

Insurer Monthly Report

Report Period : February 2016

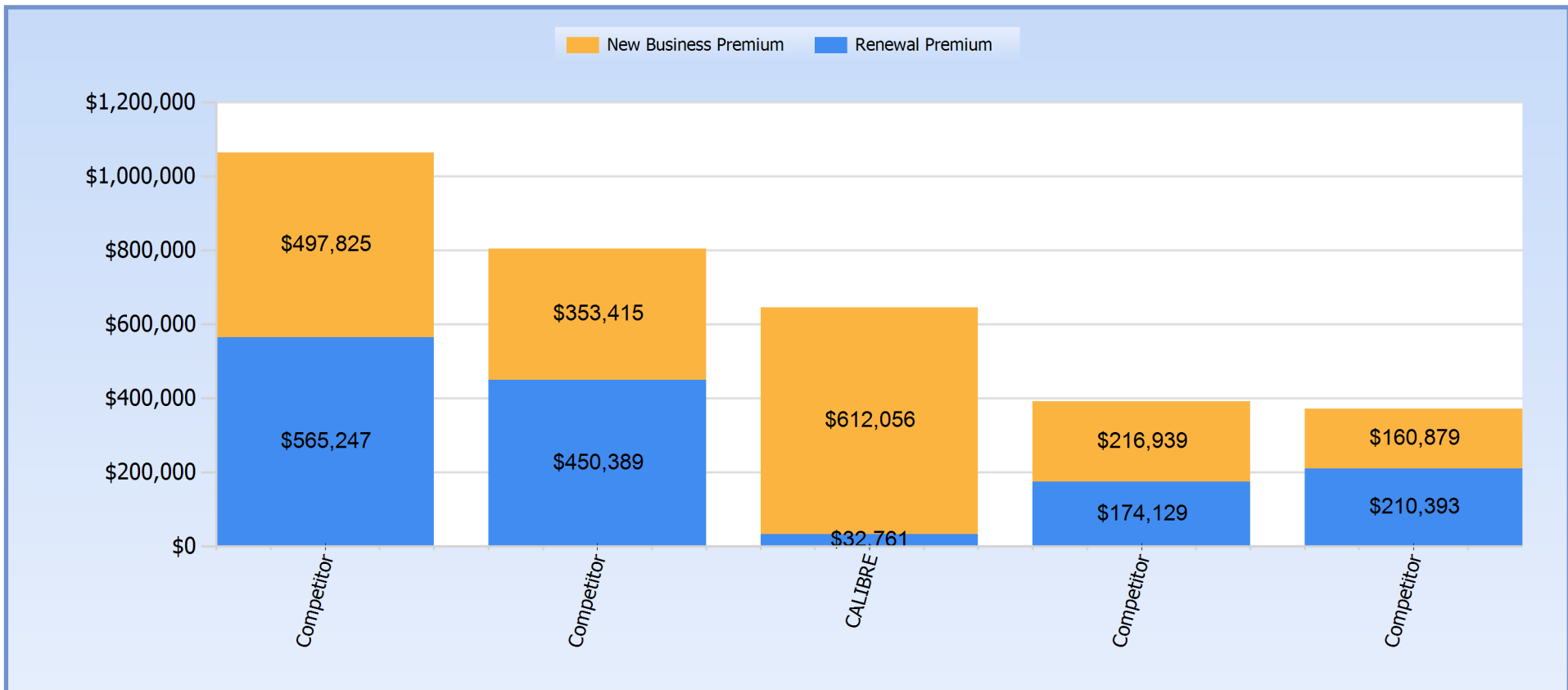
Insurer: CALIBRE

Product : Business Pack



Bound Premium Summary for all Insurers

New Business and Renewal bound responses via SVU Bound premium means base premium excluding all fees, levies and charges



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New Business

Total Bound Premium for New Business for all Insurers: \$1,841,114

Total Bound Premium for New Business for CALIBRE : \$612,056

Average Bound Premium for New Business for all Insurers : \$1,113

Renewal

Total bound premium for Renewals for all insurers : \$1,432,919

Total bound premium for Renewals for CALIBRE : \$32,761

Average Bound Premium for Renewals for all Insurers : \$1,294

Bound Opportunities

Number of opportunities bound in February by all insurers : 4192

Number of opportunities bound in February by CALIBRE : 898

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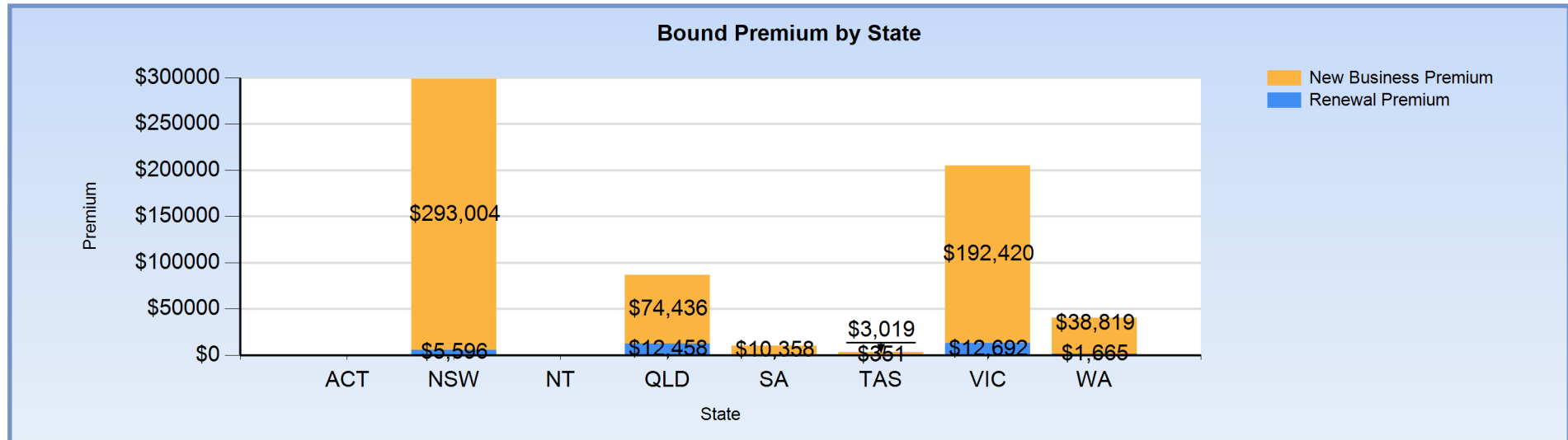
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Bound Premium Summary by State



State	Total New Business bound Premium for CALIBRE	Total Renewal bound Premium for CALIBRE
ACT	\$0	\$0
NSW	\$293,004	\$5,596
NT	\$0	\$0
QLD	\$74,436	\$12,458
SA	\$10,358	\$0
TAS	\$3,019	\$351
VIC	\$192,420	\$12,692
WA	\$38,819	\$1,665

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Opportunities Summary

The average quoted premium value is calculated using only responses with a status of 'Quoted' and includes base premium, excluding all fees, levies and charges.

Number of opportunities presented to all insurers : 9095

Number of opportunities presented to CALIBRE : 6010

Value of opportunities presented to all insurers as determined by quotes from all insurers : \$10,774,670

Value of opportunities presented to CALIBRE as determined by quotes from all insurers : \$8,634,158

Value of opportunities presented to CALIBRE as determined by quotes from CALIBRE : \$3,702,240

Average quoted premium for all insurers as determined by quotes from all insurers : \$1,185

Average quoted premium for CALIBRE as determined by quotes from all insurers : \$1,437

Average quoted premium for CALIBRE as determined by quotes from CALIBRE : \$616

Number of opportunities bound in February by all insurers : 4192

Number of opportunities presented in February and bound in February by all insurers : 2990

Number of opportunities presented in Previous Months and bound in February by all insurers : 1202

Number of opportunities bound in February by CALIBRE : 898

Number of opportunities presented in February and bound in February by CALIBRE : 723

Number of opportunities presented in Previous Months and bound in February by CALIBRE : 175

Average number of insurers an opportunity is presented to: 3

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Outstanding Requests Summary

The following 3 items identify requests submitted in the reporting period but not responded to by the end of the reporting period. This is not indicating that there is a problem unless the numbers seem high in relation to the number of requests. I.E. For manual products and referral processing it is assumed that a small number of requests could be reported here and not represent an issue.

Quote requests submitted in the reporting period but not responded to by the end of the reporting period : 42

Bind requests submitted in the reporting period but not responded to by the end of the reporting period : 0

Close requests submitted in the reporting period but not responded to by the end of the reporting period : 0

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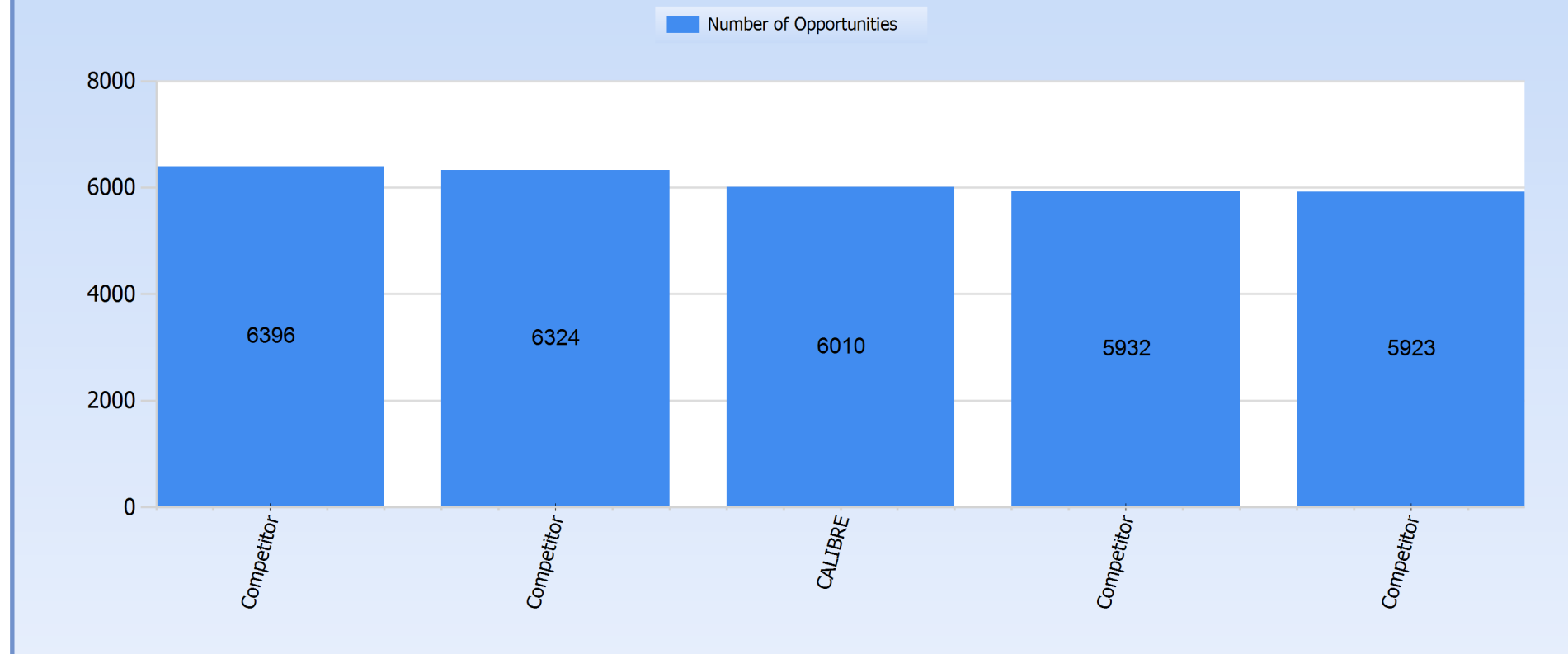
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Opportunities Presented in this Month



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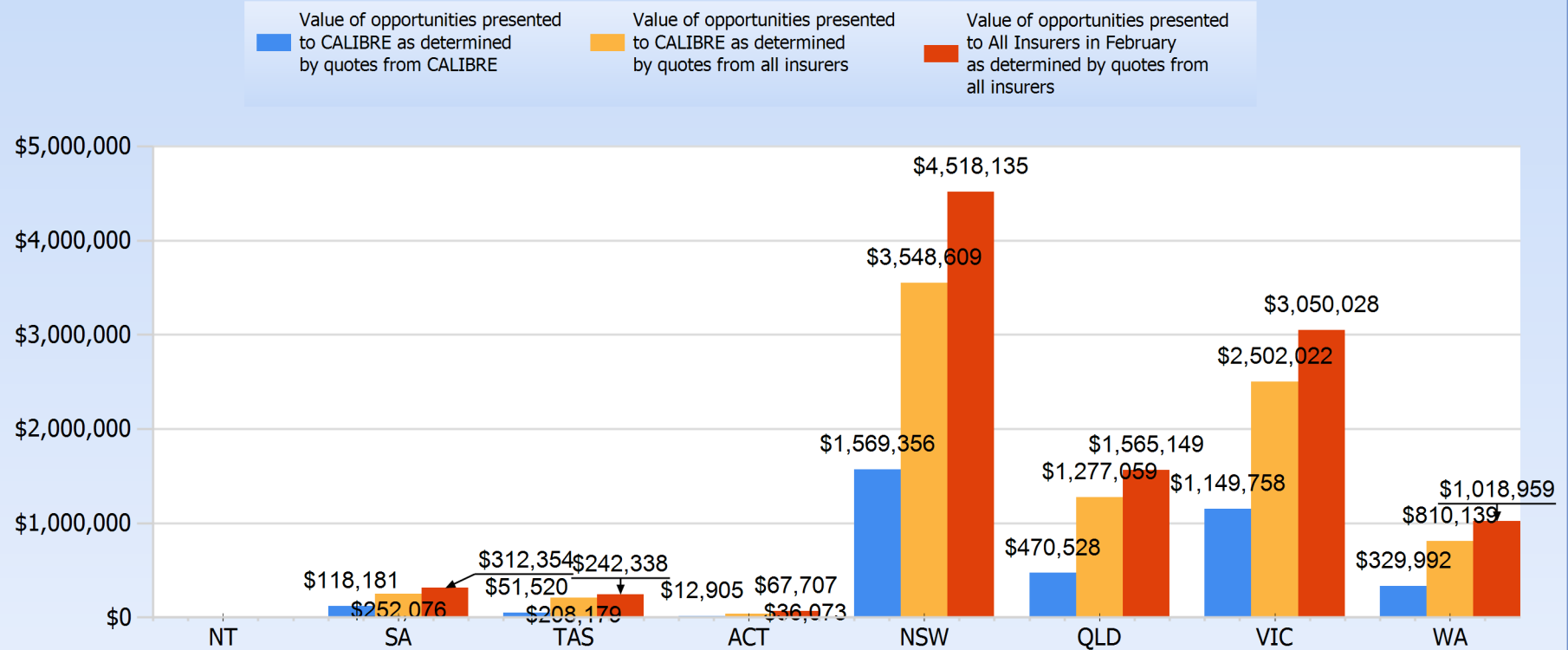
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Quoted Premium by State for Opportunities Presented in this Month



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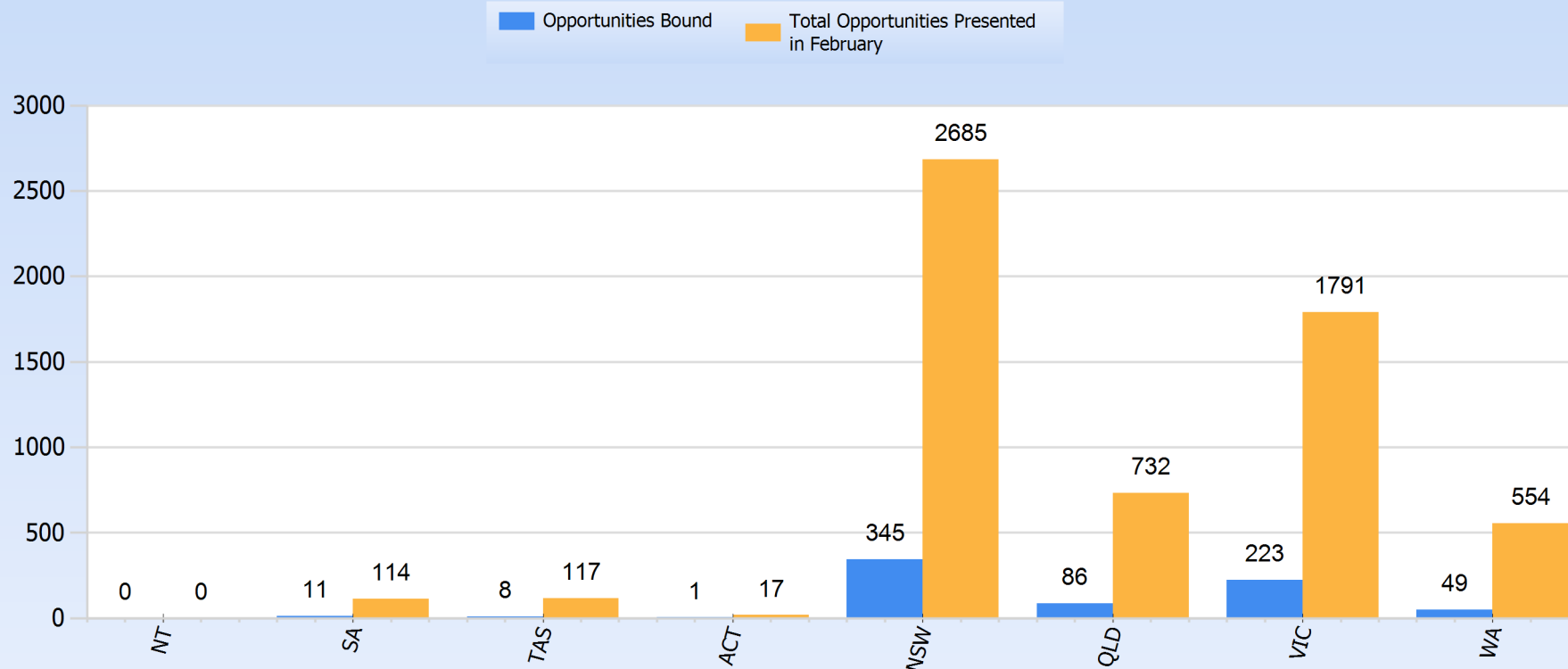
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Opportunities Presented in and Bound in this Month by State



"Opportunities Bound" means those opportunities, presented in February, where a bind response with a status of "Bound" was returned.

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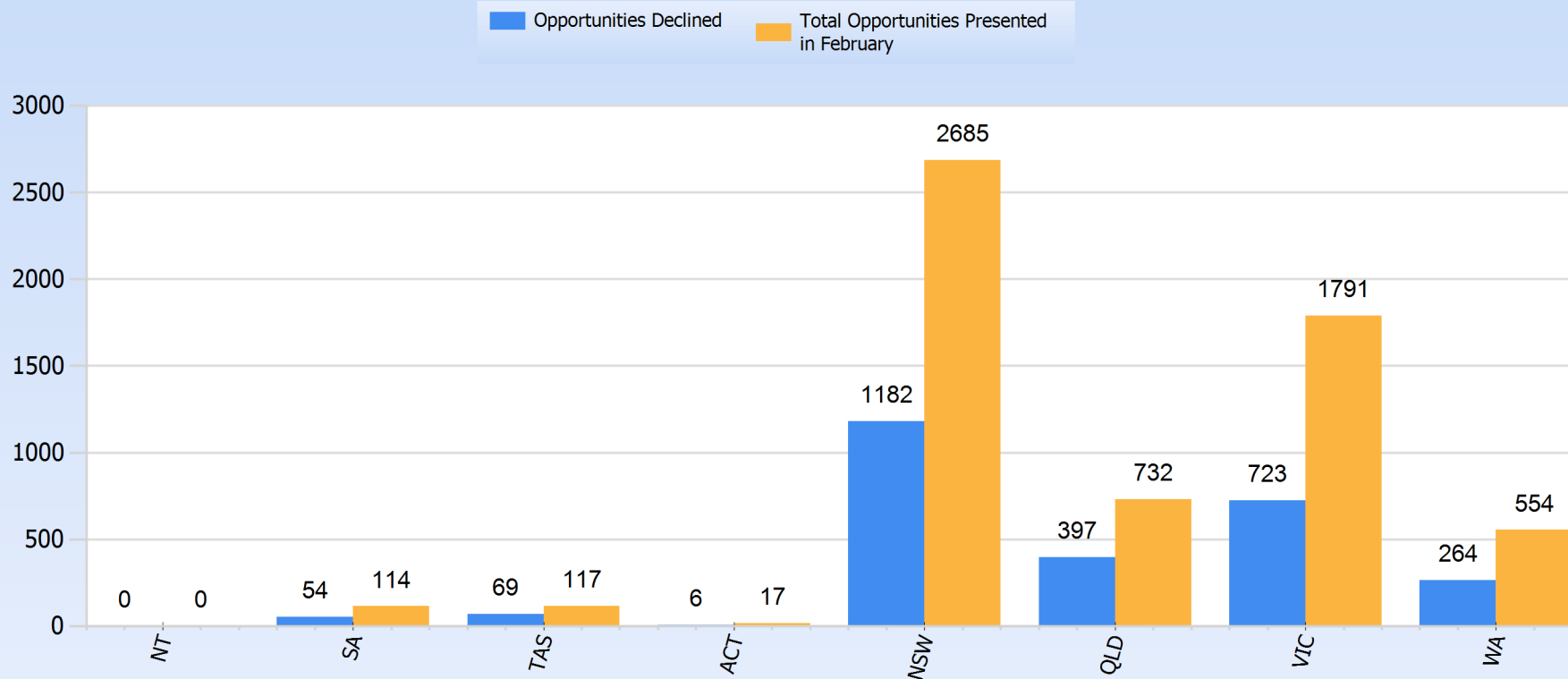
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Opportunities Presented in and Declined in this Month by State



"Opportunities Declined" means those opportunities, presented in February, where one or more quote responses with a status of "Declined" was returned.

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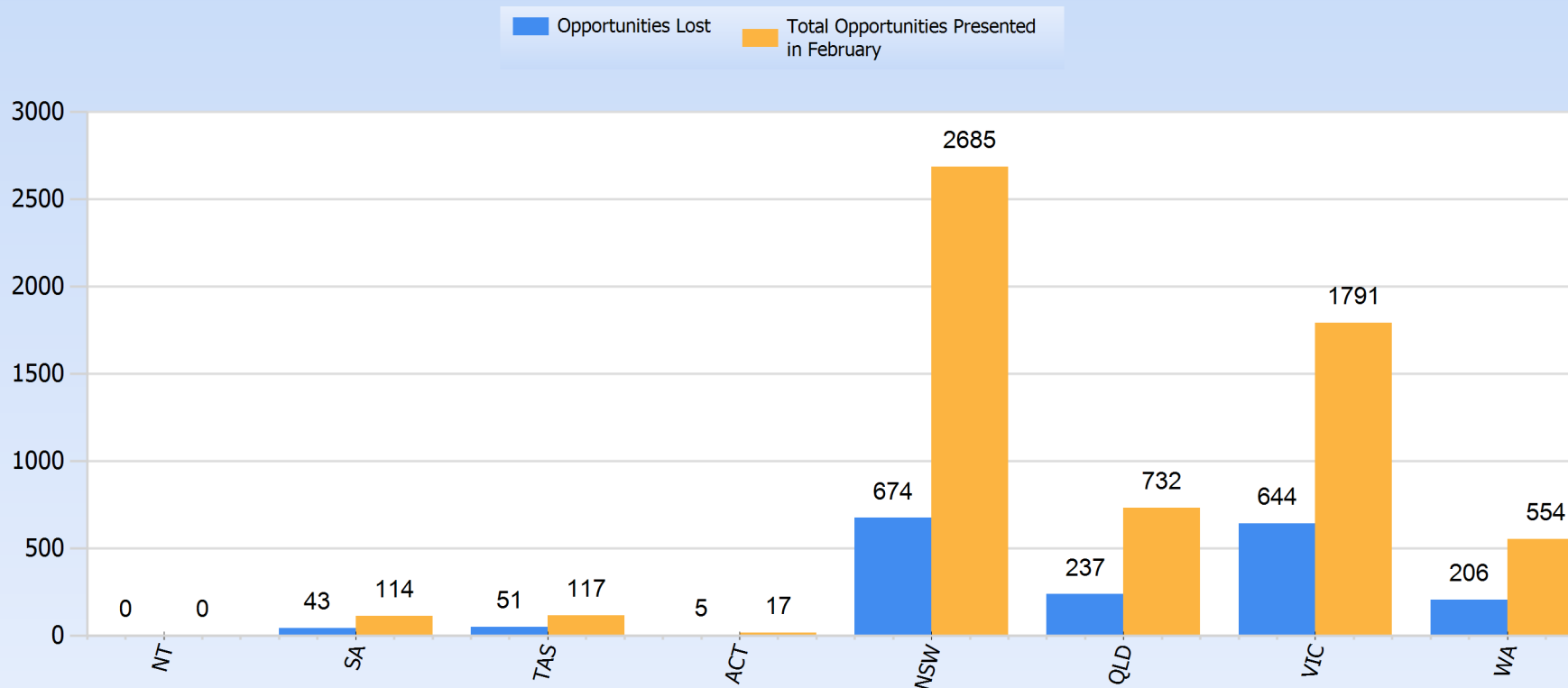
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Opportunities Presented in and Lost in this Month by State



"Opportunities Lost" means those opportunities, presented in February, that have not been declined and a quote loss notification has been received by the underwriter.

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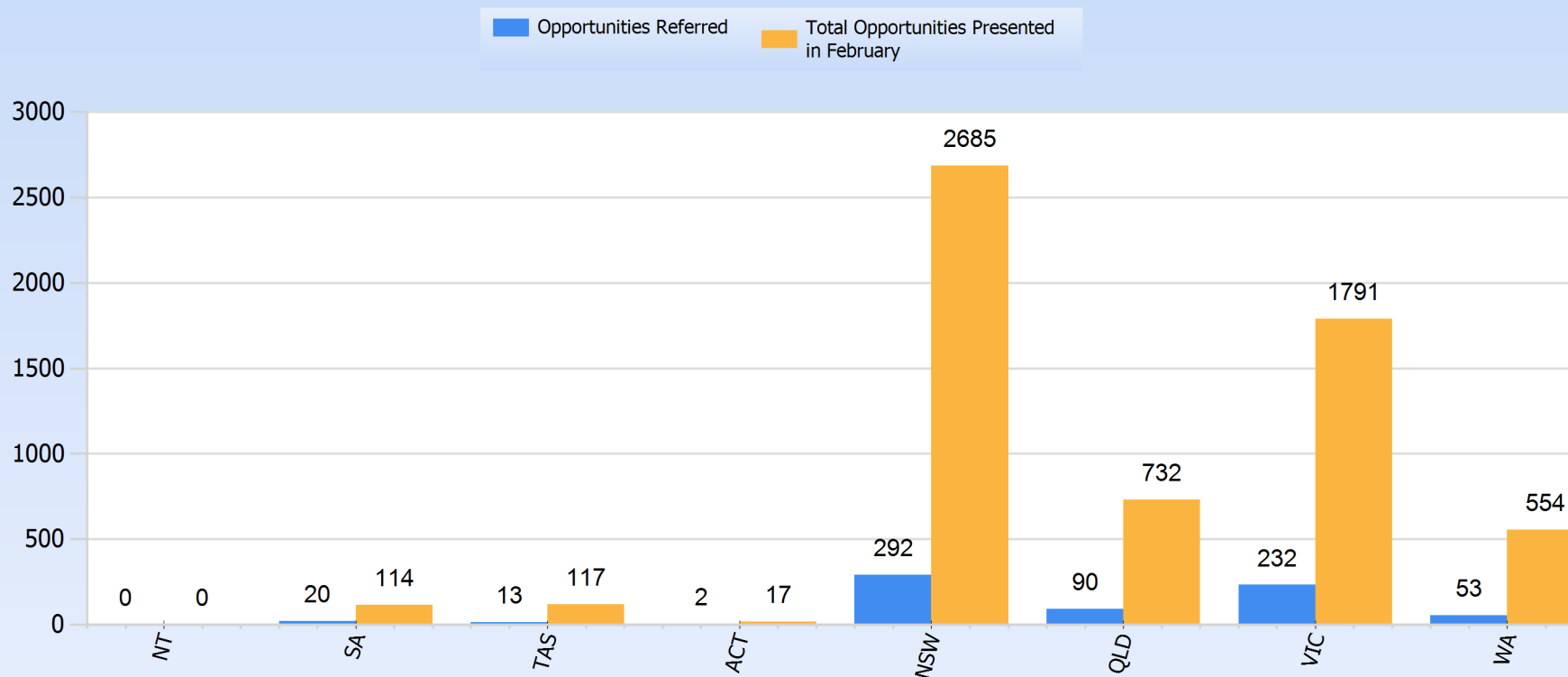
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Opportunities Presented in and Referred in this Month by State



"Opportunities Referred" means those opportunities, presented in February, where one or more quote responses with a status of "Information" or "Referral Required" was returned.

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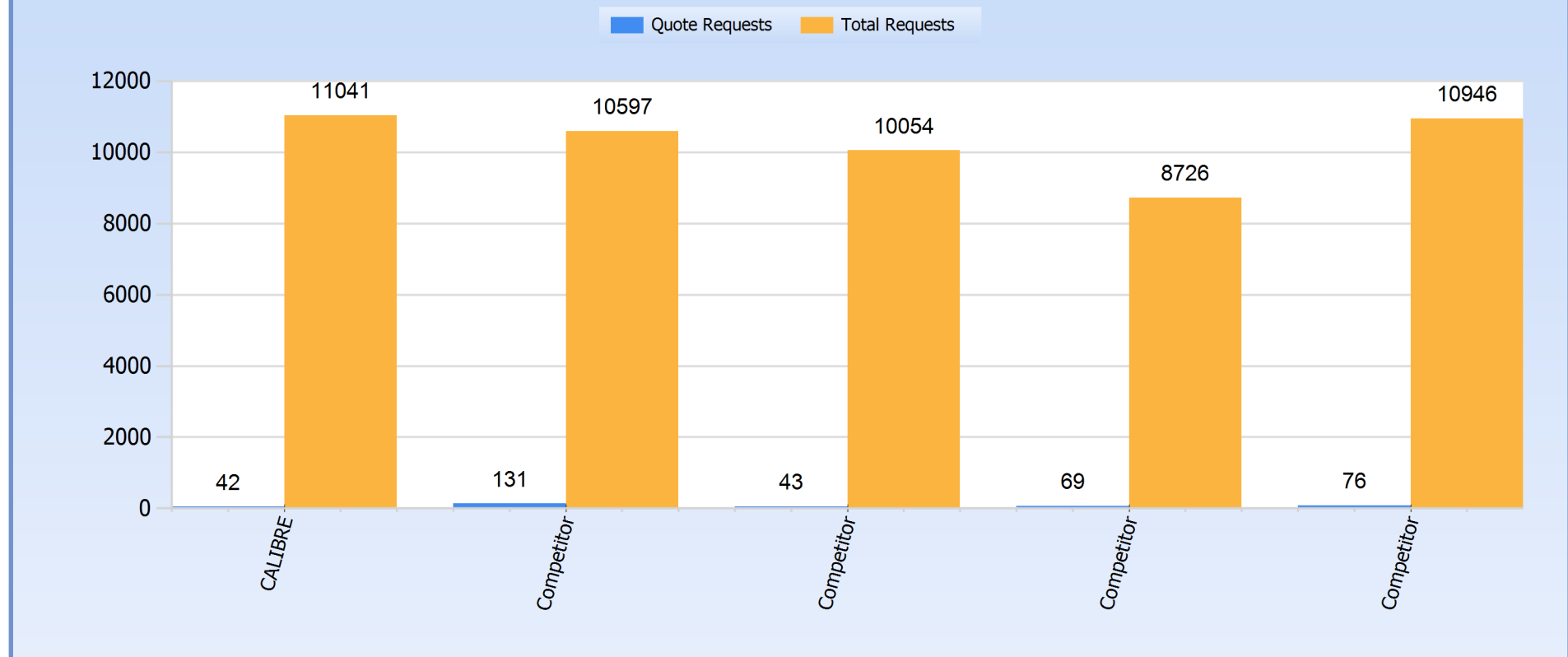
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Quote requests not responded



Quote requests submitted in the reporting period but not responded to by the end of the reporting period.

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Bind requests not responded



Bind requests submitted in the reporting period but not responded to by the end of the reporting period.

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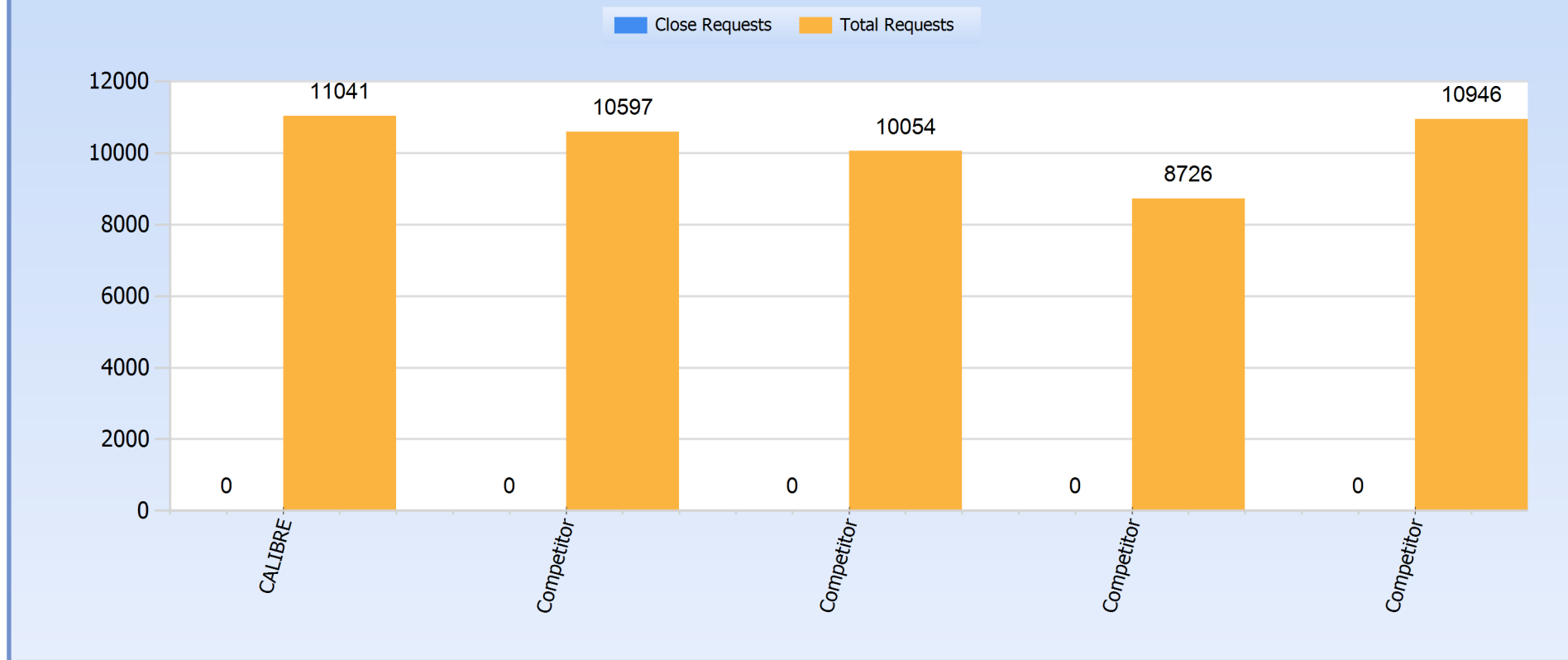
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Close requests not responded



Close requests submitted in the reporting period but not responded to by the end of the reporting period.