



Insurer Performance Report

Business Pack

September 2018

calibre
INSURANCE

Bound Gross Written Premium (GWP)



September 2018

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

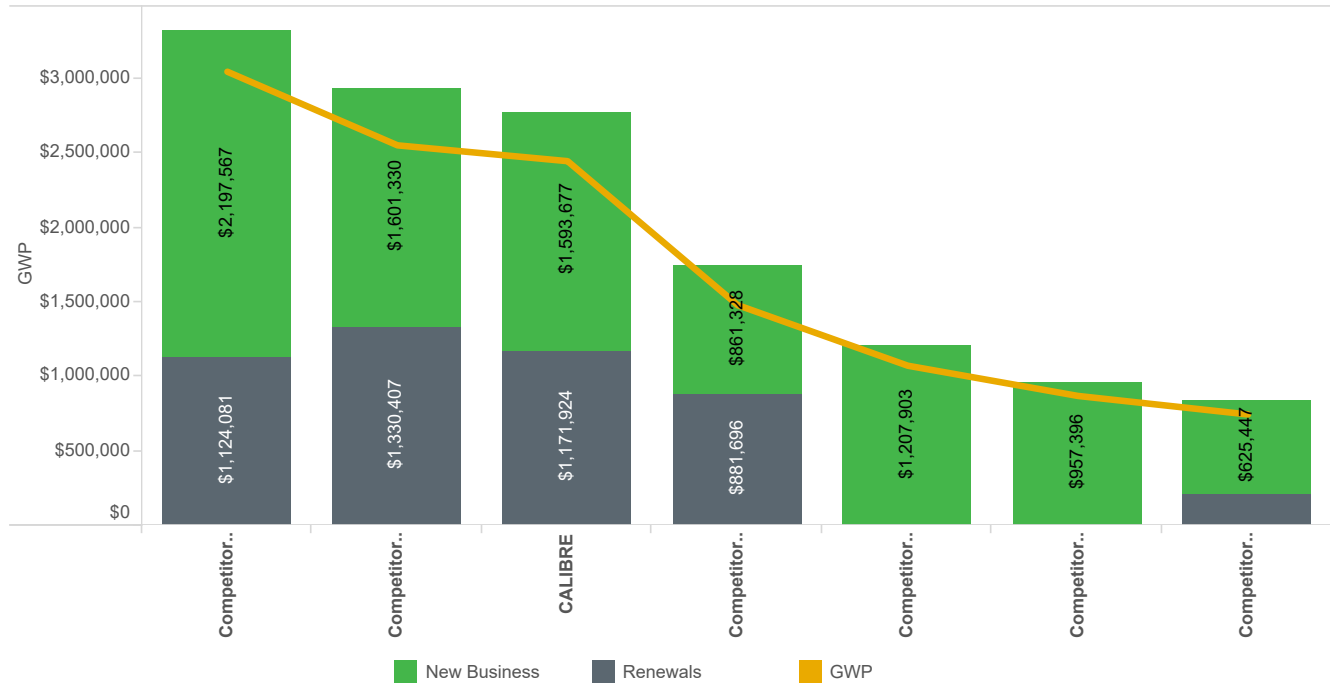
\$2,450,060

\$12,235,957

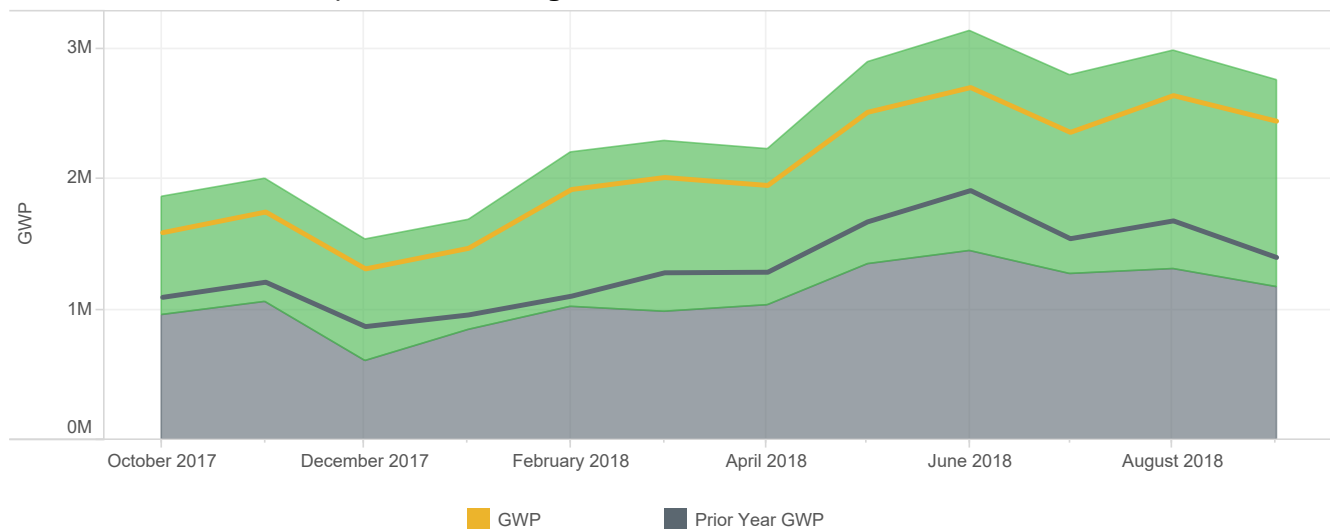
\$1,500

\$1,791

GWP All Insurers, September 2018



CALIBRE GWP Time Series, 12 Month Rolling



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

Strike Rate

September 2018

CALIBRE Opportunities

CALIBRE Opportunities Won

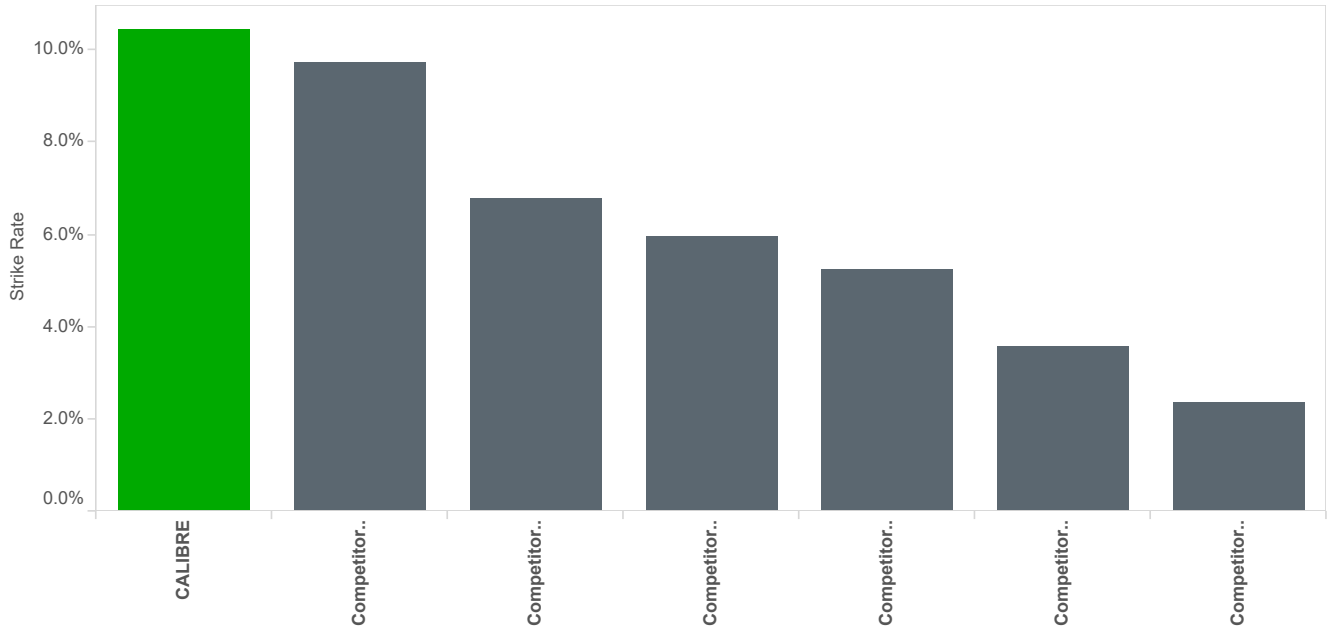
CALIBRE Strike Rate

17,624

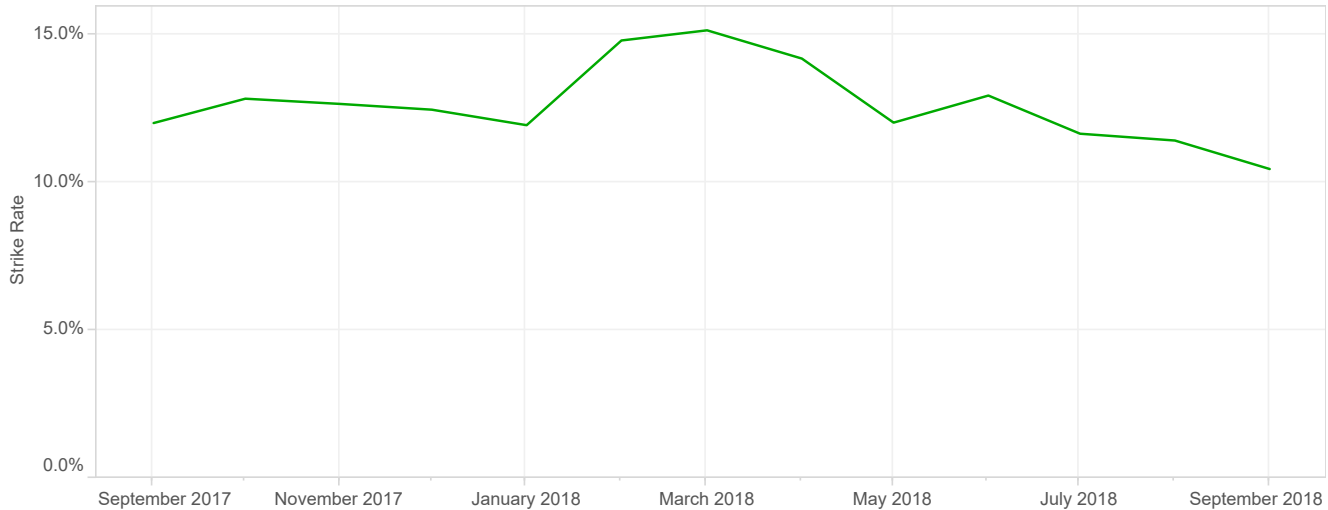
1,841

10.45%

All Insurers, Strike Rate September 2018



CALIBRE Strike Rate, 12 Month Rolling

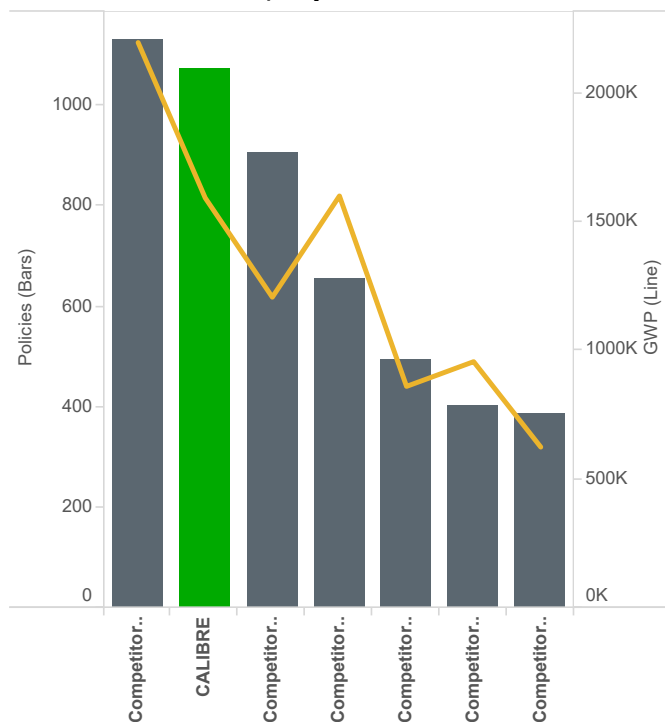


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

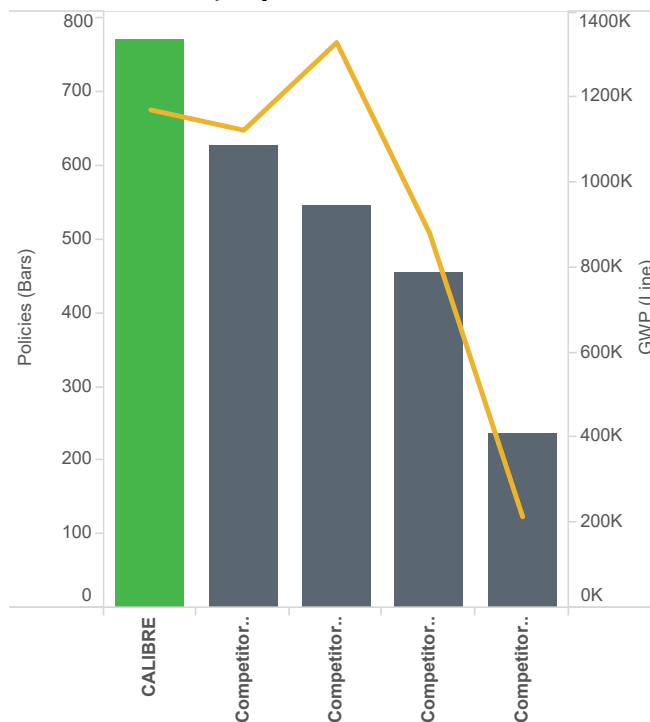
Bound Transactions

September 2018

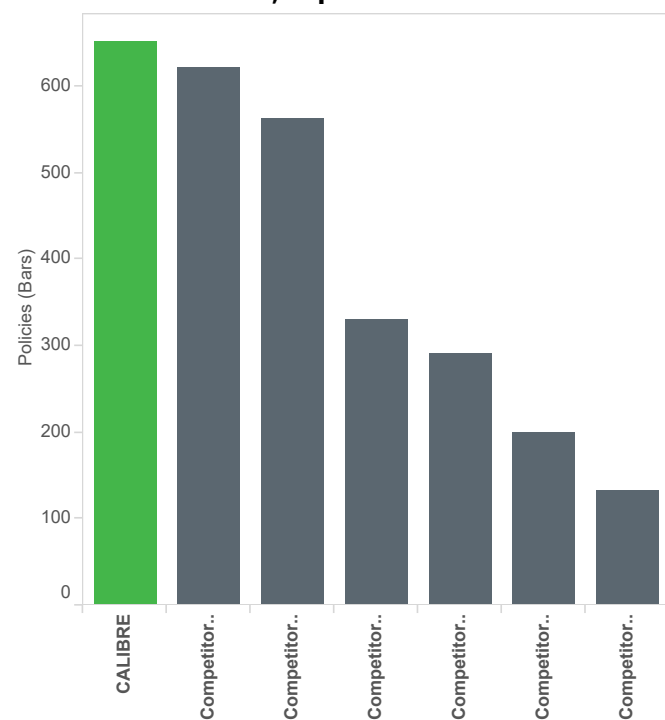
Bound New Business, September 2018



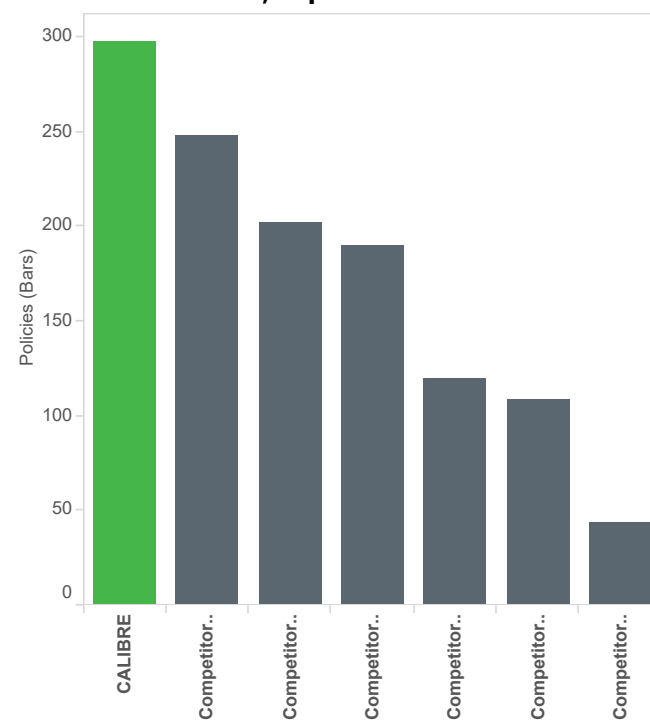
Bound Renewals, September 2018



Bound Endorsements, September 2018



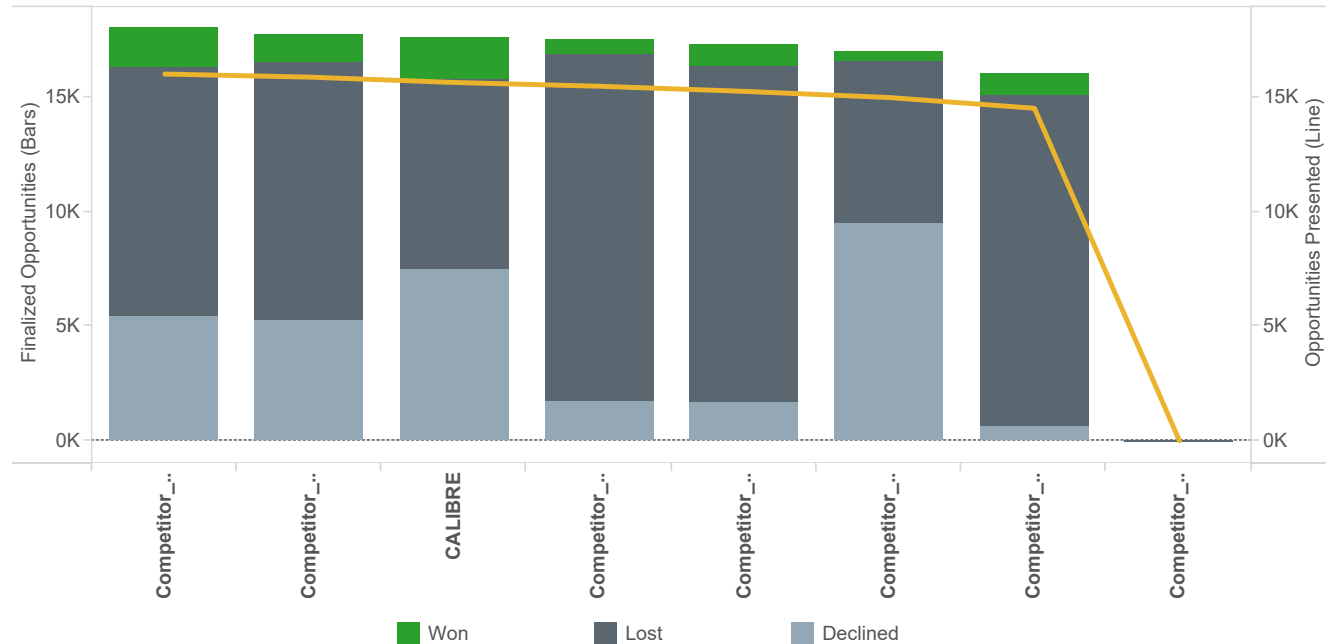
Bound Cancellations, September 2018



Finalized Opportunities

September 2018

Finalized Opportunities vs Opportunities Presented, September 2018



Opportunities Presented

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	79	5,674	12	2,279	427	406	5,135	1,596	15,608

Opportunities Finalized

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	77	6,803	23	2,566	512	515	5,416	1,712	17,624

Opportunities Won

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	4	629	260	50	18	746	134	1,841
GWP (bound)	\$6,670	\$929,809	\$439,472	\$54,971	\$18,402	\$1,127,315	\$186,014	\$2,762,653
Average GWP (bound)	\$1,668	\$1,478	\$1,690	\$1,099	\$1,022	\$1,511	\$1,388	\$1,501

Opportunities Lost

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	36	3,374	3	1,053	231	198	2,613	809	8,317
GWP (quoted)	\$75,423	\$6,749,912	\$4,168	\$1,881,980	\$428,251	\$404,143	\$4,649,692	\$1,459,128	\$15,652,697
Average GWP (quoted)	\$2,095	\$2,001	\$1,389	\$1,787	\$1,854	\$2,041	\$1,779	\$1,804	\$1,882

Opportunities Declined

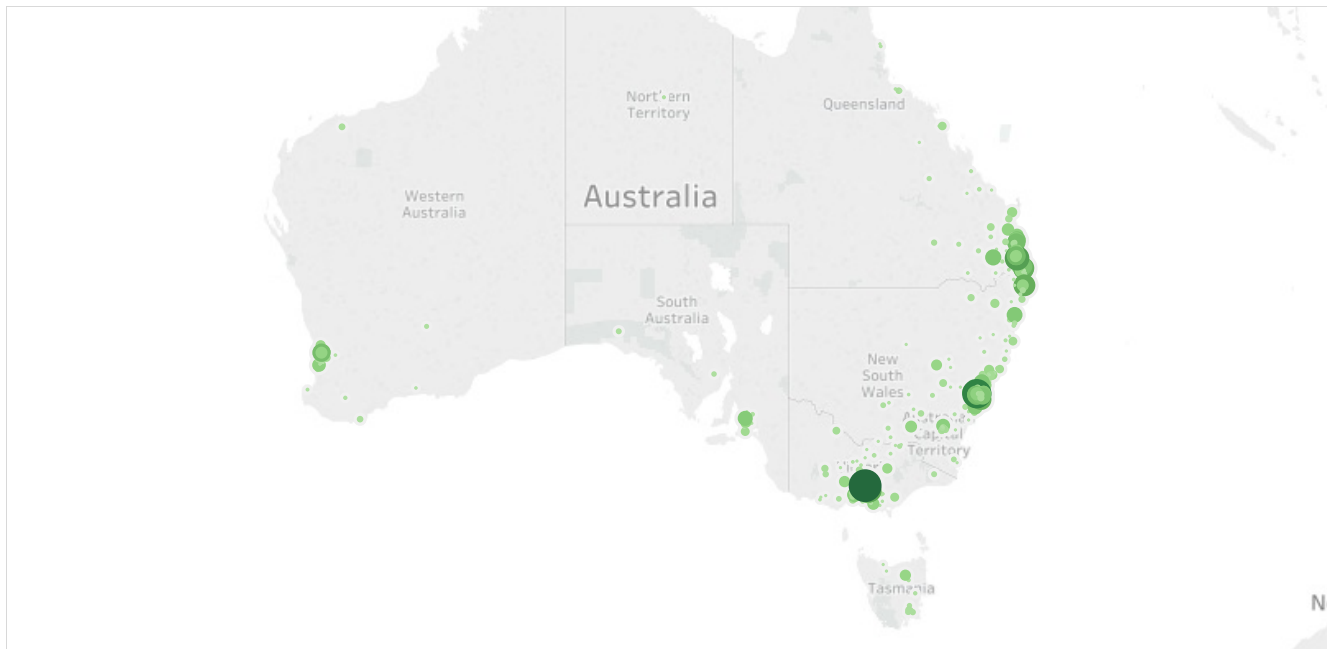
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	37	2,800	20	1,253	231	299	2,057	769	7,466

Excludes endorsements and cancellations.

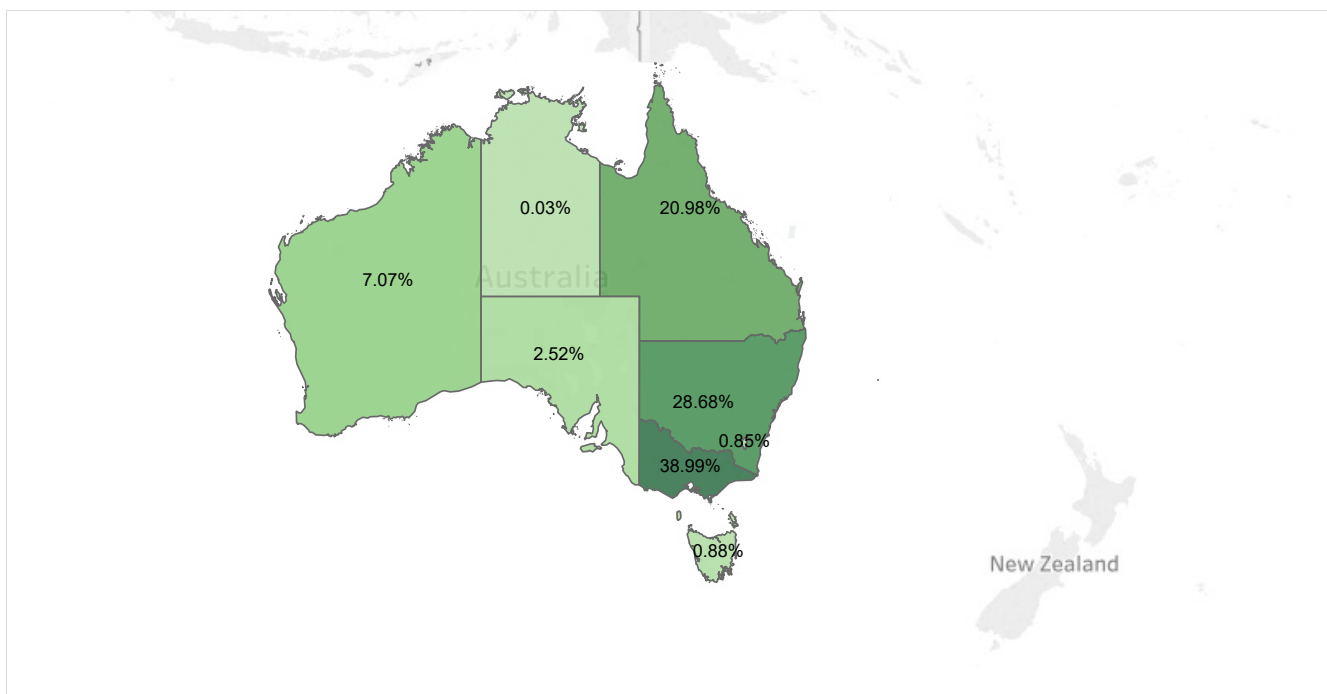
GWP by State, September 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$6,576	\$408,129		\$343,105	\$49,074	\$13,560	\$661,796	\$111,438	\$1,593,677
Renewals	\$17,005	\$385,064	\$823	\$237,116	\$20,494	\$10,669	\$416,615	\$84,138	\$1,171,924
Total	\$23,581	\$793,193	\$823	\$580,221	\$69,568	\$24,229	\$1,078,410	\$195,576	\$2,765,600

Bound Policies by Post Code, September 2018



GWP Split by State, September 2018

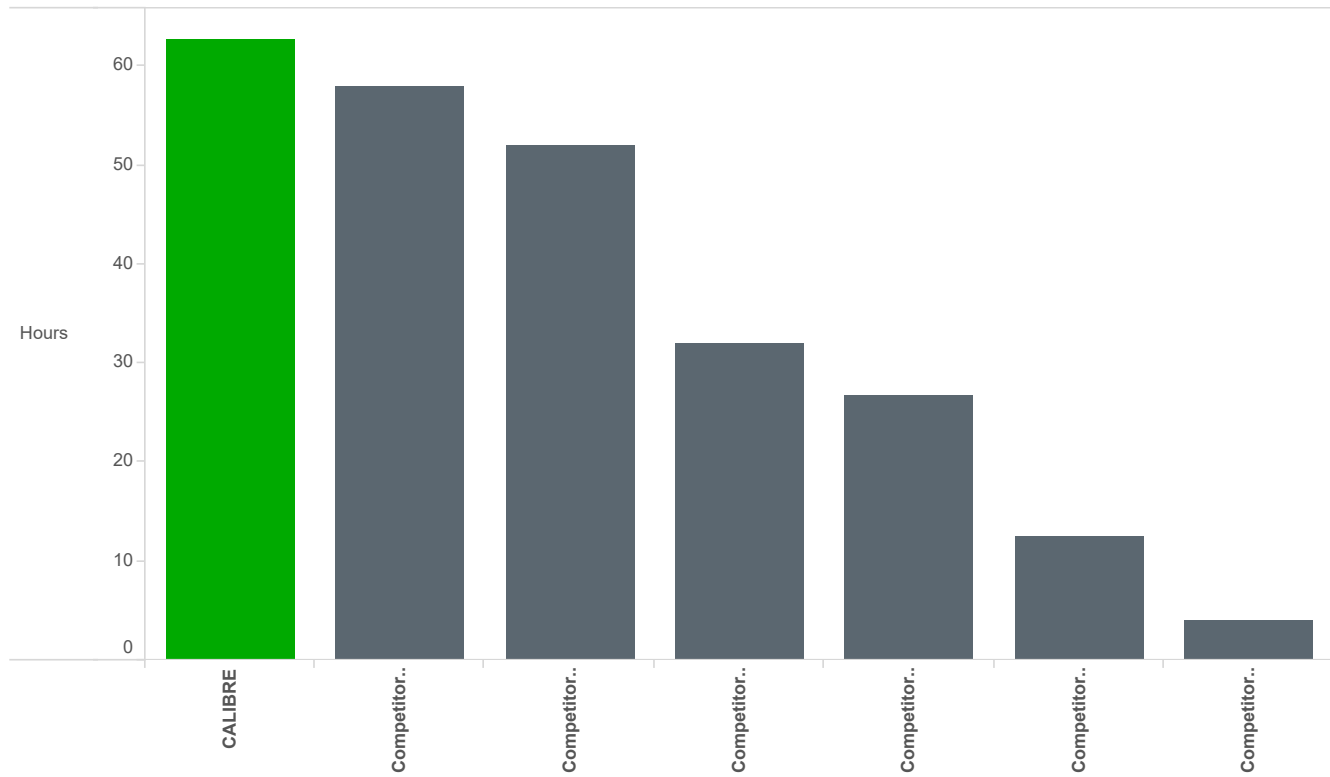


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

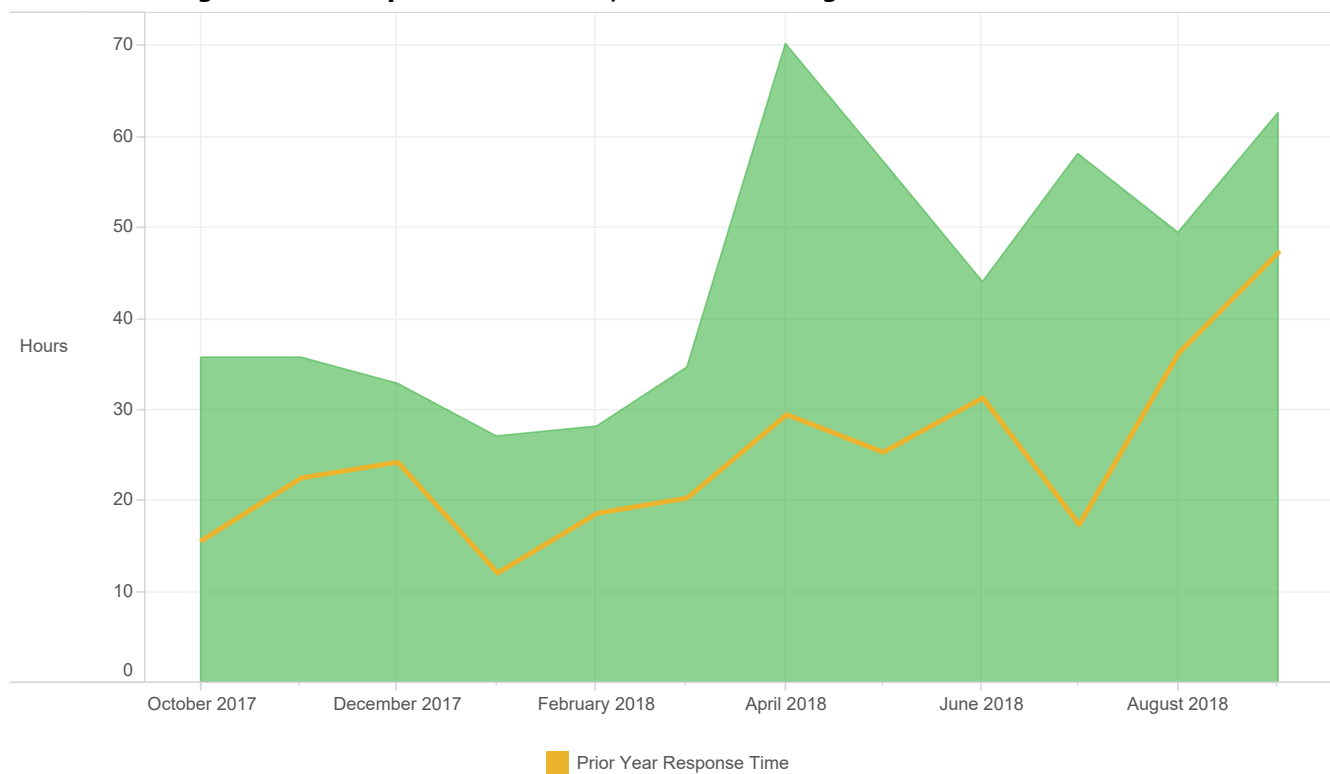
Response Time

September 2018

Average Referral Response Time, September 2018



CALIBRE Average Referral Response Time Series, 12 Month Rolling

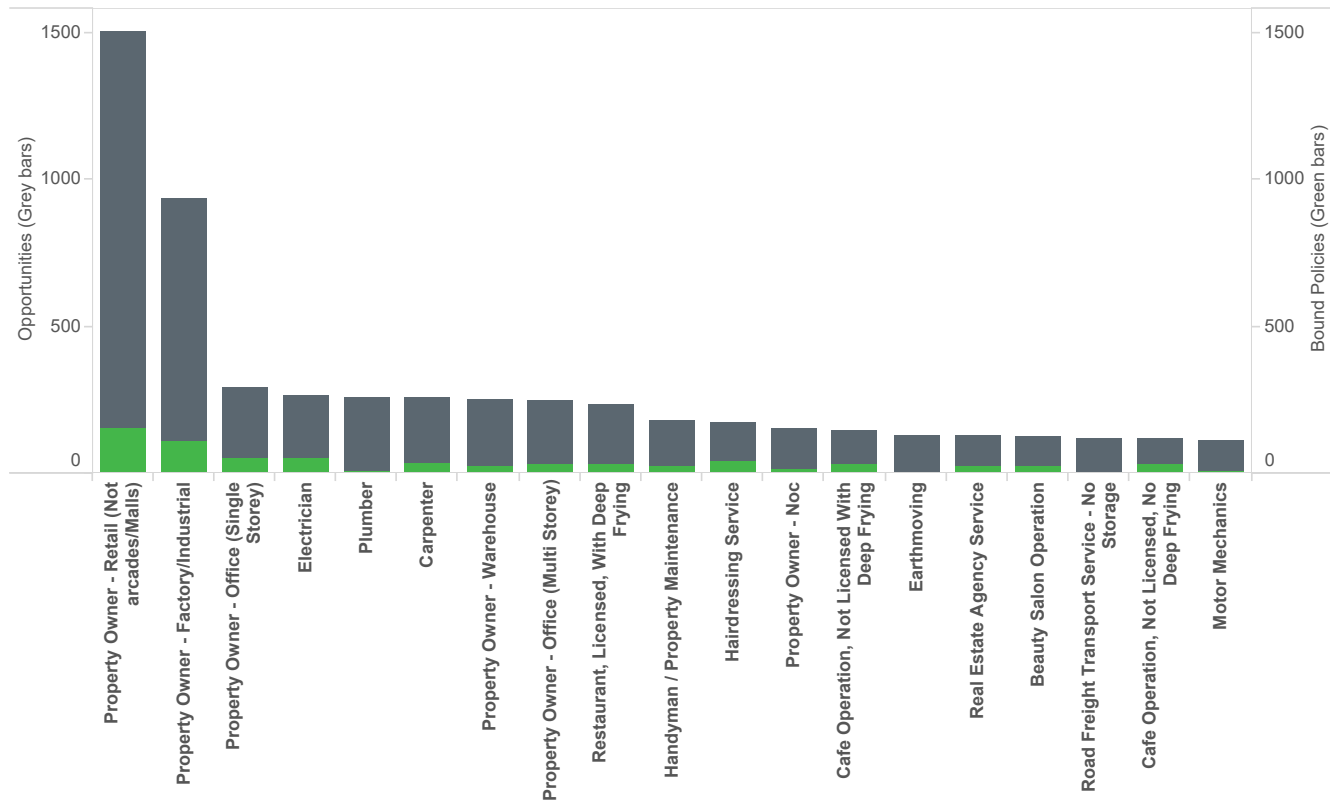


Demographics

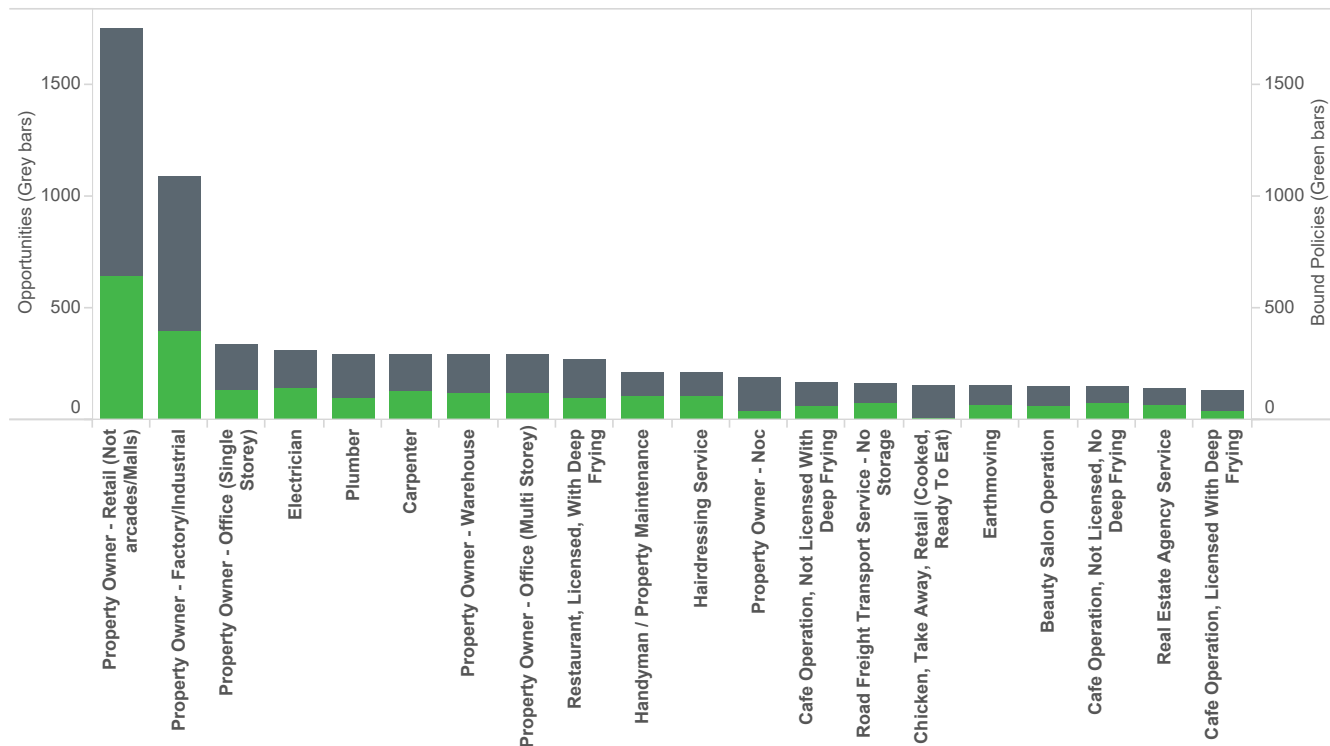


September 2018

CALIBRE Opportunities vs Bound Policies by Top Occupations, September 2018



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



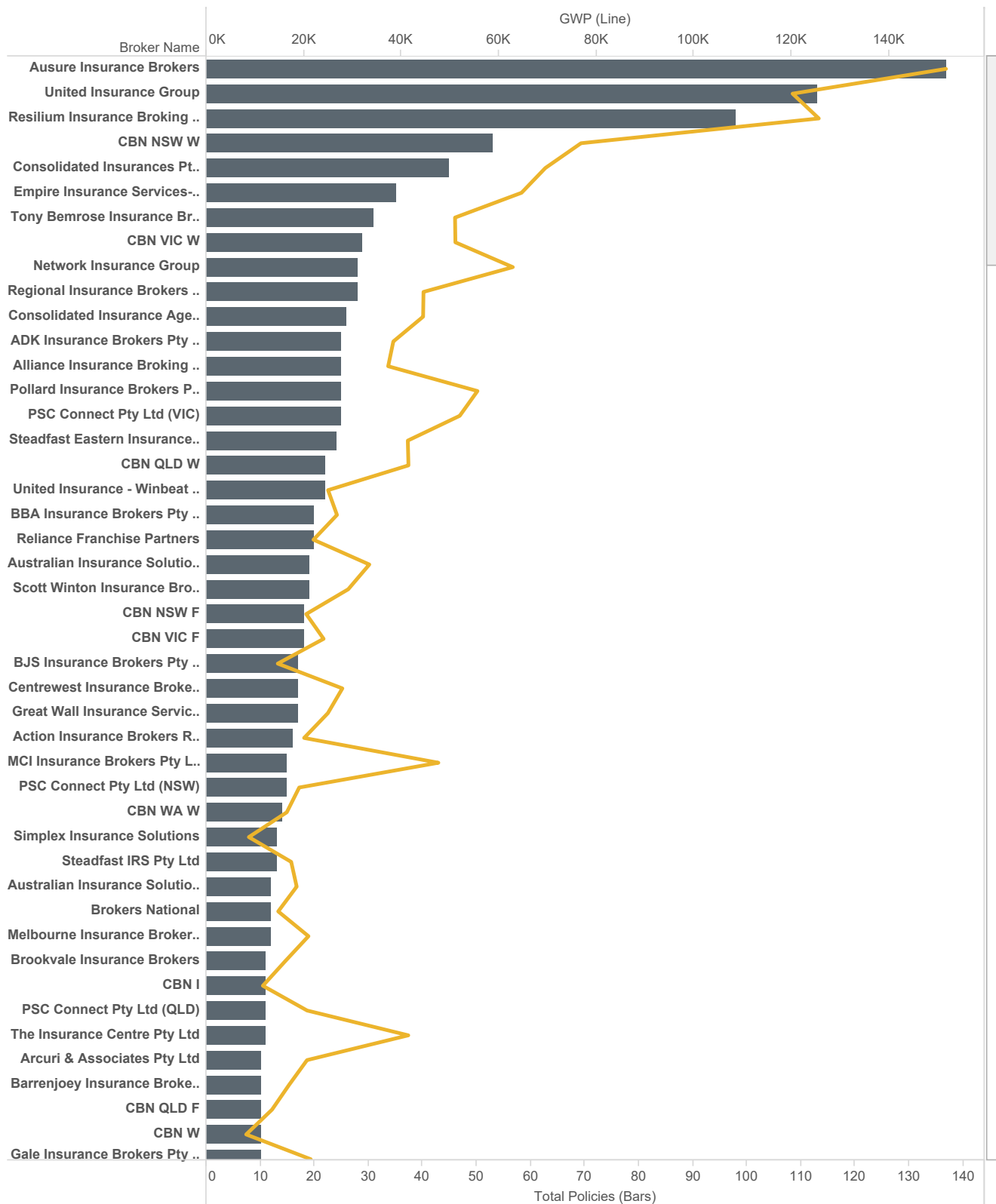
Shows the occupations of new business and renewal opportunities finalized during the reporting period.

Broker Performance



September 2018

Top Brokerage by Bound Policies and GWP, September 2018



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