turtlemint

August 14, 2026

To,
The Manager
Listing Department
BSE Limited ("BSE")
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort
Mumbai 400 001.

To
The Manager,
Listing Department
National Stock Exchange of India Limited ("NSE")
Exchange Plaza, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051.

BSE Scrip Code: 544799
NSE Symbol: TURTLEMINT
ISIN: INE0OC301013

Sub: Press Release on Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2026.

Dear Sir/Ma'am,

In reference to the above captioned subject, please find attached a copy of Press Release with respect to Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2026.

The same is also available on the website of the Company at www.turtlemint.com

Request you to take the same on your record and acknowledge.

Yours Faithfully,

Thanking You,

For Turtlemint Fintech Solutions Limited
(Formerly known as Turtlemint Fintech Solutions Private Limited and Fintech Blue Solutions Private Limited)

PRASHANT SAINI
Digitally signed by PRASHANT SAINI
Date: 2026.08.14 17:32:52 +05'30'

Prashant Saini
Company Secretary & Compliance Officer
Membership No. A23769
Encl: As above

turtlemint

Turtlemint reports Strong Premium growth of 49.8% in Q1 FY27

Service EBITDA grew by 89%

Mumbai, 14 August 2026: Turtlemint Fintech Solutions Limited ("Turtlemint") (BSE: 544799 | NSE: TURTLEMINT), today announced its financial results for the quarter ended June 30, 2026, delivering strong growth while achieving key profitability milestones.

Particulars (INR Cr)	Q1 FY26	Q1 FY27	YoY Growth
Platform Premium	804	1,205	49.8%
Revenue From Operations	210	294	40%
Service EBITDA	21	39	89%

Speaking on the results, **Dhirendra Mahyavanshi, Chairperson, Managing Director & CEO, Turtlemint said,** *"Our momentum has continued to Q1 FY27, with platform premium growing 49.8% and revenue from operations up from 40% year on year. This reflects the continued strength of our distribution ecosystem and the trust our partners and customers place in us. We are pleased with the pace at which our platform continues to scale across 19,000+ pincodes."*

Anand Prabhudesai, Executive Director & COO, Turtlemint said, "Service EBITDA growth of 89% Y-o-Y is a clear signal that our platform economics are strengthening at scale. Technology continues to be the core reason behind the increasing efficiency across every layer of the business, from digital partner onboarding to sales support. The strong performance in Q1 FY27 gives us confidence that we are building a durable and scalable business for the long term."

Key Highlights for Q1 FY27

- Strong business momentum continued as platform premium grew 49.8% YoY
- Revenue from operations grew 40% YoY
- Service EBITDA grew 89% YoY to INR 39 crore as Service EBITDA margin expansion continues
- Adjusted EBITDA as a % of revenue improved from -20% in Q1 FY26 to -9% in Q1 FY27
- Strong operating leverage continues to play out as corporate overheads as % of Revenue declined from 30% in Q1 FY26 to 22% in Q1 FY27
- Renewal Revenue grew by 66%, demonstrating strong retention on our platform

Notes to Editors :

Terminology Notes:

- **Service EBITDA:** Service EBITDA equals revenue from operations less Customer Acquisition Cost (i.e., total expenses directly attributable to operational activities in generating revenue from operations which includes commission paid), Direct Employee Cost (i.e., employee benefit expenses related to the sales personnel who are the primary contact for digital partners for their pre and post sales activities including renewals and claims support) and Costs of Direct Operations (i.e. certain tech platforms costs pertaining to policy issuance, post-sales support, renewals and claims)

- **Platform Premium:** Platform premium refers to total premium (i.e payment and consideration) received on insurance policies (net of Goods and Service Tax) that were issued or re-issued by an insurance company through our platform.

- **Adjusted EBITDA:** Adjusted EBITDA for the relevant period/ year equals loss for the period/ year plus total tax expense, finance costs, depreciation & amortisation expense, share based payment expense and exceptional items less other income

Turtelmint Fintech Solutions Limited

Headquartered in Mumbai (India) Turtlemint Fintech Solutions operates a triadic technology platform that creates a seamless, collaborative ecosystem for distributing financial products—including insurance, loans, mutual funds, and credit cards—through its subsidiaries. Powered by advanced technology, Turtlemint enables its network of 691,000+ digital partners to deliver a comprehensive suite of financial solutions, expanding access to insurance as well as lending and investment products.

About Turtlemint Insurance Brokers

Founded in 2015 by Dhirendra Mahyavanshi and Anand Prabhudesai, Turtlemint Insurance Brokers (a subsidiary of Turtlemint Fintech Solution Limited, also known as *Turtlemint Insurance* – www.turtlemintinsurance.com) is one of India's leading digital insurance advisory and distribution platforms. The company operates a technology-driven platform that connects customers, insurance advisors, and insurers, transforming insurance distribution by addressing critical gaps in access and awareness. As of June 30, 2026, Turtlemint has built India's largest certified network of over 550,000+ registered Point of Sale Persons (PoSPs) across 19,000+ pin codes, enabling them with digital tools, AI-powered recommendations, and continuous training through the Turtlemint Pro app and website. Turtlemint has facilitated the sale of over 30 million+ insurance policies across health, life, motor, and business insurance, in partnership with 46 insurers. Its paperless, digital-first processes ensure a seamless journey from policy selection to claims.

Social Handles: Instagram | Linkedin | Twitter | Facebook | YouTube

Media Contacts :

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