

**Bengaluru, India, August 09, 2016-** TeamLease Services Limited (**NSE: TEAMLEASE, BSE: 539658**), one of India's largest staffing companies, today announced its results for the quarter ended June 30, 2016.

**Consolidated financial results for the quarter ended June 30, 2016 (Q1FY17):**

1. Gross revenue was ₹ 787.19 crore for Q1FY17 as compared to ₹ 635.26 crore in the corresponding quarter of the previous year reflecting an year-on-year increase of 24%
2. Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) was ₹ 6.20 crore for Q1FY17 as compared to ₹ 4.25 crore in the corresponding quarter of the previous year reflecting an year-on-year increase of 46.0%.
3. Profit Before Tax (PBT) was ₹ 11.05 crore for Q1FY17 as compared to ₹ 7.47 crore in the corresponding quarter of the previous year reflecting an year-on-year increase of 48.0%. PBT margin has increased to 1.6% in Q1FY17 from 1.3% in Q1FY16.
4. Net profit was ₹ 7.36 crore for Q1FY17 as compared to ₹ 4.96 crore in the corresponding quarter of the previous year reflecting an year-on-year increase of 48.4%
5. Net profit margin improved to 1.1% in Q1FY17 from 0.9% in Q1FY16

(all numbers in Rupees' Crore except Margins)

	<b>Q12017</b>	<b>Q12016</b>	<b>Growth %</b>
Gross Operating Revenue	787.19	635.26	24%
Operating Revenue (net of Service Tax)	687.76	566.39	
EBITDA	6.20	4.25	46%
EBITDA margin (%)	0.9%	0.8%	
PBT	11.05	7.47	48%
PBT margin (%)	1.6%	1.3%	
Net Profit (PAT)	7.36	4.96	48%
PAT margin (%)	1.1%	0.9%	

**Business Update**

1. As of June 30, 2016, we had a net increase in associate headcount by over 12,800 compared to June 30, 2015 and increase of over 4,800 compared to March 31, 2016.
2. Average mark-up per associate per month increased by 8.4% to ₹ 712 in Q1FY17 from ₹ 657 in Q1FY16 and increased by 3.5% compared to ₹ 687 in FY2016.
3. We had a net increase in our NETAP trainee headcount by over 9,000 compared to June 30, 2015 and increase of over 2,500 compared to March 31, 2016.
4. Our Top 5 and Top 10 clients contributed to 12% and 18% of our net revenue respectively for the quarter ended June 30, 2016, implying a well-diversified mix of client portfolio.

## Press Release

5. Our core employee headcount remained flat between March 31, 2016 (1,278 employees) and June 30, 2016 (1,273 employees). Per employee productivity index improved during the quarter by virtue of investments made into technology.
6. We made our first foray into IT staffing through the acquisition of ASAP systems that we expect closure on after all the CPs are closed out.

## Management Comment

Commenting on the results, **Mr. Ashok Reddy, Managing Director, TeamLease Services Limited** said, *“The steps we have taken for margin expansion started yielding results and the same can be witnessed in the quarterly results. We believe that the long term and medium term trends are relentless forces that will drive the company forward while we stay true to our core objectives and metrics of sales growth, operating cash flows and capital frugality”.*

## 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 129,000 employees/trainees with over 1,400 clients across 5,000 locations in India. For more details, visit [www.teamlease.com](http://www.teamlease.com).

## Investor contact

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