



Insurer Performance Report

Business Pack

March 2018

calibre
INSURANCE

Bound Gross Written Premium (GWP)



March 2018

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

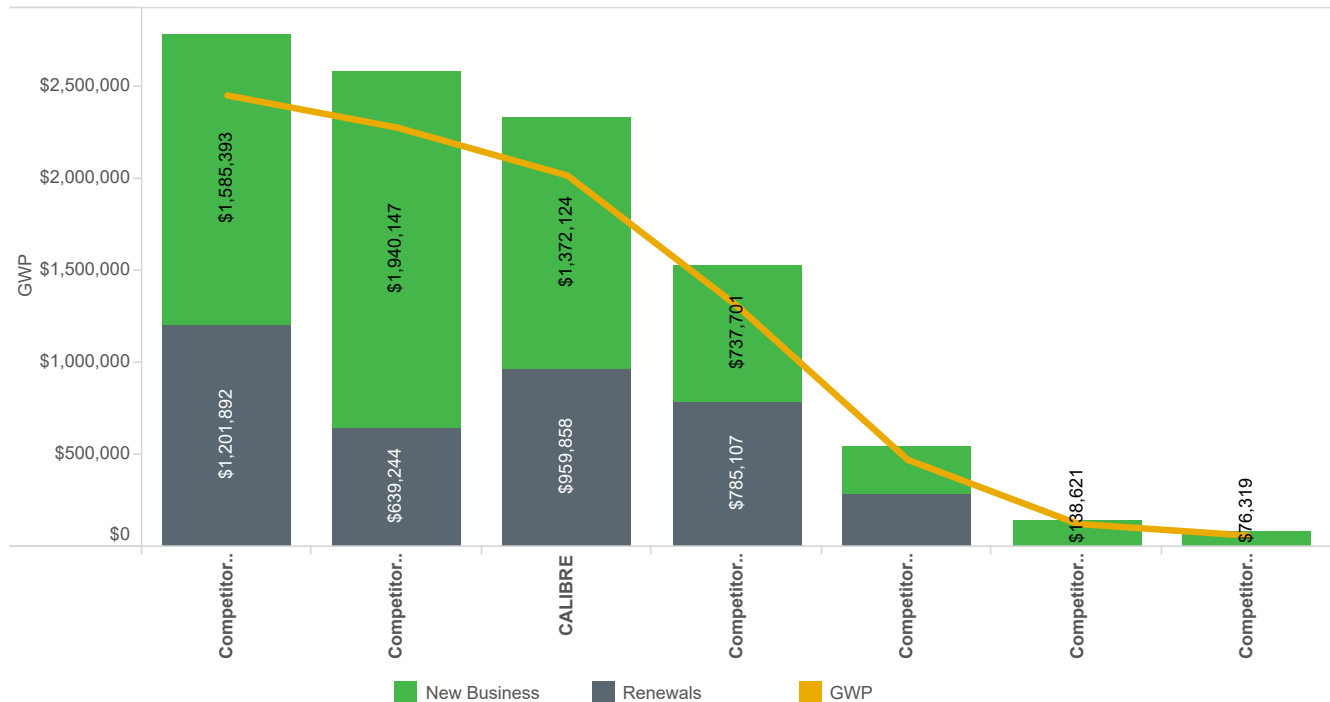
\$2,017,544

\$8,716,361

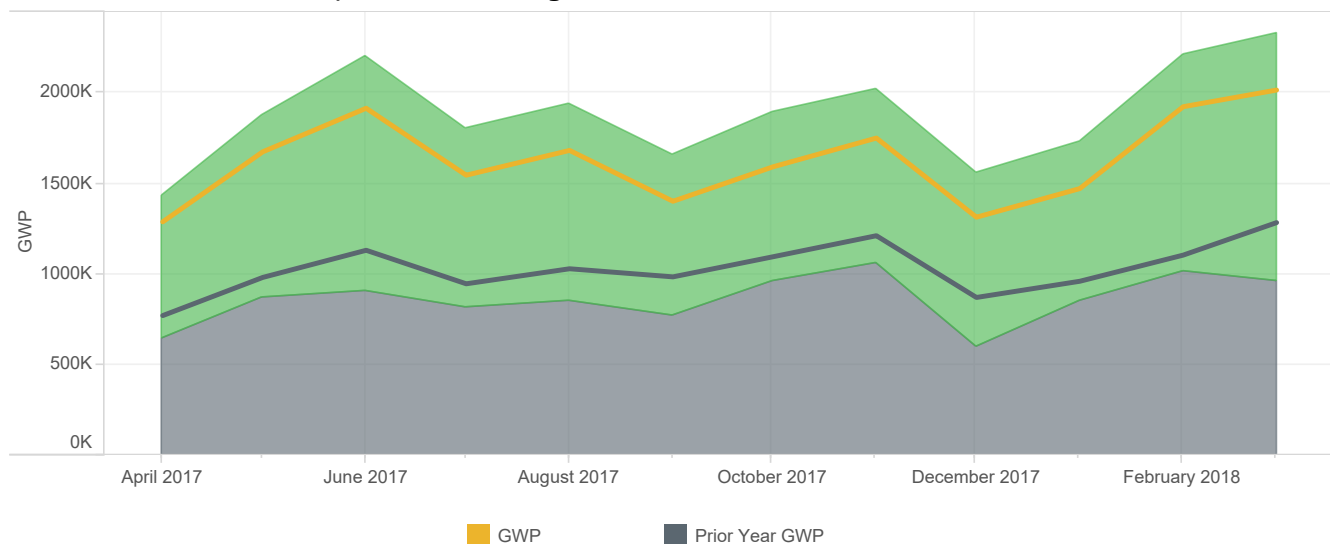
\$1,074

\$1,315

GWP All Insurers, March 2018



CALIBRE GWP Time Series, 12 Month Rolling



Strike Rate



March 2018

CALIBRE Opportunities

CALIBRE Bound Policies

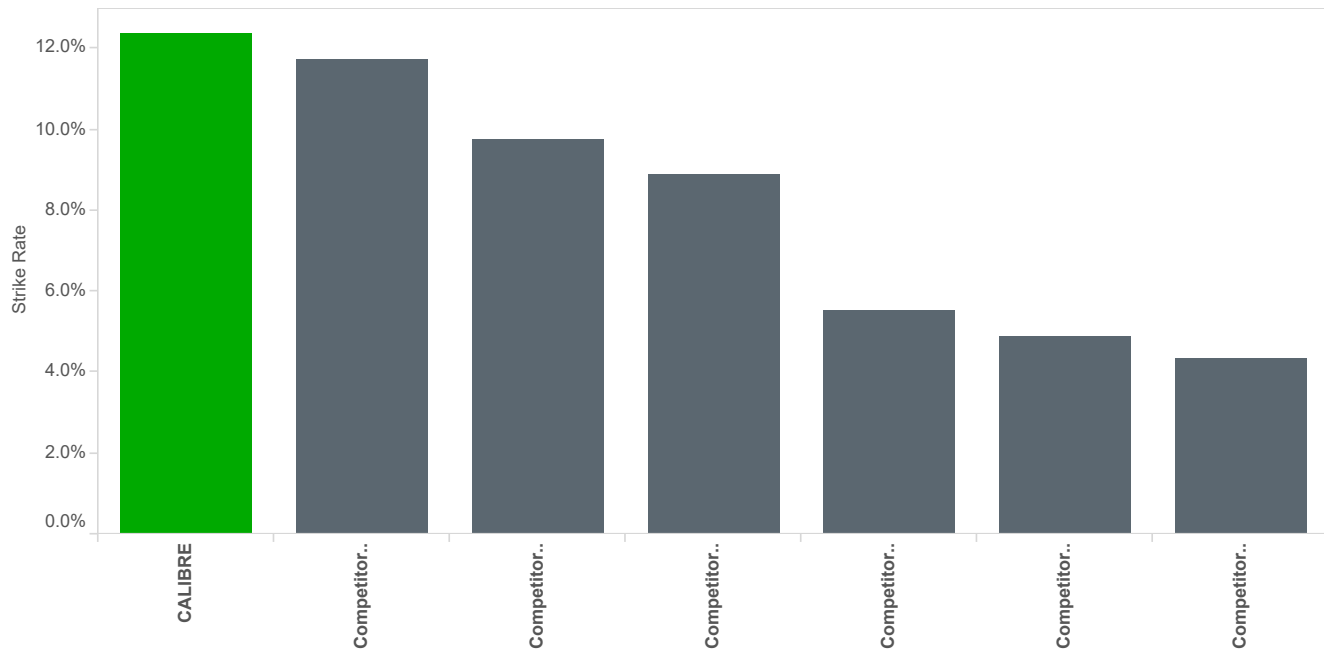
CALIBRE Strike Rate

13,275

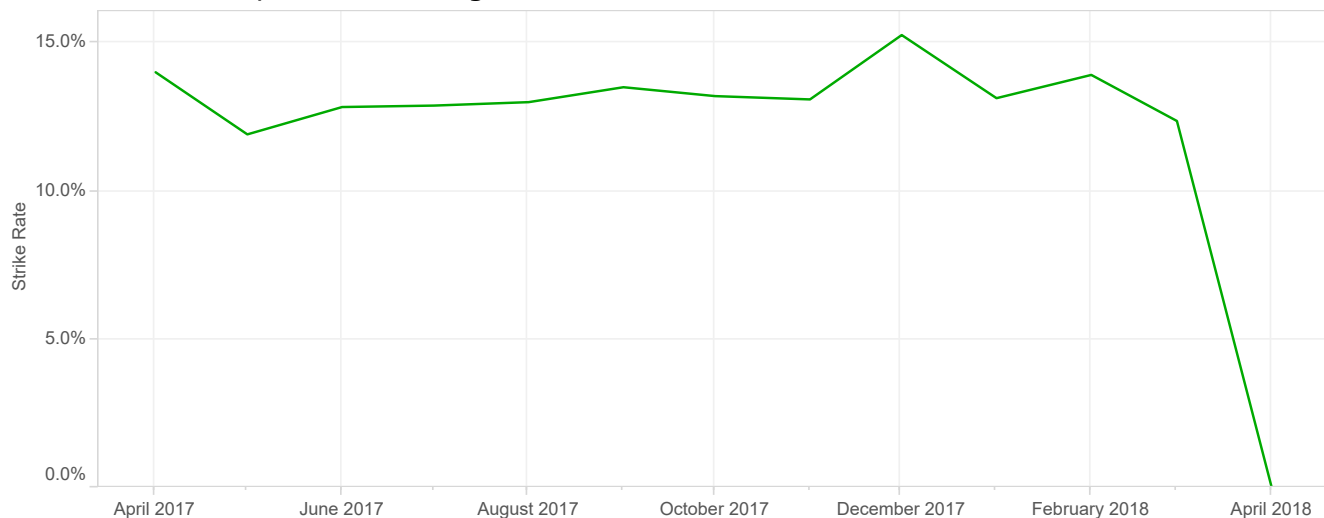
1,642

12.37%

All Insurers, Strike Rate March 2018



CALIBRE Strike Rate, 12 Month Rolling

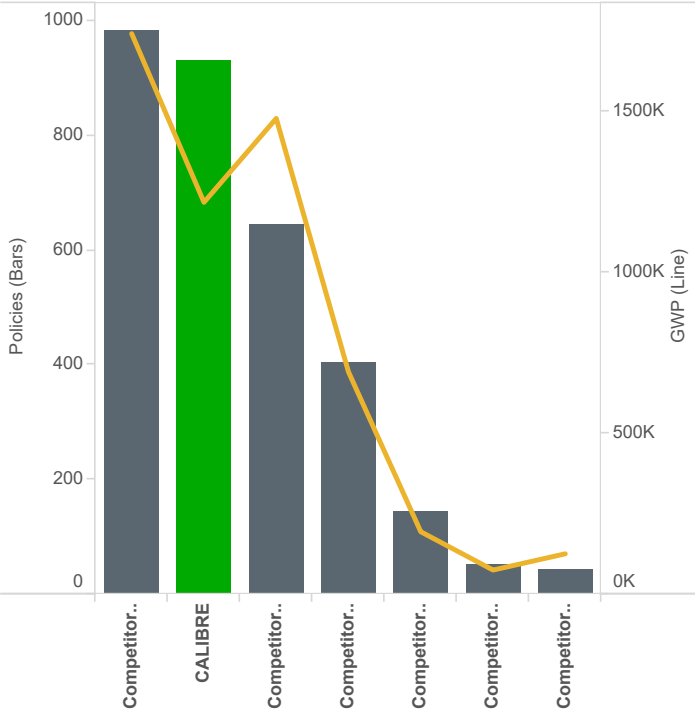


Bound Transactions

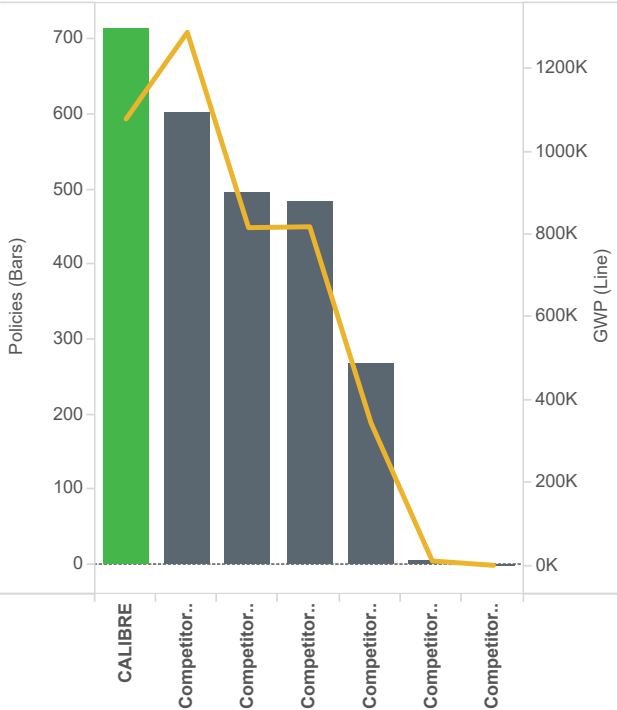


March 2018

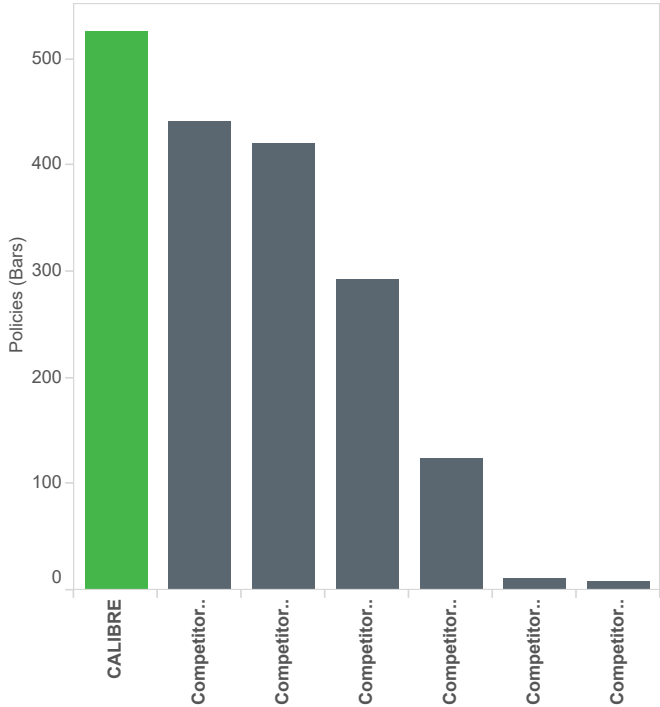
Bound New Business, March 2018



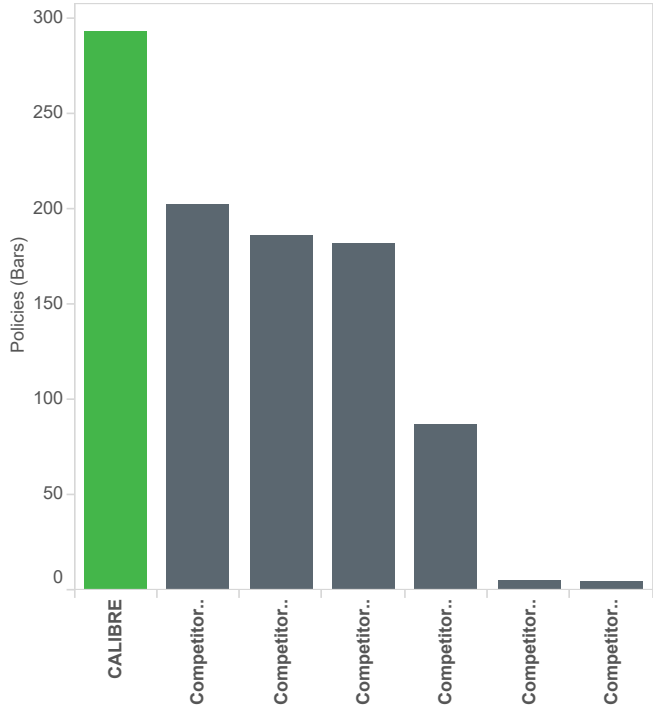
Bound Renewals, March 2018



Bound Endorsements, March 2018



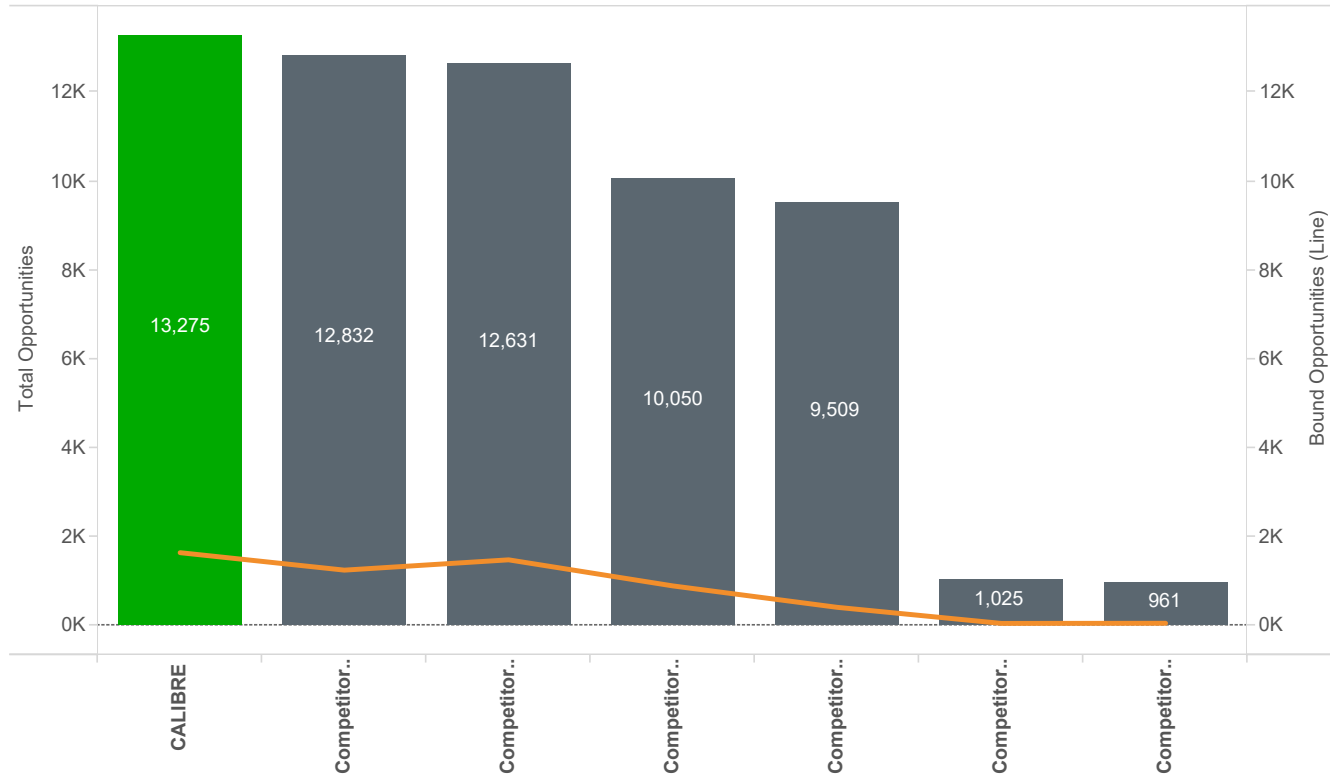
Bound Cancellations, March 2018



Opportunities and Bound Policies

March 2018

Opportunities Presented vs Bound Policies, March



Opportunities Presented, March 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	108	4,451	27	2,880	402	397	3,577	1,433	13,275
GWP	\$95,112	\$4,843,194	\$8,631	\$2,509,062	\$335,813	\$235,742	\$3,573,234	\$1,170,050	\$12,770,838
Average GWP	\$849	\$1,046	\$320	\$841	\$792	\$559	\$953	\$779	\$922

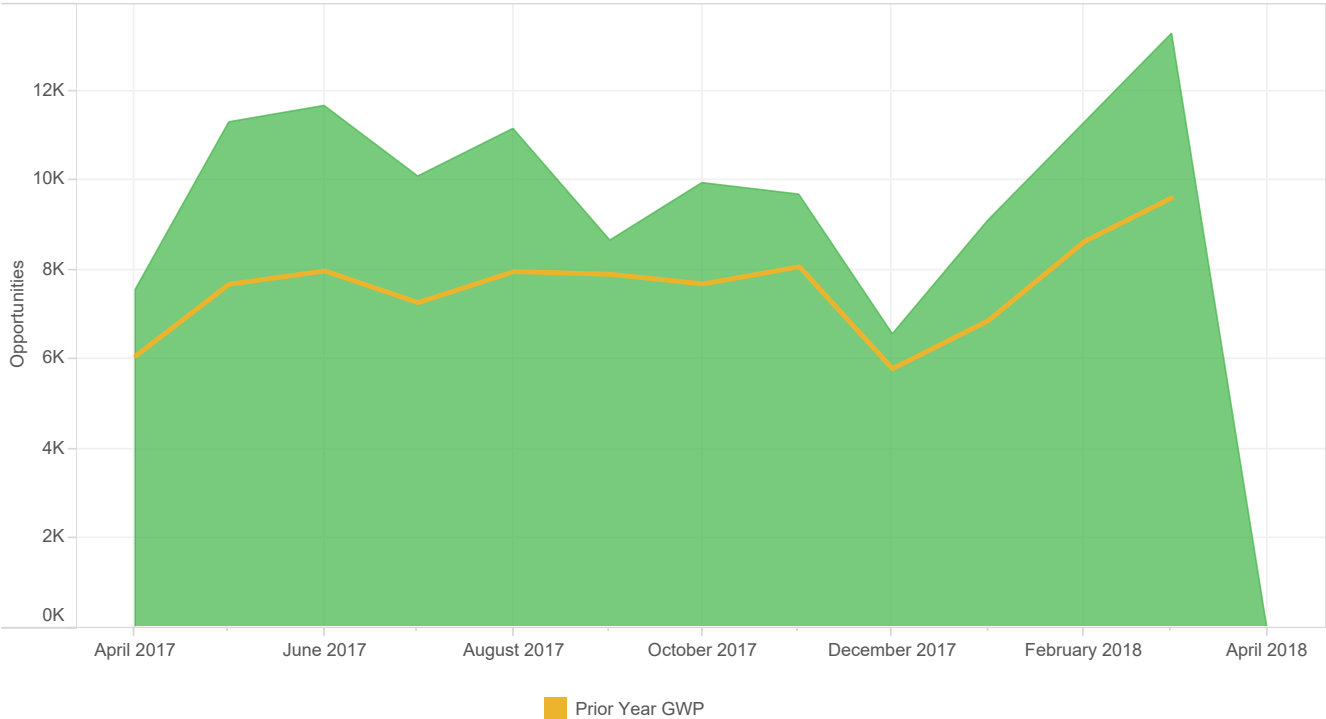
Bound Policies, March 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	22	849	1	576	72	21	693	230	2,464
BasePremiumAmo..	\$15,139	\$684,012	\$329	\$436,688	\$53,878	\$10,472	\$620,656	\$196,370	\$2,017,544
Average GWP	\$688	\$806	\$329	\$758	\$748	\$499	\$896	\$854	\$819

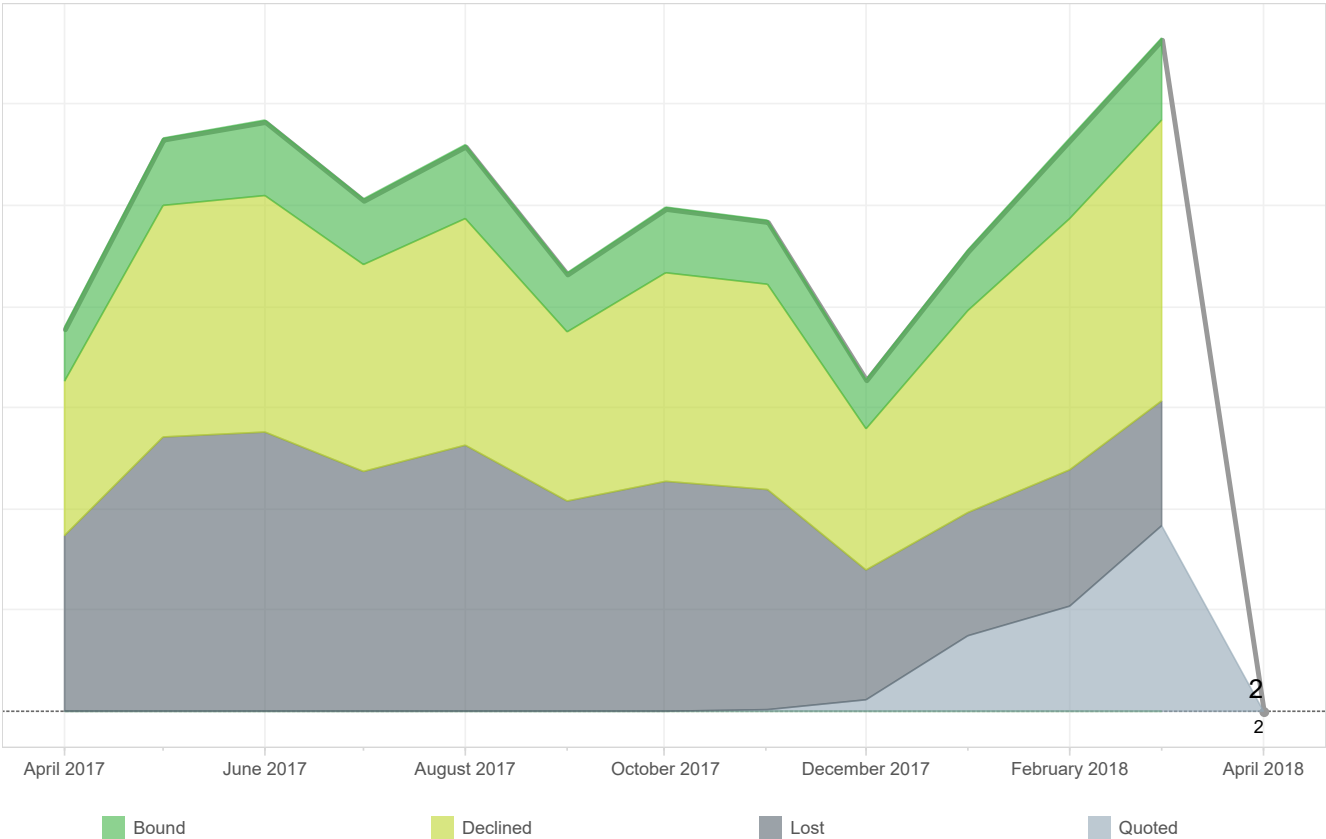
Lost Opportunities, March 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	24	860	4	514	60	73	669	262	2,466
GWP	\$25,824	\$1,489,361	\$1,863	\$739,341	\$80,916	\$85,168	\$1,001,525	\$313,665	\$3,737,663
Average GWP	\$1,076	\$1,732	\$466	\$1,438	\$1,349	\$1,167	\$1,497	\$1,197	\$1,516

CALIBRE Opportunity Time Series, 12 Month Rolling



CALIBRE Opportunity by status Time Series, 12 Month Rolling



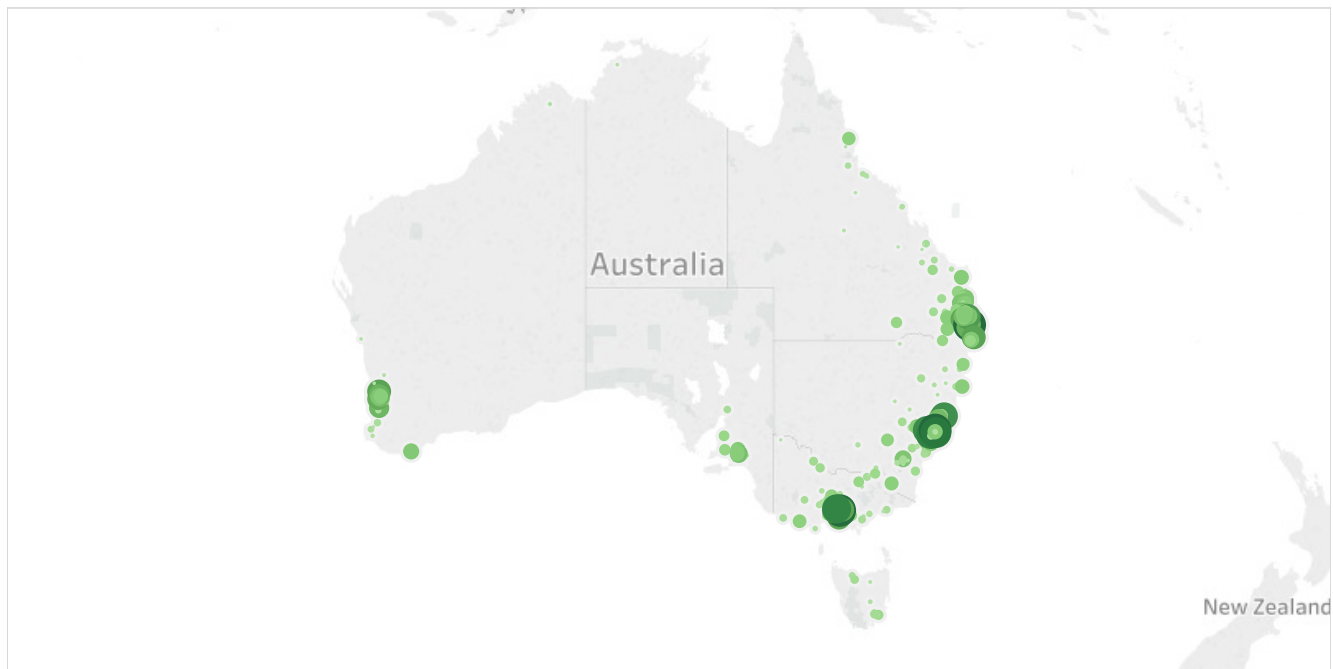
State Activity

March 2018

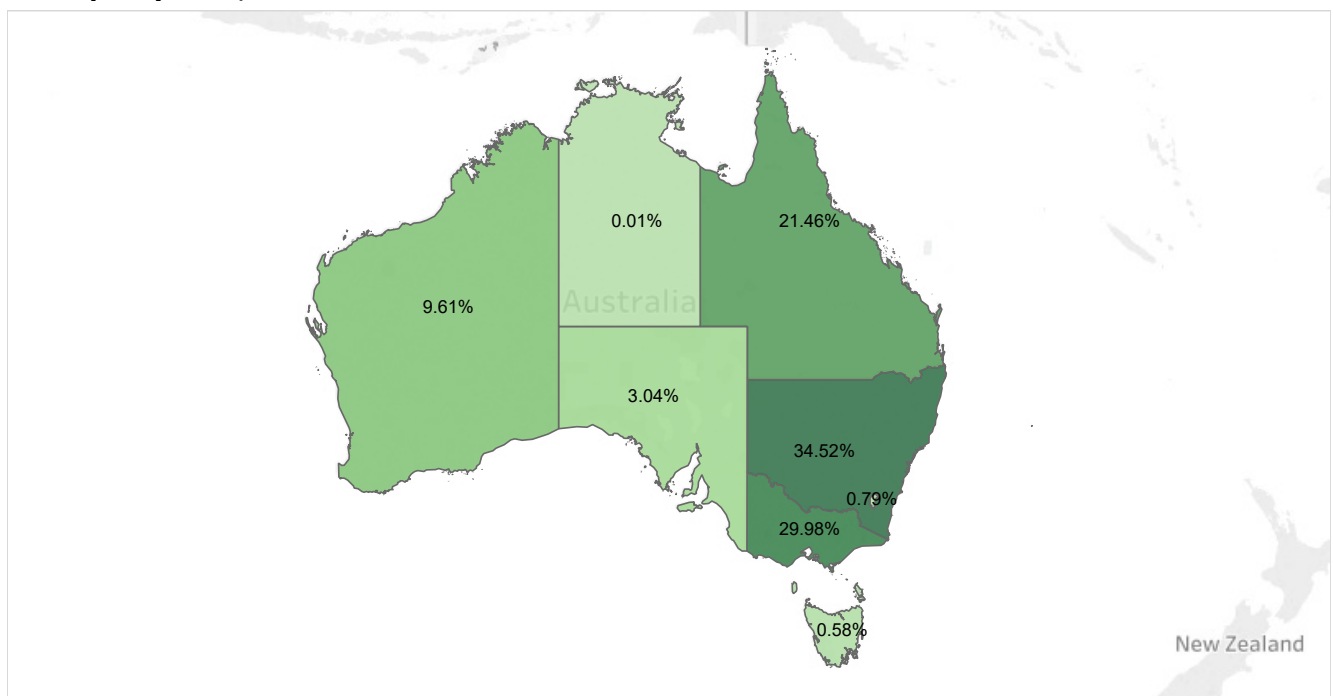
GWP by State, March 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
New Business	\$6,270	\$377,541		\$273,728	\$48,848	\$4,793	\$403,734	\$102,848	\$1,217,763
Renewals	\$11,772	\$415,699	\$329	\$219,519	\$21,093	\$8,595	\$285,135	\$118,081	\$1,080,222
Total	\$18,042	\$793,240	\$329	\$493,247	\$69,941	\$13,388	\$688,869	\$220,929	\$2,297,986

Bound Policies by Post Code, March 2018



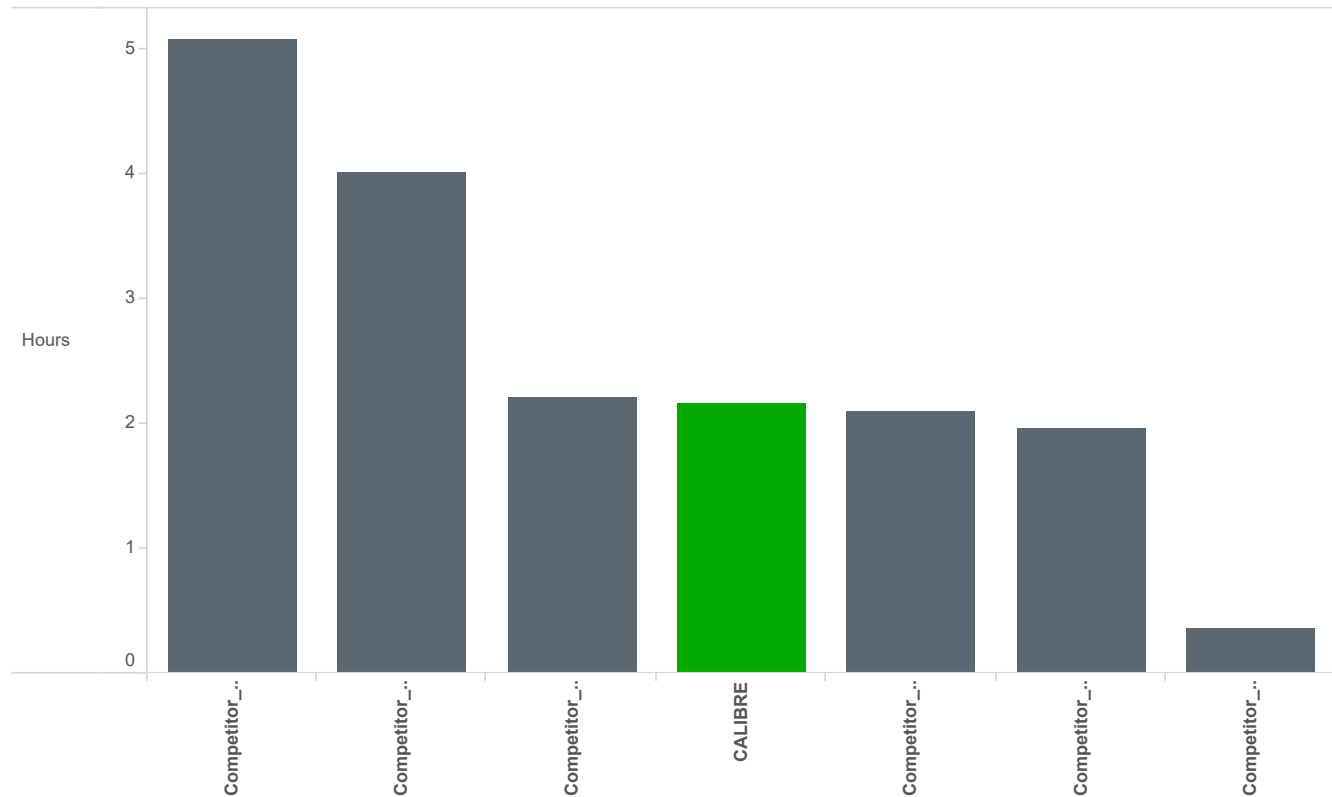
GWP Split by State, March 2018



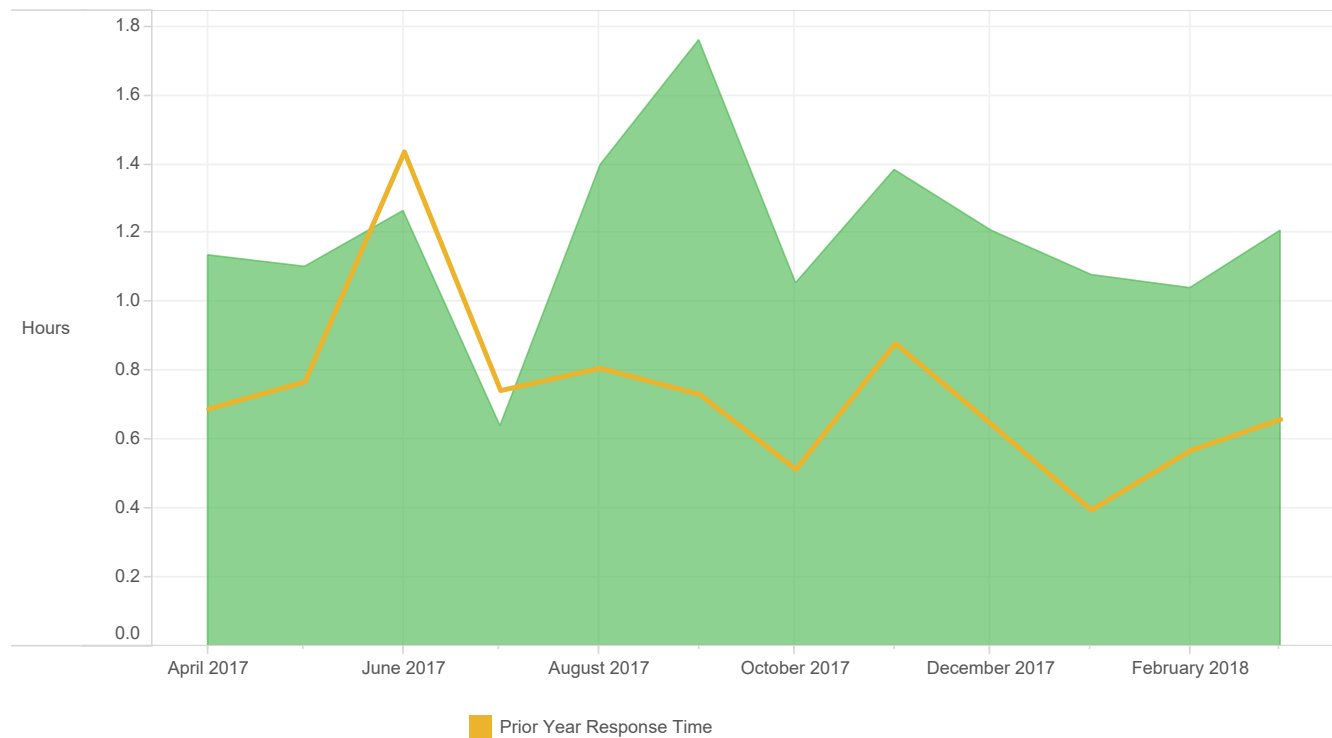
Opportunity Response Time

March 2018

Average Response Time Series, March 2018



CALIBRE Average Response Time Series, 12 Month Rolling

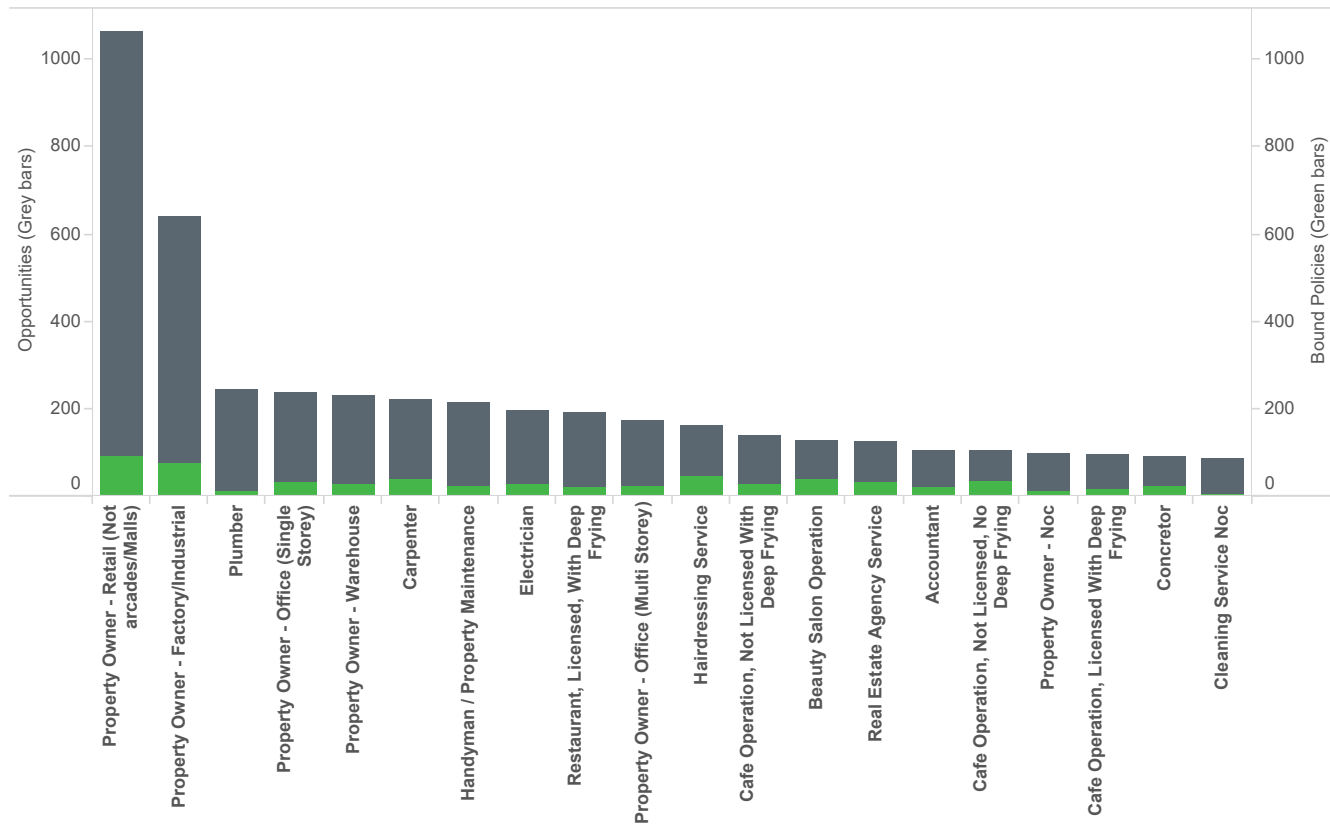


Demographics

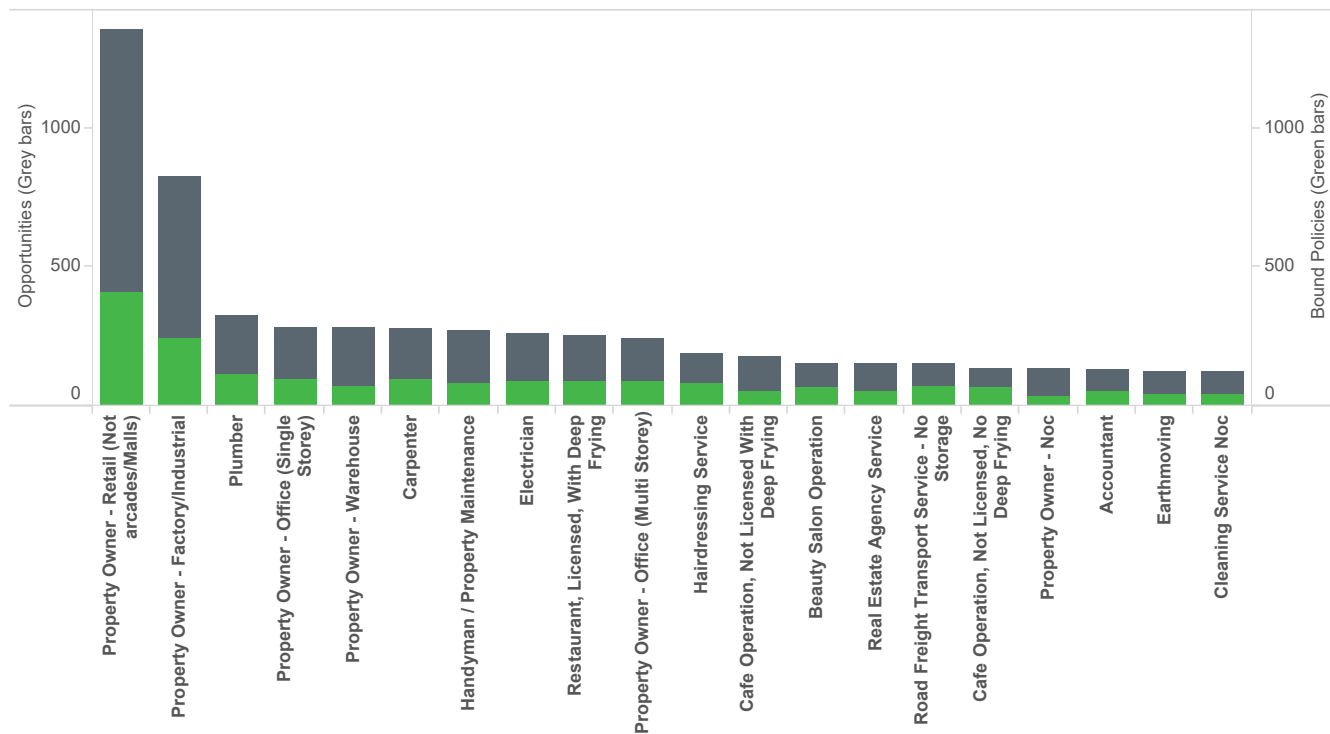


March 2018

CALIBRE Opportunities vs Bound Policies by Top Occupations, March 2018



All Insurers Opportunities vs Bound Policies by Top Occupations, March 2018



Broker Performance

March 2018

Top Brokerage by Bound Policies and GWP, March 2018

