



# **Insurer Performance Report**

**Business Pack**

**October 2018**

**calibre**  
INSURANCE

# Bound Gross Written Premium (GWP)



October 2018

**CALIBRE GWP**

**All Insurer GWP**

**CALIBRE Avg GWP**

**All Avg GWP**

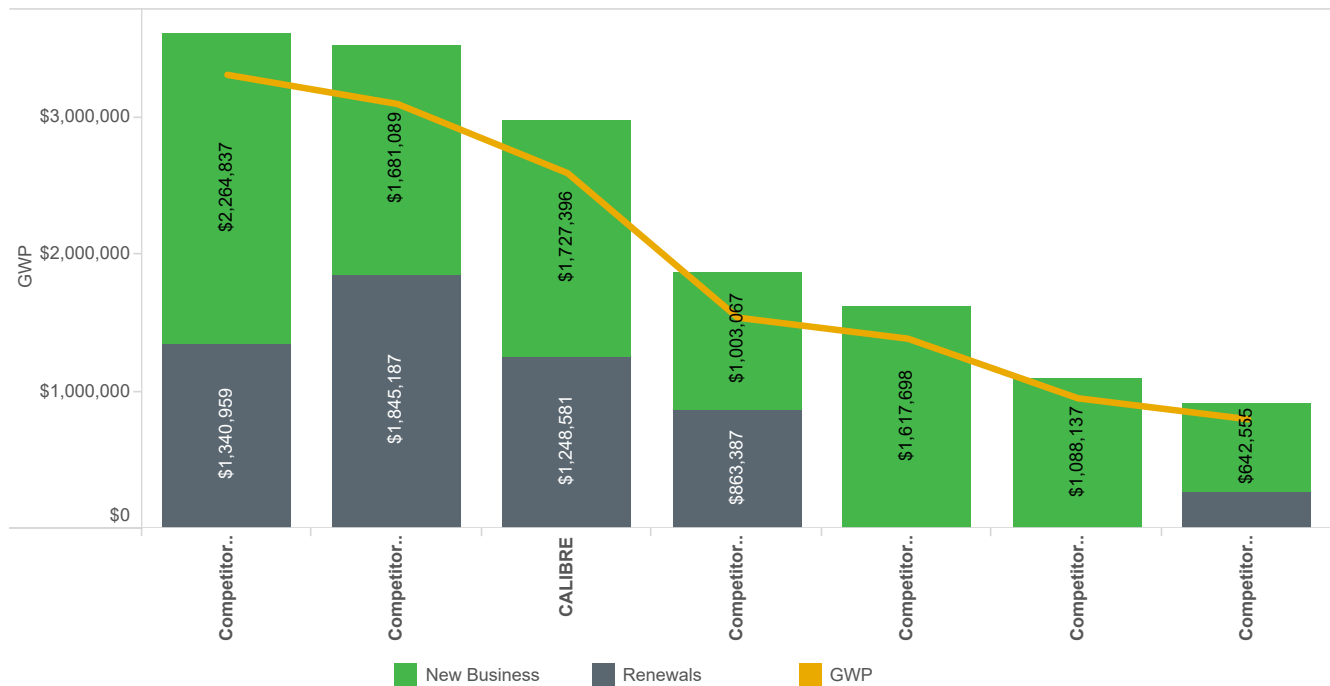
**\$2,594,188**

**\$13,681,900**

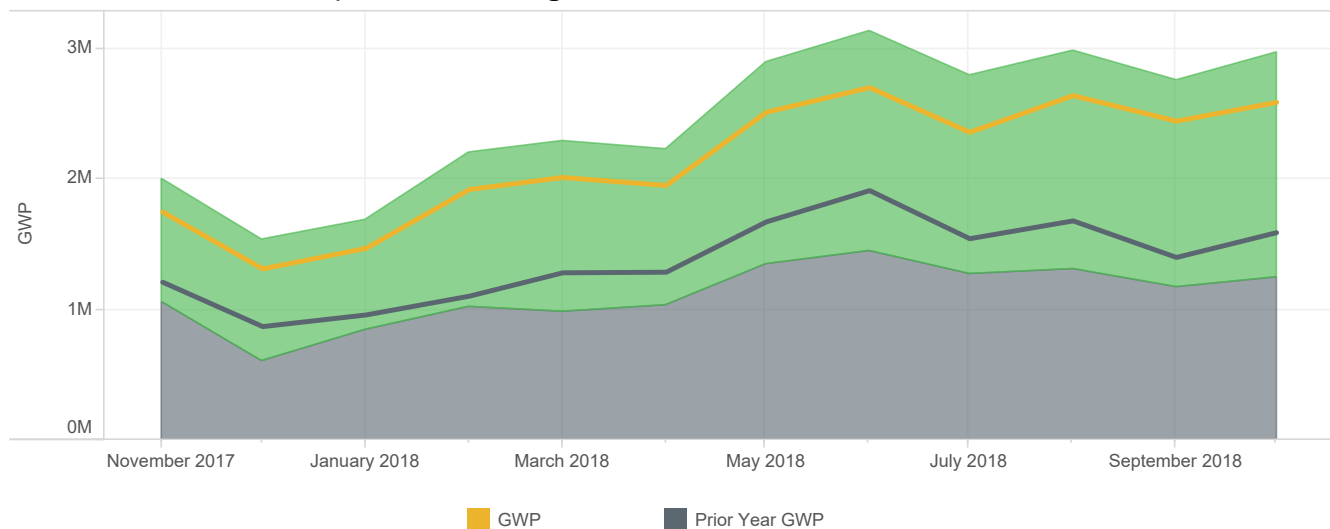
**\$1,473**

**\$1,805**

**GWP All Insurers, October 2018**



**CALIBRE GWP Time Series, 12 Month Rolling**



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

# Strike Rate



October 2018

**CALIBRE Opportunities**

**CALIBRE Opportunities Won**

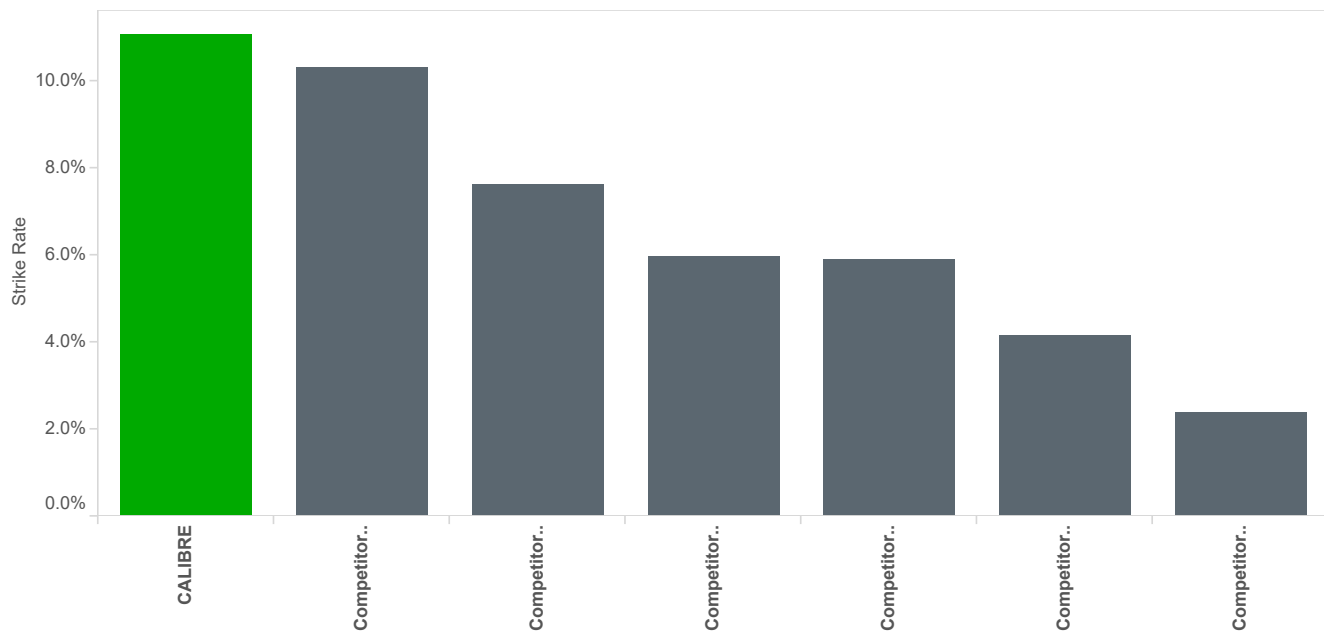
**CALIBRE Strike Rate**

18,237

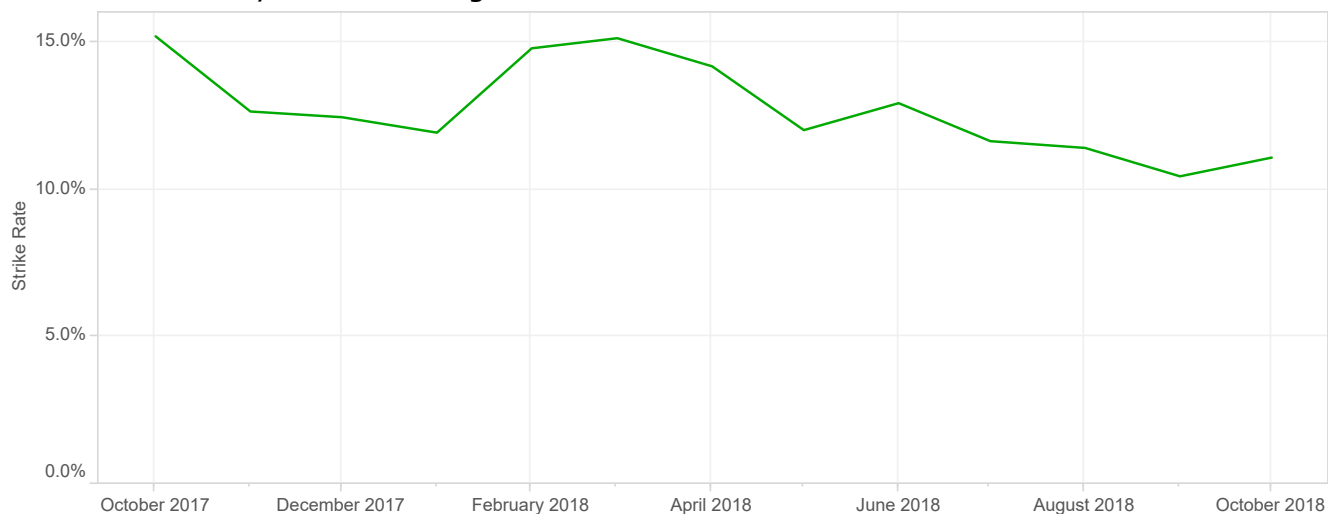
2,021

11.08%

## All Insurers, Strike Rate October 2018



## CALIBRE Strike Rate, 12 Month Rolling

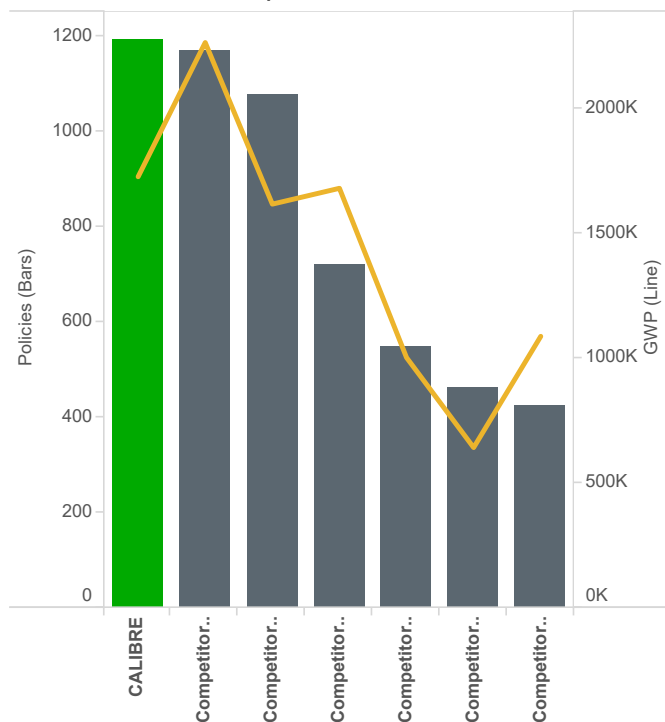


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

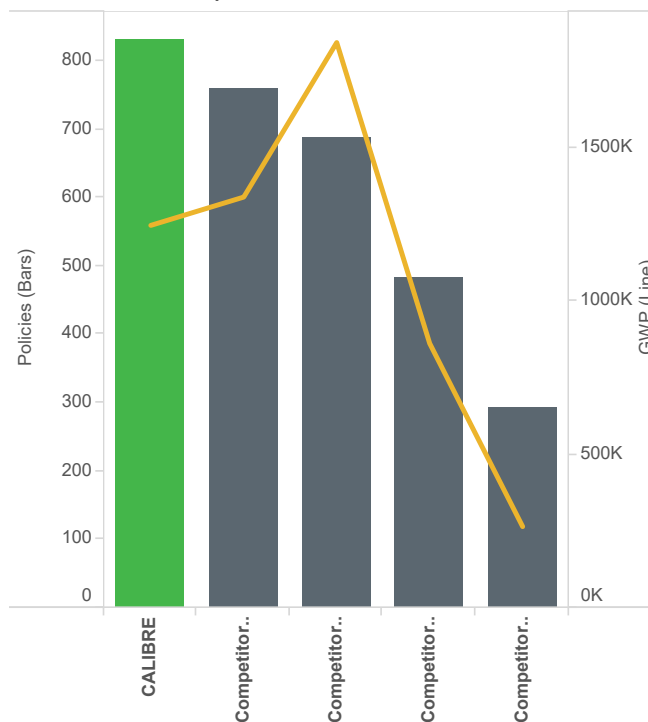
# Bound Transactions

October 2018

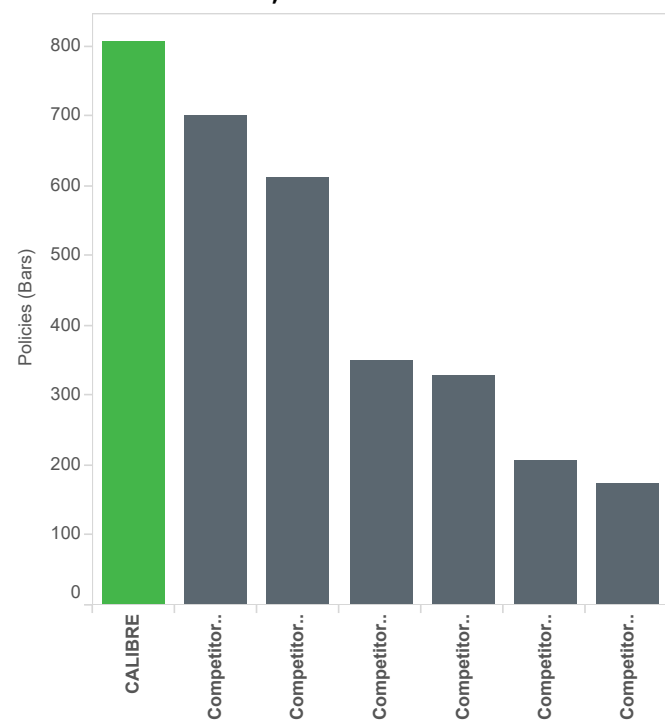
### Bound New Business, October 2018



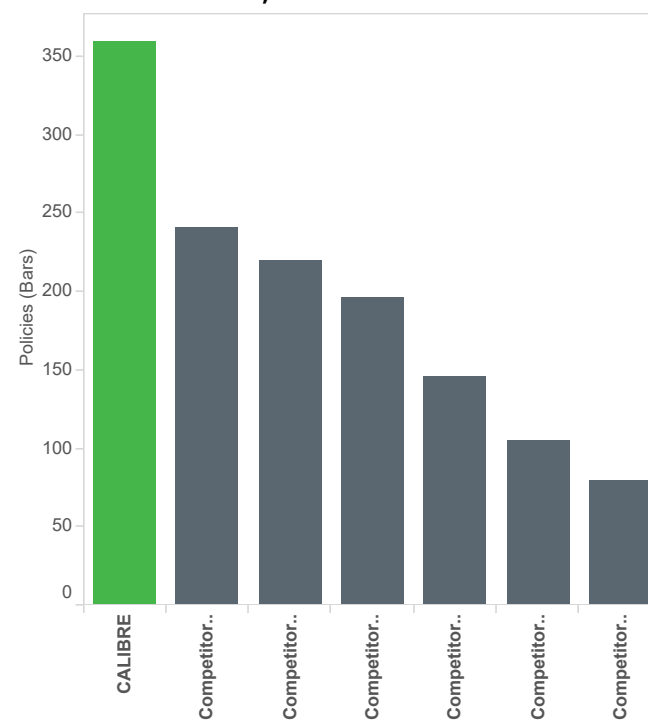
### Bound Renewals, October 2018



### Bound Endorsements, October 2018



### Bound Cancellations, October 2018

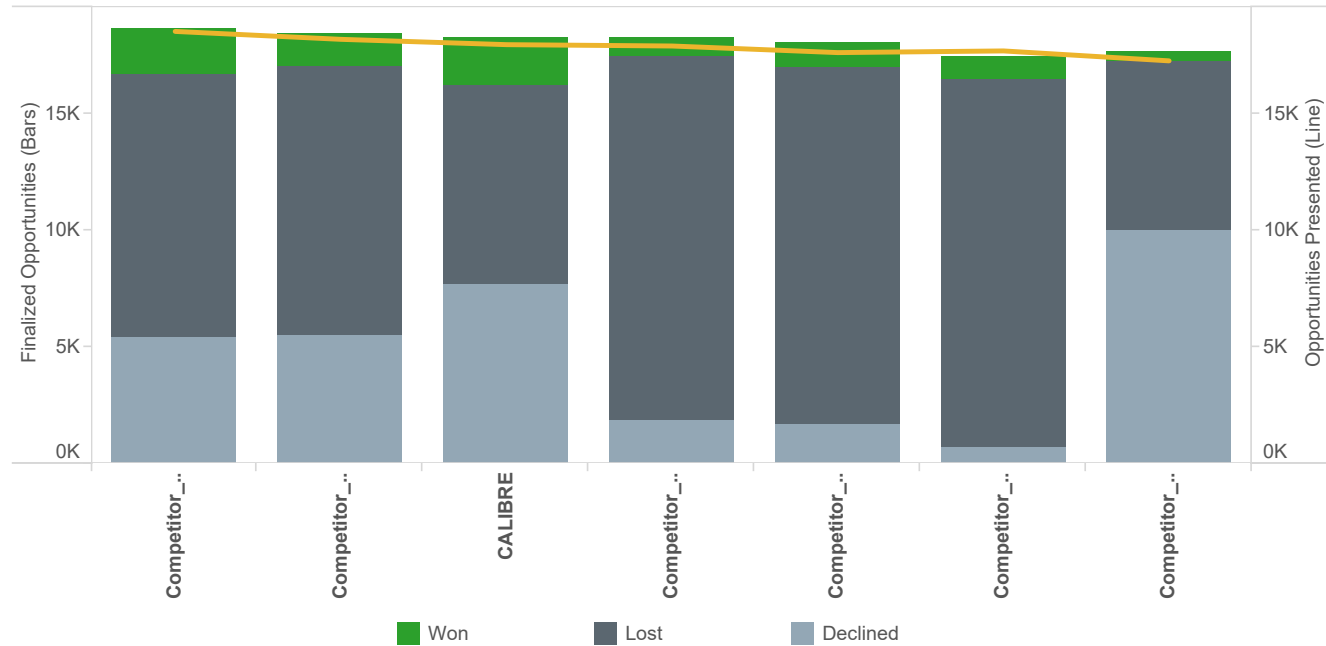


# Finalized Opportunities



October 2018

## Finalized Opportunities vs Opportunities Presented, October 2018



## Opportunities Presented

|               | ACT | NSW   | NT | QLD   | SA  | TAS | VIC   | WA    | Total  |
|---------------|-----|-------|----|-------|-----|-----|-------|-------|--------|
| Opportunities | 72  | 6,489 | 6  | 2,579 | 477 | 457 | 5,895 | 1,996 | 17,971 |

## Opportunities Finalized

|               | ACT | NSW   | NT | QLD   | SA  | TAS | VIC   | WA    | Total  |
|---------------|-----|-------|----|-------|-----|-----|-------|-------|--------|
| Opportunities | 82  | 6,881 | 1  | 2,487 | 440 | 385 | 6,031 | 1,931 | 18,238 |

## Opportunities Won

|                     | ACT     | NSW         | QLD       | SA       | TAS      | VIC         | WA        | Total       |
|---------------------|---------|-------------|-----------|----------|----------|-------------|-----------|-------------|
| Opportunities       | 3       | 770         | 254       | 48       | 18       | 791         | 137       | 2,021       |
| GWP (bound)         | \$7,100 | \$1,072,543 | \$369,049 | \$80,166 | \$17,443 | \$1,236,241 | \$186,550 | \$2,969,094 |
| Average GWP (bound) | \$2,367 | \$1,393     | \$1,453   | \$1,670  | \$969    | \$1,563     | \$1,362   | \$1,469     |

## Opportunities Lost

|                      | ACT       | NSW         | QLD         | SA        | TAS       | VIC         | WA          | Total        |
|----------------------|-----------|-------------|-------------|-----------|-----------|-------------|-------------|--------------|
| Opportunities        | 56        | 3,313       | 1,018       | 194       | 145       | 2,882       | 946         | 8,554        |
| GWP (quoted)         | \$121,653 | \$6,009,271 | \$1,922,045 | \$403,857 | \$201,773 | \$5,000,416 | \$1,607,463 | \$15,266,479 |
| Average GWP (quoted) | \$2,172   | \$1,814     | \$1,888     | \$2,082   | \$1,392   | \$1,735     | \$1,699     | \$1,785      |

## Opportunities Declined

|               | ACT | NSW   | NT | QLD   | SA  | TAS | VIC   | WA  | Total |
|---------------|-----|-------|----|-------|-----|-----|-------|-----|-------|
| Opportunities | 23  | 2,798 | 1  | 1,215 | 197 | 222 | 2,358 | 848 | 7,662 |

Excludes endorsements and cancellations.

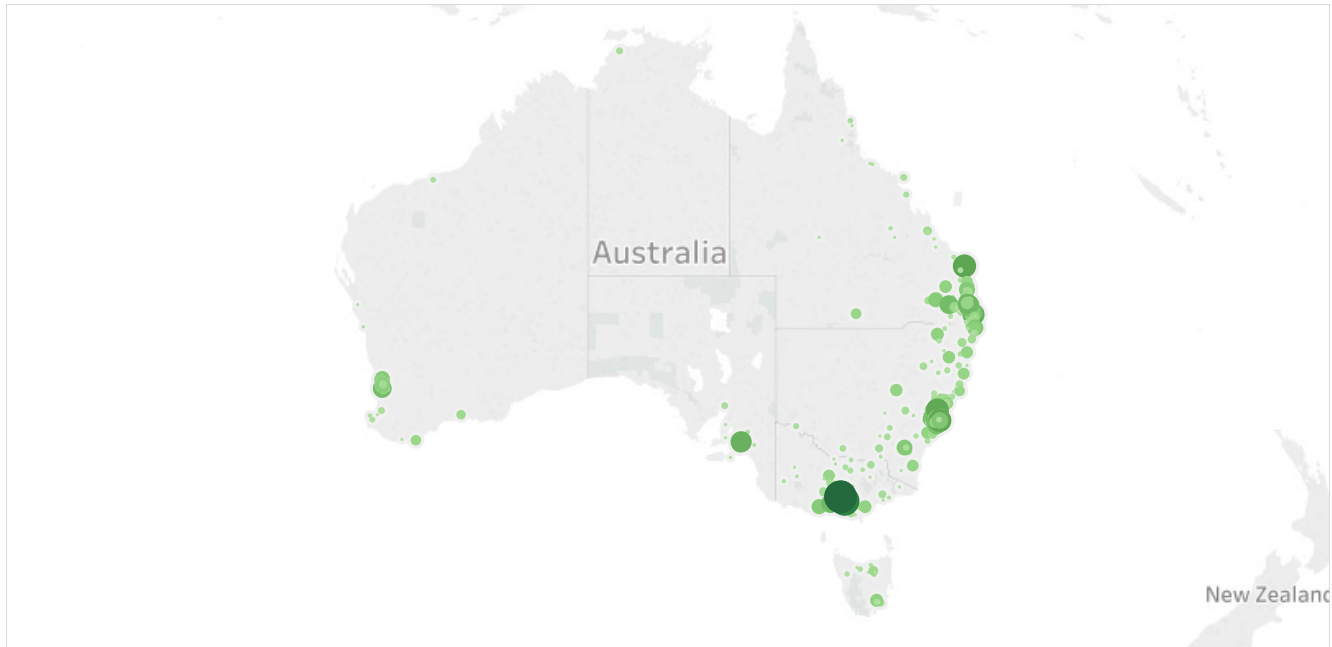
# State Activity

October 2018

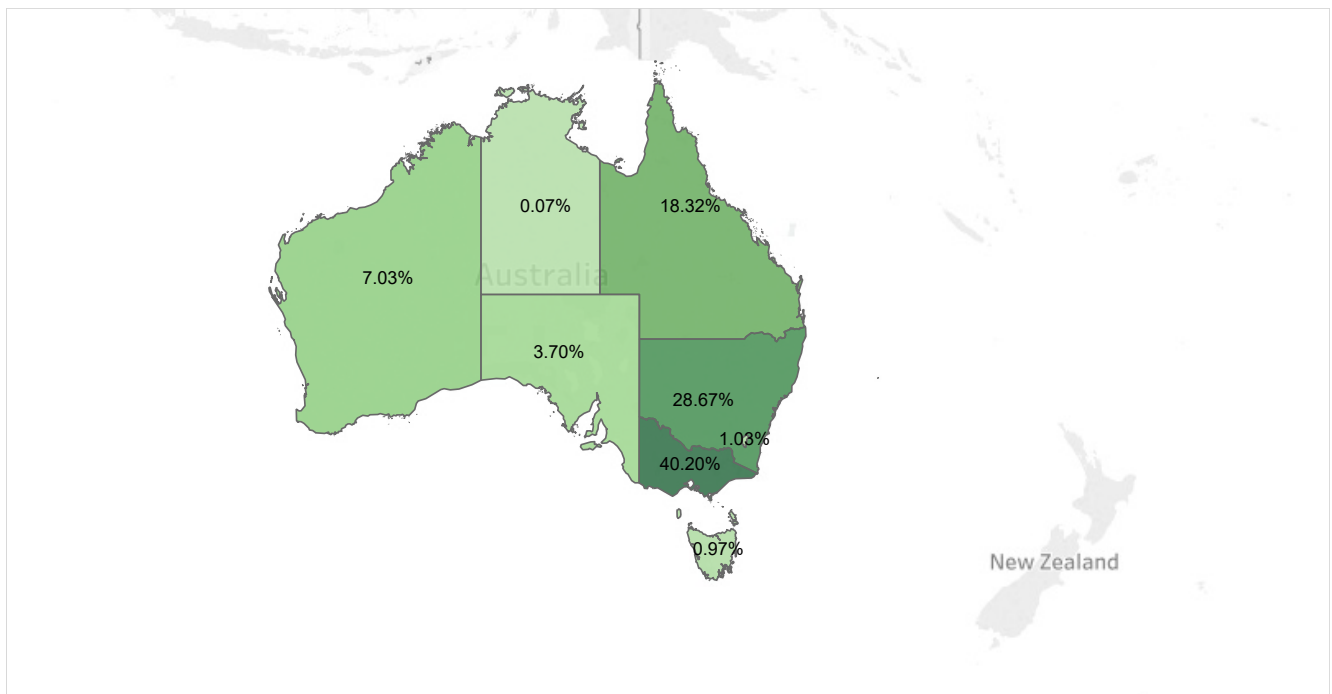
## GWP by State, October 2018

|              | ACT      | NSW       | NT      | QLD       | SA        | TAS      | VIC         | WA        | Grand Total |
|--------------|----------|-----------|---------|-----------|-----------|----------|-------------|-----------|-------------|
| New Business | \$12,850 | \$467,305 | \$1,681 | \$320,535 | \$70,654  | \$18,889 | \$726,069   | \$109,412 | \$1,727,396 |
| Renewals     | \$17,901 | \$386,013 | \$431   | \$224,678 | \$39,554  | \$10,052 | \$470,251   | \$99,701  | \$1,248,581 |
| Total        | \$30,751 | \$853,319 | \$2,113 | \$545,213 | \$110,208 | \$28,941 | \$1,196,321 | \$209,112 | \$2,975,977 |

## Bound Policies by Post Code, October 2018



## GWP Split by State, October 2018

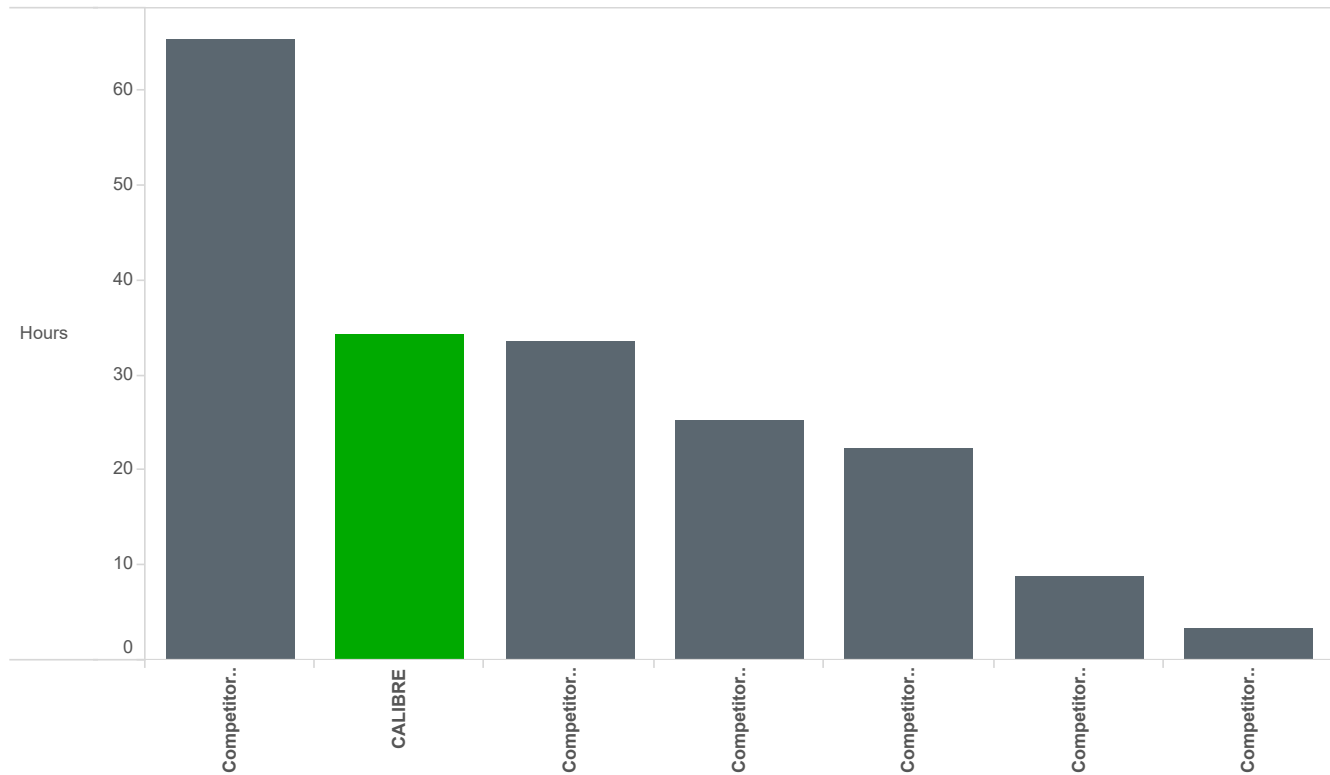


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

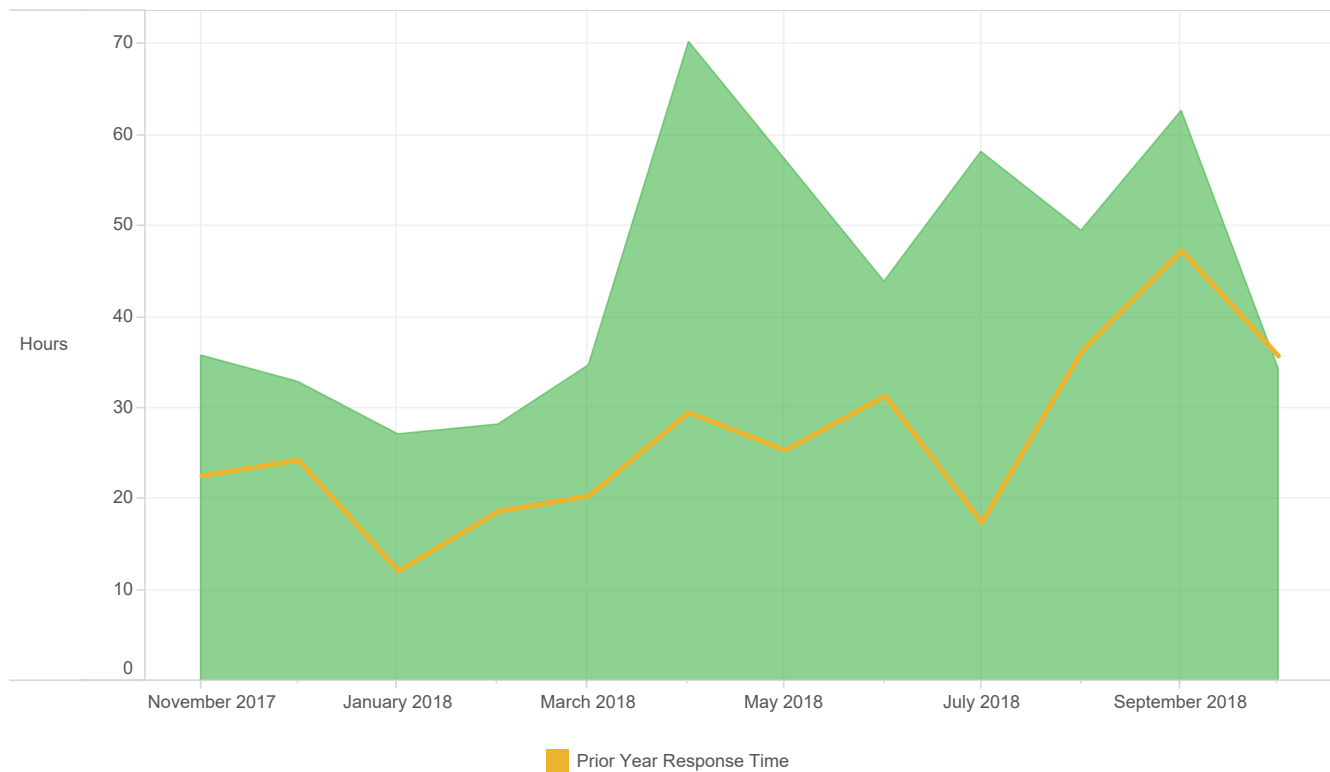
# Response Time

October 2018

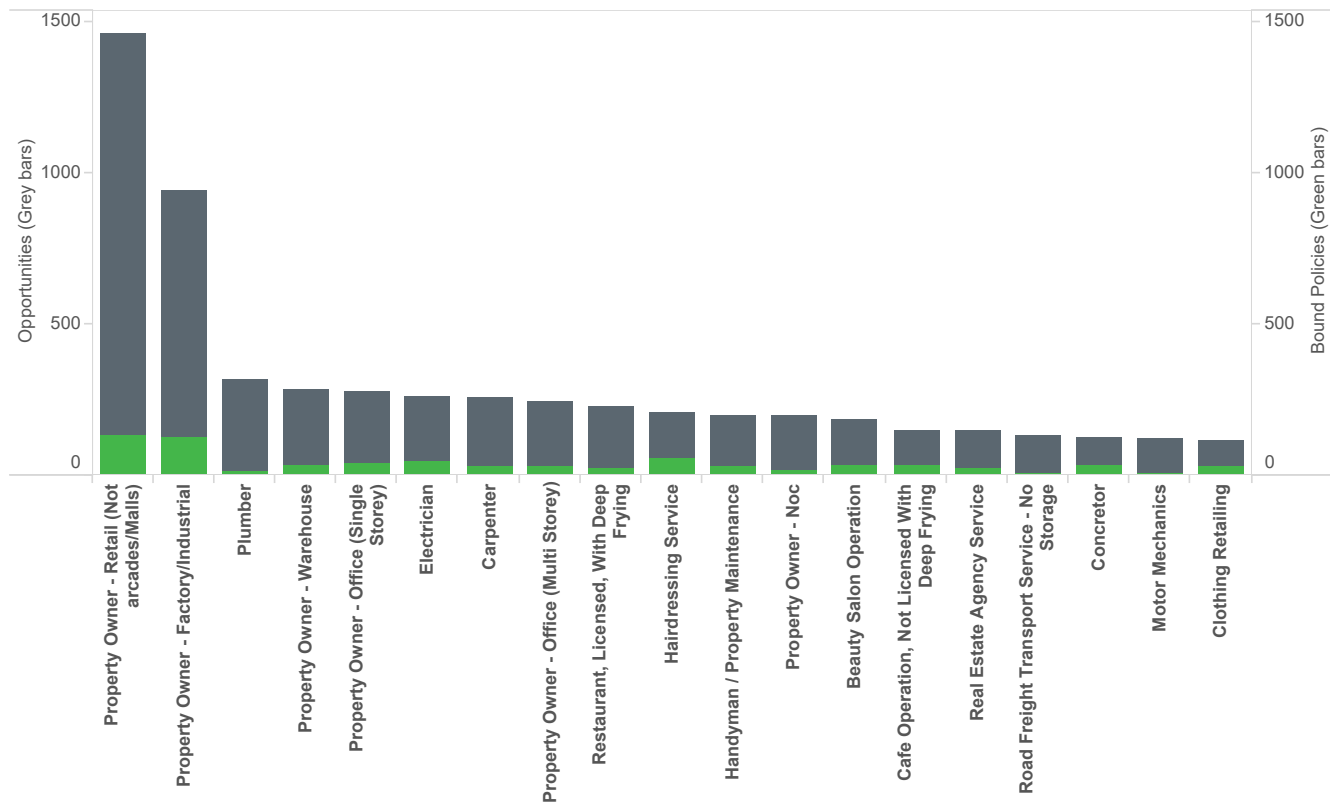
**Average Referral Response Time, October 2018**



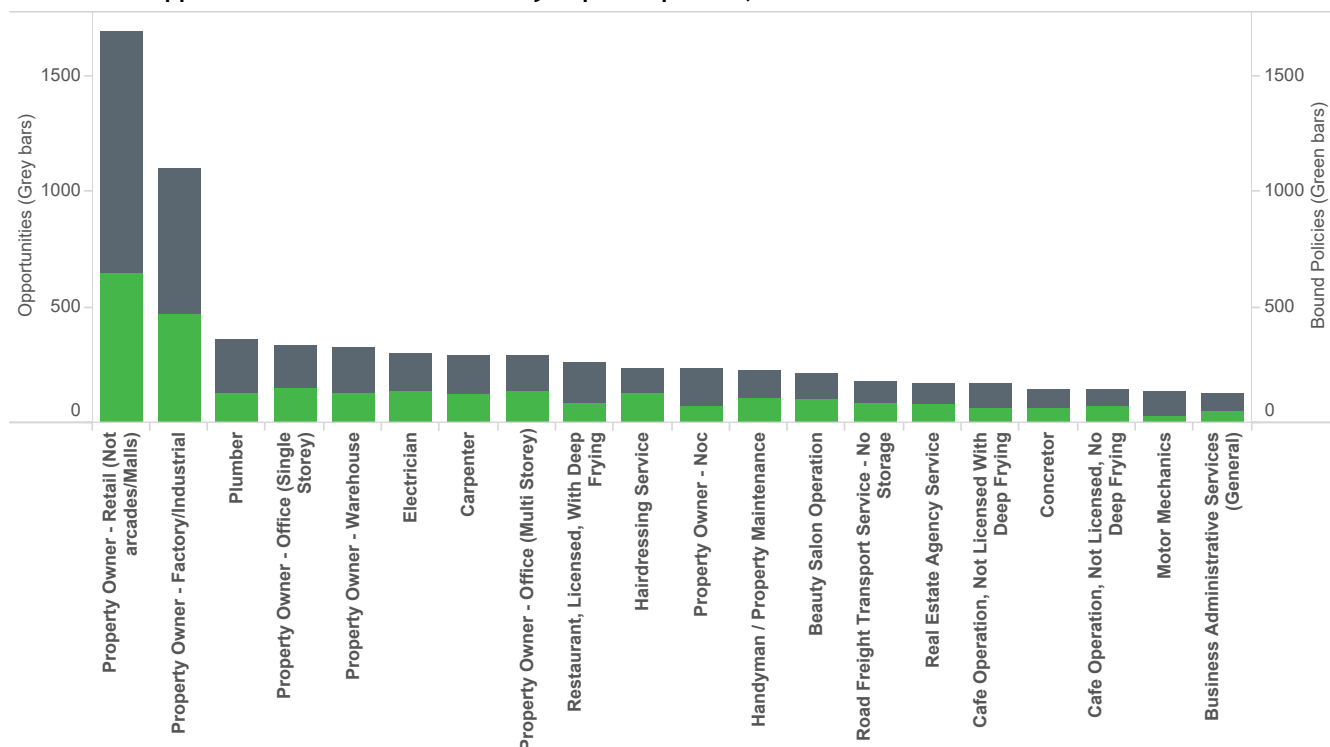
**CALIBRE Average Referral Response Time Series, 12 Month Rolling**



**CALIBRE Opportunities vs Bound Policies by Top Occupations, October 2018**



**All Insurers Opportunities vs Bound Policies by Top Occupations, October 2018**



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

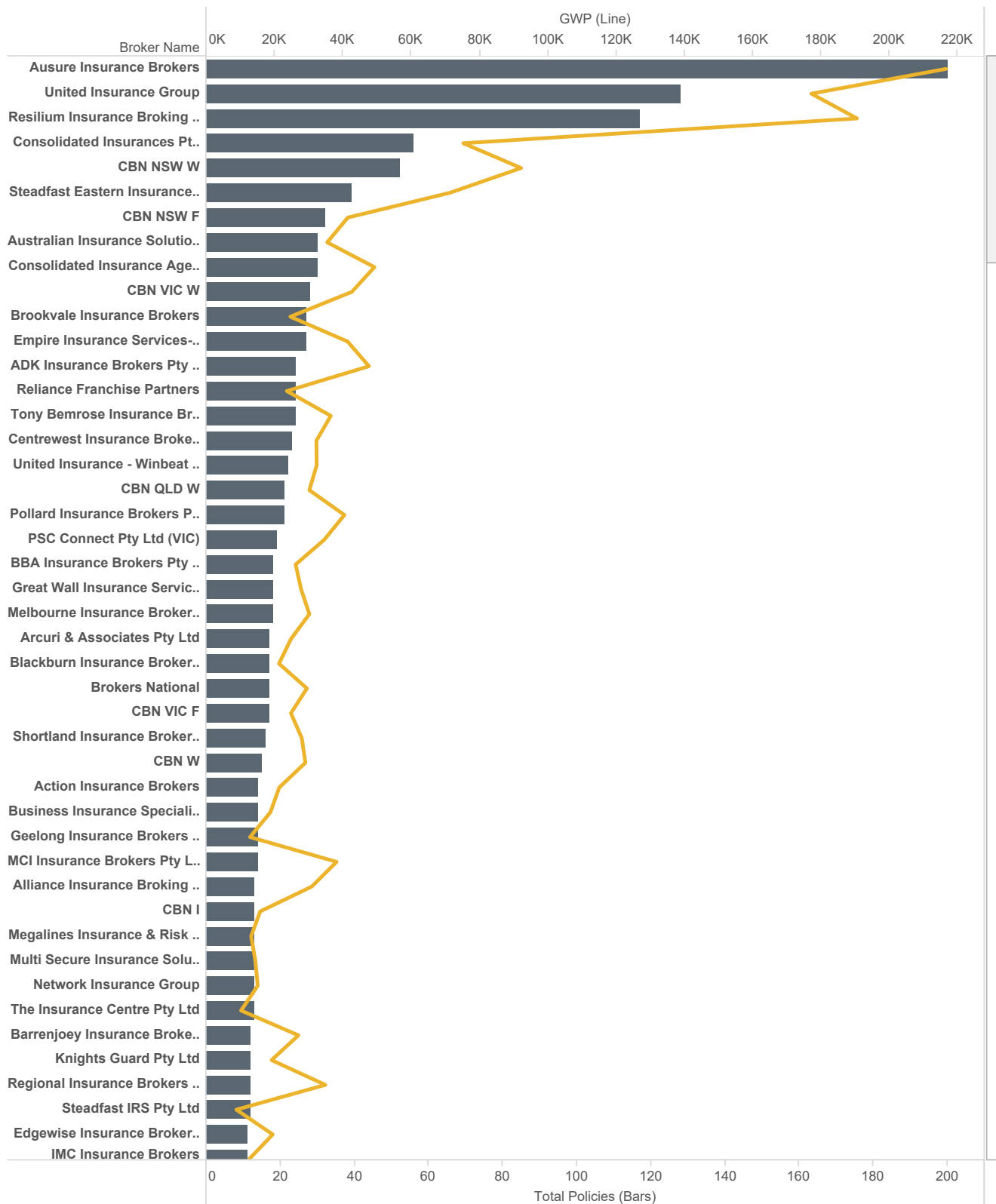


# Broker Performance



October 2018

## Top Brokerage by Bound Policies and GWP, October 2018



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