SCTP Commercial Insurer Performance Report

Hollard - SCTP Commercial Motor

January 2021

IMPORTANT - PLEASE READ

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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

\$126,713

Fiscal Year to Date Base Premium

\$686,182

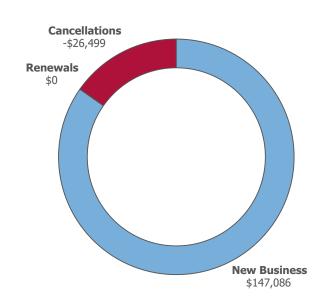
Rolling 12 Base Premium

\$686,182

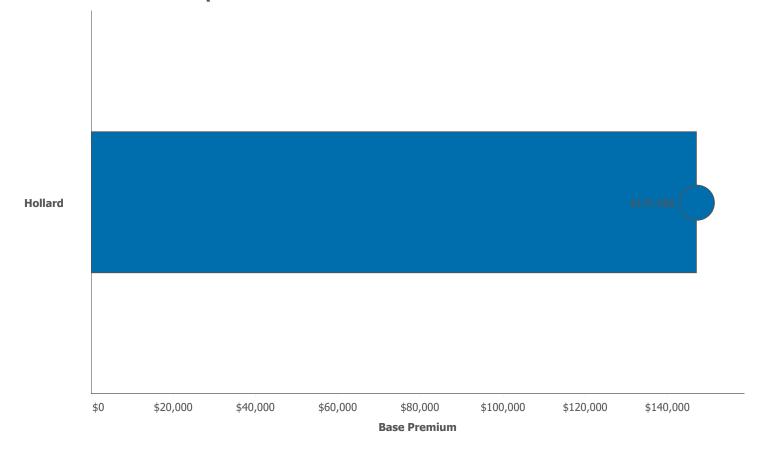
Hollard - Average Base Premium

\$1,910

Transaction Type Breakdown

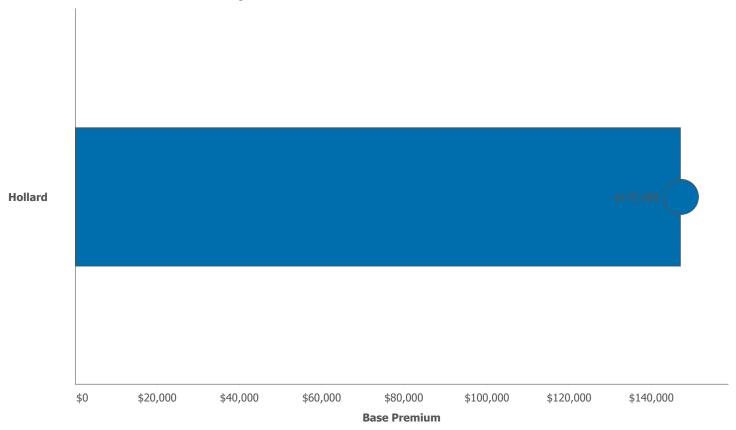


Overall Insurer Comparison



Base Premium

New Business Insurer Comparison



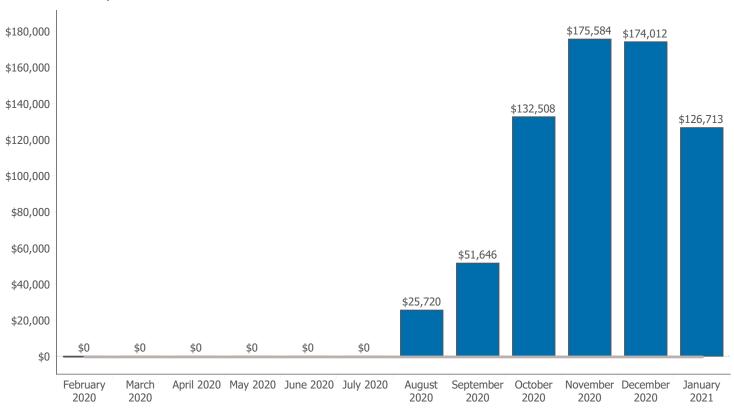
Renewal Insurer Comparison

Base Premium

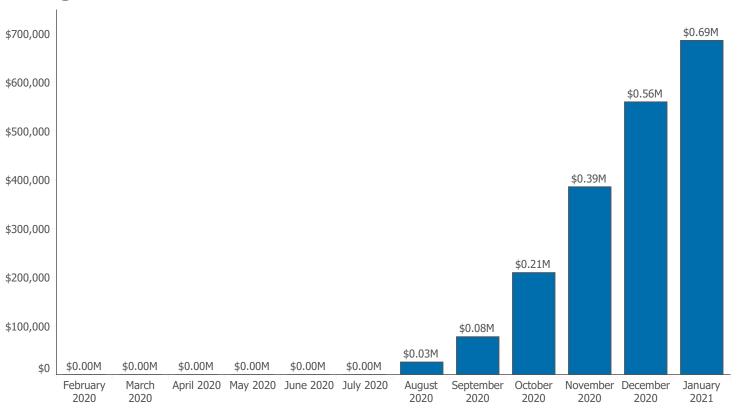
Base premium of policies bound during the reporting period includes cancellations and endorsements and is measured on the bound date of policies.

Base Premium by Month

CURRENT YEAR | PRIOR YEAR



Rolling 12 Months Base Premium



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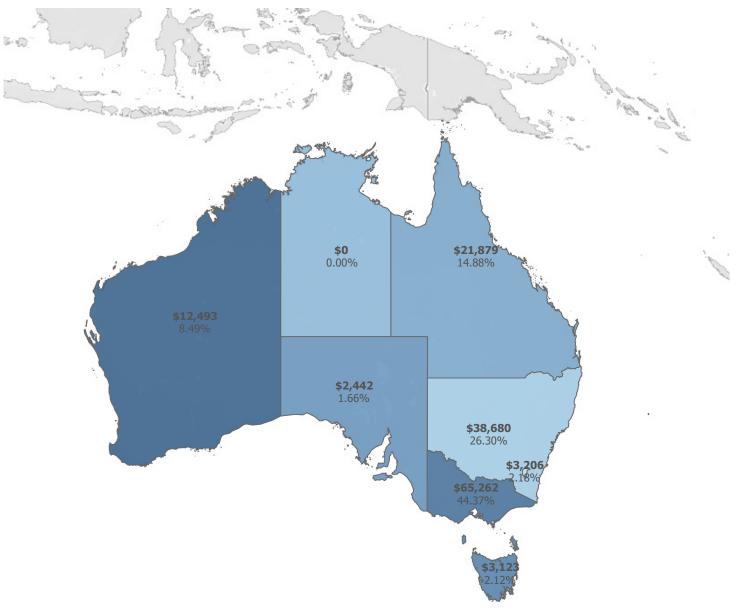
State Activity

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 01/01/2021

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$3,206	\$38,680	\$0	\$21,879	\$2,442	\$3,123	\$65,262	\$12,493	\$147,086
Renewals	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Grand Total	\$3,206	\$38,680	\$0	\$21,879	\$2,442	\$3,123	\$65,262	\$12,493	\$147,086

Base Premium Breakdown by State for 01/01/2021



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.

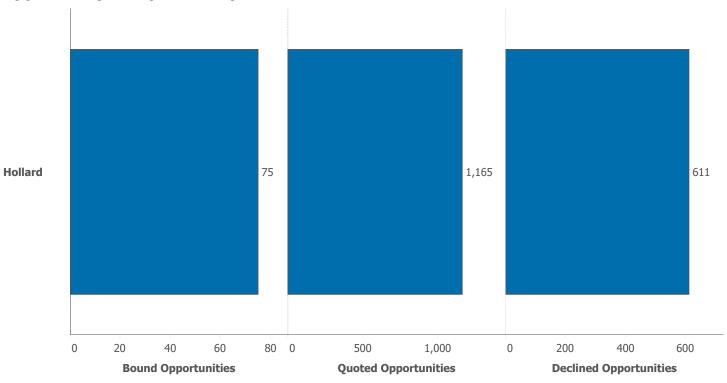
Total Opportunities		Declined Opportunities		Quoted Opportunities			Bound Opportunities	
1,862		611		1,165			75	
Total Opportuni	ities							
ACT NS	W	NT	QLD	SA	TAS		VIC	WA
17 49	99	10	352	93	63		579	249
Declined Oppor								
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Declined Opportunities	5	173	5	132	33	17	169	77
Decline Rate	29.41%	34.67%	50.00%	37.50%	35.48%	26.98%	29.19%	30.92%
Quoted Opportu								
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Quoted Opportunities	12	295	5	204	56	43	391	159
Quote Rate	100.00%	90.49%	100.00%	92.73%	93.33%	93.48%	95.37%	92.44%
Bound Opportunities								
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Bound Opportunities	2	18	0	17	1	4	26	7
Strike Rate	16.67%	6.10%	0.00%	8.33%	1.79%	9.30%	6.65%	4.40%

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



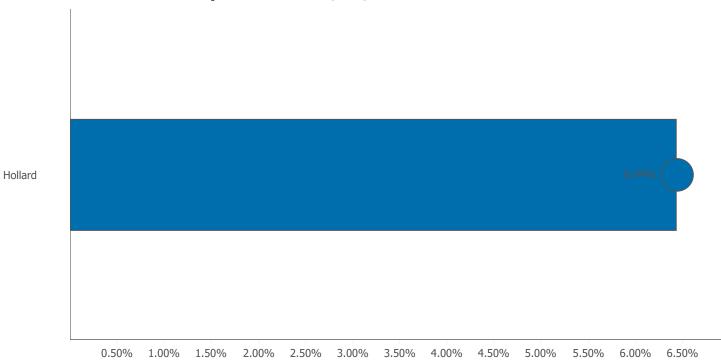
Opportunity Comparison by Insurer

	Hollard
Total Opportunities	1,862
Declined Opportunities	611
Decline Rate	32.81%
Quoted Opportunities	1,165
Bound Opportunities	75
Strike Rate	6.44%

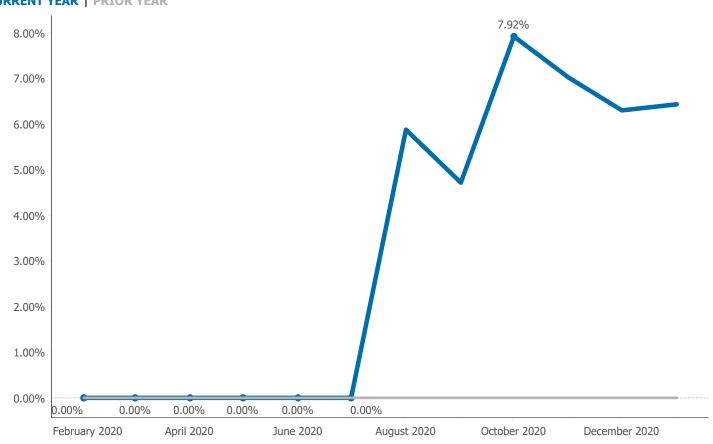
Strike Rate

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 01/01/2021



Strike Rate by Month CURRENT YEAR | PRIOR YEAR



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Renewal Opportunities

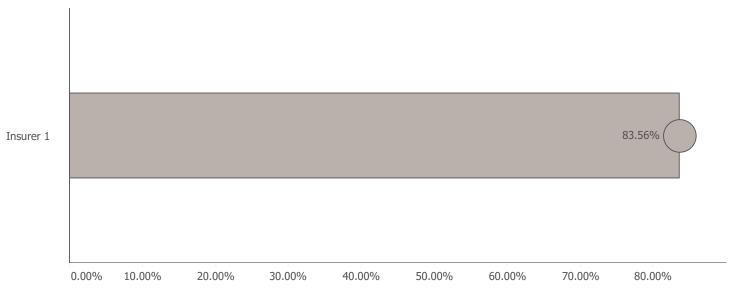
Opportunities are risks that are submitted by the Broker to the Insurer. Where Brokers request multiple Quotes for the same risk, it is counted as a single opportunity. This is measured on the inception date of an opportunity.

Total Opportunities		Declined Opportunities		Quoted Opportunities			Bound Opportunities	
0		0		0			0	
Total Opportuni	ties							
ACT NS	W	NT	QLD	SA	TAS	3	VIC	WA
0 0		0	0	0	0		0	0
Declined Opport				212			1/20	
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Declined Opportunities	0	0	0	0	0	0	0	0
Decline Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Quoted Opportu	nities							
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Quoted Opportunities	0	0	0	0	0	0	0	0
Quote Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Bound Opportunities								
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Bound Opportunities	0	0	0	0	0	0	0	0
Retention Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

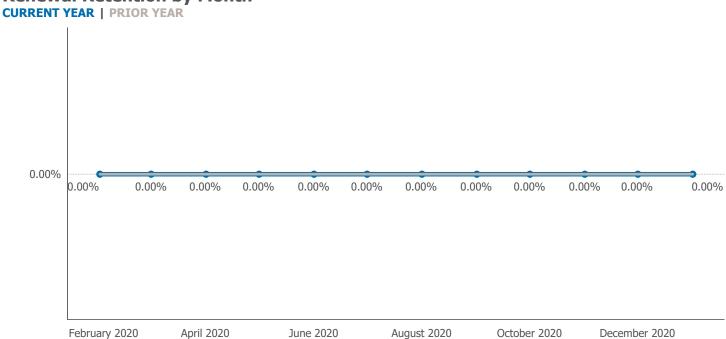
Renewal Retention

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 01/01/2021



Renewal Retention by Month

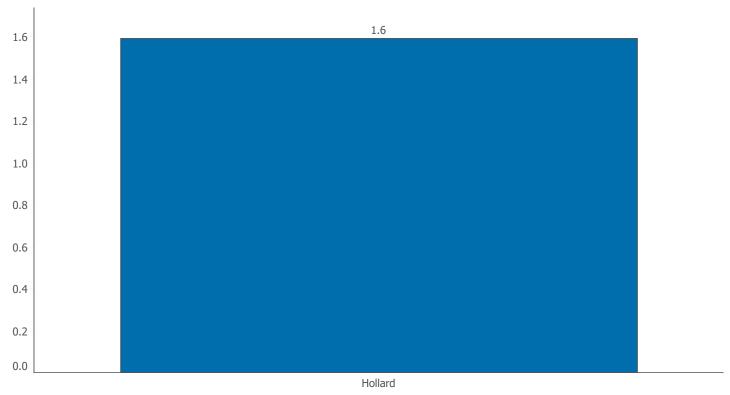


Renewal Retention Breakdown

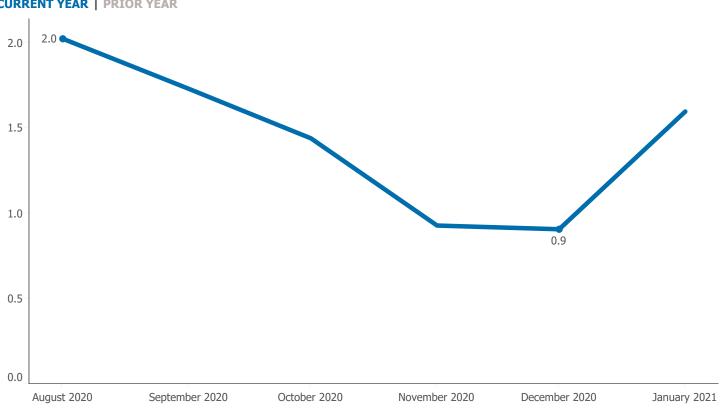
Response Times

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



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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
Plumber	38	26	3
Electrician	24	15	1
Earthmoving	14	7	0
Road Freight Transport Service - No Storage	13	0	0
Motor Mechanics	11	9	0
Handyman / Property Maintenance	8	8	0
Carpenter	8	3	0
Electricians - Commercial	4	3	0
Cleaning Service Noc	4	3	0
Restaurant, Licensed, With Deep Frying	2	1	0
Property Owner - Factory/Industrial	1	0	0
Hairdressing Service	1	1	0
Cafe Operation, Not Licensed With Deep Frying	1	0	0

Top 20 Presented Occupations across SCTP Portfolio

	Presented Opportunities	Quoted Opportunities	Bound Opportunities
Plumber	46	44	15
Electrician	34	25	9
Earthmoving	14	10	1
Motor Mechanics	13	13	2
Carpenter	13	10	4
Road Freight Transport Service - No Storage	12	0	0
House Construction/Alteration Owner Builder	12	11	2
House Construction	11	10	1
Cabinet Manufacturing - Other	10	9	3
Handyman / Property Maintenance	9	9	3
Concretor	9	7	1
Residential Building Construction Noc	7	6	2
Business Administrative Services (General)	7	7	3
Agricultural/ Farm Fencing Contractors	7	5	2
Gardening Service Noc	6	5	2
Engineering (Metal)	6	6	4
Concrete Work On Construction Projects	6	5	0
Landscaper - Commercial	5	4	0
Hobby/Small Vegetable Farm	5	2	0

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

Ausure Insurance Brokers 39 21 0 Resilium Insurance Broking Pty Ltd 38 25 1 Insurance House Pty Ltd 30 20 1 Insurance House Pty Ltd 30 20 1 Community Broker Network 28 21 4 CEBN 25 15 0 Regional Insurance Brokers Pty Ltd 18 15 1 Oracle Group (Australia) Pty Ltd 18 15 1 Oracle Group (Australia) Pty Ltd 18 10 0 Centrewest Insurance Brokers Pty Ltd 14 12 0 Sear and Associates Insurance Brokers Pty Ltd 12 9 1 Steadfast Taswide Insurance Brokers Pty Ltd 10 8 2 Aviso (Fitzpatrick & Company Insurance Brokers 10 5 0 Pollard Insurance Brokers Pty Ltd 10 8 2 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 10 7 1 United Insurance Group 9 6 0 0 PSC Coast Wide (QLD) 9 5 0 McLardy McShane Partners Pty Ltd 9 5 0 Garden State Insurance Brokers Pty Ltd 9 6 1 The One Stop Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Brokers Pty Ltd 7 7 2 0 McKillops Insurance Brokers Pty Ltd 7 7 7 0 McKillops Insurance Brokers Pty Ltd 7 7 7 0 McKillops Insurance Brokers Pty Ltd 7 7 7 0 Ballina Insurance Brokers Pty Ltd 7 7 7 0 Action Insurance Brokers Pty Ltd 7 7 7 0 Action Insurance Brokers Pty Ltd 6 5 5 0 Conness Insurance Brokers Pty Ltd 6 5 5 0 Action Insurance Brokers Pty Ltd 6 6 5 0 Action Insurance Brokers Pty Ltd 6 6 5 0 Action Insurance Brokers Pty Ltd 6 6 5 0 Action Insurance Brokers Pty Ltd 6 6 5 0 Action Insurance Brokers Pty Ltd 6 6 5 0 Action Insurance Brokers Pty Ltd 6 6 5 0 Action Insurance Brokers (Tas) Pty Ltd 6 6 5 0 Alan Wilson Insurance Brokers (Tas) Pty Ltd 6 6 5 0 United Insurance Brokers 6 5 5 0 United Insurance Prokers 6 5 5 0 United Insurance Prokers 6 5 5 0 United Insurance Pty Ltd (VIC) 5 5 4 4 HWA Insurance Brokers 5 5 5 0 HWA Insurance Brokers 5 5 5 0		Presented Opportunities	Quoted Opportunities	Bound Opportunities
Insurance House Pty Ltd	Ausure Insurance Brokers	39	21	0
Community Broker Network 28 21 4 CBN 25 15 0 Regional Insurance Brokers Pty Ltd 18 15 1 Oracle Group (Australia) Pty Ltd 18 10 0 Centrewest Insurance Brokers Pty Ltd 14 12 0 Sear and Associates Insurance Brokers Pty Ltd 12 9 1 Steadfast Taswide Insurance Brokers 10 5 0 Pollard Insurance Brokers Pty Ltd 10 8 2 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 10 7 1 United Insurance Brokers Pty Ltd 10 7 1 United Insurance Group 9 6 0 PSC Coast Wide (QLD) 9 5 0 McLardy McShane Partners Pty Ltd 9 5 0 McLardy McShane Partners Pty Ltd 9 6 1 The One Stop Insurance Brokers Pty Ltd 9 6 1 McLardy McShane Partners Pty Ltd 8 2 0 <td< td=""><td>Resilium Insurance Broking Pty Ltd</td><td>38</td><td>25</td><td>1</td></td<>	Resilium Insurance Broking Pty Ltd	38	25	1
CBN 25 15 0 Regional Insurance Brokers Pty Ltd 18 15 1 Oracle Group (Australia) Pty Ltd 18 10 0 Centrewest Insurance Brokers Pty Ltd 14 12 0 Sear and Associates Insurance Brokers Pty Ltd 12 9 1 Steadfast Taswide Insurance Brokers Pty Ltd 10 5 0 Pollard Insurance Brokers Pty Ltd 10 8 2 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 10 7 1 United Insurance Group 9 6 0 PSC Coast Wide (QLD) 9 5 0 McLardy McShane Partners Pty Ltd 9 5 0 McLardy McShane Partners Pty Ltd 9 5 0 Garden State Insurance Brokers Pty Ltd 9 6 1 The One Stop Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Pty Ltd 8 2 0 Metrix Insurance Brokers Pty Ltd 7 2 0	Insurance House Pty Ltd	30	20	1
Regional Insurance Brokers Pty Ltd 18 15 1 1 Oracle Group (Australia) Pty Ltd 18 10 0 0 Centrewest Insurance Brokers Pty Ltd 14 12 0 0 Sear and Associates Insurance Brokers Pty Ltd 12 9 1 1 Steadfast Taswide Insurance Brokers Pty Ltd 12 9 1 1 Steadfast Taswide Insurance Brokers Pty Ltd 10 5 0 0 Pollard Insurance Brokers Pty Ltd 10 8 2 2 0 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Community Broker Network	28	21	4
Oracle Group (Australia) Pty Ltd 18 10 0 Centrewest Insurance Brokers Pty Ltd 14 12 0 Sear and Associates Insurance Brokers Pty Ltd 12 9 1 Steadfast Taswide Insurance Brokers 10 5 0 Pollard Insurance Brokers Pty Ltd 10 8 2 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 10 7 1 United Insurance Group 9 6 0 PSC Coast Wide (QLD) 9 5 0 McLardy McShane Partners Pty Ltd 9 5 0 Garden State Insurance Brokers Pty Ltd 9 6 1 The One Stop Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Pty Ltd 8 2 0 Insurance House Advance 8 3 0 Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers Pty Ltd 7 4 0 <td>CBN</td> <td>25</td> <td>15</td> <td>0</td>	CBN	25	15	0
Centrewest Insurance Brokers Pty Ltd 14 12 0 Sear and Associates Insurance Brokers Pty Ltd 12 9 1 Steadfast Taswide Insurance Brokers 10 5 0 Pollard Insurance Brokers Pty Ltd 10 8 2 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 10 7 1 United Insurance Group 9 6 0 PSC Coast Wide (QLD) 9 5 0 McLardy McShane Partners Pty Ltd 9 5 0 Garden State Insurance Brokers Pty Ltd 9 6 1 The One Stop Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Pty Ltd 8 2 0 Insurance House Advance 8 3 0 Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers Pty Ltd 7 3 0 Ballina Insurance Brokers Robina 7 3 0	Regional Insurance Brokers Pty Ltd	18	15	1
Sear and Associates Insurance Brokers Pty Ltd 12 9 1 Steadfast Taswide Insurance Brokers 10 5 0 Pollard Insurance Brokers Pty Ltd 10 8 2 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 10 7 1 United Insurance Group 9 6 0 PSC Coast Wide (QLD) 9 5 0 McLardy McShane Partners Pty Ltd 9 5 0 Garden State Insurance Brokers Pty Ltd 9 6 1 The One Stop Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Pty Ltd 8 2 0 Insurance House Advance 8 3 0 Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 3 0 Geelong Insurance Brokers Pty Ltd 7 4 0 Action Insurance Brokers Pty Ltd 7 4 0 Action Insurance Brokers Robina 7 3 0 <t< td=""><td>Oracle Group (Australia) Pty Ltd</td><td>18</td><td>10</td><td>0</td></t<>	Oracle Group (Australia) Pty Ltd	18	10	0
Steadfast Taswide Insurance Brokers 10 5 0 Pollard Insurance Brokers Pty Ltd 10 8 2 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 10 7 1 United Insurance Group 9 6 0 PSC Coast Wide (QLD) 9 5 0 McLardy McShane Partners Pty Ltd 9 5 0 Garden State Insurance Brokers Pty Ltd 9 6 1 The One Stop Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Bry Ltd 8 2 0 Insurance House Advance 8 3 0 Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers Pty Ltd 7 3 0 Ballina Insurance Brokers Pty Ltd 7 4 0 Action Insurance Brokers Robina 7 3 0 The Insurance Brokers Robina 7 3 0 Co	Centrewest Insurance Brokers Pty Ltd	14	12	0
Pollard Insurance Brokers Pty Ltd 10 8 2 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 10 7 1 United Insurance Group 9 6 0 PSC Coast Wide (QLD) 9 5 0 McLardy McShane Partners Pty Ltd 9 5 0 Garden State Insurance Brokers Pty Ltd 9 6 1 The One Stop Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Pty Ltd 8 2 0 Insurance House Advance 8 3 0 Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers Pty Ltd 7 3 0 Ballina Insurance Brokers Pty Ltd 7 4 0 Action Insurance Brokers Robina 7 3 0 The Insurance Pty Ltd 6 5 0 Consolidated Insurances Pty Ltd 6 4 0 Compass Insura	Sear and Associates Insurance Brokers Pty Ltd	12	9	1
Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 10 7 1 United Insurance Group 9 6 0 PSC Coast Wide (QLD) 9 5 0 McLardy McShane Partners Pty Ltd 9 5 0 Garden State Insurance Brokers Pty Ltd 9 6 1 The One Stop Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Pto Ltd 8 2 0 Insurance House Advance 8 3 0 Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers Pty Ltd 7 3 0 Ballina Insurance Brokers Pty Ltd 7 4 0 Action Insurance Brokers Robina 7 3 0 The Insurance Centre Pty Ltd 6 5 0 Consolidated Insurances Pty Ltd 6 4 0 Compass Insurance Brokers (Tas) Pty Ltd 6 5 1 Alan Wilson Insurance Brokers 6 4 1 Als Ins	Steadfast Taswide Insurance Brokers	10	5	0
United Insurance Group 9 6 0 0 PSC Coast Wide (QLD) 9 5 0 McLardy McShane Partners Pty Ltd 9 5 0 Garden State Insurance Brokers Pty Ltd 9 6 1 The One Stop Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Pty Ltd 8 2 0 Insurance House Advance 8 3 0 Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers Pty Ltd 7 7 0 Gelong Insurance Brokers Pty Ltd 7 7 0 Good Insurance Brokers Pty Ltd 7 7 7 0 Good Insurance Brokers Pty Ltd 7 7 7 0 Consolidated Insurance Brokers Pty Ltd 7 7 7 7 1 1 Action Insurance Brokers Robina 7 7 7 1 1 Consolidated Insurance Brokers Pty Ltd 6 7 7 7 1 Compass Insurance Brokers Pty Ltd 7 7 7 1 Compass Insurance Brokers Pty Ltd 7 7 7 1 Compass Insurance Brokers Pty Ltd 7 7 7 1 Compass Insurance Brokers Pty Ltd 7 7 7 1 Compass Insurance Brokers Pty Ltd 7 7 7 1 Compass Insurance Brokers Pty Ltd 7 7 7 1 Compass Insurance Brokers Pty Ltd 7 7 7 1 Compass Insurance Brokers Pty Ltd 7 7 7 1 Compass Insurance Brokers Pty Ltd 7 7 7 1 Compass Insurance Brokers Pty Ltd 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	Pollard Insurance Brokers Pty Ltd	10	8	2
PSC Coast Wide (QLD) McLardy McShane Partners Pty Ltd 9 5 0 Garden State Insurance Brokers Pty Ltd 9 6 1 The One Stop Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Brokers Pty Ltd 8 2 0 Insurance House Advance 8 3 0 Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 3 0 Geelong Insurance Brokers Pty Ltd 7 3 0 Ballina Insurance Brokers Pty Ltd 7 3 0 Consolidated Insurance Brokers Robina 7 1 Compass Insurance Brokers (Tas) Pty Ltd 6 4 0 Compass Insurance Brokers 6 4 1 AIS Insurance Brokers 9 5 0 Consolidated Insurance Brokers 1 AIS Insurance Brokers 9 5 6 7 8 7 8 8 7 9 8 9 8 9 8 9 8 9 8 9 8 9 8	Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)	10	7	1
McLardy McShane Partners Pty Ltd 9 5 0 Garden State Insurance Brokers Pty Ltd 9 6 1 The One Stop Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Pty Ltd 8 2 0 Insurance House Advance 8 3 0 Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers Pty Ltd 7 3 0 Ballina Insurance Brokers Pty Ltd 7 4 0 Action Insurance Brokers Robina 7 3 0 The Insurance Brokers Robina 7 3 0 The Insurance Brokers (Tary Pty Ltd 6 5 0 Compass Insurance Brokers (Tas) Pty Ltd 6 4 0 Compass Insurance Brokers 6 4 1 Alan Wilson Insurance Brokers 6 5 0 United Insurance - Winbeat site 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	United Insurance Group	9	6	0
Garden State Insurance Brokers Pty Ltd 9 6 1 The One Stop Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Pty Ltd 8 2 0 Insurance House Advance 8 3 0 Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers Pty Ltd 7 3 0 Ballina Insurance Brokers Pty Ltd 7 4 0 Action Insurance Brokers Robina 7 3 0 The Insurance Brokers Robina 7 3 0 The Insurance Enther Pty Ltd 6 5 0 Consolidated Insurances Pty Ltd 6 4 0 Compass Insurance Brokers (Tas) Pty Ltd 6 5 1 Alan Wilson Insurance Brokers 6 4 1 AIS Insurance Brokers 6 5 0 United Insurance - Winbeat site 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	PSC Coast Wide (QLD)	9	5	0
The One Stop Insurance Brokers Pty Ltd 8 7 0 Metrix Insurance Pty Ltd 8 2 0 Insurance House Advance 8 3 0 Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers Pty Ltd 7 3 0 Ballina Insurance Brokers Pty Ltd 7 4 0 Action Insurance Brokers Robina 7 3 0 The Insurance Centre Pty Ltd 6 5 0 Consolidated Insurances Pty Ltd 6 4 0 Compass Insurance Brokers (Tas) Pty Ltd 6 5 1 Alan Wilson Insurance Brokers 6 4 1 AIS Insurance Brokers 6 5 0 United Insurance - Winbeat site 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	McLardy McShane Partners Pty Ltd	9	5	0
Metrix Insurance Pty Ltd 8 2 0 Insurance House Advance 8 3 0 Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers Pty Ltd 7 3 0 Ballina Insurance Brokers Pty Ltd 7 4 0 Action Insurance Brokers Robina 7 3 0 The Insurance Centre Pty Ltd 6 5 0 Consolidated Insurances Pty Ltd 6 4 0 Compass Insurance Brokers (Tas) Pty Ltd 6 5 1 Alan Wilson Insurance Brokers 6 4 1 AIS Insurance Brokers 6 5 0 United Insurance - Winbeat site 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	Garden State Insurance Brokers Pty Ltd	9	6	1
Insurance House Advance 8 3 0 Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers Pty Ltd 7 3 0 Ballina Insurance Brokers Pty Ltd 7 4 0 Action Insurance Brokers Robina 7 3 0 The Insurance Centre Pty Ltd 6 5 0 Consolidated Insurances Pty Ltd 6 4 0 Compass Insurance Brokers (Tas) Pty Ltd 6 5 1 Alan Wilson Insurance Brokers 6 4 1 AIS Insurance Brokers 6 5 0 United Insurance - Winbeat site 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	The One Stop Insurance Brokers Pty Ltd	8	7	0
Westlawn Insurance Brokers Pty Ltd 7 2 0 McKillops Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers P/L 7 3 0 Ballina Insurance Brokers Pty Ltd 7 4 0 Action Insurance Brokers Robina 7 3 0 The Insurance Centre Pty Ltd 6 5 0 Consolidated Insurances Pty Ltd 6 4 0 Compass Insurance Brokers (Tas) Pty Ltd 6 5 1 Alan Wilson Insurance Brokers 6 4 1 AIS Insurance Brokers 6 5 0 United Insurance - Winbeat site 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	Metrix Insurance Pty Ltd	8	2	0
McKillops Insurance Brokers Pty Ltd 7 7 0 Geelong Insurance Brokers P/L 7 3 0 Ballina Insurance Brokers Pty Ltd 7 4 0 Action Insurance Brokers Robina 7 3 0 The Insurance Centre Pty Ltd 6 5 0 Consolidated Insurances Pty Ltd 6 4 0 Compass Insurance Brokers (Tas) Pty Ltd 6 5 1 Alan Wilson Insurance Brokers 6 4 1 AIS Insurance Brokers 6 5 0 United Insurance - Winbeat site 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	Insurance House Advance	8	3	0
Geelong Insurance Brokers P/L730Ballina Insurance Brokers Pty Ltd740Action Insurance Brokers Robina730The Insurance Centre Pty Ltd650Consolidated Insurances Pty Ltd640Compass Insurance Brokers (Tas) Pty Ltd651Alan Wilson Insurance Brokers641AIS Insurance Brokers650United Insurance - Winbeat site550PSC Connect Pty Ltd (VIC)543	Westlawn Insurance Brokers Pty Ltd	7	2	0
Ballina Insurance Brokers Pty Ltd740Action Insurance Brokers Robina730The Insurance Centre Pty Ltd650Consolidated Insurances Pty Ltd640Compass Insurance Brokers (Tas) Pty Ltd651Alan Wilson Insurance Brokers641AIS Insurance Brokers650United Insurance - Winbeat site550PSC Connect Pty Ltd (VIC)543	McKillops Insurance Brokers Pty Ltd	7	7	0
Action Insurance Brokers Robina 7 3 0 0 The Insurance Centre Pty Ltd 6 5 0 Consolidated Insurances Pty Ltd 6 4 0 Compass Insurance Brokers (Tas) Pty Ltd 6 5 1 Alan Wilson Insurance Brokers 6 4 1 AIS Insurance Brokers 6 5 0 United Insurance - Winbeat site 5 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	Geelong Insurance Brokers P/L	7	3	0
The Insurance Centre Pty Ltd 6 5 0 Consolidated Insurances Pty Ltd 6 4 0 Compass Insurance Brokers (Tas) Pty Ltd 6 5 1 Alan Wilson Insurance Brokers 6 4 1 AIS Insurance Brokers 6 5 0 United Insurance - Winbeat site 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	Ballina Insurance Brokers Pty Ltd	7	4	0
Consolidated Insurances Pty Ltd 6 4 0 Compass Insurance Brokers (Tas) Pty Ltd 6 5 1 Alan Wilson Insurance Brokers 6 4 1 AIS Insurance Brokers 6 5 0 United Insurance - Winbeat site 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	Action Insurance Brokers Robina	7	3	0
Compass Insurance Brokers (Tas) Pty Ltd 6 5 1 Alan Wilson Insurance Brokers 6 4 1 AIS Insurance Brokers 6 5 0 United Insurance - Winbeat site 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	The Insurance Centre Pty Ltd	6	5	0
Alan Wilson Insurance Brokers 6 4 1 AIS Insurance Brokers 6 5 0 United Insurance - Winbeat site 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	Consolidated Insurances Pty Ltd	6	4	0
AIS Insurance Brokers 6 5 0 United Insurance - Winbeat site 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	Compass Insurance Brokers (Tas) Pty Ltd	6	5	1
United Insurance - Winbeat site 5 5 0 PSC Connect Pty Ltd (VIC) 5 4 3	Alan Wilson Insurance Brokers	6	4	1
PSC Connect Pty Ltd (VIC) 5 4 3	AIS Insurance Brokers	6	5	0
	United Insurance - Winbeat site	5	5	0
HWA Insurance Brokers 5 3 0	PSC Connect Pty Ltd (VIC)	5	4	3
	HWA Insurance Brokers	5	3	0
Capital Innovation Insurance Group Pty Ltd 5 3 0	Capital Innovation Insurance Group Pty Ltd	5	3	0
Aviso EIA Pty Ltd 5 2 0	Aviso EIA Pty Ltd	5	2	0
Archer Insurance Corp 5 5 0	Archer Insurance Corp	5	5	0
Steadfast NSG Insurance Brokers 4 4 0	Steadfast NSG Insurance Brokers	4	4	0
Elliott Insurance Brokers 4 4 0	Elliott Insurance Brokers	4	4	0
Alliance Insurance Broking Services Pty Ltd 4 2 0	Alliance Insurance Broking Services Pty Ltd	4	2	0
Steadfast IRS Pty Ltd 3 3 1	Steadfast IRS Pty Ltd	3	3	1
Coverforce Insurance Broking Pty Ltd (NSW) 3 2 0	Coverforce Insurance Broking Pty Ltd (NSW)	3	2	0