



Insurer Performance Report

Business Pack

October 2017

calibre
INSURANCE

Bound Gross Written Premium (GWP)



October 2017

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

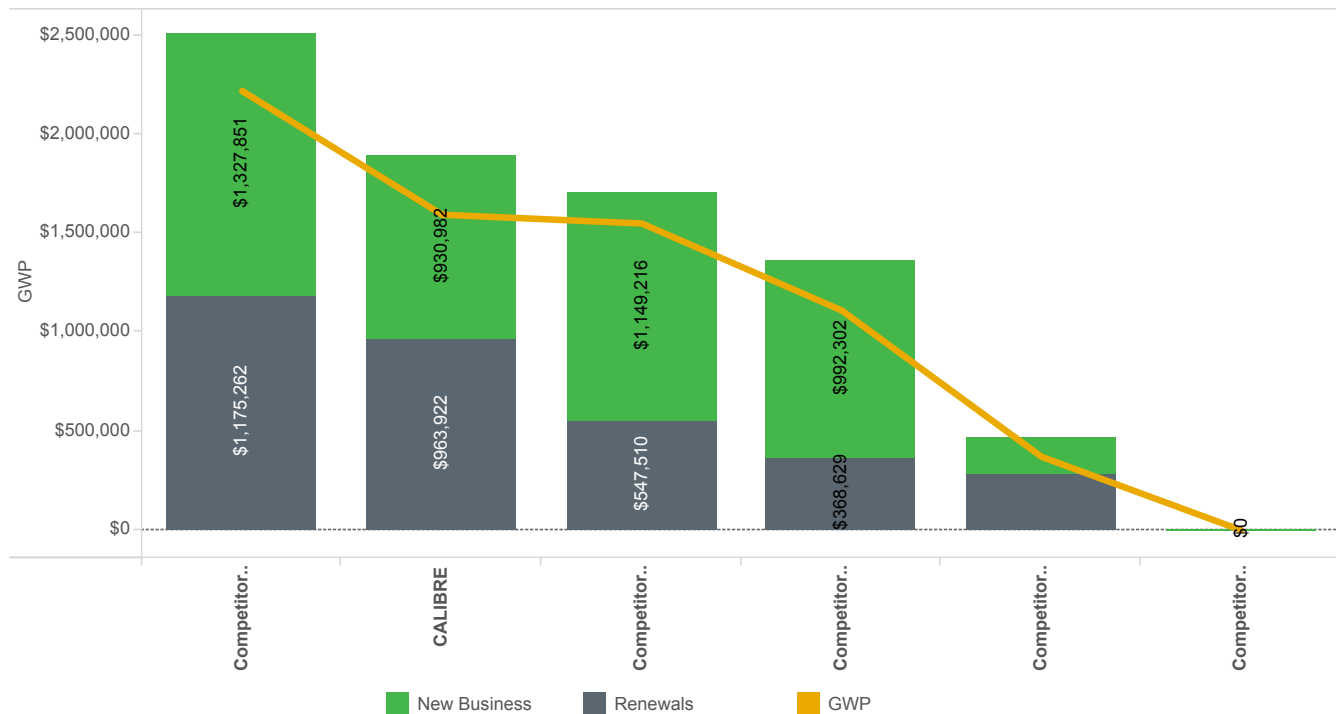
\$1,593,669

\$6,841,548

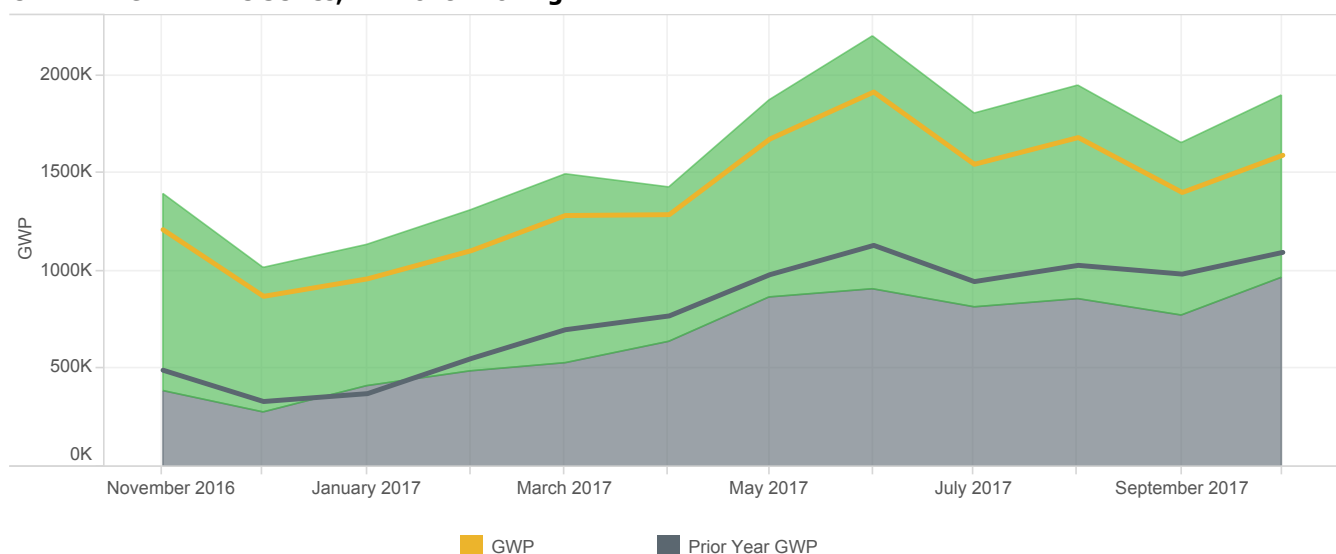
\$1,040

\$1,209

GWP All Insurers, October 2017



CALIBRE GWP Time Series, 12 Month Rolling



Strike Rate



October 2017

CALIBRE Opportunities

CALIBRE Bound Policies

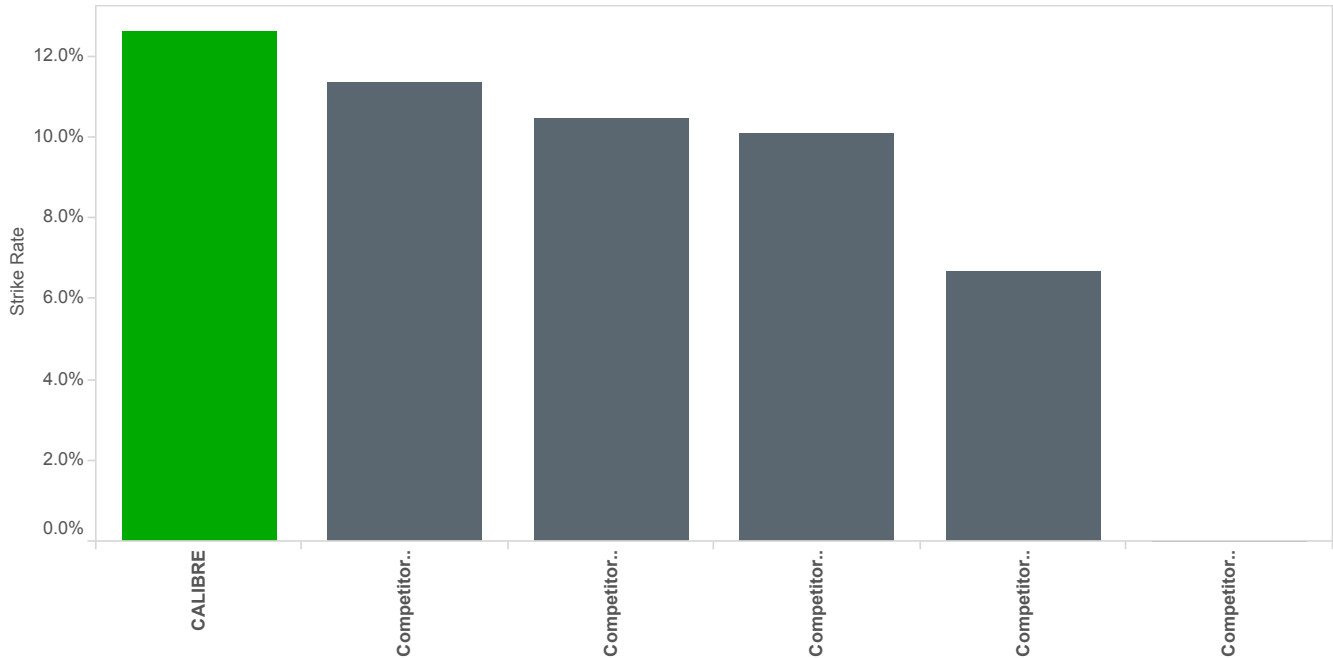
CALIBRE Strike Rate

10,181

1,285

12.62%

All Insurers, Strike Rate October 2017



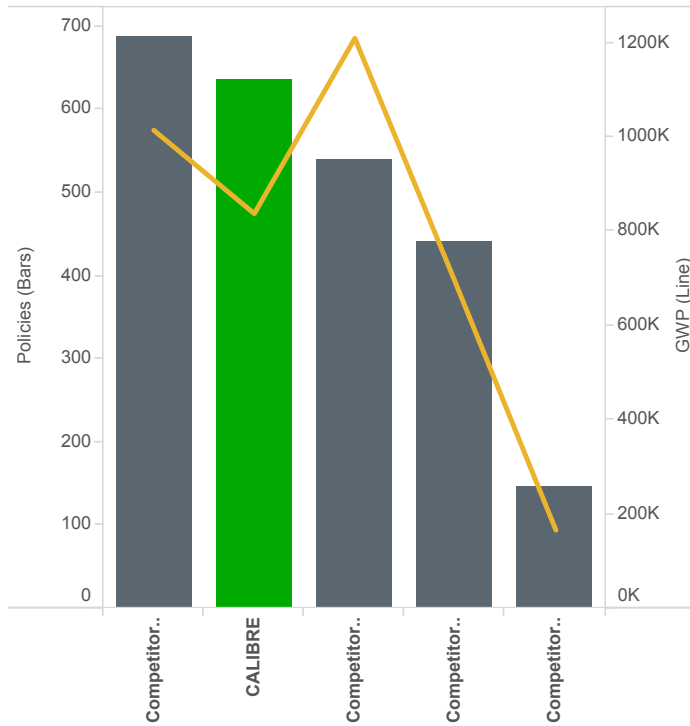
CALIBRE Strike Rate, 12 Month Rolling



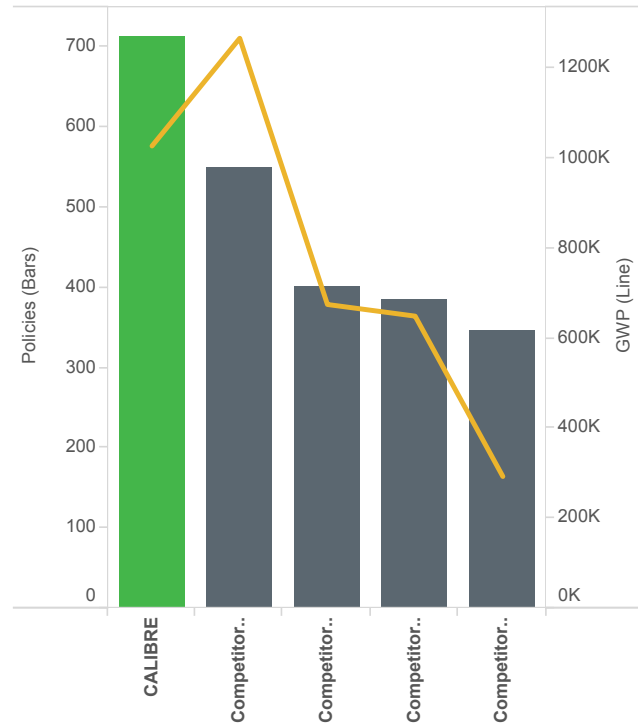
Bound Transactions

October 2017

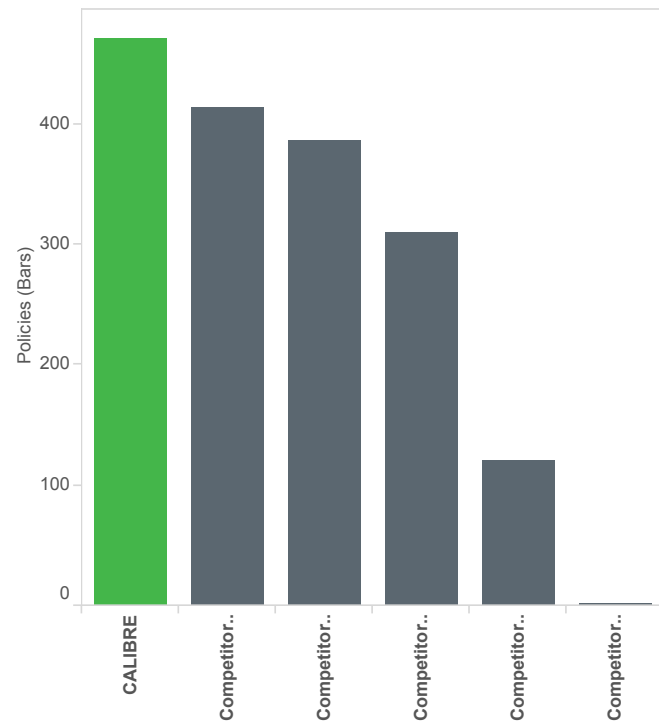
Bound New Business, October 2017



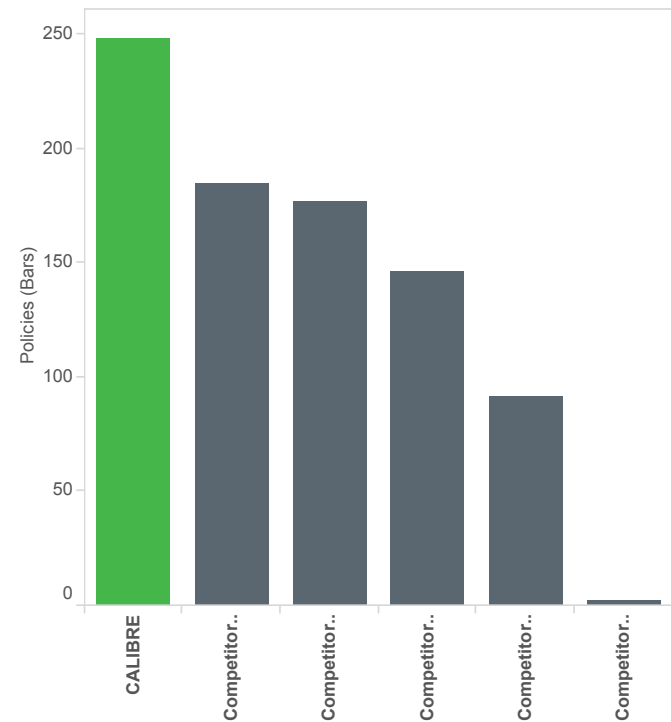
Bound Renewals, October 2017



Bound Endorsements, October 2017



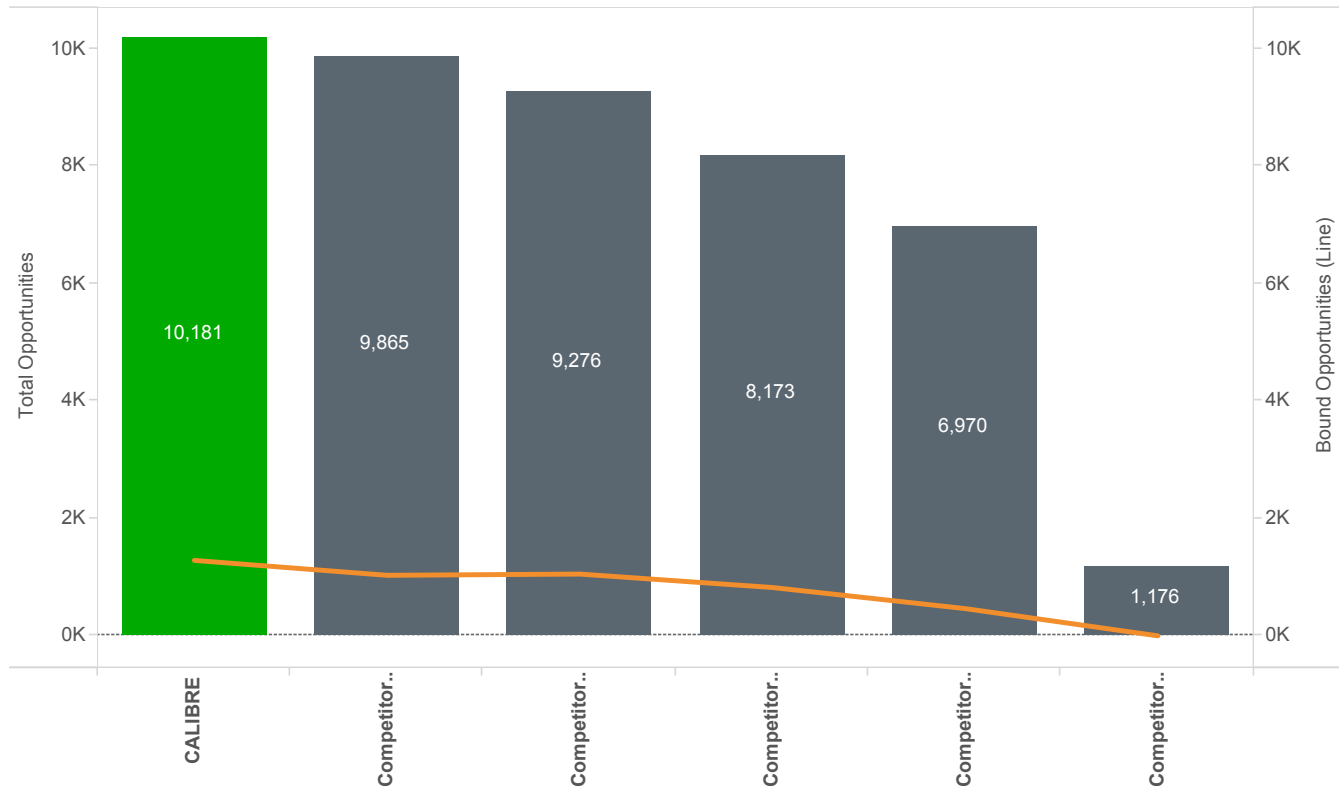
Bound Cancellations, October 2017



Opportunities and Bound Policies

October 2017

Opportunities Presented vs Bound Policies, October



Opportunities Presented, October 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	90	2,928	17	2,215	276	225	3,018	1,412	10,181
GWP	\$96,366	\$2,860,064	\$3,947	\$1,792,145	\$233,702	\$117,494	\$2,966,661	\$1,233,975	\$9,304,354
Average GWP	\$1,036	\$943	\$232	\$788	\$809	\$504	\$952	\$856	\$886

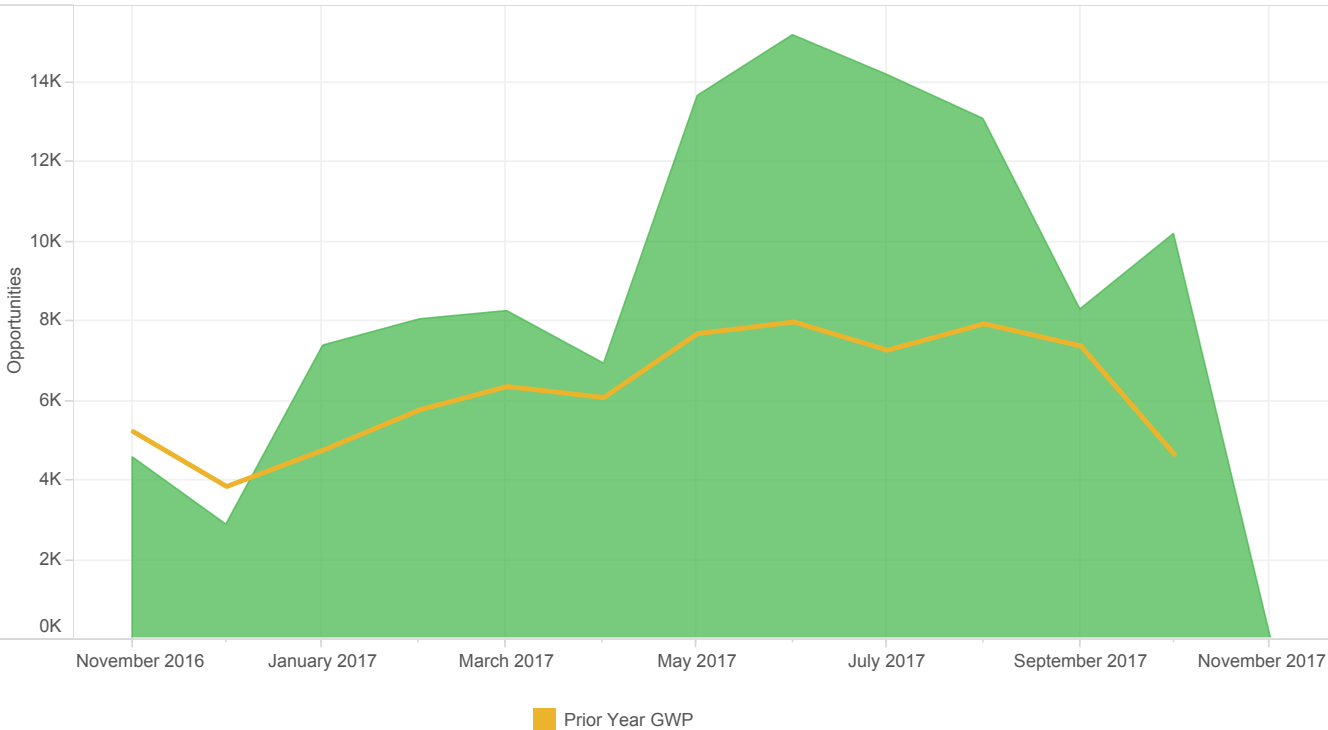
Bound Policies, October 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	17	549	4	375	47	13	895	170	2,070
BasePremiumAmo..	\$12,967	\$422,330	\$1,458	\$276,437	\$30,619	\$2,785	\$719,295	\$127,778	\$1,593,669
Average GWP	\$763	\$769	\$364	\$737	\$651	\$214	\$804	\$752	\$770

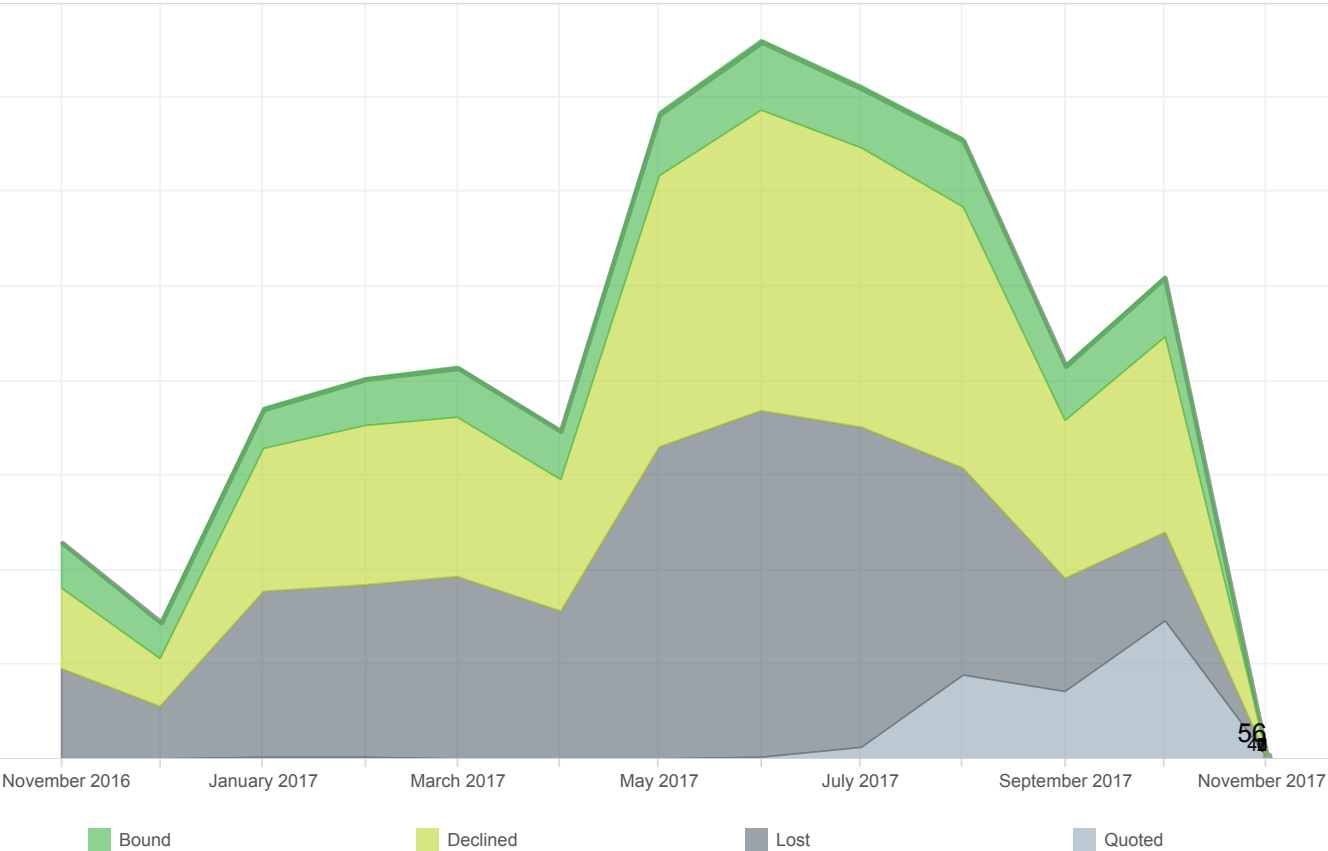
Lost Opportunities, October 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	16	538	1	373	36	35	623	242	1,864
GWP	\$32,662	\$798,224	\$1,005	\$511,247	\$44,048	\$34,804	\$929,775	\$330,805	\$2,682,571
Average GWP	\$2,041	\$1,484	\$1,005	\$1,371	\$1,224	\$994	\$1,492	\$1,367	\$1,439

CALIBRE Opportunity Time Series, 12 Month Rolling



CALIBRE Opportunity by status Time Series, 12 Month Rolling



State Activity

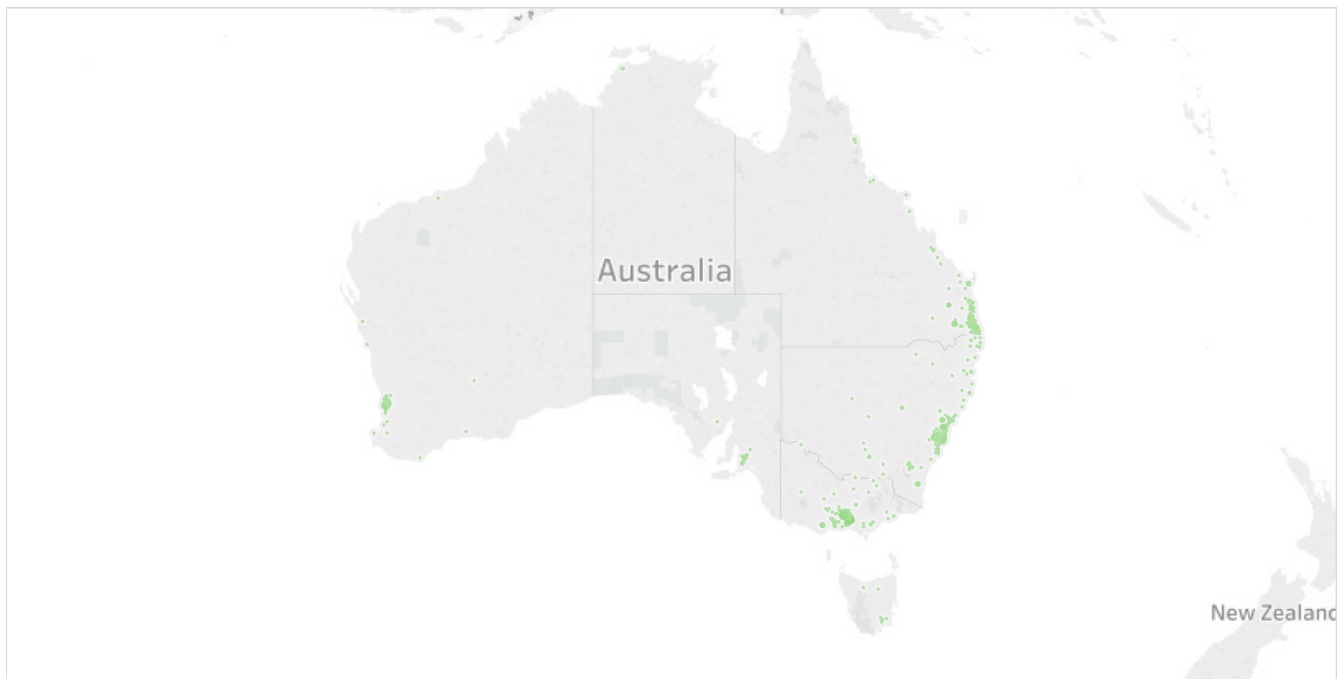


October 2017

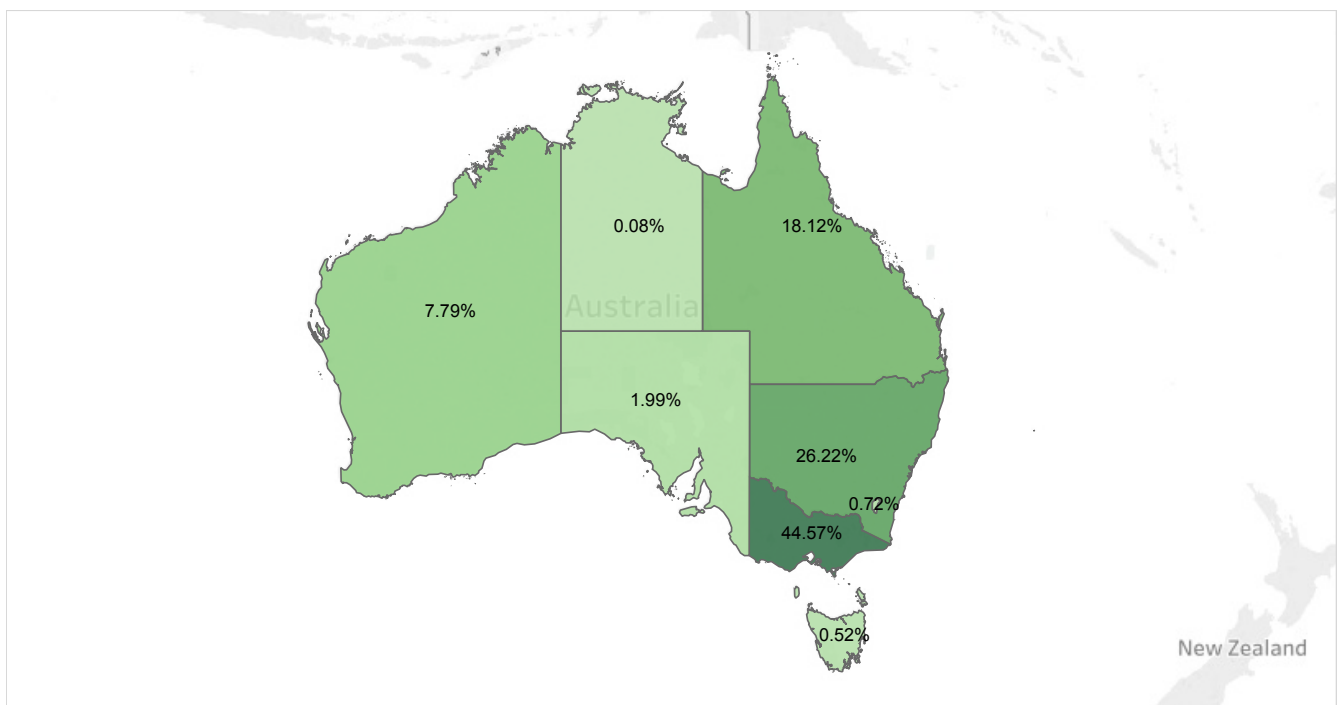
GWP by State, October 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
New Business	\$2,091	\$211,139	\$651	\$105,900	\$21,723	\$6,107	\$418,074	\$71,859	\$837,543
Renewals	\$11,377	\$277,909	\$807	\$232,040	\$15,317	\$3,577	\$413,245	\$73,437	\$1,027,708
Total	\$13,467	\$489,048	\$1,458	\$337,940	\$37,040	\$9,684	\$831,318	\$145,296	\$1,865,251

Bound Policies by Post Code, October 2017



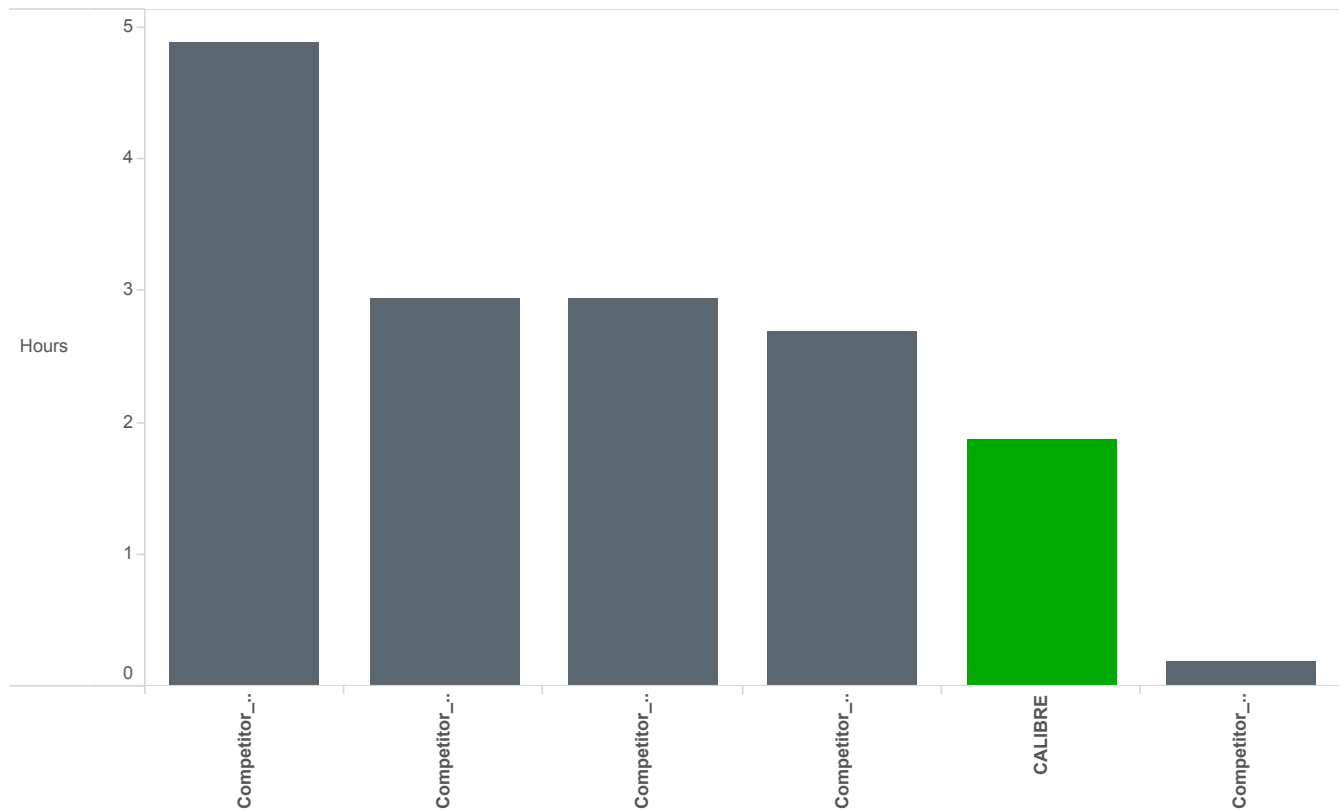
GWP Split by State, October 2017



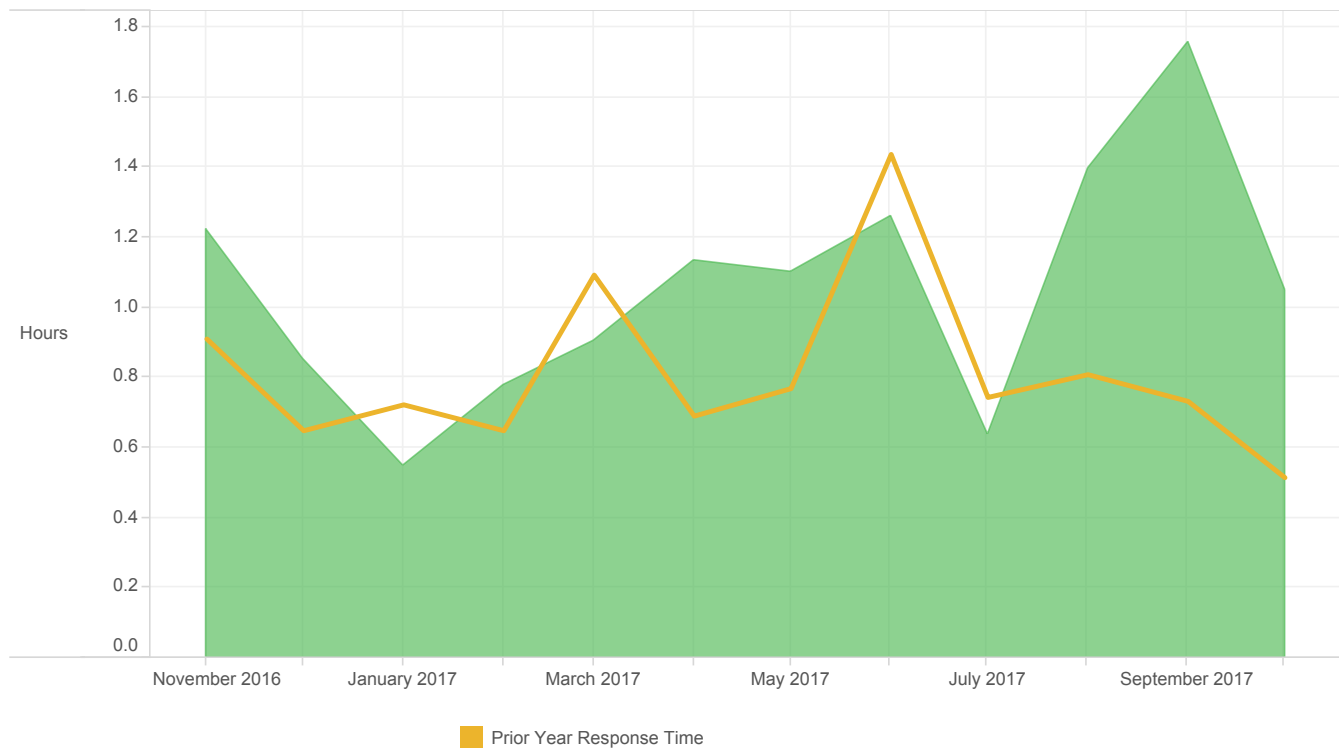
Opportunity Response Time

October 2017

Average Response Time Series, October 2017

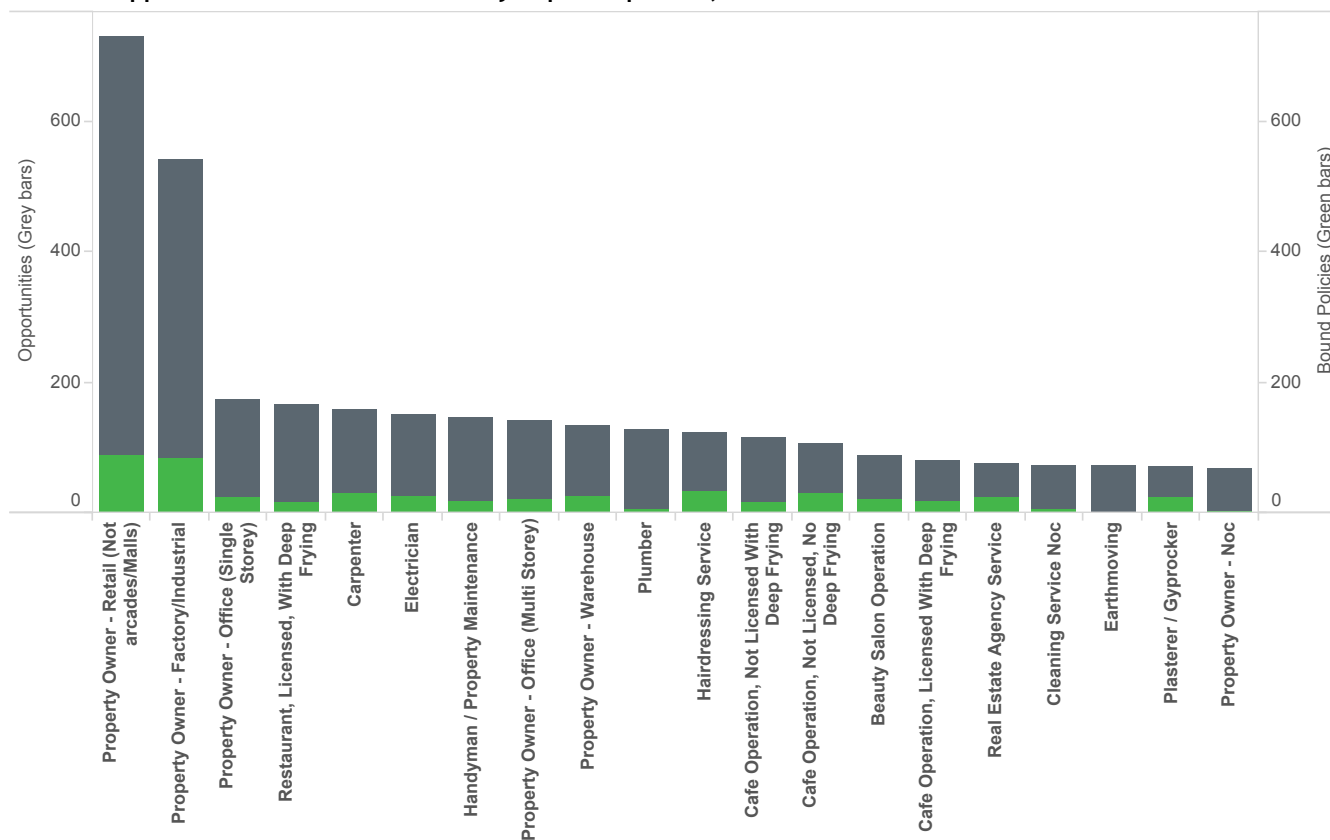


CALIBRE Average Response Time Series, 12 Month Rolling

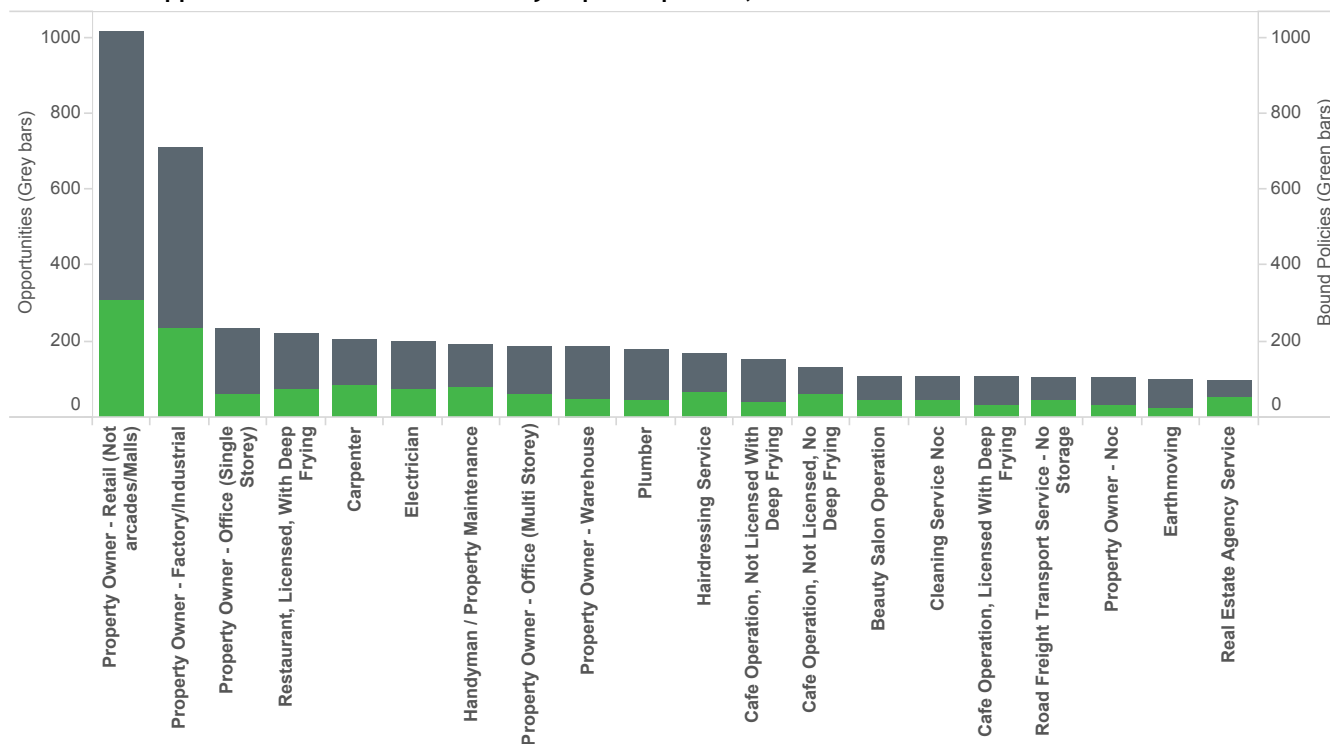


October 2017

CALIBRE Opportunities vs Bound Policies by Top Occupations, October 2017



All Insurers Opportunities vs Bound Policies by Top Occupations, October 2017



Broker Performance

October
2017

Top Brokerage by Bound Policies and GWP, October 2017

