

Insurer Monthly Report



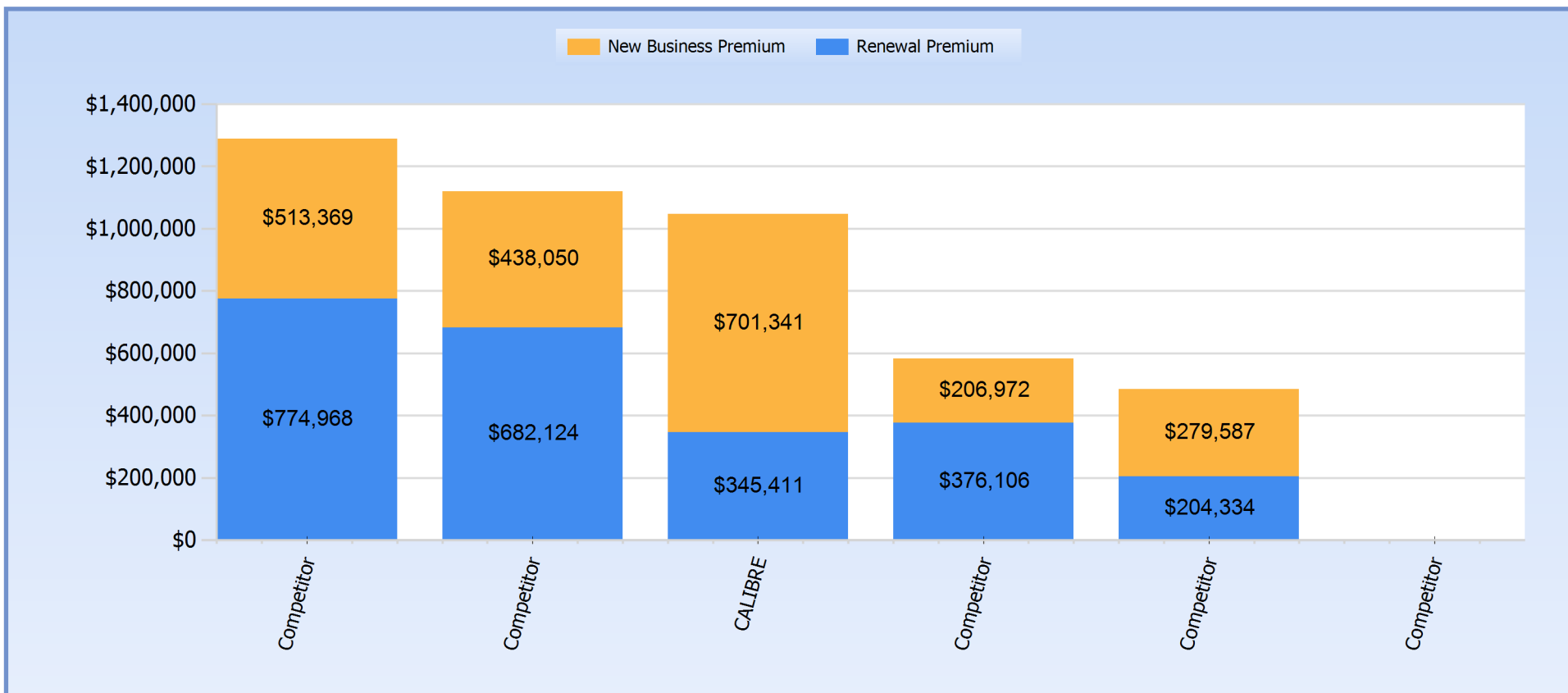
Report Period : July 2016

Insurer: CALIBRE

Product : Business Pack

Bound Premium Summary for all Insurers

New Business and Renewal bound responses via Virtual Underwriter Bound premium means base premium excluding all fees, levies and charges



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New Business

Total Bound Premium for New Business for all Insurers: \$2,139,320

Total Bound Premium for New Business for CALIBRE : \$701,341

Average Bound Premium for New Business for all Insurers : \$1,204

Renewal

Total bound premium for Renewals for all insurers : \$2,382,943

Total bound premium for Renewals for CALIBRE : \$345,411

Average Bound Premium for Renewals for all Insurers : \$1,530

Bound Opportunities

Number of opportunities bound in July by all insurers : 5094

Number of opportunities bound in July by CALIBRE : 1321

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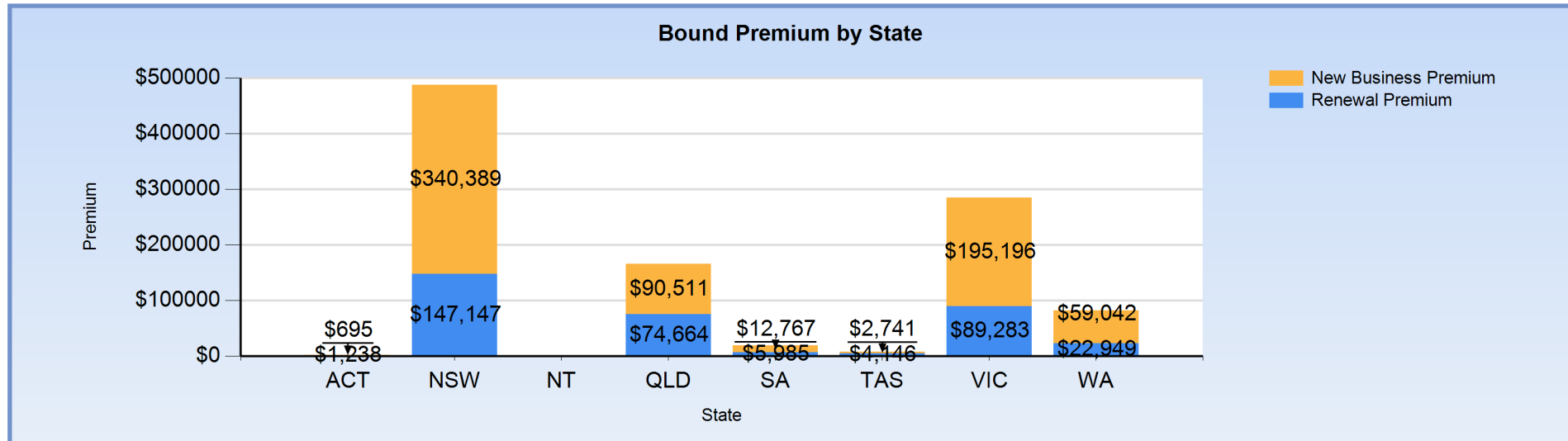


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Bound Premium Summary by State



State	Total New Business bound Premium for CALIBRE	Total Renewal bound Premium for CALIBRE
ACT	\$695	\$1,238
NSW	\$340,389	\$147,147
NT	\$0	\$0
QLD	\$90,511	\$74,664
SA	\$12,767	\$5,985
TAS	\$2,741	\$4,146
VIC	\$195,196	\$89,283
WA	\$59,042	\$22,949

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Opportunities Summary

The average quoted premium value is calculated using only responses with a status of 'Quoted' and includes base premium, excluding all fees, levies and charges.

Number of opportunities presented to all insurers : 11063

Number of opportunities presented to CALIBRE : 7405

Value of opportunities presented to all insurers as determined by quotes from all insurers : \$13,968,272

Value of opportunities presented to CALIBRE as determined by quotes from all insurers : \$11,136,445

Value of opportunities presented to CALIBRE as determined by quotes from CALIBRE : \$4,906,988

Average quoted premium for all insurers as determined by quotes from all insurers : \$1,263

Average quoted premium for CALIBRE as determined by quotes from all insurers : \$1,504

Average quoted premium for CALIBRE as determined by quotes from CALIBRE : \$663

Number of opportunities bound in July by all insurers : 5094

Number of opportunities presented in July and bound in July by all insurers : 3551

Number of opportunities presented in Previous Months and bound in July by all insurers : 1543

Number of opportunities bound in July by CALIBRE : 1321

Number of opportunities presented in July and bound in July by CALIBRE : 989

Number of opportunities presented in Previous Months and bound in July by CALIBRE : 332

Average number of insurers an opportunity is presented to: 3

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Outstanding Requests Summary

The following 3 items identify requests submitted in the reporting period but not responded to by the end of the reporting period. This is not indicating that there is a problem unless the numbers seem high in relation to the number of requests. I.E. For manual products and referral processing it is assumed that a small number of requests could be reported here and not represent an issue.

Quote requests submitted in the reporting period but not responded to by the end of the reporting period : 41

Bind requests submitted in the reporting period but not responded to by the end of the reporting period : 0

Close requests submitted in the reporting period but not responded to by the end of the reporting period : 0

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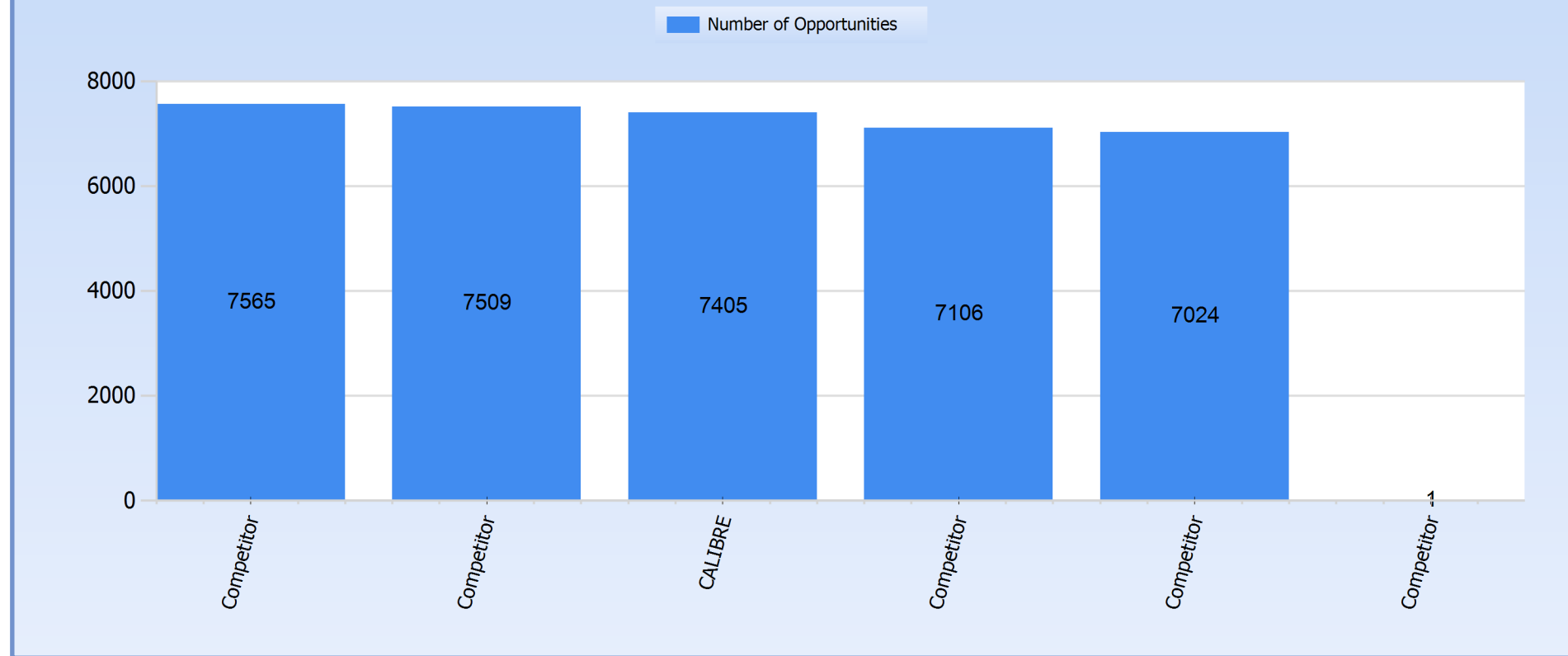


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Opportunities Presented in this Month



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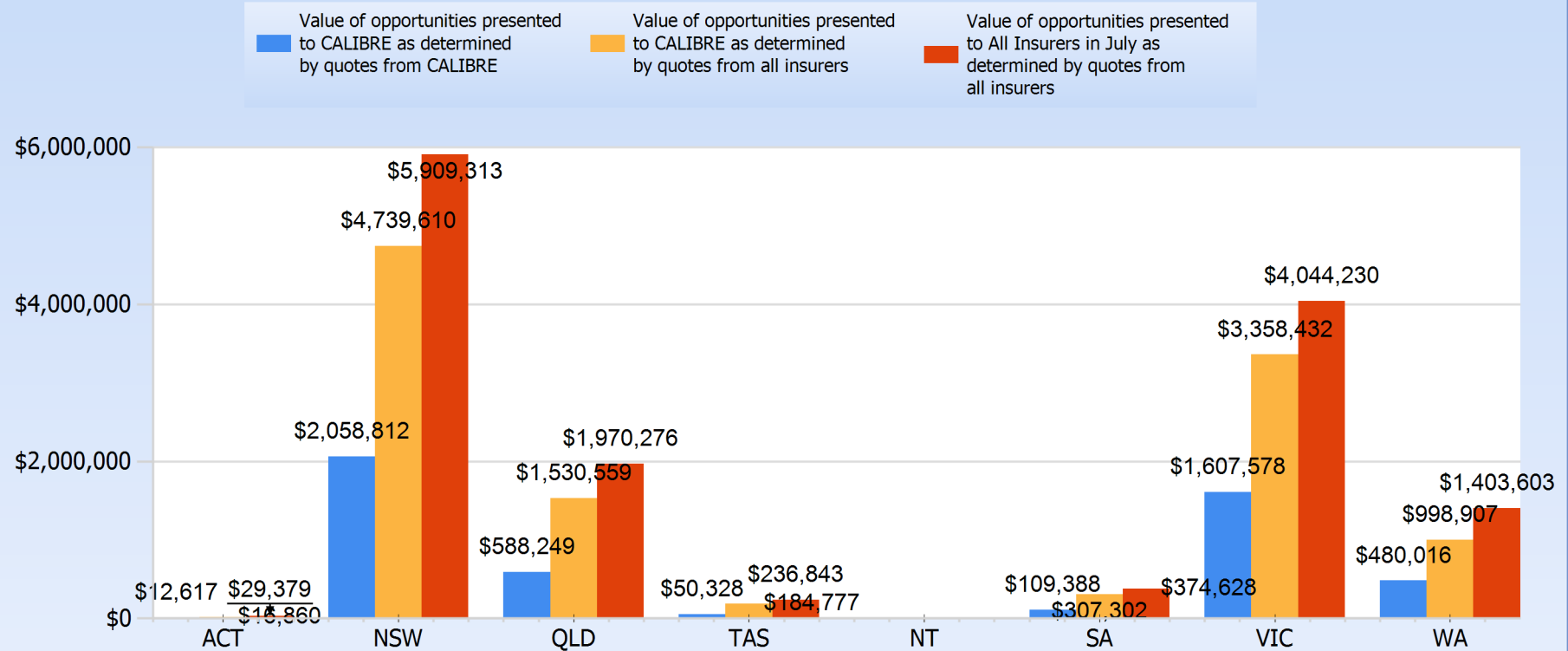


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Quoted Premium by State for Opportunities Presented in this Month



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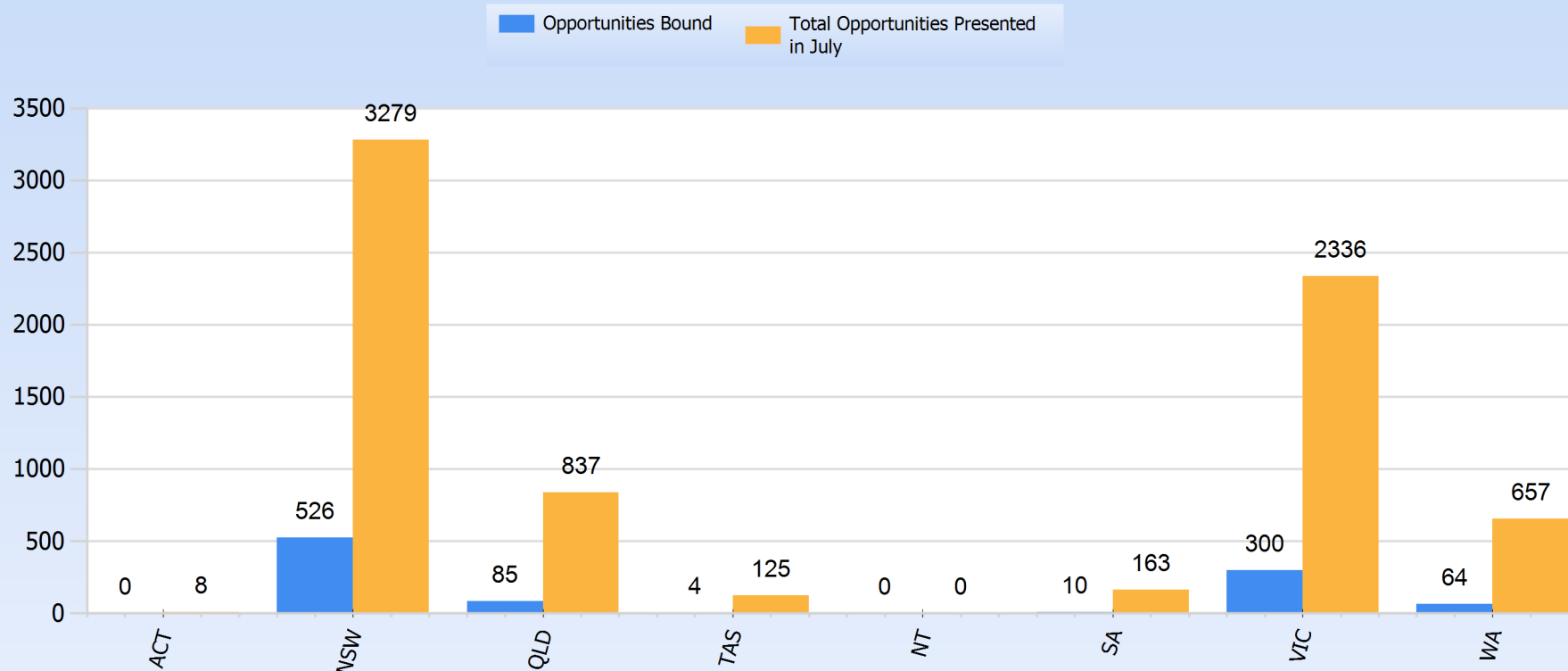


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Opportunities Presented in and Bound in this Month by State



"Opportunities Bound" means those opportunities, presented in July, where a bind response with a status of "Bound" was returned.

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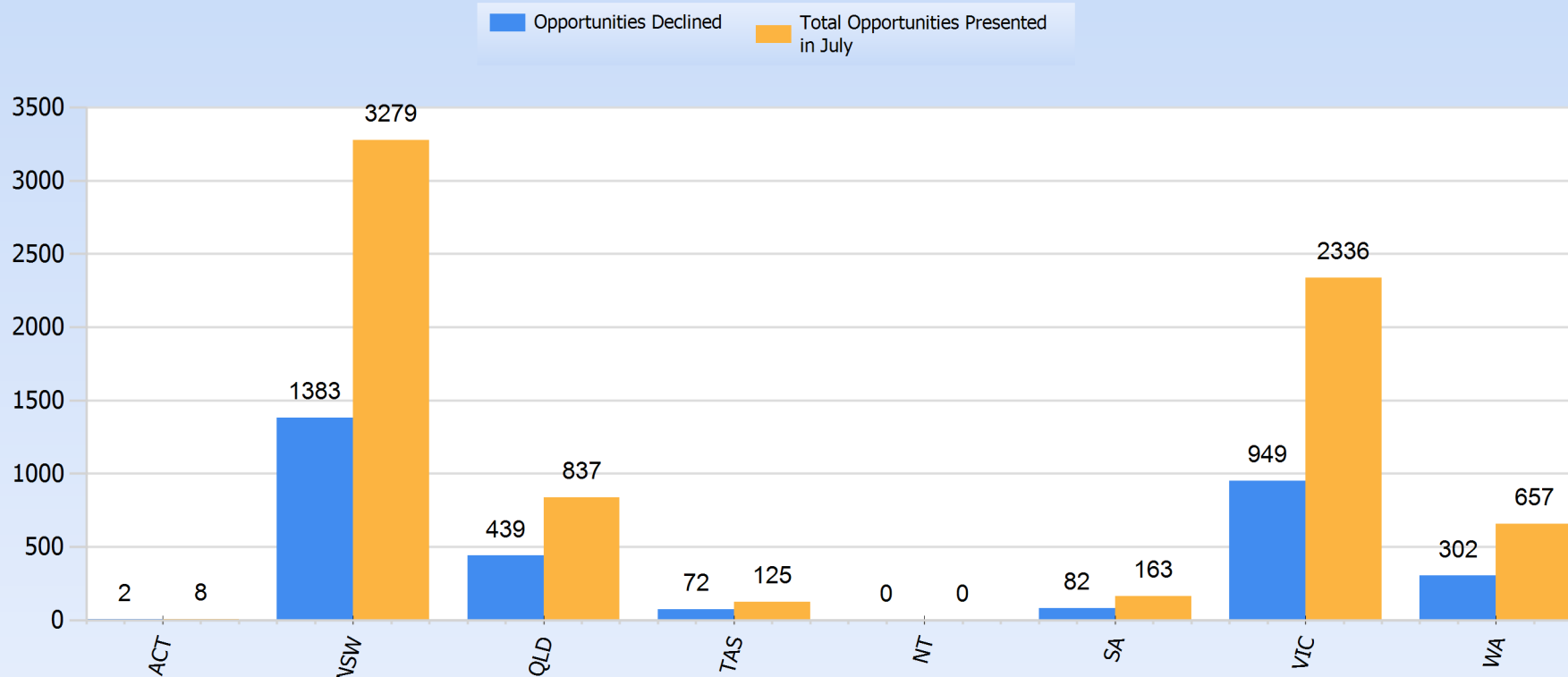


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Opportunities Presented in and Declined in this Month by State



"Opportunities Declined" means those opportunities, presented in July, where one or more quote responses with a status of "Declined" was returned.

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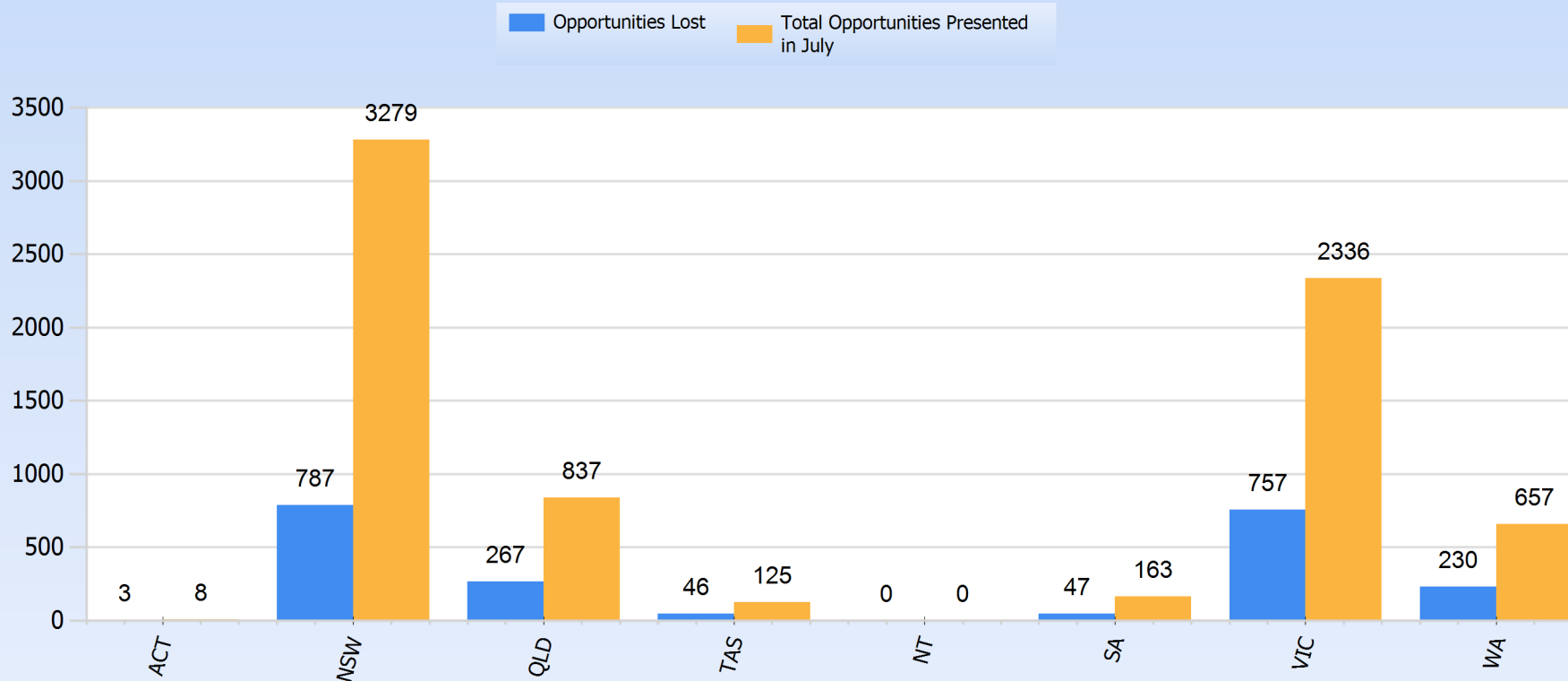


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Opportunities Presented in and Lost in this Month by State



"Opportunities Lost" means those opportunities, presented in July, that have not been declined and a quote loss notification has been received by the underwriter.

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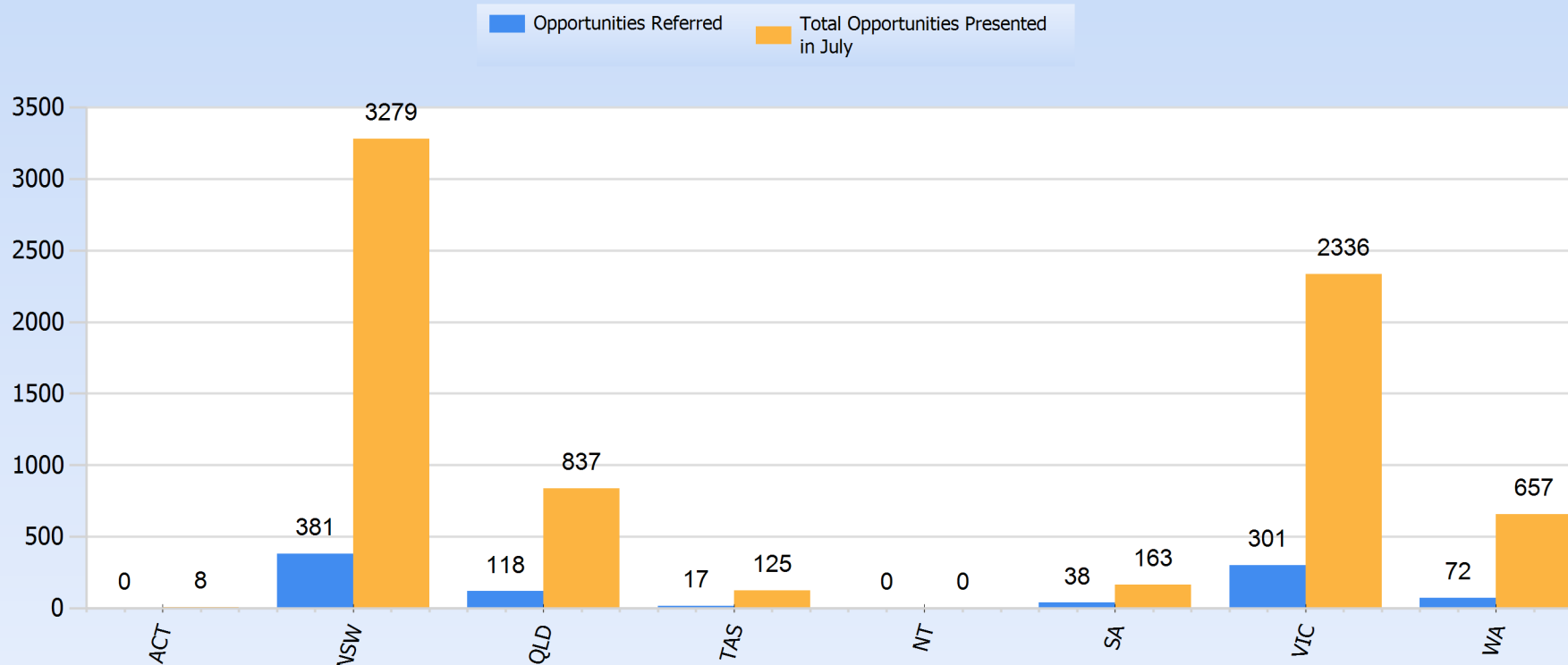


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Opportunities Presented in and Referred in this Month by State



"Opportunities Referred" means those opportunities, presented in July, where one or more quote responses with a status of "Information" or "Referral Required" was returned.

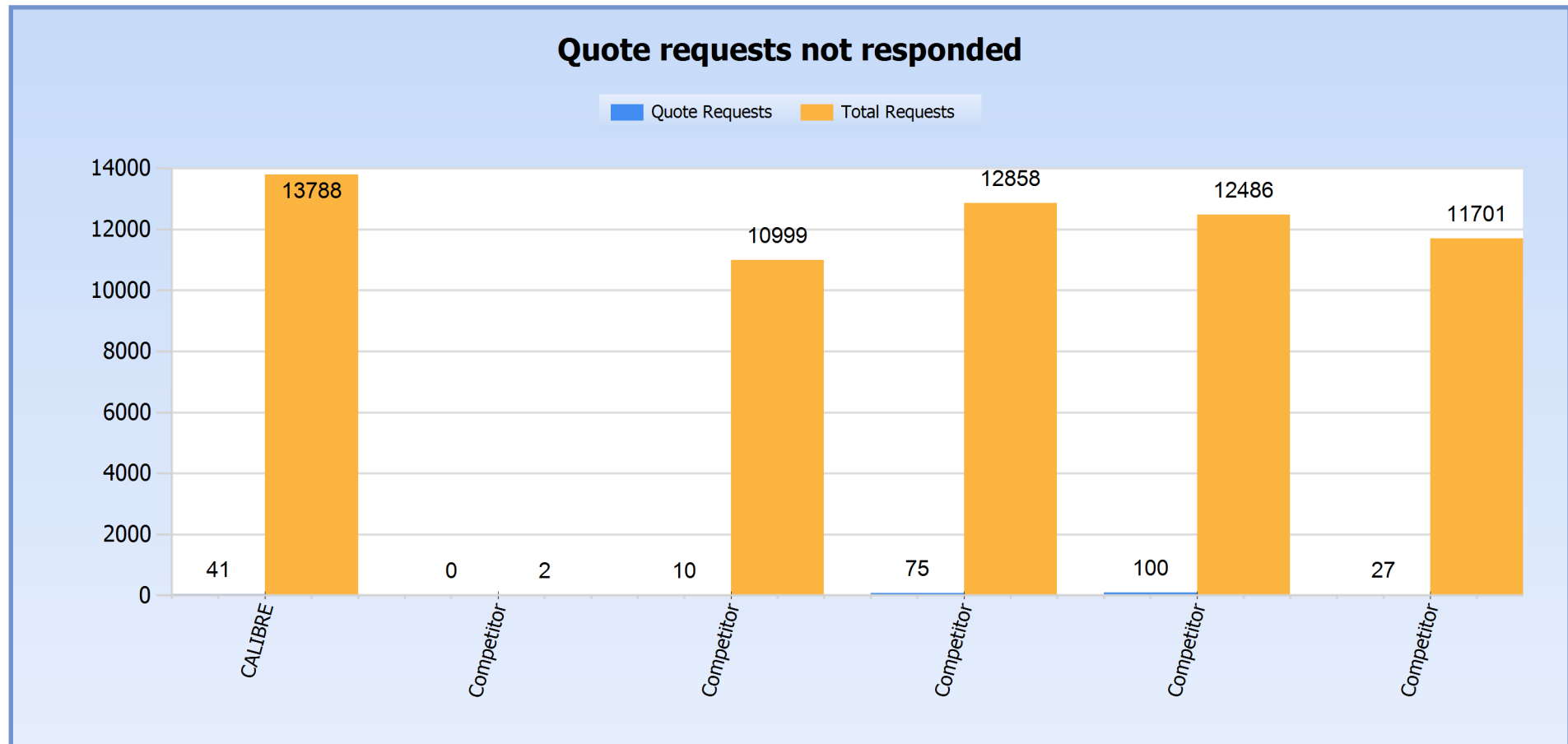
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Quote requests submitted in the reporting period but not responded to by the end of the reporting period.

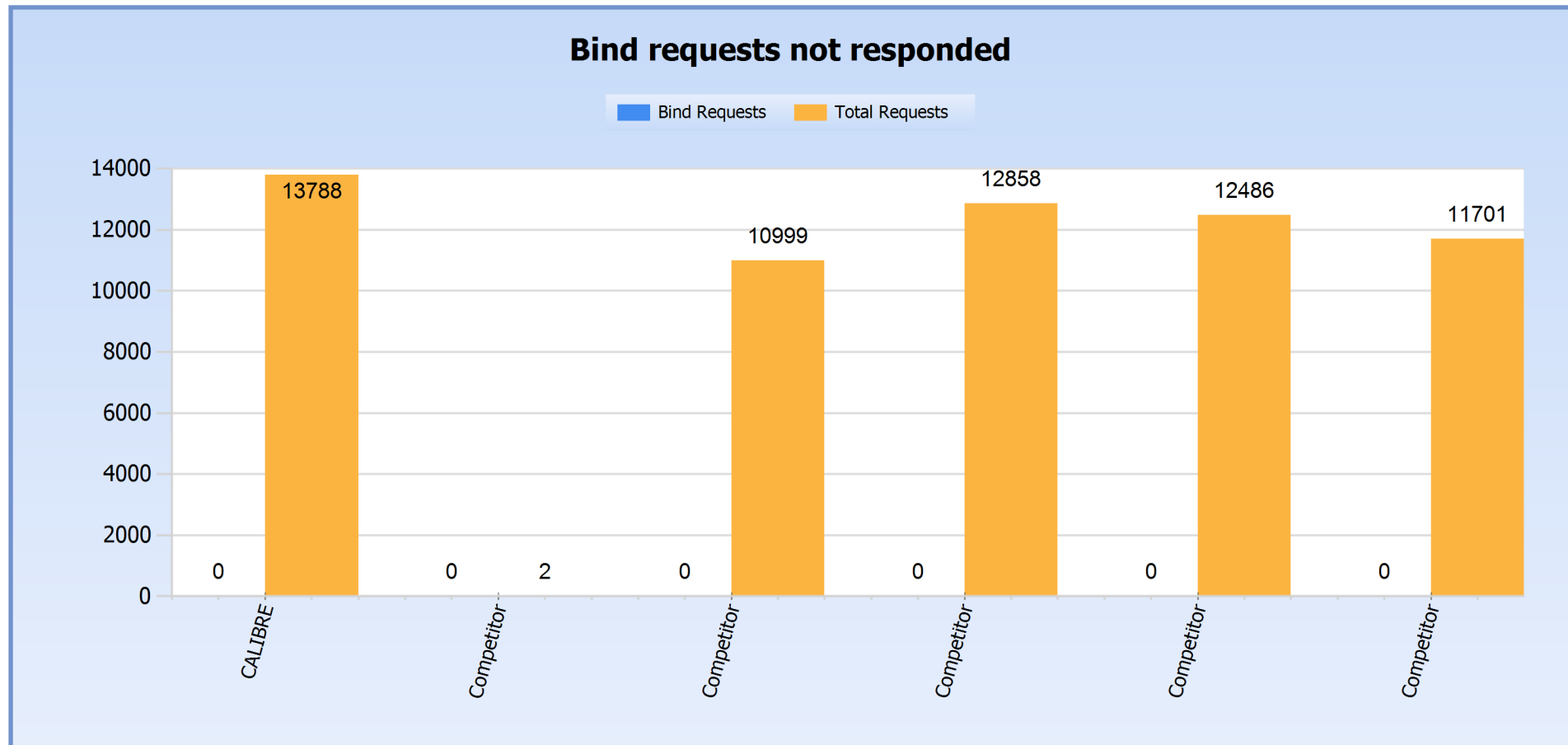
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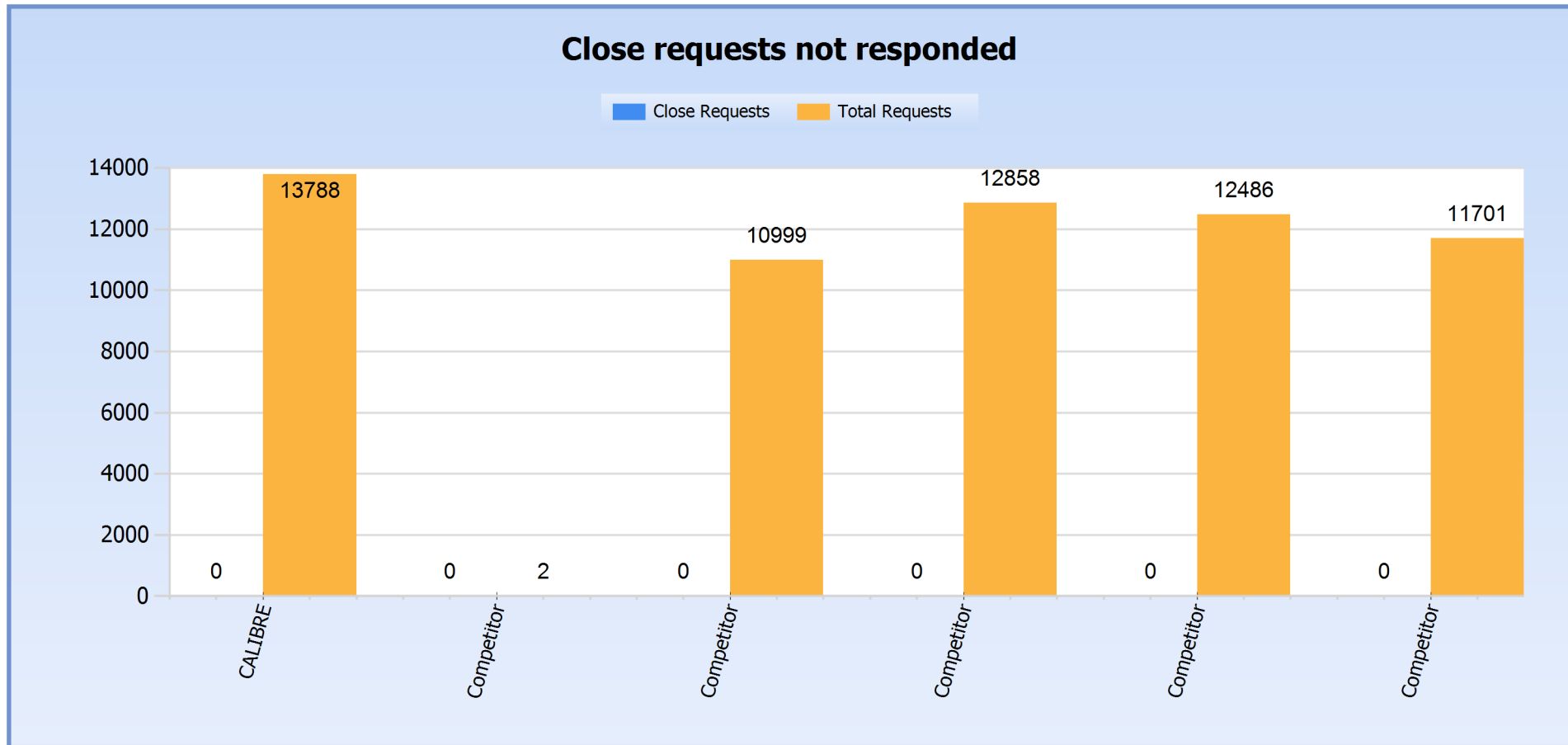
Bind requests submitted in the reporting period but not responded to by the end of the reporting period.

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Close requests submitted in the reporting period but not responded to by the end of the reporting period.