Limited (**NSE: TEAMLEASE, BSE: 539658**), one of India's largest staffing companies, today announced its results for the fourth quarter (**Q4FY21**) and for the financial year ended March 31, 2021.

### Summary of Consolidated financial results:

*(all numbers in Rupees' Crores except Margins)*

Particulars	Q4 FY21	Q4 FY20	YoY Growth %	Q3 FY21	QoQ Growth %	FY21	FY20	YoY Growth %
Total Revenue	1,349.8	1,345.0	0%	1,285.3	5%	4,916.2	5,231.6	-6%
Operating Revenue	1,340.5	1,330.3	1%	1,275.4	5%	4,881.5	5,200.7	-6%
EBITDA*	26.0	19.6	32%	24.4	6%	97.4	93.0	5%
<b>EBITDA margin</b>	<b>1.9%</b>	<b>1.5%</b>		<b>1.9%</b>		<b>2.0%</b>	<b>1.8%</b>	
PBT	25.4	22.4	13%	24.6	3%	88.5	83.0	7%
<b>PBT margin</b>	<b>1.9%</b>	<b>1.7%</b>		<b>1.9%</b>		<b>1.8%</b>	<b>1.6%</b>	
Net Profit (PAT)	19.6	(29.4)	167%	23.1	-15%	78.5	35.0	124%
<b>PAT margin</b>	<b>1.5%</b>	<b>-2.2%</b>		<b>1.8%</b>		<b>1.6%</b>	<b>0.7%</b>	
EPS (Rs)	11.5	-17.2	167%	13.5	-15%	45.9	0.5	124%
<b>Normalised PAT**</b>	<b>26.8</b>	<b>20.2</b>	<b>33%</b>	<b>23.1</b>	<b>16%</b>	<b>85.6</b>	<b>84.6</b>	<b>1%</b>
<b>Normalised PAT %</b>	<b>2.0%</b>	<b>1.5%</b>		<b>1.8%</b>		<b>1.8%</b>	<b>1.6%</b>	

\* EBITDA represents Operating profit and excludes exceptional/non-business expenses.

\*\* Normalised PAT post excluding impact of MAT write off in FY20 and deferred tax liability on goodwill amortization in FY21.

### Highlights of Q4FY21/12mFY21 performance:

1. Billable headcount has gone up by 8% QoQ and 4% YoY. General Staffing is back to pre-Covid levels of headcount and has surpassed pre-Covid revenue run rate.
2. Q4FY21 revenue has grown 5% sequentially QoQ and remained flat compared to Q4FY20.
3. Q4FY21 PBT has grown 3% sequentially QoQ and has grown 13% compared to Q4FY20.
4. Staffing FTE productivity has improved to 352 as of March 31, 2021, from 334 in Q3FY21 and 264 in Q4FY20.
5. Specialized staffing continues to improve on profitability driven by cost optimization and product mix. HR services has grown 33% in revenues QoQ.
6. Our cash conversion ratio to PBT has further improved significantly to over 300% out of which 156% is contributed by tax refunds and balance 187% contributed by efficient working capital management. Free cash available with the Company stood at Rs.250 cr as of March 31, 2021.



## Press Release- Q4FY21

### Management Comment

**Mr. Ashok Reddy, Managing Director, TeamLease Services Limited** commenting on the quarterly results said, *“All of our businesses have surpassed pre-Covid levels with strong headcount growth in Q3 and Q4. This pandemic has given us an opportunity to strengthen our digitalization strategy and accelerate client partnership initiatives on productivity enhancement. While the 2<sup>nd</sup> wave of Covid can marginally impact growth in the current quarter, we continue to play to the market opportunities in the long run.”*

### 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. 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 1.5 lakhs employees), employability (over 2 lakhs students) and Ease-of-doing Business (over 1000 employers).

### Investor contact

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