



# **Insurer Performance Report**

**Business Pack**

**June 2019**

**calibre**  
INSURANCE

# Bound Gross Written Premium (GWP)



June 2019

**Hollard GWP**

**All Insurer GWP**

**Hollard Avg GWP**

**All Avg GWP**

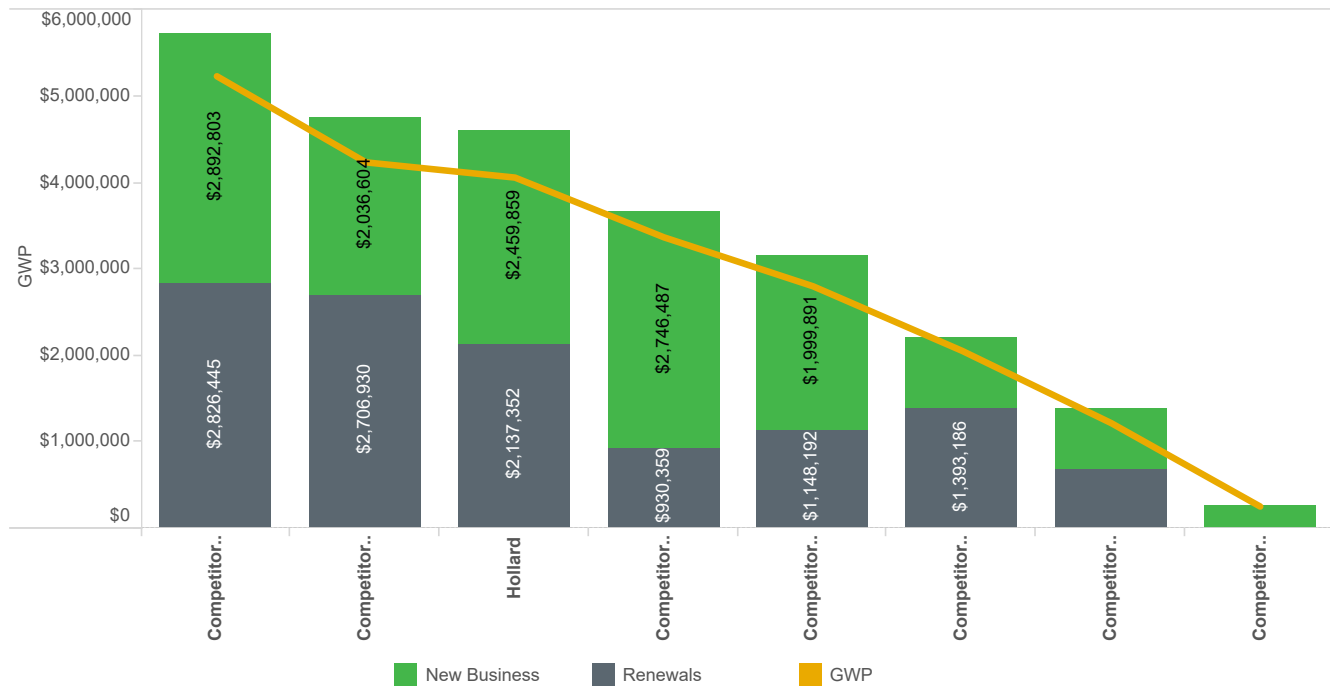
\$4,063,282

\$23,254,018

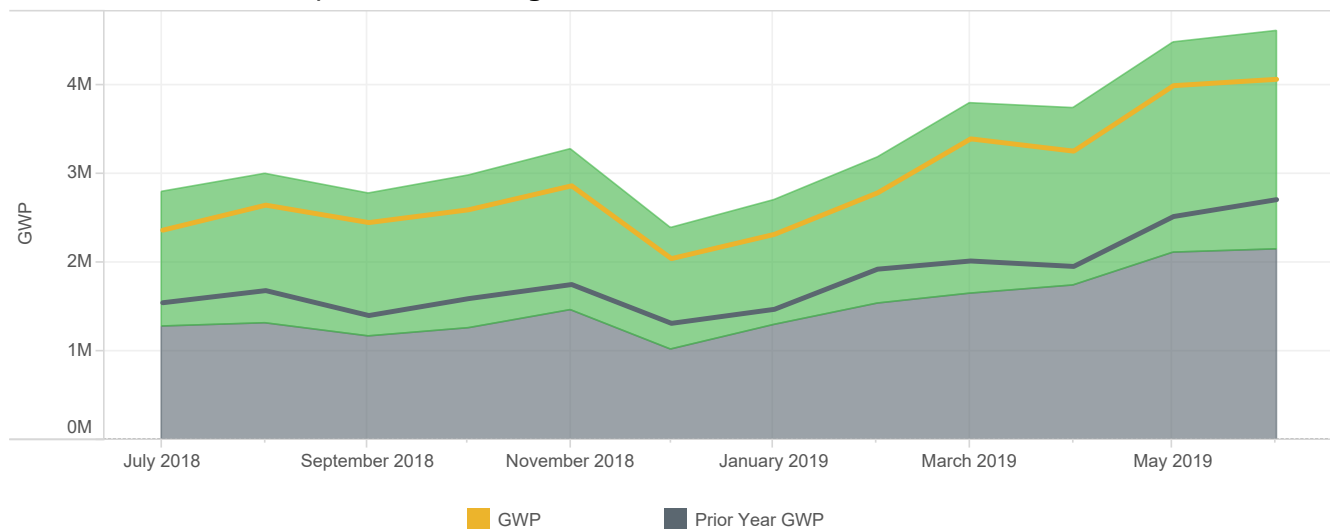
\$1,553

\$1,975

**GWP All Insurers, June 2019**



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



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

# Strike Rate

June 2019

**Holland Opportunities**

22,034

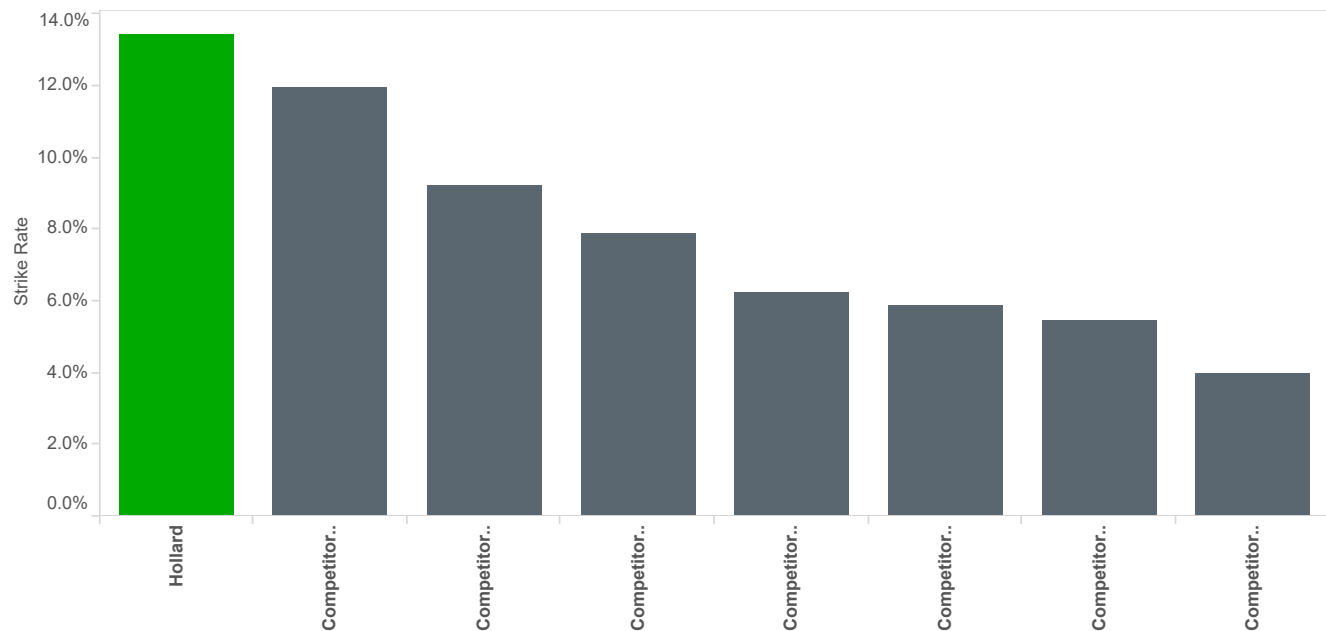
**Holland Opportunities Won**

2,960

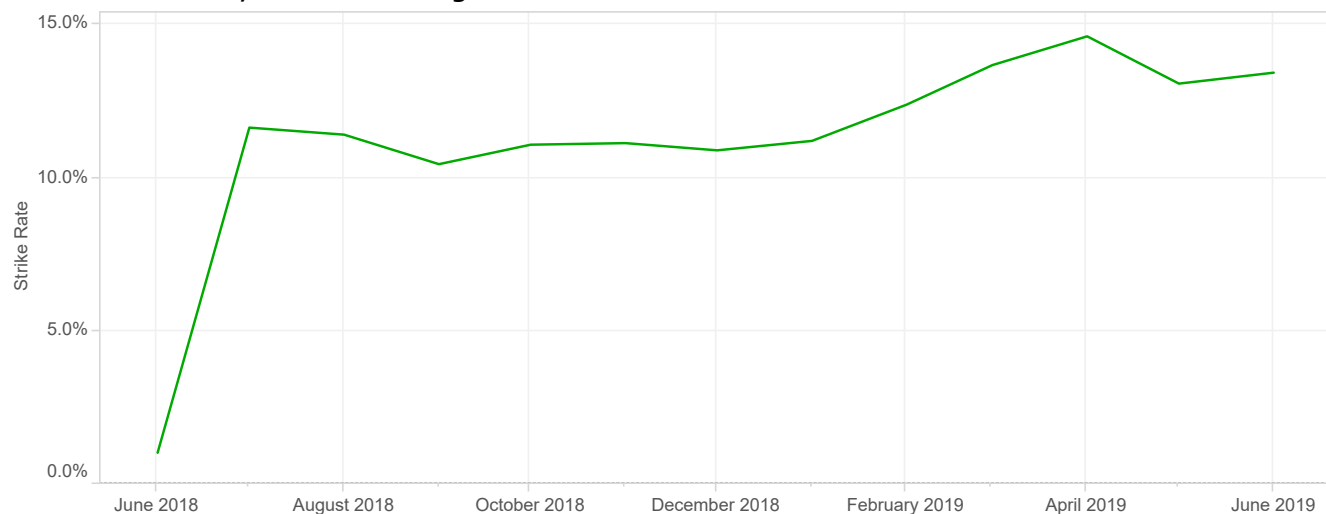
**Holland Strike Rate**

13.43%

## All Insurers, Strike Rate June 2019



## Holland Strike Rate, 12 Month Rolling

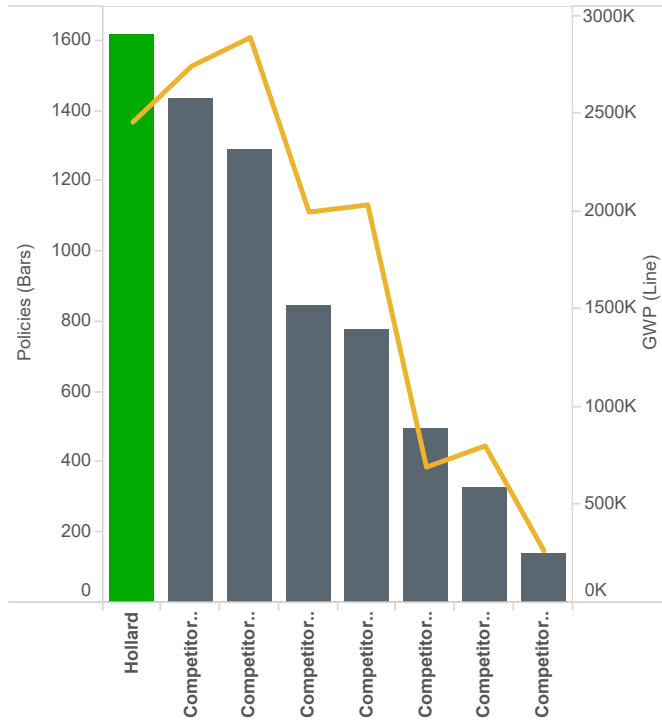


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

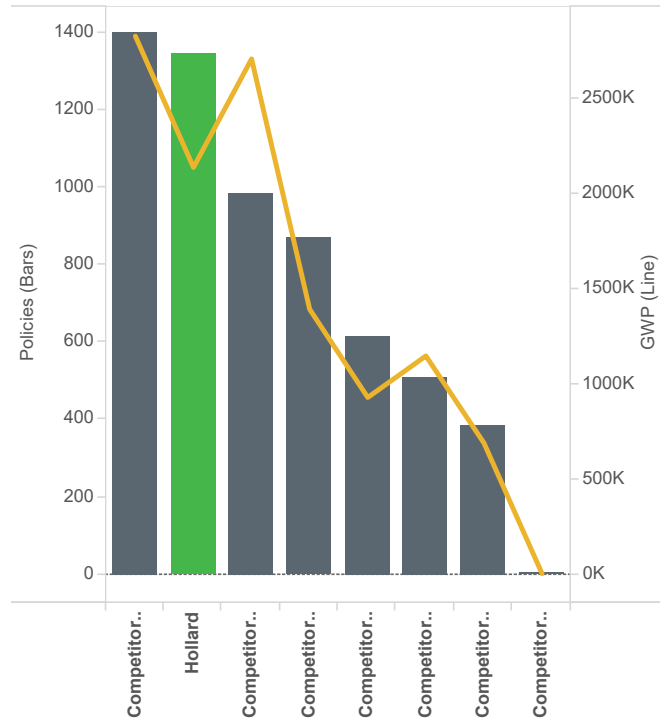
# Bound Transactions

June 2019

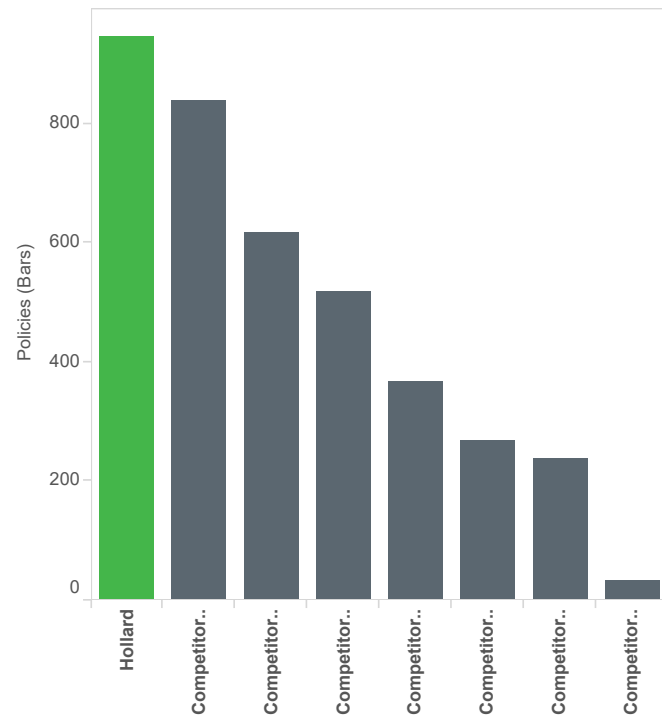
**Bound New Business, June 2019**



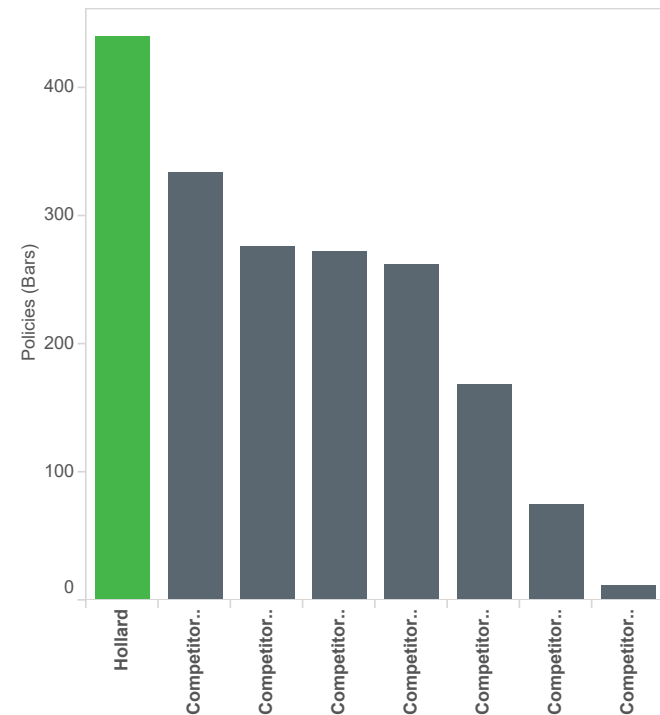
**Bound Renewals, June 2019**



**Bound Endorsements, June 2019**



**Bound Cancellations, June 2019**

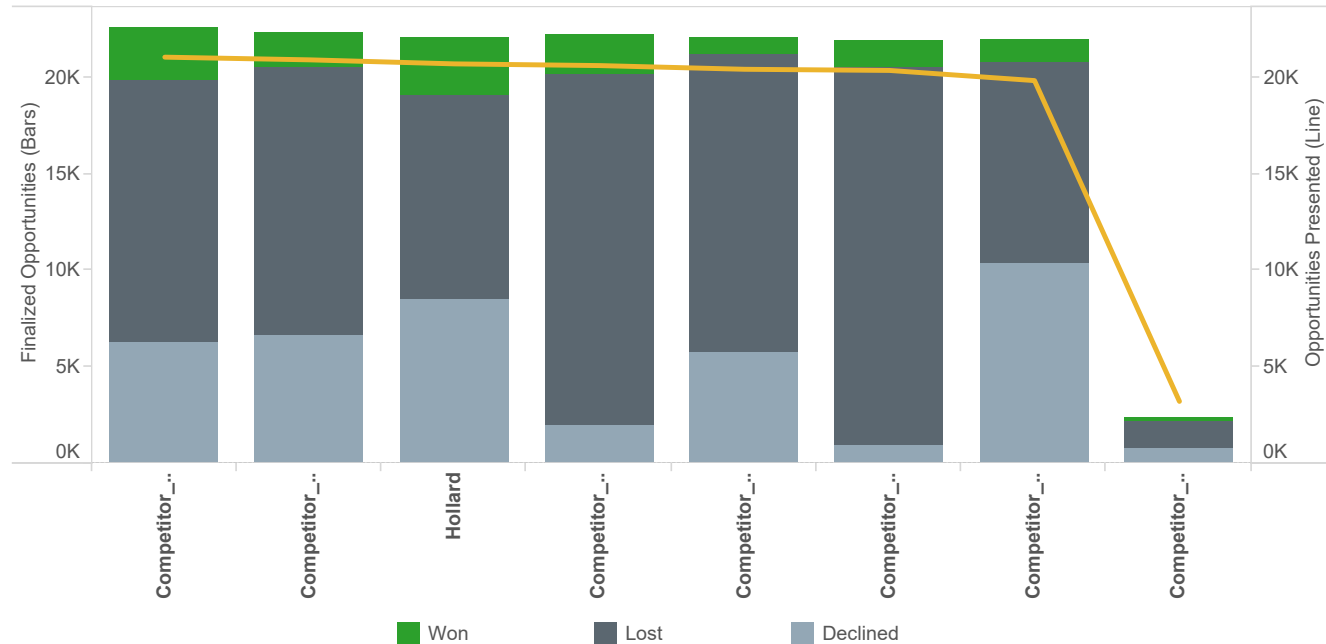


# Finalized Opportunities



June 2019

## Finalized Opportunities vs Opportunities Presented, June 2019



## Opportunities Presented

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	134	7,723	6	3,104	642	726	6,277	2,107	20,719

## Opportunities Finalized

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	111	8,135	6	3,386	566	850	6,733	2,248	22,035

## Opportunities Won

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	14	1,105	2	437	63	31	1,037	271	2,960
GWP (bound)	\$20,881	\$1,633,041	\$14,188	\$706,010	\$104,365	\$34,163	\$1,656,096	\$424,387	\$4,593,132
Average GWP (bound)	\$1,491	\$1,478	\$7,094	\$1,616	\$1,657	\$1,102	\$1,597	\$1,566	\$1,552

## Opportunities Lost

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	57	4,090	1	1,383	274	375	3,317	1,055	10,552
GWP (quoted)	\$178,315	\$8,951,281	\$1,469	\$2,909,568	\$590,722	\$797,201	\$7,010,540	\$2,189,799	\$22,628,895
Average GWP (quoted)	\$3,128	\$2,189	\$1,469	\$2,104	\$2,156	\$2,126	\$2,114	\$2,076	\$2,145

## Opportunities Declined

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	40	2,940	3	1,565	229	444	2,379	922	8,522

Excludes endorsements and cancellations.

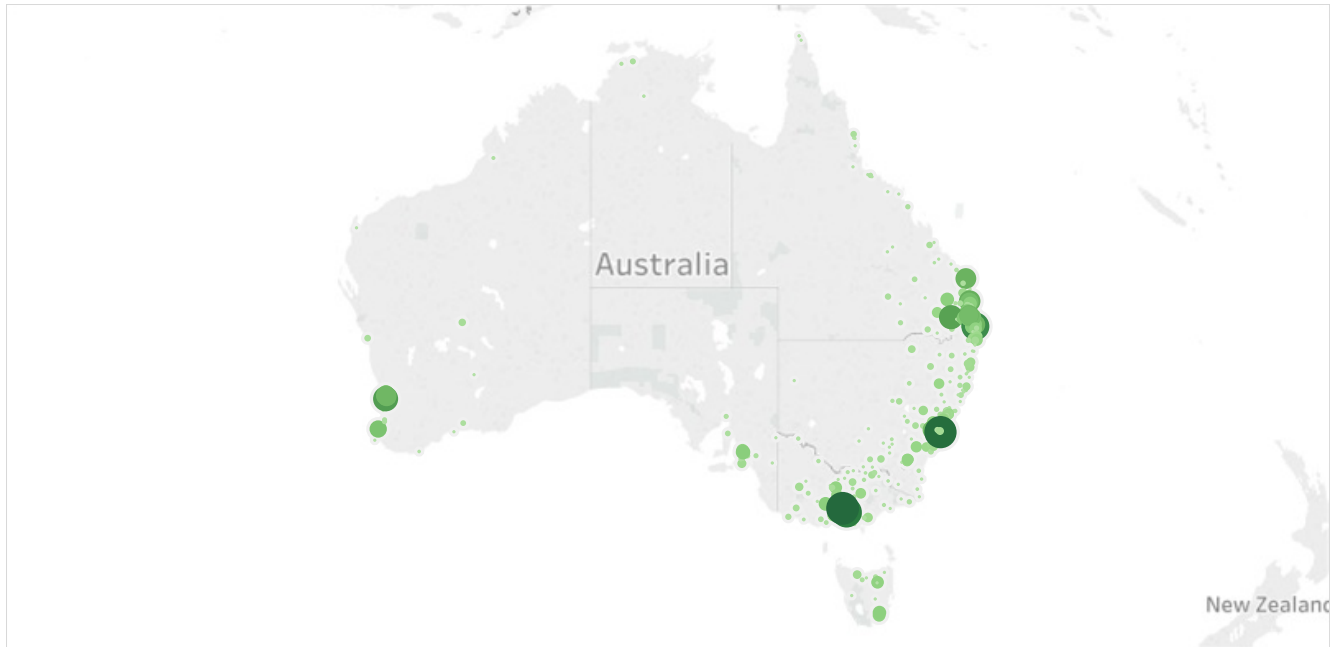
# State Activity

June 2019

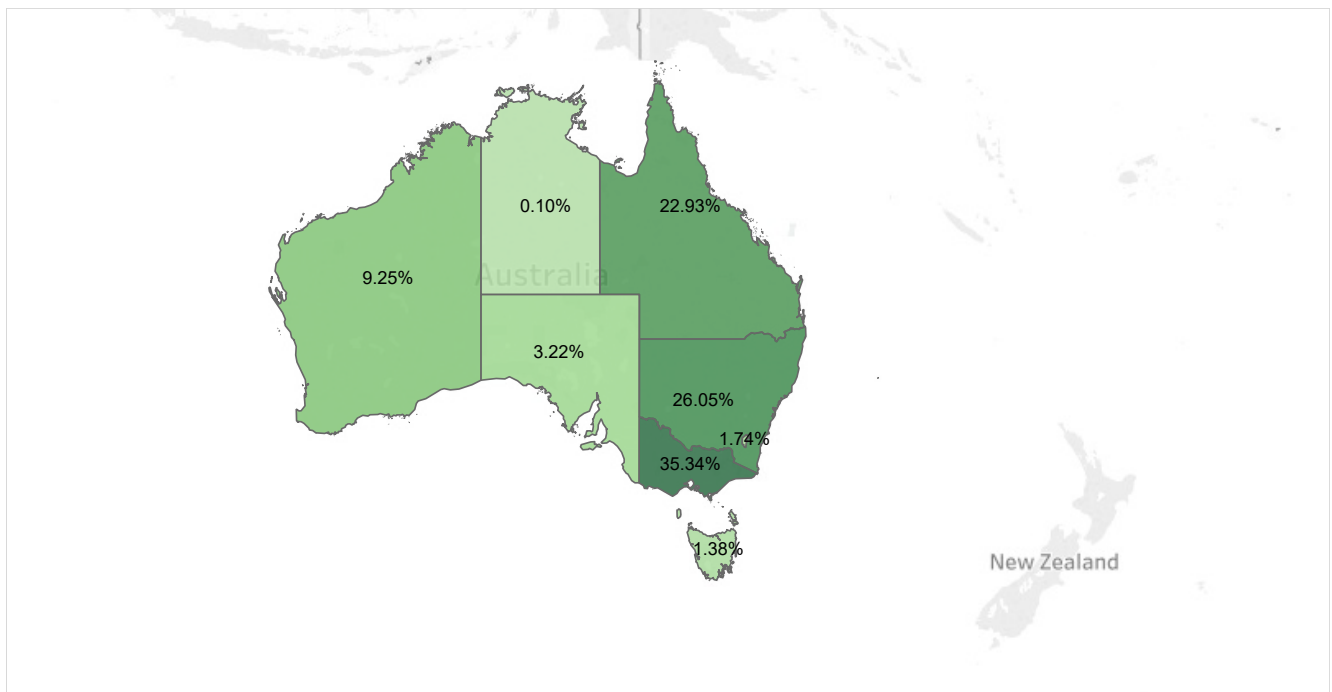
## GWP by State, June 2019

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$38,882	\$638,043	\$4,321	\$609,884	\$86,531	\$28,372	\$866,951	\$186,876	\$2,459,859
Renewals	\$41,024	\$559,688	\$334	\$444,210	\$61,514	\$34,849	\$757,482	\$238,251	\$2,137,352
Total	\$79,907	\$1,197,730	\$4,655	\$1,054,094	\$148,045	\$63,221	\$1,624,432	\$425,127	\$4,597,211

## Bound Policies by Post Code, June 2019



## GWP Split by State, June 2019

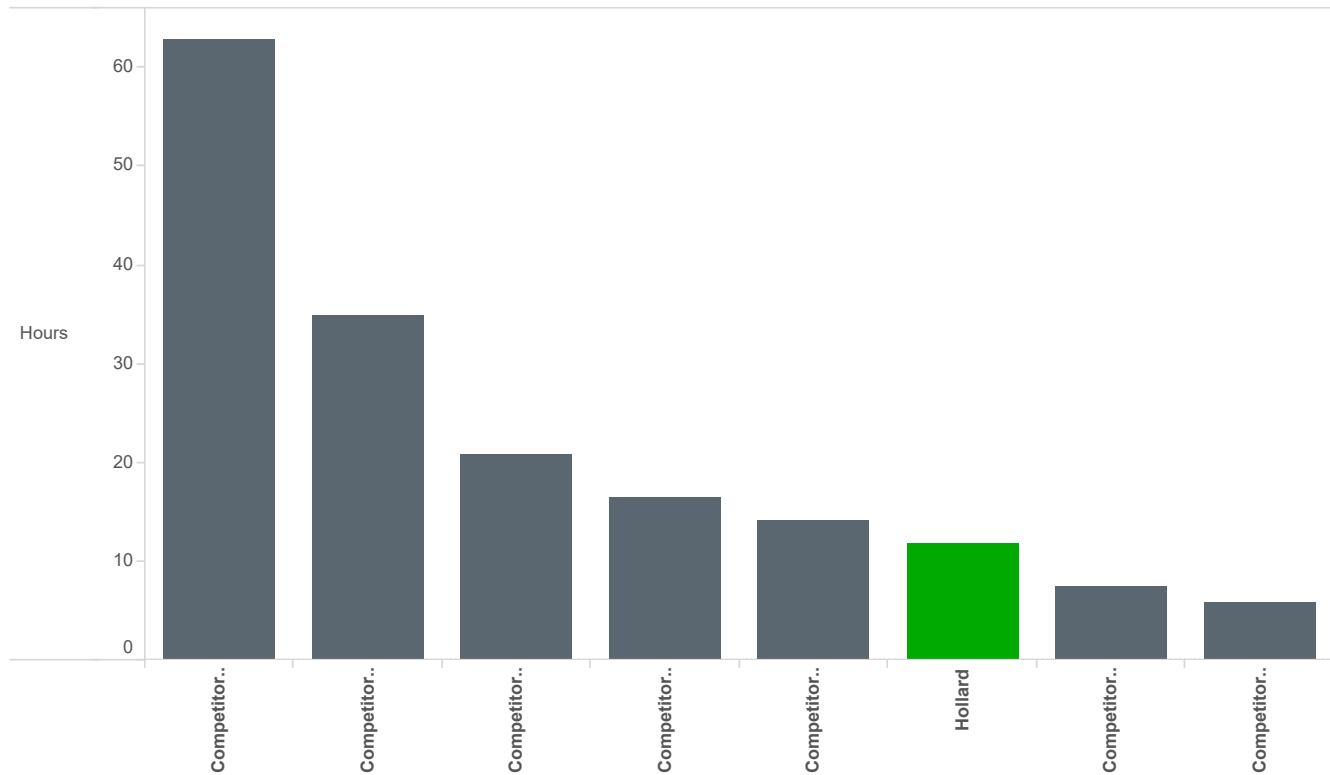


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

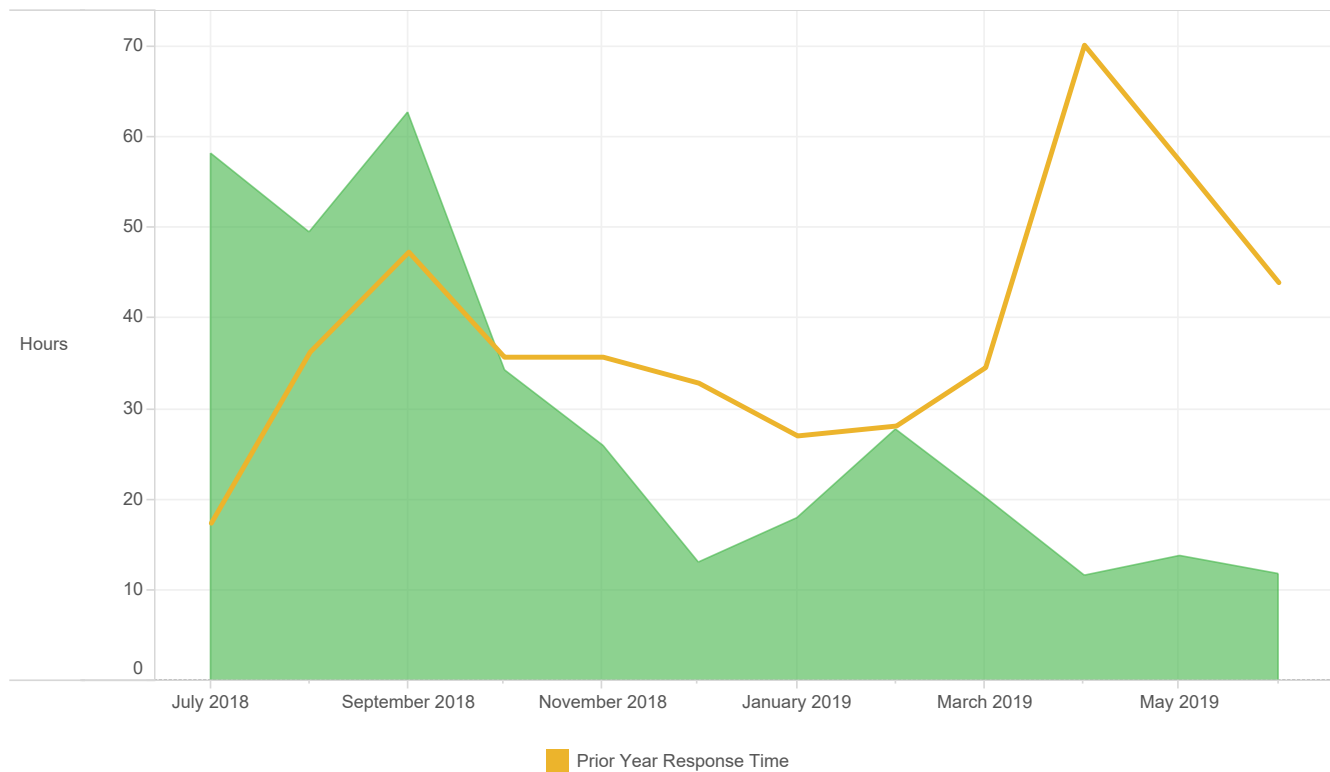
# Response Time

June 2019

**Average Referral Response Time, June 2019**



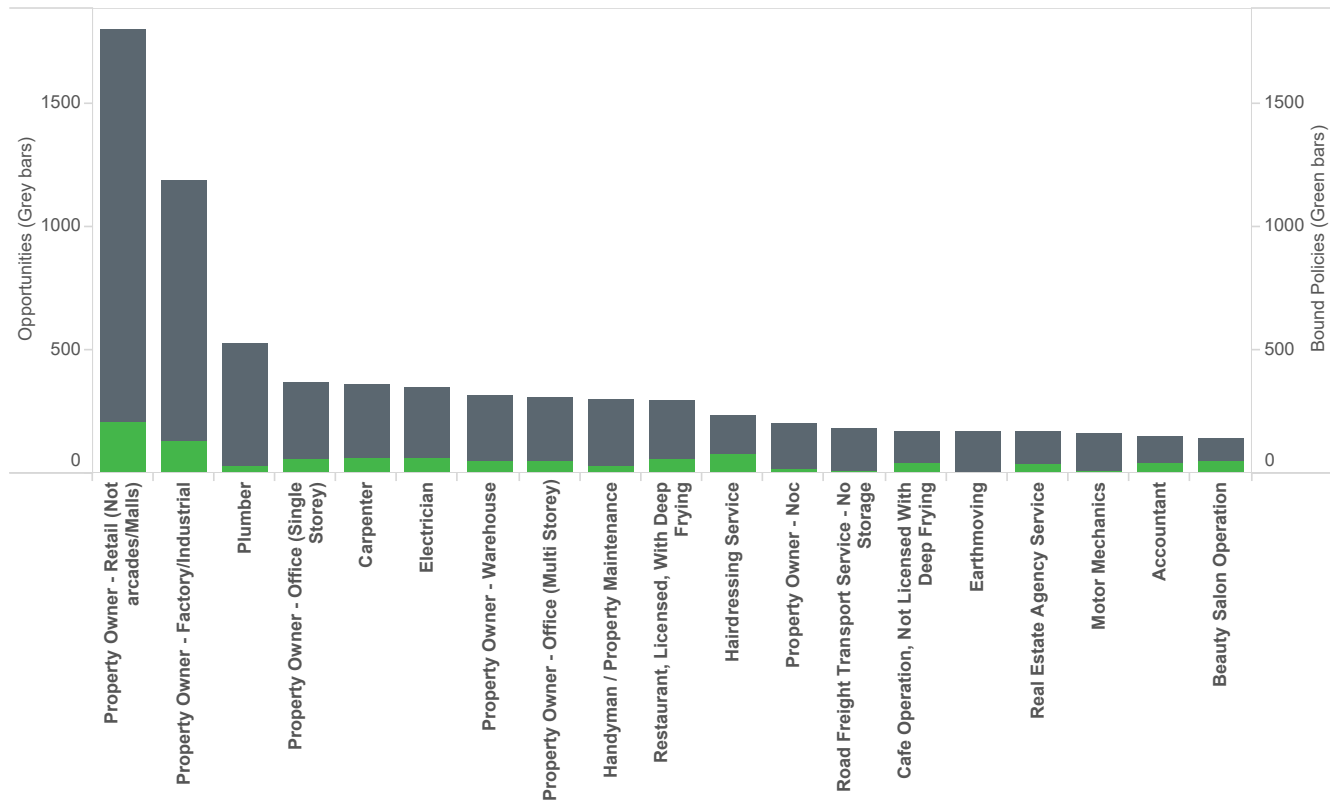
**Hollard Average Referral Response Time Series, 12 Month Rolling**



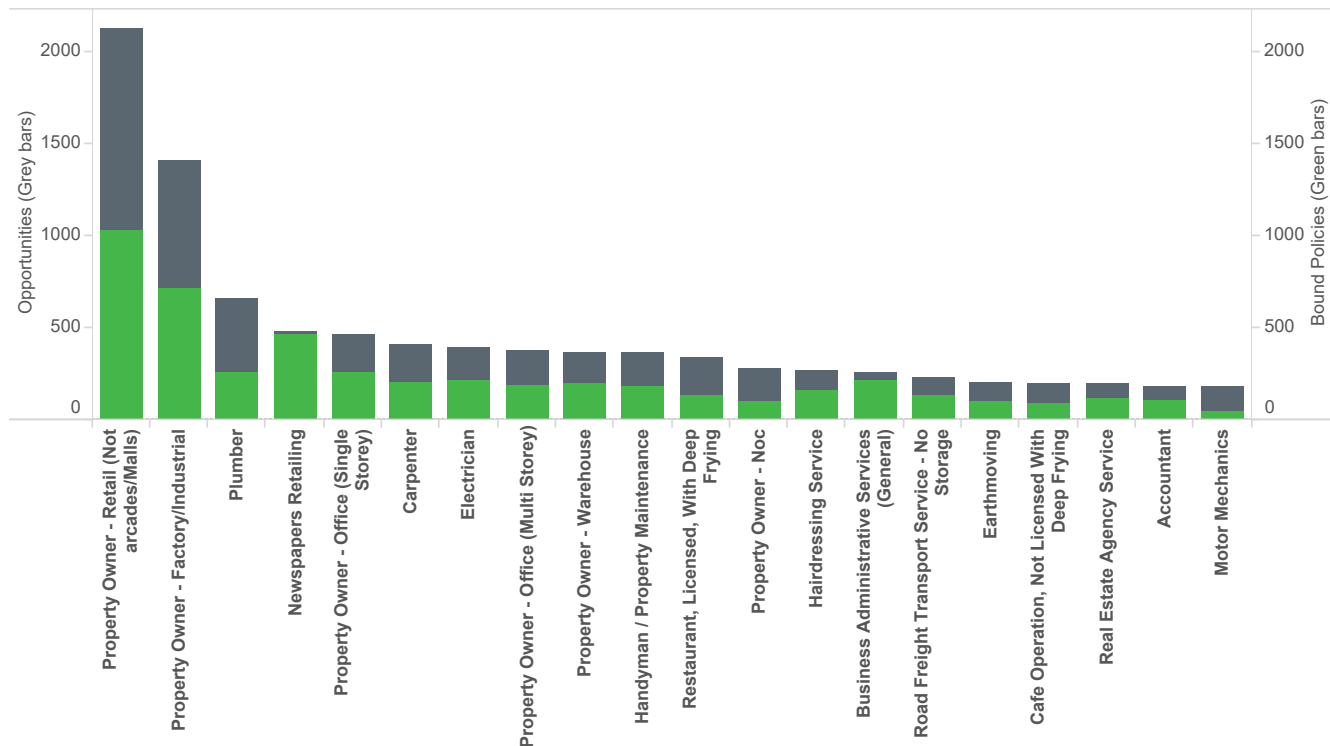
# Demographics

June 2019

Hollard Opportunities vs Bound Policies by Top Occupations, June 2019



All Insurers Opportunities vs Bound Policies by Top Occupations, June 2019



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

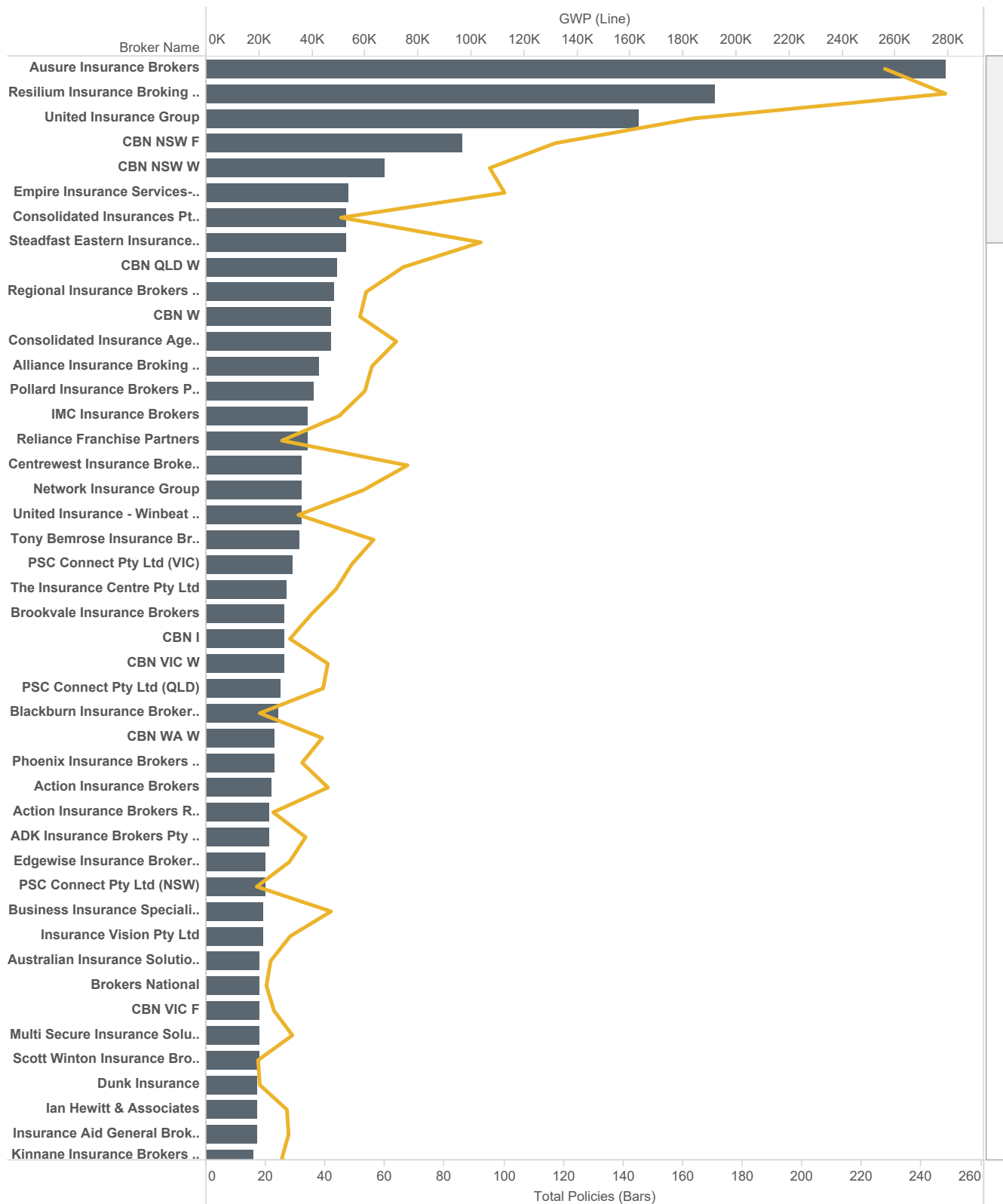


# Broker Performance



June 2019

## Top Brokerage by Bound Policies and GWP, June 2019



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