

---

This information is best reviewed by your financial team. If you are not the person responsible for cash management, please forward this to your CFO, controller, treasurer, or credit manager.

---

Dear Vendor,

We are committed to providing you with more benefits in 2018.

As part of that commitment, we are launching the Emami Limited Early Payment Program to enable you to receive early invoice payments by offering a small discount.

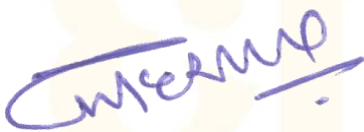
Our goal is to provide your company with a simple, low-cost way to improve cash flow.

The technology and support for this program are provided by our partner C2FO. Payments will still come directly from Emami Limited via your current remittance process and with no changes to existing terms. Please note the initiated payment amount is subject to any deduction on account of quality rejection, advances, debit note, or any part payment made on the invoice if applicable.

You can activate your account by visiting [emami.c2fo.com](http://emami.c2fo.com). If you have questions, the C2FO support team is ready to help you.

Thank you for your continued partnership with Emami Limited.

Sincerely,



**Mr. Aditya Verma**  
Vice President Procurement

**C2FO Support Team**

[emami@c2fo.com](mailto:emami@c2fo.com) | +91 7035.7035.93 or 1-800-266-7760 (India Toll free) | [emami.c2fo.com](http://emami.c2fo.com)