

INVESTOR RELATIONS 2026

No.1 Intelligent SRM Solutions Provider 'EMRO'



Disclaimer

#1 Intelligent SRM Solutions Provider KOSDAQ listed company 'EMRO'

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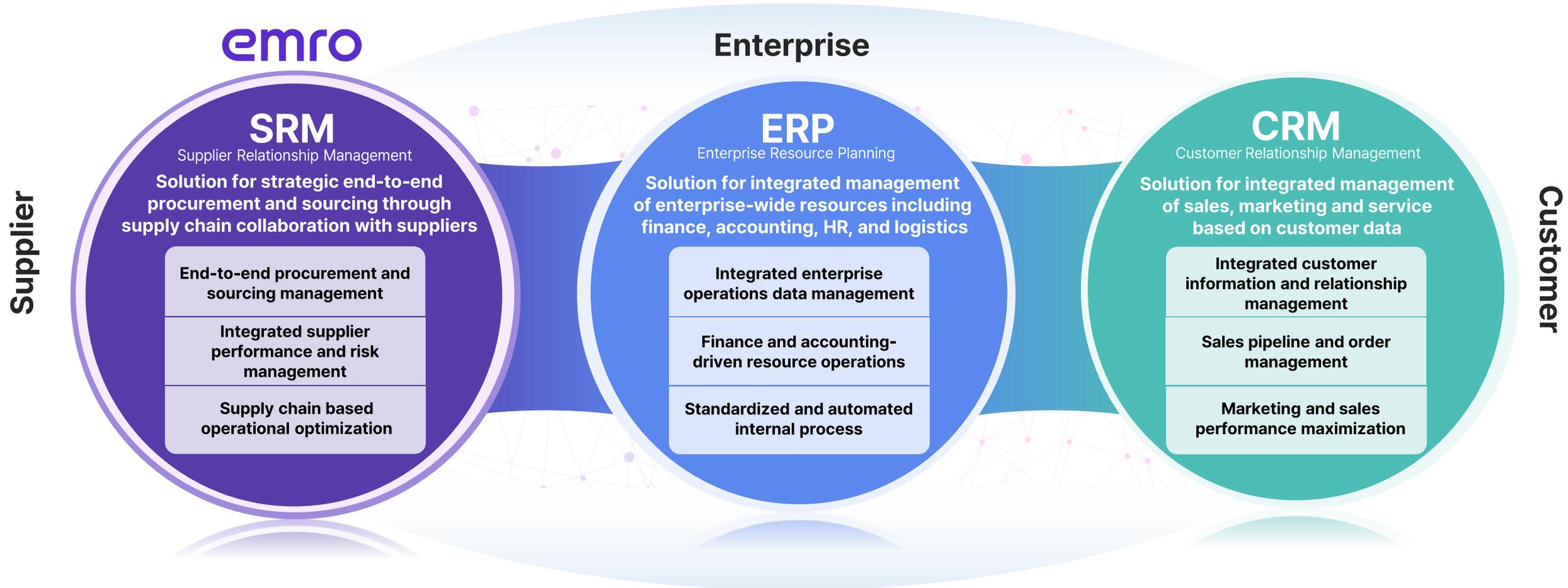
Appendix.

Chapter 1.

Business Overview

1. Enterprise Operations Management Suite
2. Corporate Identity
3. Line of Business
4. Drivers Behind SRM SW Adoption
5. Compelling Business Model
6. Our Offering
7. AI SW Business Performance

Enterprise Operations Management is anchored on three foundational pillars – SRM, ERP, and CRM. Among these, Emro delivers Korea’s No.1 SRM solution, recognized for Best-in-Class supply chain collaboration and operational excellence



The world's best-in-class SRM software company



No.1 AI-driven SRM Solutions Provider in Korea

No.1 in customer adoption

580+ Customers

1,600+ Projects

The most sophisticated specialties

26+ Years

400+ Experts

Unrivaled technical expertise

- Global web standards
- AI/ML
- Cloud native
- C&M¹⁾ architecture
- Large data processing
- Advanced search engine

1) Configurable and Modular

Delivering disruptive innovation in the end-to-end procurement process, powered by SRM and AI-driven Digital Transformation(DX) solutions, and cloud-based SaaS service



SRM solution

Comprehensive E2E procurement coverage
Integrated SRM solution

- Seamless coverage from product development to settlement
- Rigorous supplier management
- Empowering competitiveness through cost reduction



AI-based intelligent DX solution

A proven and AI-driven
Innovative procurement solution

- Proven procurement-specific AI for automation & efficiency
- Advanced data models & algorithms
- Extensive AI use cases



Cloud-based SaaS service

Agile and efficient
Cloud SaaS service

- Streamlined SaaS-based procurement for efficiency and speed
- Flexible, tailored add-on capabilities
- Robust security and stability



Procurement-specialized platform

The platform for procurement professionals
BUYBLE

- Curated procurement news, thoughts leadership & learning contents
- The premier community exclusively for procurement professionals

◆----- Available in both on-premise & private SaaS -----◆

Driving procurement transparency, productivity, and cost optimization with EMRO's SRM solutions

→ Strengthen procurement competitiveness and enable efficient SRM



Transparency

- Process standardization & history management
- Embedded compliance in procurement systems
- Real-time procurement tracking & visibility



Productivity

- **50% faster task execution and 30% lower processing costs**
- Faster search & utilization of procurement data
- Shortened bidding process time
- Reduced contract costs and time via e-contract system



Efficiency

- **3~5% procurement cost savings**
- Driving fair competition with optimal sourcing
- Price optimization through structured cost comparison
- Enhanced purchasing & negotiation power via enterprise-wide consolidation

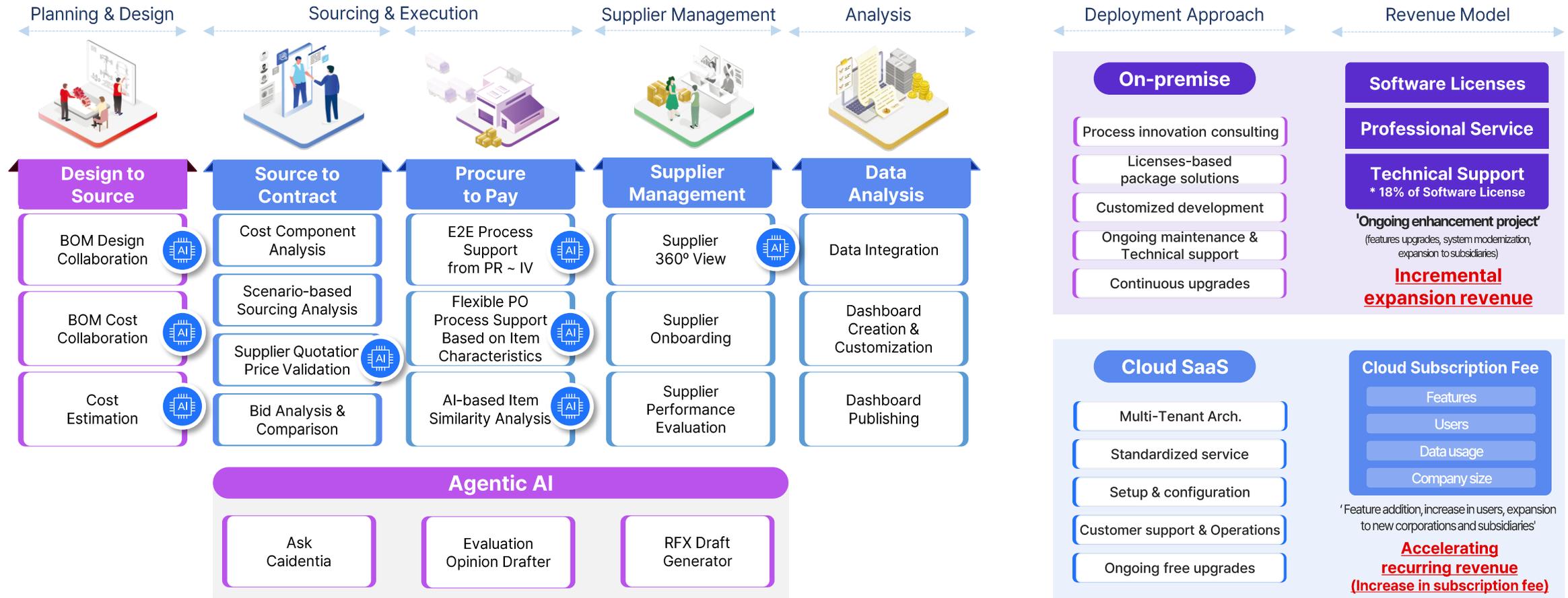


Data assetization

- **Accumulate and manage master data and transaction data**
- Provide 'golden source' of procurement business
- Support strategic decision for procurement business

05 | Compelling Business Model

Proven AI-driven innovative SRM software delivered via on-premise or cloud SaaS, tailored to customer needs



● Emro-exclusive ● Global Standard ● Agentic AI powered

* BOM : Bill of Materials / PR : Purchase Requisition) / PO : Purchase Order / GR : Goods Receipt / IV : Invoice Verification / RFX : Request for X

Enabling seamless collaboration across the entire product lifecycle, starting from the design stage

- Unifying internal teams and ODM partners on a single platform to drive early procurement engagement in new product development projects to enhance business efficiency and strengthen product competitiveness

BOM Design Collaboration

Drives efficient change management through AI-driven BOM version comparison and analysis

Key Features

- BOM Project Creation & Management
- File Upload via 'BOM Uploader'
- Phase-based BOM Management
- Automated AI-based BOM Version Comparison & Analysis

BOM Cost Collaboration

Facilitates optimal material cost estimation using multiple cost calculation tools

Key Features

- AI-based Line Item Price Analysis
- BOM-based RFQ Execution
- BOM-based Optimal Price Recommendation

Cost Estimation

Predefines target costs for externally sourced components, enabling strategic sourcing and price negotiation

Key Features

- Cost Structure Analysis for Purchased Items
- Intuitive Analytics Dashboard for Cost Estimation Results

* BOM : Bill Of Materials / RFQ : Request For Quotation

Redefining the Sourcing-to-Contract lifecycle with AI intelligence

- AI-driven sourcing intelligence for optimal strategy and automated source to contract

● Cost Component Analysis ●

Revealing hidden cost components beyond final pricing for **data-driven procurement decisions**

Key Features

- Hierarchical Unit Price Configuration
- Category-based Cost Adder Management (Landed Cost, NRE, etc.)
- Price Composition Master Management
- Automated Supplier Cost Calculation

● Scenario-based Sourcing Analysis ●

Deriving optimal sourcing strategies via rule-based scenario simulations

Key Features

- Variable-based Sourcing Scenario
- Scenario-based Bidding Support
- Scenario Category Management
- Consolidated Scenario Analysis Report

● Supplier Quotation Price Validation ●

AI-driven analysis of internal and external data for **optimized supplier pricing and rational price decisions**

Key Features

- Quotation Intake & Validation
- AI-driven Price Intelligence Review
- Standard Price Master Data Update
- Quotation Review Report Inquiry

● Bid Analysis & Comparison ●

Multi-dimensional cost and purchase history analysis for **optimal supplier selection**

Key Features

- Interactive Supplier Ranking Visualization
- Bid Price Comparison vs. Purchase History
- Item-level Price Drill-down Analysis
- Cost Adder Outcome Simulation

* Landed Cost: All costs incurred from the origin to the final destination / NRE : Non-Recurring Engineering

Shortening business lead time through automated procurement workflows from request to settlement

- Managing the full procurement process, from purchase requests to ordering and invoice processing, across both direct and indirect procurement through a unified P2P process

E2E Process Support from PR ~ IV

Streamlined processing of PR, PO, GR, and IV across the procurement lifecycle

Key Features

- Purchase and Unit Price Contract Request Management
- Goods Receipt and Delivery Compliance Management via Collaborative Channels
- Goods Receipt and Progress Evaluation
- Tax Invoice Issuance Request

Flexible PO Process Support based on Item Characteristics

Optimizing PO workflows through predefined purchasing attributes and automated validation

Key Features

- PO Definition using Item Master and Contract Data
- Item-level Unit Price, Multi-tier Supplier, Volume Allocation, PO-type Configuration by Organization
- PO Profiling-based Auto-PO Item Recommendation

AI-based Item Similarity Analysis

AI-based similarity analysis for accurate identification of similar and duplicate items and continuous Item Master data quality improvement

Key Features

- Similar Item Recommendations for New Item Registration
- Item Master Quality Monitoring
- Systematic Post-management of Similar and Duplicate Items

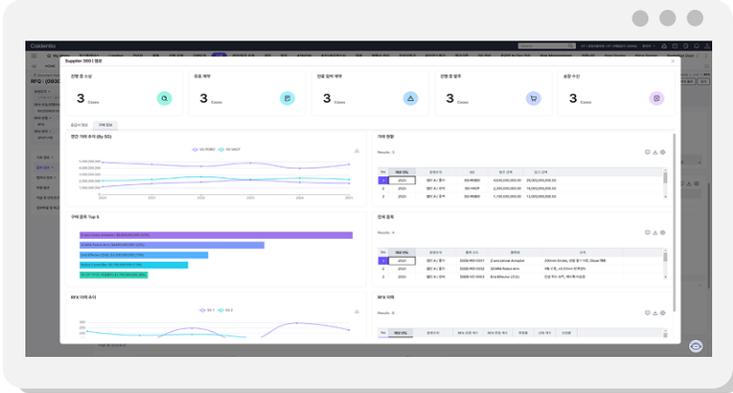
* PR : Purchase Requisition / PO : Purchase Order / GR : Goods Receipt / IV : Invoice Verification

Driving long-term partnership and sustainable business value through systematic supplier management

- Structured supplier lifecycle management from onboarding to evaluation for sustainable partnerships and business performance enhancement

Supplier 360° View

Providing a 360° integrated view of supplier information based on internal and external data, enabling comprehensive supplier management

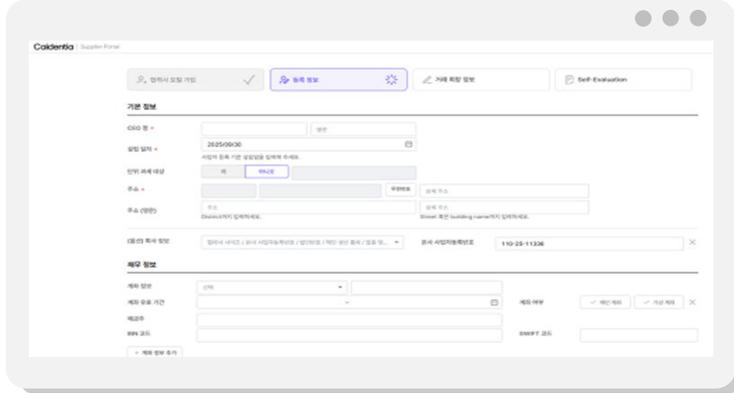


Key Features

- Ongoing Transaction Status Monitoring
- Access to Core and Financial Information
- Annual Transaction Trends and Historical Data
- Onboarding and Performance Evaluation Results

Supplier Onboarding

Strategic onboarding evaluation for new suppliers, building a competitive supplier pool and delivering a structured registration process

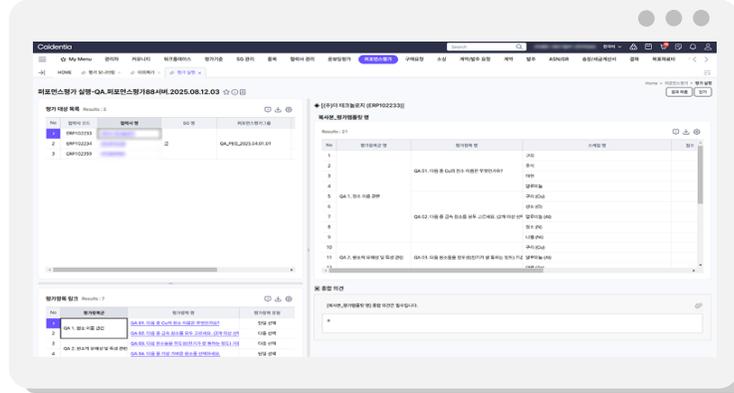


Key Features

- Supplier Self Registration and Self Assessment
- Single and Bulk New Supplier Invitations
- Onboarding Evaluation Criteria and Template Management
- Onboarding Evaluation Execution and Result Review

Supplier Performance Evaluation

Cultivating deeper trust in supplier evaluations through continuously refined data-driven assessments



Key Features

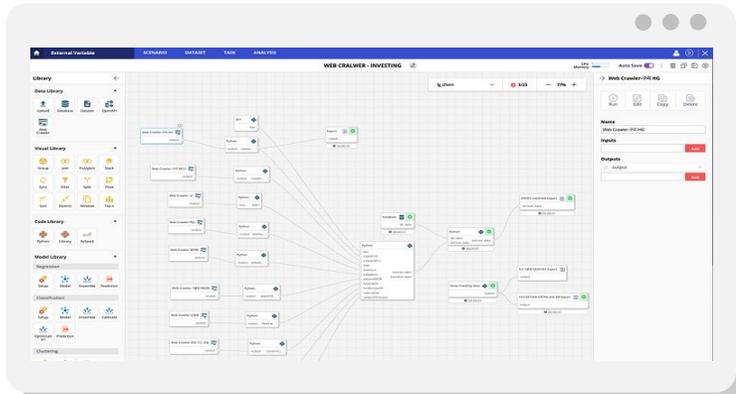
- Evaluation Criteria & Template Management
- Qualitative & Quantitative Evaluation Analysis
- Evaluation Monitoring & Results
- Post-Evaluation Actions(Objections & Improvements)

Uncovering business insights through real-time dashboards powered by diverse data sources

- From data collection to visualization : Delivering comprehensive procurement analytics through analytics-ready data transformation

Data Integration

Collecting and transforming data from internal and external systems to create analytics-ready datasets



Key Features

- Multiple Data Ingestion Including File Uploads, Database Integration, Open APIs, and Web Crawling
- Scenario Creation through Intuitive Pipeline Configuration
- Data Collection Schedule Management

Dashboard Creation & Customization

Enabling easy dashboard creation by freely arranging and configuring diverse visualization components

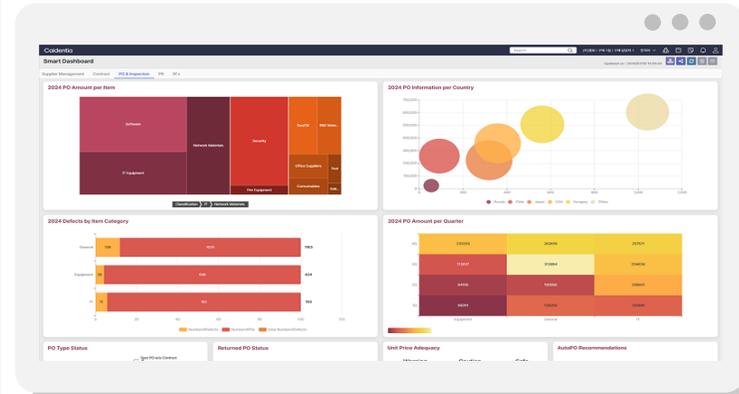


Key Features

- Support for Diverse Visualization Components including Charts, Filters, and Pivot Tables
- Customizable Design Styles and Themes
- Intuitive Dashboard Configuration with Drag-and-Drop and Resizable Layouts

Dashboard Publishing

Publishing dashboards natively in Caidentia or via API integration with external systems (e.g. ERP, Groupware)



Key Features

- Deployment of Diverse Dashboards by Analysis Purpose, Business Function, and Topic
- Including Spend Analysis, Supplier Status, Sourcing Status, Contract Status, and Compliance Status etc.

Fostering seamless stakeholder collaboration across the full product lifecycle, starting from the design phase

- Boosting procurement productivity by integrating LLM-powered tools, data, into a conversational UI and a wide range of procurement system capabilities.

Ask Caidentia

Enterprise-wide conversational agent delivering end-to-end insights across the entire procurement ecosystem

AI Assistant 20:35

Which PRs are currently in 'RFX Selection In Progress'?

AI Assistant 20:35

Action: RFX2
 ▶ Input
 ▶ Output

Here are the PRs currently in "RFX Selection In Progress":

No.	PR Number	PR Name	Status
1	RX251100318	(Demo) Bidding Comparison (Rv Item)	RFX Selection In Progress

Key Features

- End-to-End Q&A Support Across the Entire Procurement Process
- Conversational Responses covering Document Discovery, System Functions, and Policy Compliance

Evaluation Opinion Drafter

Embedded agent generating holistic supplier evaluation narratives from multi-sheet scoring and assessment data

Emergency Response Plan

Select all that are relevant

- Emergency response organization system (emergency contact network) in place and posted internally
- Emergency response organization system (emergency contact network), but not posted internally
- No emergency response organization system (emergency contact network)

Evaluation Factor Remarks

Comprehensive Opinion

[Labor and Safety Standards Self-Assessment] A comprehensive opinion is mandatory. Important: Please review any document with AI-generated content before submission.

in emergencies, however, the Emergency Response Plan is laboratorily established and posted internally, including a positive aspect of the organization's preparedness. Overall, the organization demonstrates a general critical compliance gaps that need to be addressed to ensure worker safety and adherence to labor standards.

Previous Save Temporarily Submit

Key Features

- Utilization of Databases within the Procurement System
- Intelligent Search Including Unstructured Documents such as PDFs

RFX Draft Generator

Process automation agent that automatically generates appropriate RFX drafts from incoming PRs using existing RFX patterns

RFX Request Inboxes

No.	Quantity	Assessment Status	Program Status	Request Program	Request No.	Item Code	Unit	Requested Date
1	Pharmaging Compares B-Phase2	Assessed	RFX In Progress	SpotPurchase	RFX20250000	14289	EA	2025-11-20
2	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
3	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
4	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
5	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
6	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
7	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
8	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
9	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
10	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
11	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
12	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
13	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
14	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
15	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
16	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20
17	Pharmaging Compares B-Phase2	Assessed	Pending	SpotPurchase	RFX20250000	14289	EA	2025-11-20

Key Features

- Automated RFX Draft Generation based on PRs and Historical RFXs
- Sourcing Event Design Optimization and Lead Time Reduction Using Validated RFXs

* RFX = Request for X

Increasing demands for digital transformation of procurement process

AI-based BOM Optimization		2026(ongoing) Leading domestic defense solutions provider	2026(ongoing) Global leading PC & server manufacturer	2024 SAMSUNG
Proven Agentic AI		2025 SAMSUNG		
Supplier Quotation Price Validation		2025 Global HVAC solutions company	2023 HYUNDAI	2022 LG Chem
			2021 LG Innotek	2020 Hanwha Engineering&Construction
Text Similarity Analysis		2025 Global HVAC solutions company	2023 HYUNDAI STEEL	2021 HYUNDAI
		2022 Hyundai Oilbank	KOREAN AIR	POSCO DX
			KSM	2020 Hanwha Solutions
				2019 GS Caltex
AI-based Cost Category Classification & Reporting		2021 LG Electronics	LG Chem	Pulmuone
New Model Component Cost Recommendation		2021 LG Electronics		
Item Unit Price Trend Forecasting		2026 (ongoing) Leading domestic defense solutions provider	2022 S-OIL	
Intelligent Demand Forecasting & Inventory Management		2022 SAMSUNG	2021 DAESANG	AEKYUNG
			Homeplus	2020 S-OIL
Dynamic Price Tracking by Period		2021 K Car		
User-Driven Dynamic Data Analysis		2024 LX Hausys	2023 SECU I	NVH K O R E A
		2021 LG Chem	2020 POSCO DX	Hanwha Systems
Others	Integrated Supplier Risk Management Platform	2023 HAESUNG DS	2021 SK hynix	2020 SAMSUNG ELECTRO-MECHANICS
	Market-Linked Material Price Forecasting	2022 Hyundai Oilbank	2021 qcells	2016 HYUNDAI MOBIS

Chapter 2.

Financial Performance

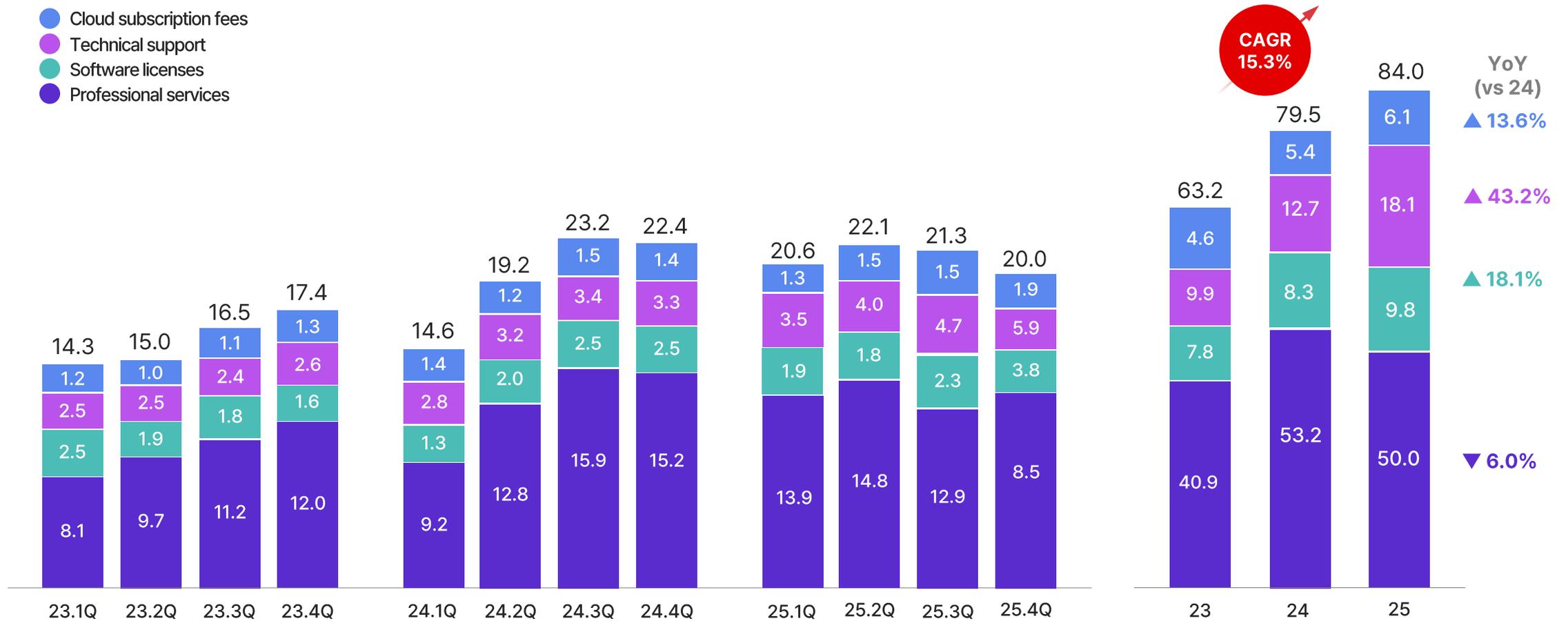
1. Revenue Growth
2. Tech-based Revenue Breakdown
3. Gross Profit and Operating Profit Analysis
4. EBITDA
5. Remaining Performance Obligations
6. Customer Growth
7. Key Customers

FY 2025 revenue reached KRW 84.0 billion, making a record high for the seventh consecutive year

Total revenue trend

(1 Billion in KRW)

- Cloud subscription fees
- Technical support
- Software licenses
- Professional services



* Based on consolidated financial statements

02 | Tech-based Revenue Breakdown

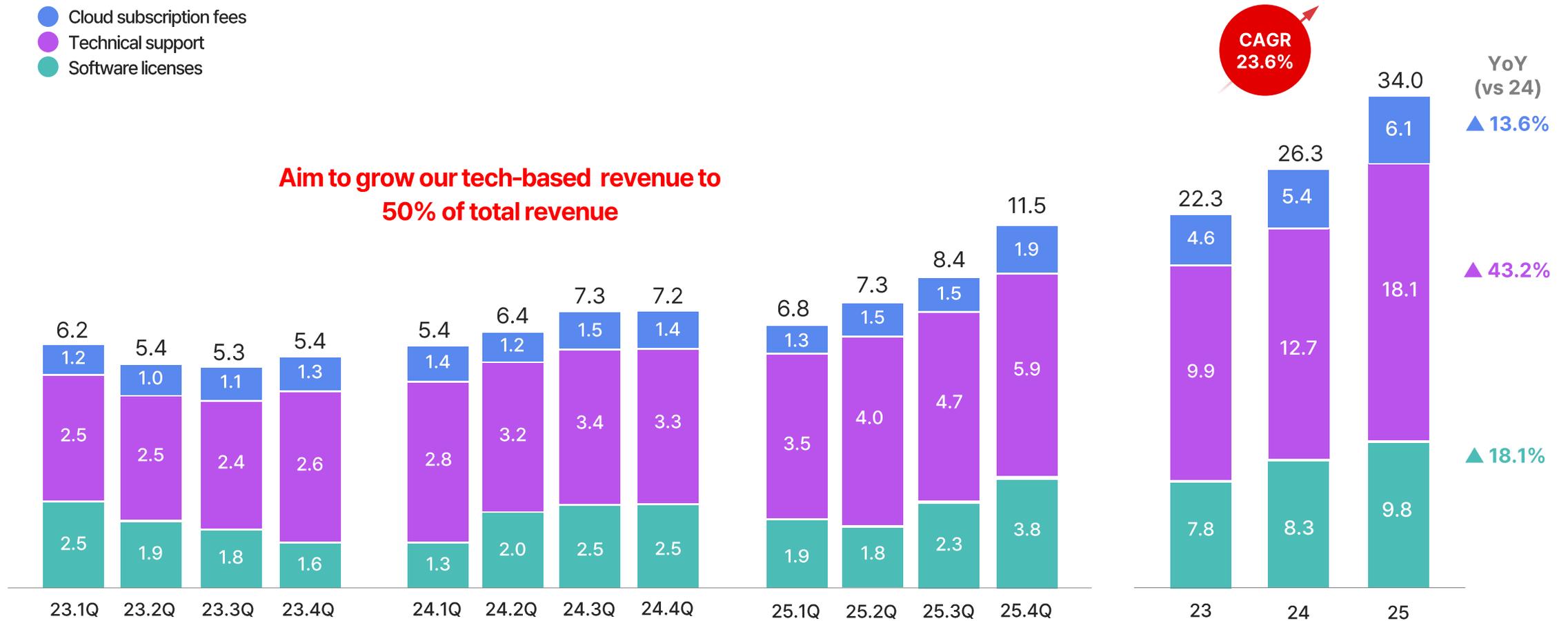
Tech-based revenue in FY 2025 reached KRW 34.0 billion, up 29.3% YoY, accounting for 40.5% of total revenue

Tech-based revenue trend

(1 Billion in KRW)

- Cloud subscription fees
- Technical support
- Software licenses

Aim to grow our tech-based revenue to 50% of total revenue



* Based on consolidated financial statements

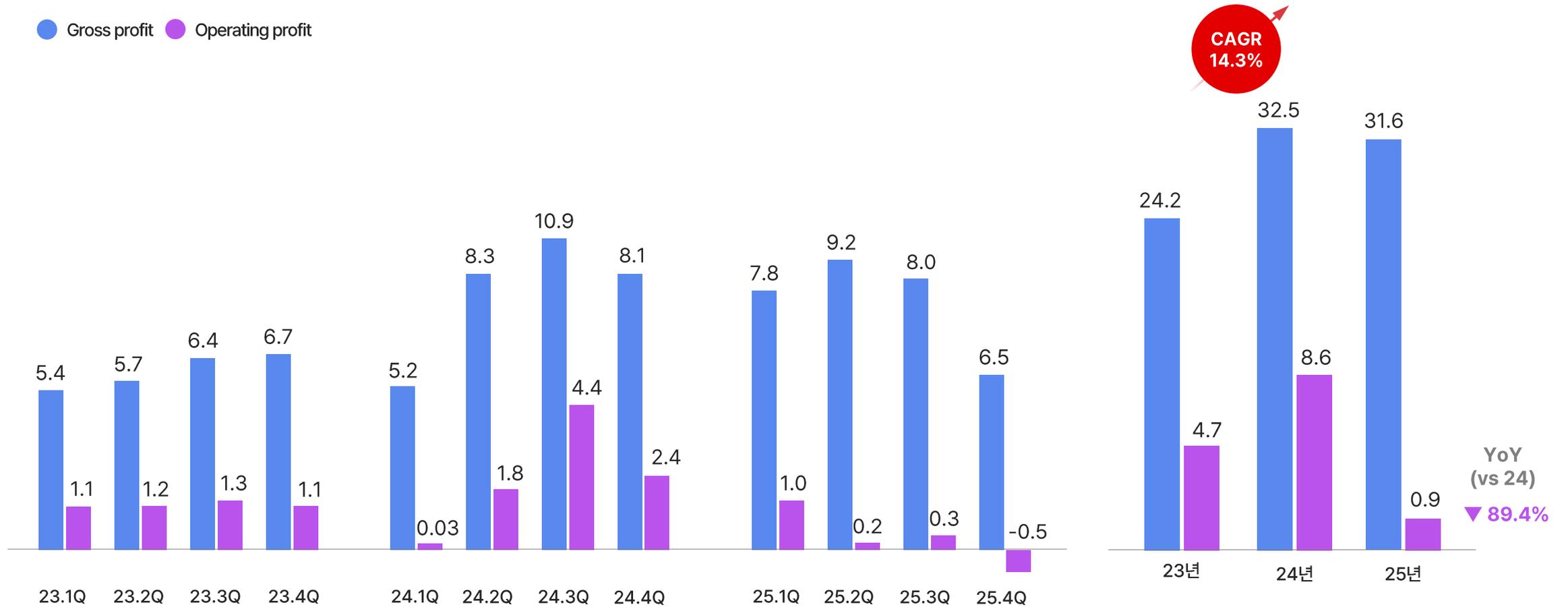
03 | Gross Profit and Operating Profit Analysis

Operating profit of KRW 0.91 Billion in FY 2025, reflecting investment execution for overseas market expansion

Gross profit & Operating profit trends

(1 Billion in KRW)

● Gross profit ● Operating profit



* Based on consolidated financial statements

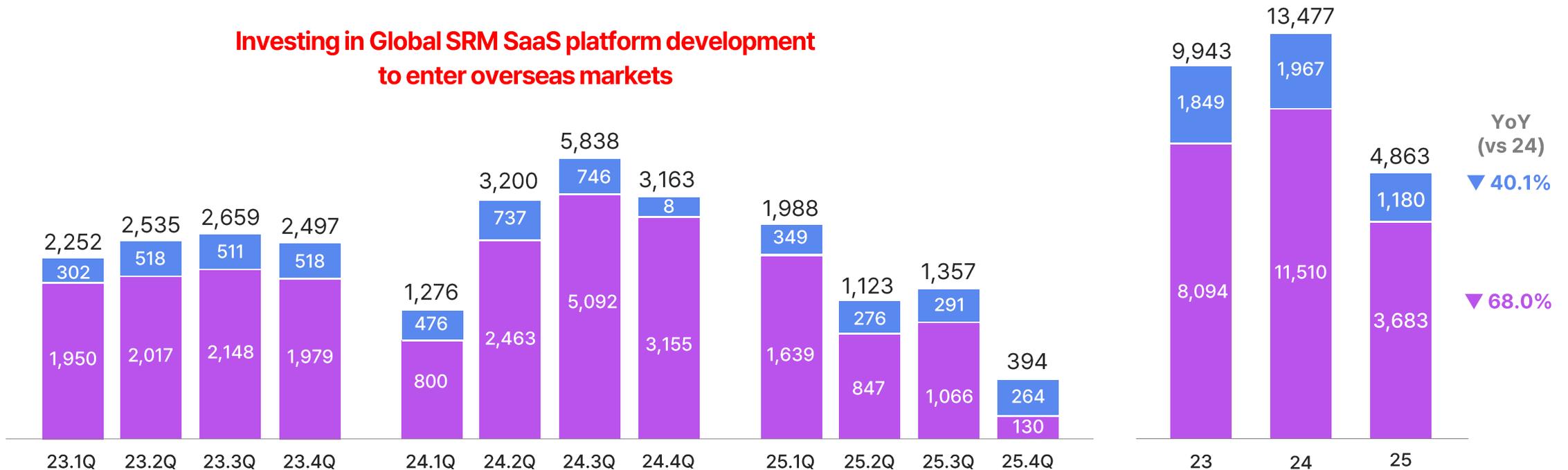
EBITDA declined, reflecting ongoing strategic investment to strengthen global capabilities and accelerate overseas expansion

EBITDA trend

(1 Million in KRW)

- Stock compensation costs
- EBITDA

Investing in Global SRM SaaS platform development to enter overseas markets

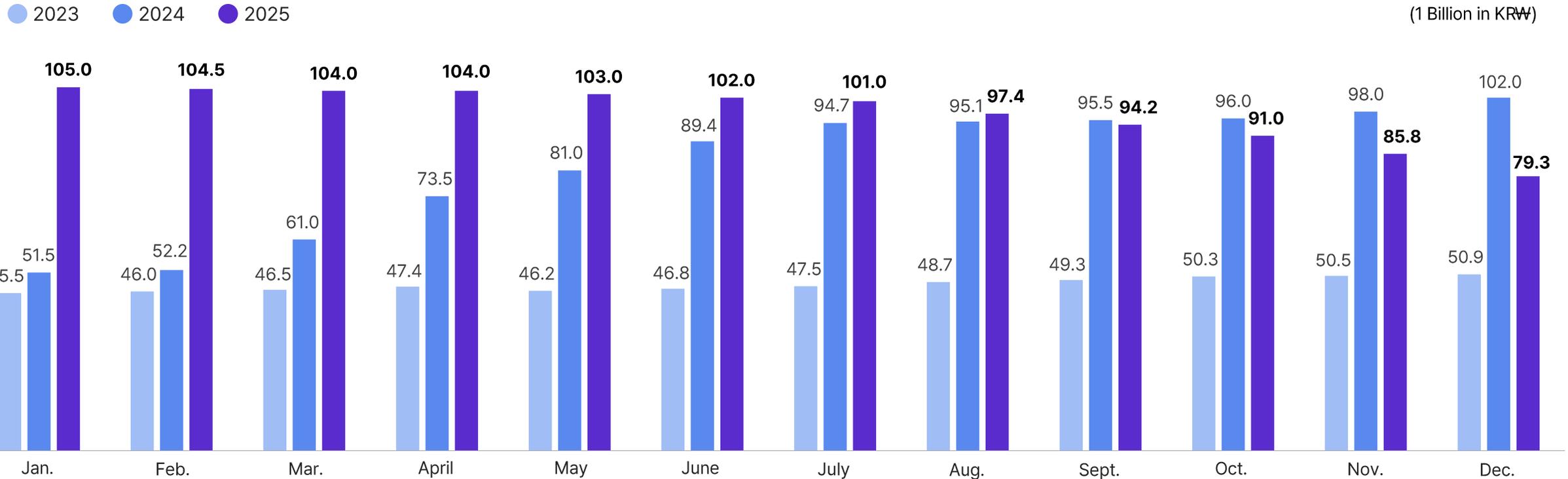


* Adjusted EBITDA = EBITDA + Stock compensation costs

05 | Remaining Performance Obligations

As of December 2025, order RPO stood at KRW 79.3 Billion

- Jan 2023 RPO : KRW 45.5B → Dec 2023 RPO : KRW 50.9B (+KRW 5.4B, +11.9%); FY2023 Revenue: KRW 59.3B
- Jan 2024 RPO : KRW 51.5B → Dec 2024 RPO : KRW 102.0B (+KRW 50.5B, +98.1%); FY2024 Revenue: KRW 75.0B
- Jan 2025 RPO : KRW 105.0B → Dec 2025 RPO : KRW 79.3B (YoY - KRW 22.7B, - 22.3%)



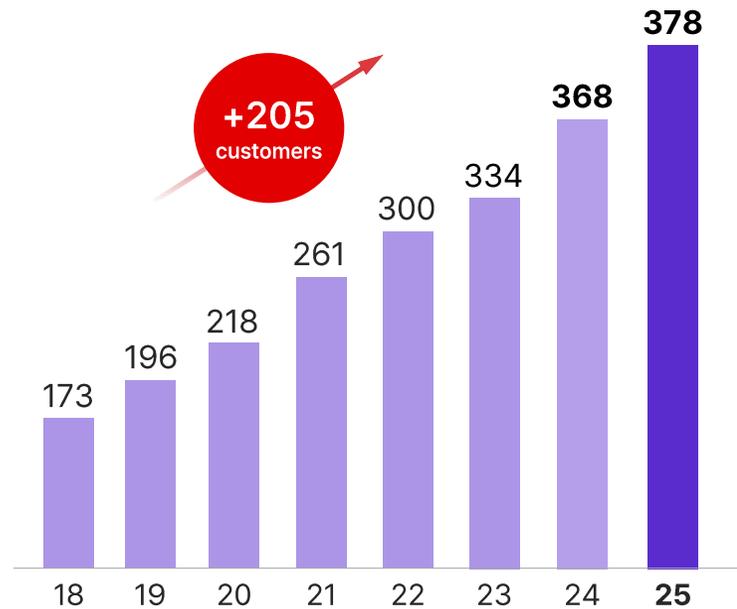
*As of December 2025

Secured representative customers across global, defense, energy, and automotive sectors in 2025

- On-premise Customers : Signed a procurement system implementation project with Hanwha Power Systems, SK Rent-a-Car, LG Energy Solution ESHG subsidiary, EcoPro BM Hungary Subsidiary, SOLUM, and other major corporate clients
- Cloud Customers : Secured a new cloud service contract with enterprise-wide contract with CJ Group, DAESANG Deliheim, SK Specialty, and other major corporate clients
- AI customers : Actively advancing multiple new AI project engagements with existing enterprise clients

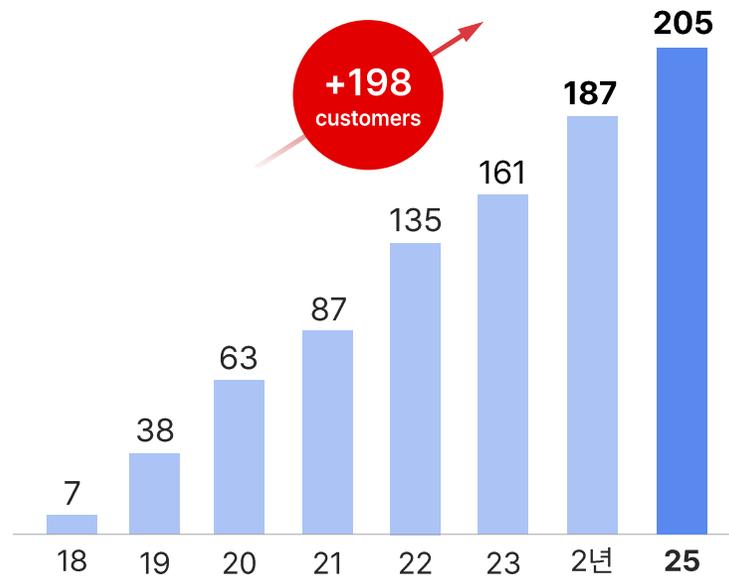
On-premise Customers

(# of customers)



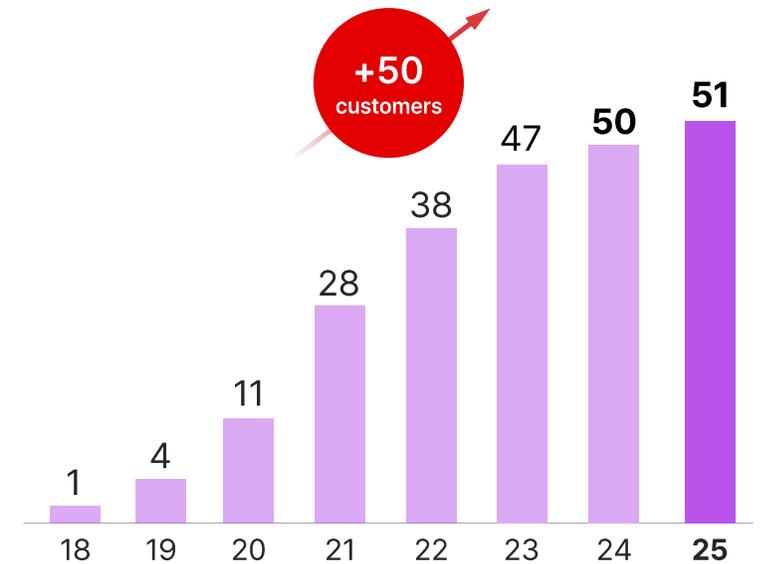
Cloud Customers

(# of customers)



AI Customers

(# of customers)



* Cumulative basis

* Based on SW offering and revenue type

A proven leader in SRM SW with extensive experience delivering AI-driven digital innovation across industries

Electric/Electronic

60+ such as
Samsung Electronics, LG Electronics, SK Hynix

...

Automotive

60+ such as
Hyundai/Kia automobiles, Hyundai Mobis, LG Energy Solution

...

Refining/Chemical

70+ such as
SK innovation, LG Chem, S-Oil

...

EPC¹⁾/Machinery

120+ such as
Hyundai Engineering, Samsung C&T

...

Service/Others

220+ such as
Samsung SDS, HYBE, Amorepacific

...

Public/Finance

80+ such as
Woori Bank, KEPCO

...

1) Engineering, Procurement and Construction

Chapter 3.

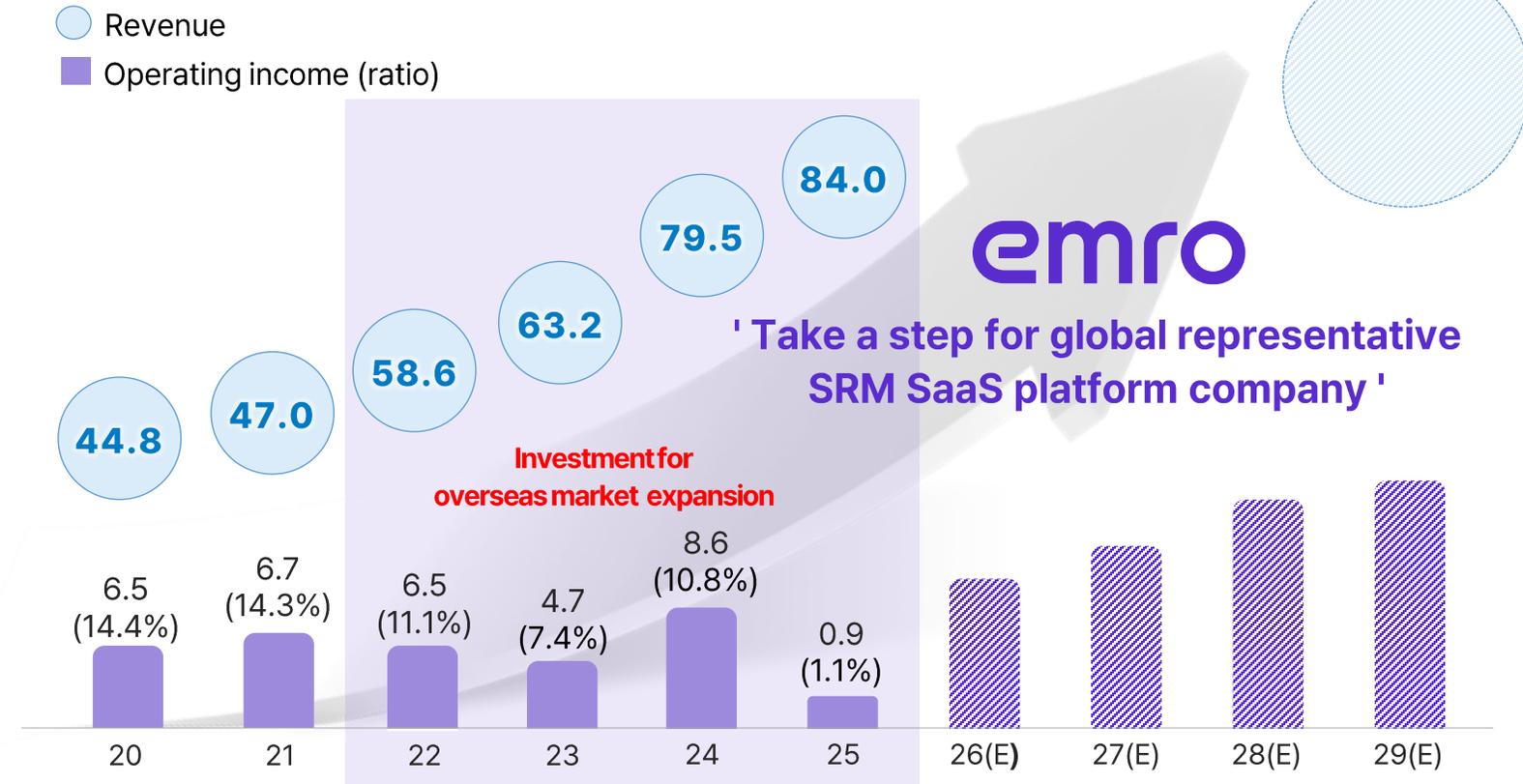
Investment Point

1. Future Growth Plan
2. Global SCM SW Market Size and Prospects
3. Global SRM SaaS Platform Performance
4. Caidentia 1.0 Launch
5. Empowering EMRO as a Leading SW Provider
6. AI Technology Advancement Roadmap
7. Vision

EMRO, on the fast track to becoming the No.1 SRM SaaS provider

- Set to be a leading force in SRM SW, with stable growth powered by a strong demand for SRM SW, new product launch, expanding captive markets, and AI-driven opportunities
- Backed by a solid foundation growth roadmap, set to accelerate global expansion in 2025 with tangible results

EMRO revenue & operating income trends (Unit: 1 billion in KRW)



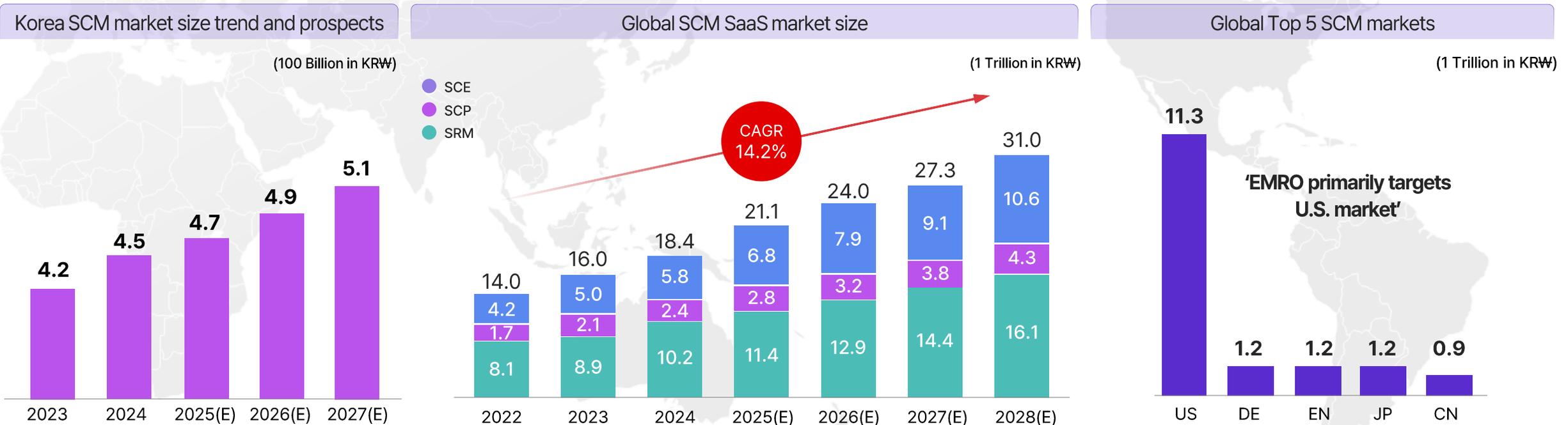
Future growth plan

- Expansion and acceleration of DX in procurement
- Growing demand for SRM solutions
- Expanding Samsung group captive customer base
- Accelerating global expansion
- Driving AI revenue growth

* Based on consolidated financial statements

Scaling from domestic to the global SRM SW market

- The Global SCM(Supply Chain Management) SW market – encompassing SRM market – is a massive arena, 50-60 times larger than Korean market.
- By 2028, the global market is set to reach KRW 31 trillion, with SRM alone commanding KRW 16 trillion over half of the total market.
- The US stands as the largest opportunity at KRW 11.3 trillion, where EMRO is positioned to enter successfully through its partnership with O9 Solutions.
- With unmatched scale, explosive growth prospects, and superior profitability, the global market offers EMRO a decisive advantage far beyond the Korean market



* Source: IDC(2023), 1 USD = 1,342.6 KRW

03 | Global SRM SaaS Platform Performance (1)

Pursuing bold global sales & marketing for 'Caidentia'

- Global expansion reinforced by onboarding Ewan Rankin, a proven expert in enterprise SW and B2B SaaS.
- May 5-7, 2025 – Gartner Supply Chain Symposium / Expo US : Introduced 'Caidentia', ranked **#3 in booth leads out of 111 exhibitors**
- May 19-21, 2025 – Gartner Supply Chain Symposium / Expo EMEA(Barcelona) : Expanded brand recognition and networks in Europe, **ranked #1 in booth leads out of 81 exhibitors.**
- Two consecutive years at Gartner Symposium / Expo, generating high-quality sales leads across global high-tech, manufacturing, medical devices, pharmaceuticals, and consumer goods sectors

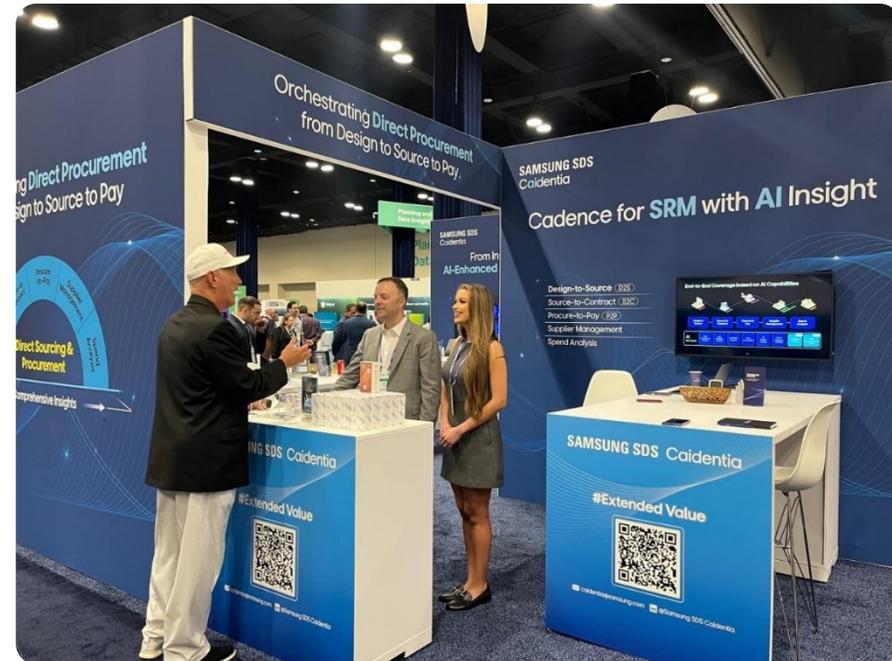


Ewan Rankin / Global Business Director,
Responsible for global operations and go-to-market(GTM) strategy

Global
GTM strategy
development

Global
business
development

Experience at
leading SW
companies,
including
Oracle & Icertis



< Gartner Supply Chain Symposium / EXPO US – Orlando, Florida >

03 | Global SRM SaaS Platform Performance (2)

Gaining strong validation in global software markets, Emro's SRM SaaS solution is cementing its position as a technological leader in both the domestic and global SRM arenas

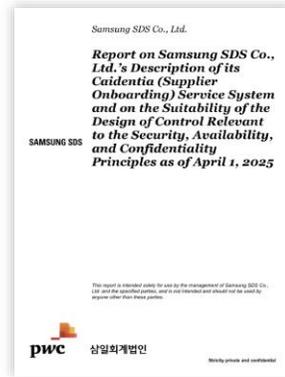
' First in Korea to be listed in a global report '

' First in the industry to obtain global certification '



Recognized by IDC

First in Korea to be listed as a Major Player in the SRM category of IDC's global market research report (Jul 2025)



SOC2 certified

Assessment of internal controls for data protection and security, aligned with the Trust Service Principles (security, availability, confidentiality, processing integrity, privacy)



* Source : Worldwide AI-Enabled Source-to-Pay 2025



Recognized by FORRESTER

First in Korea to be listed in FORRESTER's Supplier Value Management Platforms Landscape report (May 2024)



SAP ICC certified

Assessment of whether software operating on, or integrated with, the SAP platform satisfies SAP's technical requirements and quality standards

Beyond Korea, In to the Global SRM Market

* Source : The Supplier Value Management Platforms Landscape (Forrester)

03 | Global SRM SaaS Platform Performance (3)

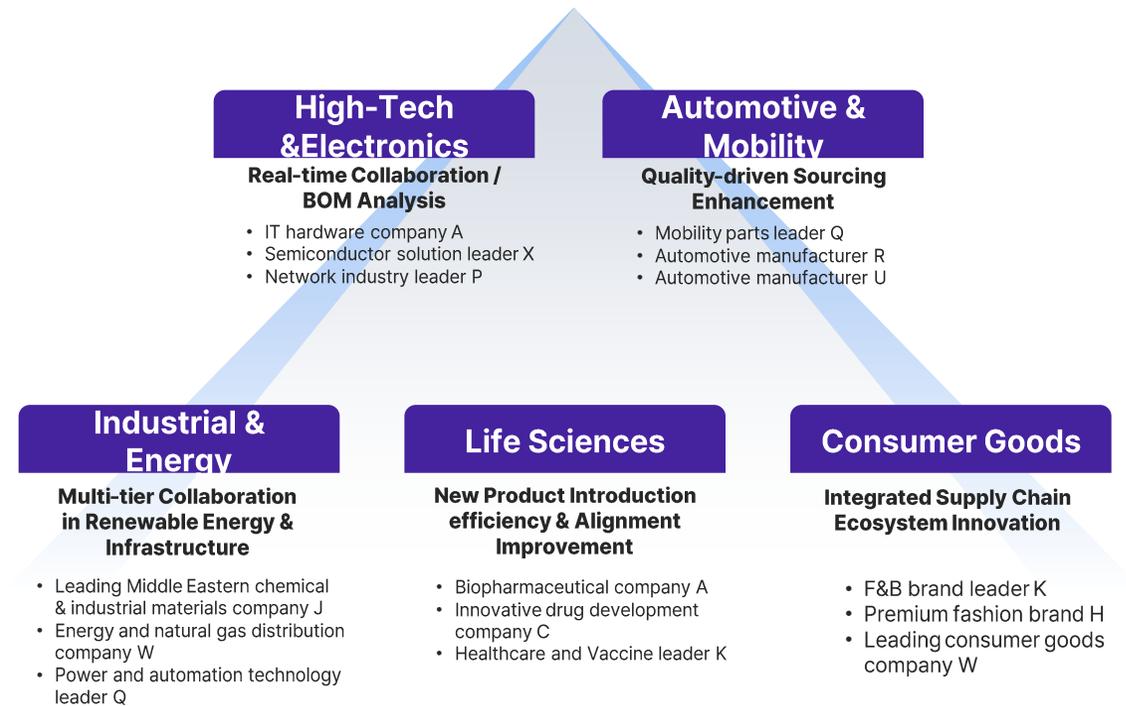
Caidentia, the global SRM SaaS platform, is showing solid progress in the global market

- From Dec 2024 to 1H 2025, signed contracts with three major global enterprises
- Expanding NA / EU sales presence to strengthen penetration into key industries, supported by an established pipeline targeting top global enterprises

' Sharpening sales & marketing to capture NA and EU markets '



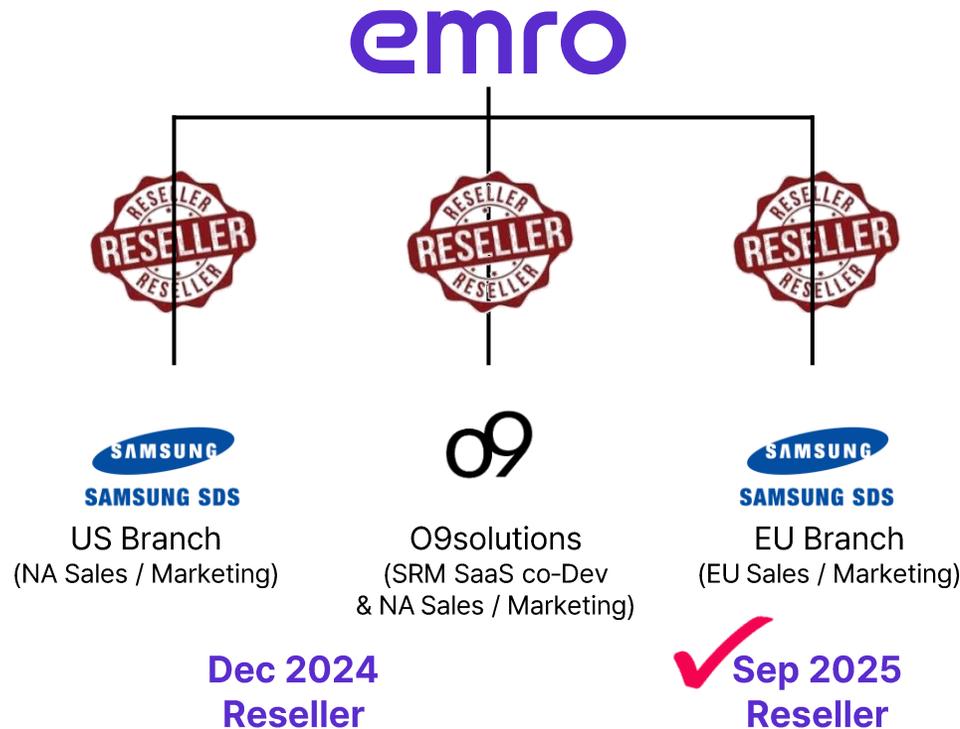
' Built a broad sales pipeline across key global industries '



Driving global SRM market penetration via resellers and strategic partnerships

- Dec 2024 – Signed reseller and partnership agreement with Samsung SDS America and O9solutions, strengthening North America market penetration
- Sep 2025 – Signed an additional reseller agreement with Samsung SDS Europe, advancing expansion into the European market
- Building a continent-wide sales collaboration framework and actively driving sales and marketing efforts focused on North America and Europe

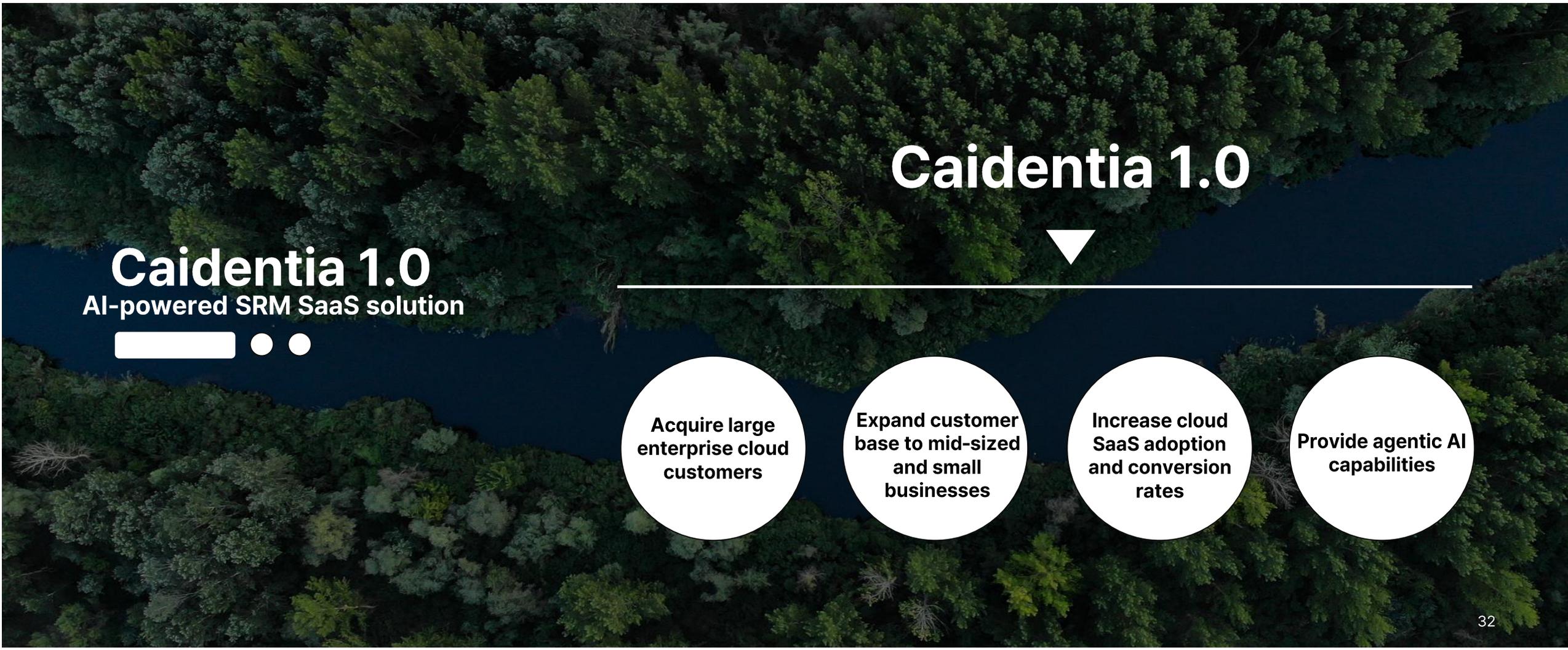
Global Reseller & Partnership Agreements



Overseas Business Goals & Strategy

- 1 Achieve double-digit SaaS revenue growth through direct sales and partner channels**
- 2 Expand delivery and pre-sales teams across NA and EU**
- 3 Strengthen partnership with Samsung SDS to expand enterprise sales globally**
- 4 Enhance cloud architecture for scalability, security, and regulatory compliance**

Proven, AI-powered digital innovation platform enabling the EMRO 2.0 era



Caidentia 1.0



Caidentia 1.0

AI-powered SRM SaaS solution



Acquire large enterprise cloud customers

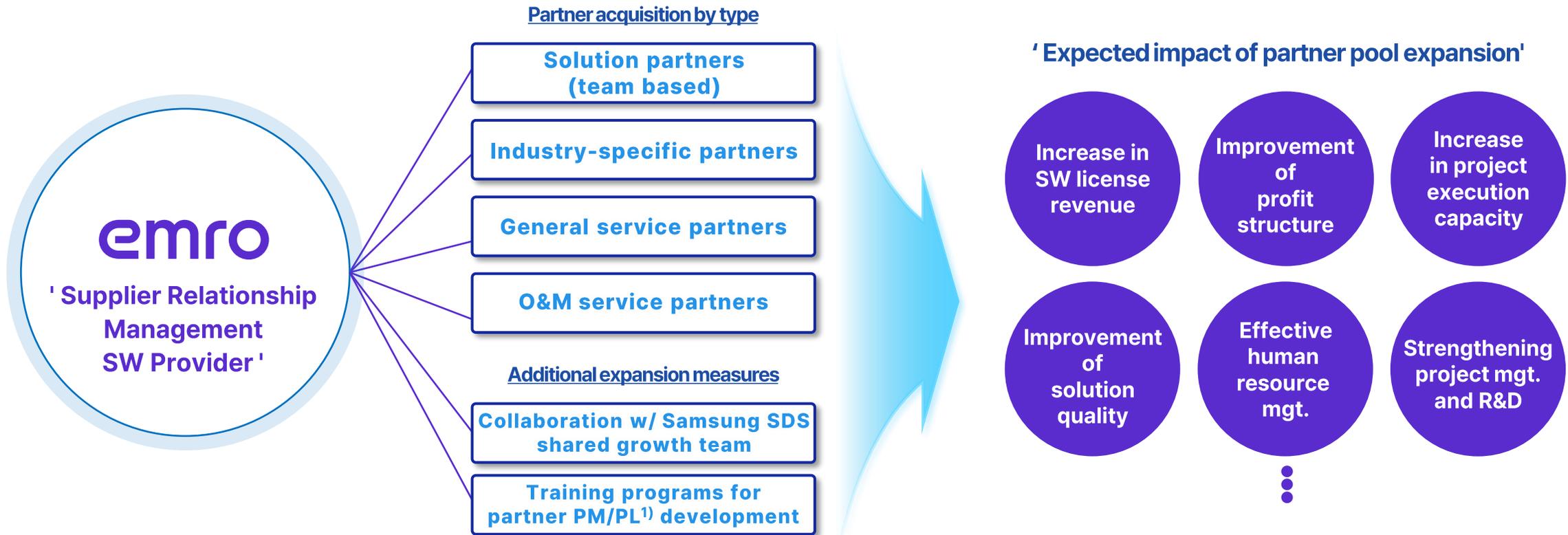
Expand customer base to mid-sized and small businesses

Increase cloud SaaS adoption and conversion rates

Provide agentic AI capabilities

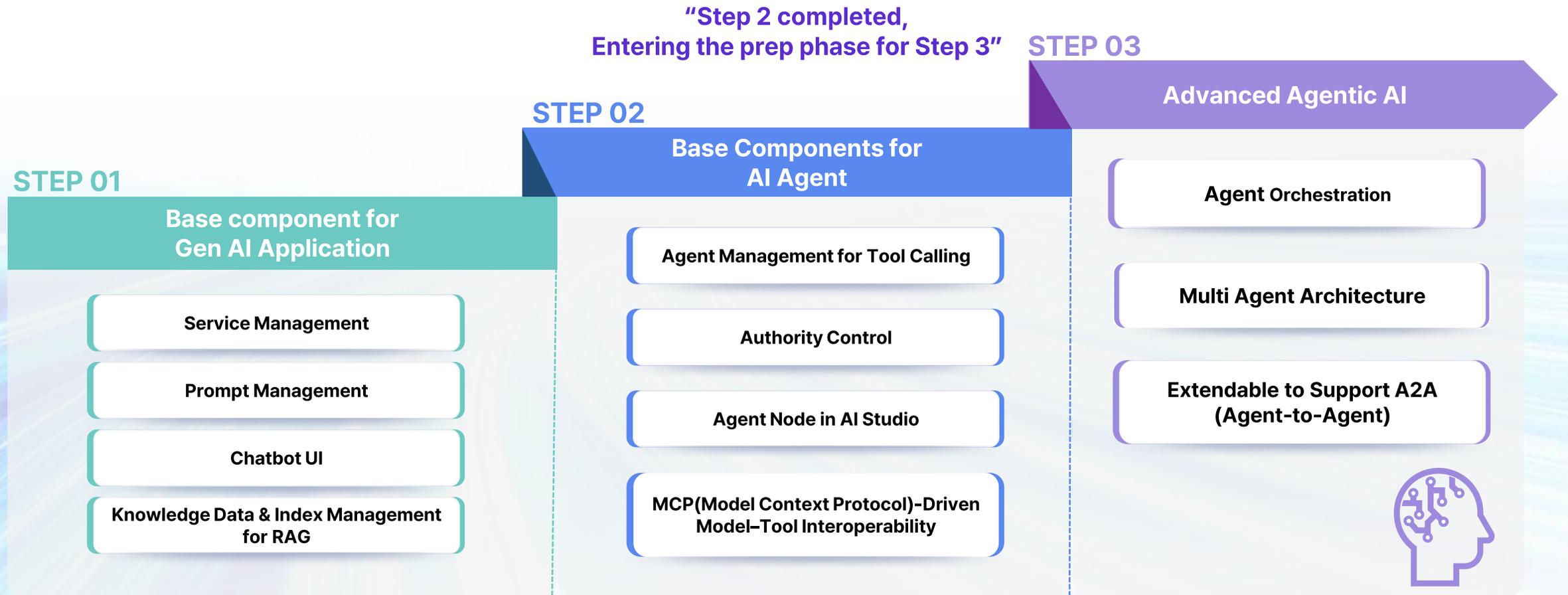
Strategies to expand and nurture the partner pool

- Expanding partner network across solutions, industry-specific services, outsourcing, and O&M(Operation & Maintenance)
- Partnering with Samsung SDS and training PM/PL talent → boosting execution capability and system quality
- Strengthening role as a SW provider → driving license revenue growth, business transformation, greater execution capacity, and enhanced R&D



1) PM : Project Manager
PL : Project Leader

Advancing beyond repetitive & rule-based automation,
“Expert-level AI agent” that understands user intents and autonomously plans, executes, and adapts tasks



Ascending to global leadership in SRM SaaS platform

The era of
emro 2.0

Leading
Korean SRM SW
market

Accelerating DX
in
Procurement

Expanding
partner ecosystem &
sales channels

Driving
global sales &
marketing

Securing
global customers
references

Appendix

1. Key members
2. Summary of Financial Statements
3. A company vs EMRO Business Model Comparison
4. Understanding SCM – SCP / SRM / SCE



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02 | Summary of Financial Statements (Consolidated)

Balance Sheet				
(Unit: KRW in Millions)				
Description	2022	2023	2024	2025
Current Assets	18,017	27,472	36,871	44,228
Non-Current Assets	55,039	64,133	65,549	69,285
Total Assets	73,056	91,605	102,420	113,513
Current Liabilities	11,429	59,542	9,198	13,034
Non-Current Liabilities	10,663	3,206	4,229	4,818
Total Liabilities	22,092	62,748	13,427	17,852
Share Capital	5,606	5,606	6,078	6,180
Capital Surplus	21,385	21,385	65,582	72,016
Capital Adjustment	1,729	6,962	5,148	3,107
Accumulated Other Comprehensive Income	1,782	1,504	403	94
Retained Earnings	20,162	(7,161)	11,240	14,119
Attributable to Non-Controlling Interests	300	560	542	145
Total Equity	50,965	28,856	88,993	95,661
Total Liabilities and Equity	73,057	91,604	102,420	113,513

Income Statement				
(Unit: KRW in Millions)				
Description	2022	2023	2024	2025
Revenue	58,623	63,174	79,456	83,980
Cost of Sales	35,801	39,020	46,923	52,425
Gross Profit	22,822	24,154	32,533	31,555
SG&A	16,336	19,491	23,927	30,645
Operating Income	6,486	4,663	8,606	910
Other Income	1,380	540	106	153
Other Expenses	6	1,917	349	360
Financial Income	110	111	12,563	752
Financial Expenses	45	30,484	1,344	257
Profit before Taxes	7,924	(27,087)	19,582	1,197
Net Profit	6,584	(26,454)²⁾	18,599	2,535
EBITDA	9,576	8,094	11,510	3,683
Stock Compensation Costs	1,483	1,849	1,967	1,180
Adjusted EBITDA¹⁾	11,059	9,943	13,477	4,863

1) Adjusted EBITDA = EBITDA + Stock compensation costs

2) Generated KRW 29.3 billion of financial loss due to losses on derivatives valuations from CB and BW issued to Samsung SDS in May 2023. No cash outflows as it is just a paper loss. As of July 25, 2024, the conversion of CB and the exercise of BW have been successfully completed.

02 | Quarterly Income Statement (Consolidated)

Income Statement															(Unit: KRW in Millions)
Description	2023					2024					2025				
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY
Revenue	14,288	15,027	16,456	17,403	63,174	14,625	19,200	23,199	22,432	79,456	20,627	22,052	21,290	20,011	83,980
Cost of Sales	8,846	9,371	10,093	10,710	39,020	9,460	10,871	12,302	14,290	46,923	12,792	12,872	13,281	13,480	52,426
Gross Profit	5,442	5,656	6,363	6,693	24,154	5,165	8,329	10,897	8,142	32,533	7,835	9,180	8,009	6,531	31,554
SG&A	4,337	4,493	5,066	5,595	19,491	5,134	6,578	6,505	5,709	23,927	6,872	9,028	7,694	7,051	30,645
Operating Income	1,105	1,163	1,297	1,098	4,663	31	1,751	4,392	2,432	8,606	963	152	315	(520)	910
Other Income	321	21	187	11	540	11	38	6	55	106	29	2	1	121	153
Other Expenses	-	1	6	1,910	1,917	296	58	(5)	-	349	11	7	115	227	360
Financial Income	18	24	30	39	111	1,477	7,915	2,947	224	12,563	177	197	202	176	752
Financial Expenses	155	20,076	9,425	828	30,484	430	698	163	53	1,344	67	99	36	55	257
Profit before Taxes	1,289	(18,869)	(7,917)	(1,590)	(27,087)	793	8,948	7,186	2,654	19,582	1,091	245	367	(506)	1,197
Net Profit	1,353	(14,977)	(7,859)	(4,971)	(26,454)²⁾	619	8,717	6,153	3,110	18,599	1,036	(553)	1,725	327	2,535
EBITDA	1,950	2,017	2,148	1,979	8,094	800	2,463	5,092	3,155	11,510	1,639	847	1,066	130	3,683
Stock Compensation Costs	302	518	511	518	1,849	476	737	746	8	1,967	349	276	291	264	1,180
Adjusted EBITDA¹⁾	2,252	2,535	2,659	2,497	9,943	1,276	3,200	5,838	3,163	13,477	1,988	1,123	1,357	394	4,863

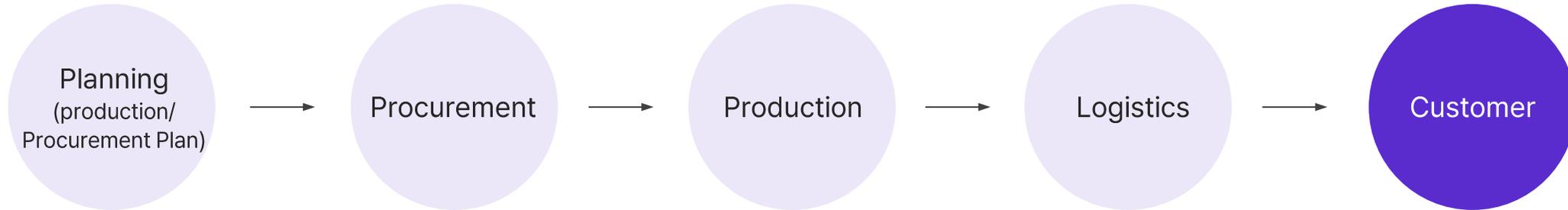
1) Adjusted EBITDA = EBITDA + Stock compensation costs

2) Generated KRW 29.3 billion of financial loss due to losses on derivatives valuations from CB and BW issued to Samsung SDS in May 2023. No cash outflows as it is just a paper loss.
As of July 25, 2024, the conversion of CB and the exercise of BW have been successfully completed.

03 | A Company vs EMRO Business Model Comparison

Description		A Company	EMRO
Target market		ERP market (Red ocean)	SRM Market (Blue Ocean)
Target Customer	Conglomerates	X (Global ERP SW companies such as SAP, Oracle have already dominated the market)	On-premise <ul style="list-style-type: none"> ✓ Continuous demand for advancement projects → Generates recursive revenue ✓ Stable revenue growth base on SW licenses and technical support fees
	SMEs	Shift from on-premise to cloud service	Expansion to cloud service (Private Cloud / Public Cloud)
Market scalability		Difficult to expand the market from SME to conglomerate sector	Possible to expand the market from conglomerate to SME sector on a top-down basis
Technological barriers to entry		Low entrance level <ul style="list-style-type: none"> - Easy to enter the market as ERP SW has a standardized structure focusing on finance and accounting 	High entrance level To enter the SRM Market, a company is required to have <ul style="list-style-type: none"> ✓ Profound domain expertise in P2P and industry-specific knowledges ✓ Experiences on various projects and 'Best Practice' know-how ✓ Technology capabilities for customized development to meet customer needs
Expansion to overseas market		Key players (e.g. SAP, Oracle) have a dominant position in the global market	<ul style="list-style-type: none"> - Overseas branches and subsidiaries of Korean conglomerates have already adopted EMRO's software - Has a competitive advantage compared to other global competitors - Plans to enter the global market with SaaS platform

SCM Supply Chain Management



SCP (Supply Chain Planning)

SCP is the process of forecasting product demand and planning the procurement of material and components, production, marketing, distribution and sales to establish a master plan for SCM

- Demand Planning
- Sales and Operation Planning
- Purchasing Planning
- Manufacturing Planning
- Inventory Management

SRM

(Supplier Relationship Management)

SRM is a strategic process that covers purchase request, supplier sourcing and selection, cost negotiation, contract, purchase order and inspection etc, and is a key factor to strengthen competitiveness of company value chain

- Procurement / Procurement Engineering
- Cost Management
- Contract Management
- Supplier Management
- Item Master Management / Procurement Data Analysis

SCE

(Supply Chain Execution)

SCE is managing the flow of products from procurement to delivery to customers including production, warehousing and transportation to offer high quality logistics service at a lower price

- Sales Logistics
- Procurement Logistics
- Warehouse Management
- Manufacturing
- Logistics Management