July 17, 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 Audited Financial Results (Standalone and Consolidated) for the quarter and financial year ended March 31, 2026.

Dear Sir/Ma'am,

In reference to the above captioned subject, please find attached a copy of Press Release with respect to Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and financial year ended March 31, 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: 2026.07.17 18:42:13 +05'30'

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

Turtlemint reports profitable Q4 FY26; Revenue growth of 57% in FY26

Mumbai, 17 July 2026: Turtlemint Fintech Solutions Limited ("Turtlemint") (BSE: 544799 | NSE: TURTLEMINT), today announced its financial results for the quarter and financial year ended March 31, 2026, delivering strong growth while achieving key profitability milestones.

Particulars (INR Mn)*	FY 25 (Proforma)	FY 26	YoY Growth	Q4FY25	Q4FY26	YoY Growth
Revenue From Operations	7,003	10,983	57%	2,516	3,572	42%
Service EBITDA	832	1,416	70%	376	601	60%
Adjusted EBITDA	(1,863)	(1,055)		-335	29	*NM*
% of Revenue from operations	*-27%*	*-10%*	*17%*	*-13%*	*1%*	*14%*
Profit After Tax and exceptional items	(2,026)	(1,843)		-394	31	*NM*

**Turtlemint Fintech Solution Ltd acquired Turtlemint Insurance Broking Services Private Limited with effect from May 8, 2024 (material subsidiary), Hence, the pro forma financial has been compiled by the management of the Company on a voluntary basis to illustrate the impact of the acquisition of TIB on the financial performance for the financial years ended March 31,2025*

Speaking on the results, **Dhirendra Mahyavanshi, Chairperson, Managing Director & CEO, said** "*Our growth this quarter reflects the distribution strength of our platform and ecosystem. We are excited to begin our journey as a listed company, reflecting the strength of our business model and disciplined execution. Today, more than 6.5 lakh + Digital Partners, supported by partnerships with 46 insurers and a presence across 19,000+ PIN codes, are helping make insurance more accessible to millions of Indians."*

Anand Prabhudesai, Executive Director & COO, said, "*As we continue to invest in technology and AI, our focus remains on empowering our partners, enhancing customer experiences, and building one of India's most trusted digital insurance distribution platforms. The business is in excellent shape, with strong momentum across our key growth drivers, and we remain focused on executing our long-term strategy to create sustainable value for all our stakeholders.*"

Key Highlights for Q4 FY26

- Delivered 1st ever profitable quarter of the company as Profit After Tax came in at INR 3 crore
- Strong business momentum continued as revenue grew 42%
- Service EBITDA grew 60% YoY to INR 60 crore as Service EBITDA margin expansion continues

Key Highlights for FY26

- Revenue from operations saw strong growth of 57% to INR 1,098 crore
- Added 1.1 lakh + Digital Partners during the year
- Service EBITDA grew 70% YoY to INR 142 crore as Service EBITDA margins expanded
- Platform Premium grew 31% YoY to INR 3,868 crore

- Renewal revenue grew 51% to INR 224 crore
- Adjusted EBITDA as % of revenue improved from (27%) in FY25 to (10%) in FY26
- Strong operating leverage continues to play out as corporate overheads as % of Revenue declined from 38% in FY25 to 23% in FY26
- Total Digital Partners stands at 6.5 lakh + as of 31st March 2026.

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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 650,000+ 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 March 31, 2026, Turtlemint has built India's largest certified network of over 532,000+ 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 29 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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Disclaimer

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