

July 27, 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 Q1FY23 of TeamLease Services Limited (TeamLease/the Company)  
**Ref:** Regulation 30 and Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) (LODR) Regulations, 2015

Dear Sir/Madam,

In compliance with the provisions of Regulation 30 of the SEBI LODR Regulations, 2015, please find enclosed 'Investor Presentation Q1FY23' towards Financial Results update for Q1FY23 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 July 06, 2022 pertaining to Conference Call with Investors on Q1FY23 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



BSE: 539658 | NSE: TEAMLEASE | ISIN:

● INE985S01024 ●

<https://group.teamlease.com> | Wednesday, July 27, 2022



# Investor Update

## Q1 2022-23

# Key Performance Highlights

June 30, 2022

01

At the group level, headcount and revenue grew over 30% on a YoY basis & 3% QoQ. PBT improved from Rs24cr in Q1FY22 to Rs.28cr in Q1FY23, however, margins have dropped on account of an increase in associate salaries and investments in core teams.

02

**General Staffing:** We have added net 13k headcount in Q1FY23 with growth of 6% on QoQ basis and 30% on YoY basis. Revenue up 4% QoQ and 37% on YoY basis.

03

**Degree Apprenticeship (NETAP):** headcount is down by ~5k on account of absorption by a large client. Headcount grew by 30% on a YoY basis.

04

**IT Staffing:** headcount up by 3% on QoQ basis and 25% on YoY basis. Revenue is flat on QoQ basis on account of product mix and up 26% YoY.

05

PAPM has remained flat on a QoQ basis and FTE productivity has marginally improved from 346 in Q4FY22 to 350 in Q1FY23.

06

Drop in sequential margin is largely because of annual salary appraisal of core employees, seasonality in EdTech business and higher salary inflation of associates.

# Financial Performance

\*All Numbers are in ₹ Crores except for margins

<b>Standalone Performance</b>	<b>Q1FY23</b>	<b>Q4FY22</b>	<b>QoQ Growth %</b>	<b>Q1FY22</b>	<b>YoY Growth %</b>	<b>FY22</b>
Total Revenue	1,630.4	1,549.8	5%	1,249.4	30%	5,672.8
Operating Revenue	1,616.3	1,541.6	5%	1,240.8	30%	5,640.3
EBITDA (before exceptional)	13.9	21.3	-35%	19.8	-30%	85.5
<b>EBITDA margin</b>	<b>0.86%</b>	<b>1.38%</b>		<b>1.60%</b>		<b>1.52%</b>
PBT (before exceptional)	23.3	24.0	-3%	24.4	-5%	96.2
<b>PBT margin</b>	<b>1.44%</b>	<b>1.55%</b>		<b>1.97%</b>		<b>1.71%</b>
PBT /(Loss) (after exceptional)	23.3	28.8	-19%	24.4	-5%	24.3
Profit after Tax / (Loss)	23.3	28.5	-18%	22.0	6%	22.5
<b>PAT margin</b>	<b>1.44%</b>	<b>1.85%</b>		<b>1.77%</b>		<b>0.40%</b>
EPS (Basic and Diluted) - Rs.	13.6	16.7		12.9		13.2

<b>Consolidated Performance</b>	<b>Q1FY23</b>	<b>Q4FY22</b>	<b>QoQ Growth %</b>	<b>Q1FY22</b>	<b>YoY Growth %</b>	<b>FY22</b>
<b>Headcount</b>	2,94,907	2,85,230	3.4%	2,25,973	31%	2,85,230
Total Revenue	1,892	1,822	3.8%	1,381	37%	6,500
Operating Revenue	1,879	1,817	3.4%	1,377	37%	6,480
EBITDA (before exceptional)	25.3	41.0	-38%	29.5	-14%	142
<b>EBITDA margin</b>	<b>1.34%</b>	<b>2.25%</b>		<b>2.14%</b>		<b>2.19%</b>
PBT (before exceptional)	27.9	34.3	-19%	24.0	16%	117.3
<b>PBT margin</b>	<b>1.47%</b>	<b>1.88%</b>		<b>1.74%</b>		<b>1.81%</b>
PBT /(Loss) (after exceptional)	27.9	35.0	-20%	26.6	5%	45.6
Profit after Tax / (Loss)	26.5	31.6	-16%	26.9	-1%	39.5
<b>PAT margin</b>	<b>1.40%</b>	<b>1.74%</b>		<b>1.95%</b>		<b>0.61%</b>
EPS (Basic and Diluted) - Rs.	15.5	18.1		15.78		22.5

# Consolidated Segment Results

*\*All Numbers are in ₹ Crores except for margins*

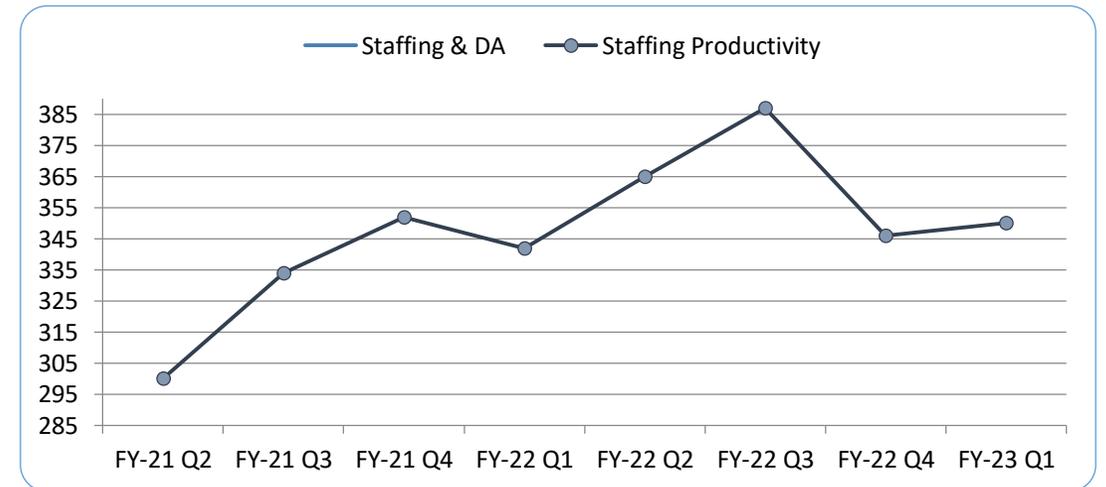
Particulars	Q1FY23	Q4FY22	QoQ Growth %	Q1FY22	YoY Growth %	FY22
<b>Revenue:</b>						
General Staffing & Allied Services	1,704	1,639	4%	1,240.0	37%	5,838
Specialised Staffing Services	144	147	-1%	114	26%	531
Other HR Services	31	32	-3%	23	37%	111
<b>Revenue from Operations</b>	<b>1,879</b>	<b>1,817</b>	<b>3%</b>	<b>1,377</b>	<b>37%</b>	<b>6,480</b>
<b>EBITDA:</b>						
General Staffing & Allied Services	26.6	29.4	-10%	23.8	12%	104.7
Specialised Staffing Services	12.7	13.1	-4%	10.4	22%	47.1
Other HR Services	0.2	4.2	-95%	(0.7)	130%	6.8
<b>EBITDA Margin:</b>						
General Staffing & Allied Services	1.56%	1.80%		1.92%		1.79%
Specialised Staffing Services	8.77%	8.96%		9.06%		8.87%
Other HR Services	0.70%	13.07%		-3.17%		6.19%
<b>Consolidated EBITDA Margin</b>	<b>1.34%</b>	<b>2.25%</b>		<b>2.14%</b>		<b>2.19%</b>

# Headcount & Productivity

Quarter	General Staffing Associates	DA	Specialized Staffing	Total Headcount
FY-21 Q2	1,45,778	42,927	7,228	1,95,933
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

## FTE Productivity – Staffing and DA

Quarter	Headcount	Core Employees	Productivity
FY-21 Q2	188705	628	300
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



## 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

2.9 Lakhs +

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

7,500+

**Locations** across all 28 states

5 Lakhs+

**Students** across TL Skill University & TL EdTech

37%

**Revenue** growth YoY basis

19 Lakhs

**People hired** till date

2 Lakhs

**Open Jobs** everyday

21 years

**Founded 2001**

IPO 2016

69k net

**addition**  
~~200~~  
**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

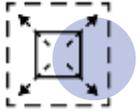
Our vision has been at the forefront of our existence, helping us employ, **“One Indian”** every 5 minutes over the past many years.



## 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**

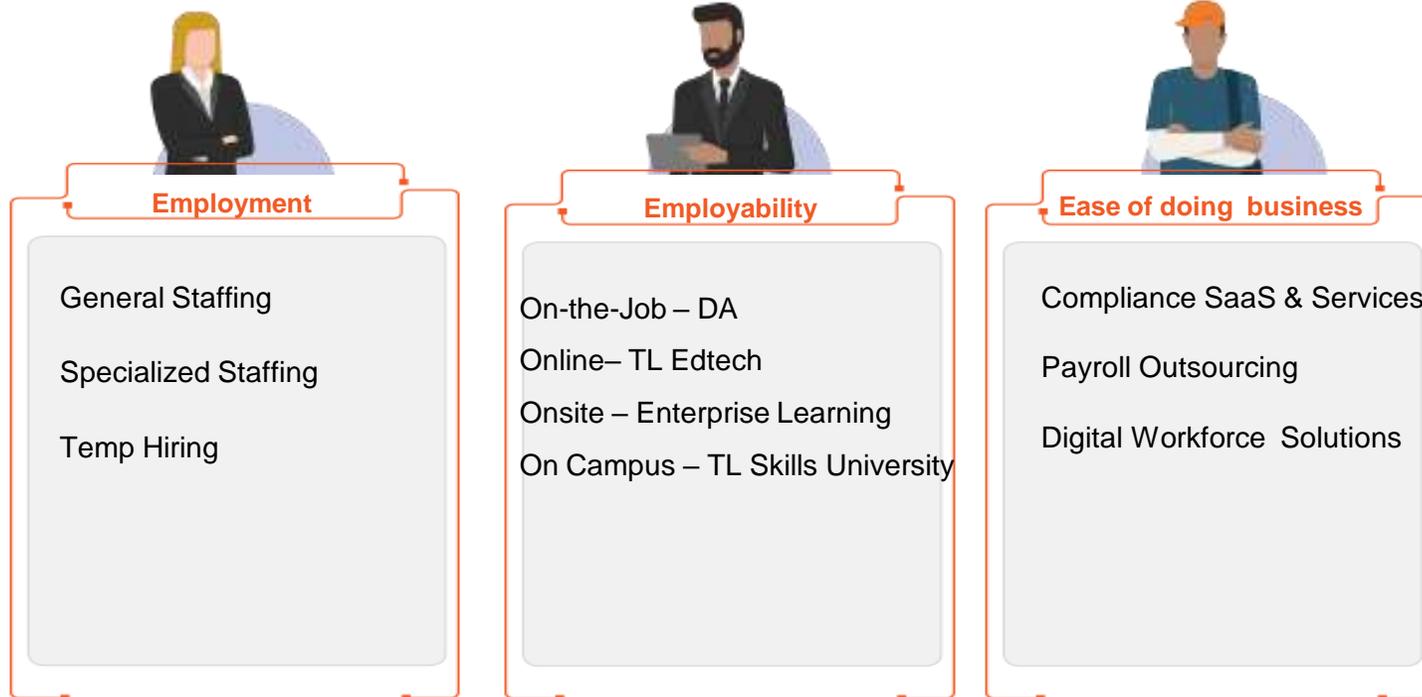
**Reach**



**Presence**

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

# Our Business Focus Areas



## Our Presence



# Our Strategy



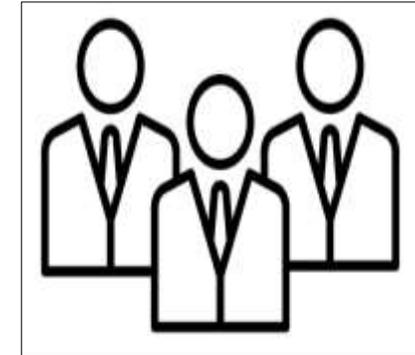
**Growth**



**Margin  
Expansion**

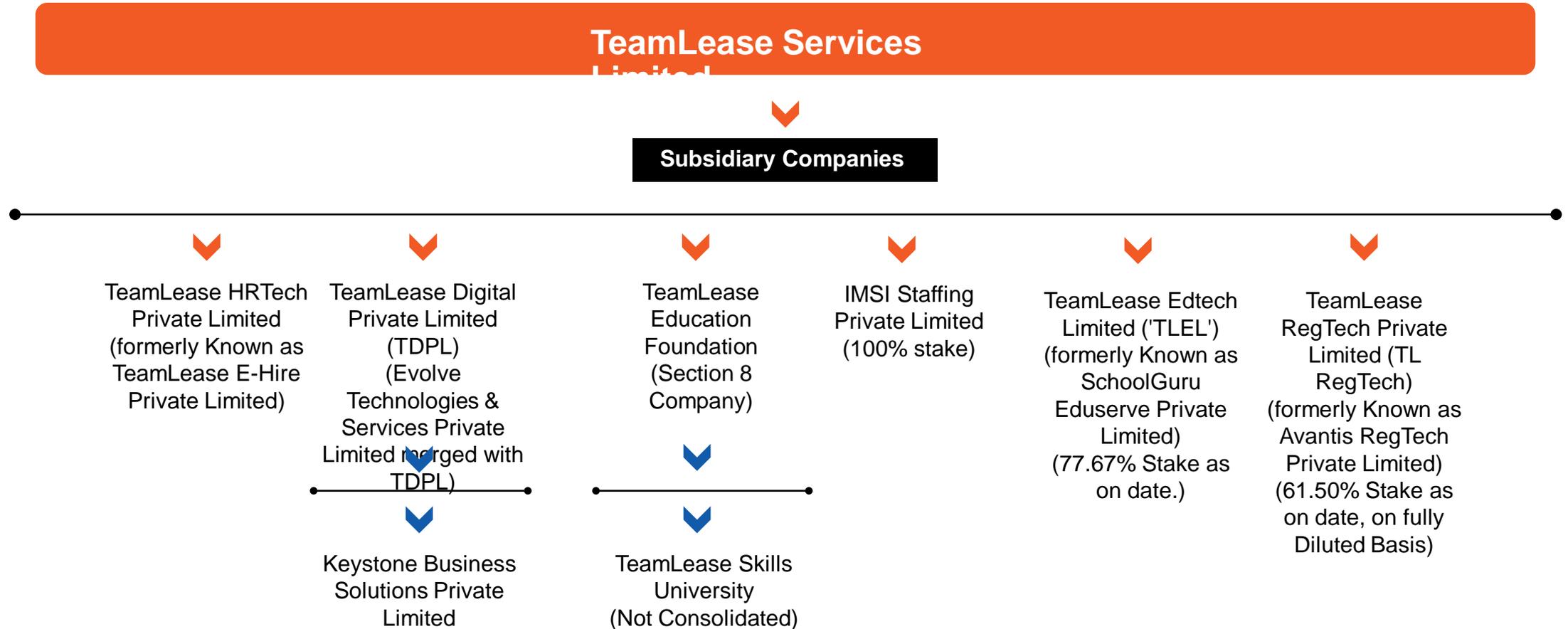


**Capital  
Frugality**

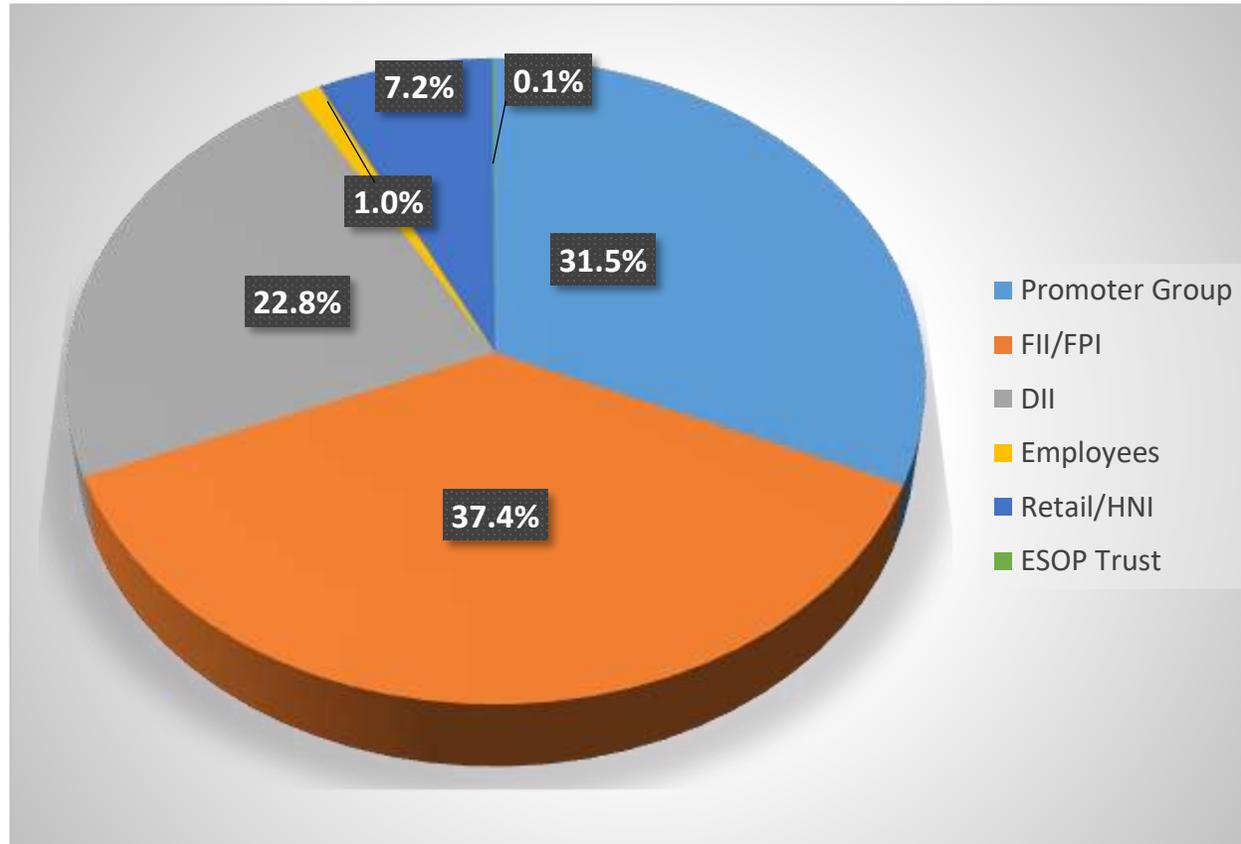


**Governance**

# TeamLease Group Structure



# Shareholding Structure



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**THANK  
YOU**

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