



Putting India to Work

Press Release

**TeamLease, India's largest staffing Solutions Company
expanding in Rajasthan**

Number one player sees big recruitment potential in Rajasthan

Increasing headcount to 5000 in Rajasthan by 06 -07

Jaipur, November 9, 2006: TeamLease Services Private Limited, India's largest staffing Solutions organization is on a major recruitment spree in Rajasthan. TeamLease currently has 2000 associates in the state and plans to add 5000 more by end of this financial year 06 -07 .

According to the recently released TeamLease Employment Outlook Survey, BFSI, FMCG and manufacturing industries are recruiting. Sales and marketing job profiles are in huge demand within these sectors. Rajasthan has a large resource pool of untapped manpower that matches the skill set requirements of these industries.

According to Rituparna Chakravarty, Vice President, TeamLease Services Private Limited *"Recent trends suggest Corporate are looking for skilled workers on assignment basis rather than hiring employees on their permanent rolls. The changing landscape of the employ market has prompted us to move into Rajasthan in a big way. We plan to spread our reach across tier I and Tier II cities in the next two years where job opportunities would be increasing rapidly."*

Mergers and Acquisitions

India's largest staffing Solutions Company, TeamLease services is on prowl to acquire mid-sized staffing companies specializing in blue-collar employees. TeamLease has already started the due diligence process with four to five companies. The Rs. 480 crore company is planning for the acquisition to increase its presence in the emerging blue collar temp staffing segment. After emerging as leaders in the banking and finance staffing sector, we have identified blue-collar segment as the future growth driver. Hence we are exploring option for an acquisition. Rituparna Chakravarty, Vice President Teamlease Services Private Limited.

TeamLease is looking at critical issues such as whether the company to be acquired complies with labor norms and laws. "Most of these companies are local in operation, specialize in particular industry and have good relationship with clients.



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The move is in line with the company's over all plans to increase the number of blue collar head count from 10% of the workforce to 15% by this fiscal. "The client base for blue collar staffing is also expected to increase from 20 to 50 clients.

TeamLease currently has about 50,000 employees on its roll and has plans to add another 50,000 employees by end of this fiscal. The company is also looking at expanding its presence in the tier II and tier III cities. There is a huge supply of skilled workforce in these markets.

The size of Indian temping industry has been estimated to be about Rs. 4000 crore with total headcount at about 10 lakh people.

The company is on verge of signing an agreement with a leading training institute with a PAN India presence.

These companies earn their revenue by charging their clients a premium on the cost-to-company salary of temps. Typically, the margins in the industry are 10-12%.

TeamLease set to add 1 lakh staff by financial year 2008

India's largest staffing Solution Company TeamLease Services aims to add 1 lakh associates to its temporary employee pool by 2007-2008. With this the company overall temporary employee pool will raise to 1.5 lakh people from its present 55,000. Temps are temporary workers who are on the pay roll of staffing company and work for its client.

The Bangalore based Rs. 480 Crore Company expects to add some 35,000 temps this fiscal. By Financial year 2008 they plan to grow 3 times fuelled by large demand from retail, manufacturing and BFSI sectors. TeamLease expect the expansion plans to significantly add to its top line, which is why the company is targeting a turn over of Rs. 650-680 crore in FY 2007 and Rs. 1000 cr in FY 2008.

A lot of growth is expected from blue collar segment which has 4600 employees and is likely to double by year end.

TeamLease will develop joint specialized training solutions for its temps to reduce the gestation period of temps in a new organization. This will provide significant value addition to clients.

Much of the training focus will be on temps who specialize in sales function. "Sales function contributes to a major portion of our overall temp strength and is likely to grow



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to 50%. TeamLease will also develop soft skill training modules for the blue collar segment in organizational behavior, language and communication.

The permanent staffing segment is also emerging as a potential area for the company with monthly billings of more than Rs. 1 crore.

About TeamLease***

TeamLease is **India's largest staffing solutions** organisation and the **number 1 player in the temporary staffing** industry today. TeamLease has been recognized for having **pioneered** the concept of temporary staffing in India. Currently they have over 54,000 employees on the rolls, presence across 464 locations with 19 offices in India. They are currently **India's second largest private sector employer**, poised to be the largest private sector employer by 2007.

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