



EMERALD FINANCE LIMITED

POWERING FINANCIAL FLEXIBILITY



For Businesses
Driving Growth



For Employees
Enhancing Well-being



Built on Trust
Driven by Technology

 Secure
& Compliant

 Fast
& Efficient

 Digital First
Experience



BUSINESS LOANS

Fueling Ambitions.
Enabling Growth.



PERSONAL LOANS

Funds for every
moment that matters.



EARLY WAGE ACCESS

Access your earned
wages, anytime.



 www.emeraldfin.com

COMPANY OVERVIEW

COMPANY SNAPSHOT. AT A GLANCE.

A diversified financial platform focused on lending, distribution and earned wage access.



Nearly 30 years in financial services



COMPANY TYPE

BSE Listed
Non-Banking Financial
Company (NBFC)



CORE VERTICALS

- Lending
- Loan Distribution
- Earned Wage Access (EWA)



LENDER PARTNERSHIPS

Works with 40+ Financial
Institutions PAN India

Enabling broad product access
through a strong partner network.



PLATFORM STRENGTH

Distribution-led model
Pan-India reach
Technology-enabled execution

KEY PRODUCTS



EARNED WAGE ACCESS (EWA)

Access earned
salary anytime



GOLD LOAN

Secure loans
against gold



PERSONAL LOAN

Quick credit for
personal needs



BUSINESS LOAN

Capital for
business growth



HOME LOAN

Finance for your
dream home



Integrated model. Trusted partnerships. Multiple growth engines.

Emerald Finance combines lending, distribution and EWA to build long-term value.



SALARIES DON'T MATCH REAL-LIFE CASH NEEDS

The mid-month cash gap is a daily reality for millions of employees



High Dependence on Costly Credit

Employees turn to credit cards, personal loans or informal lending at high cost



Financial Stress & Anxiety

Cash gaps lead to stress, affecting well-being and financial health



Impact on Employers & Economy

Lower productivity, higher attrition and reduced financial resilience across the workforce



A SIMPLE PROBLEM — BUT AT MASSIVE SCALE

THE SOLUTION

EWA: ACCESS EARNED SALARY ANYTIME

Earned Wage Access (EWA) gives employees the flexibility to access what they've already earned, before payday.



INSTANT ACCESS

Access earned salary in real-time



AFFORDABLE

Lower cost than credit cards or personal loans



100% DIGITAL

Seamless, paperless experience



SECURE & TRUSTED

Employer-verified, data-secured



BETTER FOR EMPLOYEES. BETTER FOR EMPLOYERS. BETTER FOR BUSINESS.



Employees get financial relief and peace of mind



Employers improve well-being, retention and productivity



Businesses unlock a high-engagement channel for growth



OUR BUSINESS MODEL

A WIN-WIN-WIN MODEL POWERED BY EWA

Our EWA platform creates a seamless ecosystem that delivers value to employees, employers and our business.




The Emerald Finance Advantage




TECHNOLOGY-FIRST
Proprietary platform for seamless, secure and scalable EWA distribution



RISK & COMPLIANCE
Employer-verified, data-secured and fully compliant



DISTRIBUTION AT SCALE
Embedded into payroll ecosystems for mass adoption



DATA-DRIVEN GROWTH
Insights that power personalization and cross-sell



CAPITAL EFFICIENT
Asset-light model with strong unit economics and high scalability

OUR GROWTH STRATEGY

SCALE EWA. DEEPEN RELATIONSHIPS. EXPAND VALUE.



EXPAND EWA ADOPTION

Grow awareness and adoption.



DEEPEN EMPLOYER PARTNERSHIPS

Stronger integrations, deeper relationships.



EXPAND VALUE-ADDED SERVICES

Offer more products that employees need.



DEEPEN DISTRIBUTION AT SCALE

Reach more employers and employees efficiently.



BUILD DATA MOAT & TECH ADVANTAGE

Use data and technology to drive better outcomes.

KEY ENABLERS



TRUST & COMPLIANCE

Secure, compliant, employer-verified.



STRONG PARTNERSHIPS

Built with payroll providers and enterprises.



TECHNOLOGY & AUTOMATION

Scalable, secure and future-ready platform.



DATA & INSIGHTS

Actionable insights that drive better decisions.



OUR GOAL: Build a large, engaged ecosystem and become the **default financial wellness partner** for every employer.



More Value. More Products. One Relationship.

Expanding wallet share by cross-selling relevant financial products to our EWA customers

Cross-Selling to EWA Customers

CURRENT PRODUCTS



Personal Loan

Quick access to funds for personal needs.



Gold Loan

Secure loans against your gold.



Home Loan

Affordable financing for your dream home.



Business Loan

Fuel your business growth with flexible credit.

EMERALD
FINANCE



Serving EWA customers
with more ways to
borrow, invest & protect.

UPCOMING PRODUCTS



Health Insurance

Comprehensive healthcare coverage for peace of mind.



General Insurance

Protect what matters with smart insurance solutions.



Small Ticket Mutual Fund

Start small. Invest regularly.
Build wealth over time.



Digital Gold and Silver

Invest in digital gold & silver seamlessly and securely.



Building lifelong relationships
by meeting more needs,
growing together.



Deeper Relationships
Stronger engagement
through more value.



Higher Wallet Share
More products.
More opportunities.



Sustainable Growth
Diversified revenue.
Long-term impact.

STRONG MOMENTUM. SCALING FAST.

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

EWA + CROSS SELL



22
CRORES
MONTHLY



Powering financial
access at scale.

TOTAL CORPORATES



214
CORPORATES



Strong and diverse
corporate partnerships.

MONTHLY ACTIVE USERS



4,000
USERS



Growing user base
driving engagement.



A PROVEN MODEL.
STRONG TRACTION. SCALABLE FUTURE.



Strong Distribution Partnerships

Diverse offerings. Trusted relationships. Scalable execution.

Why Partners Choose Emerald



40+ Lending Relationships

Wide partner network across key retail loan categories.



Multi-Product Reach

Gold, personal, business, education, housing and more.



Efficient Sourcing

Strong customer acquisition and quality lead flow.



Execution at Scale

Process-driven distribution with focus on conversion and service.



Strong partnerships with 40+ lenders

Collaborating with leading lenders to deliver diverse and reliable financial solutions.



Sustainable distribution model

Built on trusted relationships, efficient execution, and scalable growth.



Broad Product Coverage



Trusted Lender Network



Scalable Distribution



Customer-Centric Approach



Built on trust. Driven by partnerships.

Delivering value through strong execution.

STRATEGIC PARTNERSHIPS

STRONG ALLIANCES. WIDER REACH.


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



Works with **40+**
financial institutions
across India

-  Diversified partner base
-  Pan-India coverage
-  Multi-product distribution

LENDING PARTNERS

						
						
						
				... many more		



Partnership-led growth. Distribution at scale.
A broad network of lenders and financial institutions strengthens Emerald's reach, product access and execution capability.



Scaling the Distribution Engine

Four growth levers to accelerate scale and drive long-term value



01

Expand Employers

Onboard more organizations across sectors to widen our reach and customer base.



02

Increase Activation

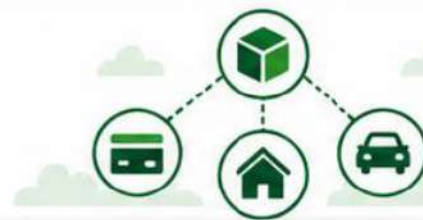
Drive higher user registration and product activation within our network.



03

Add Products

Introduce and expand relevant financial products to meet evolving customer needs.



04

Deepen Cross-sell

Leverage relationships and data to offer more products to more customers.



More employers. More engagement. More products.
Stronger cross-sell. Sustainable scale.

MSME Lending Business



Focused MSME financing

Dedicated financing solutions to empower India's MSMEs.



Strong demand driven by working capital needs

Consistent demand fueled by the ongoing need for liquidity and business growth.



Opportunity to cross-sell from EWA base

Leverage existing EWA relationships to expand lending penetration.



High yield segment with scalable potential

Attractive returns with significant room for sustainable scale.



Fueling ambition.
Financing the backbone of India.



Why Emerald Wins

A differentiated model built for scale, efficiency, and sustainable growth.



Customer Acquisition Engine

Leverage employer relationships to acquire customers at scale and at lower cost.



Distribution-Led Model

A unique distribution-first approach that creates a sustainable competitive advantage.



High-Quality Salaried Users

Access to pre-qualified, salaried users with stable income and strong credit potential.



Multiple Monetization Layers

Diversified products and cross-sell opportunities drive higher wallet share and long-term value.



Stronger model. Smarter growth.
Built to lead. Built to last.

Technology Backbone

Built for scale. Designed for speed. Engineered for reliability.



API-Driven Infrastructure

Modern, modular APIs power seamless integrations and faster innovation.



Real-Time Disbursement

Instant processing and real-time disbursement for better customer experience.



Scalable Cloud Systems

Secure, resilient, and elastic cloud architecture built to scale with our growth.



Secure. Scalable. Smart.
Technology that drives impact.



Consistent Quarterly Growth in Revenue & PAT

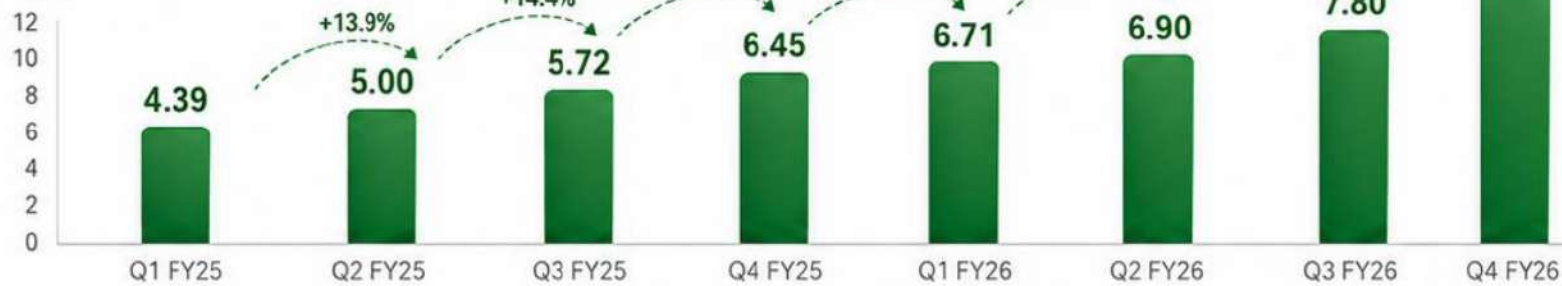
Consolidated performance | ₹ Crore | Q1 FY25 to Q4 FY26



Revenue Trend

(₹ Crore)

₹ Crore



PAT Trend

(₹ Crore)

₹ Crore



Q1 FY25 to Q4 FY26
Total Growth



Revenue Growth

2.23x

₹4.39 Cr → ₹9.79 Cr



PAT Growth

2.57x

₹1.71 Cr → ₹4.39 Cr



8-quarter upward trajectory

Revenue and profitability have both increased steadily over the last 8 quarters.

PROFITABILITY & GROWTH TRENDS

Consolidated basis | FY24 to FY26



ROCE

EBIT / Avg. Capital Employed



ROE

PAT / Avg. Shareholders' Equity



Consolidated Total Income

(₹ Cr)



Consolidated Net Profit

(₹ Cr)



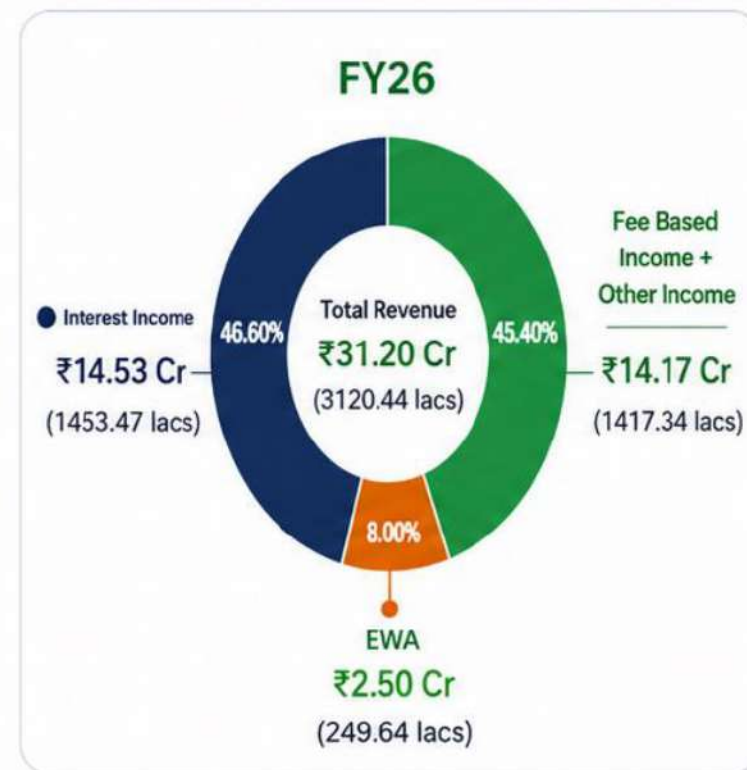
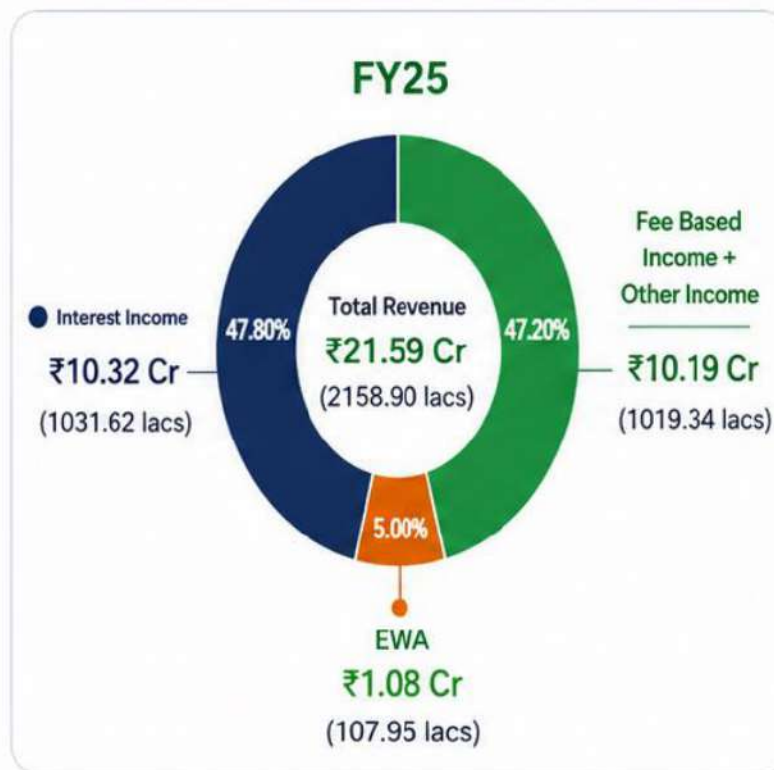
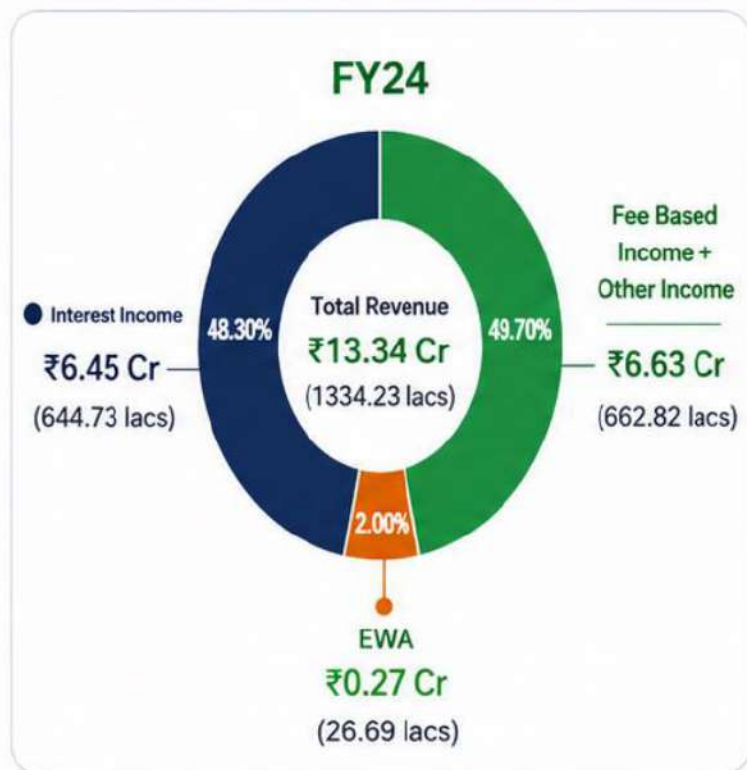
Improving returns and sustained earnings growth reflect Emerald's scalable, asset-light model.



All figures are on a consolidated basis.

Revenue Mix

Consolidated performance | ₹ Crore & Lacs | Full-Year



Interest Income



Fee Based Income + Other Income



EWA

BALANCE SHEET STRENGTH

KEY LEVERAGE & PROFITABILITY METRICS

Consolidated basis | FY26 | ₹ Crore unless stated otherwise

Controlled leverage. Strong margins. Scalable base.

Debt / Equity Ratio

0.17x

Implied Debt: ₹17.05 Cr

Implied Equity: ₹98.80 Cr

A conservative leverage profile gives headroom to scale lending while retaining balance-sheet flexibility.

Shareholders' Equity

₹98.80 Cr

FY26 consolidated

Debt as % of Capital

14.80%

Debt / Capital employed

Capital Employed

₹120 Cr

FY26 base

PBT Margin

65.30%

PBT / Total income

PAT Margin

48.7%

PAT / Total income

CRISIL Rating

BBB-

Upgraded from BB+



Strong balance sheet. Controlled leverage. Improving credit profile.

Emerald Finance combines prudent leverage, healthy margins and an improving rating profile to support scalable growth.



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

Graduate in Commerce, DAV College, Chandigarh; Associate Member, Institute of Chartered Accountants of India (ICAI)



Experience

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



Career Highlights

ICICI Bank Ltd, Kotak Mahindra Bank Ltd, HDFC Bank Ltd (Direct Selling Agent)



Mrs. Anubha Aggarwal
Promoter & Director



Education

Bachelor's Degree in Arts and Diploma



Experience

Over 17 years in the finance sector



Career Highlights

Proprietor, Reliance Capital & Financial Services and Eclat Management Services



Mr. Manjeet Kaushik
Director



Education

Commerce Graduate, Delhi University; Master's Degree in Accounting and Finance, The Institute of Chartered Accountants of India.



Experience

Over 9 years in Management, Finance, Accounting, Business Development, and Financial Analysis.



Career Highlights

Managing Partner, MSK & Associates; Expertise in Management, Finance, Accounting, Business Development, and Financial Analysis. Practicing Chartered Accountant since 2012.



Mr. Akshay Agarwal
Director



Education

Chartered Accountant.



Experience

Over 13 years in Audit, Goods & Service Tax, Indirect Taxation, and Management Information Systems.



Career Highlights

Founder, A Akshay & Associates; Director, Satyam Plastic Granules Private Limited since 2015; Expertise in Income Tax Act, Companies Act, Audit, and Accounting Standards.

Key Personnel: Our Core Team

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



Mrs. Sheetal Kapoor
Chief Financial Officer (CFO)



Experience

With an MBA in Finance and a CMA, Mrs. Sheetal Kapoor brings over 15 years of finance and accounting experience to her role, overseeing the company's financial operations since 2011.



Mrs. Gurmeet Kaur
Chief Risk Officer (CRO)



Experience

Mrs. Gurmeet Kaur has over 30 years of expertise in Consumer Finance Risk Management, previously working with top institutions like Bajaj Finance, Fullerton India and Citi Financials at senior levels, and was responsible for managing lending risks.



Mr. Talin Aggarwal
Head of Partnerships



Experience

MBA from ISB with more than 5 years of experience in product development and strategy. Leads technology partnerships and drives strategic initiatives for scalable growth.



Mrs. Amarjeet Kaur
Company Secretary



Experience

With over 23 years of experience and a Commerce degree from Panjab University, Mrs. Amarjeet Kaur manages compliance, corporate governance and regulatory matters, having previously worked with several notable companies.



Ms. Amanpreet Sodhi
Business Head



Experience

Over 20 years of banking experience with ICICI Bank and IDBI Bank. Expertise in corporate and retail sales with a proven track record of managing corporate channels and driving business growth.

CSR INITIATIVES

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.



KEY TAKEAWAYS

STRONG TODAY. STRONGER TOMORROW.

Our momentum is real. Our focus is clear.



ROBUST MOMENTUM

Strong disbursements, expanding partner base and growing cross-sell engine.



SCALABLE FOUNDATION

Diverse employers, technology-led platform and efficient distribution position us for scale.



CLEAR STRATEGY

Deepen relationships, expand across Tier 2-Tier 6 markets and build the next-gen platform.



TECHNOLOGY EDGE

Data, automation and seamless experience drive efficiency and sustainable growth.



LONG-TERM VISION

To be India's most trusted partner for financial well-being at work.



Strong foundation. Clear priorities. **Scalable growth.** Sustainable future.

We are well-positioned to create lasting value for all our stakeholders.

THANK YOU. TOGETHER, WE GROW.

Grateful for your trust. Excited for the journey ahead.



STRONG PARTNERSHIPS

Built on trust.
Focused on impact.



SUSTAINABLE GROWTH

Creating long-term
value for all.



INNOVATIVE SOLUTIONS

Technology-led.
Customer-first.



SHARED SUCCESS

Your growth.
Our purpose.



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

Let's continue this journey of growth and impact.