EMERALD FINANCE LIMITED

POWERING FINANCIAL INCLUSION

Investor Presentation Q2 FY27

www.emeraldfin.com

EARLY WAGE ACCESS
Access your earned wages, anytime.

MSME LOANS
Fueling Ambitions. Enabling Growth.

DISTRIBUTION BUSINESS
50+ Lenders. One Platform.

LAUNCHING

Emerald Ekam

Everyday finance in one place

emeraldekam.com

Safe Harbor

Important information about this presentation.

NOT AN OFFER

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For information purposes only.
Please read before proceeding.

Management Commentary: Performance with Integrity

In the words of our Managing Director and Promoter.

"

PERFORMANCE

Q2 FY27 was a quarter of strong, profitable growth. Total income rose 46% year on year to ₹10.07 Cr and PAT rose 47% to ₹5.31 Cr, taking our half-year PAT past ₹10 Cr. Our loan book has grown to ₹131 Cr, backed by disciplined underwriting.

Earned Wage Access is scaling across corporates, our network of 50+ lenders keeps widening what we can offer, and the launch of Emerald Ekam brings salary access, loans, insurance and investments onto one platform. We will keep building Emerald the way we always have: ethical, transparent and customer-first.

Mr. Sanjay Aggarwal

MANAGING DIRECTOR & PROMOTER

Strong performance. Strong values.
Built on trust, delivered with speed.

Emerald Ekam: Everyday Finance in One Place

One platform around the employee: salary access, benefits and more ways to borrow, invest & protect.

CURRENT PRODUCTS



UPCOMING PRODUCTS

General Insurance
Smart protection.

Unified Bill Payments
Pay all bills in one place.

Motor Insurance
Drive with confidence.

Life Insurance
Secure your family's future.

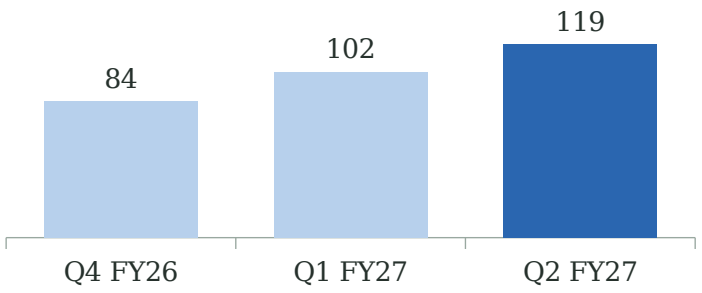
WHY EKAM

- **Earned salary, anytime**
- **Everyday finance, in one place**
- **Happier, more loyal teams**
- **Full HR control & visibility**

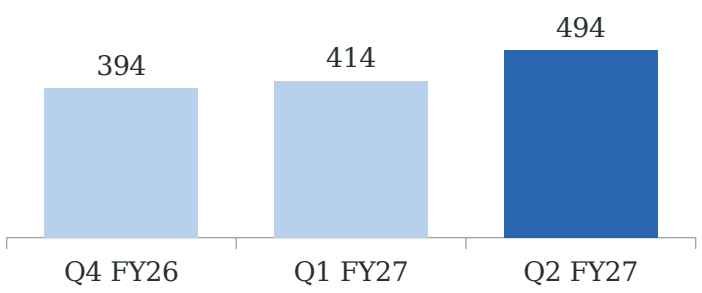
Q2 FY27 Highlights: PAT Up 47% YoY

Gross income ₹10.07 Cr and PAT ₹5.31 Cr, with EWA and MSME interest income at new highs.

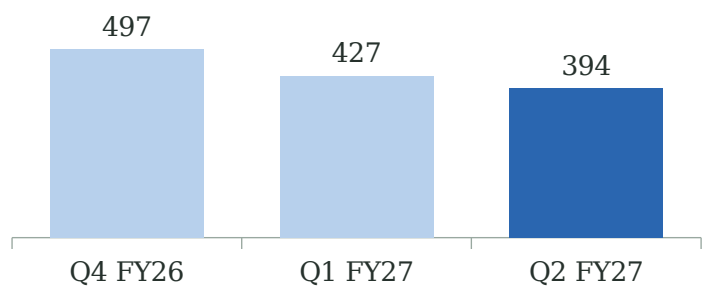
EWA PROC FEE INCOME (₹ L)



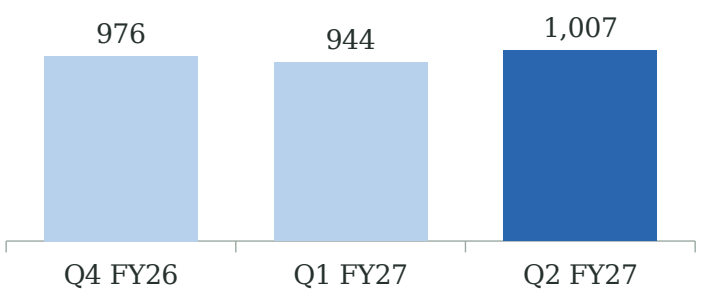
MSME INTEREST INCOME (₹ L)



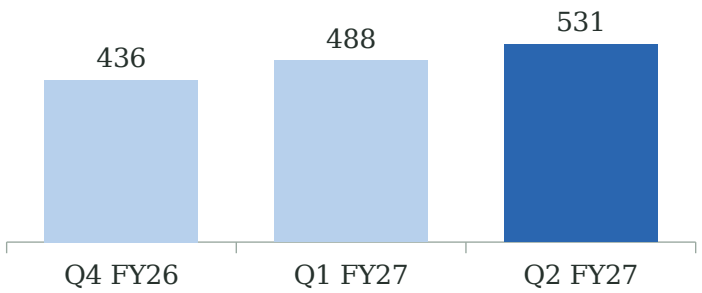
DISTRIBUTION INCOME (₹ L)



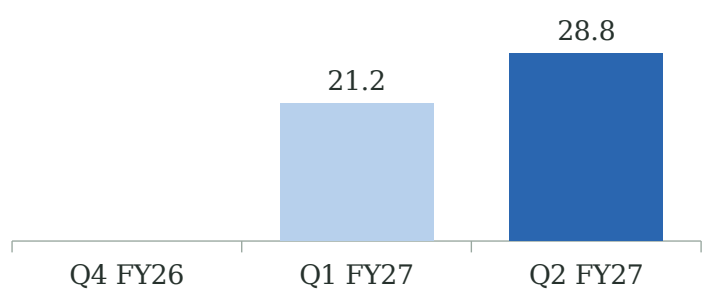
GROSS TOTAL INCOME (₹ L)



PAT (₹ L)



IMPAIRMENT OF ASSETS (₹ L)



Key metrics. Quarter on quarter.
Our performance at a glance.

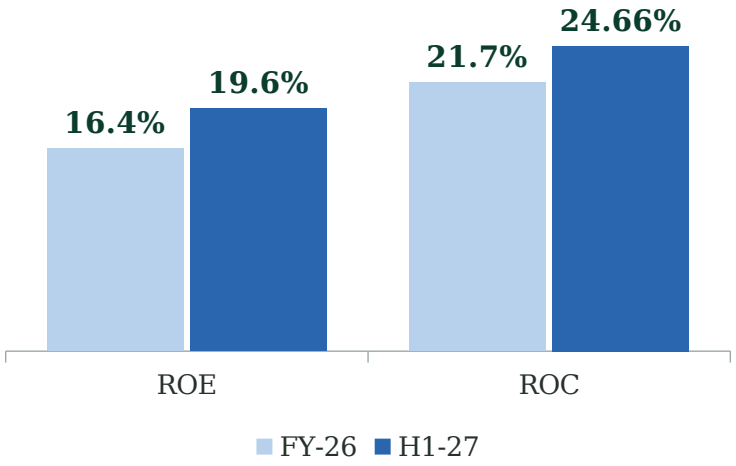
Profitable Growth: Income and PAT by Quarter

Total income up 6.7% QoQ and 45.8% YoY. PAT up 8.8% QoQ and 47.3% YoY.

₹ in Lakhs	Q2 FY27	Q1 FY27	Q2 FY26	QoQ %	YoY %
Gross Total Income	1,007	944	691	6.7%	45.8%
Interest Income	494	414	357	19.3%	38.3%
EWA Proc Fee Income	119	102	54	16.7%	120.4%
Distribution Income	394	427	278	-7.7%	41.7%
PAT	**531**	**488**	**360**	**8.8%**	**47.3%**

Note: Figures in ₹ Lakhs. Components may not add up to the total due to rounding. QoQ and YoY are calculated on unrounded figures.

RETURN RATIOS (%)



ROE 19.6%

ROC 24.66%

Return ratios improved in H1 FY27 vs FY26.

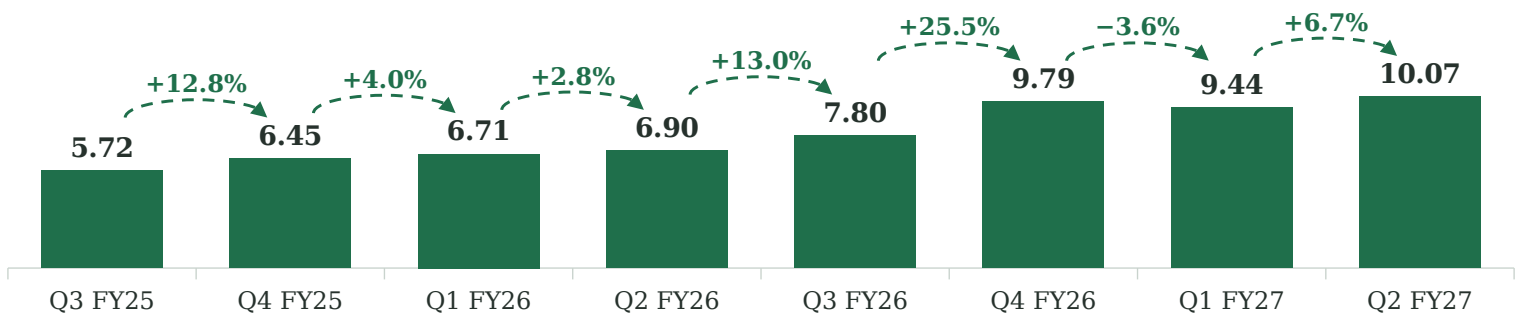
Results that back our story.

Income and PAT, quarter on quarter.

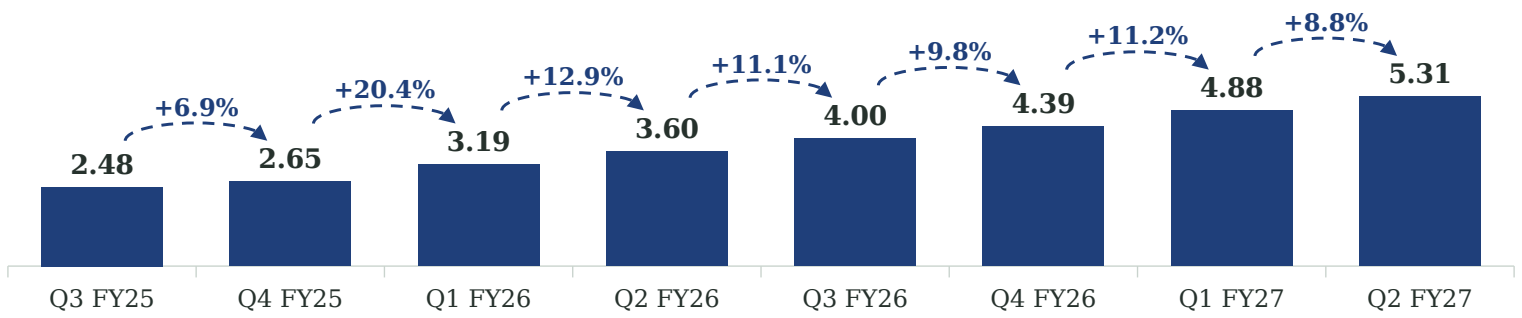
Eight Quarters of Scale: Revenue 1.8x, PAT 2.1x

Consolidated performance | ₹ Crore | Q3 FY25 to Q2 FY27

REVENUE TREND (₹ CRORE)



PAT TREND (₹ CRORE)



Revenue Growth

1.76x

₹5.72 Cr → ₹10.07 Cr

Q3 FY25 to Q2 FY27

PAT Growth

2.14x

₹2.48 Cr → ₹5.31 Cr

Q3 FY25 to Q2 FY27

Scaling revenue and profit.

PAT has grown in every one of the last eight quarters.

EWA FEES: ₹11L TO ₹119L.

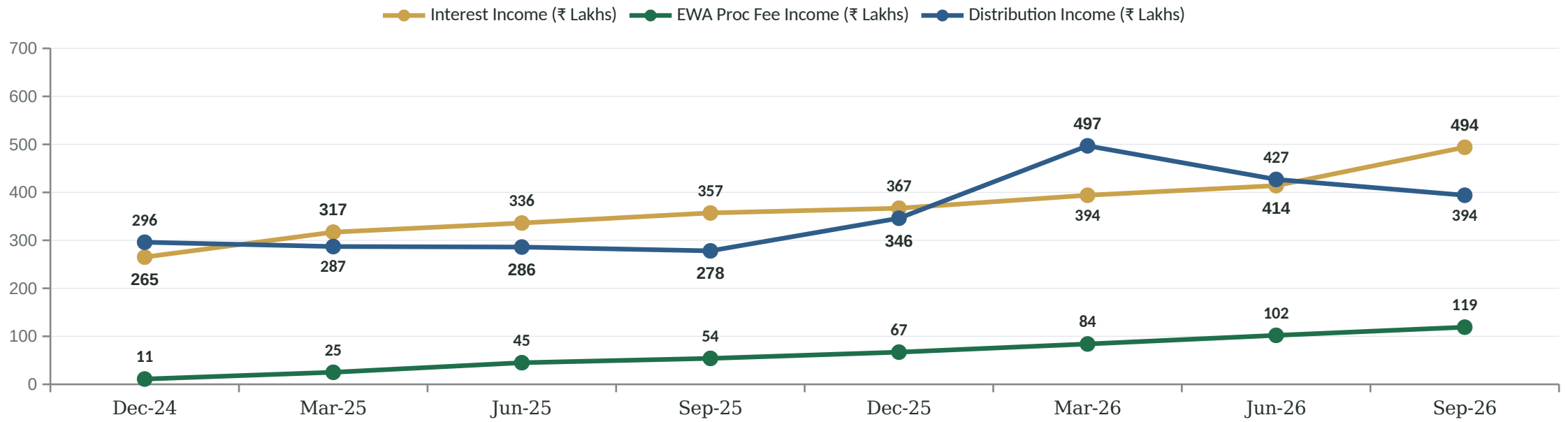
INTEREST AND EWA INCOME AT NEW HIGHS.

Interest and EWA income growing every quarter

Balanced portfolio driving sustainable performance

Strengthening scale and income quality

Income Trend – Last 8 Quarters (₹ in Lakhs)



Interest Income
grew from ₹265L to ₹494L

EWA Proc Fee Income
grew from ₹11L to ₹119L

Distribution Income
grew from ₹296L to ₹394L

Note: Figures in ₹ Lakhs

EMERALD FINANCE

Strong Momentum. Scaling Fast.

EWA is our entry point. Distribution is our advantage. Growth is compounding.

EWA + CROSS SELL



30.50

CRORES

MONTHLY

Powering financial access at scale.

TOTAL CORPORATES



270

CORPORATES

Strong and diverse corporate partnerships.

MONTHLY ACTIVE USERS



5,540

USERS

Growing user base driving engagement.

A PROVEN MODEL.

STRONG TRACTION. SCALABLE FUTURE.

EMERALD FINANCE

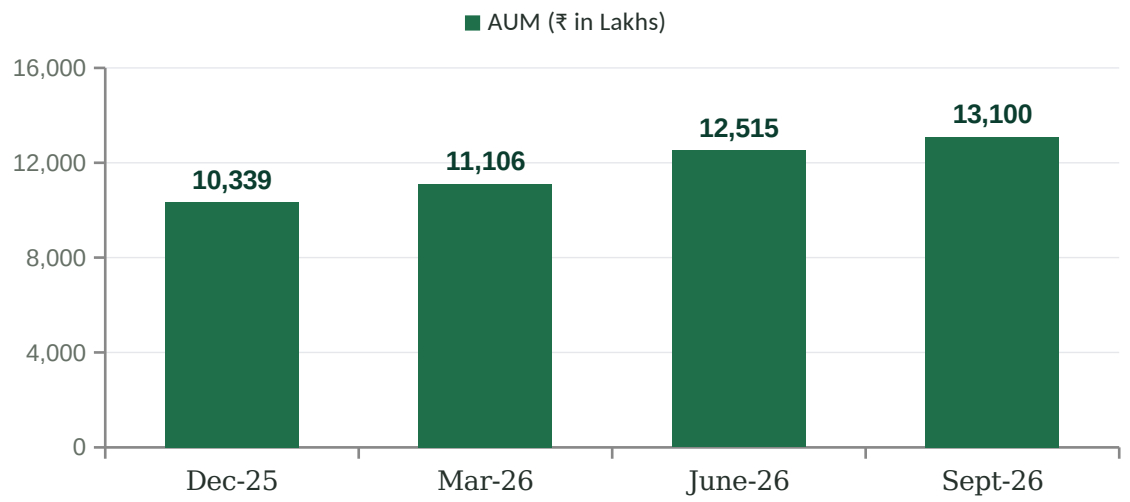
₹131 Cr+ Fueling MSME Growth Across India

₹131 Cr+
Total Disbursed (Cumulative)

18%
Average Lending Rate

₹40 L
Average Ticket Size

AUM TREND (₹ IN LAKHS)



OUR MSME LENDING BUSINESS

- Focused on providing unsecured working capital solutions to MSMEs across India.
- Strong relationships with our customers resulting in repeat business and long term partnerships.
- Flexible and customized financing solutions tailored to diverse business needs.
- Experienced team with deep understanding of MSME sector driving prudent growth.
- Robust credit appraisal and risk management ensuring sustainable portfolio quality.

Note: Figures in ₹ Lakhs

Diversified Lender Base: Strength in Funding

Our lenders, borrowing mix and credit rating.

OUR LENDERS: 3 BANKS · 18 NBFCs

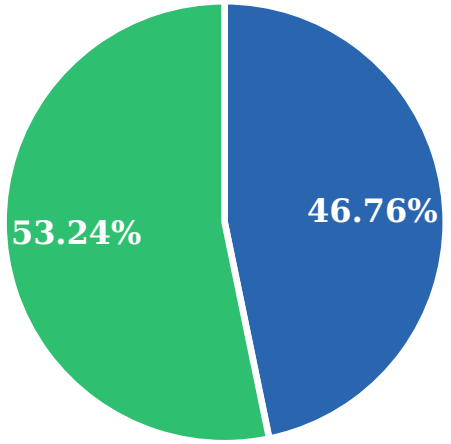
BANKS

- SBI
- ICICI Bank
- Yes Bank

NBFCs

- Axis Finance Ltd
- Alwar General Finance Co. Pvt. Ltd.
- Bajaj Finserv
- Capup Financial Services Pvt. Ltd.
- Exclusive Leasing and Finance Ltd.
- IBL Finance Limited
- Kissandhan Agri Fin. Services Pvt Ltd
- Kiyansh Finance Pvt Ltd
- Laxmi India Finance Ltd
- Mas Financial Services Ltd
- Neeva Swarnam Pvt. Ltd.
- Profectus Capital Pvt. Ltd.
- Punjab Kashmir Finance Bank
- Punjab Reliable Investment Pvt Ltd
- RAR Finance Ltd
- Shine Star Build Capital
- UC Inclusive Credit Pvt. Ltd.
- Usha Financial Services

BORROWING MIX (%)



Banks ₹14.37 Cr | NBFCs ₹16.36 Cr

Total borrowings: ₹30.73 Cr

CREDIT RATING

BBB-

CRISIL

Outlook: [Stable]

As of [date]

Diversified funding. Trusted lenders.
Investment-grade rated (BBB-).

50+ Lenders: Wider Reach

Emerald's lending and distribution ecosystem is built on trusted partnerships across India.

Works with 50+ financial institutions across India

LENDING PARTNERS

SBI · Canara Bank · Axis Finance · Shriram Housing Finance · Yes Bank · Muthoot Finance · RBL Bank

Kotak Mahindra Bank · IDFC First Bank · Chola · Federal Bank · Bajaj Finserv · Bank of Baroda · ICICI Bank

HDB Financial Services · Edelweiss · Tata Capital · Standard Chartered · IIFL Securities · DCB Bank · IndusInd Bank

PACL · Citrus · L&T Finance · PaySense · … many more

50+ Lender Relationships
Wide partner network

Multi-Product Reach
Gold, personal, business, housing

Efficient Sourcing
Quality customer lead flow

Execution at Scale
Conversion and service focus

Partnership-led growth. Distribution at scale.

A broad network of lenders and financial institutions strengthens Emerald's reach, product access and execution capability.

Giving Back. Creating Real Impact.

Our CSR efforts are focused on meaningful support for health, education and underserved communities.



TREATMENT OF CANCER PATIENTS

Supporting access to treatment, care and relief for cancer patients through compassionate and meaningful assistance.



EDUCATION

Promoting learning and opportunity by contributing to education-focused initiatives that help build brighter futures.



DONATION TO THE UNDERSERVED

Extending support to underserved individuals and communities through donations that foster dignity, care and inclusion.

Compassion. Opportunity. Inclusion.

We are committed to creating lasting social impact through responsible and purpose-led initiatives.

Board of Directors: Driving Emerald's Vision

A strong leadership team with diverse expertise, united by a shared commitment to sustainable growth.



Mr. Sanjay Aggarwal

PROMOTER & MANAGING DIRECTOR

EDUCATION

B.Com, DAV College, Chandigarh; Associate Member, ICAI

EXPERIENCE

30+ years in project finance, loan syndication and capital restructuring

CAREER HIGHLIGHTS

Direct Selling Agent for ICICI, Kotak Mahindra and HDFC Bank



Mrs. Anubha Aggarwal — Promoter & Director

Education: Bachelor of Arts and Diploma

Experience: 17+ years in the finance sector

Highlights: Proprietor, Reliance Capital & Financial Services and Eclat Management Services



Mr. Manjeet Kaushik — Director

Education: B.Com, Delhi University; Chartered Accountant (ICAI)

Experience: 9+ years in finance, accounting and business development

Highlights: Managing Partner, MSK & Associates; practising Chartered Accountant since 2012



Mr. Akshay Agarwal — Director

Education: Chartered Accountant.

Experience: 13+ years in audit, GST and indirect taxation

Highlights: Founder, A Akshay & Associates; Director, Satyam Plastic Granules since 2015

Our Strong Management: Our Core Team

A passionate and experienced leadership team driving execution, innovation and growth.



Mrs. Sheetal Kapoor

Chief Financial Officer (CFO)

MBA (Finance) and CMA with 15+ years in finance and accounting. Has overseen financial operations since 2011.



Mrs. Gurmeet Kaur

Chief Risk Officer (CRO)

30+ years in consumer finance risk management. Previously senior roles at Bajaj Finance, Fullerton India and Citi Financial.



Mr. Talin Aggarwal

Head of Partnerships

MBA (ISB) with 5+ years in product and strategy. Leads technology partnerships and strategic initiatives.



Mrs. Amarjeet Kaur

Company Secretary

23+ years of experience; Commerce graduate, Panjab University. Manages compliance, governance and regulatory matters.



Ms. Amanpreet Sodhi

Business Head

20+ years in banking with ICICI Bank and IDBI Bank. Expertise in corporate and retail sales and channel management.

EMERALD FINANCE

THANK YOU.

TOGETHER, WE GROW.

Grateful for your trust. Excited for the journey ahead.

Stronger together. ***Building a better tomorrow.***

www.emeraldfin.com