



# **Insurer Performance Report**

**Business Pack**

**January 2019**

**calibre**  
INSURANCE

# Bound Gross Written Premium (GWP)



January 2019

**CALIBRE GWP**

**All Insurer GWP**

**CALIBRE Avg GWP**

**All Avg GWP**

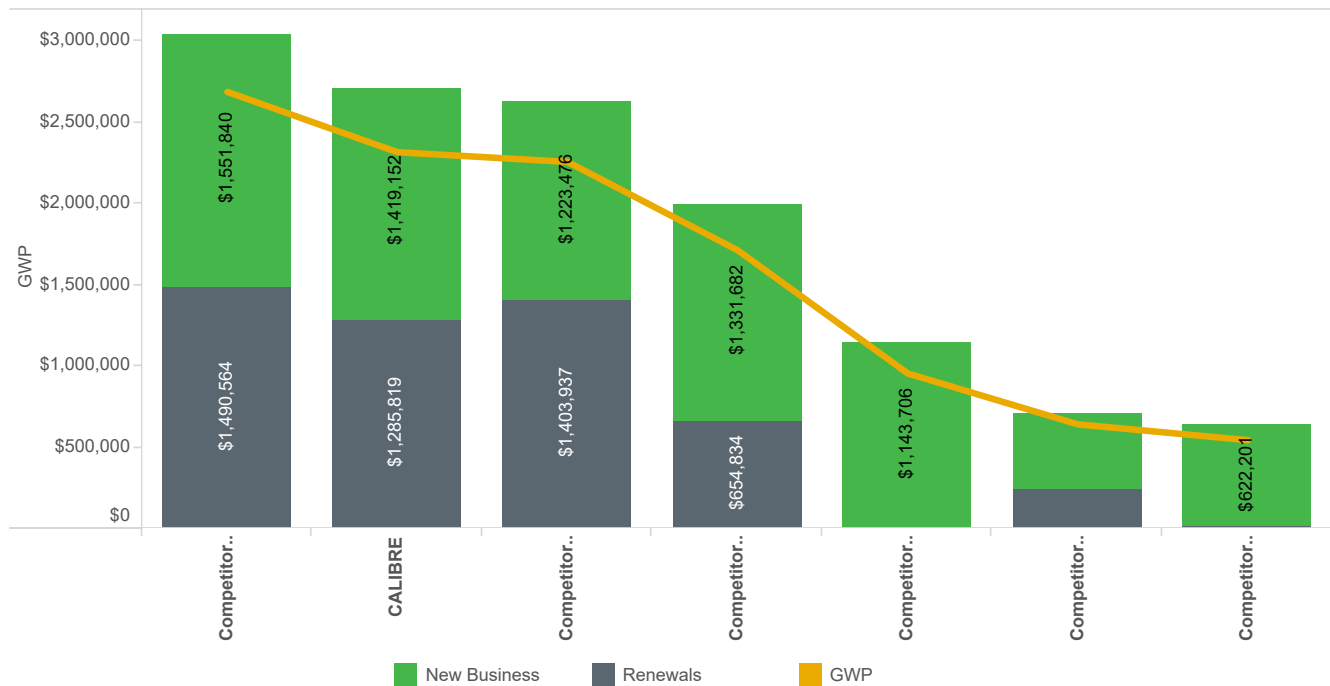
**\$2,317,604**

**\$11,121,824**

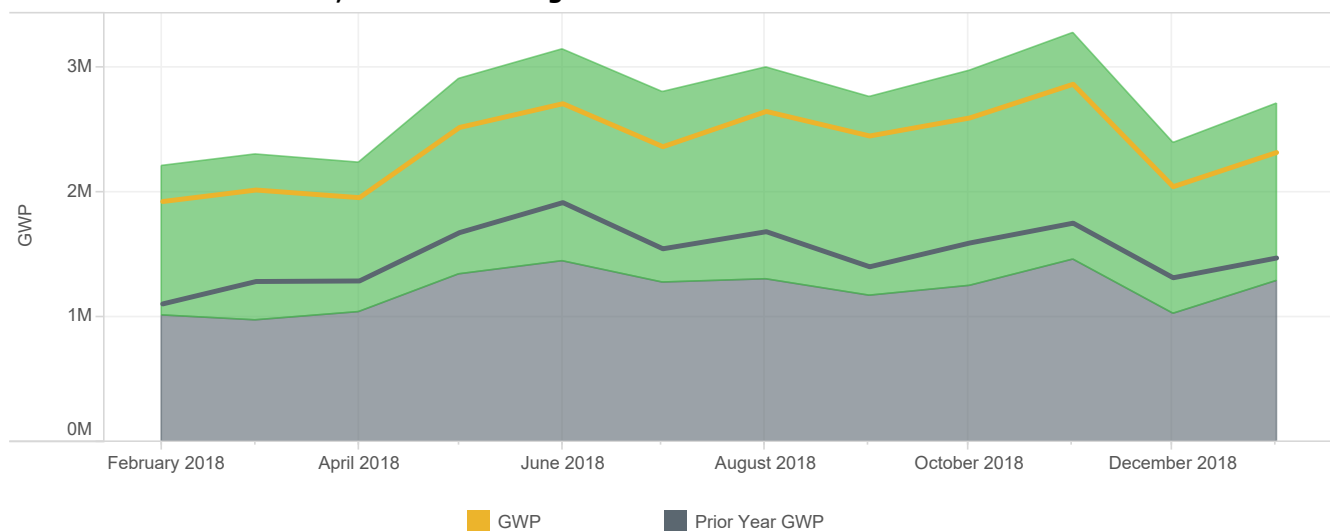
**\$1,431**

**\$1,665**

## GWP All Insurers, January 2019



## CALIBRE GWP Time Series, 12 Month Rolling



GWP of policies bound during the reporting period. Avg GWP excludes endorsements and cancellations.

# Strike Rate

January 2019

CALIBRE Opportunities

CALIBRE Opportunities Won

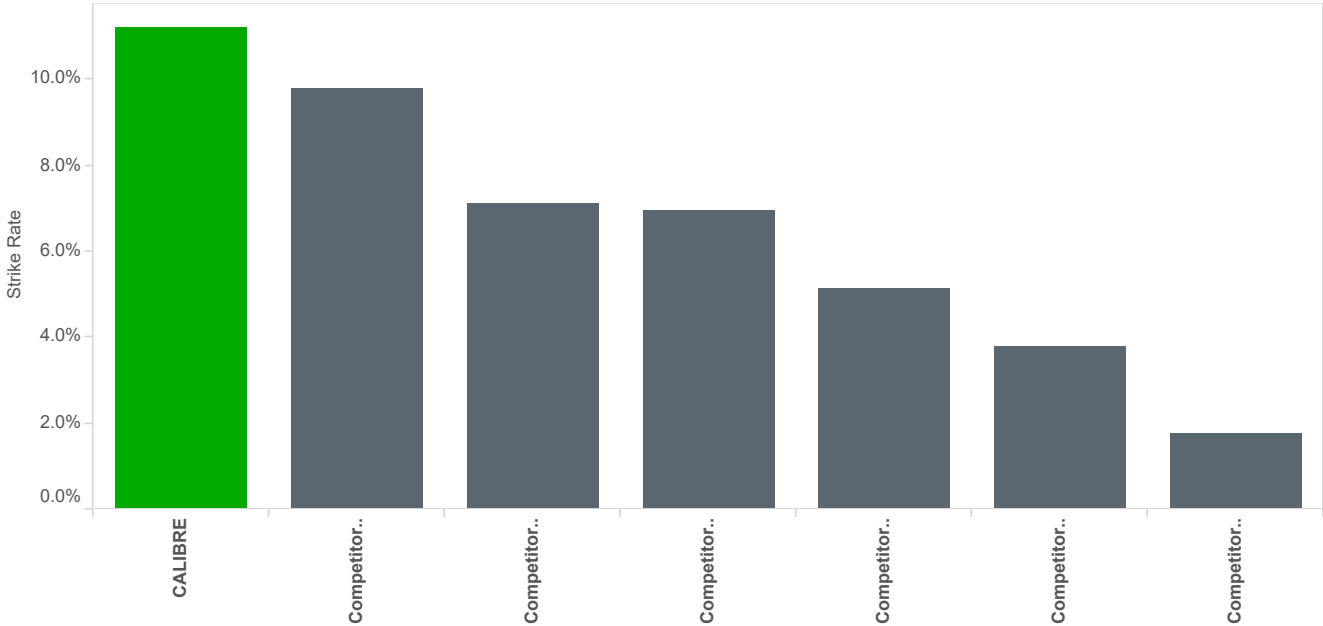
CALIBRE Strike Rate

16,902

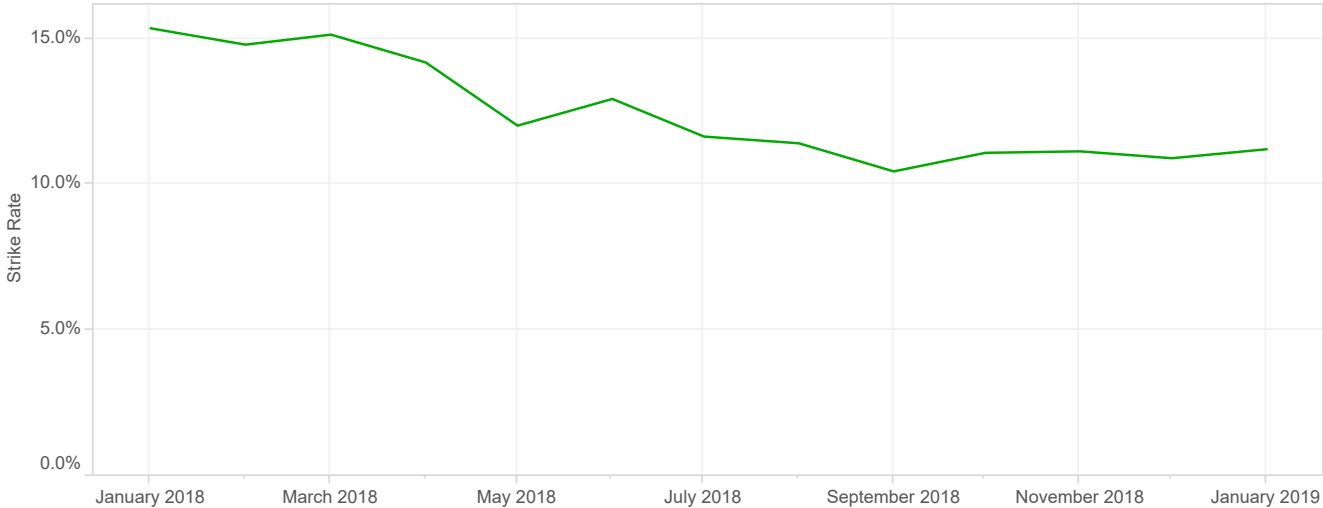
1,894

11.21%

All Insurers, Strike Rate January 2019



CALIBRE Strike Rate, 12 Month Rolling

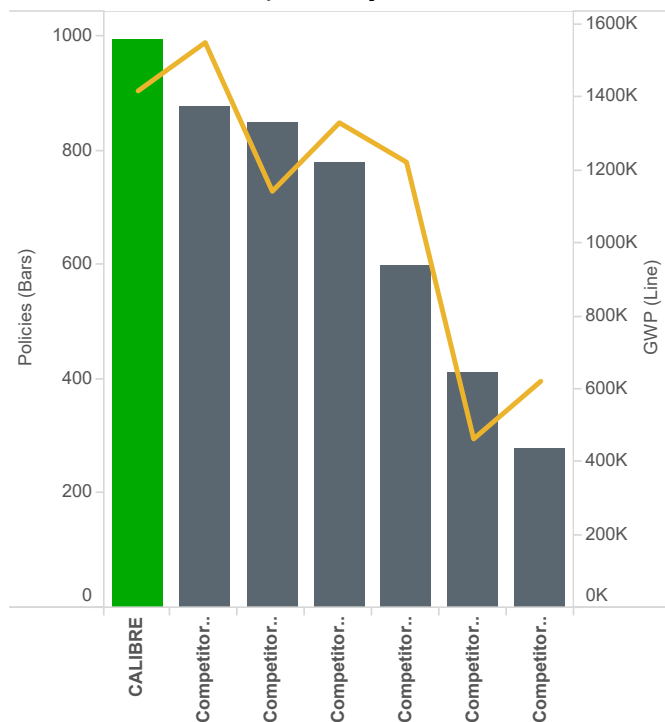


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

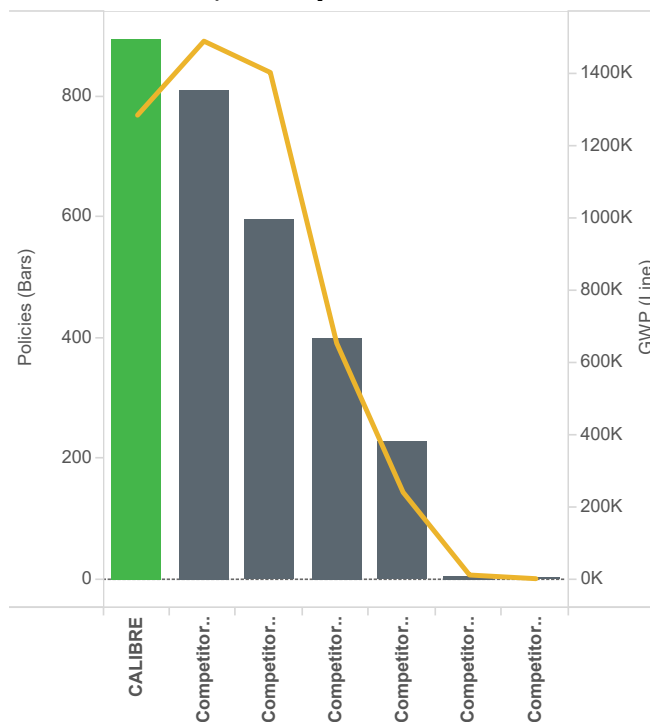
# Bound Transactions

January 2019

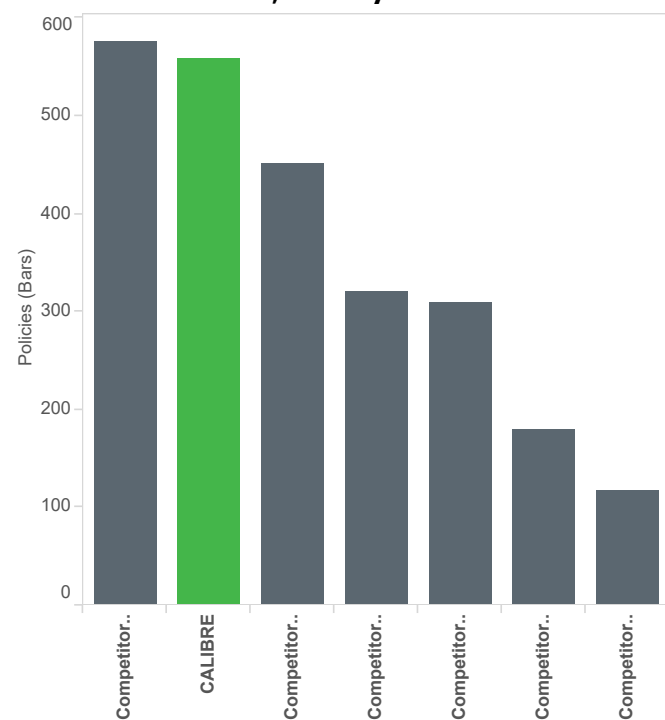
### Bound New Business, January 2019



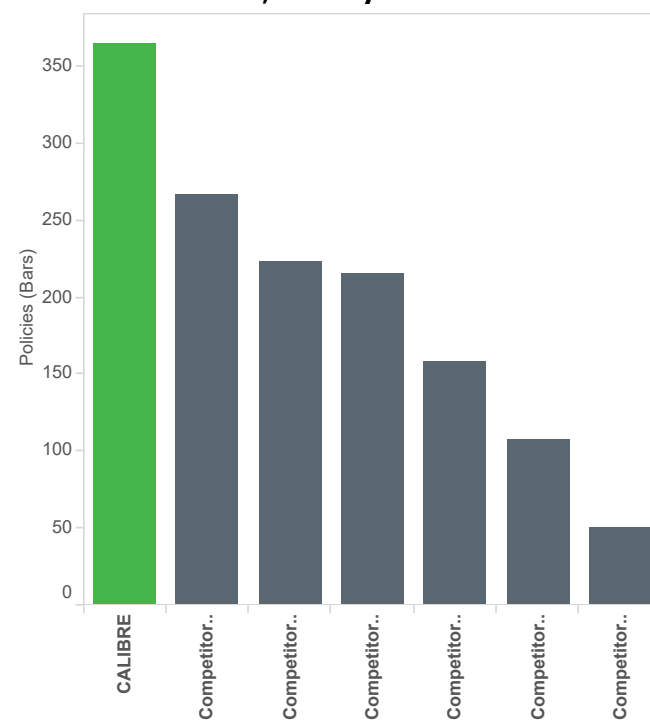
### Bound Renewals, January 2019



### Bound Endorsements, January 2019



### Bound Cancellations, January 2019

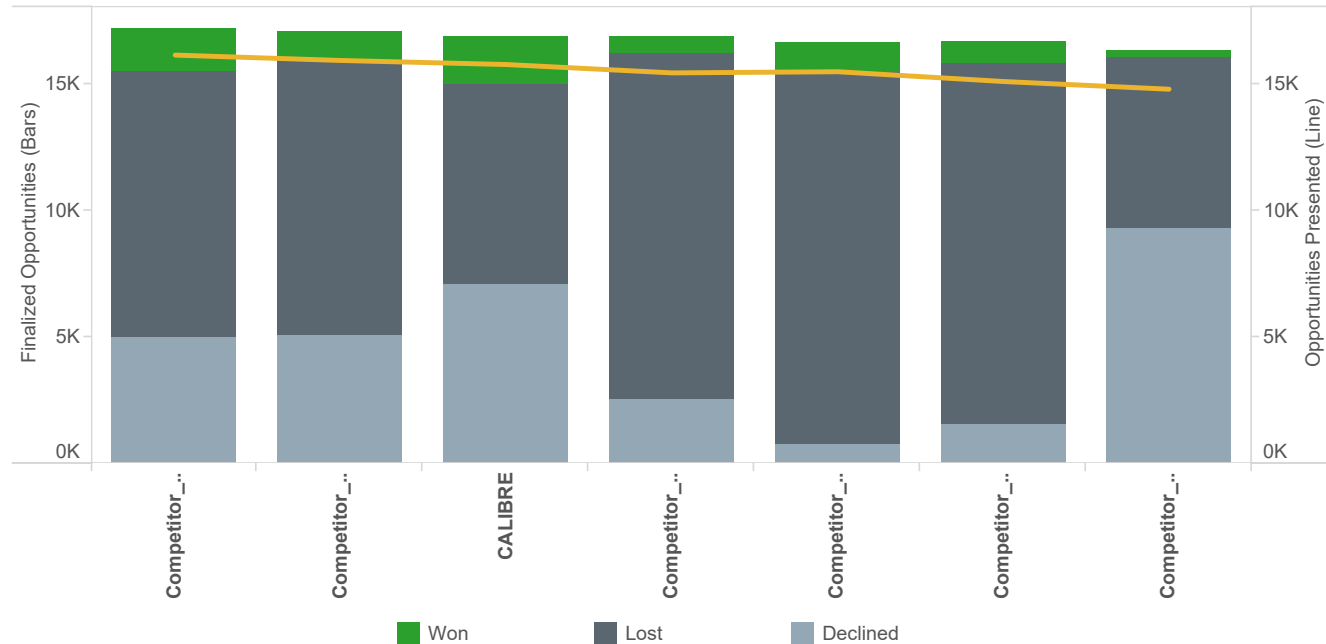


# Finalized Opportunities



January 2019

## Finalized Opportunities vs Opportunities Presented, January 2019



## Opportunities Presented

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	77	5,711	4	2,317	456	509	5,023	1,705	15,802

## Opportunities Finalized

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	111	6,145	6	2,592	417	485	5,302	1,844	16,902

## Opportunities Won

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	10	704	264	36	15	706	159	1,894
GWP (bound)	\$14,657	\$991,544	\$357,435	\$51,300	\$19,350	\$1,037,837	\$230,628	\$2,702,751
Average GWP (bound)	\$1,466	\$1,408	\$1,354	\$1,425	\$1,290	\$1,470	\$1,450	\$1,427

## Opportunities Lost

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	59	2,965	3	1,073	185	193	2,583	889	7,950
GWP (quoted)	\$145,287	\$5,477,156	\$4,311	\$1,981,417	\$329,589	\$313,602	\$4,637,863	\$1,431,334	\$14,320,558
Average GWP (quoted)	\$2,462	\$1,847	\$1,437	\$1,847	\$1,782	\$1,625	\$1,796	\$1,610	\$1,801

## Opportunities Declined

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	42	2,476	3	1,255	196	277	2,013	796	7,058

Excludes endorsements and cancellations.

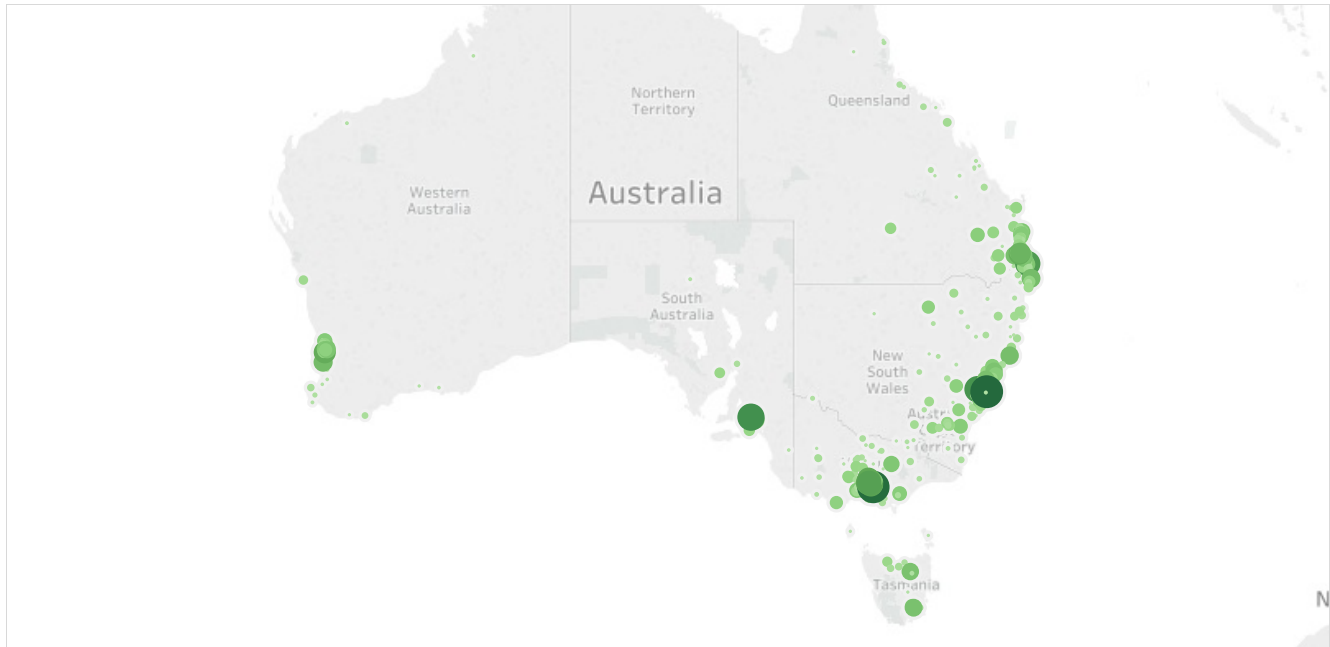
# State Activity

January 2019

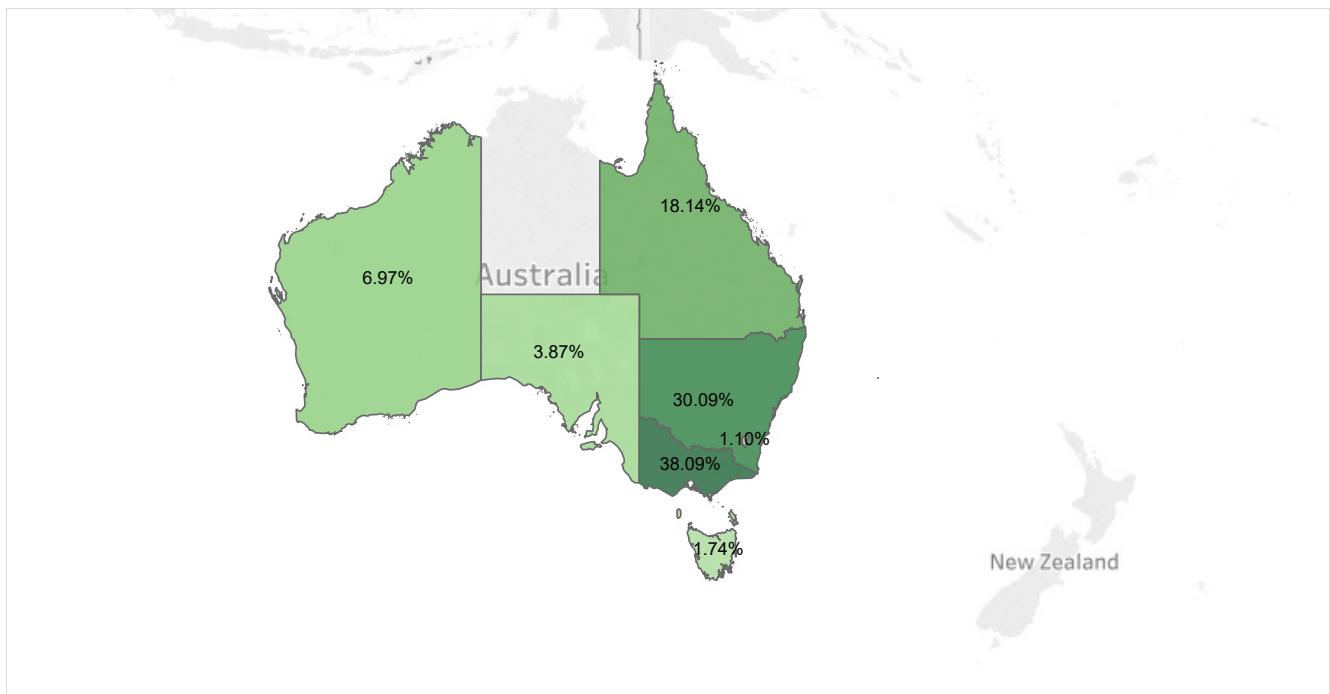
## GWP by State, January 2019

	ACT	NSW	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$20,422	\$382,287	\$265,245	\$63,047	\$20,319	\$575,430	\$92,403	\$1,419,152
Renewals	\$9,211	\$431,706	\$225,437	\$41,589	\$26,673	\$455,014	\$96,190	\$1,285,819
Total	\$29,633	\$813,993	\$490,682	\$104,636	\$46,992	\$1,030,444	\$188,592	\$2,704,972

## Bound Policies by Post Code, January 2019



## GWP Split by State, January 2019

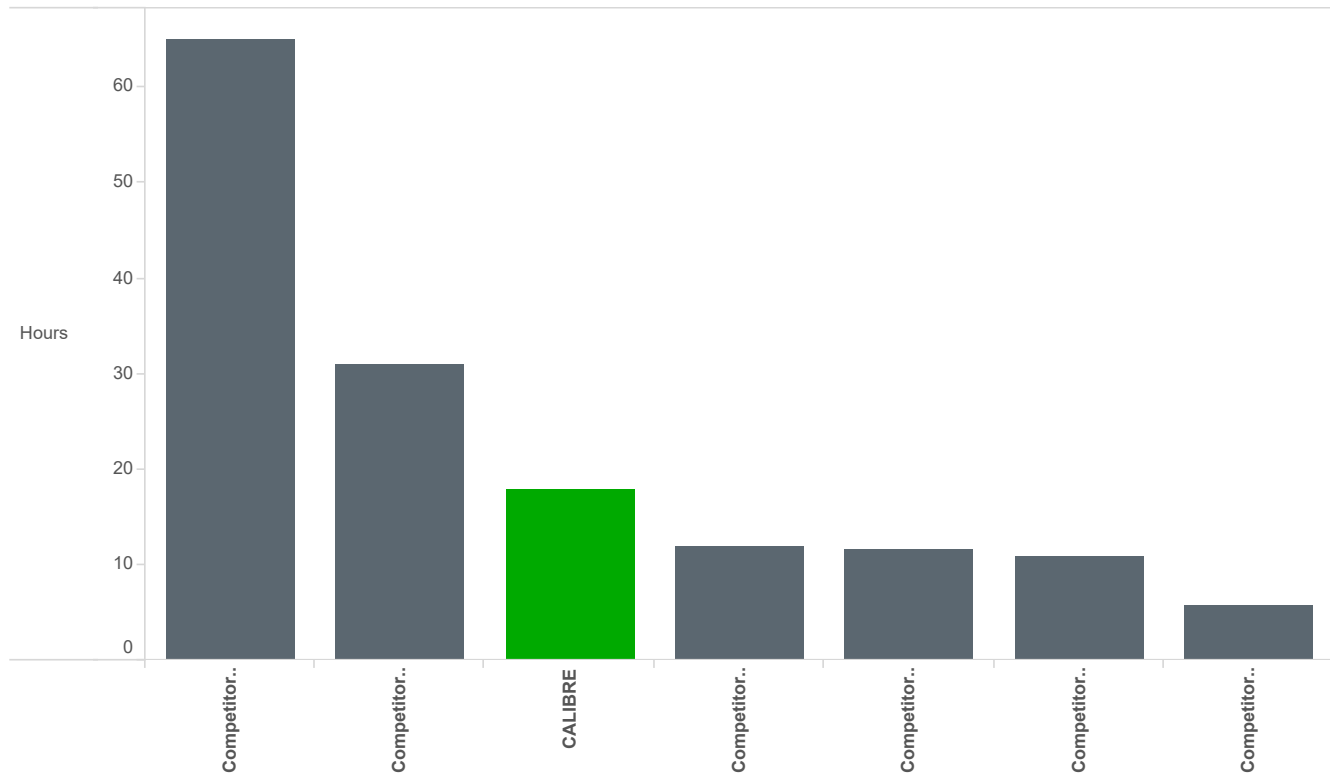


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

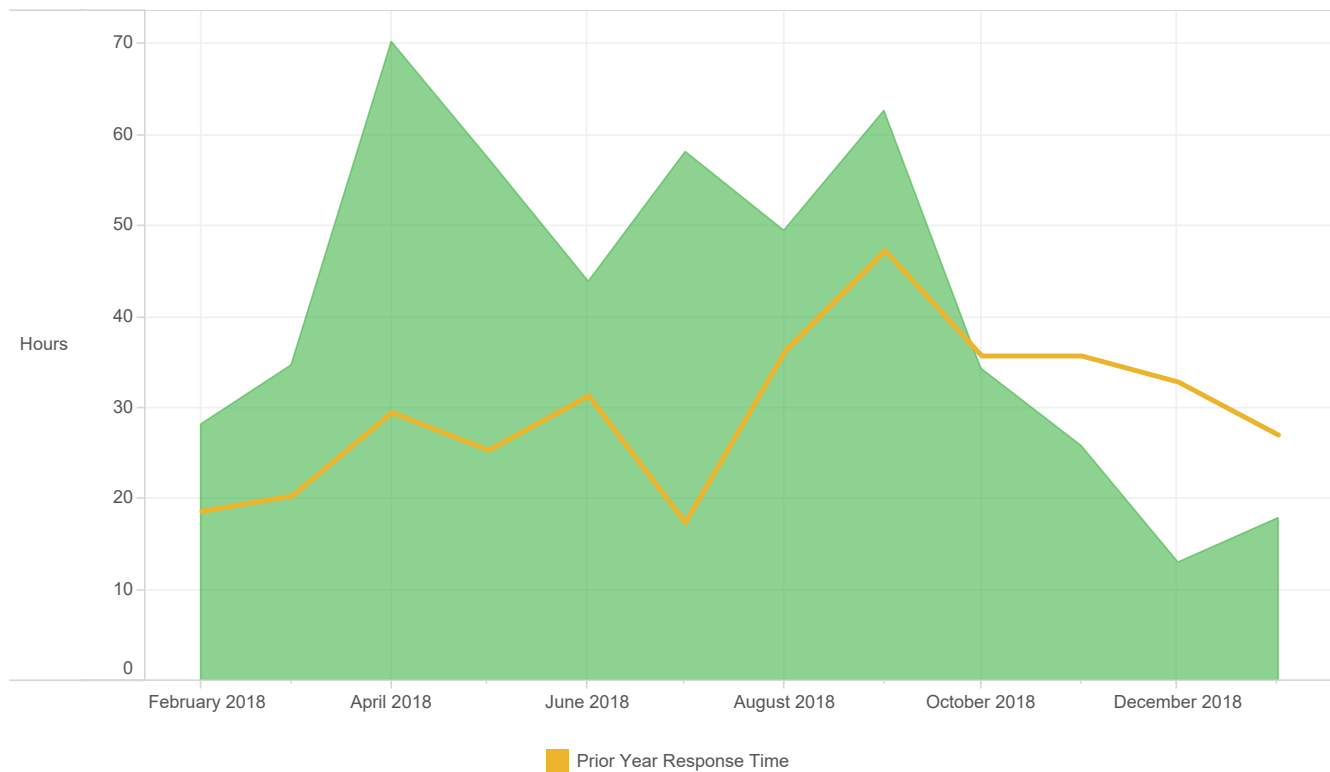
# Response Time

January 2019

**Average Referral Response Time, January 2019**



**CALIBRE Average Referral Response Time Series, 12 Month Rolling**

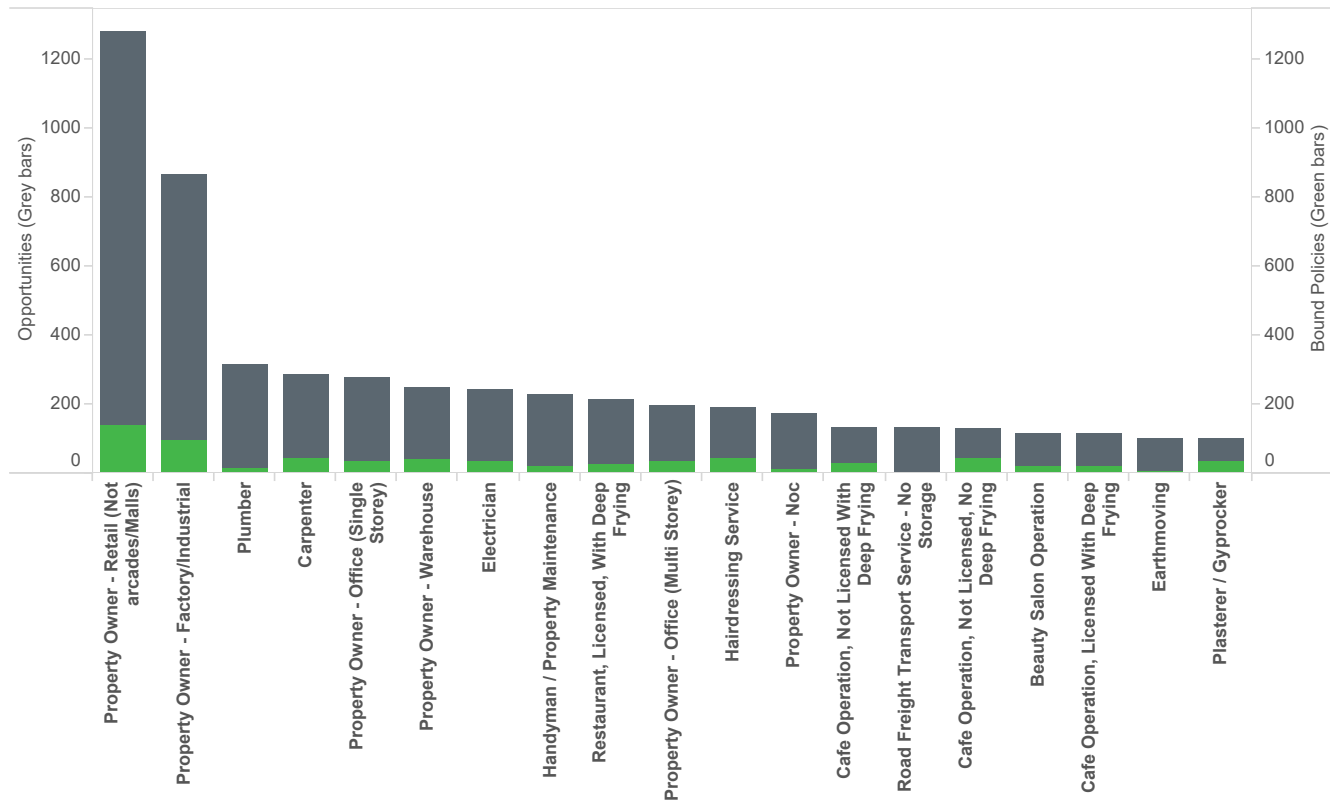


# Demographics

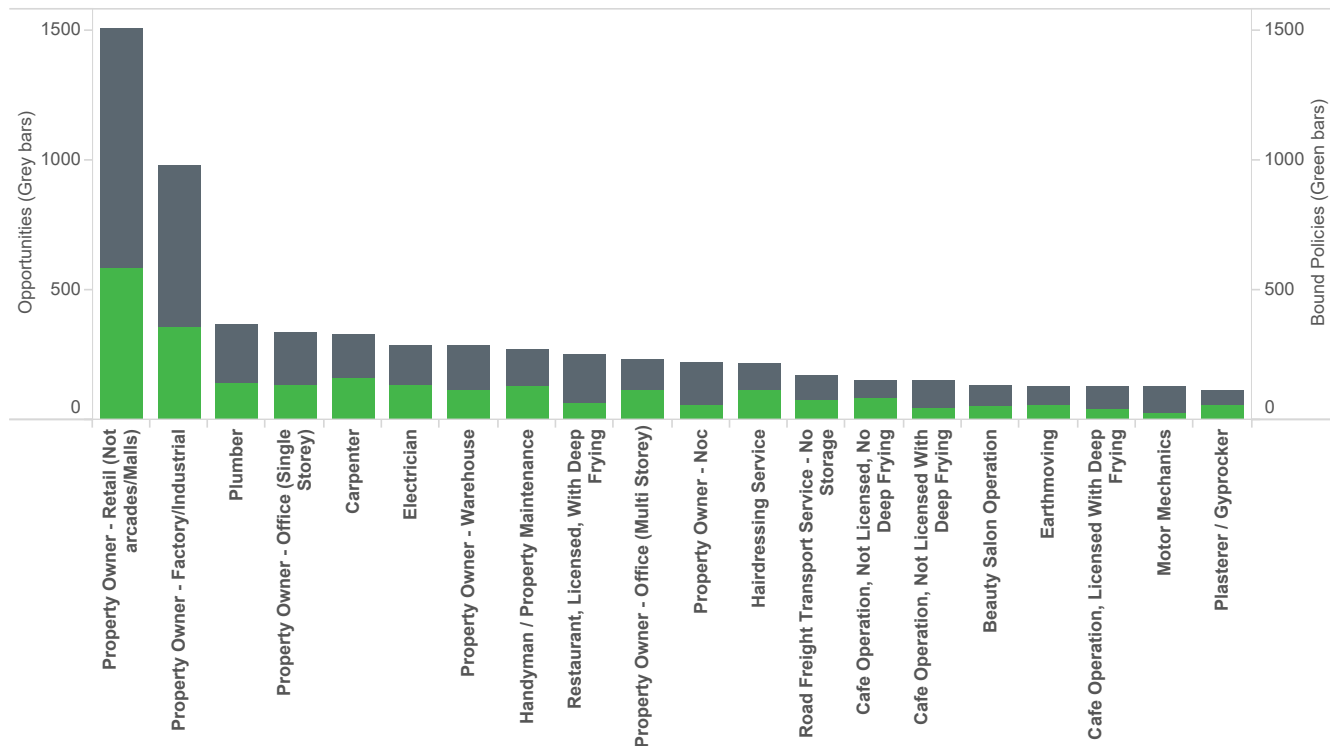


January 2019

CALIBRE Opportunities vs Bound Policies by Top Occupations, January 2019



All Insurers Opportunities vs Bound Policies by Top Occupations, January 2019



Shows the occupations of new business and renewal opportunities finalized during the reporting period.

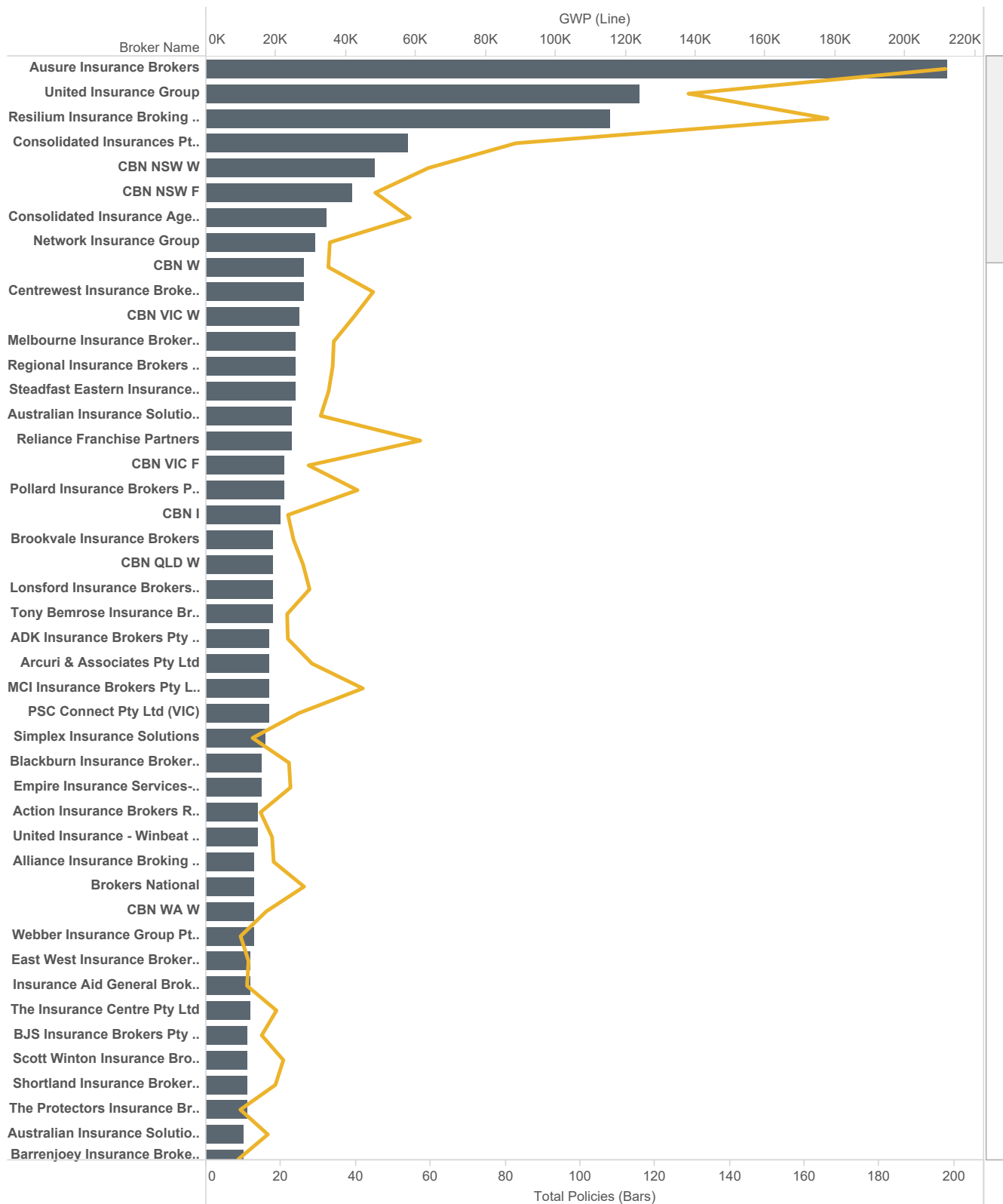


# Broker Performance



January 2019

## Top Brokerage by Bound Policies and GWP, January 2019



Policy counts and GWP figures for new business and renewal opportunities bound during the reporting period.