



# Insurer Performance Report

**Business Pack**

**March 2017**

**calibre**  
INSURANCE



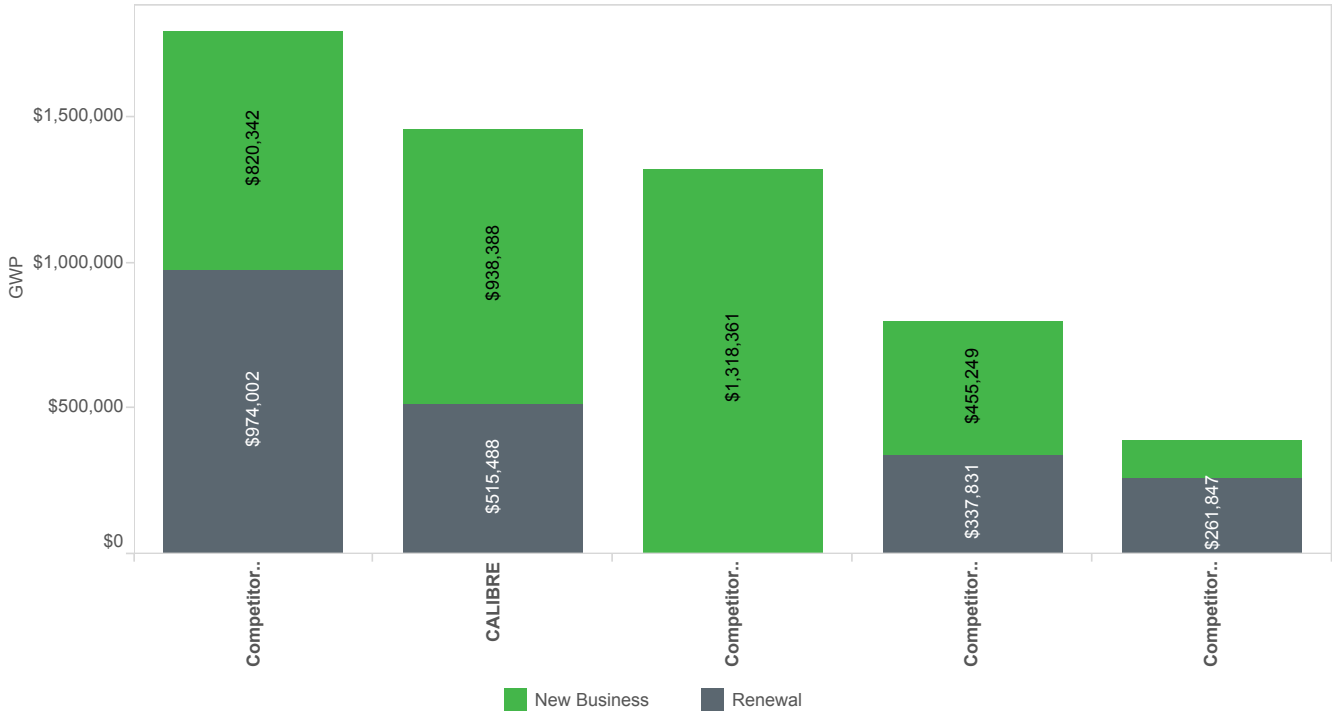
# Bound Gross Written Premium (GWP)



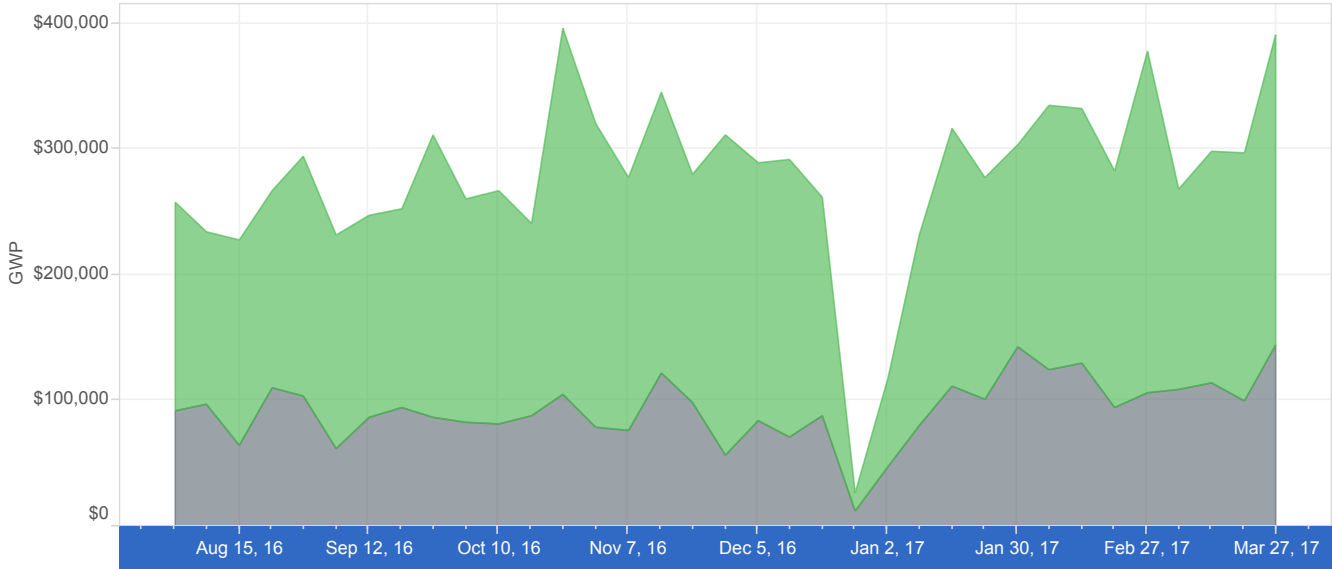
March 2017

CALIBRE GWP	All Insurer GWP	CALIBRE Avg GWP	All Avg GWP
\$1,453,876	\$5,747,325	\$1,368	\$1,482

GWP All Insurers, March 2017



CALIBRE GWP Time Series, YTD



# Strike Rate



March 2017

CALIBRE Opportunities

CALIBRE Bound Opportunities

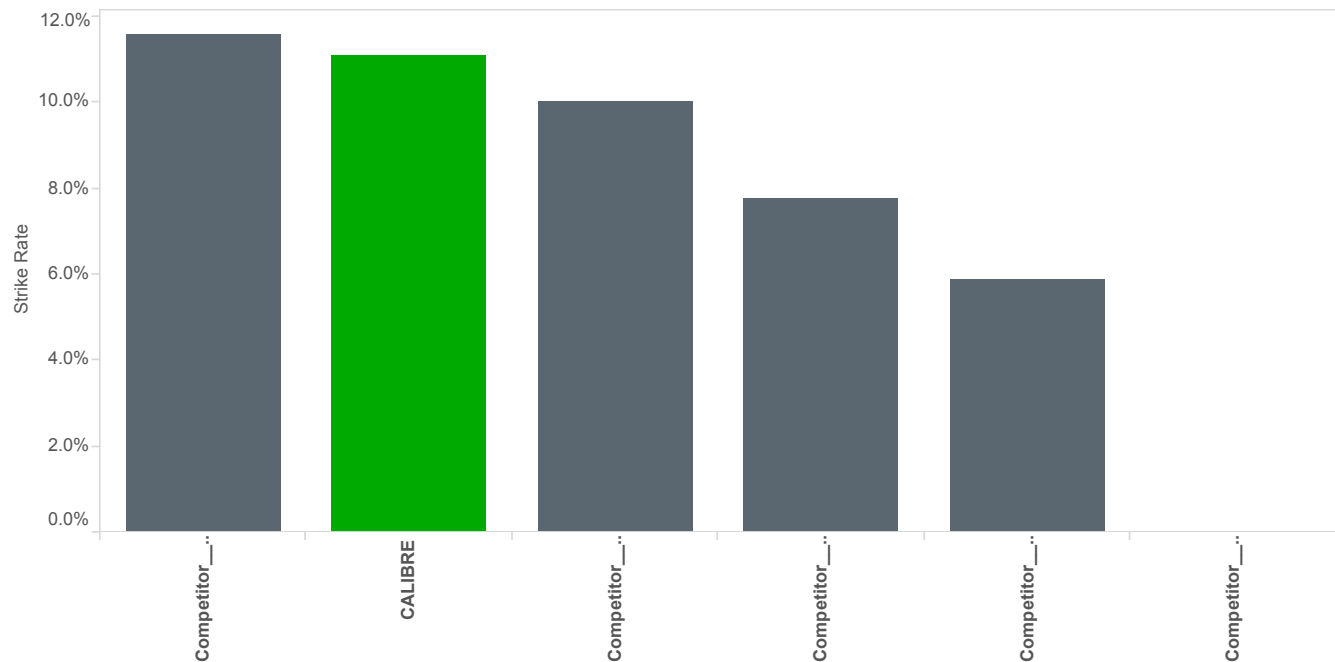
CALIBRE Strike Rate

9,606

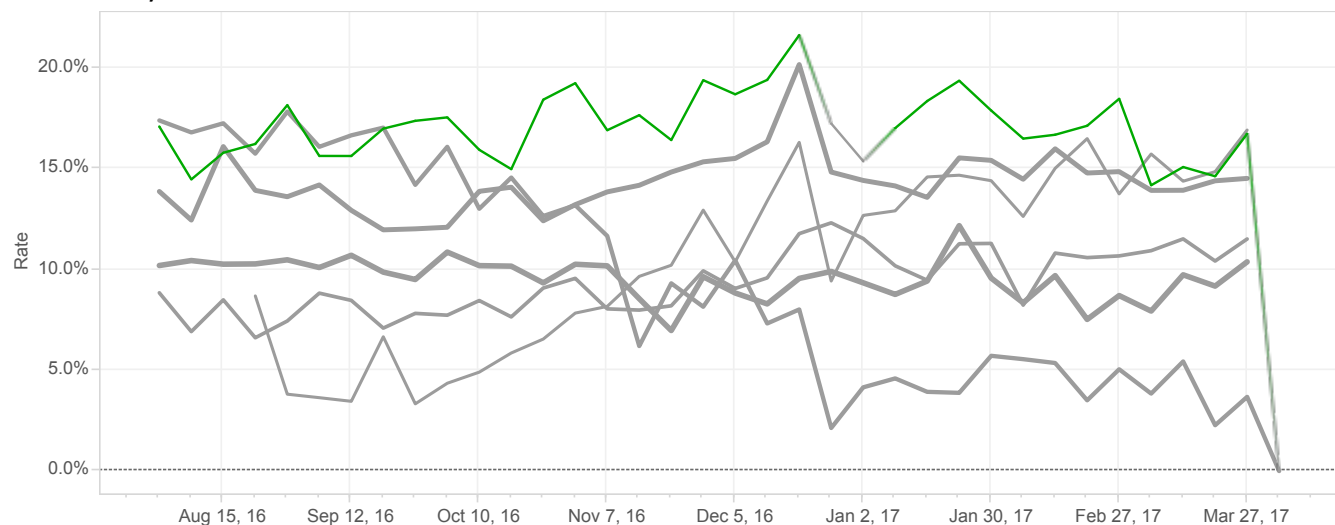
1,063

11.07%

## All Insurers, Strike Rate March 2017



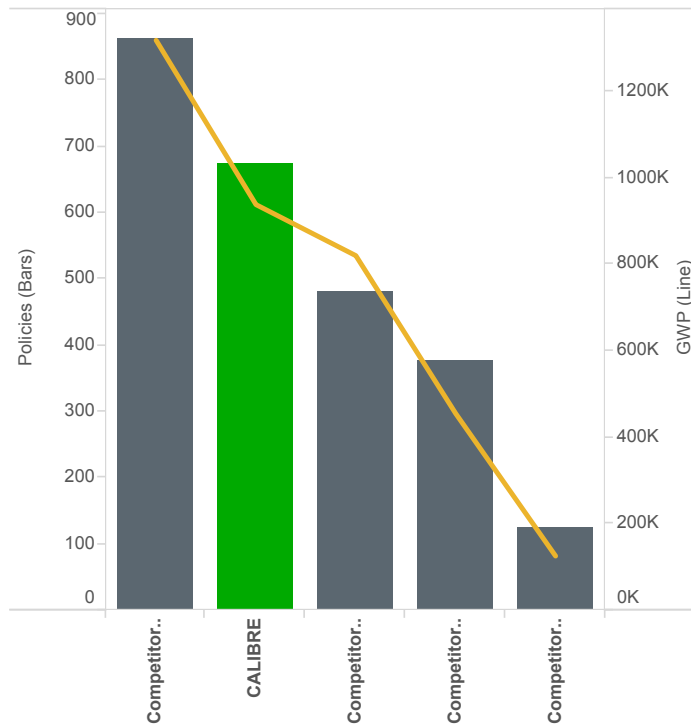
## All Insurers, Strike Rate Time Series



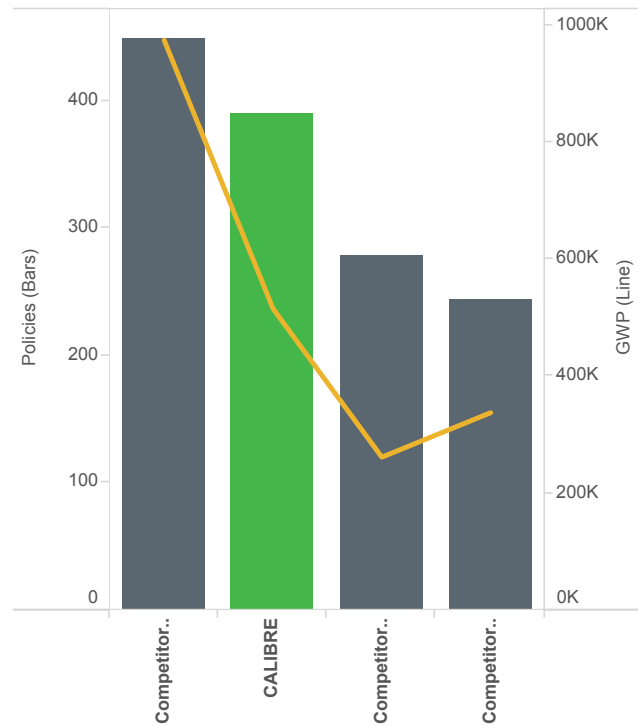
# Bound Transactions

March 2017

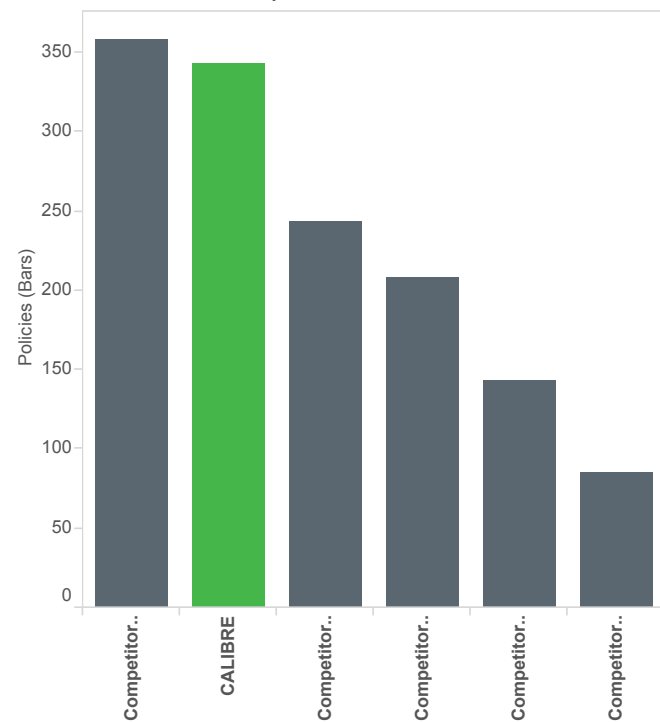
**Bound New Business, March 2017**



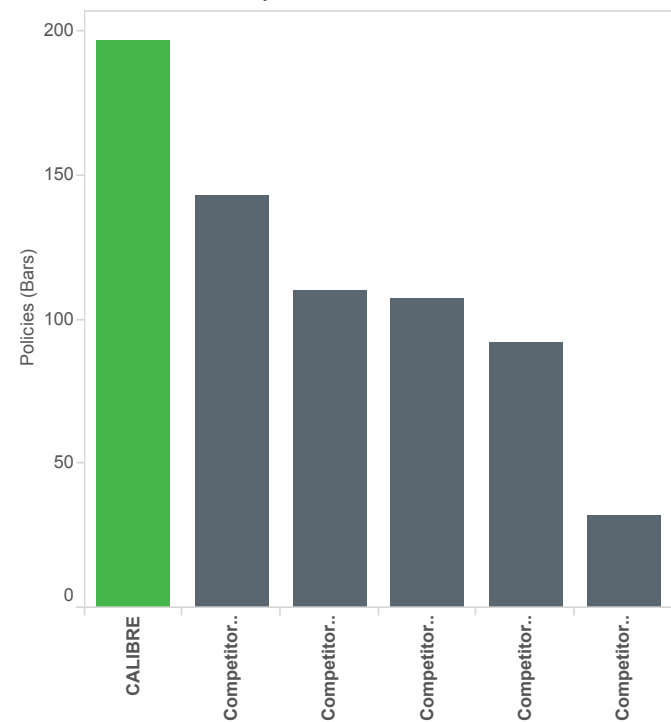
**Bound Renewals, March 2017**



**Bound Endorsements, March 2017**



**Bound Cancellations, March 2017**



# Opportunities and Bound Policies



March 2017

## Opportunities Presented, March 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	92	3,113		2,233	330	257	2,555	1,026	9,606
GWP	\$66,658	\$2,790,910		\$1,635,239	\$329,800	\$130,602	\$2,279,422	\$831,413	\$8,064,045
Average GWP	\$725	\$897		\$732	\$999	\$508	\$892	\$810	\$839

## Bound Policies, March 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	13	392		231	28	12	282	105	1,063
Bound GWP	\$17,667	\$553,377		\$306,598	\$37,817	\$14,041	\$378,871	\$145,504	\$1,453,876
Average GWP	\$1,359	\$1,412		\$1,327	\$1,351	\$1,170	\$1,344	\$1,386	\$1,368

## Lost Opportunities, March 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	23	561		395	51	42	518	175	1,765
GWP	\$17,298	\$741,816		\$463,209	\$92,380	\$51,259	\$636,546	\$218,180	\$2,220,687
Average GWP	\$752	\$1,322		\$1,173	\$1,811	\$1,220	\$1,229	\$1,247	\$1,258

# State Activity

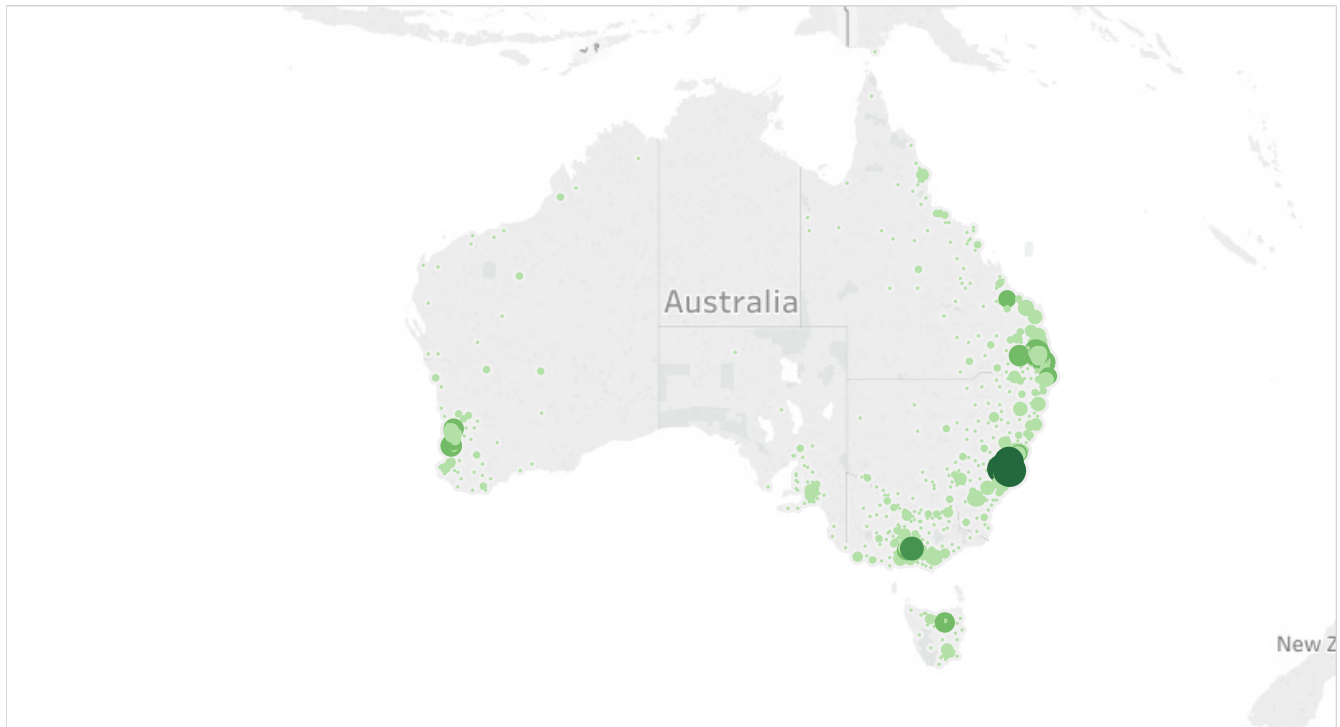


March 2017

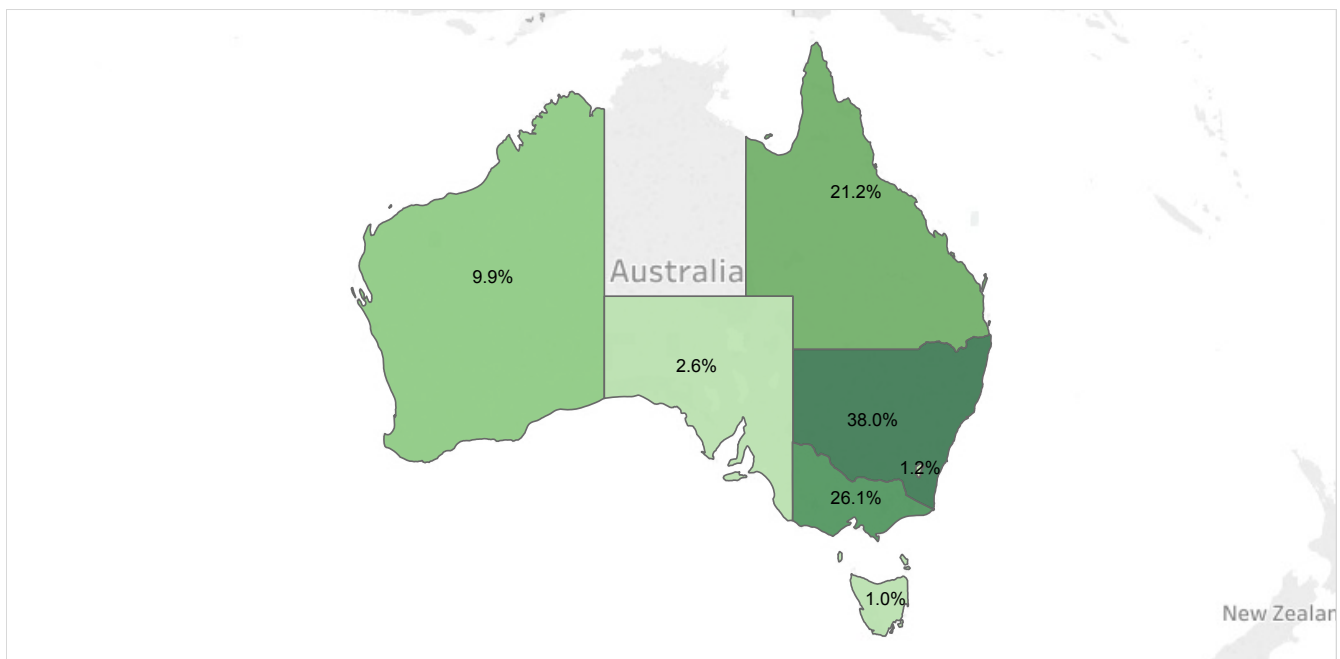
## GWP by State, March 2017

	ACT	NSW	QLD	SA	TAS	VIC	WA
New Business	\$14,970	\$356,093	\$206,323	\$26,602	\$9,522	\$232,210	\$92,667
Renewal	\$2,697	\$197,284	\$100,275	\$11,216	\$4,519	\$146,661	\$52,837

## Bound Policies by Post Code, March 2017



## GWP Split by State, March 2017

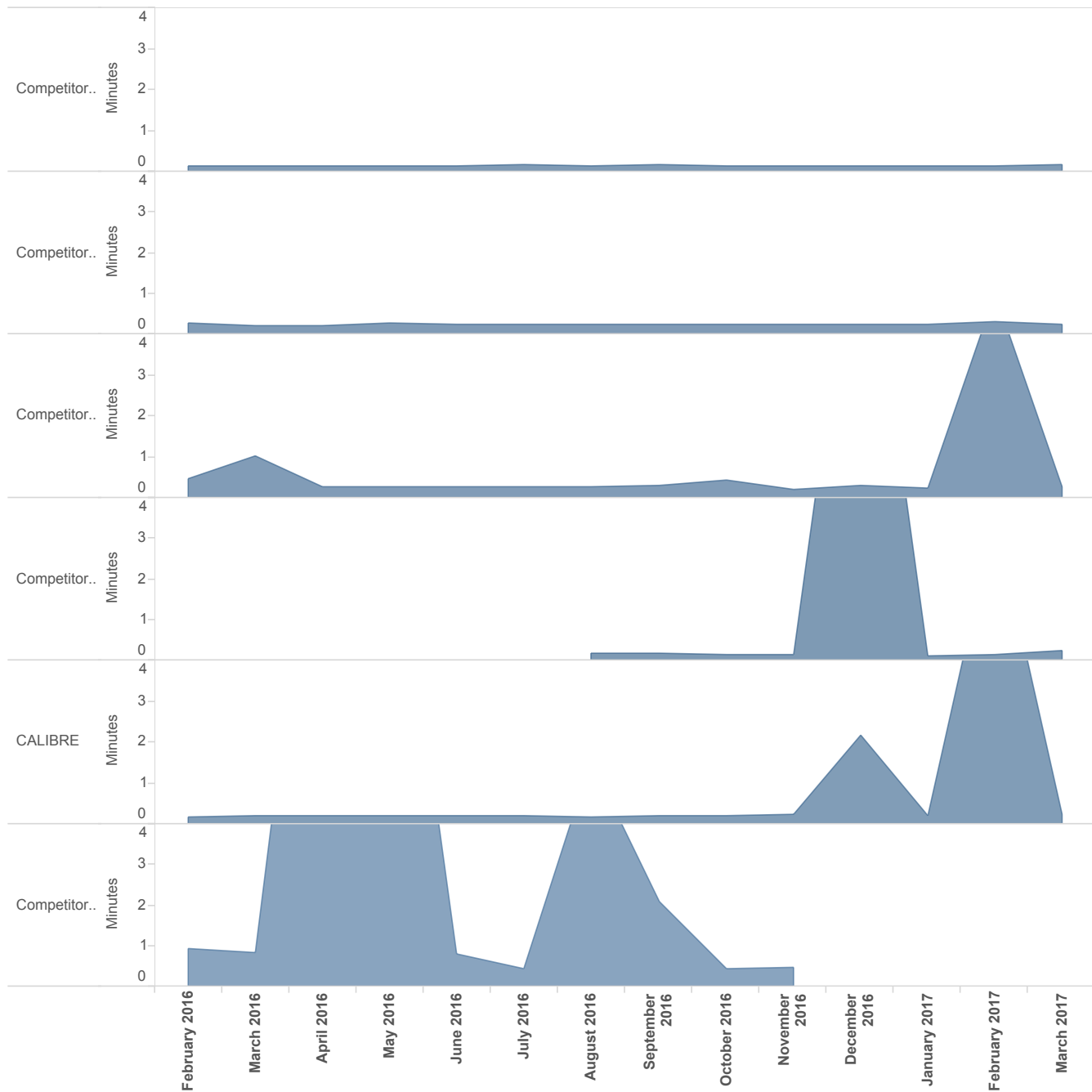


# Opportunity Response Time

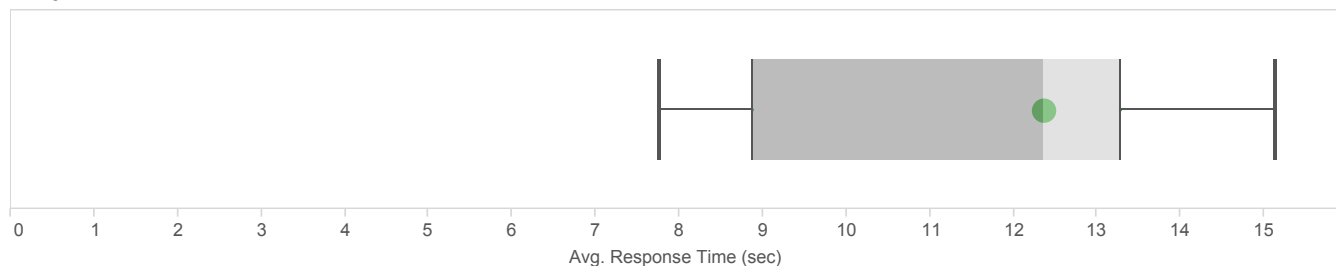


March 2017

**Average Response Time Series, YTD**



**Response Distribution, March 2017**

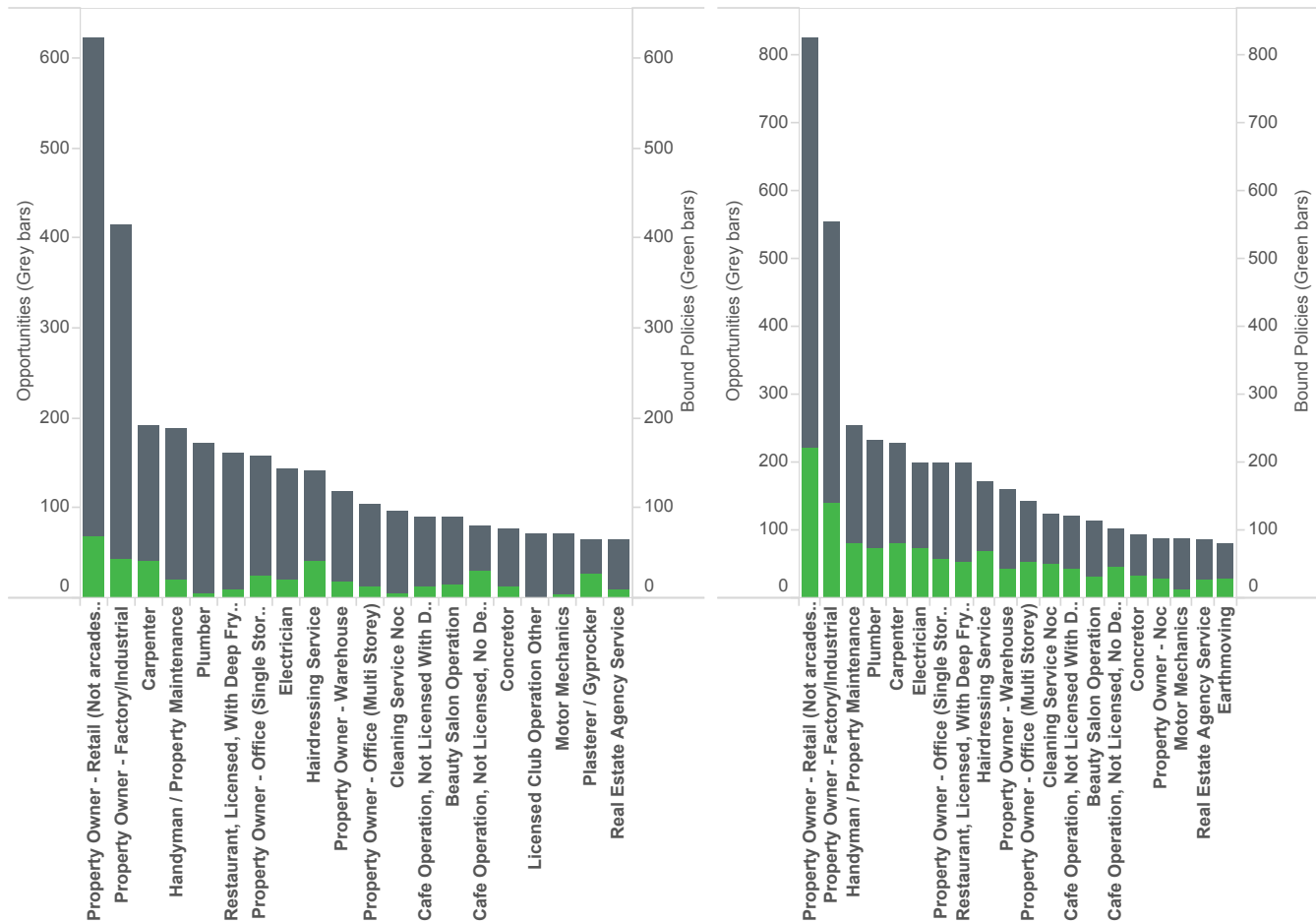


# Demographics

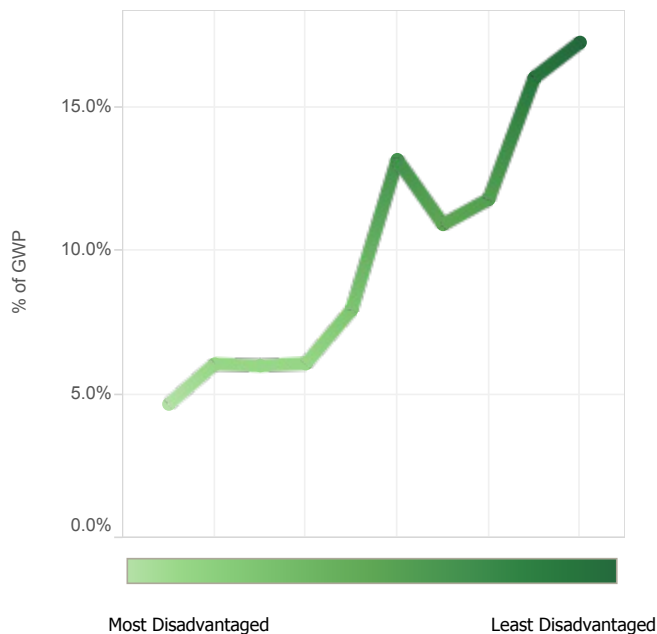


March 2017

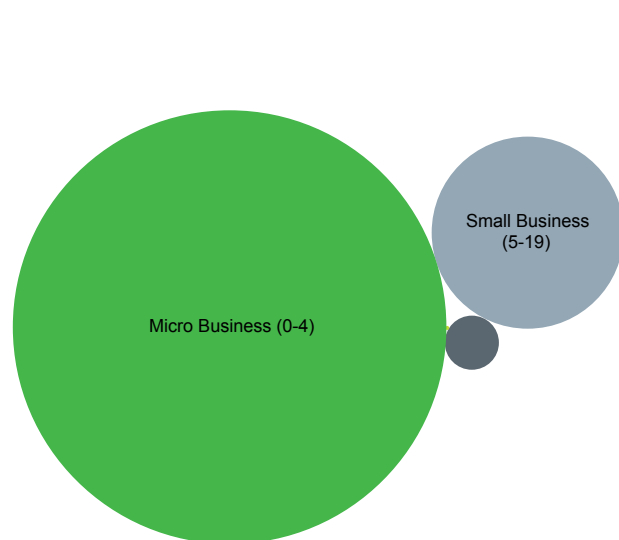
**CALIBRE Opportunities vs Bound Policies by Top Occupations, All Insurers Opportunities vs Bound Policies by Top Occupations, March 2017**



**CALIBRE GWP by Socio-Economic Indexes, YTD**



**CALIBRE Bound Policies by Business Size, YTD**



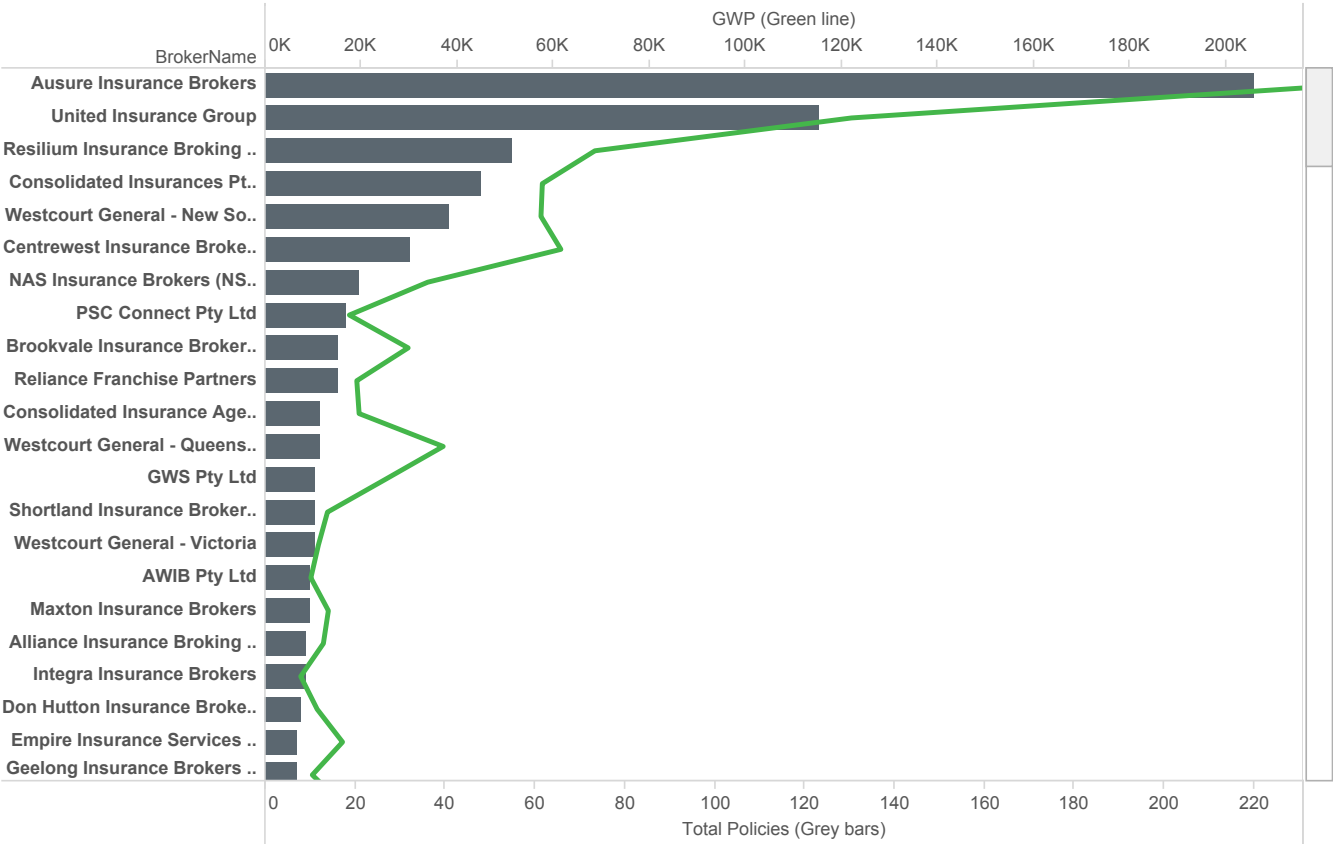


# Broker Performance



March 2017

Top Brokerage by Bound Policies and GWP, March 2017



CALIBRE Unique Processors time series, YTD



Opportunities Referral Rate, March 2017

