

May 17, 2023

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/ Ma'am,

Sub: Investor Presentation on Financial Results for Q4FY23 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 'Investor Presentation Q4FY23' towards Financial Results update for Q4FY23 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 April 26, 2023, pertaining to Conference Call with Investors on Q4FY23.

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, May 17, 2023



Investor Update

Q4 2022-23

Key Performance Highlights

March 31, 2023

01

At the group level, revenue grew over 22% on a YoY basis & 1% QoQ.

02

General Staffing: We have added net ~8k headcount in Q4FY23 with net headcount addition of 29k with 15% YoY growth. Revenue up 23% on YoY basis and 1% QoQ.

03

Specialised Staffing: Headcount is down by ~600 in Q4FY23 owing to headwinds in the IT Industry. We have taken up cost control measures in both Specialised staffing and DA.

04

Degree Apprenticeship (DA): Headcount dropped by 9k on account of discontinuance of the NEEM program. Including the impact of Q3 headcount, net revenue drops by Rs.5cr in Q4FY23.

05

HR Services: Revenue is up by 16% QoQ contributed by catchup of deferred billing in the University P&L. Annual revenue growth of EdTech vertical stood at 18% and RegTech at 51%.

06

Core count is down by 8% as compared to Q2FY23

Financial Performance

*All Numbers are in ₹ Crores except for margins

Standalone Performance	Q4FY23	Q3FY23	QoQ %	Q4FY22	YoY %	FY23	FY22	YoY %
Total Revenue	1,804	1,773	2%	1,550	16%	6,929	5,673	22%
Operating Revenue	1,791	1,761	2%	1,542	16%	6,876	5,640	22%
EBITDA (before exceptional)	21	22	-2%	21	-1%	77	86	-10%
EBITDA margin	1.2%	1.2%		1.4%		1.1%	1.5%	
PBT (before exceptional)	26	26	-1%	24	6%	102	96	5%
PBT margin	1.4%	1.5%		1.5%		1.5%	1.7%	
PBT (after exceptional)	23	26	-10%	29	-20%	99	24	308%
Profit after Tax	22	26	-15%	28	-23%	97	22	332%
PAT margin	1.2%	1.5%		1.8%		1.4%	0.4%	
EPS (Basic and Diluted) - Rs.	13	15		17		57	13	

Consolidated Performance	Q4FY23	Q3FY23	QoQ %	Q4FY22	YoY %	FY23	FY22	YoY %
Headcount	2,82,450	2,84,230	-1%	2,85,230	-1%	2,82,450	2,85,230	-1%
Total Revenue	2,037	2,018	1%	1,822	12%	7,914	6,500	22%
Operating Revenue	2,027	2,008	1%	1,817	12%	7,870	6,480	21%
EBITDA (before exceptional)	34	32	6%	41	-18%	122	142	-14%
EBITDA margin	1.7%	1.6%		2.3%		1.6%	2.2%	
PBT (before exceptional)	29	29	0%	34	-16%	117	117	0%
PBT margin	1.4%	1.4%		1.9%		1.5%	1.8%	
PBT (after exceptional)	26	29	-8%	35	-25%	115	46	152%
Profit after Tax	24	29	-15%	32	-23%	112	39	183%
PAT margin	1.2%	1.4%		1.7%		1.4%	0.6%	
EPS (Basic and Diluted) - Rs.	14	17		18		65	23	

Consolidated Segment Results

*All Numbers are in ₹ Crores except for margins

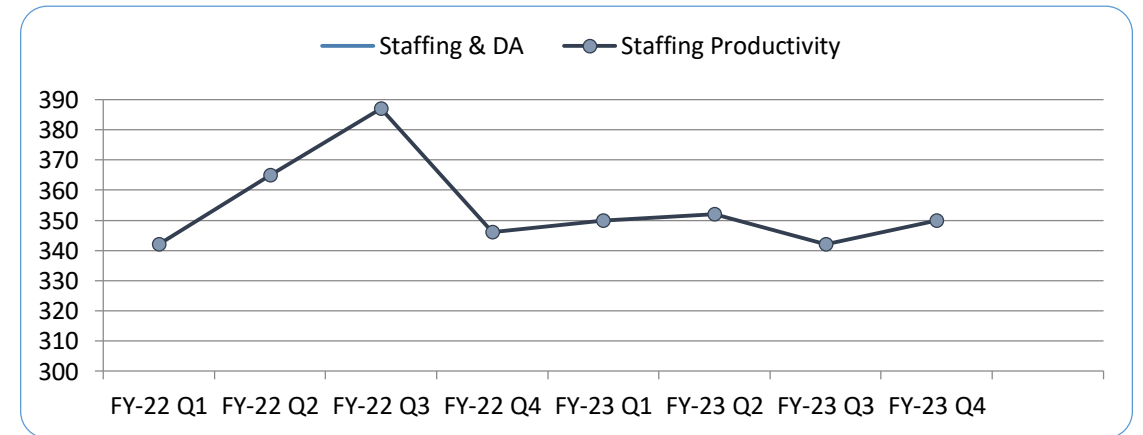
Particulars	Q4FY23	Q3FY23	QoQ %	Q4FY22	YoY %	FY23	FY22	YoY %
Revenue:								
General Staffing and Allied Services	1,854	1,838	1%	1,639	13%	7,179	5,838	23%
Specialised Staffing Services	140	141	-1%	147	-5%	566	531	7%
Other HR Services	34	29	16%	32	6%	125	111	13%
Total Income from Operations	2,027	2,008	1%	1,817	12%	7,870	6,480	21%
EBITDA:								
General Staffing and Allied Services	29	32	-10%	29	-3%	118	105	13%
Specialised Staffing Services	9	9	-2%	13	-30%	44	47	-7%
Other HR Services	4	1	474%	4	5%	6	7	-8%
Total EBITDA	34	32	6%	41	-18%	122	142	-14%
EBITDA Margin								
General Staffing and Allied Services	1.55%	1.73%		1.80%		1.65%	1.79%	1.55%
Specialised Staffing Services	6.54%	6.62%		8.96%		7.74%	8.87%	6.54%
Other HR Services	11.77%	2.38%		13.07%		5.02%	6.19%	11.77%

Headcount & Productivity

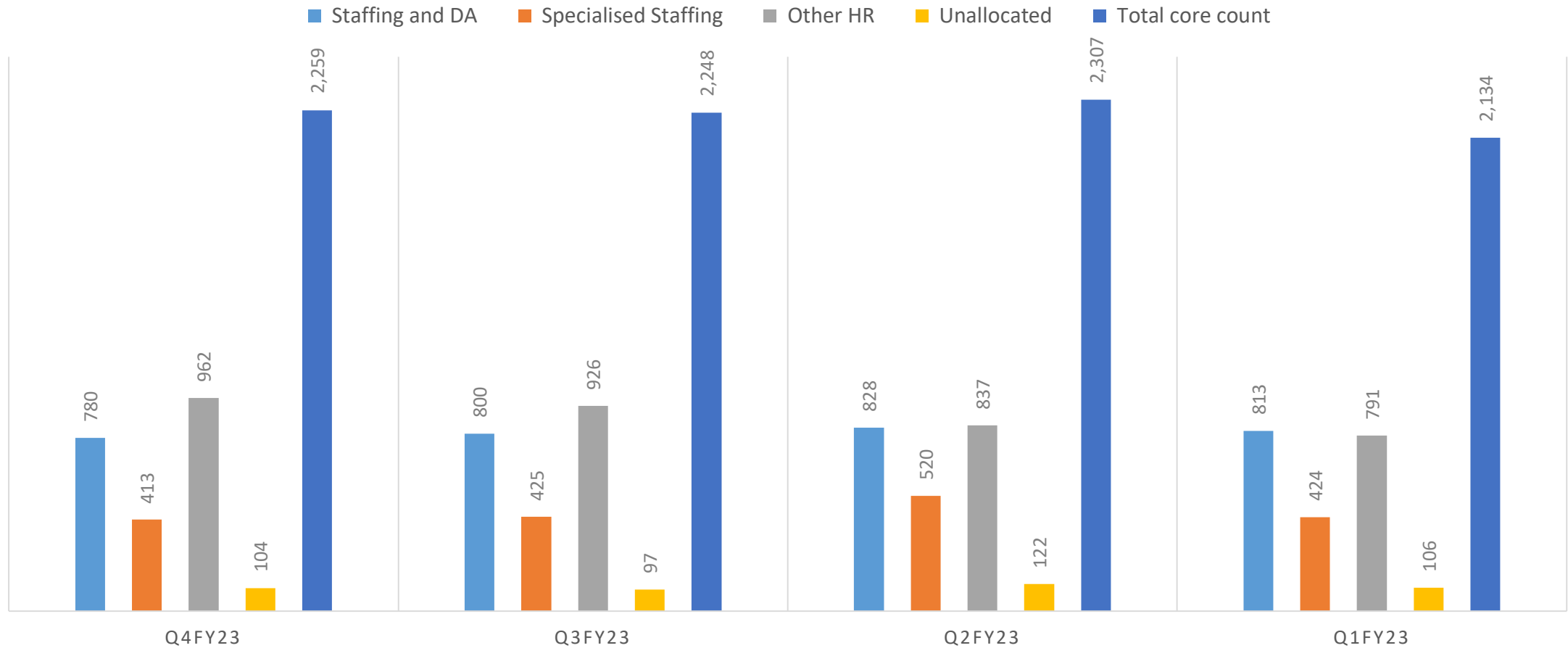
Quarter	General Staffing Associates	DA	Specialized Staffing	Total Headcount
FY-22 Q1	1,60,014	58,142	7,817	2,25,973
FY-22 Q2	1,74,075	68,448	8,713	2,51,236
FY-22 Q3	1,89,560	74,800	9,140	2,73,500
FY-22 Q4	1,94,650	81,110	9,470	2,85,230
FY-23 Q1	2,08,260	76,847	9,800	2,94,907
FY-23 Q2	2,12,969	79,592	8,883	3,01,444
FY-23 Q3	2,15,000	59,000	9,100	2,83,100
FY-23 Q4	2,23,500	50,350	8,600	2,82,450

FTE Productivity – Staffing and DA

Quarter	Headcount	Core Employees	Productivity
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
FY-23 Q3	274000	800	342
FY-23 Q4	273850	780	350



Break-up of core headcount



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 20 lakhs+ people over the last 22 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 2.3 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

3,600+

Clients across the spectrum of business with 1000+ digital engagements

2.8 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

22%

Revenue growth YoY basis

20+ Lakhs

People hired till date

350

FTE productivity

22 years

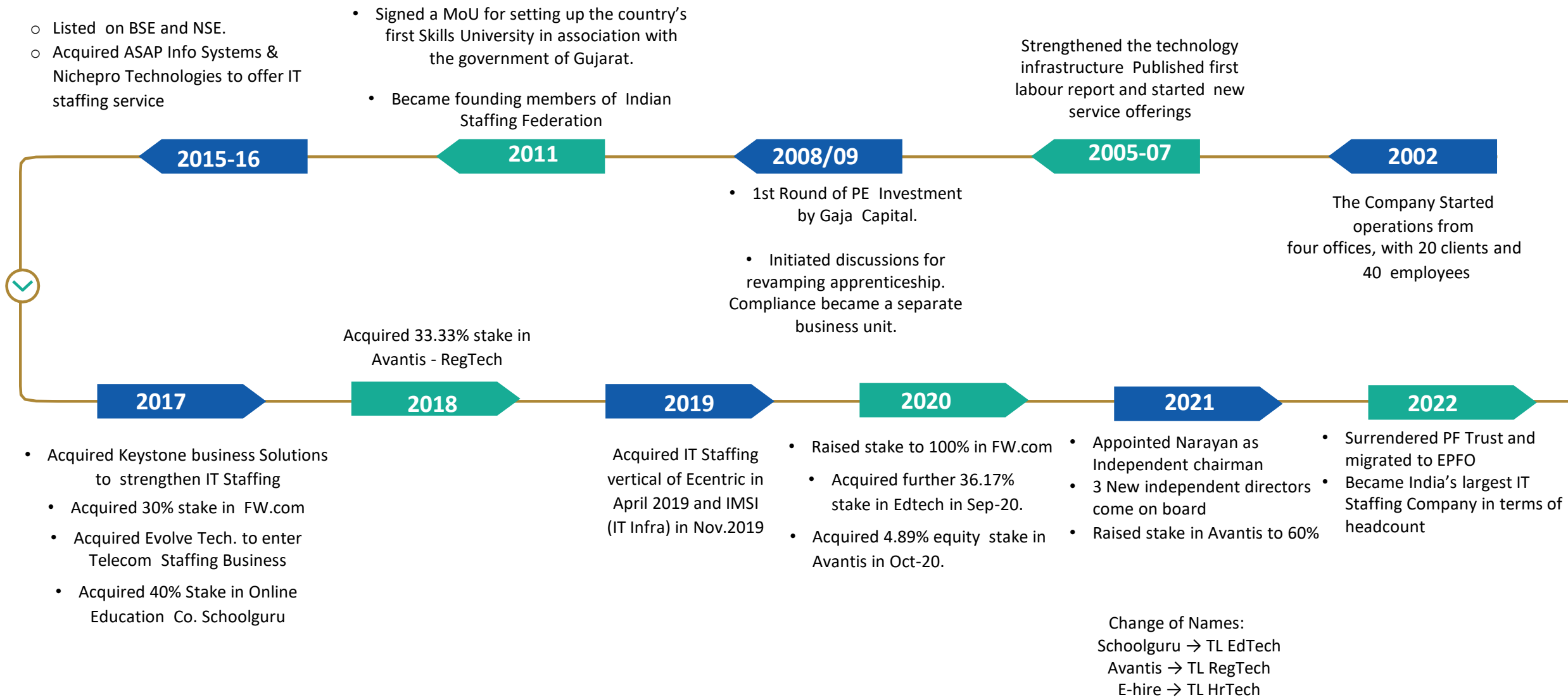
Founded 2001 IPO 2016

29k net addition

Staffing FY23



Our Journey



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

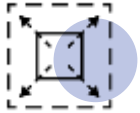
Our vision has been at the forefront of our existence, helping us employ, **“One Indian”** every 5 minutes over the past many years.



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

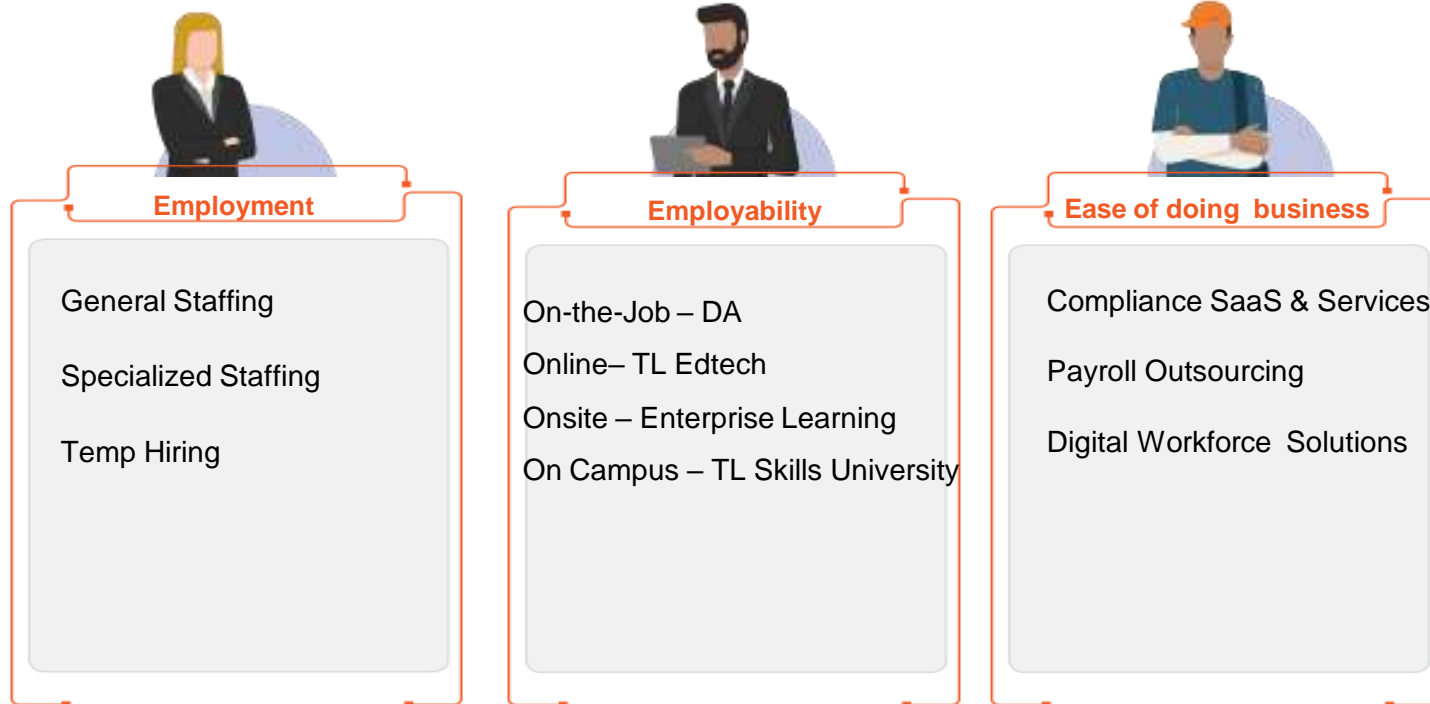
Reach



Presence

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

Our Business Focus Areas



Our Presence



Our Strategy



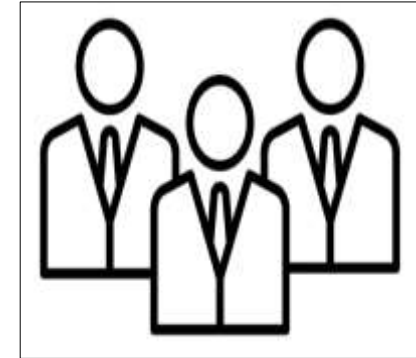
Growth



**Margin
Expansion**

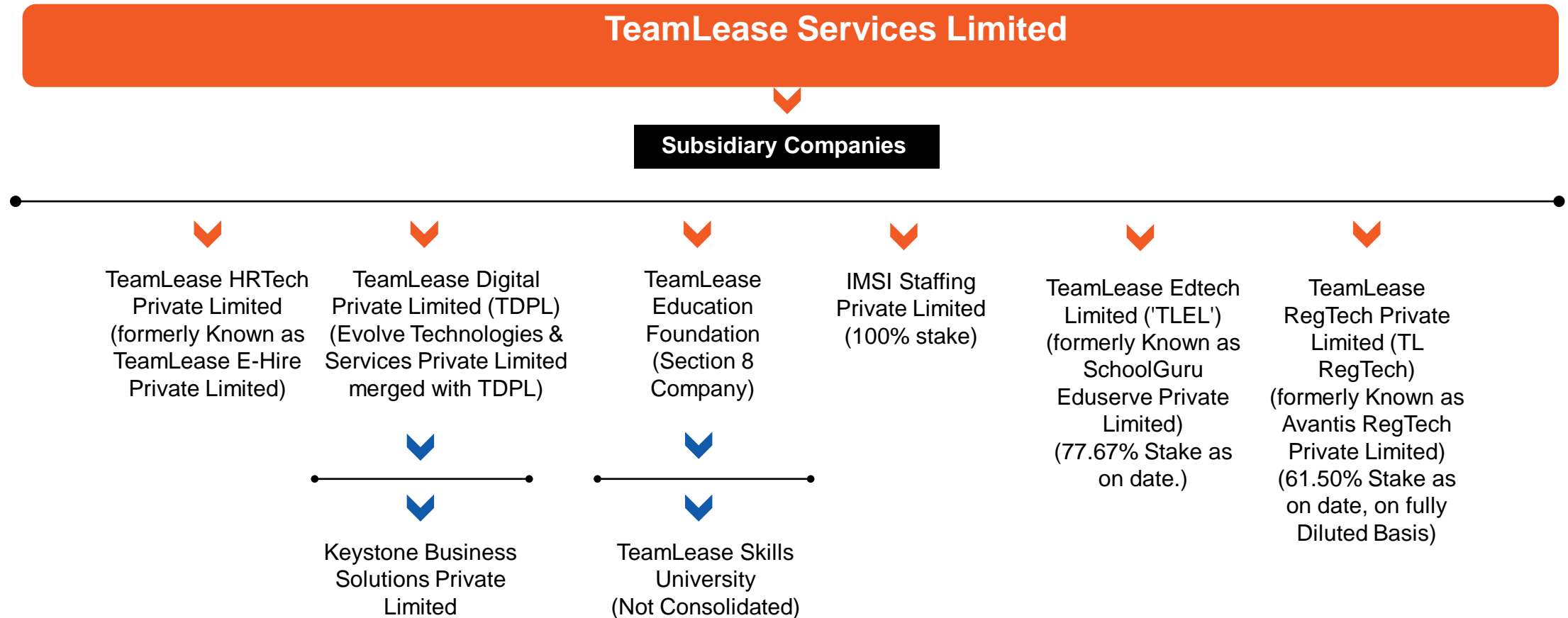


**Capital
Frugality**

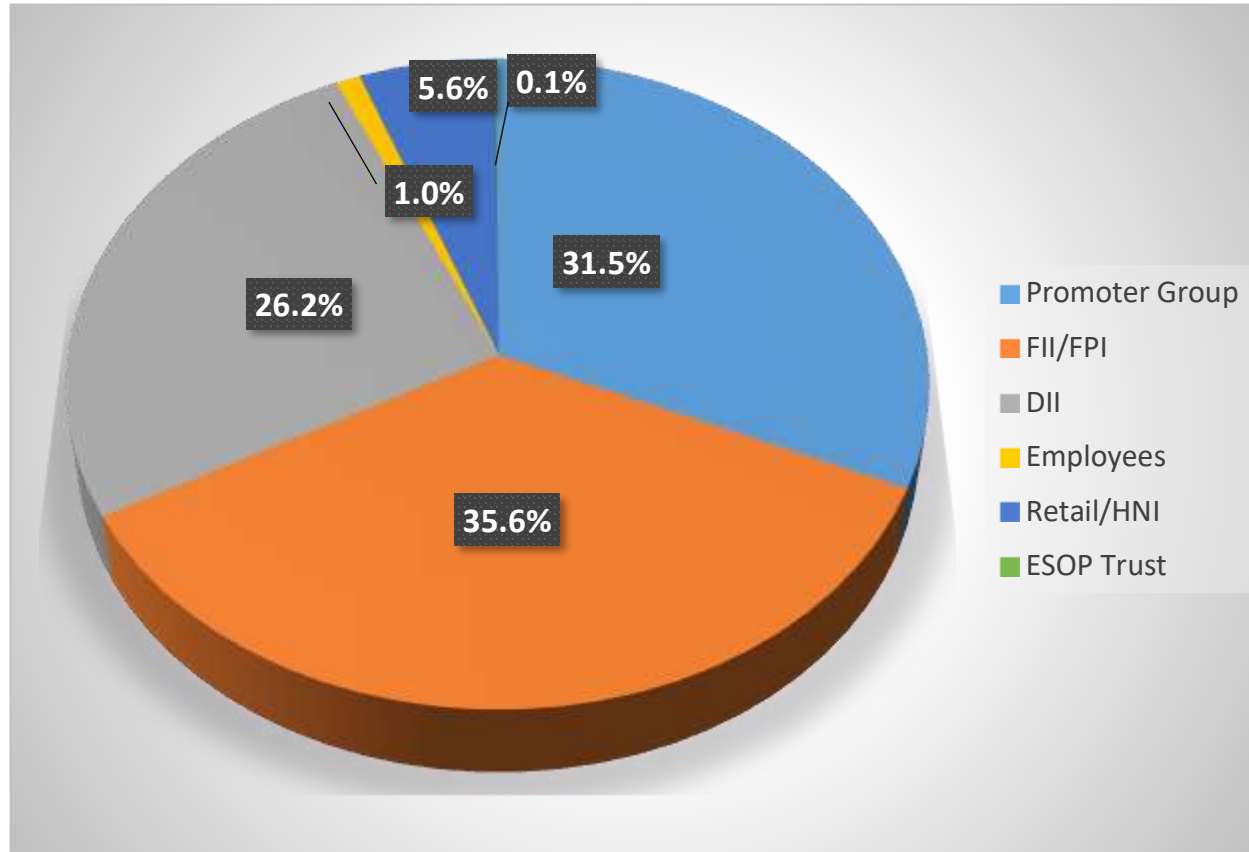


Governance

TeamLease Group Structure



Shareholding Structure



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**THANK
YOU**

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