

# EarnIn Media Fact Sheet

earn in

**EarnIn is a first-of-its-kind financial app<sup>1</sup> that gives on-demand access to earnings.** With the power of a paycheck, EarnIn empowers anyone to use the money they've earned when they want or need it. There are no credit checks, interest rates, or mandatory fees.<sup>2</sup>

## Company

**Founded:**  
2013 by Ram Palaniappan



**Corporate Headquarters:** 200 Portage Ave, Palo Alto, CA 94306

**Industries:** Financial Services, Personal Finance, Fintech, Financial Well-being, Payroll, Benefits, Human Resources

**Business Model:** Direct-to-consumer (DTC) and Business-to-Business (B2B)

**Volume:** As of December 2022, EarnIn has facilitated over 200 million transactions and provided over \$15 billion in earned wages to its customers.

**Funding:** \$190M through Series C, including lead investments from Andreessen Horowitz (Returning Investor), Spark Capital, DST Global. Additional investment from Matrix Capital (Returning Investor), March Capital (Returning Investor), Ribbit Capital (Returning Investor), and Coatue.

## EarnIn Account Features

### Cash Out

A way for people to access their wages as they earn them, rather than waiting 2–4 weeks for their employer to issue their paycheck.

### Balance Shield

A low balance alert if a users' bank account falls below a set balance, with the ability to send automatic Cash Outs.

1. EarnIn is a financial technology company, not a bank. Bank products are issued by Evolve Bank & Trust, Member FDIC. The EarnIn Card is issued pursuant to a license from Visa USA Inc.

2. Subject to your available earnings, Daily Max and Pay Period Max. EarnIn does not charge interest on Cash Outs. EarnIn does not charge a hidden or mandatory fee for use of its services. Restrictions and/or third party fees may apply, see [EarnIn.com/TOS](https://earnin.com/TOS) for details.

# Statistics

EarnIn helps save money, manage your cash flow, and pay bills on time:

**67%** save on bank fees  
– averaging **\$58/mo**

Saves workers **\$75/mo**  
by helping avoid payday loans

**66%** can pay their bills on  
time easier

EarnIn increases financial security:

**75%** say it helps them  
budget better

**84%** say it helps reduce  
financial stress

**49%** can now afford a \$400  
emergency (previously  
they could not)

Statistical references come from internal EarnIn survey taken from Dec 10, 2020 – Jan 1, 2021 with 1122 customer respondents

# Media Contacts

Have media inquiries? Contact us directly at: [press@earnin.com](mailto:press@earnin.com)

For policy related inquiries please reach out to: [policy@earnin.com](mailto:policy@earnin.com)

# People

Employees: **300+**

**Leadership:** EarnIn's executive team includes former leaders from Amazon, Capital One, Even, Google, RAND, Robinhood, Symantec, Twitter and Uber.

- **Ram Palaniappan,**  
**Founder and Chief Executive Officer (CEO)**
- Yair Rivlin, Chief Product Officer (CPO)
- Ofer Shaked, Chief Technology Officer (CTO)
- Brittanie Williams, Chief Marketing Officer (CMO)
- Sean Delehanty, Chief Financial Officer (CFO)
- Guarav Bhargava, Chief Risk Officer (CRO)
- Rohan Kohli, Chief Compliance Officer (CCO)
- David Durant, General Counsel
- Anne Marie DePaul, VP of People
- Ratesh Dhir, VP of Business Development
- Angela Hung, Head of UX Research

## Policy Advisory Board:

- Paul Ryan,  
Former Speaker of the US House of Representatives
- Mary Landrieu, Former US Senator
- Max Baucus, Former US Senator and Ambassador to China
- Ben Lawsky,  
Former Director, New York Department of Financial Services

## Partnerships:

- Financial Technology Association (FTA)
- Financial Health Network (FHN)
- Opportunity Insights at Harvard University
- Lab for Economic Opportunity (LEO) at University of Notre Dame