



 P U T T I N G

B A C K T O W O R K

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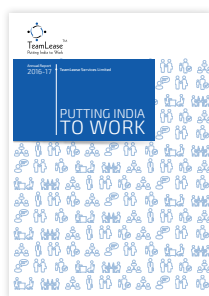
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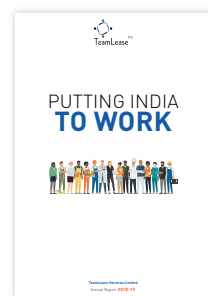
To see the report online please log on to
www.teamleasegroup.com



2016-17



2017-18



2018-19

Forward looking statement

We have exercised utmost care in the preparation of this report. It contains forecasts and/or information relating to forecasts. Forecasts are based on facts, expectations, and/or past figures. As with all forwardlooking statements, forecasts are connected with known and unknown uncertainties, which may mean the actual result deviate significantly from the forecast. Forecasts prepared by the third parties, or data or evaluations used by third parties and mentioned in this communication, may be inappropriate, incomplete, or falsified. We cannot assess whether information in this report has been taken from third parties, or these provide the basis of our own evaluations, such use is made known in this report. As a result of the above mentioned circumstances, we can provide no warranty regarding the correctness, completeness, and upto-date nature of information taken, and declared as being taken, from third parties, as well as for forwardlooking statements, irrespective of whether these derive from third parties or ourselves. Readers should keep this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

The wheels of the economy rotates with its workforce.



It is the skill and talent of the workforce that drives an organization to the zenith of success.

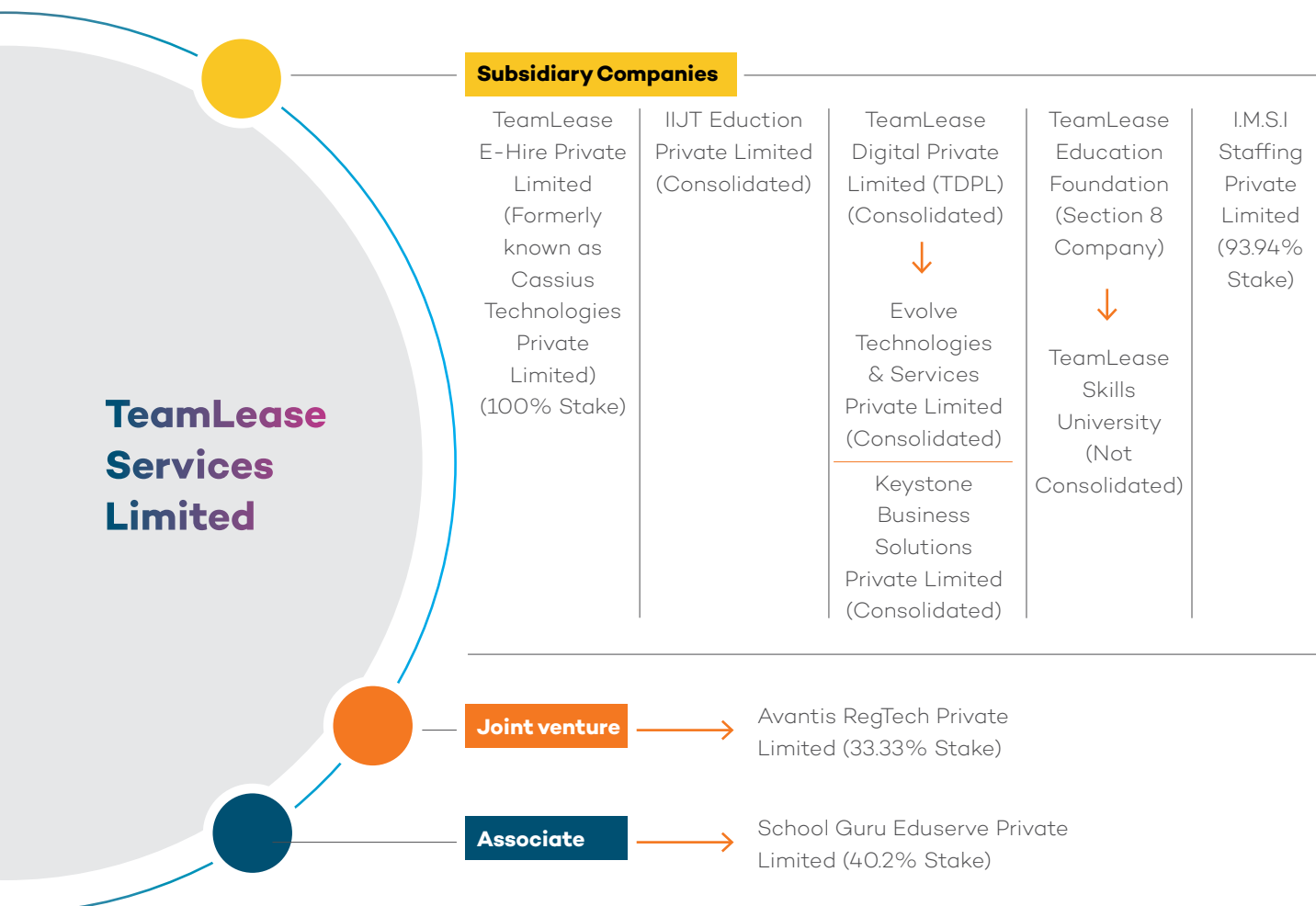
And we, at TeamLease, allow companies to conveniently fulfil this objective.

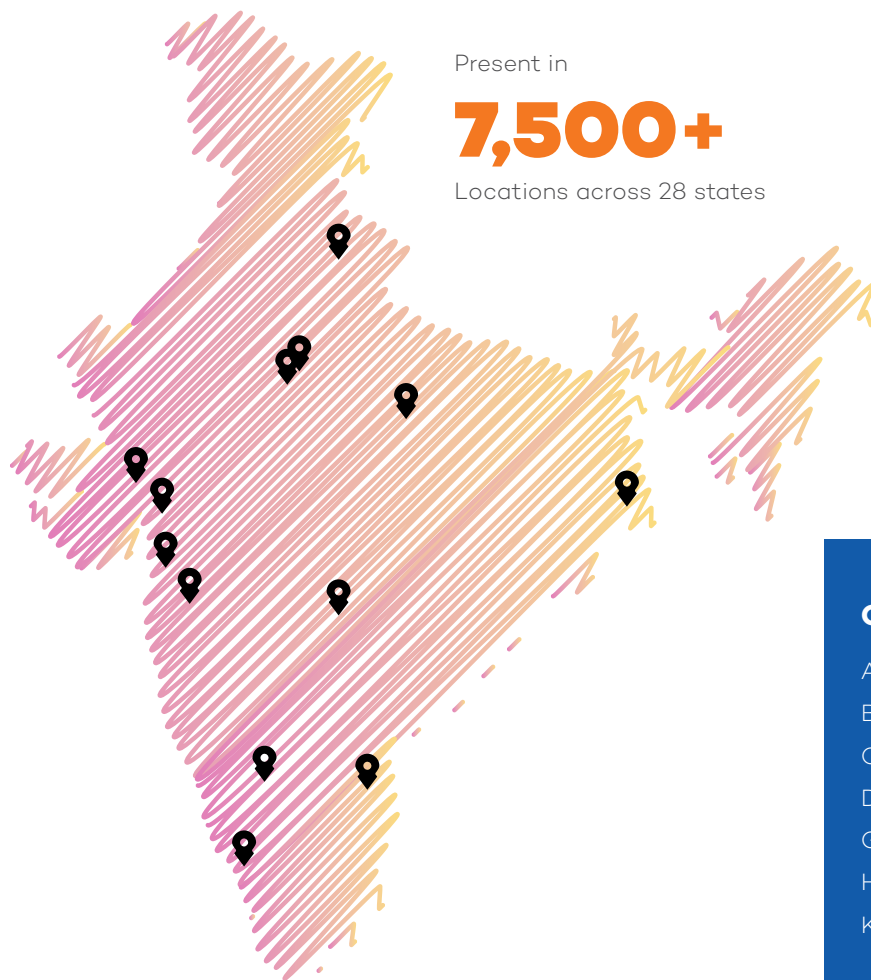
As organizational requirements continue to evolve with rapid technological shifts, the ability to hire and retain right candidates enables TeamLease to create a differentiated position.

Our unique service offerings are designed to cater to varied industry needs and positions us to conveniently serve the requirements of our loyal patrons across the value-chain of human staffing industry.

India's Leading People Supply Chain Company

Founded in 2002, TeamLease Services is among the country's leading human resource providers in the organized sector, offering services and solutions for entire value-chain in putting people back to work.





Present in

7,500+

Locations across 28 states

3,500+

Clients

Our Offices



| | |
|-----------|----------|
| Ahmedabad | Kolkata |
| Bangalore | Lucknow |
| Chennai | Mumbai |
| Delhi | Pune |
| Gurugram | Vadodara |
| Hyderabad | Dehradun |
| Kochi | |

Our sectoral expertise



FMCG



Logistics



Infrastructure



Telecom



Retail



eCommerce



Banking & Finance



Agriculture



Insurance



Engineering



Information Technology



Electrical & Electronics



Agro Chemicals



Manufacturing

Our Offerings

General Staffing

TeamLease Services Limited

161,365

Associates

TeamLease Services Limited

1,764,365

People recruited

#PuttingIndia

TeamLease Digital Private Limited

IT Staffing

2,680+

Associates headcount

Evolve Technologies & Services Private Limited

Telecom Staffing

3,707+

Associates headcount

IMSI IT Infra

1,838

Associate headcount

National Employability Through Apprenticeship Programme (NETAP)

297

Degree courses offered on university campus

244

Diploma courses offered on university campus

50,620

NETAP trainees

Schoolguru

1.5 lakhs+

Students

Avantis RegTech

113+

Clients

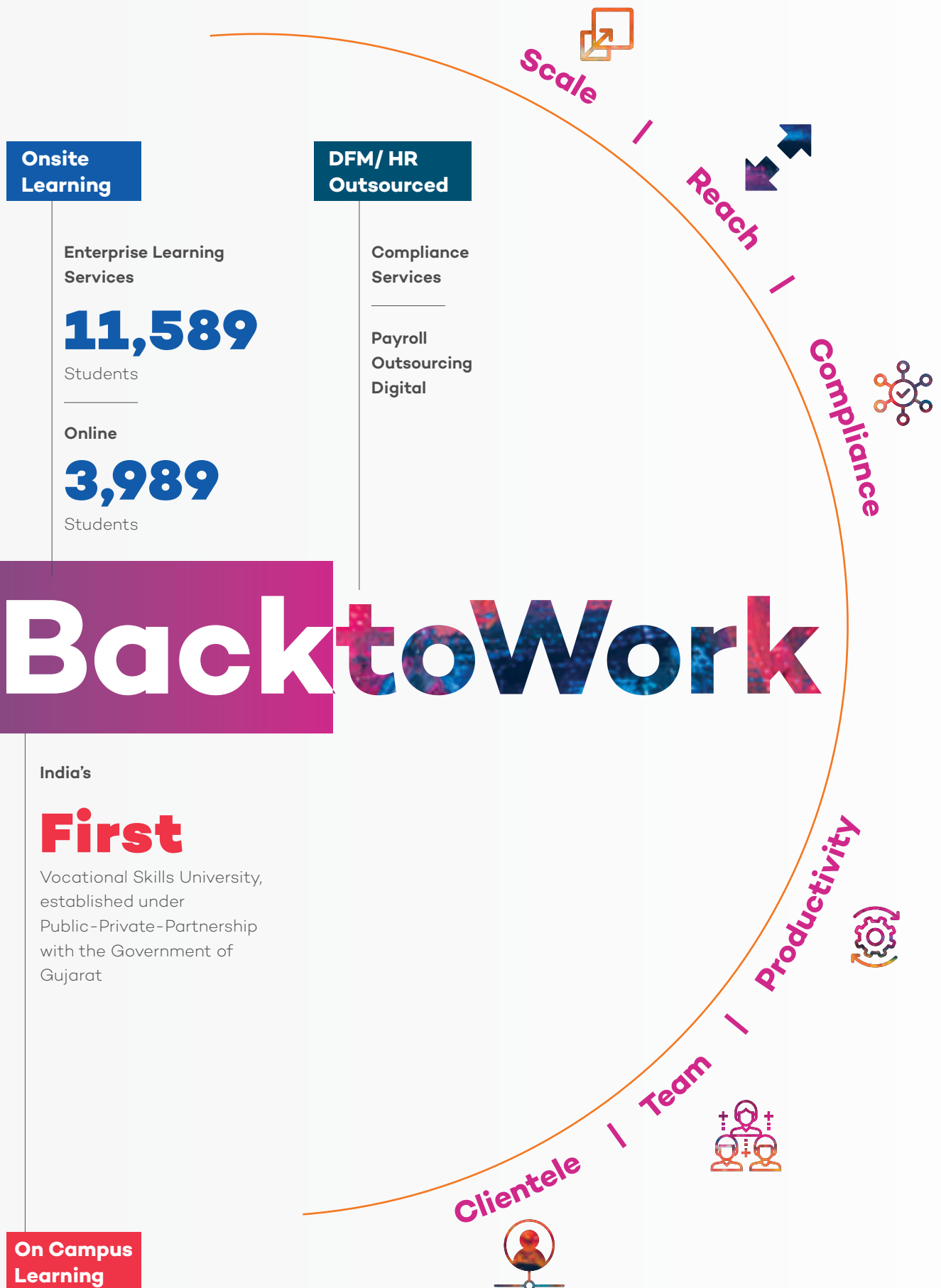
TL.com

20% temp

hiring from TL.com

Specialised Staffing

Learning



Milestones

2002

The Company started operations beginning from four offices with 20 clients and 40 employees

2008

Reached a pan-India presence across multiple locations

Our Company entered into a memorandum of understanding with the Government of Gujarat to establish a private university

2016

Listed on BSE and NSE with the IPO oversubscribed 67 times

Acquired 40% Stake in Online Education Company Schoolguru

2005

Strengthened the technology infrastructure with centralizing the operations in head office at Bengaluru

2009-10

GCIF, GAPL and GIL made investments of ₹ 500 million in our Company

2013

TLSU was established as a university under the Gujarat Private Universities Act

2018

Acquired 33.33% stake in Avantis RegTech which is into compliance SAAS

2019

Acquired IT Staffing vertical of eCentric in April 2019 and IMSI (IT Infra) in November 2019

2006

Reached **30,000+** associates on our rolls

2011

Co-founded the 'Indian Staffing Federation' to professionalise the Indian staffing industry

2014

Classes for TeamLease Skills University commenced

2017

Acquired Keystone business Solutions to strengthen IT Staffing

2007

Started New Service Offerings

GCIF, GAPL, GIL made second round of investments of ₹ 250 million and IAF made investments of ₹ 750 million in our Company

Established public private partnership project named NETAP, for promoting apprenticeship in India

Acquired 30% stake in Freshersworld.com

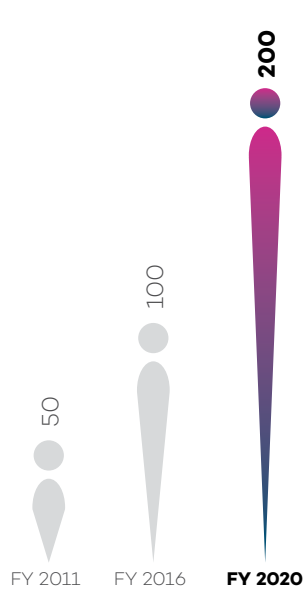
Acquired Evolve Technologies to enter Telecom Staffing Business



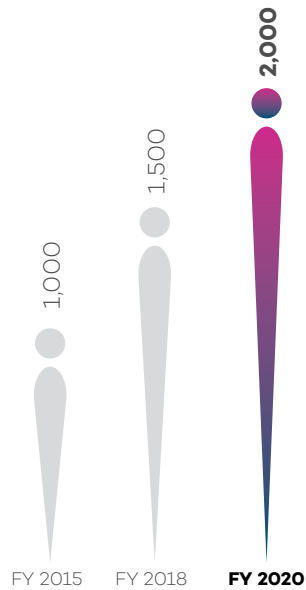
Internal Achievements

Associate Count crossed

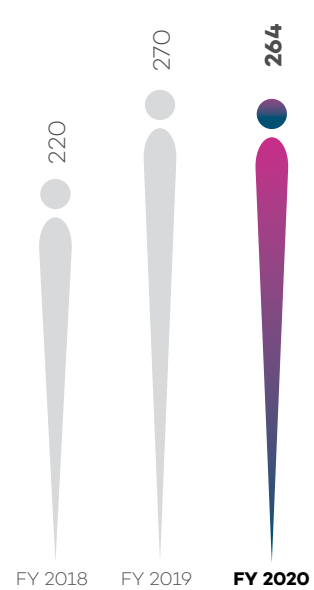
(in '000)



Core Employees

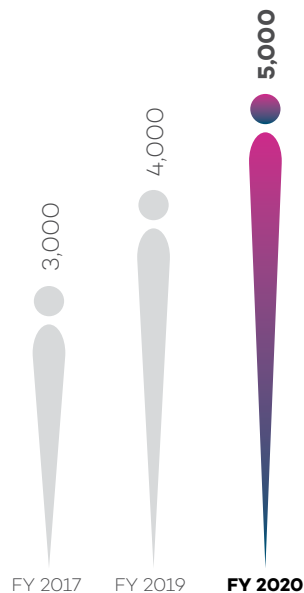


Staffing FTE head count

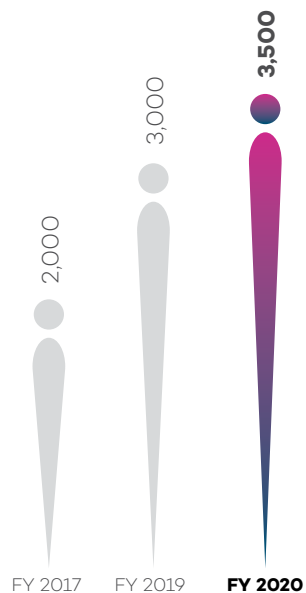


Revenue milestones

(in crore)



Clients added



Chairman's Letter to Shareholders



Dear Shareholders,

The planet, country and your company entered financial year 2020 with a very different look than it exited the year. COVID is a macroeconomic and civilizational cataclysm whose consequences are unmodellable. We are all in the same state, and as can be expected, any crisis simultaneously creates pain and opportunities and COVID will be no different.

At the time of writing this letter two unanswered questions - probably unanswerable - linger over the economic recovery. First, whether we are at the start, middle of end of the virus. Second, whether consumers and companies will

be frugal (save for a rainy day) or be hedonistic (live for today). The contours of the economic recovery - v-shaped, u-shaped, i-shaped or bathtub shaped - will only become clear when the economically debilitating and somewhat blunt economic lockdowns end. Some say this may only be possible when a vaccine emerges. And there is no certainty when it would. Given this uncertainty, this letter is organized into four clusters; macroeconomic challenges, company challenges, opportunities and strategy.

The macroeconomic challenges caused by COVID for financial year 2021 are substantial. These

challenges encompass land, labour and capital but it's important to not confuse the symptoms - Migrant Labour return, MSME solvency, Fiscal deficit, Bank Stress, Wage Freezes, Unemployment, etc - with the disease. COVID has only highlighted India's pre-existing conditions; inadequate financialization, urbanization, industrialization, formalization and skilling.

The challenges caused by COVID for TeamLease arise from its impact on our customers in our three clusters of Employment, Employability and E-workforce. Customers in employment in all three segments