



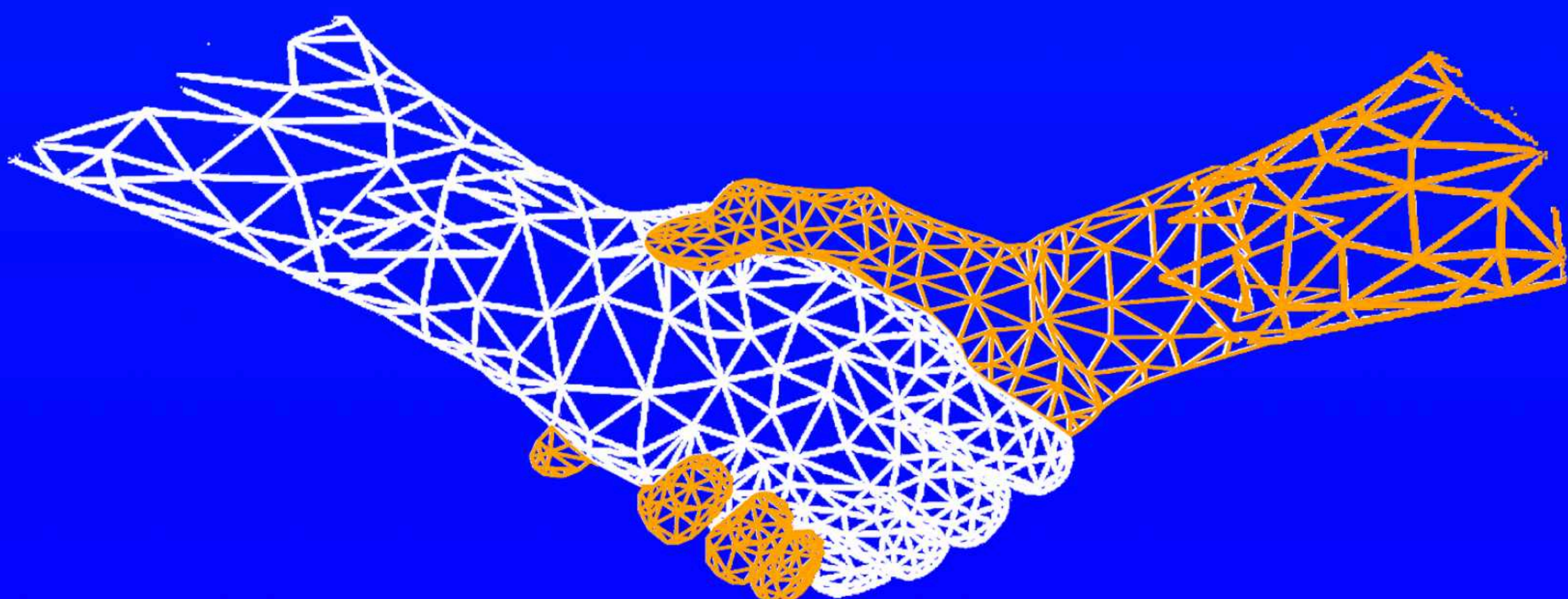
Newsletter

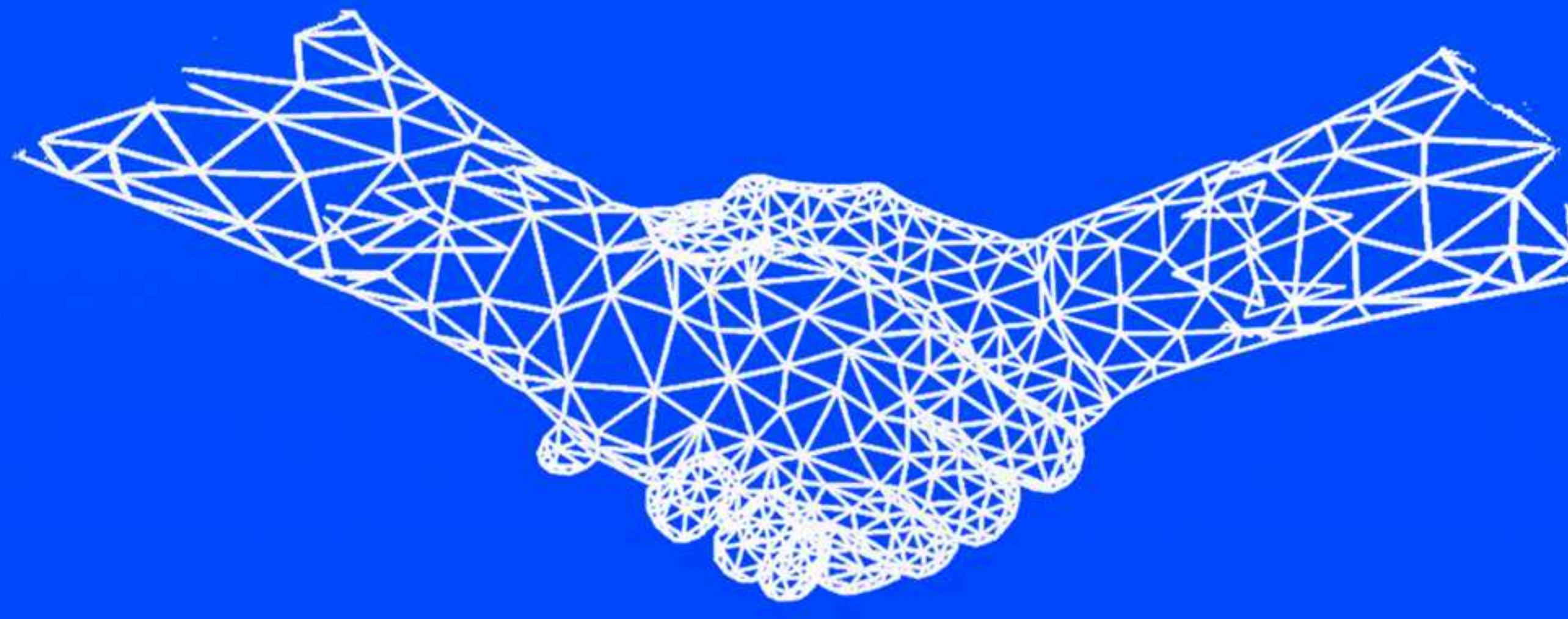
November 2025



HIGHLIGHTS

Your Go-to Source for PBP Highlights & Partner Success





A Special Message



Rajan Gulati

Deputy Head - Human Resources

I am extremely delighted to launch the grand edition of the November PBP Connect Newsletter, packed with exciting highlights!

This month, we proudly celebrate several landmark events — the inauguration of our experience centers in Agartala, Kolkata, and Guwahati, creating new hubs for partners to engage, learn, and experience PBPartners' offerings firsthand; the spectacular PBPartners MDRT – Singapore Gala Night, where our top-performing Life Insurance partners were rewarded and recognized on the grand stage for their exceptional achievements; and the Malamaal Premier League Goa and Dharuvera editions, a grand celebration honoring the top 2 teams from Motor BU and VRM for their stellar performance, dedication, and contribution to our growing motor insurance business. We also take pride in our awards and recognitions, including InsurTech of the Year and the Global Marketing Excellence Award for our impactful OOH campaign. This edition is a tribute to our partners' achievements, innovation, and relentless pursuit of excellence — a celebration of all that makes PBPartners truly exceptional.



LIFE INSURANCE

SINGAPORE EDITION

PBPartners MDRT – Singapore Edition Gala Night was the ultimate celebration of Life Insurance excellence. Our top-performing insurance partners were rewarded and recognized on the grand stage by our **CBO, Dhruv Sarin and the Senior Leadership Team** for their remarkable achievements. During the three-day event, our MDRT partners not only received accolades but also enjoyed the very best of Singapore — from the **thrilling Night Safari and scenic Sentosa Island** to the **enchanting Royal Albatross Sunset Dinner Cruise**. A celebration like no other, marking the pinnacle of success, dedication, and the MDRT spirit, creating lifelong memories with our **inspiring insurance partners**.



Launch: New Experience Centers Agartala, Guwahati & Kolkata

Reinforcing its commitment to empower and elevate its agent partners, PBPartners has **launched three state-of-the-art Experience Centres**, inaugurated by our CBO Mr. Dhruv Sarin along with the Top Partners. With this addition, PBPartners now operates a total of 23 Experience Centres across India, expanding its presence in Tier 2 and Tier 3 cities and fostering a collaborative environment that enables partners to succeed and excel. These centres are designed to provide partners with training, product knowledge, and business tools, helping them explore new opportunities and grow their insurance business.

Agartala Experience Center



Guwahati Experience Center



Kolkata Experience Center



Motor BU

MALAMAAL PREMIUM League

SEASON 3

GOA EDITION

Malamaal Premier League—our flagship Motor Insurance contest for employees—concluded with a **grand felicitation ceremony** in Goa, celebrating the outstanding performance of the **North-2 Motor BU team, led by Rajesh Kumar**. The event was graced by our CBO, **Dhruv Sarin**, along with the **senior leadership team**, who applauded the exceptional performance and relentless spirit of our sales champions. The celebrations in Goa were filled with **fun, excitement, and unforgettable moments** a **perfect blend of recognition, motivation, and team spirit**, making MPL a truly memorable success. With this milestone achieved, the leadership shared an inspiring vision to **raise the bar even higher and unlock new levels of growth in the Motor Insurance business**. Together, we look forward to creating many more success stories — **because when we drive with passion, victory always follows**.



Motor BU

MALAMAAL PREMIUM League SEASON 3

DHARUHERA EDITION

The **Malamaal Premier League** — our flagship Motor Insurance contest for employees — achieved another proud milestone with a special celebration at Downtown Resort in Dharuhera, where the **third runner-up, Motor VRM team led by Gautam Ranjan** was honoured for their outstanding performance. The evening was graced by our senior leadership, who **acknowledged the unwavering determination, consistency, and competitive spirit** displayed by our sales champions. The ceremony came alive with high-energy activities, excitement, and unforgettable moments that truly captured the spirit of success, teamwork, and celebration — **making MPL a memorable experience for everyone.**



Life Insurance Pathshala

At PBPartners, Pathshala is more than a training initiative for our agent partners — it is a platform for partner engagement, business acceleration, and growth. Staying true to this purpose, the recent **Life Insurance Pathshala sessions in Mysore and Amritsar** brought together nearly 300+ partners for a power-packed learning experience built around multiple insurers' product offerings. These sessions were designed not only to enhance product knowledge but also to help partners identify new business opportunities, expand their customer base, and boost their earning potential in the evolving insurance market. The events also became moments of pride and celebration as we recognized the outstanding contributions of our top-performing agent partners, applauding their dedication, consistency, and excellence.

Amritsar



Mysore



Motor BU

pragati2.0

Let's Grow Together

In November, Pragati made a remarkable impact with its high-energy session in Trivandrum and Thrissur. Tailored exclusively for 300+ Motor Insurance agent partners to empower, engage, and accelerate their business performance. The sessions provide partners with practical strategies, market insights, and business tools to uncover new opportunities, drive Motor sales, and build sustainable success. By focusing on **Tier 2 and Tier 3 cities**, Pragati reinforces PBPartners' commitment to creating a high-performing, future-ready partner ecosystem where every Motor agent can thrive and grow.

Trivandrum



Thrissur





Qualify



Annual Clubs

Thailand	Moscow	London
Masters' Club	CBO Club	One Club
₹75L	₹150L	₹250L
Net Weighted Premium	Net Weighted Premium	Net Weighted Premium

Program Closing On 31st Dec'25

Book Maximum Business and Unlock your Dream Destination

Partner Success STORY

Rinkal Hardik Mavani
Gujarat



Proud Partner

“

A Journey of Growth & Exceptional Support

My journey with PBPartners over the past three years has been remarkable. As a health insurance partner, having the right support system is crucial — and my RM has been phenomenal. Always proactive and genuinely invested in my success, he ensures my queries are resolved quickly and thoroughly.

Business Expansion & Financial Uplift

Since joining PBPartners, my income has grown significantly. The platform has opened up new opportunities that have helped me scale my business and achieve financial growth I hadn't imagined earlier.

Seamless Technology That Enables Success

What I value most are the on-demand payout feature and the seamless digital platform. Everything is so efficient — it saves time, boosts productivity, and lets me focus on what I do best: serving my clients. PBPartners truly makes success easier and more accessible.

”

Partner Success STORY

Priya M Patil
Karnataka



“

A Truly Rewarding Journey

My journey with PBPartners has been truly rewarding. As a life insurance partner, I've received constant, reliable support from my RM — always quick to respond and ready with solutions. That kind of backing makes all the difference.

Consistent Income Growth & Financial Confidence

Since joining, my income has grown steadily, giving me greater financial stability and confidence.

Tools & Products That Power Business Growth

The variety of life insurance products and PBPartners' smooth digital platform make it easy to serve my clients better and grow my business efficiently

”

Partner Success STORY

Vijay Shankar
Delhi NCR



“

A Smooth & Supportive Partnership

I work in the Life Insurance segment and have been associated with PBPartners for the past one year. My experience so far has been excellent, especially because of the helpful and responsive support from my RM. I've never faced any issues — queries are resolved quickly, and support is always just a call away.

Rise in Earnings & Financial Confidence

Since joining PBPartners, I've seen a noticeable boost in my earnings, and I now feel more in control of my income growth.

Tools & Products That Make Business Easier

I particularly like the fast payout system, the easy-to-use mobile app, and the diverse range of insurance products, all of which make doing business smoother and more efficient.

”

Partner Success STORY

Pritibala Yashwin Patel
Gujarat



“

A Rewarding Journey with PBPartners

My association with PBPartners began a year ago, and since then, it has been a truly rewarding experience in the Life Insurance segment.

Steady Income Growth & Financial Stability

Since joining, I've seen a steady and noticeable rise in my income, bringing more financial stability and growth to my career.

Tools & Products That Enable Business Success

I truly appreciate the simple, agent-friendly portal and the wide range of insurance products, which allow me to confidently serve my clients and grow my business.

”

Partner Success STORY

Vignesh S
Tamil Nadu



“

A Truly Empowering Experience

Being associated with PBPartners for the past 1 year in the Life Insurance segment has been a truly empowering experience. My Relationship Manager is always approachable and provides quick, clear guidance — I never feel stuck, thanks to the constant support.

Significant Income Growth & Financial Control

Since joining, my income has increased significantly, giving me greater control over my finances and future planning.

Continuous Learning & Expert Assistance

I especially appreciate the VRM (Virtual Relationship Manager) support and the training modules, which help me resolve queries quickly and stay updated with the latest information in the insurance sector.

”

Awards and Recognitions

PBPartners has been honoured with two prestigious awards — **InsurTech of the Year at the 12th Edition of the National Awards for Excellence and the Global Marketing Excellence Award for our OOH campaign “Suraksha ke Hero.”** These recognitions fill us with immense happiness and motivation, reflecting the hard work, passion, and dedication of our entire PBPartners family. With renewed pride and purpose, we move ahead stronger than ever — driven by our **mission and vision to take insurance to every corner of Bharat**, empower every partner with opportunity, and make protection accessible, trusted, and seamless for all. Today, we celebrate not just the awards, but the spirit of progress that defines PBPartners.

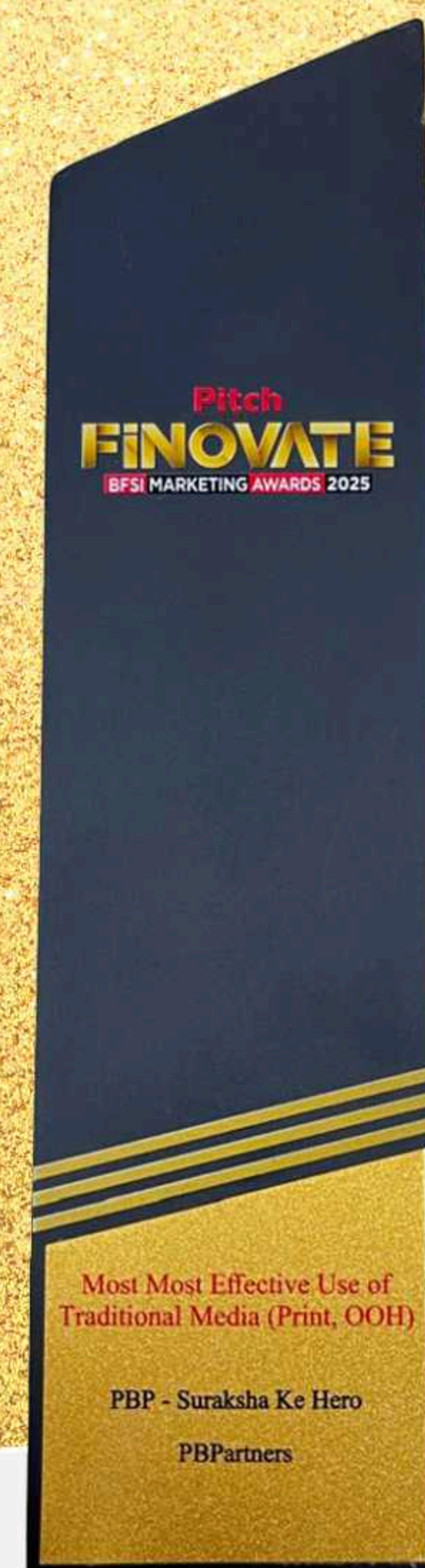
PBPartners Awarded

InsurTech of the Year 2024-25



Suraksha Ke Hero

Awarded Most Effective Use of Traditional Media (Print, OOH)



Know *your* Leader



Gandharv Shah

Head - Human Resources

Gandharv Shah, **Head of HR & Training**, leads the organization's people strategy with a strong commitment to fostering a positive, high-performing workplace. Overseeing both **HR and training functions**, he plays a pivotal role in driving the company's core objective: "**Ensuring employee happiness while enabling their performance.**" With a people-first mindset, Gandharv strengthens learning and development frameworks, champions impactful HR initiatives, and continuously elevates the overall employee experience. His focus remains on **building an environment where individuals feel supported, motivated**, and fully empowered to succeed. PBPartners deeply values his leadership, dedication, and transformative contributions, which continue to shape a stronger, happier, and more future-ready organization.

Rapid Fire Round

with Gandharv Shah

A fun rapid-fire that goes beyond work and straight into personality. Here's what unfolded...



Q Your secret talent no one at the office knows?

Remembering the little details from conversations — things even others forget.

Q Dream vacation destination?

A serene coastal retreat with long, uninterrupted mornings & expansive views.

Q One word you wish employees would stop using in leave applications?

'Unavoidable' — Last-minute planning rather than an actual emergency.

Q Your go-to stress buster during deadlines?

Black coffee and a quick check-in with my team it's grounding and energising.

Q If your life had a theme song, what would it be?

'Kar Har Maidaan Fateh' — It captures resilience, grit, and the conviction to keep moving forward.

Q Emoji you use the most at work?

😊 Simple, Positive, and Universally understood.

Q Favourite office memory so far?

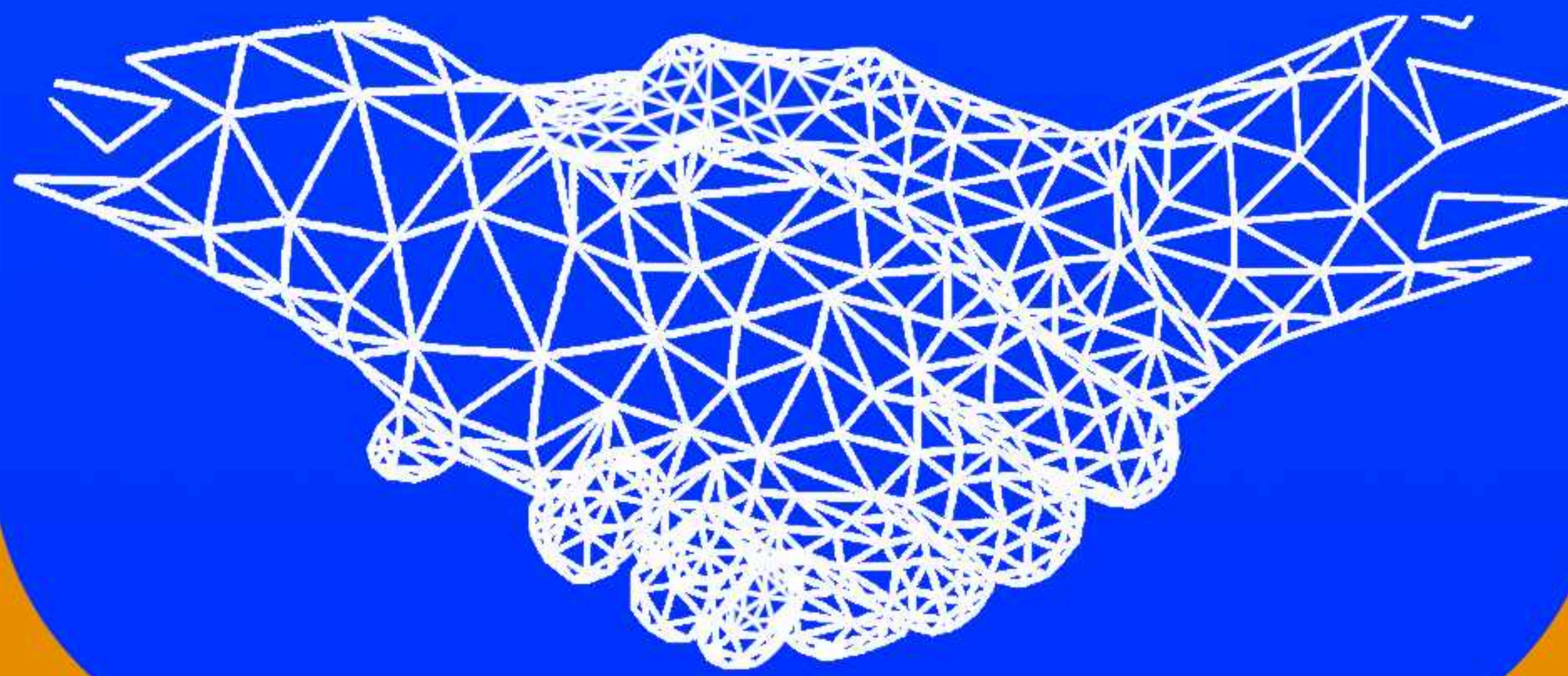
A team member told me they feel valued, supported, and heard. Those conversations remind me why HR matters.

Q If you had the chance to swap roles with someone at PBPartners, who would it be and why?

'Mr. Sanjay Chauhan' — To experience the adrenaline of client interactions, relationship-building, and shaping an organization's future roadmap firsthand.

pbp **CONNECT**

**Newsletter
November 2025**



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