



Insurer Performance Report

Business Pack

November 2017

calibre
INSURANCE

Bound Gross Written Premium (GWP)



November 2017

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

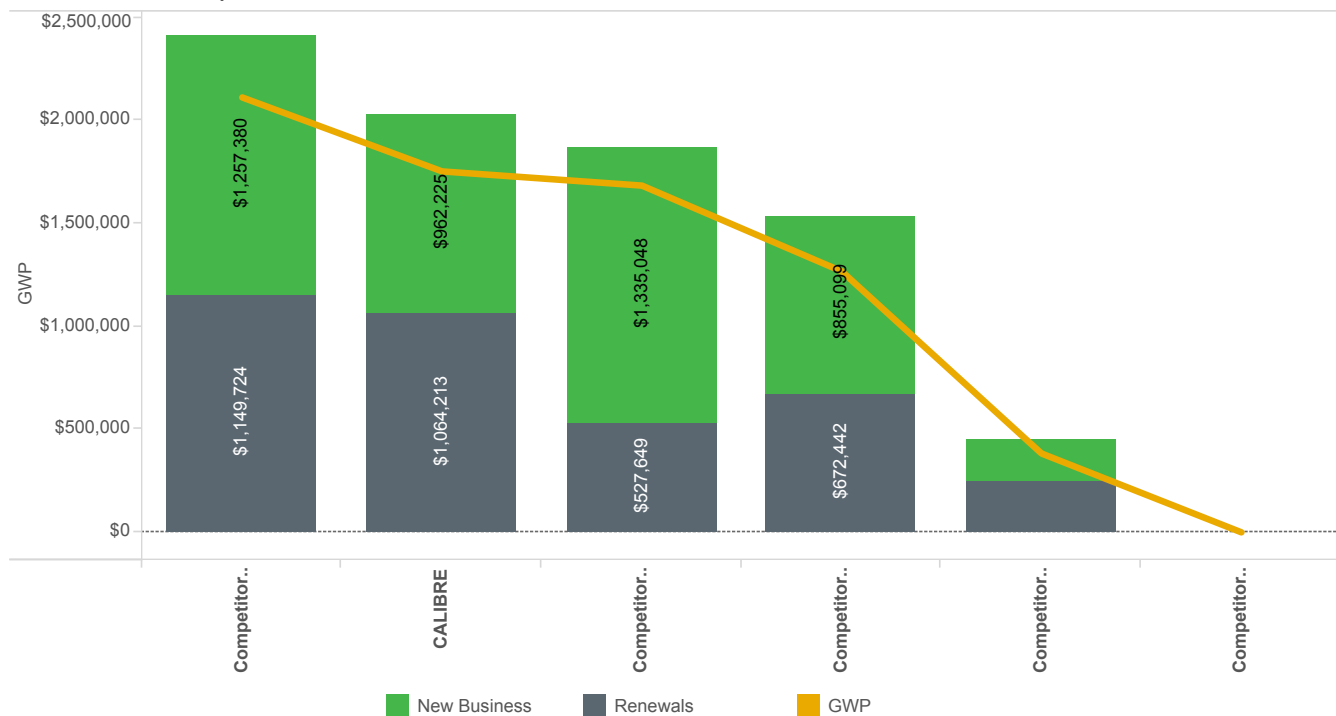
\$1,752,402

\$7,195,295

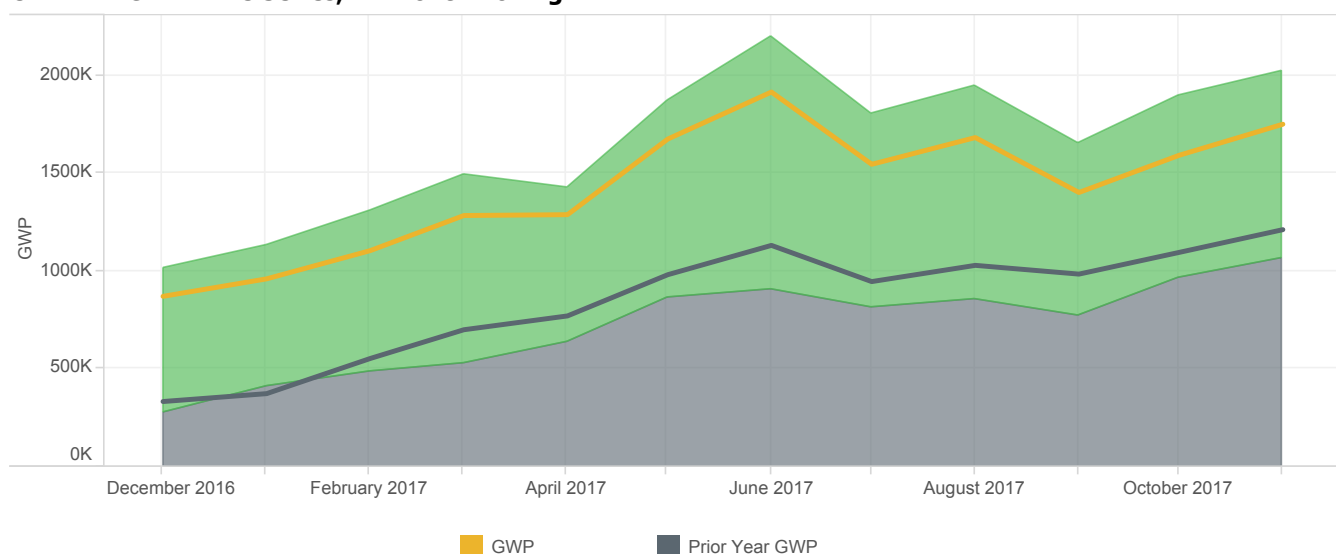
\$1,100

\$1,260

GWP All Insurers, November 2017



CALIBRE GWP Time Series, 12 Month Rolling



Strike Rate



November 2017

CALIBRE Opportunities

CALIBRE Bound Policies

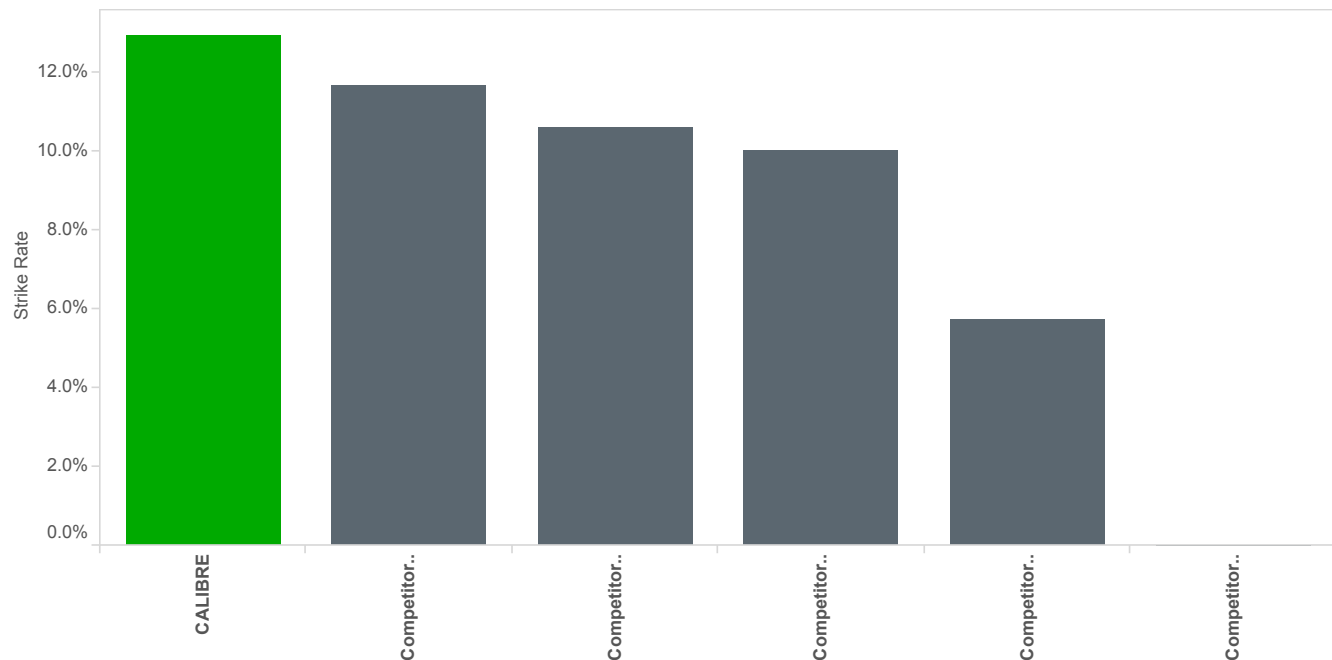
CALIBRE Strike Rate

9,621

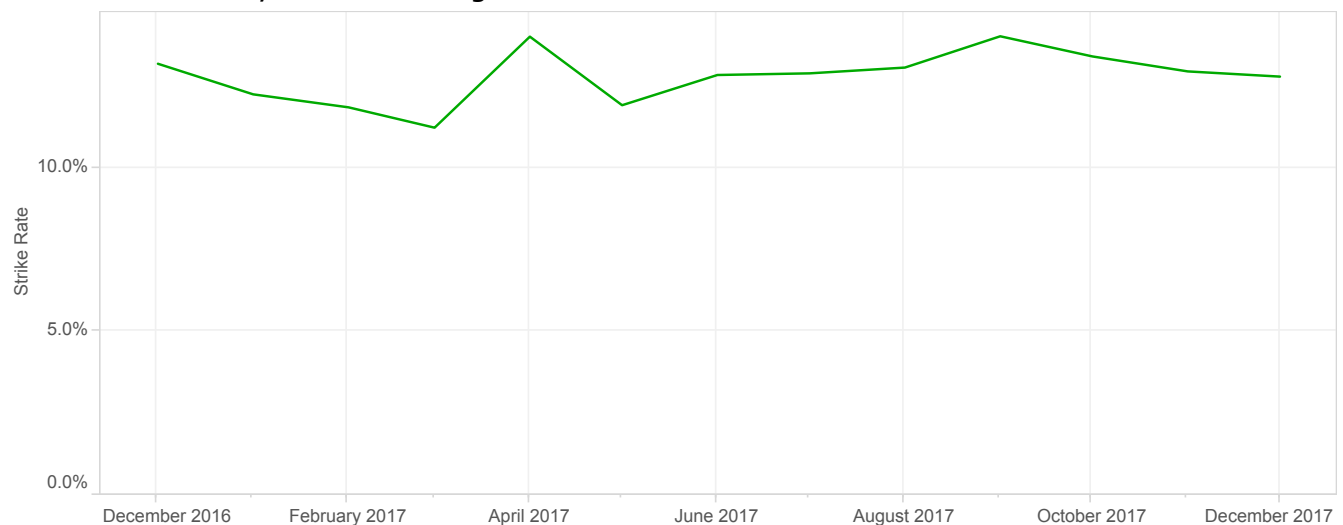
1,246

12.95%

All Insurers, Strike Rate November 2017



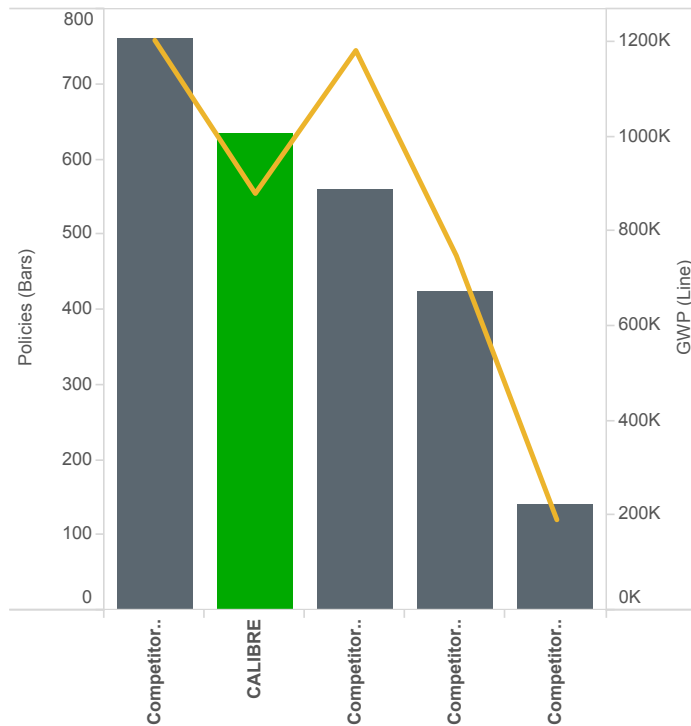
CALIBRE Strike Rate, 12 Month Rolling



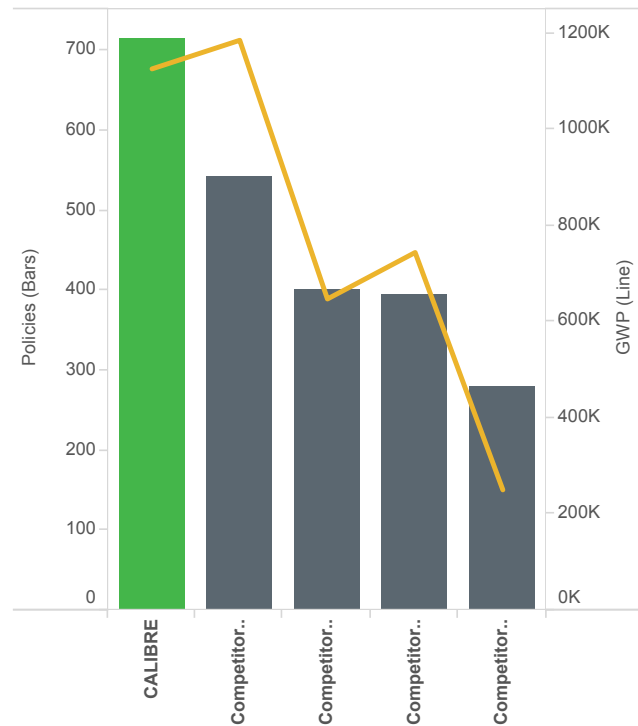
Bound Transactions

November 2017

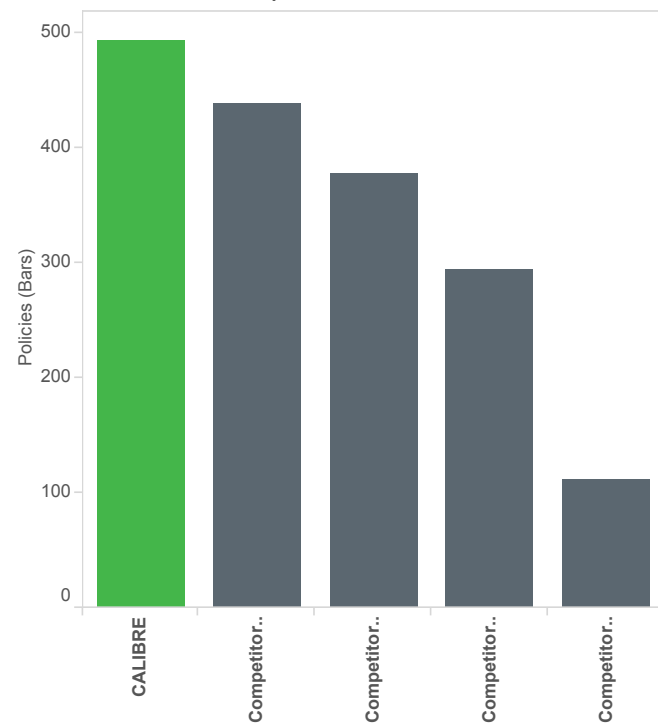
Bound New Business, November 2017



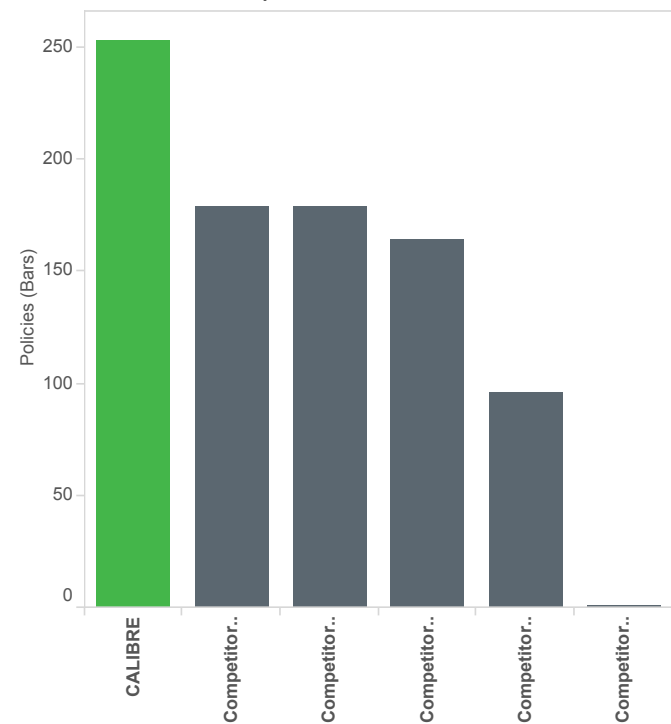
Bound Renewals, November 2017



Bound Endorsements, November 2017



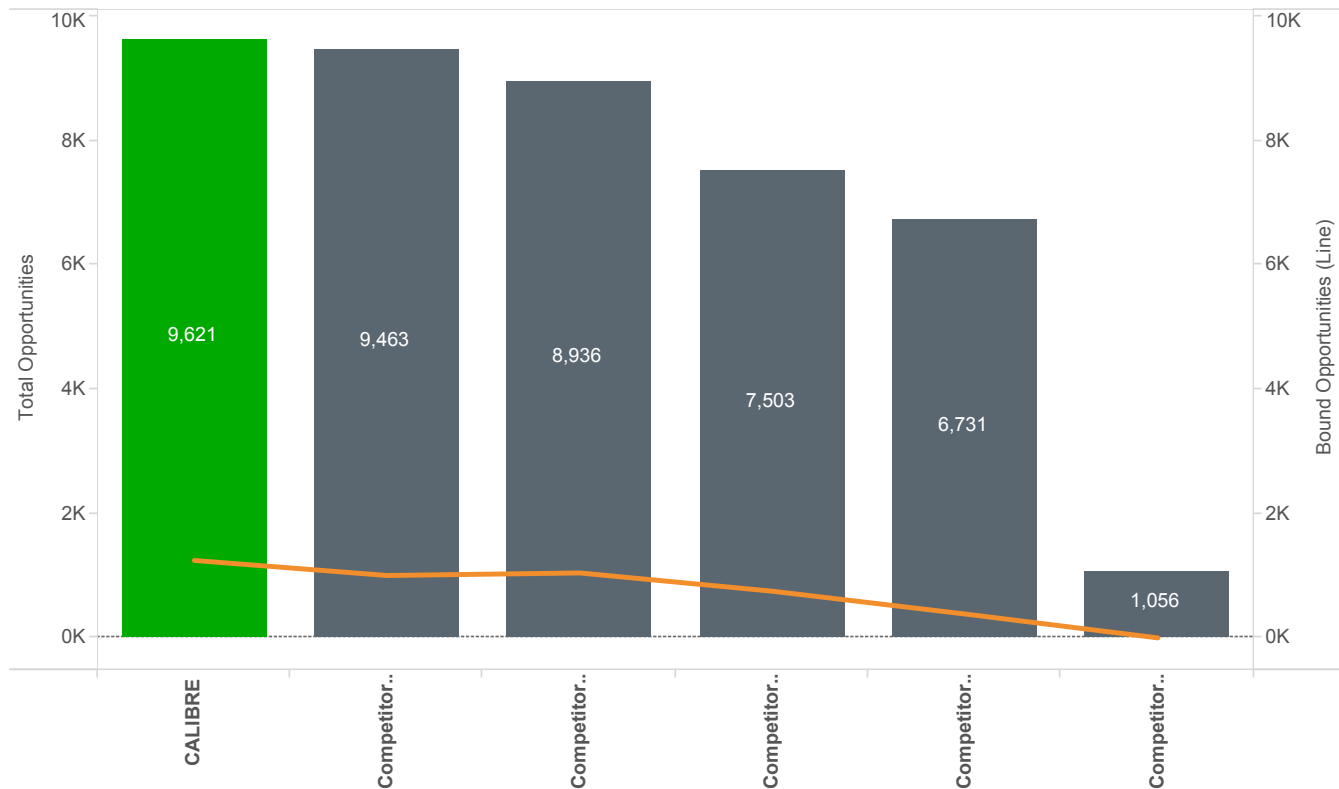
Bound Cancellations, November 2017



Opportunities and Bound Policies

November 2017

Opportunities Presented vs Bound Policies, November



Opportunities Presented, November 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	113	3,027	29	2,118	307	227	2,772	1,028	9,621
GWP	\$80,753	\$3,076,221	\$4,099	\$1,951,297	\$280,479	\$142,674	\$2,670,623	\$869,112	\$9,075,258
Average GWP	\$708	\$982	\$141	\$901	\$882	\$592	\$931	\$821	\$914

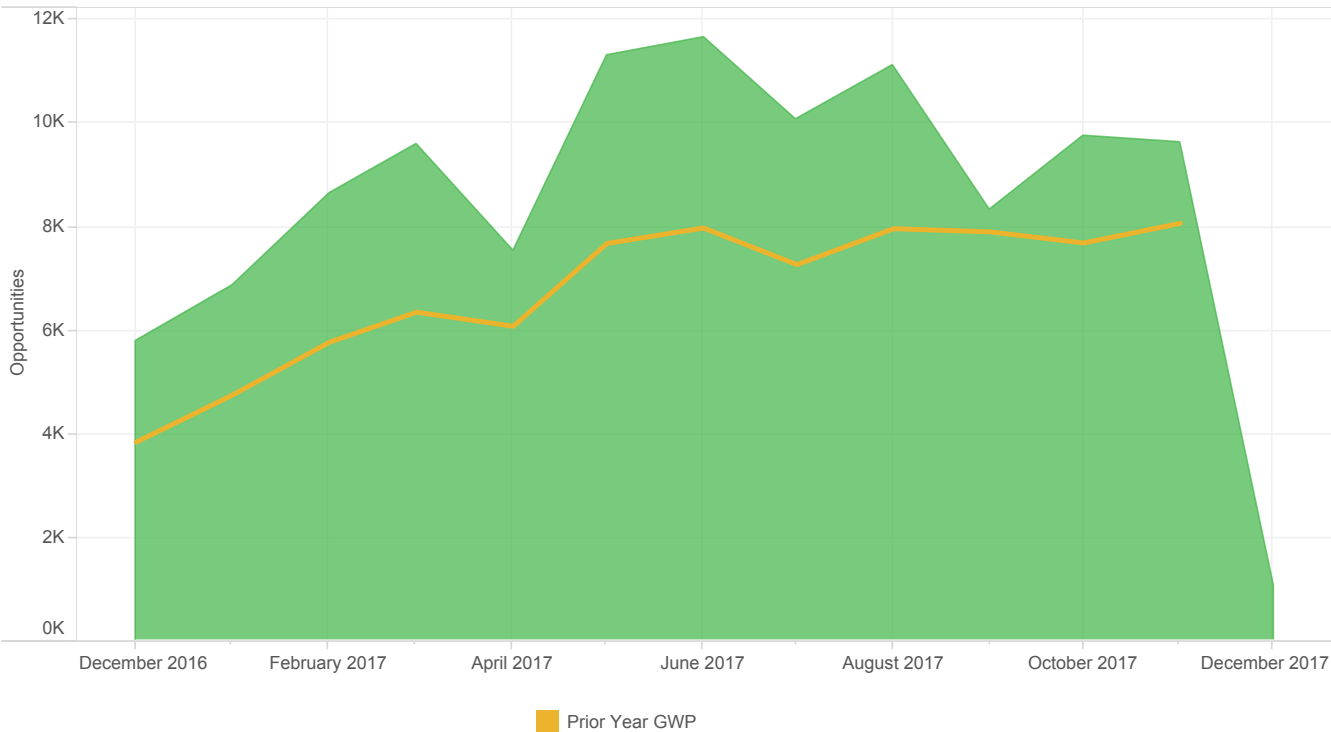
Bound Policies, November 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	17	613		361	49	19	868	169	2,096
BasePremiumAmo..	\$13,057	\$500,413		\$261,956	\$47,898	\$14,981	\$784,754	\$129,343	\$1,752,402
Average GWP	\$768	\$816		\$726	\$978	\$788	\$904	\$765	\$836

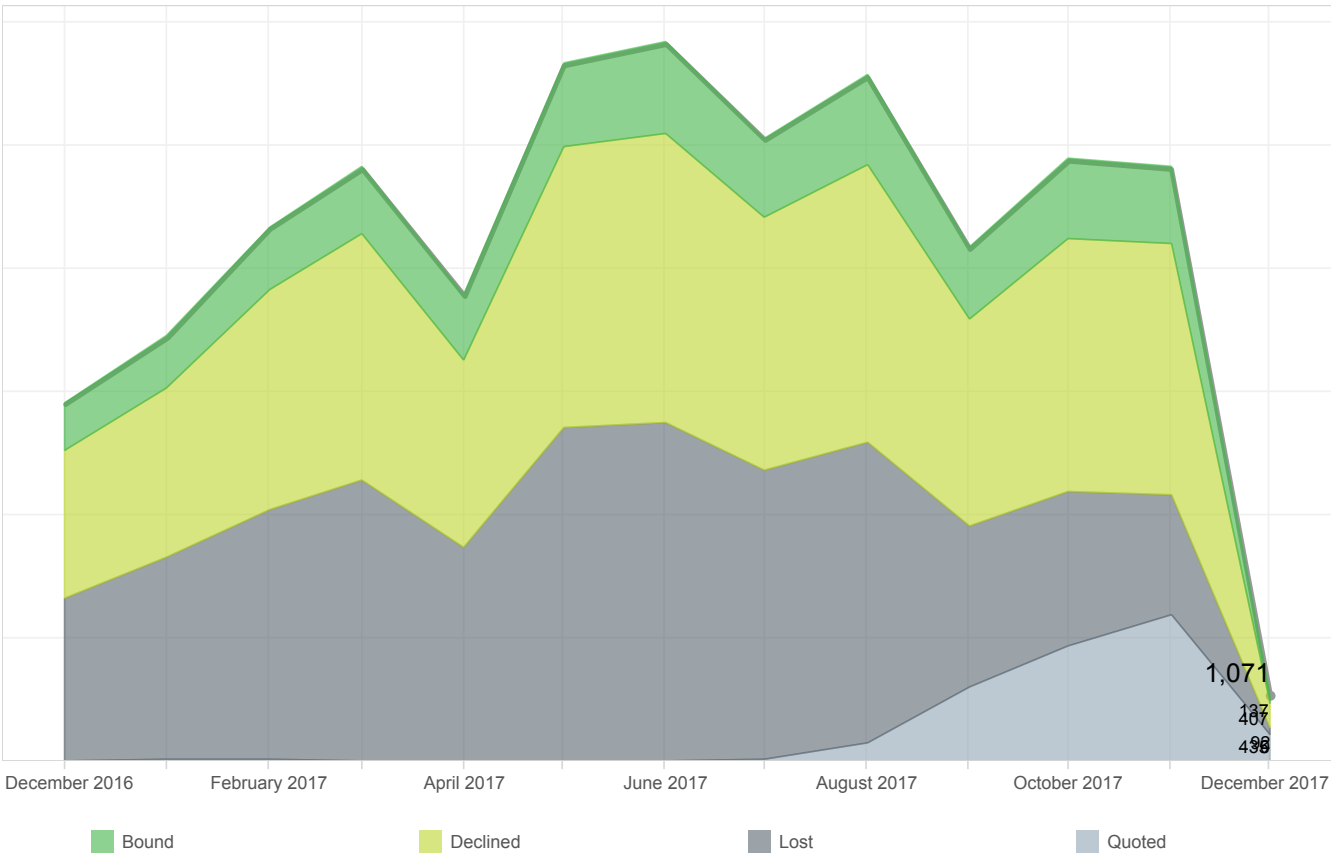
Lost Opportunities, November 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	18	614	4	400	57	38	603	209	1,943
GWP	\$27,882	\$905,434	\$1,947	\$563,051	\$88,427	\$44,837	\$830,224	\$284,317	\$2,746,119
Average GWP	\$1,549	\$1,475	\$487	\$1,408	\$1,551	\$1,180	\$1,377	\$1,360	\$1,413

CALIBRE Opportunity Time Series, 12 Month Rolling



CALIBRE Opportunity by status Time Series, 12 Month Rolling



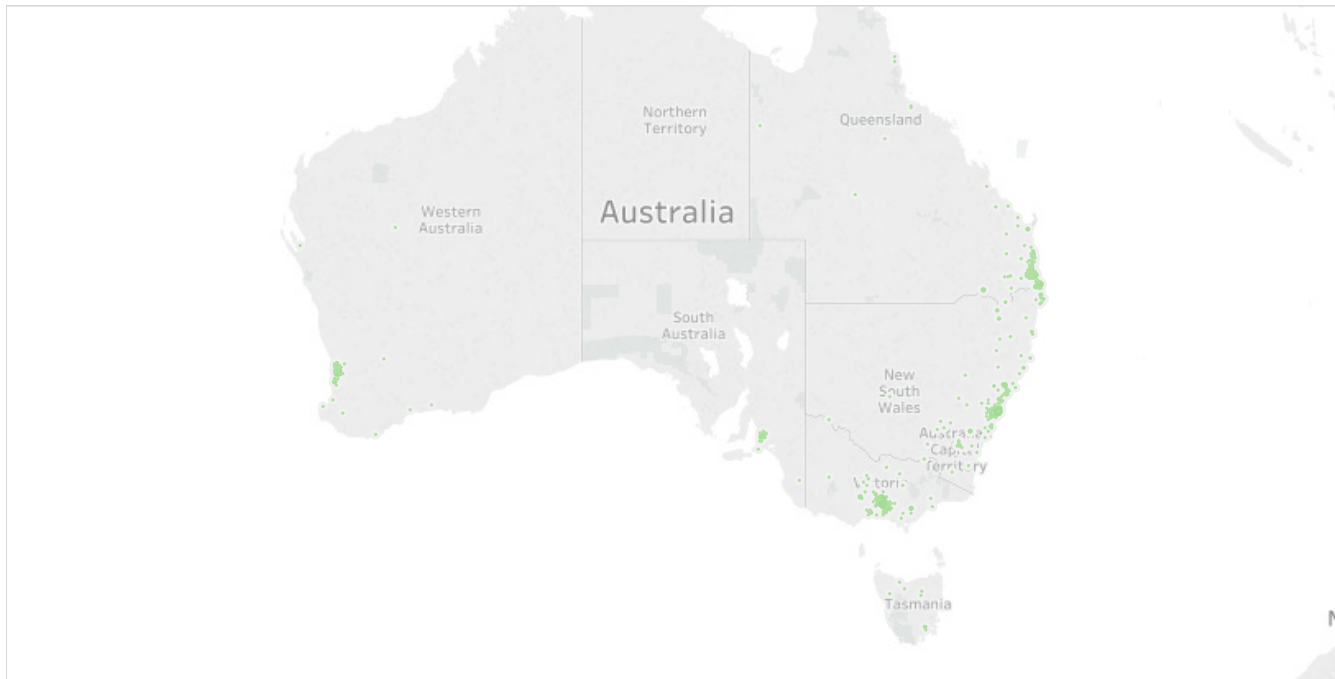
State Activity

November 2017

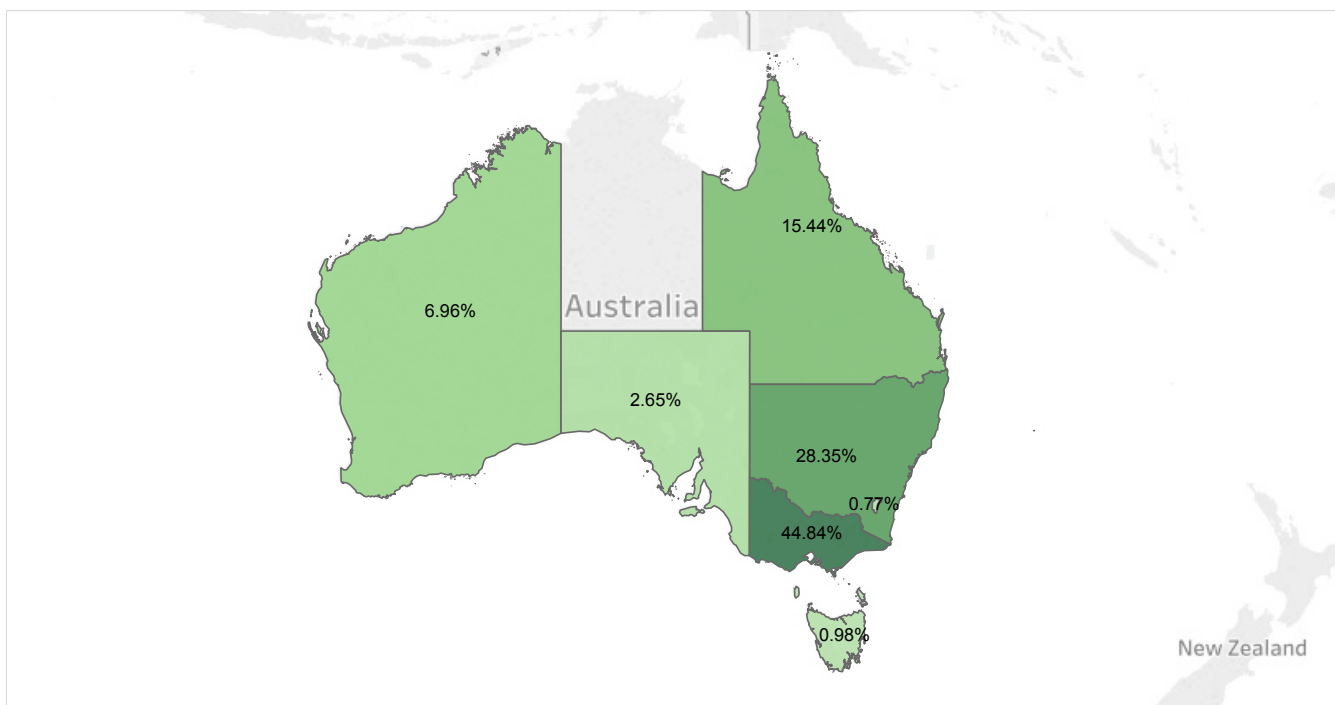
GWP by State, November 2017

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
New Business	\$11,317	\$220,797	\$145,531	\$30,380	\$6,956	\$408,328	\$57,579	\$880,887
Renewals	\$4,176	\$348,302	\$164,392	\$22,791	\$12,753	\$491,739	\$82,156	\$1,126,309
Total	\$15,493	\$569,099	\$309,923	\$53,171	\$19,709	\$900,066	\$139,735	\$2,007,195

Bound Policies by Post Code, November 2017



GWP Split by State, November 2017

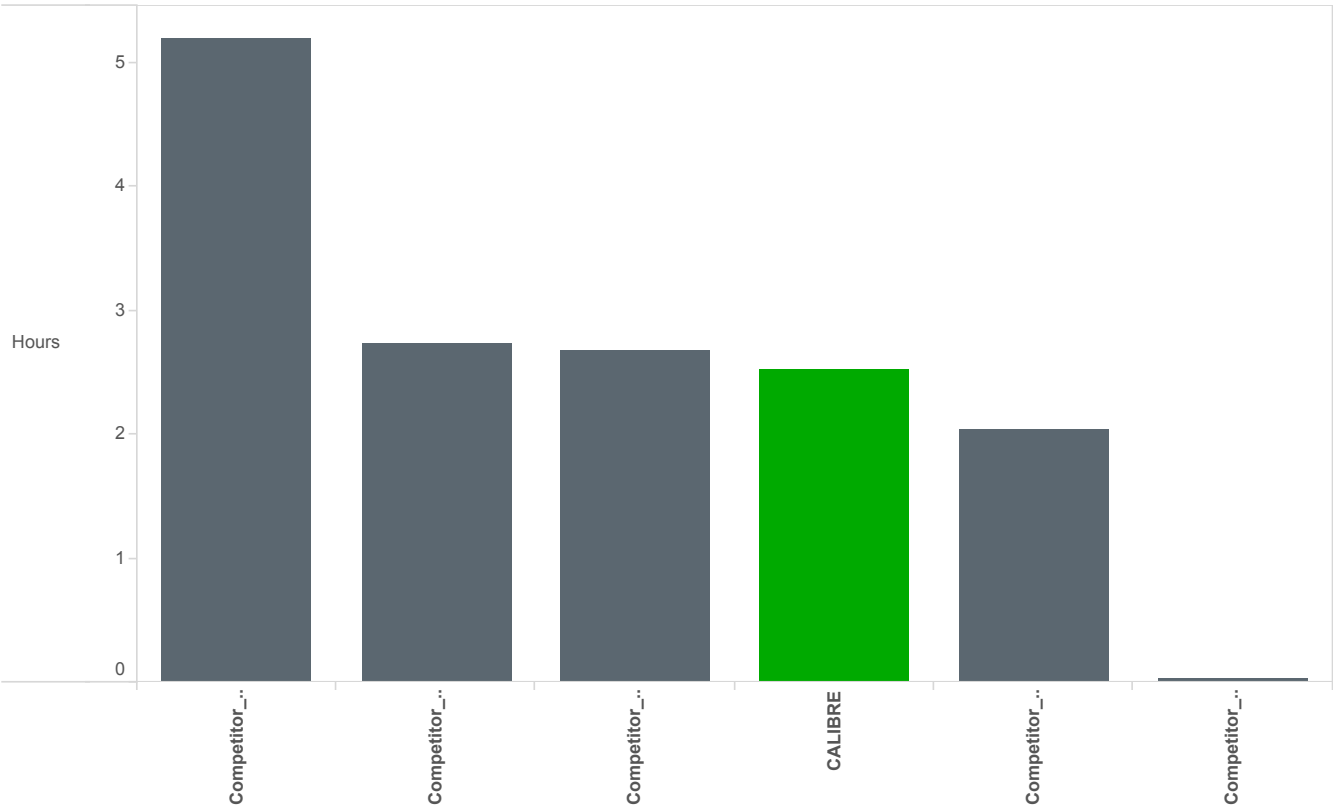


Opportunity Response Time

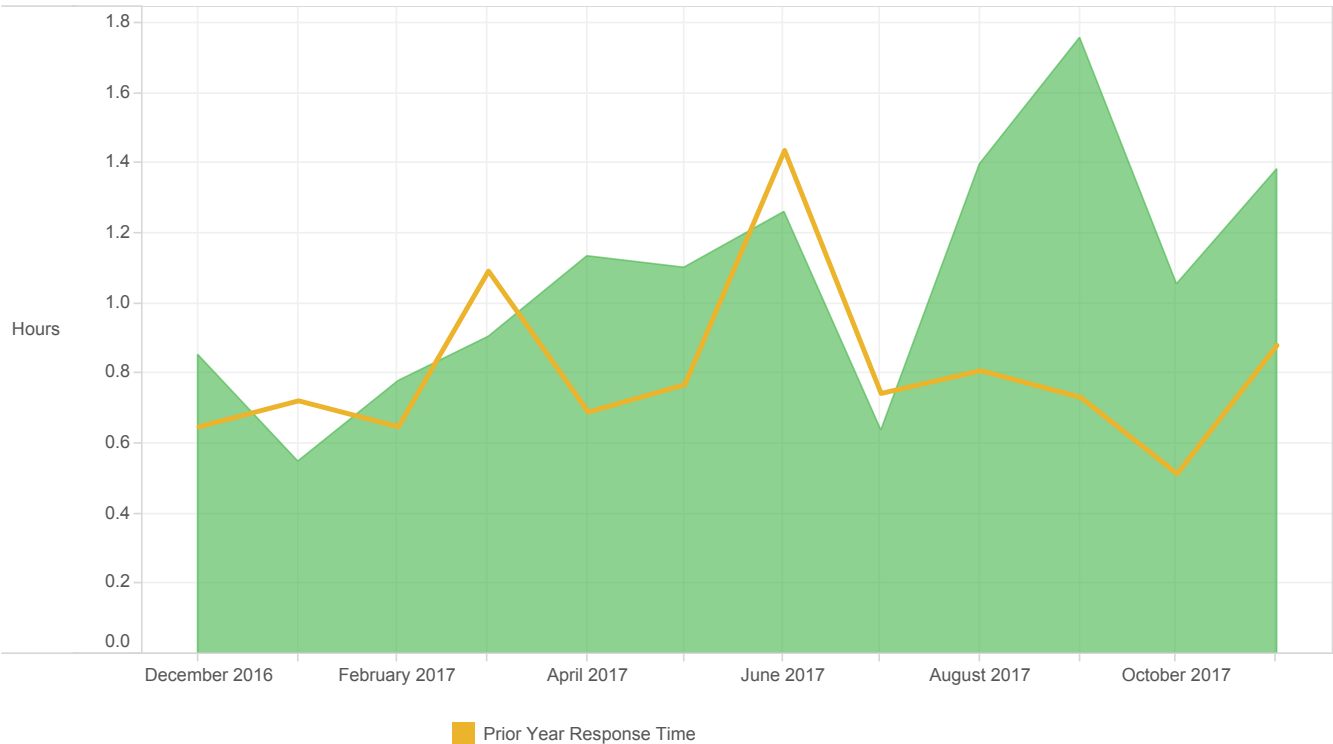


November 2017

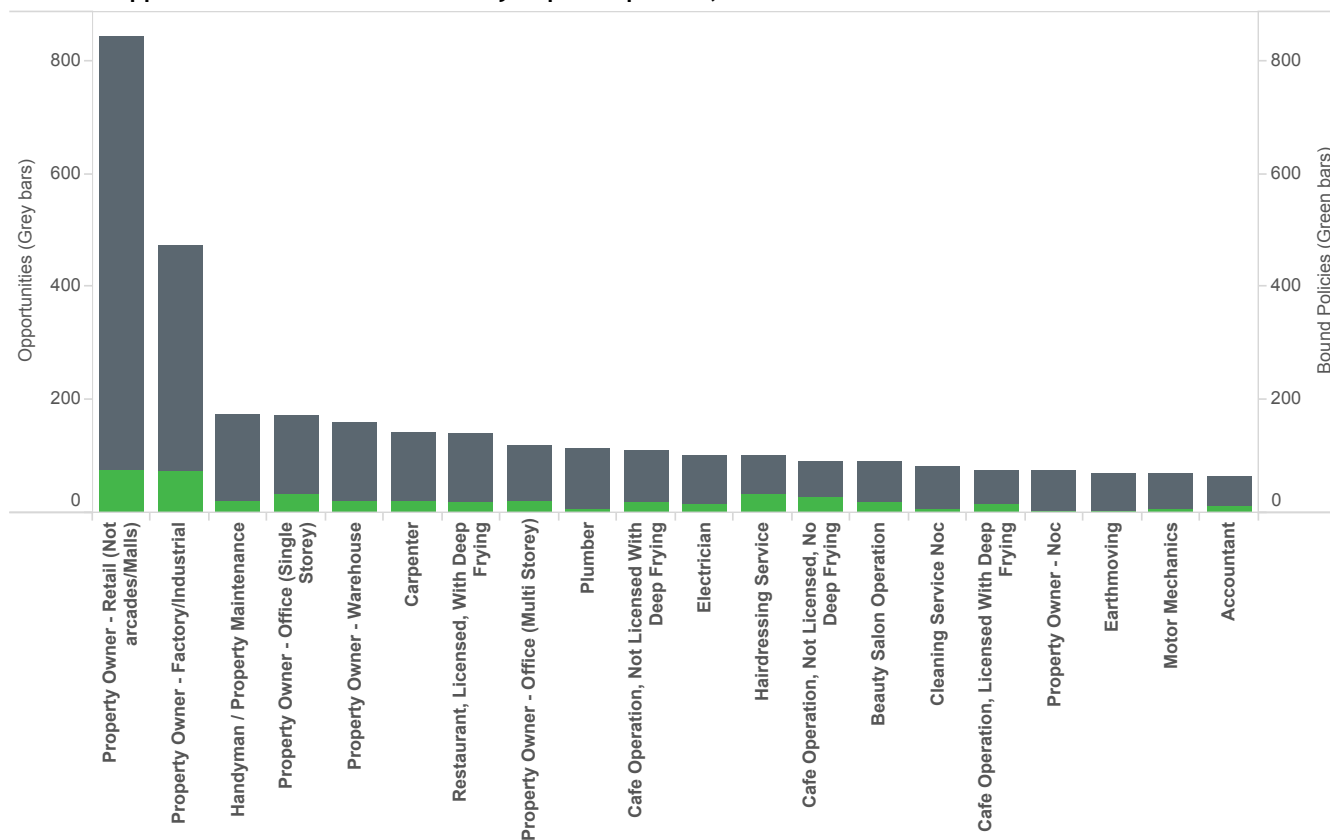
Average Response Time Series, November 2017



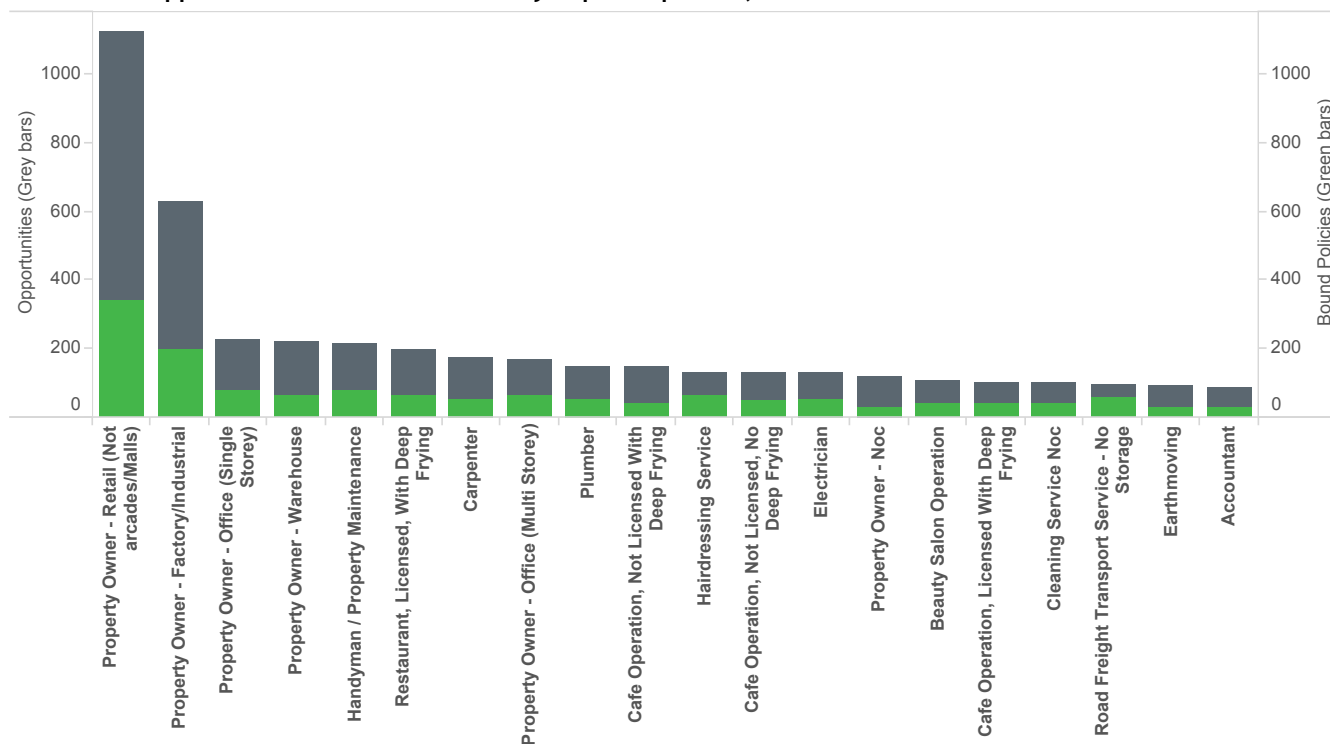
CALIBRE Average Response Time Series, 12 Month Rolling



CALIBRE Opportunities vs Bound Policies by Top Occupations, November 2017



All Insurers Opportunities vs Bound Policies by Top Occupations, November 2017



Broker Performance

November
2017

Top Brokerage by Bound Policies and GWP, November 2017

