



Insurer Performance Report

Business Pack

April 2018

calibre
INSURANCE

Bound Gross Written Premium (GWP)



April 2018

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

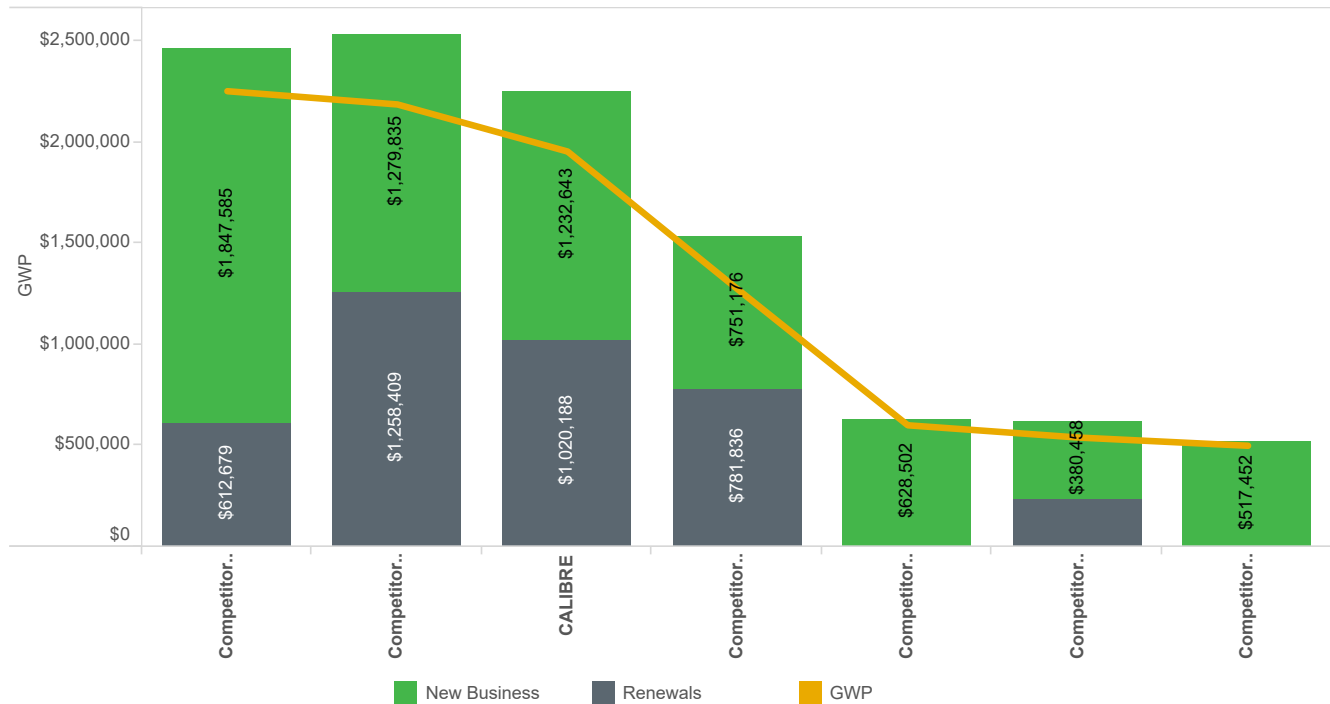
\$1,956,310

\$9,319,073

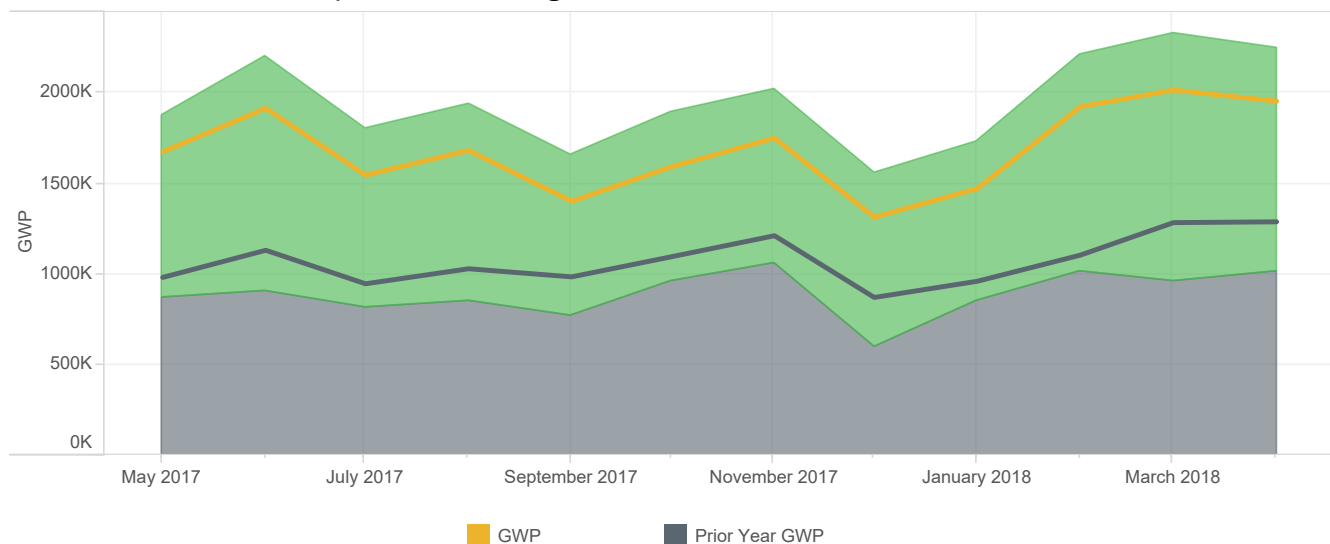
\$1,077

\$1,334

GWP All Insurers, April 2018



CALIBRE GWP Time Series, 12 Month Rolling



Strike Rate



April 2018

CALIBRE Opportunities

CALIBRE Bound Policies

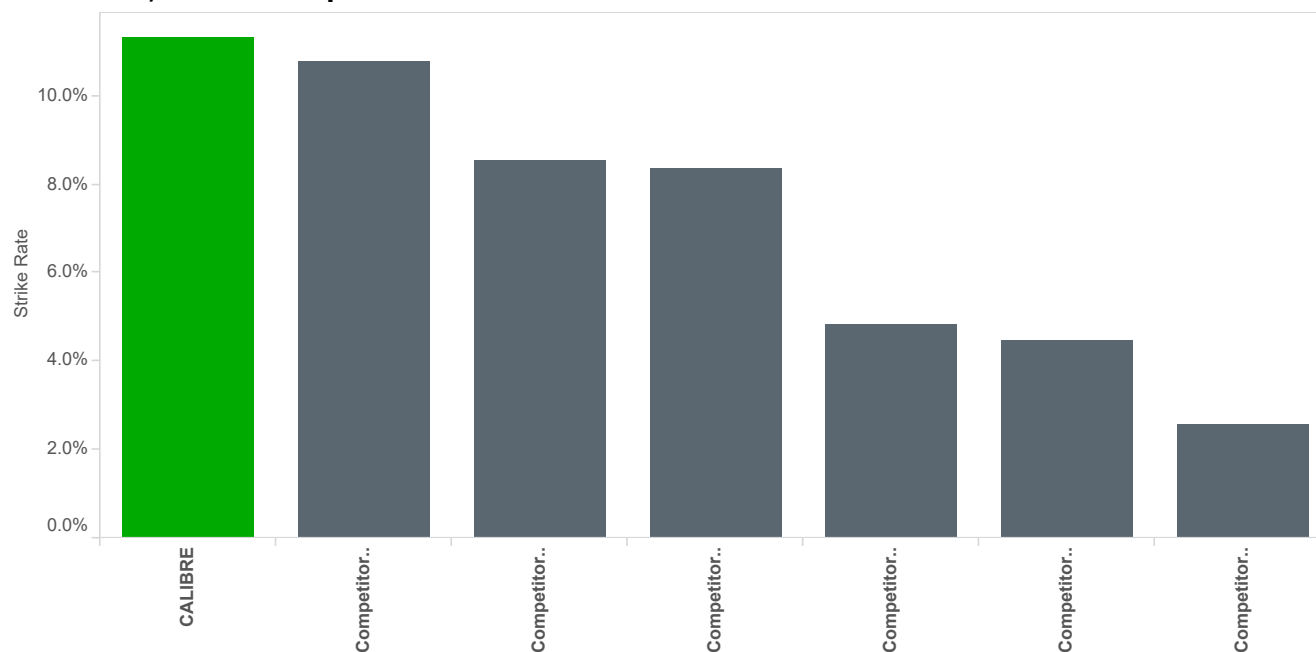
CALIBRE Strike Rate

13,788

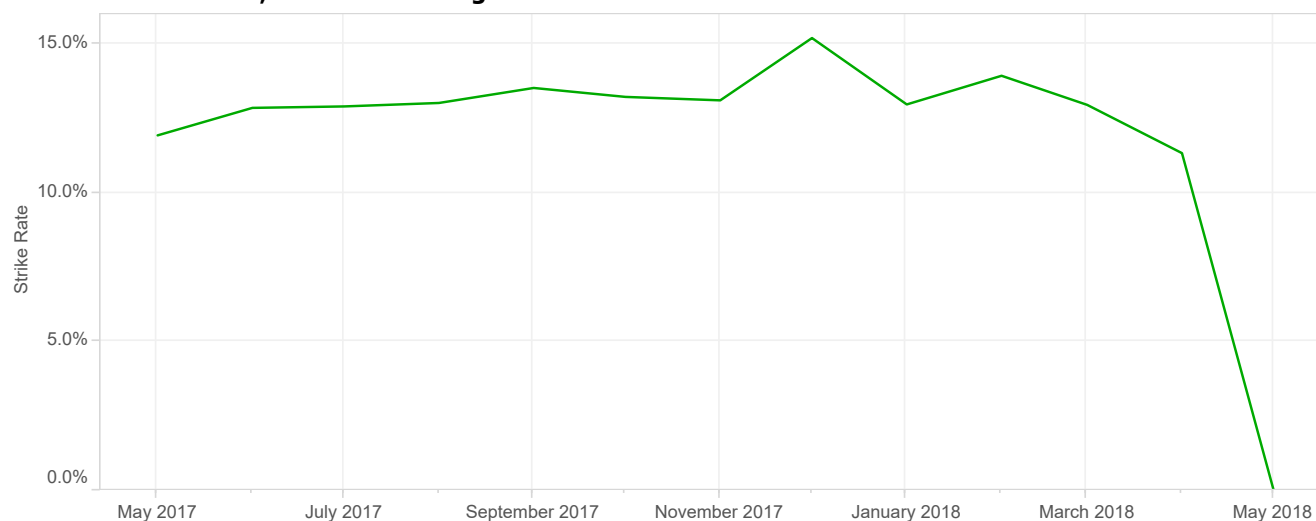
1,561

11.32%

All Insurers, Strike Rate April 2018



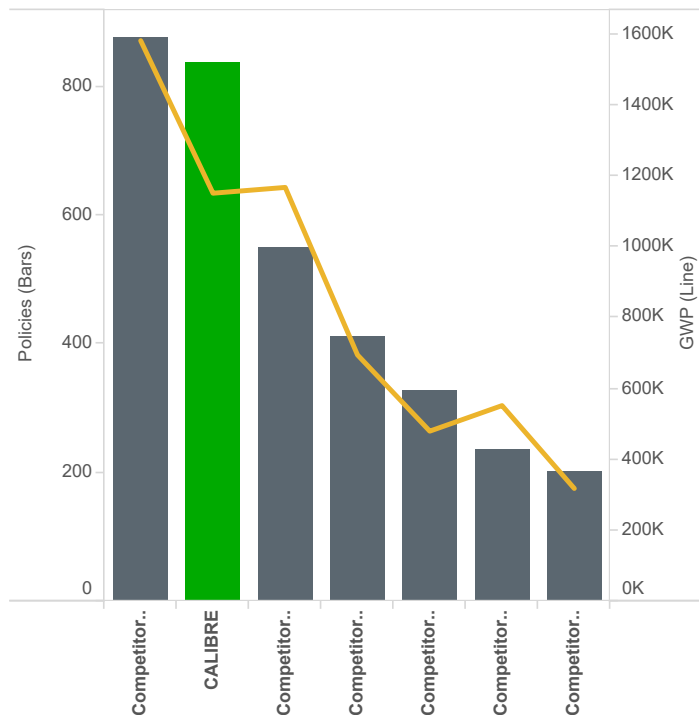
CALIBRE Strike Rate, 12 Month Rolling



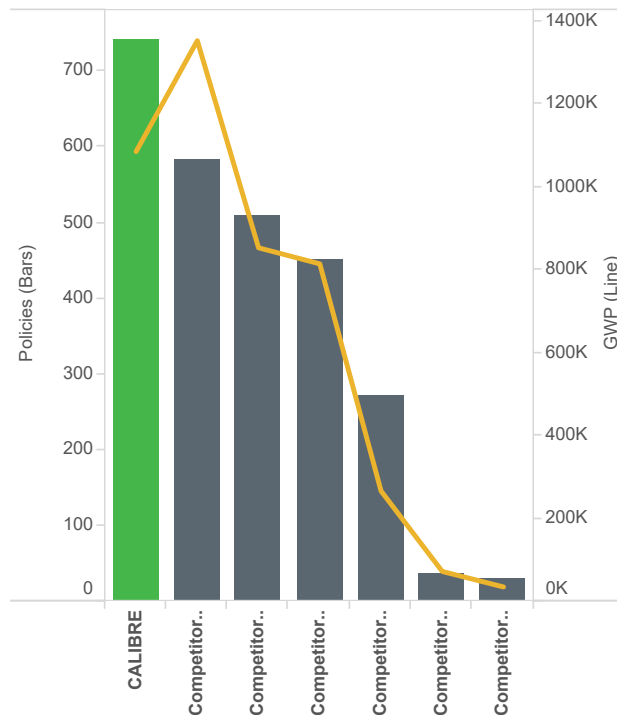
Bound Transactions

April 2018

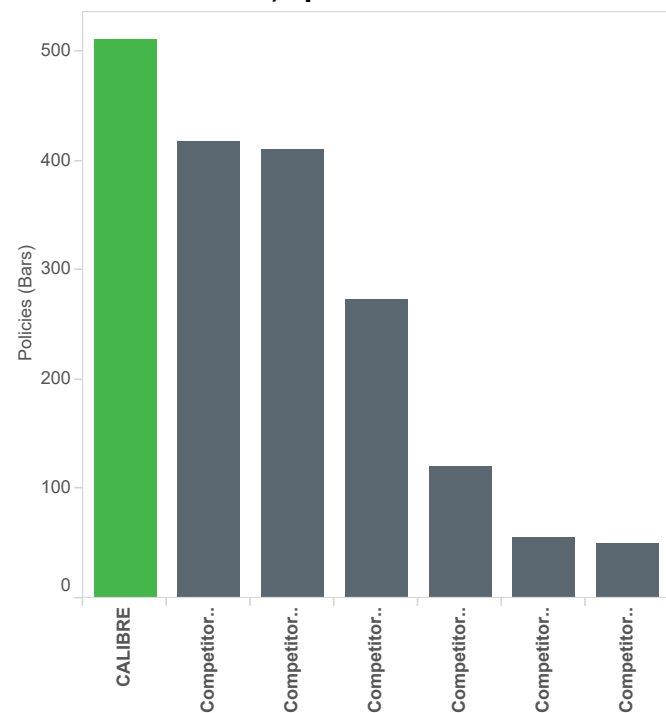
Bound New Business, April 2018



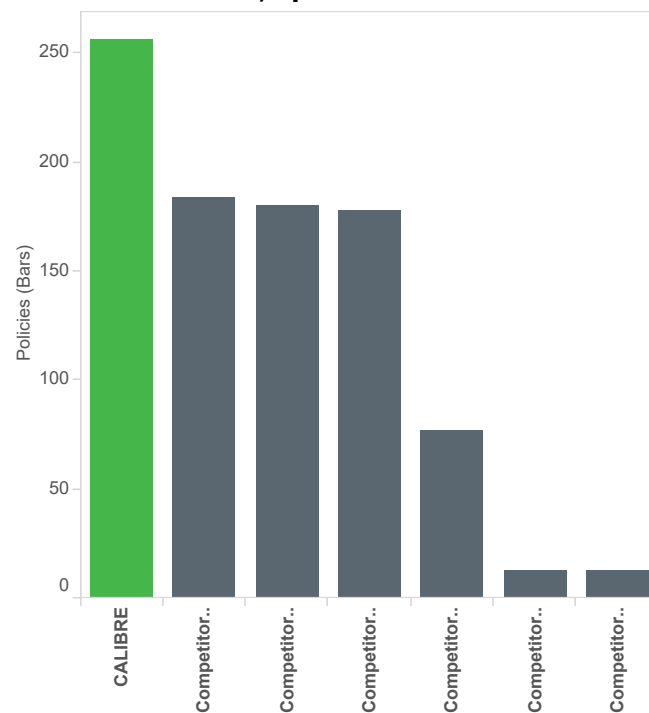
Bound Renewals, April 2018



Bound Endorsements, April 2018



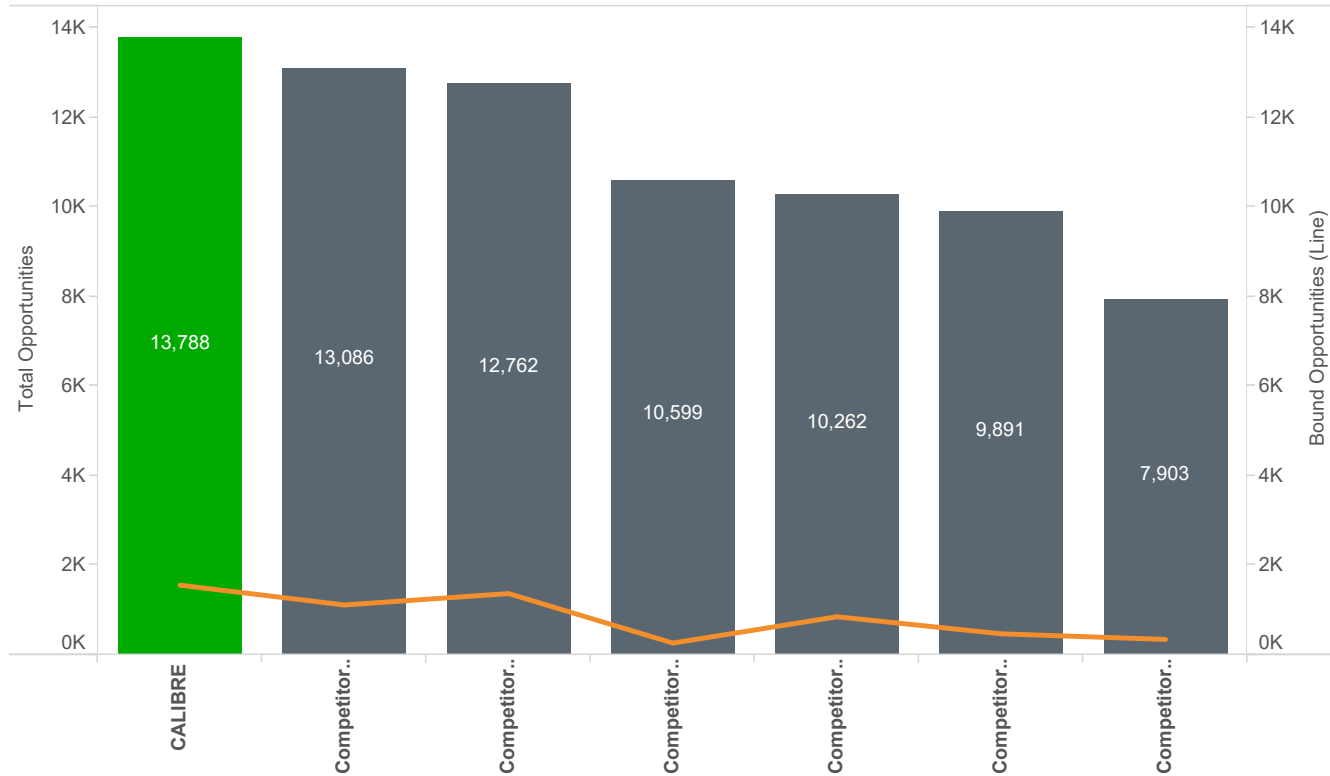
Bound Cancellations, April 2018



Opportunities and Bound Policies

April 2018

Opportunities Presented vs Bound Policies, April



Opportunities Presented, April 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	154	4,360	25	2,968	422	396	3,924	1,539	13,788
GWP	\$161,473	\$5,801,913	\$4,715	\$2,956,892	\$411,520	\$301,003	\$4,839,578	\$1,381,631	\$15,858,725
Average GWP	\$967	\$1,235	\$163	\$929	\$870	\$724	\$1,140	\$835	\$1,067

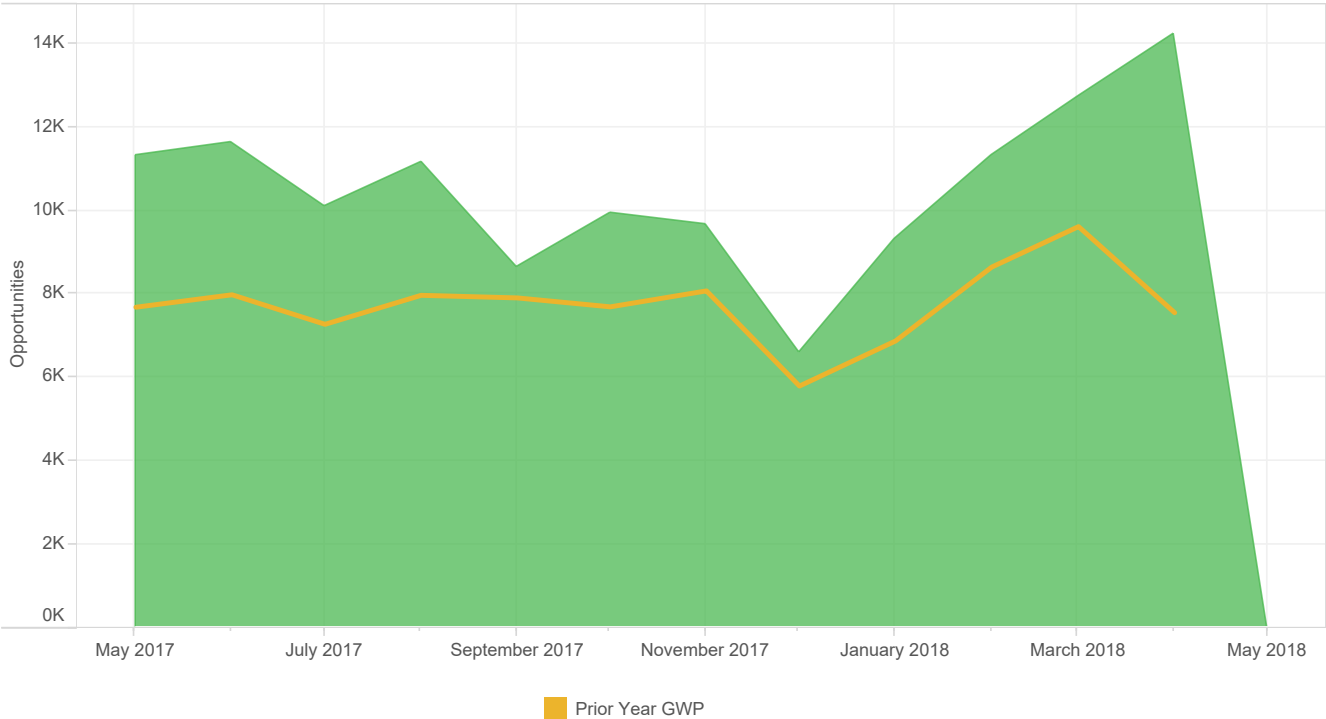
Bound Policies, April 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	25	722	1	551	50	20	764	214	2,347
BasePremiumAmo..	\$22,850	\$558,795	\$366	\$421,935	\$27,813	\$9,549	\$743,327	\$171,676	\$1,956,310
Average GWP	\$914	\$774	\$366	\$766	\$556	\$477	\$973	\$802	\$834

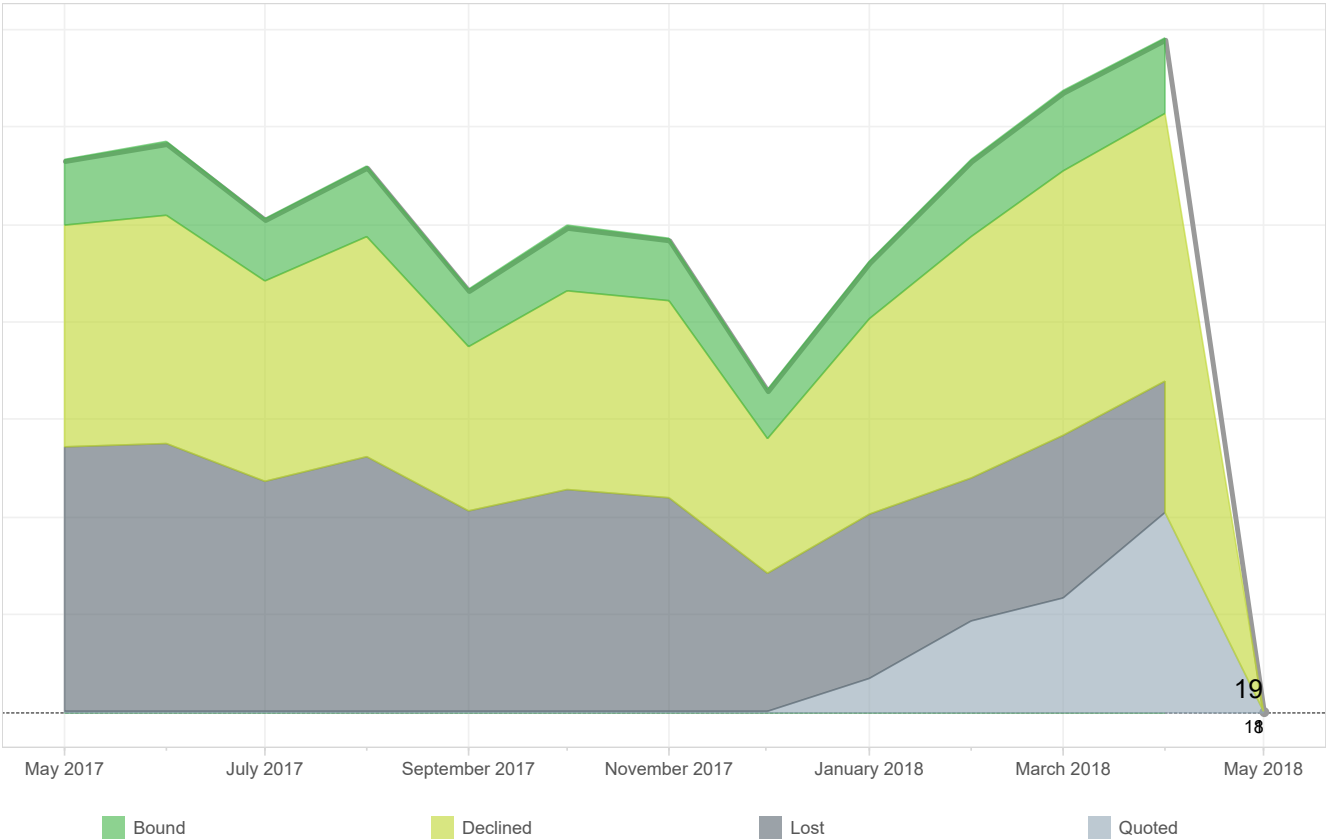
Lost Opportunities, April 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	31	882	2	487	65	59	814	316	2,656
GWP	\$45,631	\$1,820,692	\$1,058	\$801,078	\$107,077	\$111,081	\$1,423,700	\$468,164	\$4,778,479
Average GWP	\$1,472	\$2,050	\$529	\$1,638	\$1,647	\$1,883	\$1,749	\$1,477	\$1,793

CALIBRE Opportunity Time Series, 12 Month Rolling



CALIBRE Opportunity by status Time Series, 12 Month Rolling



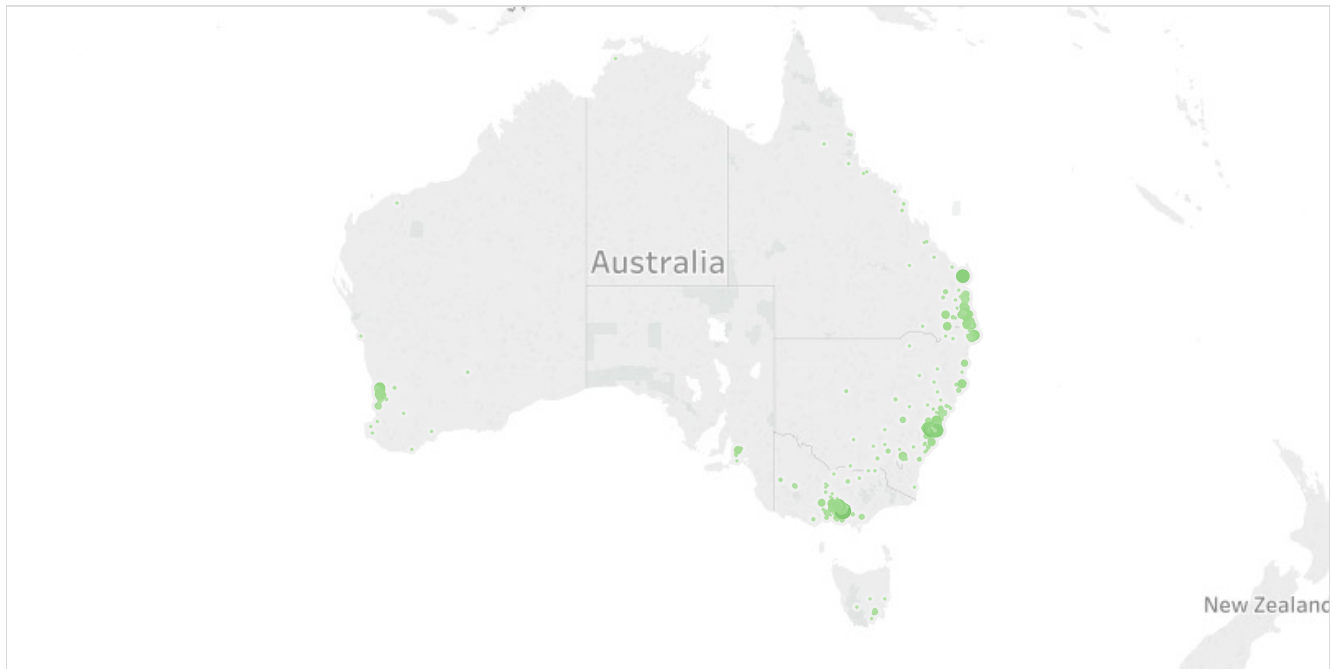
State Activity

April 2018

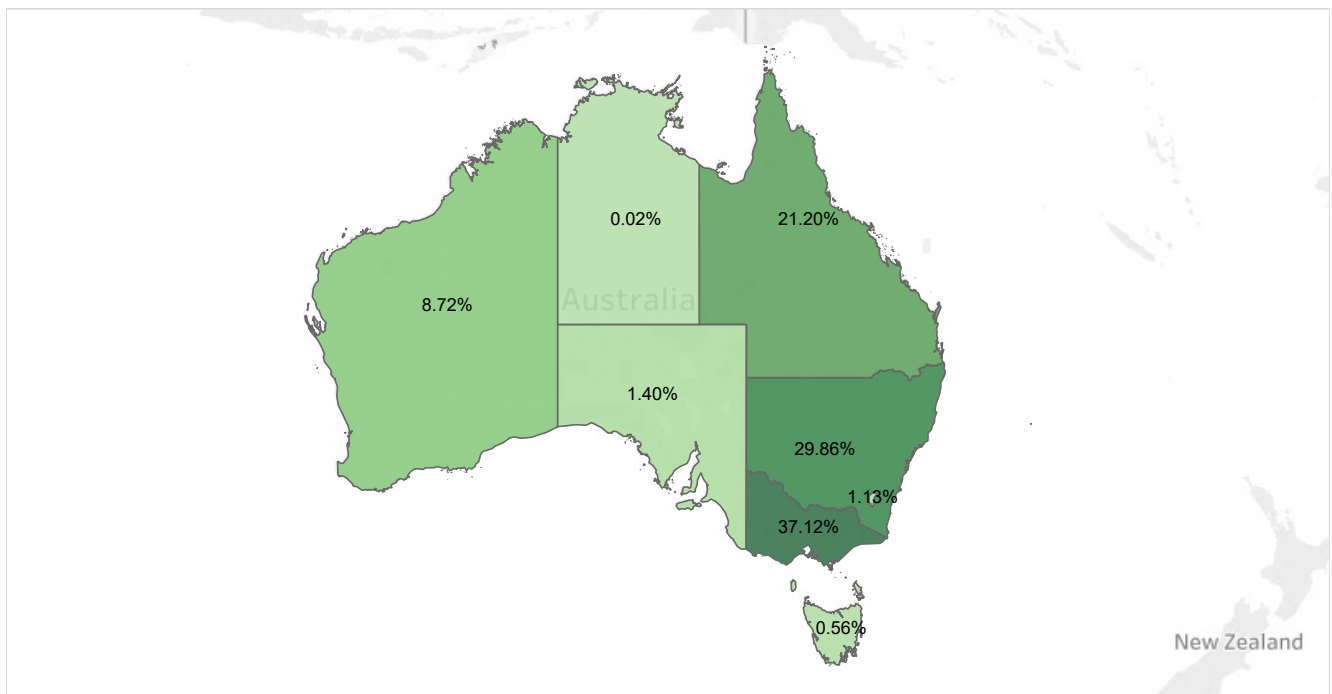
GWP by State, April 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
New Business	\$7,529	\$312,015	\$366	\$258,441	\$18,216	\$9,549	\$464,480	\$81,178	\$1,151,773
Renewals	\$17,693	\$355,943		\$215,701	\$13,081	\$2,970	\$365,979	\$113,825	\$1,085,192
Total	\$25,222	\$667,958	\$366	\$474,141	\$31,297	\$12,519	\$830,459	\$195,003	\$2,236,965

Bound Policies by Post Code, April 2018



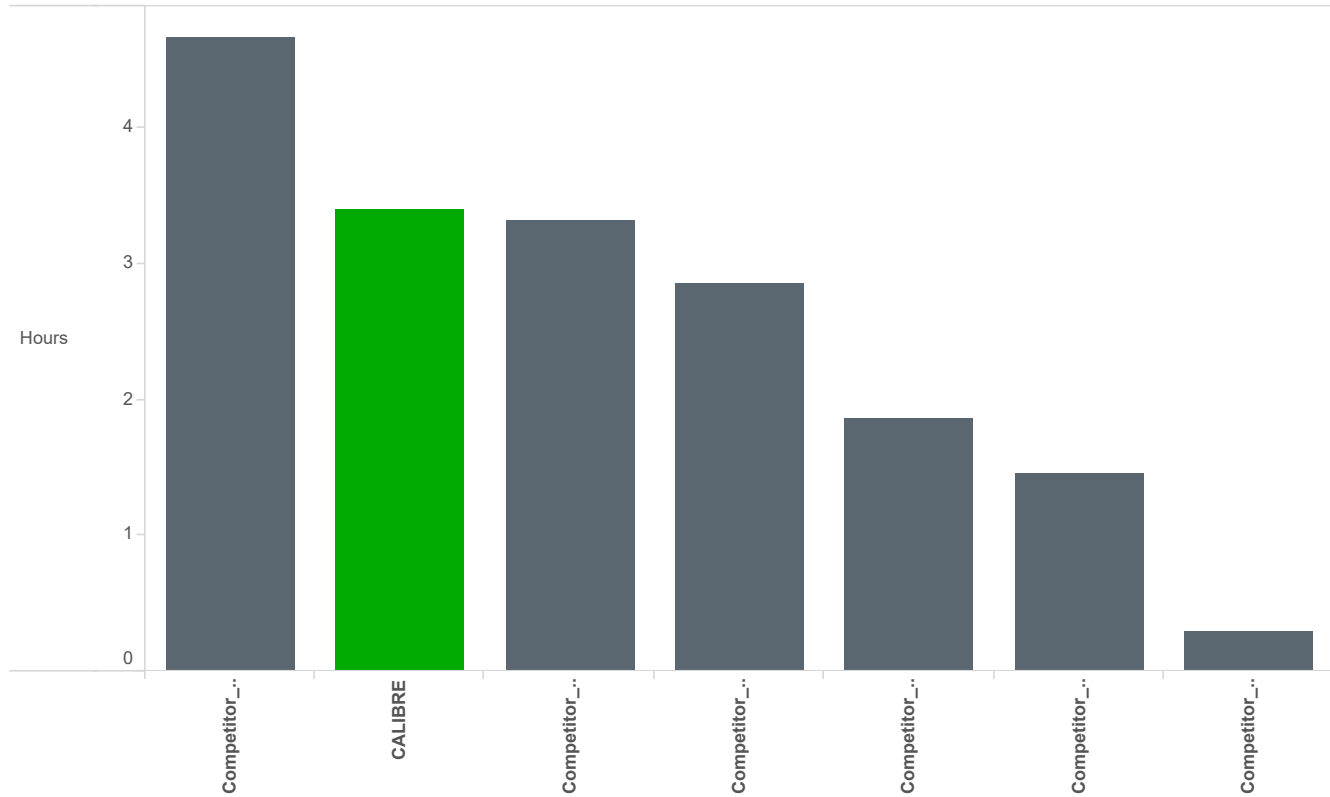
GWP Split by State, April 2018



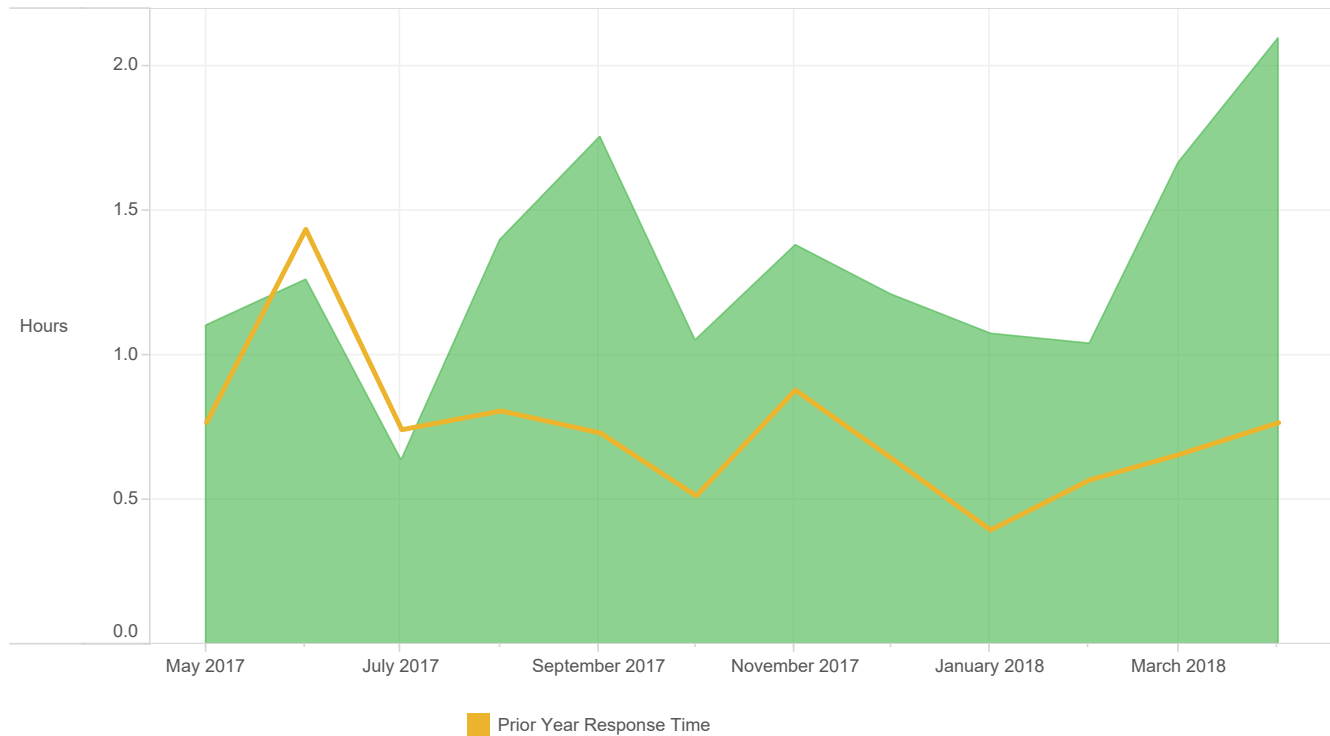
Opportunity Response Time

April 2018

Average Response Time Series, April 2018



CALIBRE Average Response Time Series, 12 Month Rolling

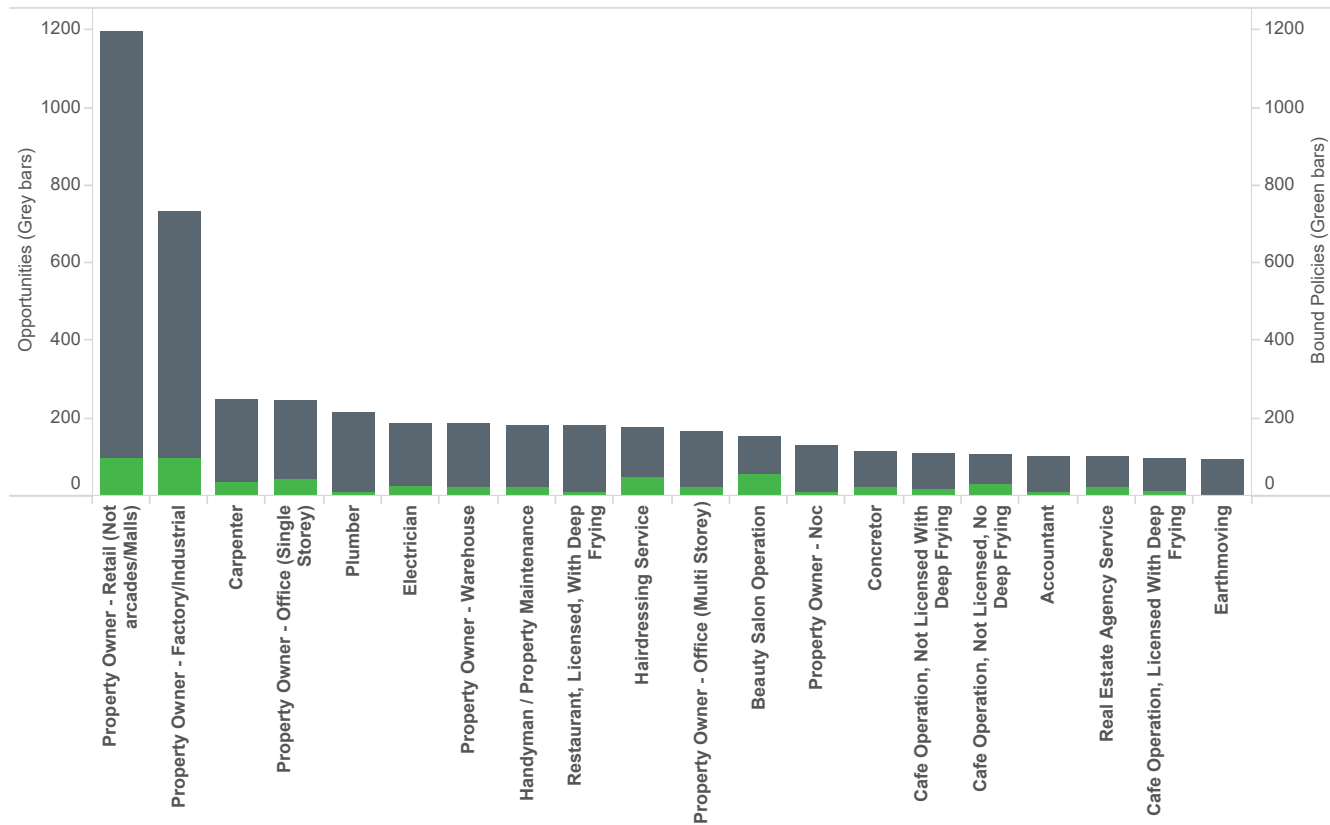


Demographics

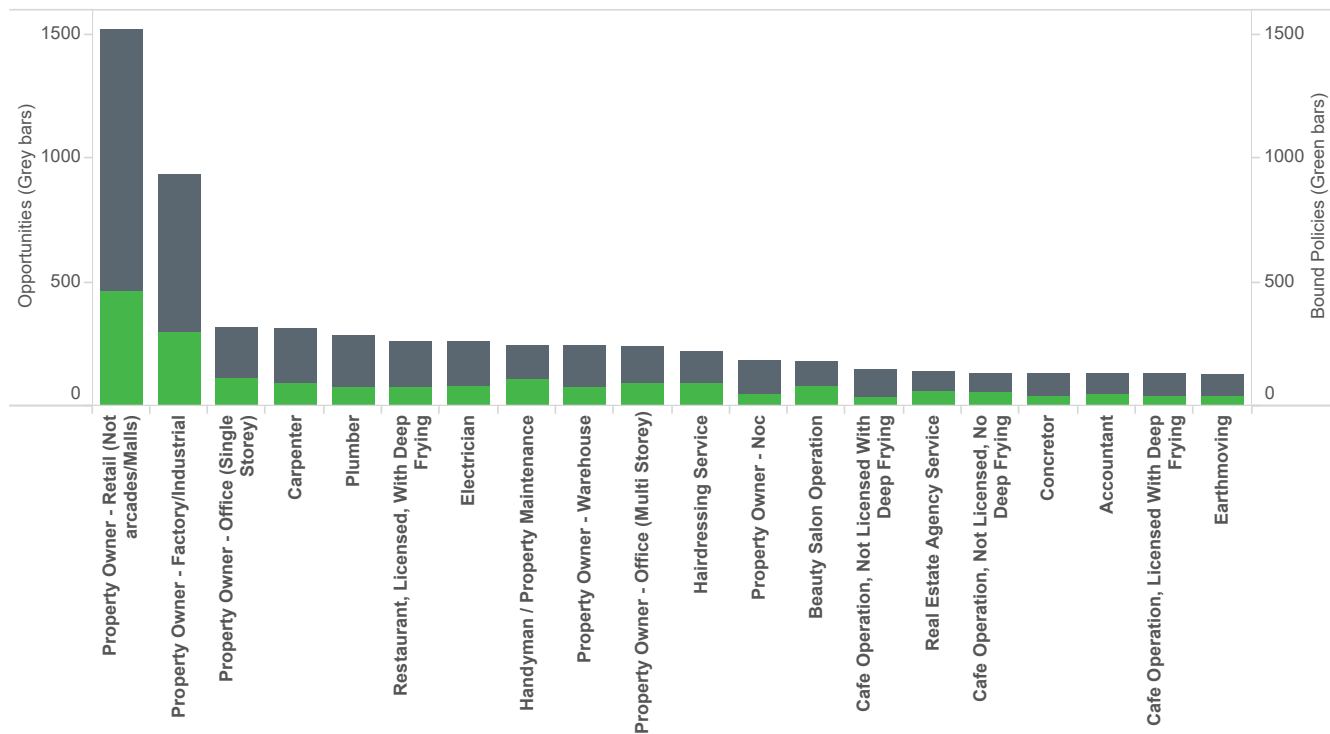


April 2018

CALIBRE Opportunities vs Bound Policies by Top Occupations, April 2018



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



Broker Performance

April 2018

Top Brokerage by Bound Policies and GWP, April 2018

