



Insurer Performance Report

Business Pack

June 2018

calibre
INSURANCE

Bound Gross Written Premium (GWP)



June 2018

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

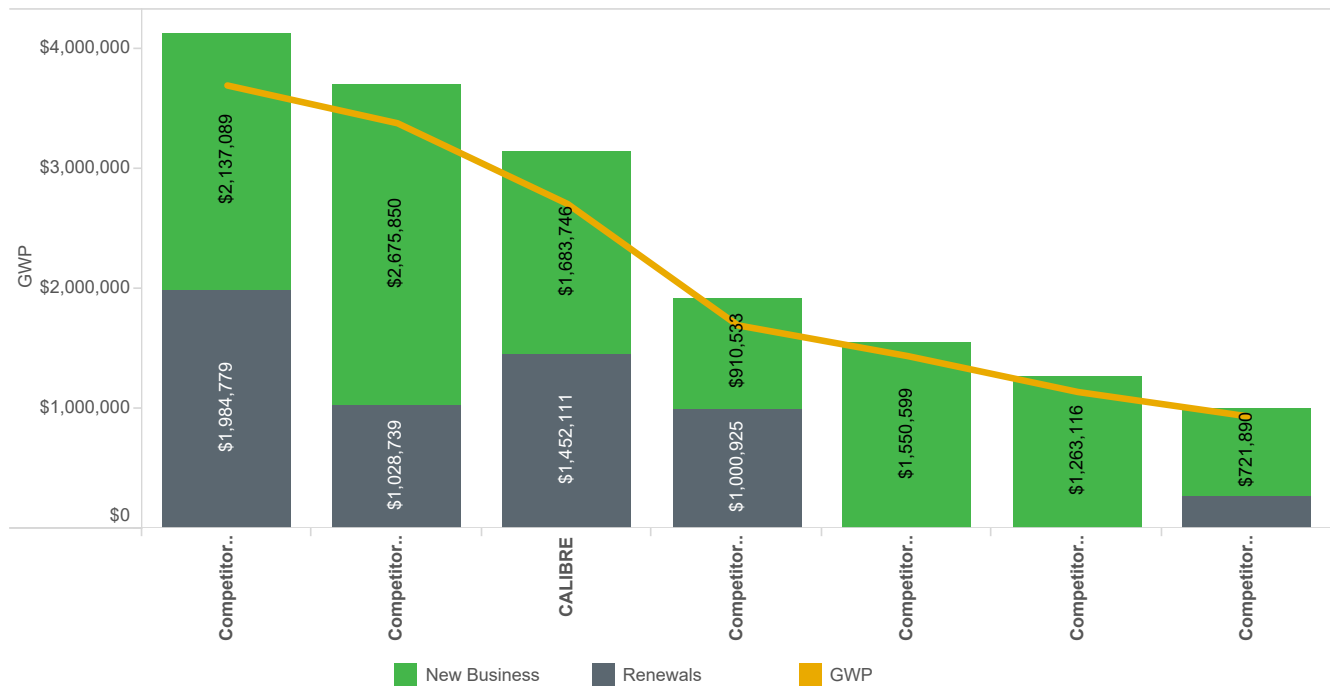
\$2,708,300

\$15,000,187

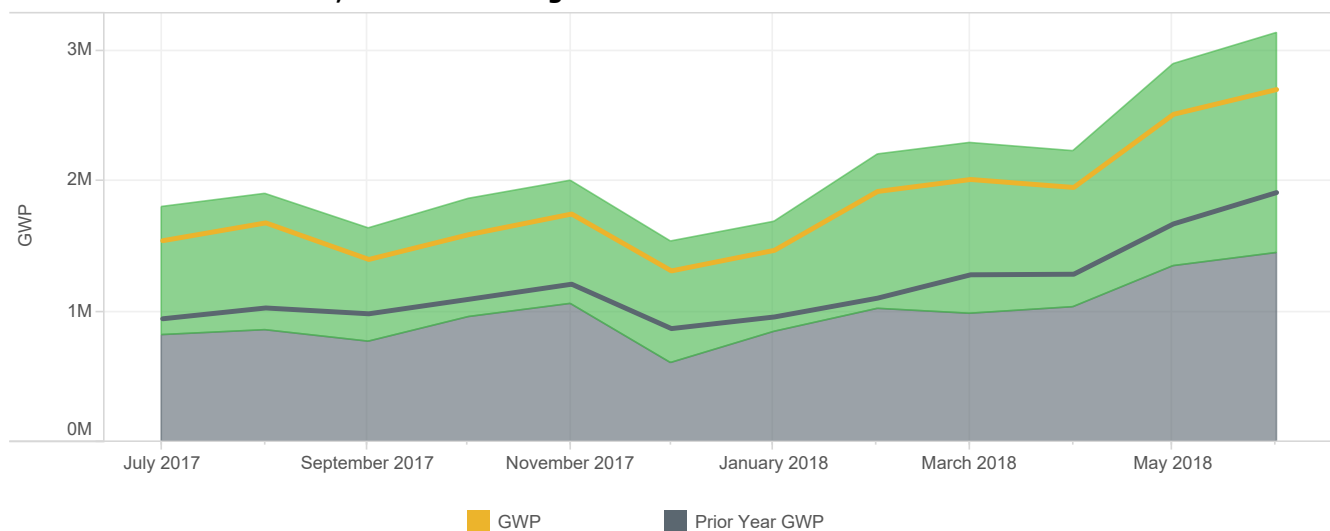
\$1,478

\$1,833

GWP All Insurers, June 2018



CALIBRE GWP Time Series, 12 Month Rolling



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

Strike Rate

June 2018

CALIBRE Opportunities

CALIBRE Opportunities Won

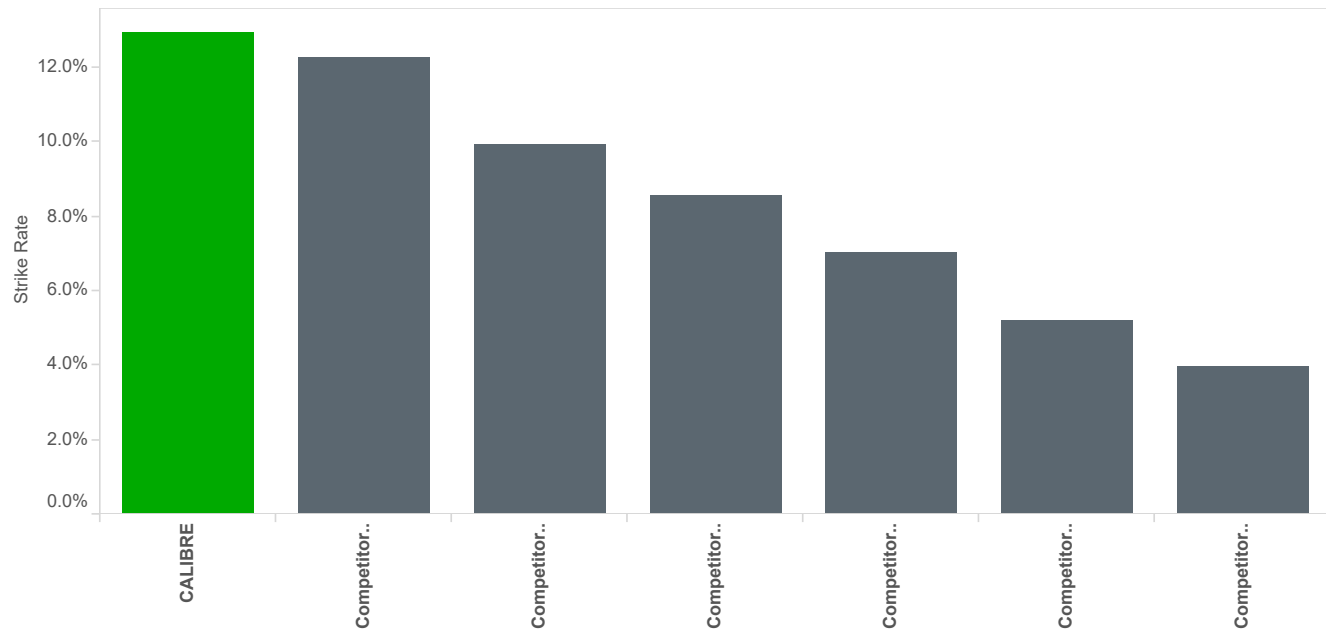
CALIBRE Strike Rate

16,411

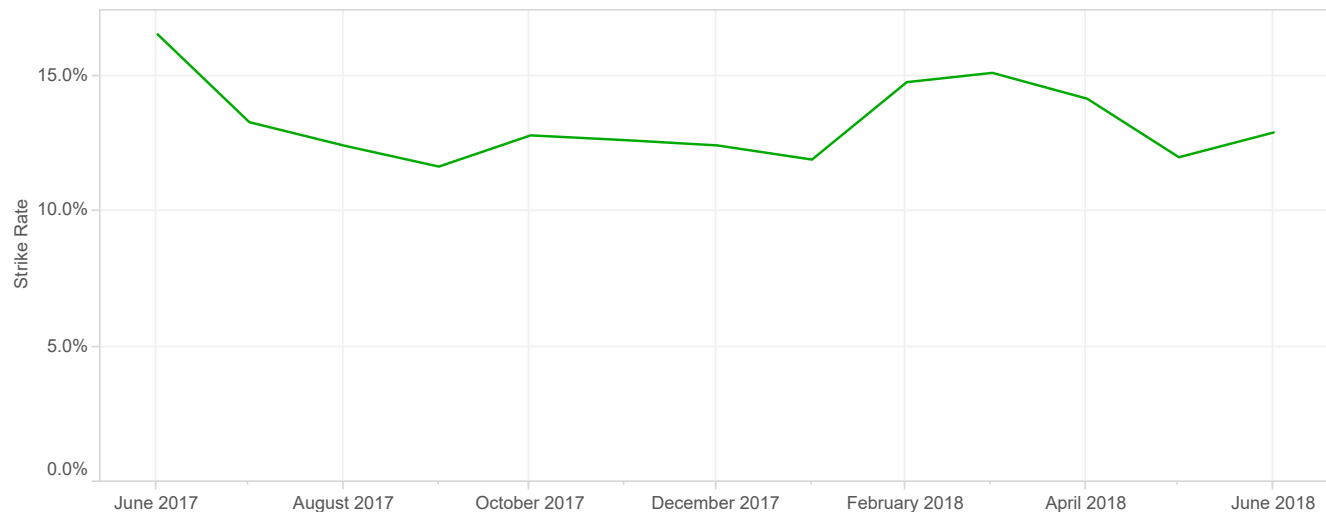
2,122

12.93%

All Insurers, Strike Rate June 2018



CALIBRE Strike Rate, 12 Month Rolling

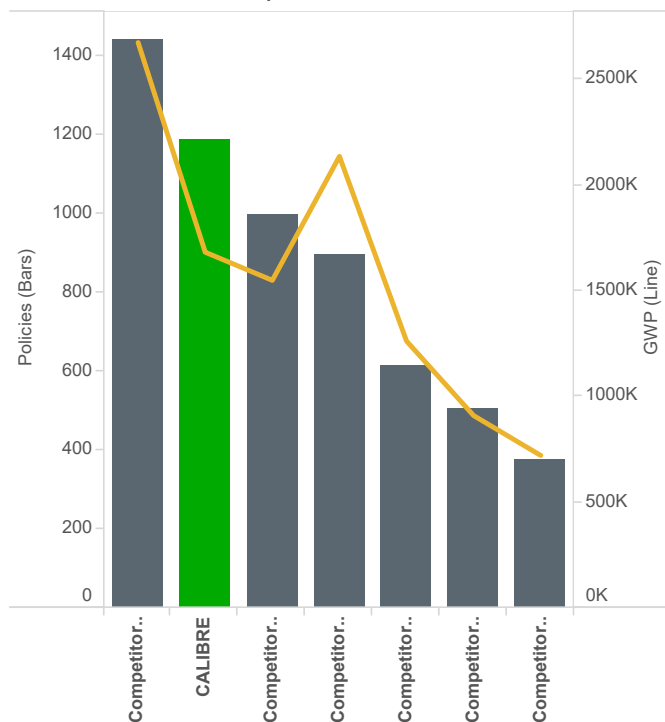


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

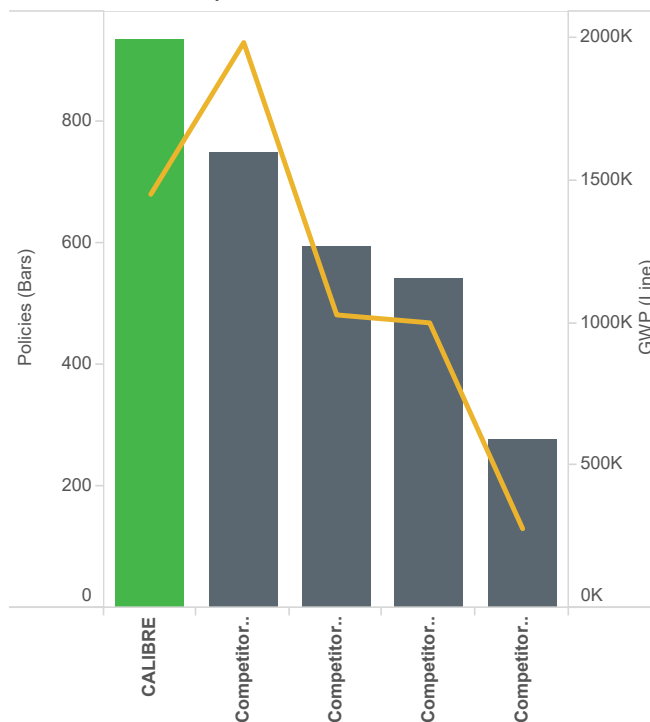
Bound Transactions

June 2018

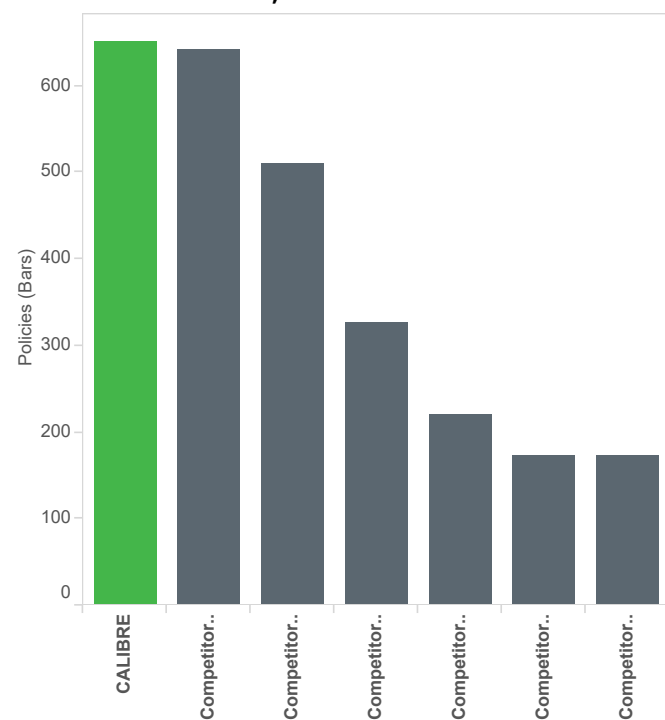
Bound New Business, June 2018



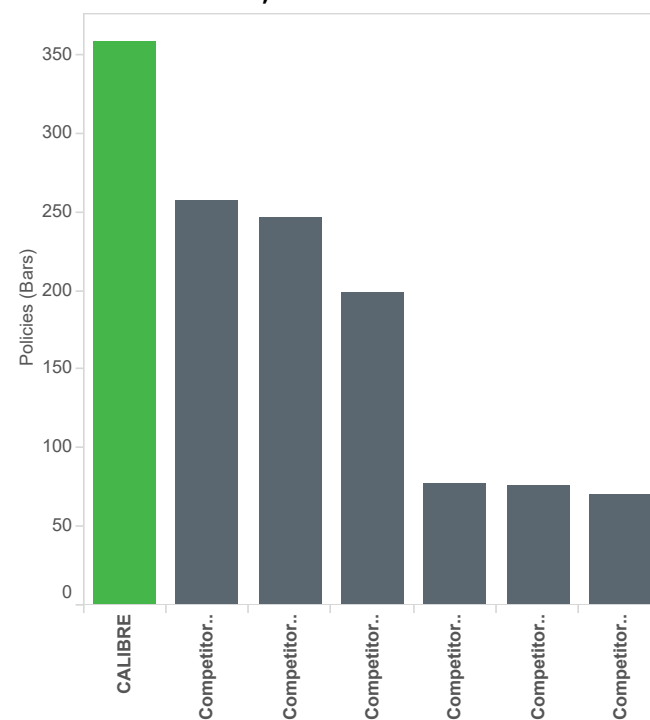
Bound Renewals, June 2018



Bound Endorsements, June 2018



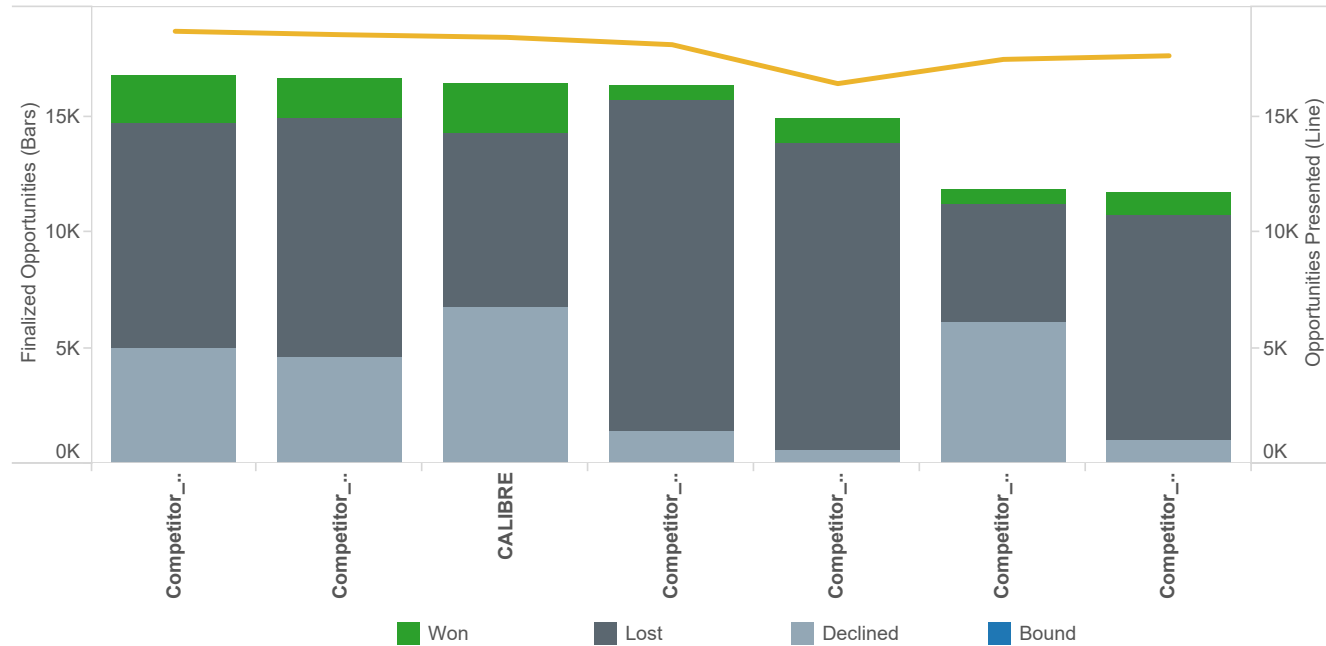
Bound Cancellations, June 2018



Finalized Opportunities

June 2018

Finalized Opportunities vs Opportunities Presented, June 2018



Opportunities Presented

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	96	6,802	10	2,522	443	614	5,274	1,864	17,625

Opportunities Finalized

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	62	6,283	1	2,336	414	512	5,024	1,779	16,411

Opportunities Won

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	8	813	329	47	27	699	199	2,122
GWP (bound)	\$10,353	\$1,110,064	\$508,822	\$87,631	\$38,139	\$1,059,514	\$322,682	\$3,137,206
Average GWP (bound)	\$1,294	\$1,365	\$1,547	\$1,864	\$1,413	\$1,516	\$1,622	\$1,478

Opportunities Lost

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	32	3,080	913	167	208	2,388	789	7,577
GWP (quoted)	\$61,687	\$5,626,963	\$1,719,818	\$306,861	\$313,727	\$4,046,841	\$1,287,281	\$13,363,178
Average GWP (quoted)	\$1,869	\$1,827	\$1,884	\$1,816	\$1,508	\$1,695	\$1,632	\$1,763

Opportunities Declined

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	22	2,390	1	1,094	200	277	1,937	791	6,712

Excludes endorsements and cancellations.

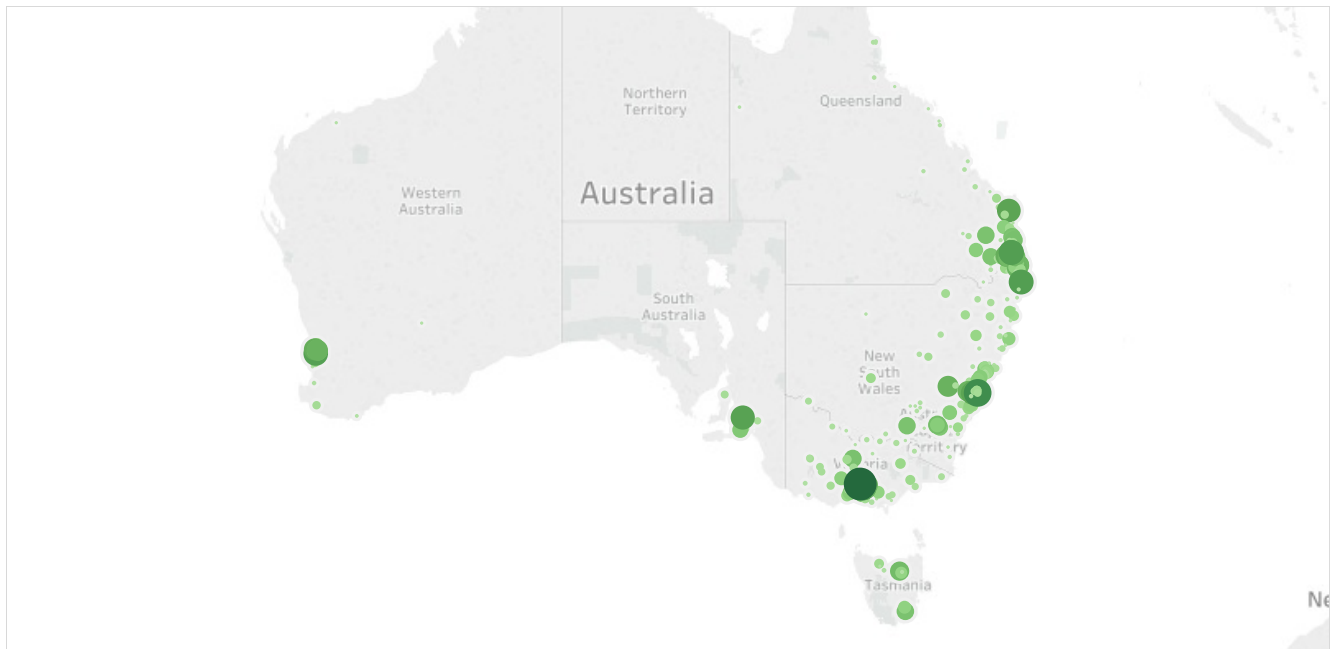
State Activity

June 2018

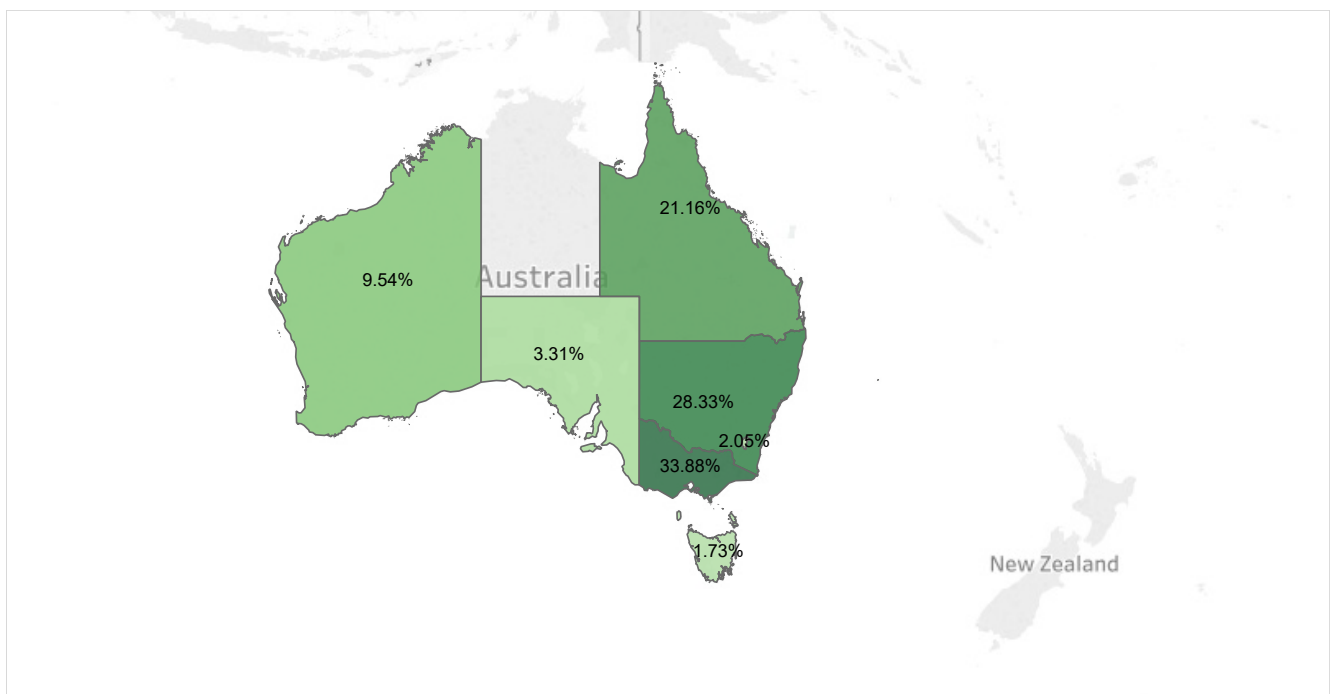
GWP by State, June 2018

	ACT	NSW	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$28,677	\$486,484	\$403,742	\$57,410	\$41,733	\$548,562	\$117,138	\$1,683,746
Renewals	\$35,480	\$401,926	\$259,755	\$46,444	\$12,550	\$513,963	\$181,991	\$1,452,111
Total	\$64,158	\$888,410	\$663,497	\$103,855	\$54,283	\$1,062,525	\$299,129	\$3,135,856

Bound Policies by Post Code, June 2018



GWP Split by State, June 2018

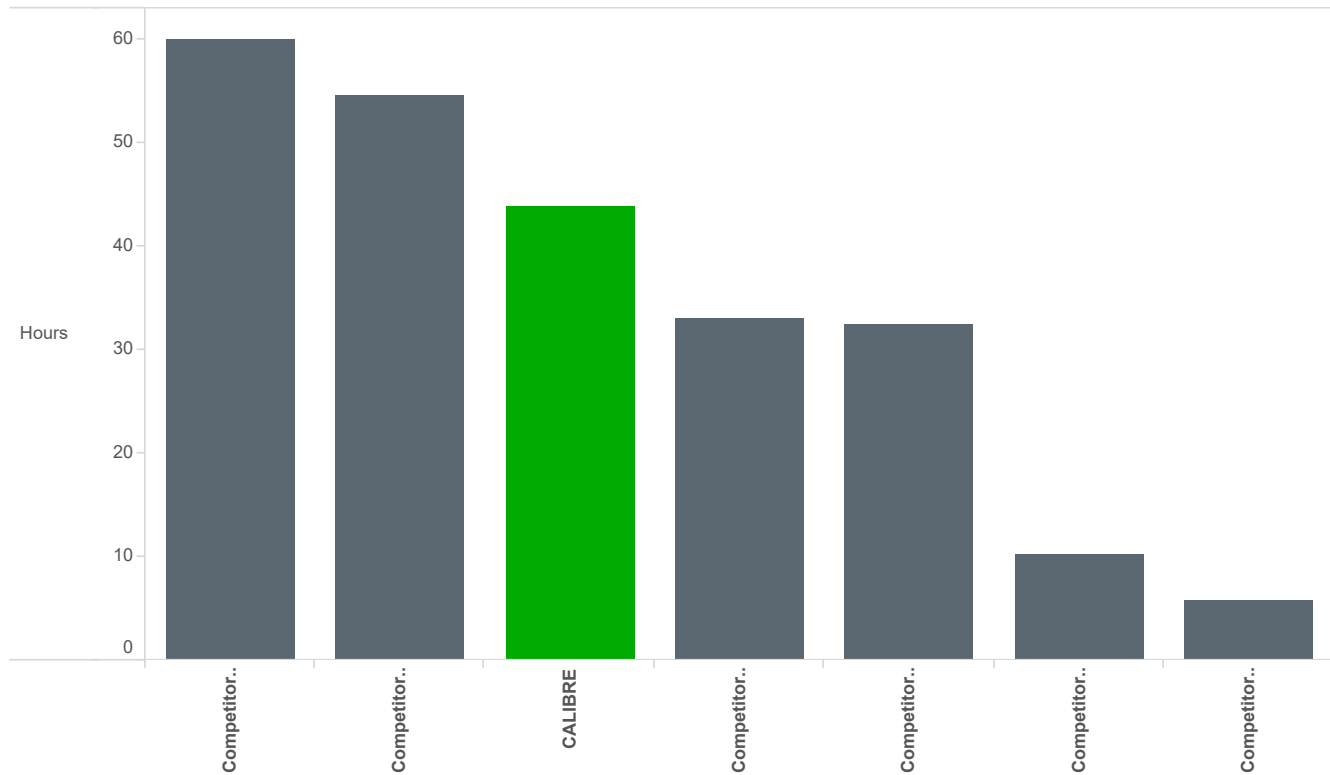


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

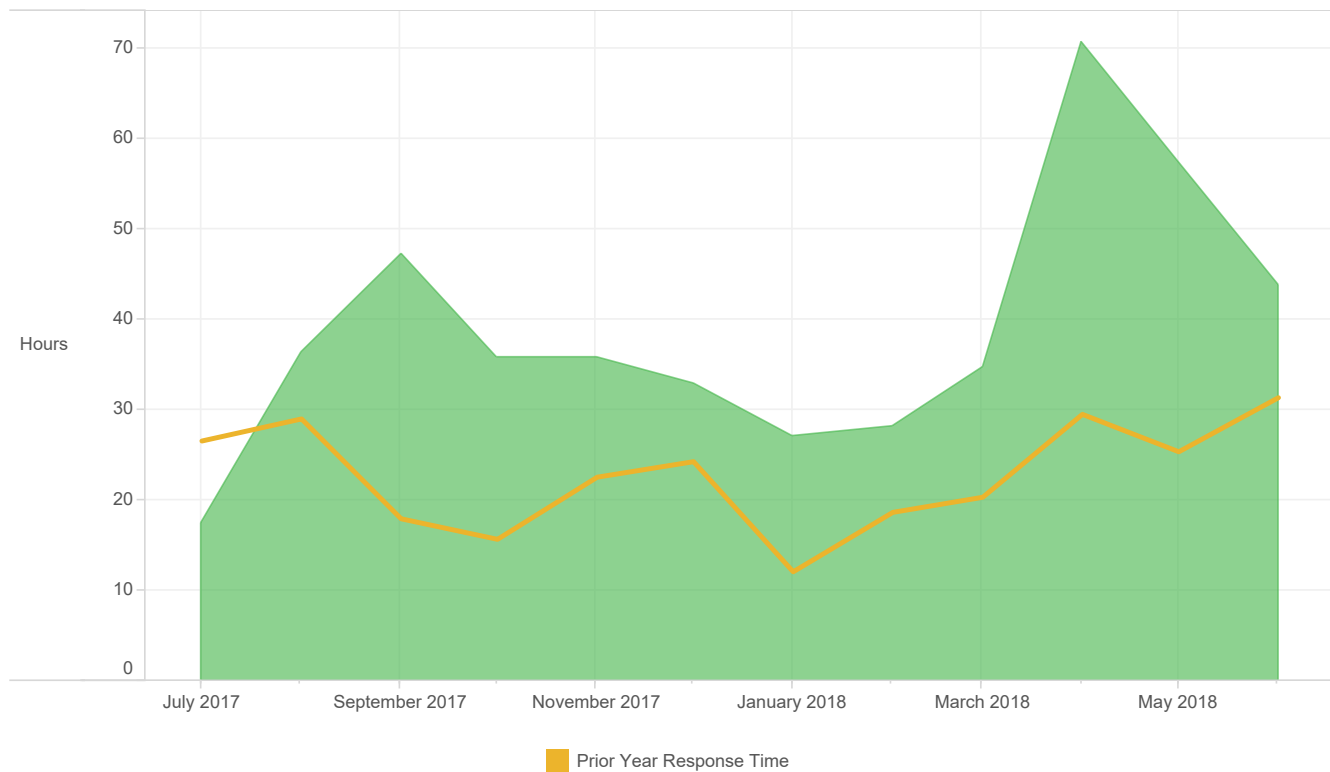
Response Time

June 2018

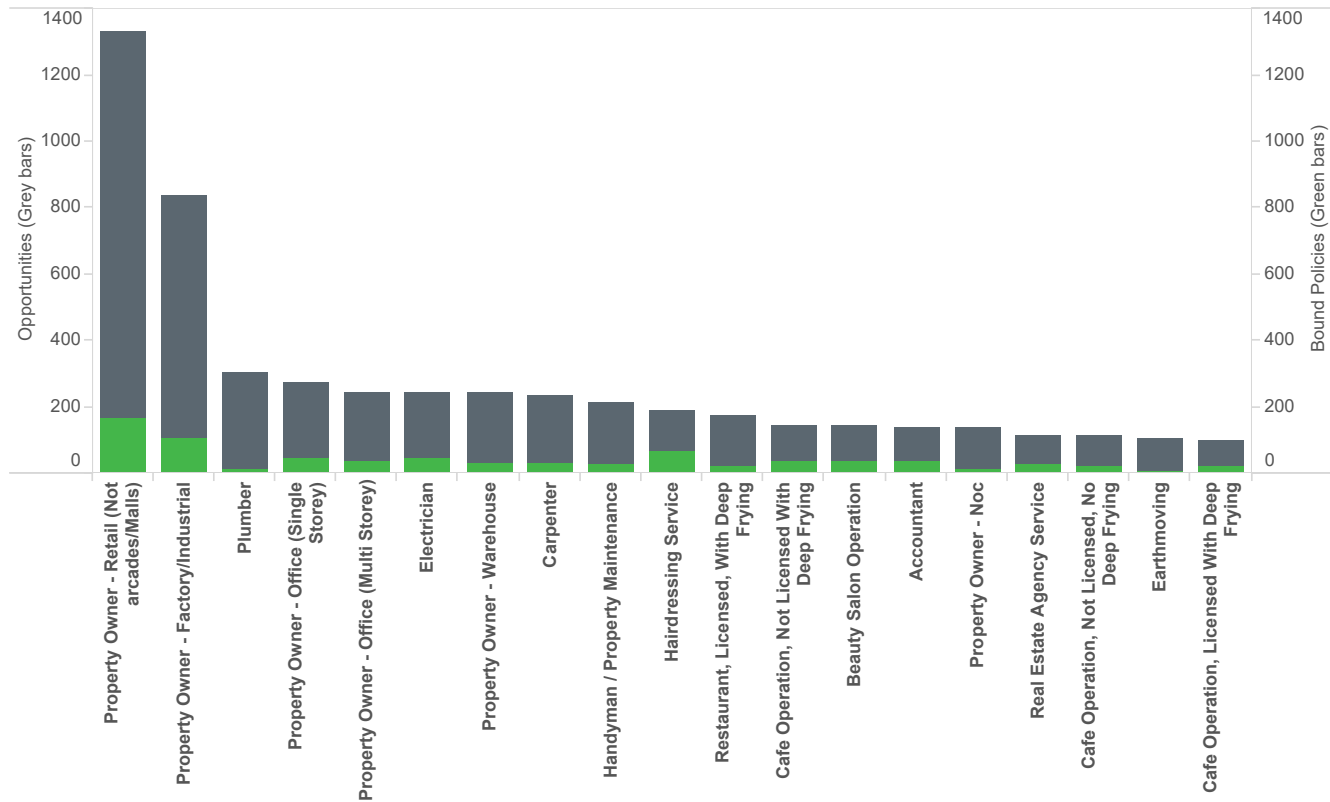
Average Referral Response Time, June 2018



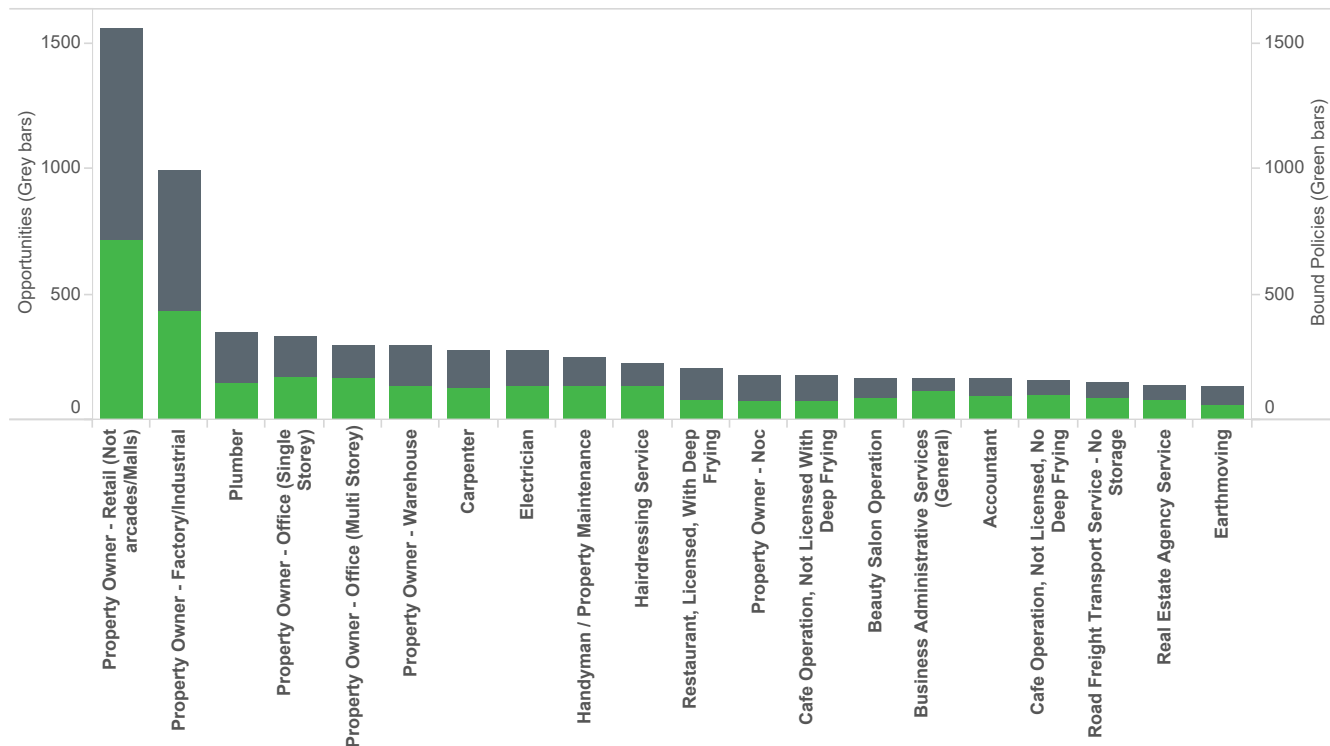
CALIBRE Average Referral Response Time Series, 12 Month Rolling



CALIBRE Opportunities vs Bound Policies by Top Occupations, June 2018



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



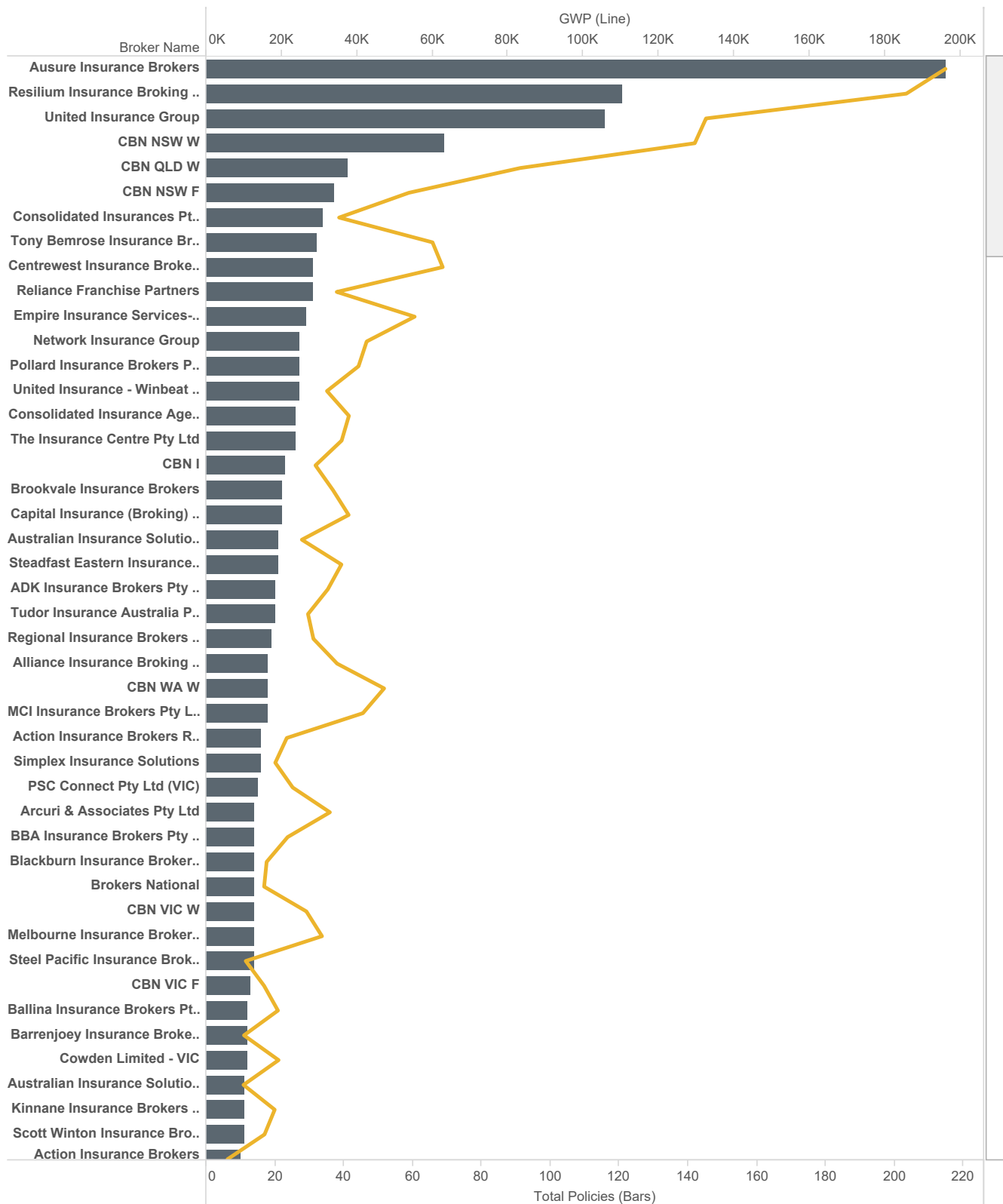
Shows the occupations of new business and renewal opportunities finalized during the reporting period.

Broker Performance



June 2018

Top Brokerage by Bound Policies and GWP, June 2018



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