Turtlemint reports Strong Premium growth of 55% in Q2 FY27

Service EBITDA grew by 47%

Friday, 12 November 2026: Turtlemint Fintech Solutions Limited ("Turtlemint") (BSE: 544799 | NSE: TURTLEMINT), today announced its financial results for the quarter and half year ended September 30, 2026, delivering strong growth while achieving key profitability milestones.

Particulars (INR Cr)	Q2 FY26	Q2 FY27	YoY Growth	H1 FY26	H1 FY27	YoY Growth
Platform Premium	786	1,214	55%	1,590	2,419	52%
Revenue From Operations	253	342	35%	463	637	38%
Service EBITDA	30	45	47%	51	85	66%

Speaking on the results, Dhirendra Mahyavanshi, Chairperson, MD & CEO and Anand Prabhudesai, Executive Director & COO, Turtlemint, said, "Q2 FY27 has been another quarter of consistent delivery. Platform premium grew 55% Y- o -Y and revenue from operations rose 35%, underlining the depth of the distribution network we have built over the years. Our Service EBITDA grew 47% year-on-year this quarter, which shows that every incremental rupee of business is becoming more efficient to serve. This is the result of years of investment in technology, which today powers everything from how quickly a new partner gets on-boarded to how effectively we support them in closing a sale.
Our advisors and customers continue to choose Turtlemint, driving our growth and ability to expand reach across 19,000+ pincodes. Q2 FY27 reinforces our belief in building a business which is built to last."

Key Highlights for Q2 FY27

- Strong business momentum continued as platform premium grew 55% YoY
- Revenue from operations grew 35% YoY
- Service EBITDA grew 47% YoY to INR 45 crore as Service EBITDA margin expansion continues
- Adjusted EBITDA as a % of revenue improved from -14% in Q2 FY26 to -6% in Q2 FY27
- Strong operating leverage continues to play out as corporate overheads as % of Revenue declined from 26% in Q2 FY26 to 19% in Q2 FY27

Key Highlights for H1 FY27

- Strong business momentum continued as platform premium grew 52% YoY
- Revenue from operations grew 38% YoY
- Service EBITDA grew 66% YoY to INR 85 crore as Service EBITDA margin expansion continues
- Adjusted EBITDA as a % of revenue improved from -17% in H1 FY26 to -7% in H1 FY27
- Strong operating leverage continues to play out as corporate overheads as % of Revenue declined from 28% in H1 FY26 to 21% in H1 FY27
- Renewal Revenue grew by 52%, 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 728,000+ 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 September 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.

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