IMPORTANT - PLEASE READ

Intellectual property

Copyright © 2009-2019, Steadfast Technologies Group Holdings Pty Ltd, its related bodies and their licensors. All rights reserved. You must not copy, adapt or communicate this document, or exercise any other rights in the copyright, without our prior written permission.

Steadfast Technologies Group Holdings Pty Ltd and its licensors also own all trademarks represented in this document. You must not use these trademarks without our prior written permission.

Confidentiality

This document contains confidential information and must only be used for the purposes for which it was provided. Under no circumstances may this document, or any part of it, be disclosed or otherwise provided to any third party.

Take care

Care should be taken when using or relying on this document. The information in this document is subject to change and you should ensure that you have the most current version. Any calculations and data shown in any examples are for presentational purposes only and should not be relied on. Names and addresses mentioned in examples are fictitious.

Base Premium

Base premium of policies bound during the reporting period includes cancellations and endorsements but excludes statutory charges. Average base calculates the premium of new business and renewals, and excludes endorsements and cancellations.

Monthly Base Premium

\$4,583,418

Fiscal Year to Date Base Premium

\$17,129,189

Rolling 12 Base Premium

\$49,607,421

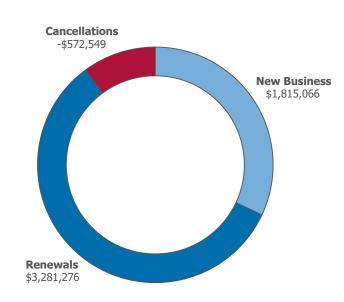
Hollard - Average Base Premium

\$1,464

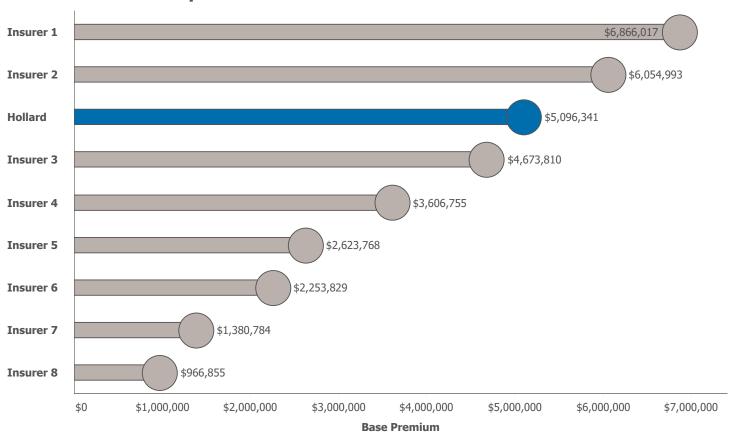
All Insurers - Average Base Premium

\$1,867

Transaction Type Breakdown

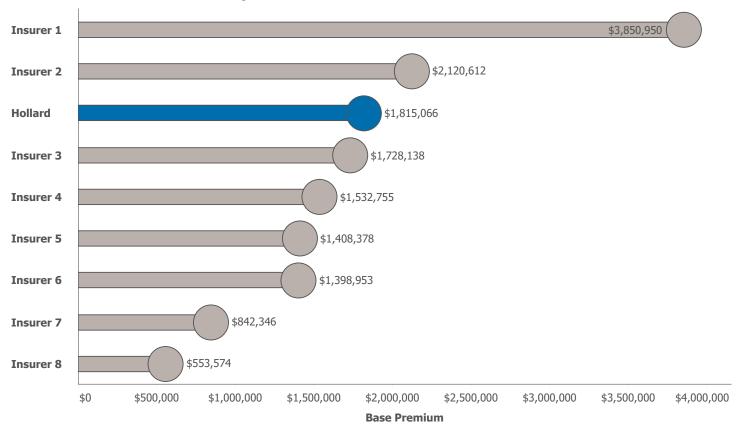


Overall Insurer Comparison

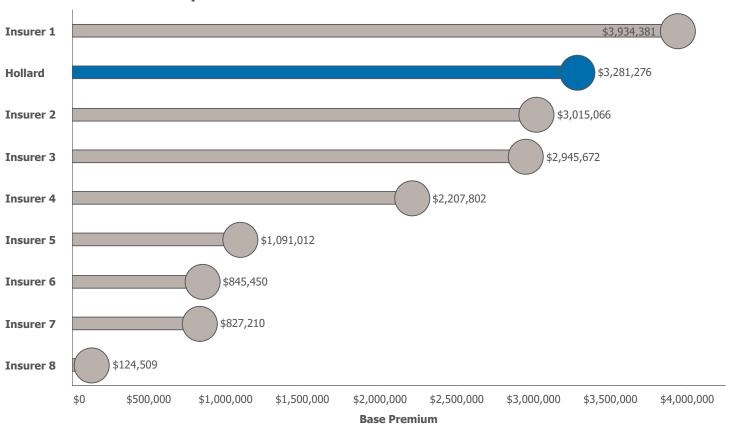


Base Premium

New Business Insurer Comparison



Renewal Insurer Comparison

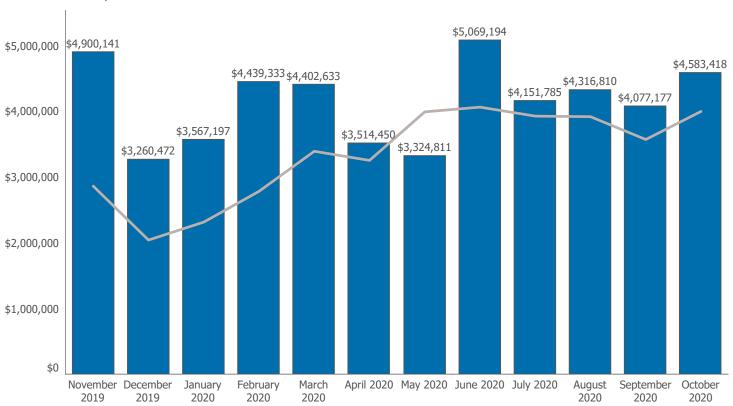


Base Premium

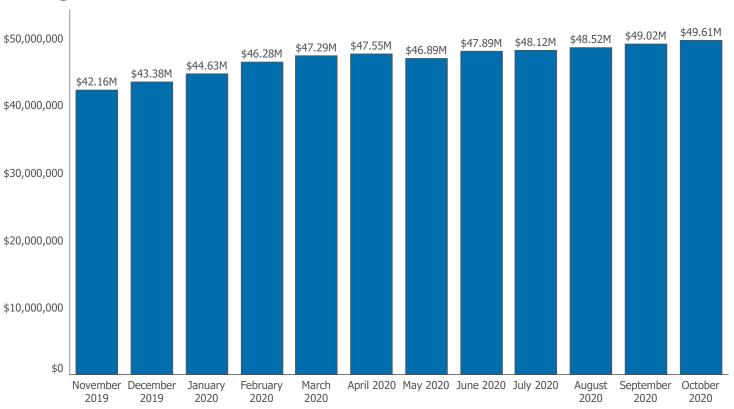
Base premium of policies bound during the reporting period includes cancellations and endorsements and is measured on the bound date of policies.

Base Premium by Month

CURRENT YEAR | PRIOR YEAR



Rolling 12 Months Base Premium



Strictly Commercial-in-Confidence

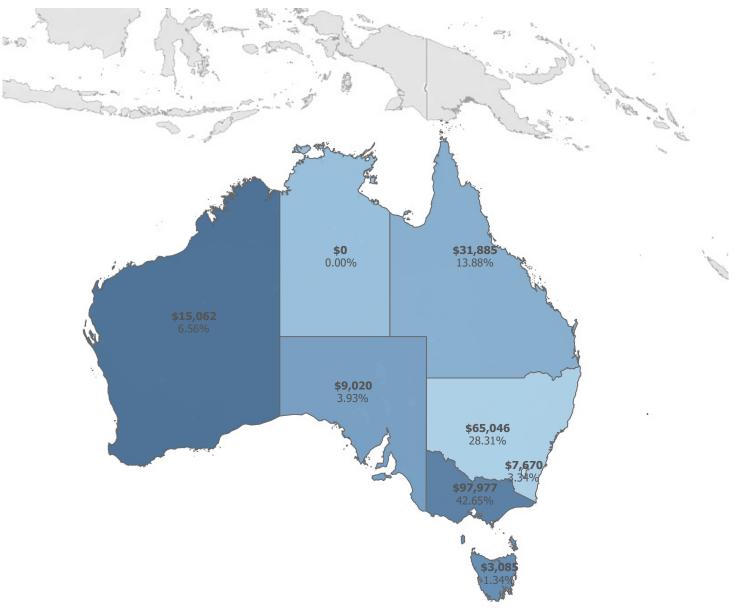
State Activity

Base premium of policies bound during the reporting period excludes cancellations and endorsements and is measured on the bound date of policies.

State Activity Breakdown for 01/10/2020

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$1,135	\$21,750	\$0	\$8,038	\$875	\$2,114	\$32,741	\$3,408	\$70,060
Renewals	\$6,535	\$43,296	\$0	\$23,847	\$8,146	\$971	\$65,236	\$11,654	\$159,685
Grand Total	\$7,670	\$65,046	\$0	\$31,885	\$9,020	\$3,085	\$97,977	\$15,062	\$229,746

Base Premium Breakdown by State for 01/10/2020



New Business Opportunities

Opportunities are risks that are submitted by the Broker to the Insurer. Where Brokers request multiple Quotes for the same risk, it is counted as a single opportunity. This is measured on the inception date of an opportunity.

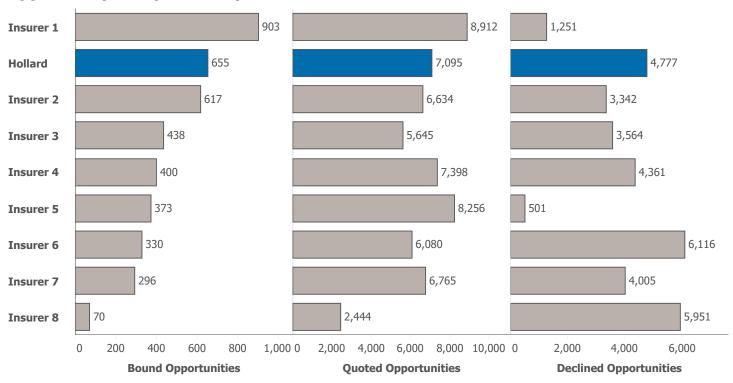
Total Opportunities		Declin Opportu			uoted ortunities	3	Bound Opportunities		
12,639		4,777		7,095			655		
Total Opportunities									
ACT NSV	V	NT	QLD	SA	TAS		VIC	WA	
104 3,48	4	43	2,896	473	520		3,814	1,305	
Declined Opport	unities								
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Declined Opportunities	34	1,191	29	1,310	167	251	1,334	461	
Decline Rate	32.69%	34.18%	67.44%	45.23%	35.31%	48.27%	34.98%	35.33%	
Quoted Opportu									
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Quoted Opportunities	65	2,089	12	1,458	275	234	2,194	768	
Quote Rate	92.86%	91.10%	85.71%	91.93%	89.87%	86.99%	88.47%	91.00%	
Bound Opportunities ACT NSW NT QLD SA TAS VIC WA									
Bound Opportunities	5	208	NT	QLD 169	20	12	177	64	
Strike Rate	7.69%	9.96%	0.00%	11.59%	7.27%	5.13%	8.07%	8.33%	

New Business Opportunities - Insurer Comparison

Opportunities are risks that are submitted by the Broker to the Insurer. Where Brokers request multiple Quotes for the same risk, it is counted as a single opportunity. This is measured on the inception date of an opportunity.

Declined Opportunities are based on the final state of the business. If an insurer returns a request for more information, that is captured as a 'referral' and is not a decline in the final state of business.

Opportunity Comparison by Insurer



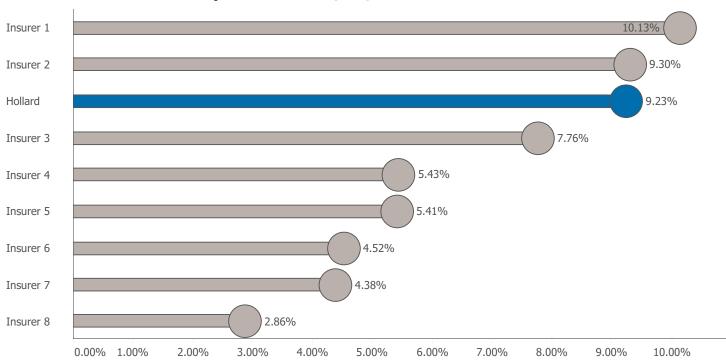
Opportunity Comparison by Insurer

	Insurer 1	Hollard	Insurer 2	Insurer 3	Insurer 4	Insurer 5	Insurer 6	Insurer 7	Insurer 8
Total Opportunities	13,357	12,639	13,969	13,054	13,493	13,611	13,758	13,445	13,665
Declined Opportunities	1,251	4,777	3,342	3,564	4,361	501	6,116	4,005	5,951
Decline Rate	9.37%	37.80%	23.92%	27.30%	32.32%	3.68%	44.45%	29.79%	43.55%
Quoted Opportunities	8,912	7,095	6,634	5,645	7,398	8,256	6,080	6,765	2,444
Bound Opportunities	903	655	617	438	400	373	330	296	70
Strike Rate	10.13%	9.23%	9.30%	7.76%	5.41%	4.52%	5.43%	4.38%	2.86%

Strike Rate

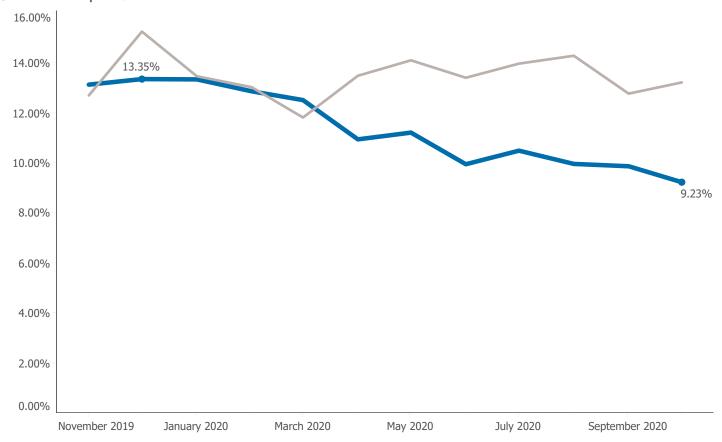
The strike rate is the total bound opportunities divided by the number of quoted opportunities and is measured at the inception date of the opportunity across all new business transactions.

Strike Rate Insurer Comparison for 01/10/2020



Strike Rate by Month

CURRENT YEAR | PRIOR YEAR



Renewal Opportunities

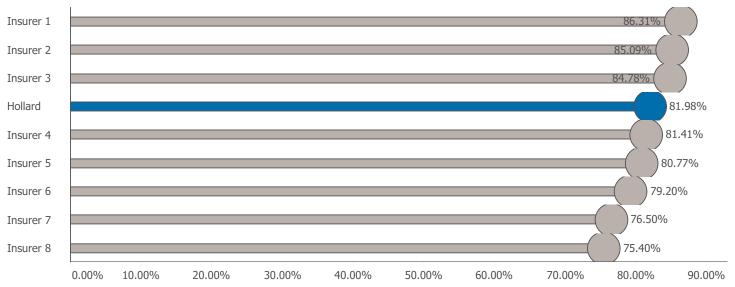
Opportunities are risks that are submitted by the Broker to the Insurer. Where Brokers request multiple Quotes for the same risk, it is counted as a single opportunity. This is measured on the inception date of an opportunity.

Total Opportunities		Declin Opportu			Quoted ortunitie	s	Bound Opportunities		
2,138		20			2,075		1,701		
Total Opportunities									
ACT NS	W	NT	QLD	SA	TAS	5	VIC	WA	
21 60	1	0	449	86	31		774	176	
Declined Opport	tunities								
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Declined Opportunities	0	4	0	5	0	1	10	0	
Decline Rate	0.00%	0.67%	0.00%	1.11%	0.00%	3.23%	1.29%	0.00%	
Quoted Opportu									
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Quoted Opportunities	21	580	0	435	85	30	753	171	
Quote Rate	100.00%	97.15%	0.00%	97.97%	98.84%	100.00%	98.56%	97.16%	
Bound Opportunities									
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Bound Opportunities	16	483	0	360	70	23	623	126	
Retention Rate	76.19%	83.28%	0.00%	82.76%	82.35%	76.67%	82.74%	73.68%	

Renewal Retention

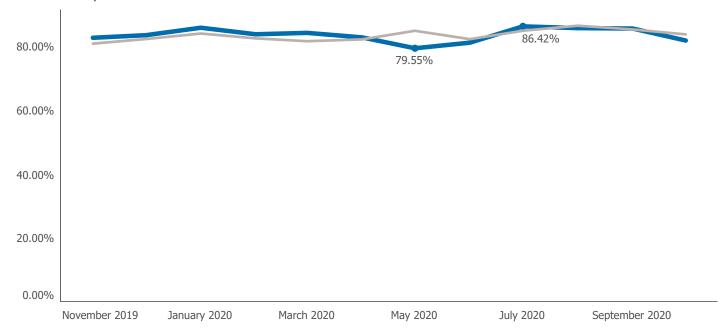
Renewal retention is based on the inception date of all renewal quotes, and is calculated as the total bound renewal opportunities divided by the number of quoted renewal opportunities.

Renewal Retention Rate Insurer Comparison for 01/10/2020



Renewal Retention by Month

CURRENT YEAR | PRIOR YEAR

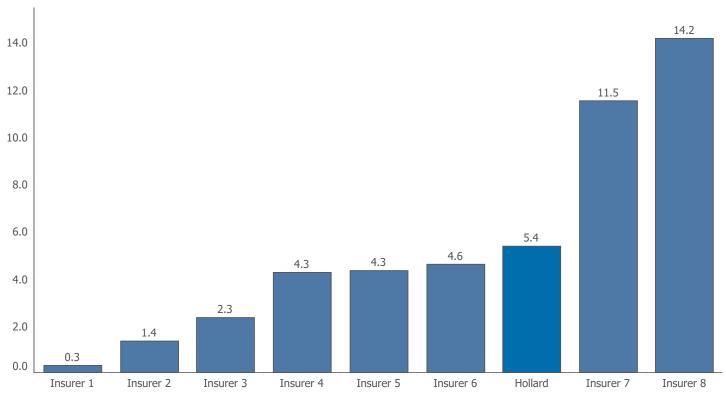


Renewal Retention Breakdown

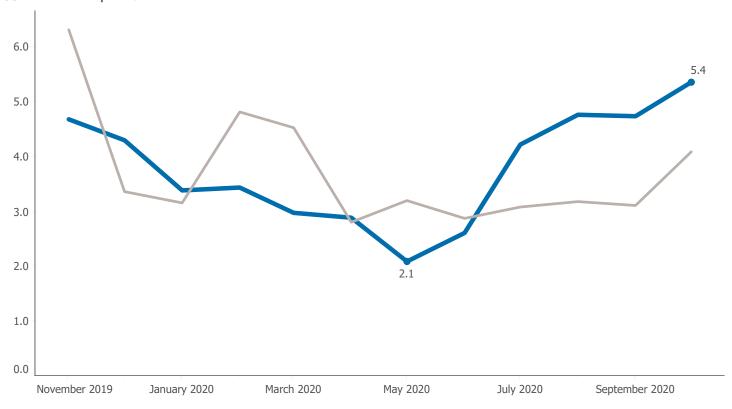
Response Times

Response time is the average time between a broker sending a quote request message and the insurer responding to the message. It excludes auto rated responses where applicable. The time is calculated between the hours of 9am - 5pm AEST, Monday to Friday, inclusive of public holidays and is reported at the inception date of the opportunity.

Response Time (Hours) Insurer Comparison



Response Time (Hours) by Month CURRENT YEAR | PRIOR YEAR



Occupation Listings

The following lists are made up of the top 20 occupations presented to the Insurer and the Top 20 occupations across the SCTP portfolio, based on the inception date of an opportunity. The lists are inclusive of both new business and renewal transactions.

Hollard's Top 20 Presented Occupations

	Presented Opportunities	Quoted Opportunities	Bound Opportunities
Property Owner - Retail (Not arcades/Malls)	1,213	689	138
Property Owner - Factory/Industrial	910	508	111
Property Owner - Office (Single Storey)	280	203	51
Electrician	259	170	51
Property Owner - Office (Multi Storey)	252	135	33
Carpenter	252	217	54
Plumber	249	151	43
Property Owner - Warehouse	227	131	27
Restaurant, Licensed, With Deep Frying	218	144	28
Hairdressing Service	212	190	69
Property Owner - Noc	204	95	24
Handyman / Property Maintenance	191	102	21
Beauty Salon Operation	150	126	38
Earthmoving	131	29	1
Road Freight Transport Service - No Storage	129	66	7
Cafe Operation, Not Licensed With Deep Frying	125	105	40
Cleaning Service Noc	105	74	15
Motor Mechanics	84	64	8
Electricians - Commercial	63	34	9

Top 20 Presented Occupations across SCTP Portfolio

	Presented Opportunities	Quoted Opportunities	Bound Opportunities
Property Owner - Retail (Not arcades/Malls)	1,422	1,370	908
Property Owner - Factory/Industrial	1,118	1,058	774
Property Owner - Office (Single Storey)	344	339	256
Electrician	342	336	247
Plumber	338	330	203
Property Owner - Office (Multi Storey)	313	309	220
Carpenter	305	303	203
Property Owner - Warehouse	290	275	203
Hairdressing Service	275	272	208
Property Owner - Noc	254	228	136
Handyman / Property Maintenance	248	244	174
Restaurant, Licensed, With Deep Frying	245	227	126
Road Freight Transport Service - No Storage	206	204	154
Beauty Salon Operation	178	174	127
Earthmoving	170	164	112
Real Estate Agency Service	162	160	114
Cafe Operation, Not Licensed With Deep Frying	139	138	86
Cleaning Service Noc	118	117	72
Cafe Operation, Not Licensed, No Deep Frying	115	112	85

Brokerage Performance

The following list is made up of the top 40 brokerages by presented opportunities to the Insurer, based on the inception date of an opportunity.

Hollard's Top Brokerages by Presented Opportunities

Austral Insurance Brokers 1,111 743 201 Australian Insurance Solutions - NSW 106 74 21 Steadfast NSG Insurance Brokers 97 48 99 Action Insurance Brokers 94 52 18 AIS Insurance Brokers 991 47 6 Apolin Risk-Services 90 46 33 AIS Insurance Brokers Pty Ltd 83 50 16 Alliance Insurance Brokers Pty Ltd 81 51 10 Alliance Insurance Brokers Pty Ltd 81 55 23 Arcurl & Associates Pty Ltd 71 34 8 Australian Insurance Solutions Pty Ltd 69 52 23 AIB Pty Ltd 69 52 23 AIB Pty Ltd 69 52 23 AIB Pty Ltd 69 45 20 23 AIB Typ Ltd 69 45 20 23 AIB Pty Ltd 69 45 20 23 AIB Typ Ltd 69 45 20 25 AIB Typ Ltd 69 45 20 25 AIB Typ Ltd 69 50 36 13 Australian Robers Network 41 25 4 Archer Insurance Brokers Pty Ltd 29 16 4 Archer Insurance Corp 36 27 2 AIf a Insurance Brokers Pty Ltd 29 16 4 Archer Insurance Pty Ltd 28 20 5 ACTION Insurance Brokers Pty Ltd 28 20 5 ACTION Insurance Brokers Robina 28 20 5 ACTION Insurance Brokers Robina 28 20 5 AIB Pty Ltd 26 9 1 Aughtersons Insurance Brokers Robina 28 22 11 Aughtersons Insurance Brokers Pty Ltd 26 19 6 AII Bry Ltd 26 9 1 AUSTRIANCE Pty Ltd 18 6 Annis Group Pty Ltd 19 10 4 AUSTRIANCE Pty Ltd 19 10 4 AUSTRIANCE Pty Ltd 19 10 4 AUSTRIANCE Pty Ltd 19 10 1 AUSTRIANCE Pty Ltd 19 10 1 AUSTRIANCE Pty Ltd 19 6 1 Australian Insurance Brokers Pty Ltd 19 6 1 Austral		Presented Opportunities	Quoted Opportunities	Bound Opportunities
Steedfast NSG Insurance Brokers 97 48 9 Action Insurance Brokers 94 52 18 AIS Insurance Brokers 91 47 6 Apollo Risk Services 90 46 3 ADK Insurance Brokers Pty Ltd 83 50 16 Allsace Insurance Brokers Pty Ltd 81 51 10 Allaince Insurance Brokers Pty Ltd 81 55 23 Arcuri & Associates Pty Ltd 71 34 8 Australian Insurance Solutions Pty Ltd 69 52 23 AIB Pty Ltd 68 45 17 Armstrongs Insurance Brokers 64 30 4 Allan Wilson Insurance Brokers 60 36 13 Australian Broker Network 41 25 4 Archer Insurance Brokers Pty Ltd 29 16 4 Archer Insurance Brokers Pty Ltd 29 16 4 Alfa Insurance Brokers Robina 28 20 5 Alfa Insurance Brokers Robina	Ausure Insurance Brokers	1,111	743	201
Action Insurance Brokers 94 52 18 AIS Insurance Brokers 91 47 6 Apollo Risk Services 90 46 3 ADK Insurance Brokers Pty Ltd 83 50 16 Allisafe Insurance Brokers Pty Ltd 81 51 10 Alliance Insurance Brokers Pty Ltd 81 55 23 Arcuri & Associates Pty Ltd 81 55 23 Arcuri & Associates Pty Ltd 71 34 88 Australian Insurance Brokers Pty Ltd 69 52 23 Alls Pty Ltd 69 68 45 17 All misurance Brokers 64 30 4 Alan Wilson Insurance Brokers 66 36 13 Australian Broker Network 41 25 4 Archer Insurance Crop Af Insurance Brokers Pty Ltd 29 16 4 AIS Insurance Brokers Pty Ltd 29 16 4 AIS Insurance Brokers Robina 28 22 11 Aughtersons Insurance Brokers Pty Ltd 26 9 1 Alls Pty Ltd 26 9 1 Alls Pty Ltd 26 9 1 Amis Group Pty Limited 21 15 1 Annis Group Pty Limited 21 15 1 Australors Brokers Pty Ltd 19 10 4 Albary District Insurance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 19 6 1 Altantic Insurance Brokers Pty Ltd 19 6 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 19 6 1 Altantic Insurance Brokers Pty Ltd 19 6 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 19 6 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 19 6 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 19 6 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 19 6 1 Altantic Insurance Brokers Pty Ltd 19 6 1 AFA Insurance Brokers Pty Ltd 19 6 1 AustralAsia Insurance Brokers Pty Ltd 19 6 1 AFA Insurance Brokers Pty Ltd 19 6 1 AMA Insurance Brokers Pty Ltd 19 6 1 AMA Insurance Brokers Pty	Australian Insurance Solutions - NSW	106	74	21
AIS Insurance Brokers 91 47 6 Apollo Risk Services 90 46 3 ADK Insurance Brokers Pty Ltd 83 50 16 Allsafe Insurance Brokers Pty Ltd 81 51 10 Allsafe Insurance Brokers Pty Ltd 81 51 10 Allsafe Insurance Brokers Pty Ltd 81 55 23 Arcuri & Associates Pty Ltd 71 34 8 Australian Insurance Solutions Pty Ltd 69 52 23 All Pty Ltd 68 45 17 Amstrong Brokers Allsafe Insurance Brokers 64 30 44 Alan Wilson Insurance Brokers 64 30 44 Armstrongs Insurance Brokers 60 36 13 Australian Broker Network 41 25 4 Archer Insurance Corp 36 27 2 Alfa Insurance Brokers Pty Ltd 29 16 4 Als Insurance Pty Ltd 28 20 5 Action Insurance Brokers Robina 28 22 11 Aughtersons Insurance Brokers Pty Ltd 26 19 6 Alls Pty Ltd 26 9 11 Aughtersons Insurance Brokers Pty Ltd 26 19 10 Alls Pty Ltd 27 18 8 0 Anis Group Pty Limited 21 15 1 20:20 Insurance Brokers Pty Ltd 19 10 4 Allshary District Insurance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 17 6 11 Alantic Insurance Brokers Pty Ltd 19 6 11 Australian Brokers Pty Ltd 19 6 11 Australian Reliance 19 10 10 11 Alantic	Steadfast NSG Insurance Brokers	97	48	9
Apollo Risk Services 90 46 3 ADK Insurance Brokers Pty Ltd 83 50 16 Allsafe Insurance Brokers Pty Ltd 81 51 10 Alliance Insurance Brokers Pty Ltd 81 55 23 Alliance Insurance Brokers Pty Ltd 81 55 23 Arcuri & Associates Pty Ltd 71 34 8 8 Australian Insurance Solutions Pty Ltd 69 52 23 ALB Pty Ltd 69 52 23 ALB Pty Ltd 68 45 17 Armstrongs Insurance Brokers 64 30 4 Australian Insurance Brokers 60 36 13 Australian Brokers 60 36 13 Australian Broker Network 41 25 4 Archer Insurance Corp 36 27 2 Alfa Insurance Brokers Pty Ltd 29 16 4 ALS Insurance Brokers Pty Ltd 29 16 4 ALS Insurance Brokers Robina 28 22 11 ALS Insurance Brokers Pty Ltd 26 19 6 ALIB Pty Ltd 26 9 1 Empire Insurance Group Pty Ltd 26 9 1 Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Limited 21 15 1 20:20 Insurance Brokers Pty Ltd 19 10 4 Albany District Insurance Brokers Pty Ltd 16 10 1 Allance Brokers Pty Ltd 19 10 4 Albany District Insurance Brokers Pty Ltd 16 20 10 1 Arowsmith & Petrucelli Insurance Brokers Pty Ltd 11 6 2 Adaron Insurance Brokers Pty Ltd 19 10 4 Albany District Insurance Brokers Pty Ltd 19 10 4 Albany District Insurance Brokers Pty Ltd 11 6 10 1 Arowsmith & Petrucelli Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 11 0 Appendix Australasia Insurance Brokers Pty Ltd 11 0 Australian Reliance 3 2 2 0 AMA Insurance Brokers 2 1 1 0 Alexis Insurance Brokers 2 1 1 0	Action Insurance Brokers	94	52	18
ADK Insurance Brokers Pty Ltd 81 51 10 Alliance Insurance Brokers Pty Ltd 81 51 10 Alliance Insurance Brokers Pty Ltd 81 55 23 Arcurl & Associates Pty Ltd 71 34 8 Australian Insurance Solutions Pty Ltd 69 52 23 AIB Pty Ltd 68 45 17 Armstrongs Insurance Brokers 64 30 4 Alan Wilson Insurance Brokers 60 36 13 Australian Broker Network 41 25 4 Archer Insurance Corp 36 27 2 Alfa Insurance Brokers Pty Ltd 29 16 4 AIS Insurance Brokers Robina 28 20 5 ALtion Insurance Brokers Robina 28 22 11 AUGht Pty Ltd 26 19 16 AIIB Pty Ltd 26 19 16 AIIB Pty Ltd 29 16 ALTion Insurance Brokers Pty Ltd 29 16 ALTion Insurance Brokers Robina 28 22 11 ALTion Insurance Brokers Robina 28 22 11 ALTion Insurance Brokers Pty Ltd 26 19 6 AIIB Pty Ltd 26 9 1 Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Limited 21 15 1 20:20 Insurance Brokers Pty Ltd 19 10 4 Alstower Pty Ltd 19 10 4 Alstower Pty Ltd 19 10 4 Alstower Pty Ltd 19 10 14 Alstower Pty Ltd 16 10 1 Arcumen Insurance Brokers Pty Ltd 15 6 1 Austornance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 11 6 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 11 6 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 11 6 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 11 6 2 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 11 6 2 2 Andrews Insurance Brokers Pty Ltd 11 6 2 2 Andrews Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 7 4 0 Apsc Property Lync Insurance Brokers Pty Ltd 7 4 0 Austgralian Reliance 3 2 2 0 AMA Insurance Brokers 2 1 1 0 Alexis Insurance Brokers 2 1 1 0 Alexis Insurance Brokers 2 1 1 0 Alexis Insurance Brokers 2 1 1 0	AIS Insurance Brokers	91	47	6
Alisafe Insurance Brokers Pty Ltd Aliance Insurance Broking Services Pty Ltd Aliance Insurance Broking Services Pty Ltd Aliance Insurance Broking Services Pty Ltd Aliance Insurance Solutions Pty Ltd Australian Insurance Solutions Pty Ltd 68 45 17 Alian Pty Ltd Alian Wilson Insurance Brokers 64 30 4 Alan Wilson Insurance Brokers 60 36 13 Australian Broker Network 41 25 47 Archer Insurance Corp 36 27 2 Alfa Insurance Brokers Pty Ltd 29 16 4 Alian Insurance Brokers Robina 28 20 5 Action Insurance Brokers Robina 28 22 11 Aughtersons Insurance Brokers Pty Ltd 26 19 6 AIIB Pty Ltd 26 9 1 Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Limited 21 20:20 Insurance Brokers 21 8 0 Austrover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Anderws Insurance Brokers Pty Ltd 11 6 7 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Anderws Insurance Brokers Pty Ltd 11 6 7 Anderws Insurance Brokers Pty Ltd 4 10 AnstralAsia Insurance Brokers 4 0 0 AnstralAsia Reliance 3 2 1 Aleksi Insurance Brokers 4 0 Aleksi Insurance Brokers 4 0 Aleksi Insurance Brokers 4 0 Aleksi Insurance Brokers 2 1 Aleksia In	Apollo Risk Services	90	46	3
Alliance Insurance Broking Services Pty Ltd Arcuri & Associates Pty Ltd Arcuri & Associates Pty Ltd Arcuri & Associates Pty Ltd Australian Insurance Solutions Pty Ltd 69 52 23 AIB Pty Ltd 68 45 17 Armstrongs Insurance Brokers 64 30 44 Alan Wilson Insurance Brokers 60 36 13 Australian Broker Network 41 25 4Archer Insurance Corp 36 27 2 Alfa Insurance Brokers Pty Ltd 29 16 4AIS Insurance Brokers Robina 28 20 5 Action Insurance Brokers Pty Ltd 26 19 6 AIIB Pty Ltd 27 Australian Broker Network 21 Australian Scroup Pty Ltmitted 21 15 1 20:20 Insurance Brokers 21 Australian Stroup Pty Ltd 4 Albary District Insurance Brokers 19 14 Albary District Insurance Brokers 19 14 Arcurem Insurance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 11 6 Australian Insurance Brokers Pty Ltd 11 6 Australian Insurance Brokers Pty Ltd 11 6 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 11 6 Australian Insurance Brokers Pty Ltd 11 6 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 11 6 Australian Insurance Brokers Pty Ltd 11 6 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 11 6 Australian Insurance Brokers Pty Ltd 11 6 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 11 6 Australian Insurance Brokers Pty Ltd 17 Australian Insurance Brokers Pty Ltd 17 Australian Insurance Brokers Pty Ltd 19 Arian Insurance Brokers Pty Ltd 10 Australian Reliance 13 2 0 AMA Insurance Brokers 2 1 Allexis Insurance Brokers 3 2 0 Allexis Insurance Brokers 4 0 0 Allexis Insurance Brokers 2 1 0 Allexis Insurance Brokers	ADK Insurance Brokers Pty Ltd	83	50	16
Arcuri & Associates Pty Ltd 71 34 8 Australian Insurance Solutions Pty Ltd 69 52 23 AIB Pty Ltd 68 45 17 Armstrongs Insurance Brokers 64 30 4 Alan Wilson Insurance Brokers 60 36 13 Alan Wilson Insurance Brokers 60 36 13 Australian Broker Network 41 25 4 Archer Insurance Corp 36 27 2 Alfa Insurance Brokers Pty Ltd 29 16 4 ALS Insurance Brokers Pty Ltd 28 20 5 Action Insurance Brokers Robina 28 22 11 Aughtersons Insurance Brokers Pty Ltd 26 19 6 AlliB Pty Ltd 26 19 1 Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Ltd 24 18 6 Anus Croup Pty Ltd 19 10 4 Albary District Insurance Brokers 19	Allsafe Insurance Brokers Pty Ltd	81	51	10
Australian Insurance Solutions Pty Ltd 69 52 23 AIB Pty Ltd 68 45 17 Armstrongs Insurance Brokers 64 30 45 Alan Wilson Insurance Brokers 60 36 13 Australian Broker Network 41 25 4 Archer Insurance Corp 36 27 2 Affa Insurance Brokers Pty Ltd 29 16 4 AIS Insurance Brokers Robina 28 20 5 Action Insurance Brokers Pty Ltd 26 19 6 AIIB Pty Ltd 26 9 11 Aughtersons Insurance Brokers Pty Ltd 26 9 10 AIIB Pty Ltd 26 9 11 Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Limited 21 15 1 20:20 Insurance Brokers Robers 21 8 0 Austcover Pty Ltd 19 10 4 Alsony District Insurance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 13 9 1 Australiani Insurance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 17 6 2 Andrews Insurance Brokers Pty Ltd 19 6 10 Australiani Insurance Brokers Pty Ltd 11 6 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 17 6 1 Australiasi Insurance Brokers Pty Ltd 11 6 10 1 Australiasi Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 11 0 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers Pty Ltd 4 0 Austgroup Insurance Brokers Pty Ltd 1 0 Alastralian Reliance 3 2 0 AMA Insurance Brokers Ptokers 2 1 0	Alliance Insurance Broking Services Pty Ltd	81	55	23
AIB Pty Ltd 68 45 17 Armstrongs Insurance Brokers 64 30 4 Alan Wilson Insurance Brokers 60 36 13 Australian Broker Network 41 25 4 Archer Insurance Corp 36 27 2 Alfa Insurance Brokers Pty Ltd 29 16 4 Als Insurance Brokers Pty Ltd 28 20 5 Action Insurance Brokers Robina 28 22 11 Aughtersons Insurance Brokers Pty Ltd 26 19 6 AIIB Pty Ltd 26 9 1 Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Limited 21 15 1 20:20 Insurance Brokers Robers 21 8 0 Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Ptokers Robers 19 14 4 Acumen Insurance Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 13 9 1 AustralAsia Insurance Brokers Pty Ltd 19 6 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 11 0 AustralAsia Insurance Brokers Pty Ltd 11 0 AustralAsia Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers Pty Ltd 4 0 0 Austgroup Insurance Brokers Pty Ltd 1 0 Austgroup Insurance Brokers Pty Ltd 1 0 Austgroup Insurance Brokers 2 1 0 AMA Insurance Brokers 1 2 1 0 Alexis Insurance Brokers 1 2 1 0	Arcuri & Associates Pty Ltd	71	34	8
Armstrongs Insurance Brokers 64 30 4 Alan Wilson Insurance Brokers 60 36 13 Australian Broker Network 41 25 4 Archer Insurance Corp 36 27 2 Alfa Insurance Brokers Pty Ltd 29 16 4 ALIS Insurance Brokers Pty Ltd 28 20 5 Action Insurance Brokers Robina 28 22 11 Aughtersons Insurance Brokers Pty Ltd 26 19 6 AIIB Pty Ltd 26 9 1 Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Ltmitted 21 15 1 20:20 Insurance Brokers Robers 21 8 0 Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 13 9 1 Australésia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 11 6 2 Anternance Brokers Pty Ltd 11 6 2 Anternance Brokers Pty Ltd 11 6 2 Australésia Insurance Brokers Pty Ltd 11 6 2 Anternance Brokers Pty Ltd 1 1 0 Australéan Reliance 7 4 0 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers Pty Ltd 4 1 0	Australian Insurance Solutions Pty Ltd	69	52	23
Alan Wilson Insurance Brokers 60 36 13 Australian Broker Network 41 25 4 Archer Insurance Corp 36 27 2 Alfa Insurance Brokers Pty Ltd 29 16 4 AIS Insurance Brokers Pty Ltd 28 20 5 Action Insurance Brokers Robina 28 22 11 Aughtersons Insurance Brokers Pty Ltd 26 19 6 AIIB Pty Ltd 26 9 1 Empire Insurance Group Pty Ltmited 21 18 6 Annis Group Pty Limited 21 15 1 20:20 Insurance Brokers 21 8 0 Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 Australiasi Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 7 4 0 AFA Insurance Brokers Pty Ltd	AIB Pty Ltd	68	45	17
Australian Broker Network Archer Insurance Corp 36 27 2 Alfa Insurance Brokers Pty Ltd 29 16 4 ALS Insurance Brokers Pty Ltd 28 20 5 Action Insurance Brokers Robina 28 22 11 Aughtersons Insurance Brokers Pty Ltd 26 19 6 AIIB Pty Ltd 26 9 1 Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Ltmited 21 21:20 20:20 Insurance Brokers 21 8 0 Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Prokers 19 14 4 Acumen Insurance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 9 6 1 AFFA Insurance Brokers Pty Ltd 9 6 1 AFFA Insurance Brokers Pty Ltd 9 6 1 Austgroup Insurance Brokers 4 0 0 Austgroup Insurance Brokers 4 0 Austgroup Insurance Brokers 4 0 Austgralian Reliance 3 2 0 Alexis Insurance Brokers 2 1 0 Alexis Insurance Brokers	Armstrongs Insurance Brokers	64	30	4
Archer Insurance Corp 36 27 2 Alfa Insurance Brokers Pty Ltd 29 16 4 ALS Insurance Prokers Robina 28 20 5 Action Insurance Brokers Robina 28 22 11 Aughtersons Insurance Brokers Pty Ltd 26 19 6 AIIB Pty Ltd 26 9 1 Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Limited 21 15 1 20:20 Insurance Brokers 21 8 0 Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 AustralAsia Insurance Brokers Pty Ltd 13 9 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync	Alan Wilson Insurance Brokers	60	36	13
Alfa Insurance Brokers Pty Ltd 29 16 4 AIS Insurance Brokers Robina 28 20 5 Action Insurance Brokers Robina 28 22 11 Aughtersons Insurance Brokers Pty Ltd 26 19 6 AIIB Pty Ltd 26 9 1 Empire Insurance Group Pty Ltmited 24 18 6 Annis Group Pty Limited 21 15 1 20:20 Insurance Brokers 21 8 0 Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 Atlantic Insurance Brokers Pty Ltd 13 9 1 Australasia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers 4 0 0 Austg	Australian Broker Network	41	25	4
AIS Insurance Pty Ltd 28 20 5 Action Insurance Brokers Robina 28 22 11 Aughtersons Insurance Brokers Pty Ltd 26 19 6 AIIB Pty Ltd 26 9 11 Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Limited 21 15 1 20:20 Insurance Brokers 21 8 0 Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Brokers 19 14 4 Acumen Insurance Brokers Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 13 9 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 11 0 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers 4 0 0 Austgroup Insurance Brokers 4 0 0 Austgroup Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 2 1 0	Archer Insurance Corp	36	27	2
Action Insurance Brokers Robina 28 22 11 Aughtersons Insurance Brokers Pty Ltd 26 19 6 AIIB Pty Ltd 26 9 1 Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Limited 21 15 1 20:20 Insurance Brokers 21 8 0 Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 Atlantic Insurance Brokers Pty Ltd 13 9 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers 4 0 0 Australian Reliance 3 2 0 AMA Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 <td>Alfa Insurance Brokers Pty Ltd</td> <td>29</td> <td>16</td> <td>4</td>	Alfa Insurance Brokers Pty Ltd	29	16	4
Aughtersons Insurance Brokers Pty Ltd 26 19 6 AIIB Pty Ltd 26 9 1 Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Limited 21 15 1 20:20 Insurance Brokers 21 8 0 Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 Atlantic Insurance Brokers Pty Ltd 13 9 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers 4 0 0 Austgroup Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 1 0	AIS Insurance Pty Ltd	28	20	5
AIIB Pty Ltd 26 9 1 Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Limited 21 15 1 20:20 Insurance Brokers 21 8 0 Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 Atlantic Insurance Brokers Pty Ltd 13 9 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 4 1 0 Australian Reliance 8 7 4 0 0 Australian Reliance 3 2 0 AMA Insurance Brokers Ptokers 2 1 0 Alexis Insurance Brokers 2 2 1 0	Action Insurance Brokers Robina	28	22	11
Empire Insurance Group Pty Ltd 24 18 6 Annis Group Pty Limited 21 15 1 20:20 Insurance Brokers 21 8 0 Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 Atlantic Insurance Brokers Pty Ltd 13 9 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Services Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Australian Reliance 3 2 0 AMA Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 0	Aughtersons Insurance Brokers Pty Ltd	26	19	6
Annis Group Pty Limited 21 15 1 20:20 Insurance Brokers 21 8 0 Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 Atlantic Insurance Brokers Pty Ltd 13 9 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Brokers Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers Pty Ltd 2 1 0 Australian Reliance 3 2 0 Alexis Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 2 0	AIIB Pty Ltd	26	9	1
20:20 Insurance Brokers 21 8 0 Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 Atlantic Insurance Brokers Pty Ltd 13 9 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Services Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Australian Reliance 3 2 0 AMA Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 0	Empire Insurance Group Pty Ltd	24	18	6
Austcover Pty Ltd 19 10 4 Albany District Insurance Brokers 19 14 4 Acumen Insurance Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 Atlantic Insurance Brokers Pty Ltd 13 9 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Services Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Australian Reliance 3 2 0 AMA Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 2 0	Annis Group Pty Limited	21	15	1
Albany District Insurance Brokers 19 14 4 Acumen Insurance Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 Atlantic Insurance Brokers Pty Ltd 13 9 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Services Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers 4 0 0 Australian Reliance 3 2 0 AMA Insurance Brokers 2 0 Alexis Insurance Brokers 2 0 O O O O O O O O O O O O O O O O O O	20:20 Insurance Brokers	21	8	0
Acumen Insurance Pty Ltd 16 10 1 Arrowsmith & Petruccelli Insurance Brokers Pty Ltd 15 6 1 Atlantic Insurance Brokers Pty Ltd 13 9 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Services Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers Pty Ltd 4 0 Austgroup Insurance Brokers Pty Ltd 4 0 Austgroup Erokers Brokers 2 0 AMA Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 0	Austcover Pty Ltd	19	10	4
Arrowsmith & Petruccelli Insurance Brokers Pty Ltd Atlantic Insurance Brokers Pty Ltd 13 9 1 AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Services Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers 4 0 0 Austgroup Insurance Brokers 2 0 AMA Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 0	Albany District Insurance Brokers	19	14	4
Atlantic Insurance Brokers Pty Ltd AustralAsia Insurance Brokers Pty Ltd 11 6 2 Andrews Insurance Services Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers 4 0 0 Australian Reliance 3 2 0 AMA Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 0	Acumen Insurance Pty Ltd	16	10	1
AustralAsia Insurance Brokers Pty Ltd Andrews Insurance Services Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers 4 0 0 0 Australian Reliance 3 2 0 AMA Insurance Brokers 2 1 0 Alexis Insurance Brokers	Arrowsmith & Petruccelli Insurance Brokers Pty Ltd	15	6	1
Andrews Insurance Services Pty Ltd 9 6 1 AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers 4 0 0 0 Australian Reliance 3 2 0 AMA Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 0	Atlantic Insurance Brokers Pty Ltd	13	9	1
AFA Insurance Brokers Pty Ltd 7 4 0 PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers 4 0 0 0 Australian Reliance 3 2 0 AMA Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 0	AustralAsia Insurance Brokers Pty Ltd	11	6	2
PSC Property Lync Insurance Brokers Pty Ltd 4 1 0 Austgroup Insurance Brokers 4 0 0 0 Australian Reliance 3 2 0 AMA Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 2 0	Andrews Insurance Services Pty Ltd	9	6	1
Austgroup Insurance Brokers400Australian Reliance320AMA Insurance Brokers210Alexis Insurance Brokers220	AFA Insurance Brokers Pty Ltd	7	4	0
Australian Reliance 3 2 0 AMA Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 2 0	PSC Property Lync Insurance Brokers Pty Ltd	4	1	0
AMA Insurance Brokers 2 1 0 Alexis Insurance Brokers 2 2 0	Austgroup Insurance Brokers	4	0	0
Alexis Insurance Brokers 2 2 0	Australian Reliance	3	2	0
	AMA Insurance Brokers	2	1	0
ASM Insurance Brokers Pty Ltd 1 0	Alexis Insurance Brokers	2	2	0
	ASM Insurance Brokers Pty Ltd	1	1	0