

Press Release

Bengaluru, India, August 08, 2017- TeamLease Services Limited (**NSE: TEAMLEASE, BSE: 539658**), one of India's largest staffing companies, today announced its results for the quarter ended June 30, 2017.

(all numbers in Rupees' Crore except Margins)

Particulars	Q1FY18	Q1FY17	YoY Growth %	Q4FY17	QoQ Growth %
Operating Revenue	852.96	687.53	24.1%	816.90	4.4%
EBITDA	13.05	5.09	156%	12.03	8.3%
EBITDA margin (%)	1.53%	0.74%		1.47%	
PBT	16.63	10.02	66%	15.44	7.7%
PBT margin (%)	1.95%	1.46%		1.89%	
Net Profit (PAT)	16.42	6.40	156.4%	33.79	-51.4%
PAT margin (%)	1.91%	0.92%			

Consolidated financial results for the quarter ended June 30, 2017 (Q1FY18):

1. Operating Revenue grew by 24% YoY to ₹ 852.96 crore in Q1FY18 from ₹ 687.53 crore in Q1FY17.
2. Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) was ₹ 13.05 crore for Q1FY18 as compared to ₹ 5.09 crore in the corresponding quarter of the previous year reflecting an year-on-year increase of 156%.
3. Profit Before Tax (PBT) was ₹ 16.63 crore for Q1FY18 as compared to ₹ 10.02 crore in the corresponding quarter of the previous year reflecting an year-on-year increase of 66%. PBT margin has increased to 1.95% in Q1FY18 from 1.46% in Q1FY17.
4. Net profit was ₹ 16.42 crore for Q1FY18 as compared to ₹ 6.40 crore in the corresponding quarter of the previous year reflecting a year-on-year increase of 156.4%.
5. Net profit margin improved to 1.9% in Q1FY18 from 0.9% in Q1FY17.
6. Company continues to avail the benefit available under section 80JJAA of the Income Tax Act, 1961.

Business Update

1. As of June 30, 2017, we had a net increase in associate/trainee headcount by over 18,800 compared to June 30, 2016 and an increase of over 3,500 compared to March 31, 2017.
2. Average mark-up per associate per month increased by 2.4% to ₹ 729 in Q1FY18 from ₹ 712 in Q1FY17 and increased by 3.9% compared to ₹ 702 in FY2017.
3. Our Top 5 and Top 10 clients contributed to 14% and 20% of our net revenue respectively for the quarter ended June 30, 2017, implying a well-diversified mix of client portfolio.
4. Our core employee headcount increased marginally between March 31, 2017 (1,425 employees) and June 30, 2017 (1,467 employees).
5. Our ratio of associates to staffing core employees improved to 204 in Q1FY18 from 176 in Q1FY17.

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Management Comment

Commenting on the results, **Mr. Ashok Reddy, Managing Director, TeamLease Services Limited** said, *“We have delivered another quarter of topline growth coupled with margin improvement. The integration of the acquired businesses has been complete and that along with organic growth have started to yield the necessary results. We continue to explore M&A opportunities in the market for building vertical capability or complementary service offerings. We are well poised with the client base and product range to take advantage of the market opportunities and sustain growth to the future.”*

About TeamLease Services Limited

We are one of India’s leading providers of human resource services with a vision of Putting India to Work. Our services span the entire people supply chain of human resources, covering Employment, Employability and Education. Our Employment services include staffing solutions, recruitment services and compliance services. Our Employability offerings include different types of learning and training solutions for retail, institutional and enterprise customers. We have more than 156,000 employees/associates/trainees with over 1,950 clients across 6,500 locations in India. For more details, visit www.teamlease.com.

Investor contact

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