



Insurer Performance Report

Business Pack

July 2017

calibre
INSURANCE



Bound Gross Written Premium (GWP)



July 2017

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

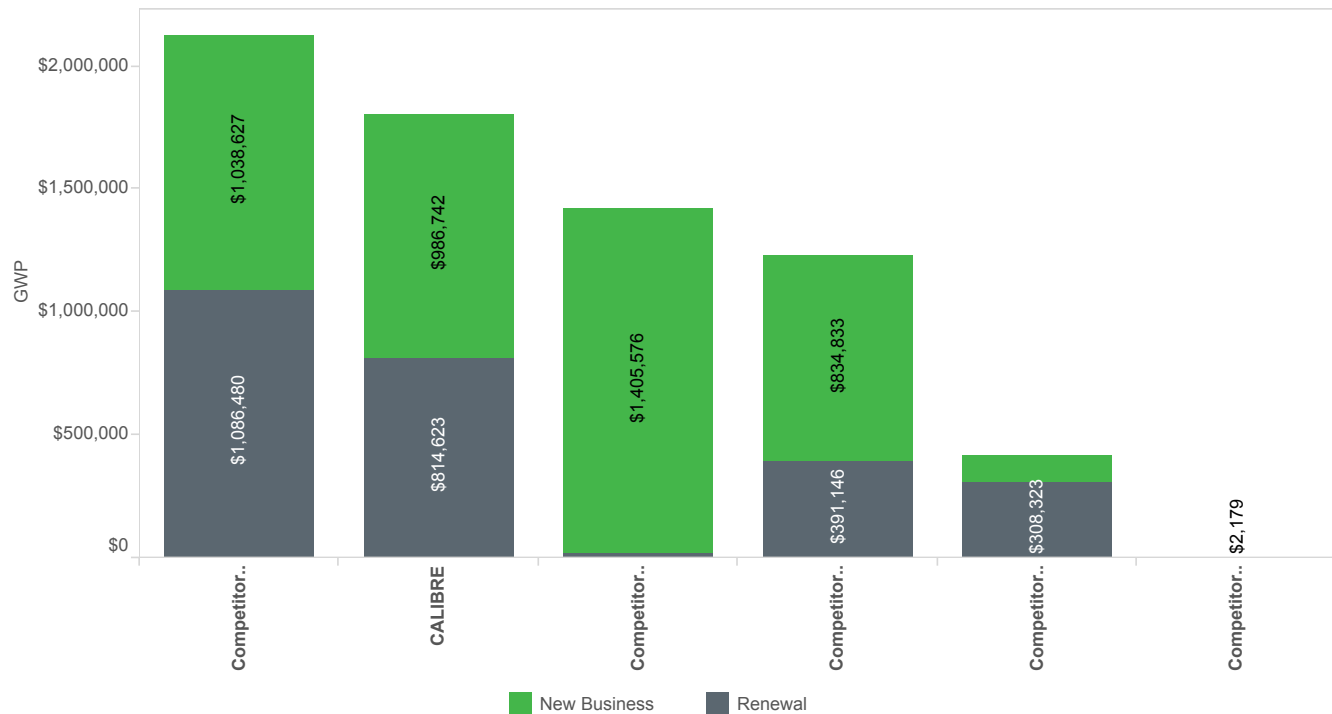
\$1,801,365

\$6,994,471

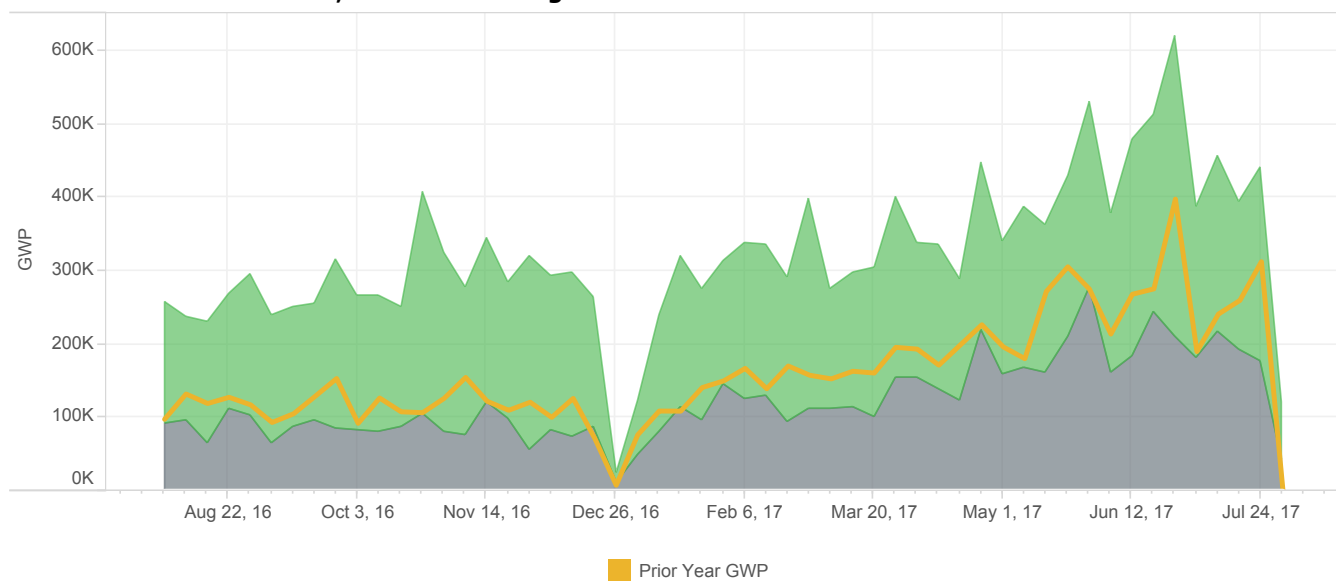
\$1,385

\$1,502

GWP All Insurers, July 2017



CALIBRE GWP Time Series, 12 Month Rolling



Strike Rate



July 2017

CALIBRE Opportunities

CALIBRE Bound Policies

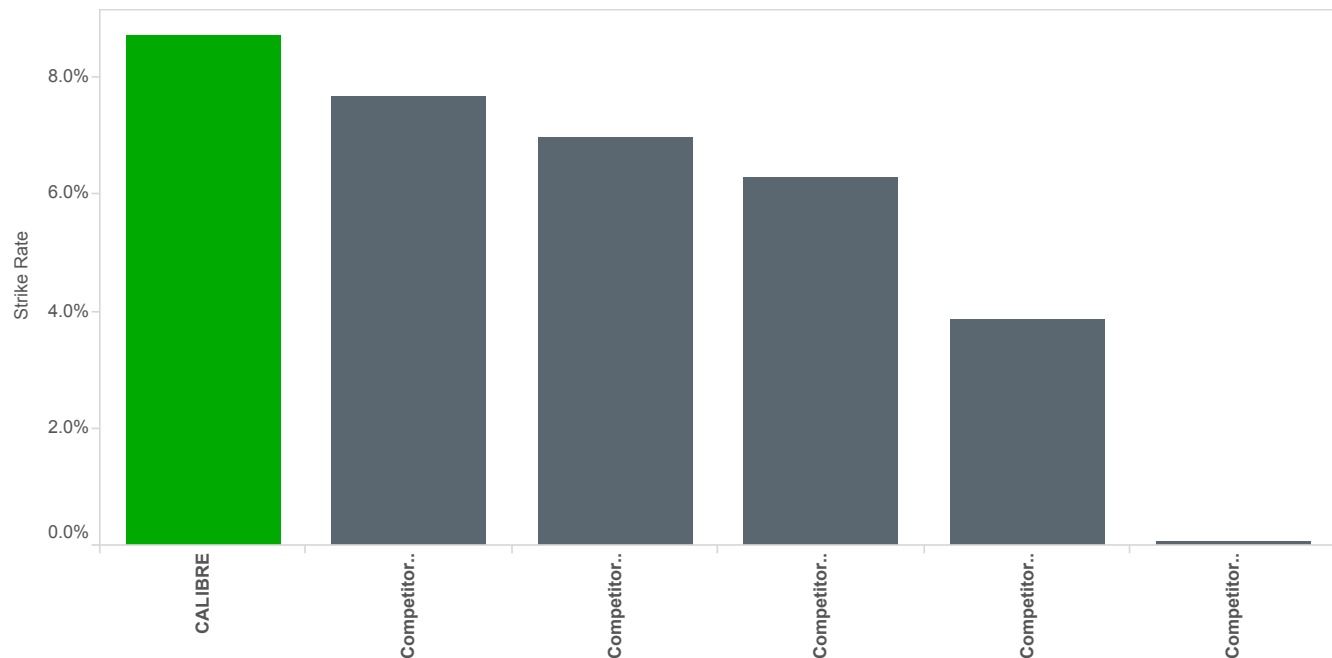
CALIBRE Strike Rate

14,911

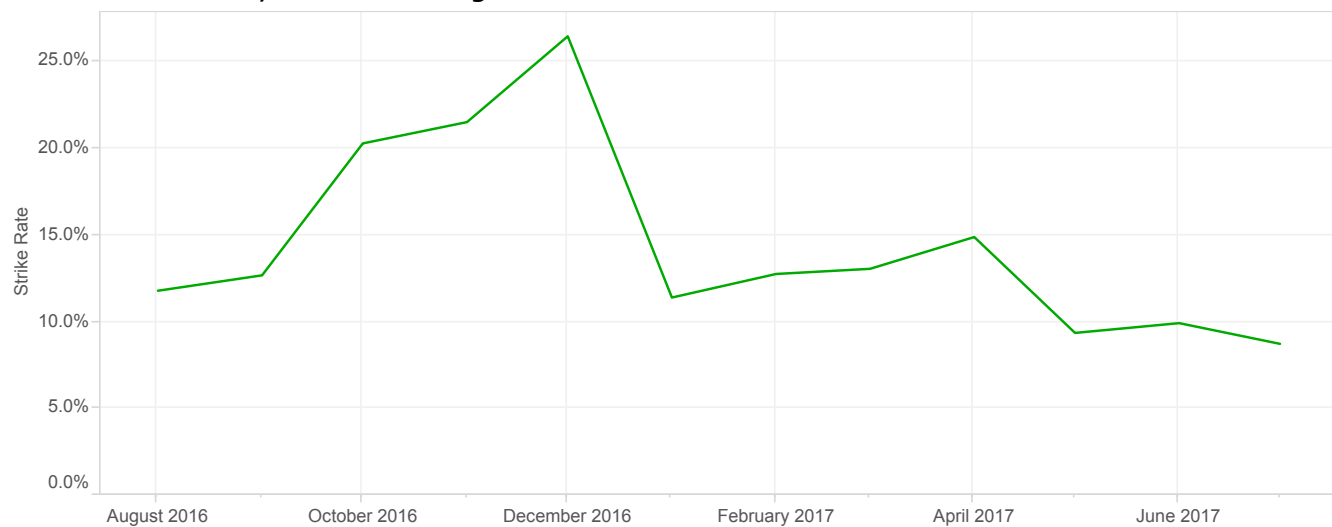
1,301

8.73%

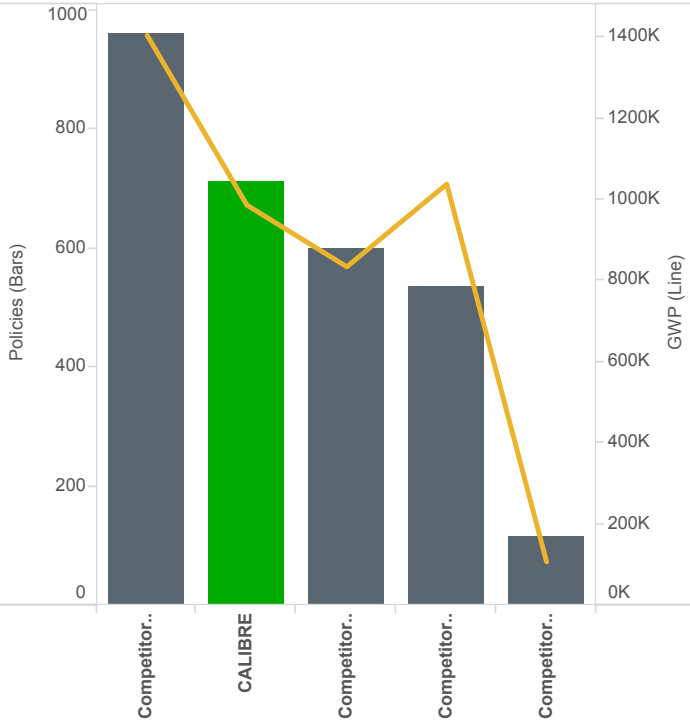
All Insurers, Strike Rate July 2017



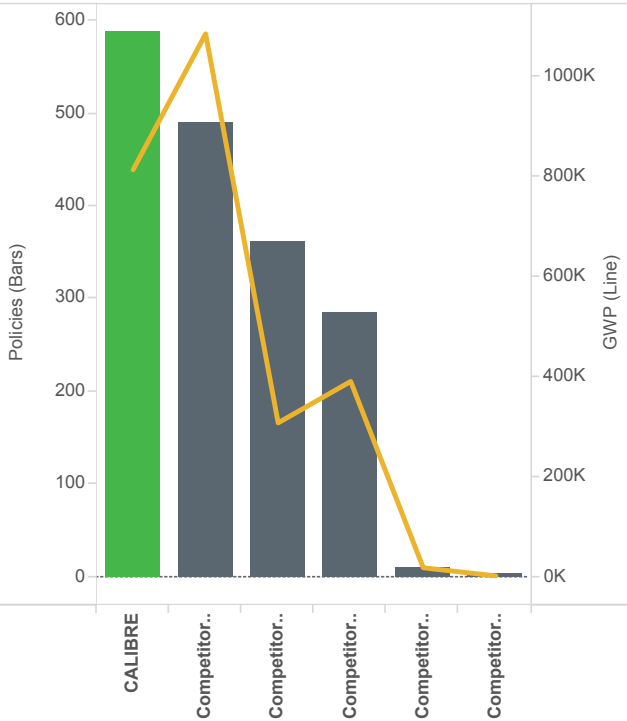
CALIBRE Strike Rate, 12 Month Rolling



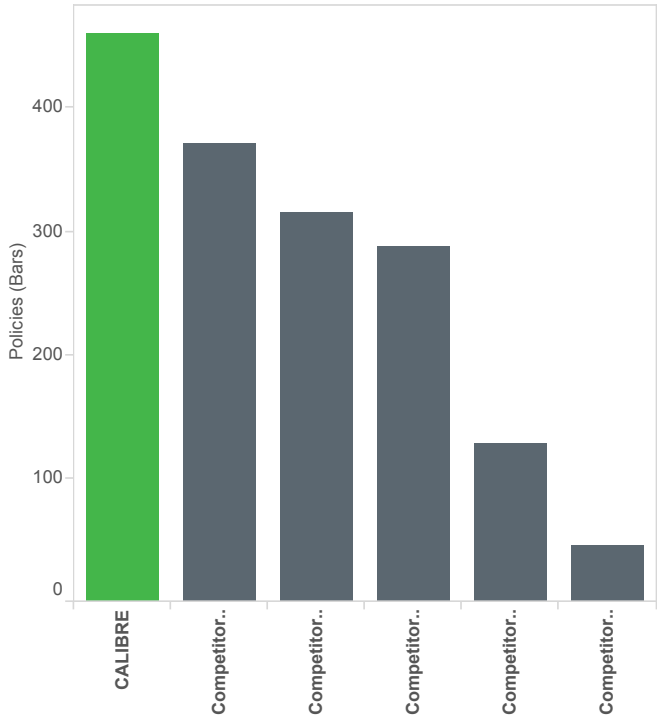
Bound New Business, July 2017



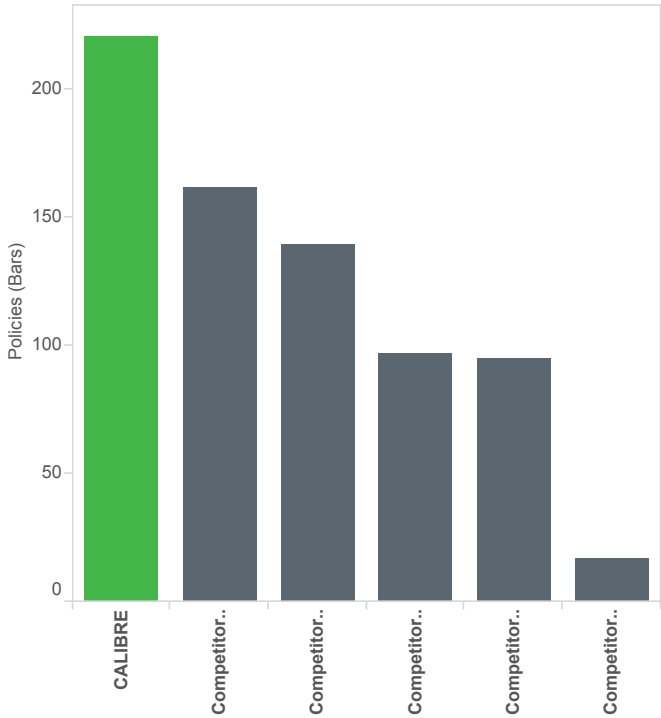
Bound Renewals, July 2017



Bound Endorsements, July 2017



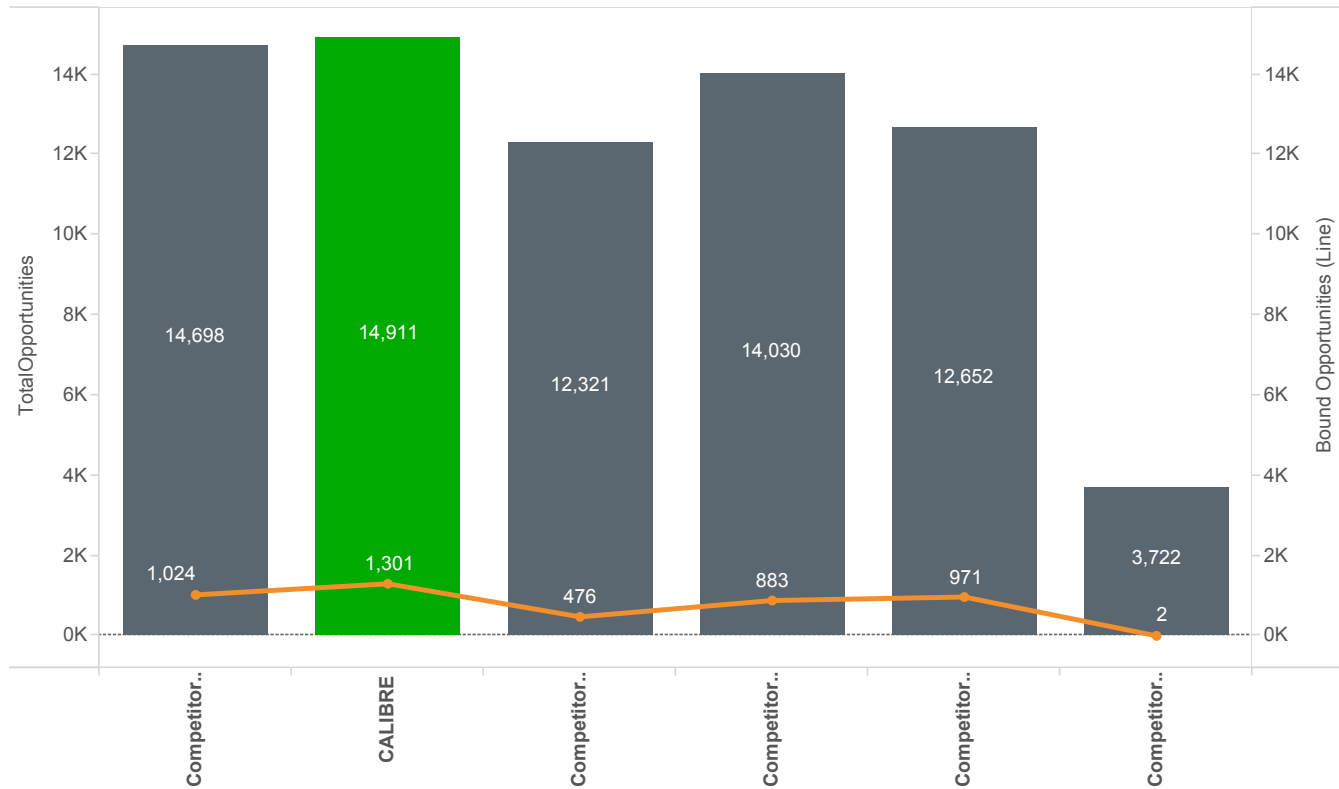
Bound Cancellations, July 2017



Opportunities and Bound Policies

July 2017

Opportunities Presented vs Bound Policies, July



Opportunities Presented, July 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Total Opportunities	87	2,461	31	1,776	261	171	2,191	811	14,911
GWP	\$73,379	\$2,255,110	\$8,129	\$1,643,240	\$217,369	\$110,032	\$2,243,903	\$725,201	\$12,650,304
Average GWP	\$824	\$881	\$254	\$887	\$799	\$598	\$967	\$848	\$828

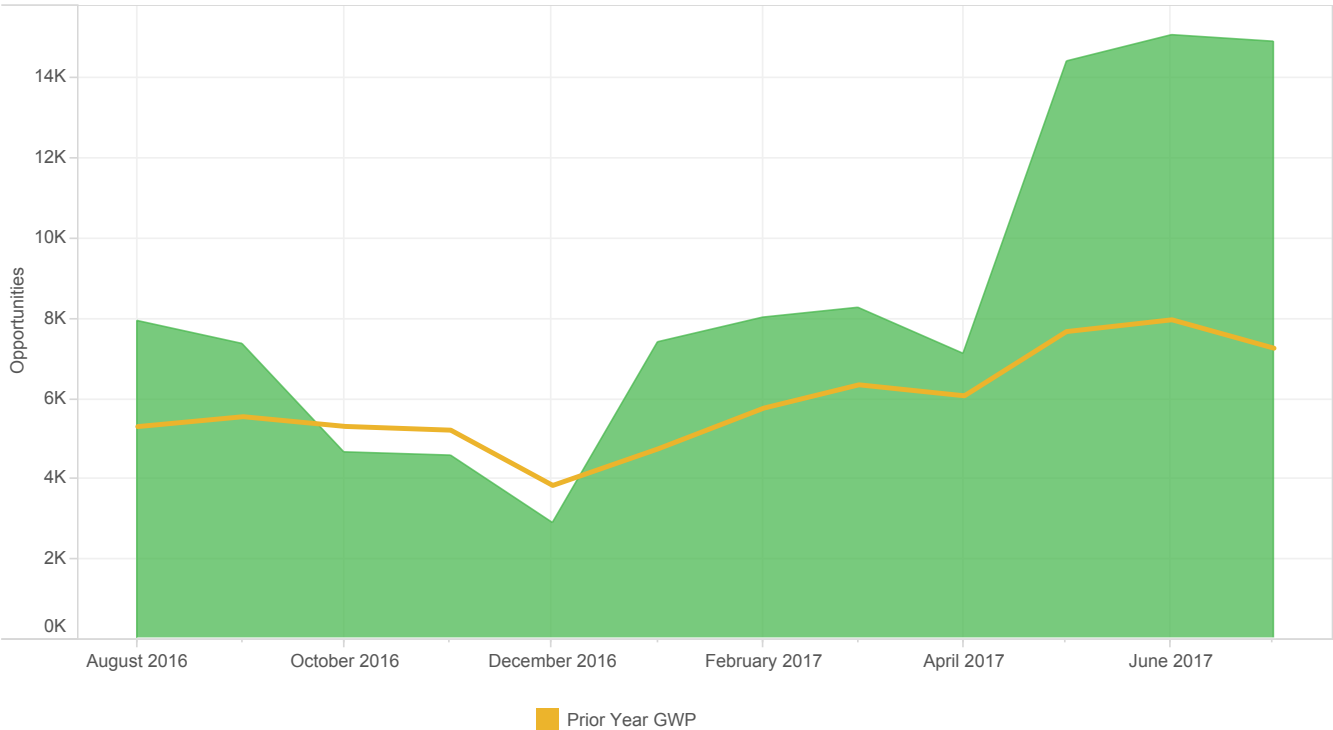
Bound Policies, July 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	16	417	5	292	41	12	395	123	1,301
GWP	\$1,496	\$1,355	\$377	\$1,359	\$1,291	\$2,006	\$1,421	\$1,426	\$1,385
Average GWP	\$23,935	\$564,950	\$1,883	\$396,793	\$52,911	\$24,075	\$561,388	\$175,431	\$1,801,365

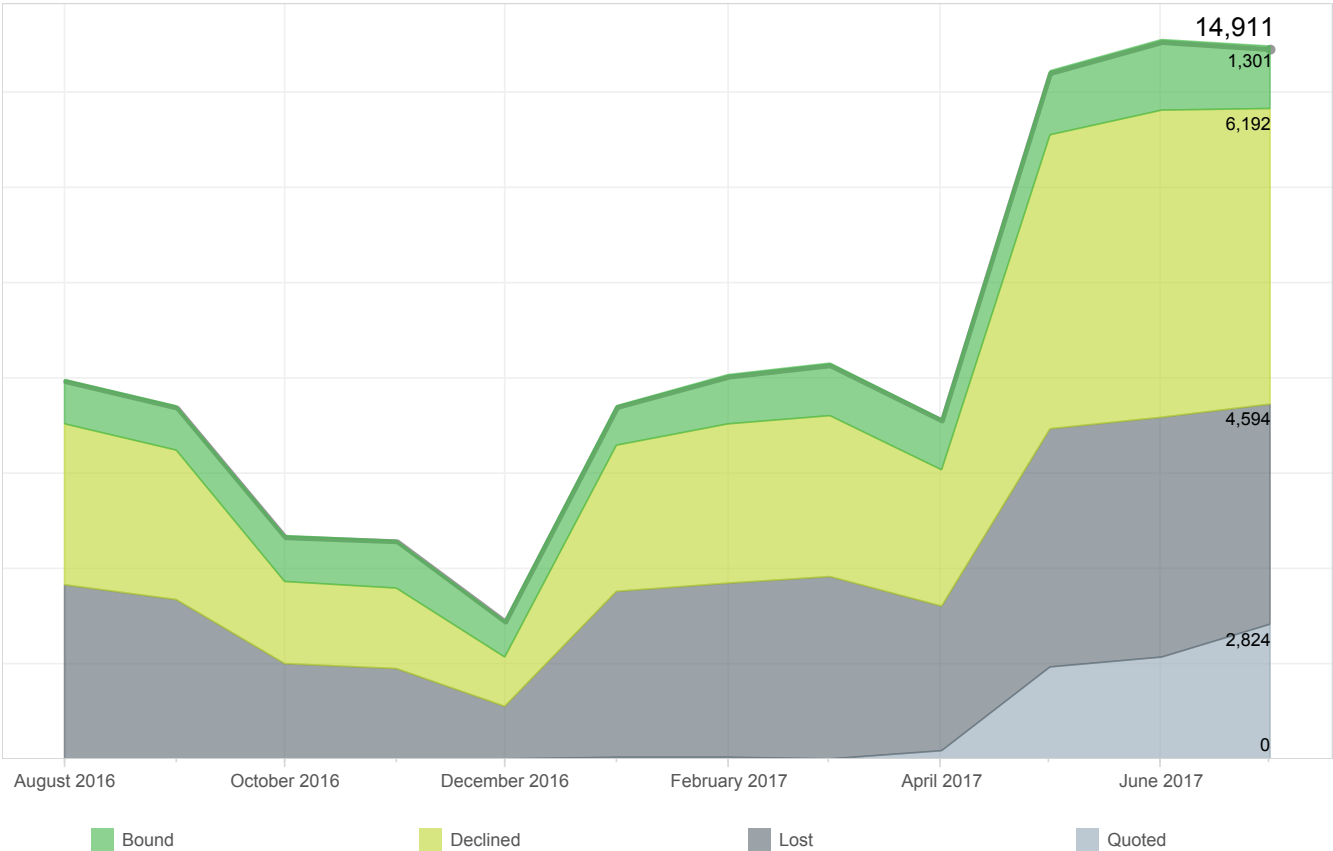
Lost Opportunities, July 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	9	270	2	203	22	10	248	100	864
GWP	\$7,607	\$261,926	\$956	\$201,680	\$16,949	\$16,035	\$208,824	\$87,729	\$801,707
Average GWP	\$845	\$970	\$478	\$993	\$770	\$1,603	\$842	\$877	\$928

CALIBRE Opportunity Time Series, 12 Month Rolling



CALIBRE Opportunity by status Time Series, 12 Month Rolling



State Activity

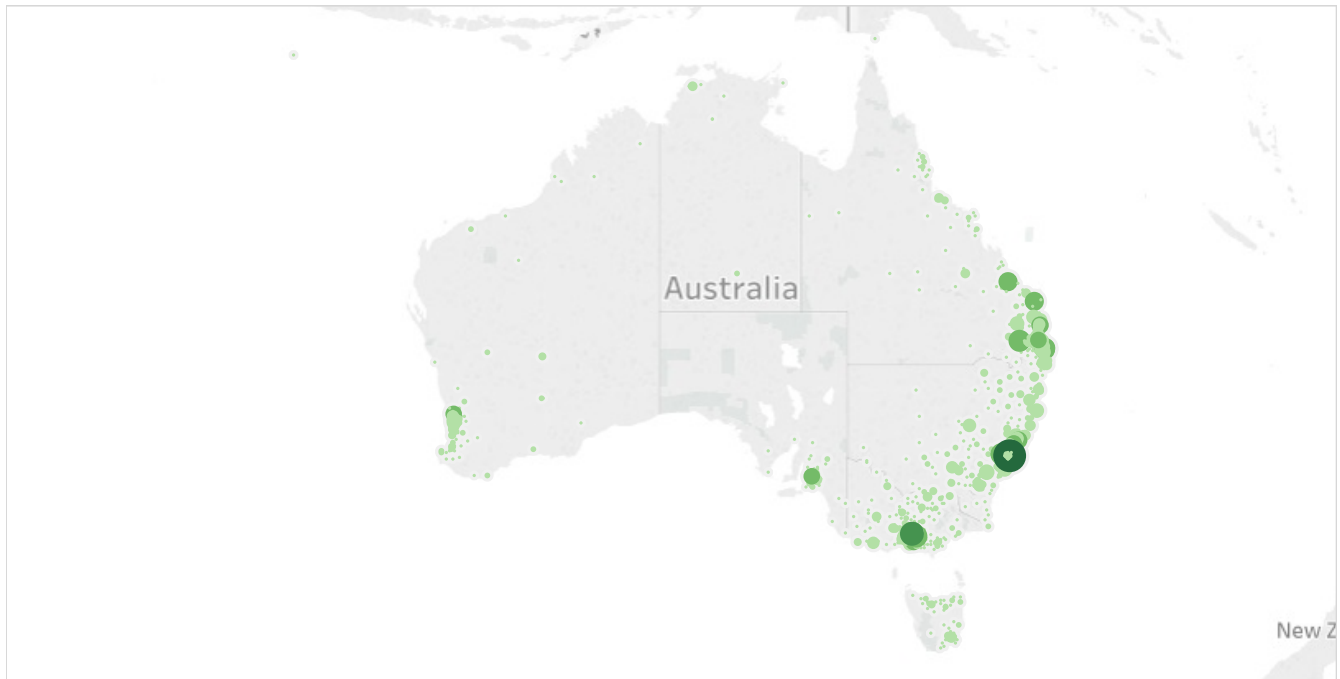


July 2017

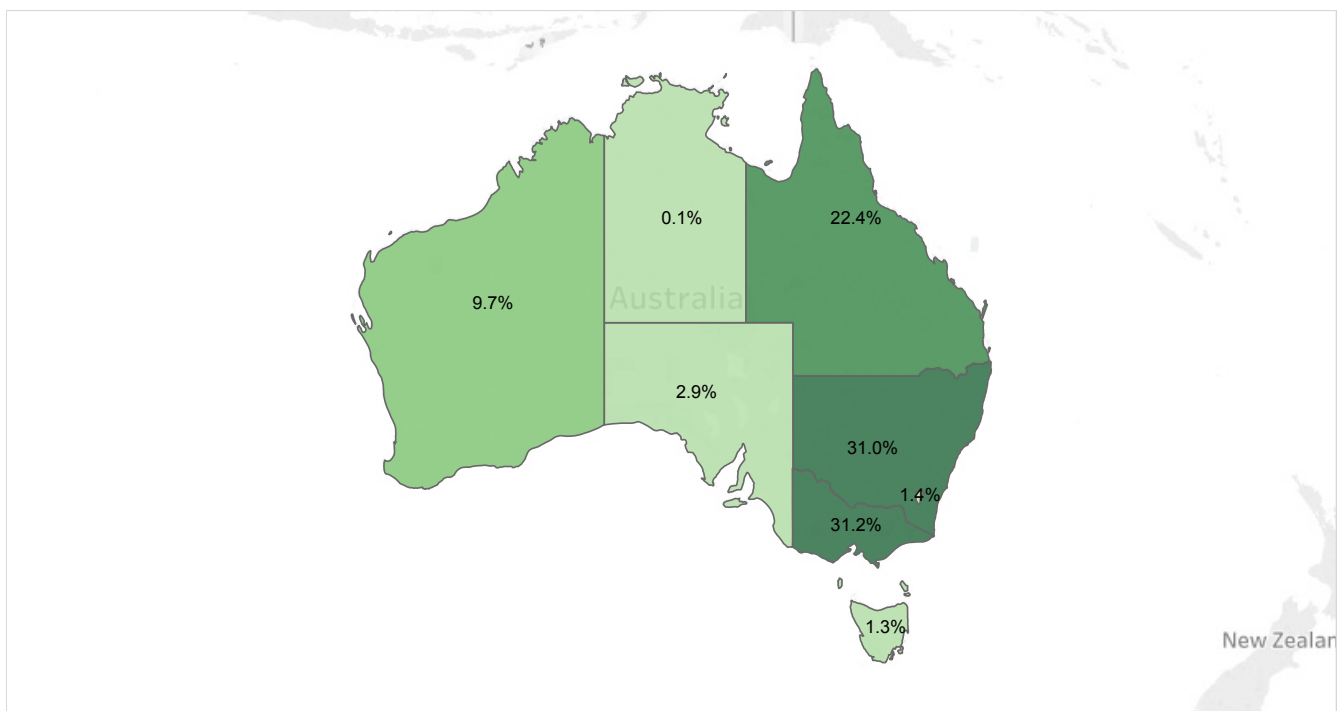
GWP by State, July 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
New Business	\$9,335	\$245,017	\$1,253	\$226,509	\$20,823	\$17,164	\$357,911	\$108,731
Renewal	\$14,600	\$319,934	\$630	\$170,284	\$32,088	\$6,911	\$203,477	\$66,700

Bound Policies by Post Code, July 2017



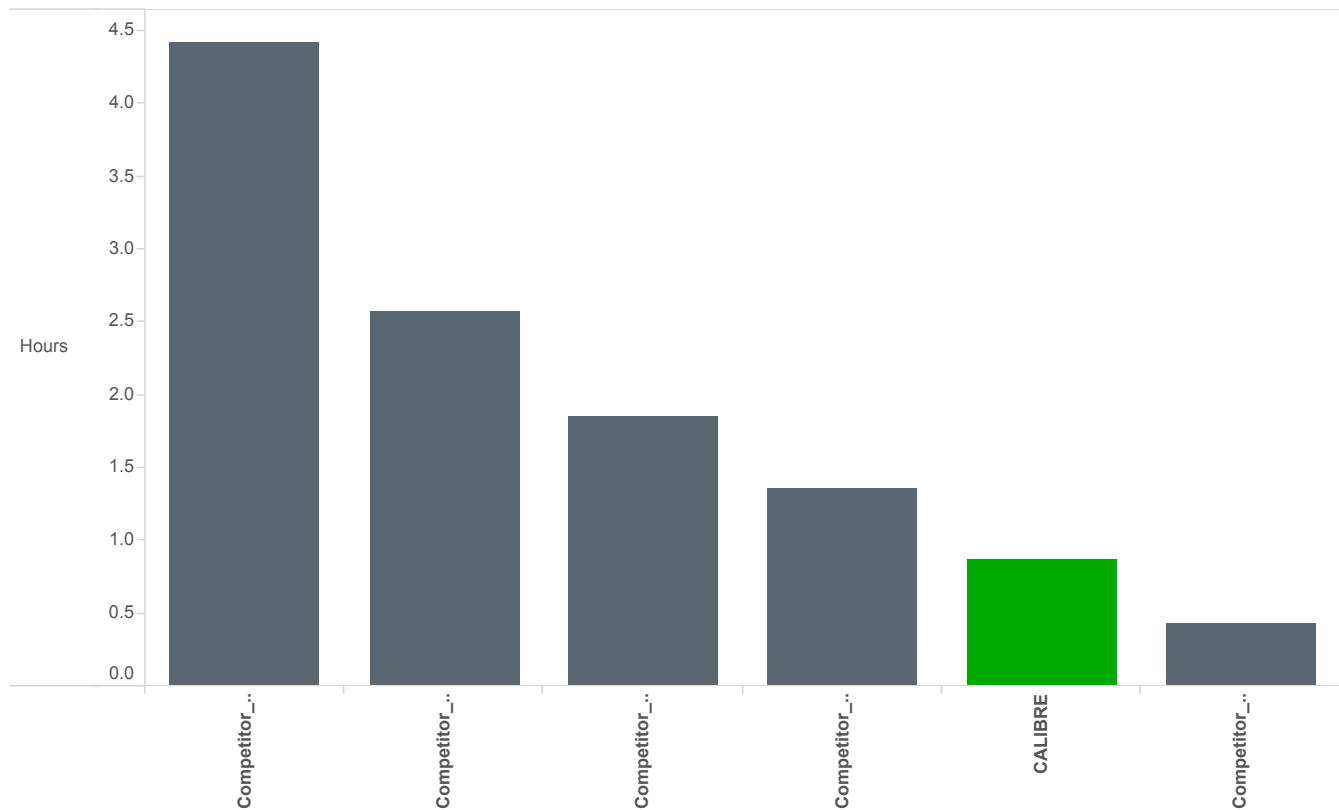
GWP Split by State, July 2017



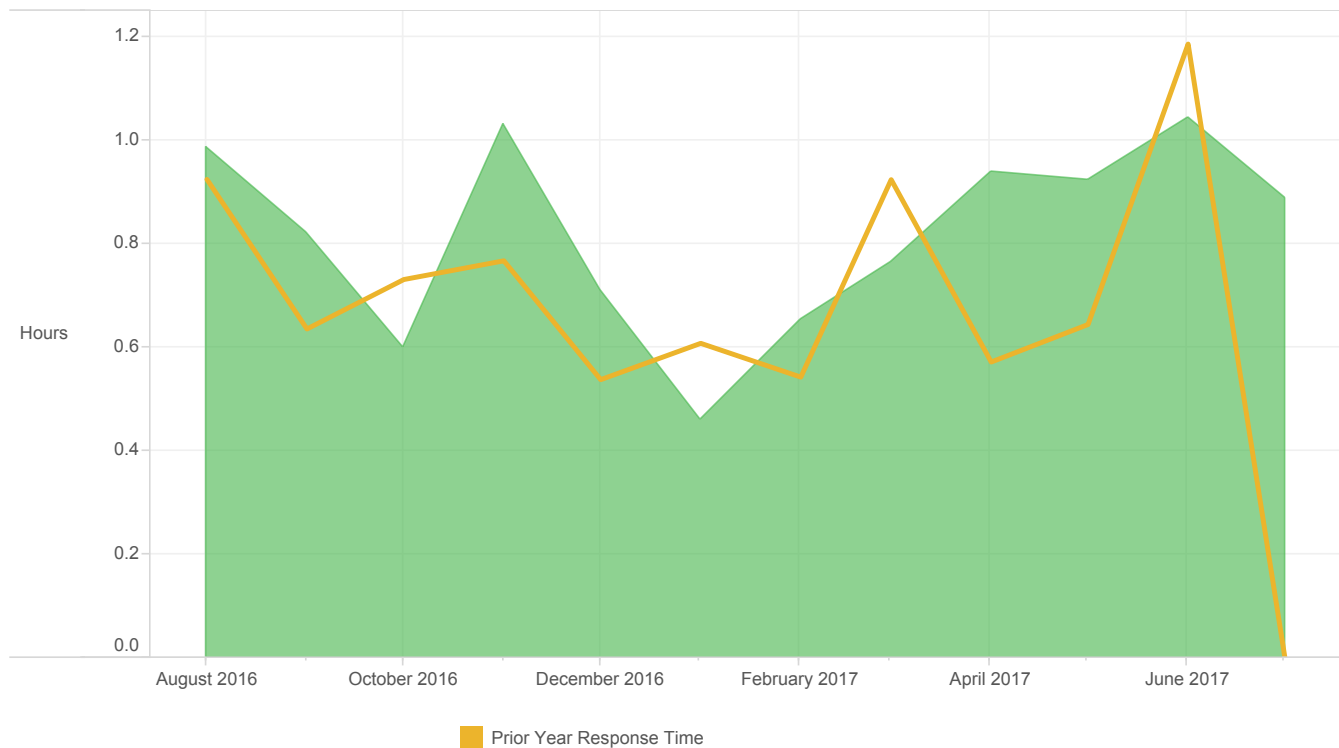
Opportunity Response Time

July 2017

Average Response Time Series, July 2017

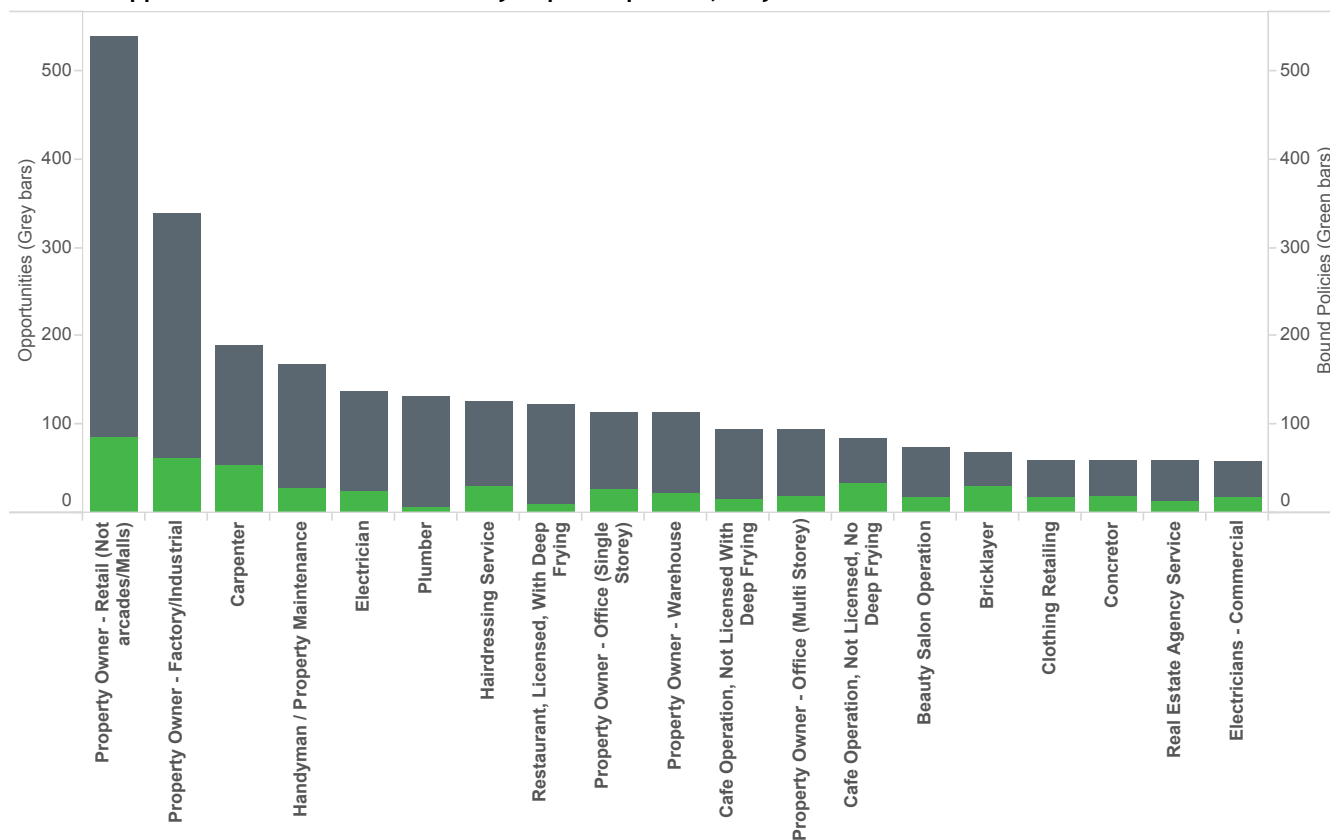


CALIBRE Average Response Time Series, 12 Month Rolling



July 2017

CALIBRE Opportunities vs Bound Policies by Top Occupations, July 2017



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

