



# Insurer Performance Report

**Business Pack**

**June 2017**

**calibre**  
INSURANCE



# Bound Gross Written Premium (GWP)



June 2017

**CALIBRE GWP**

**All Insurer GWP**

**CALIBRE Avg GWP**

**All Avg GWP**

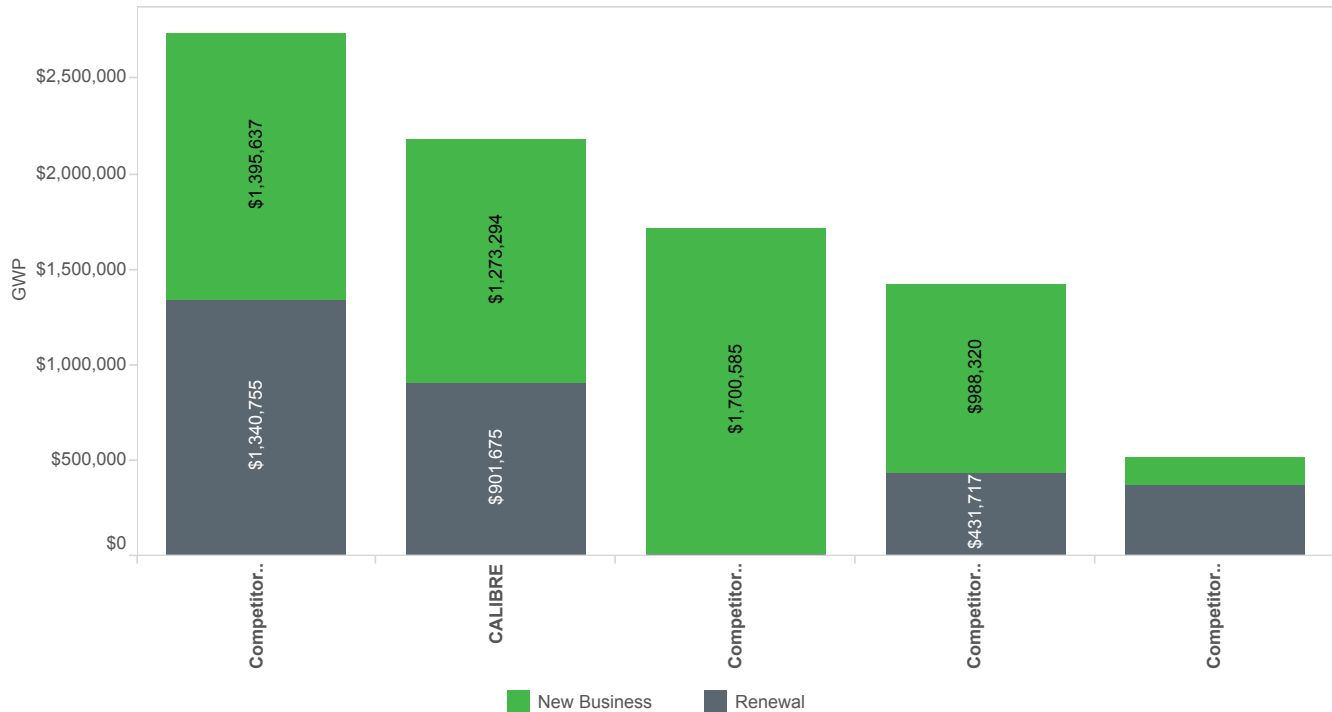
**\$2,174,969**

**\$8,553,922**

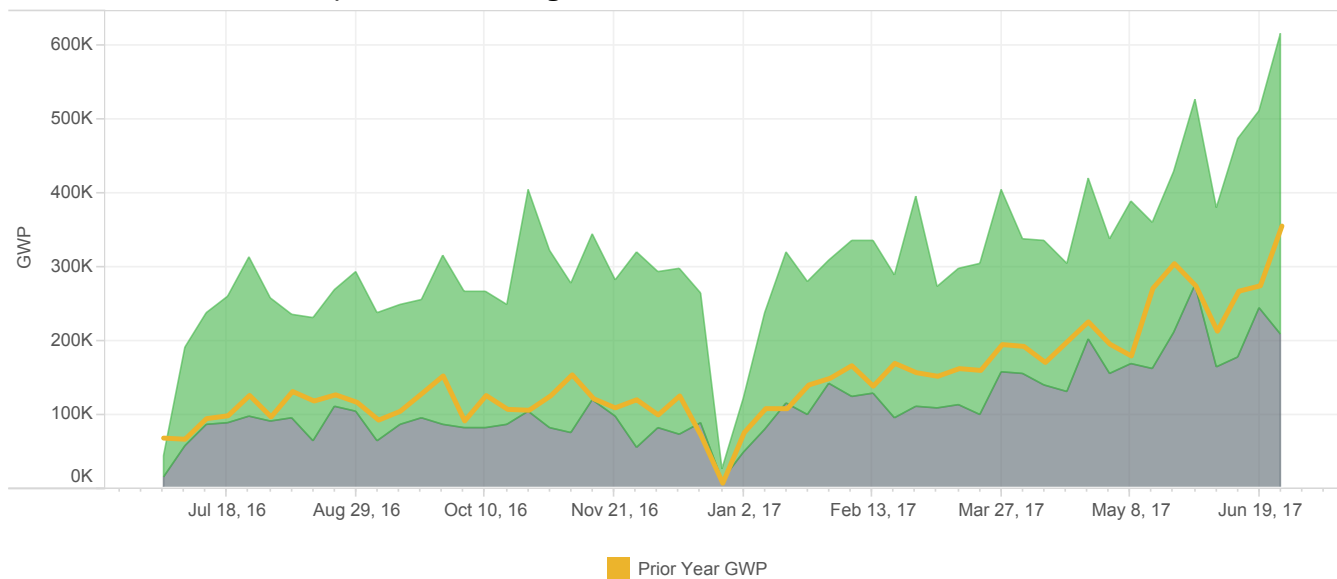
**\$1,458**

**\$1,705**

## GWP All Insurers, June 2017



## CALIBRE GWP Time Series, 12 Month Rolling



# Strike Rate



June 2017

**CALIBRE Opportunities**

**CALIBRE Bound Policies**

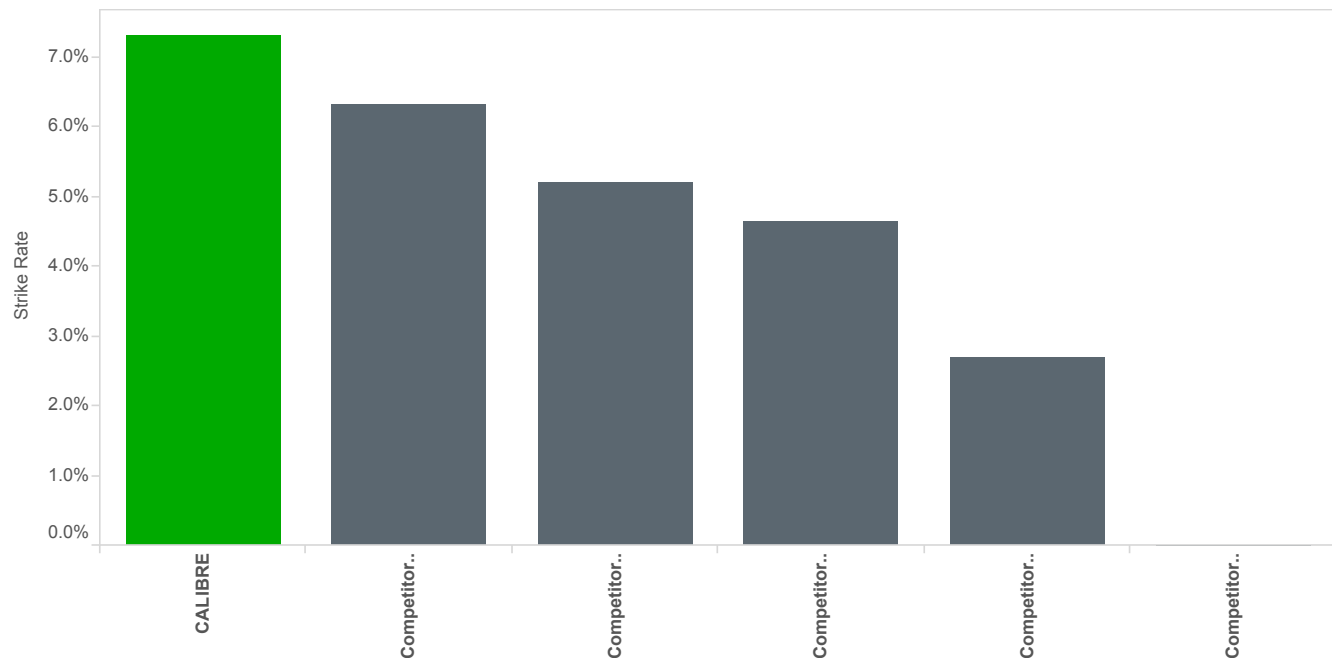
**CALIBRE Strike Rate**

20,423

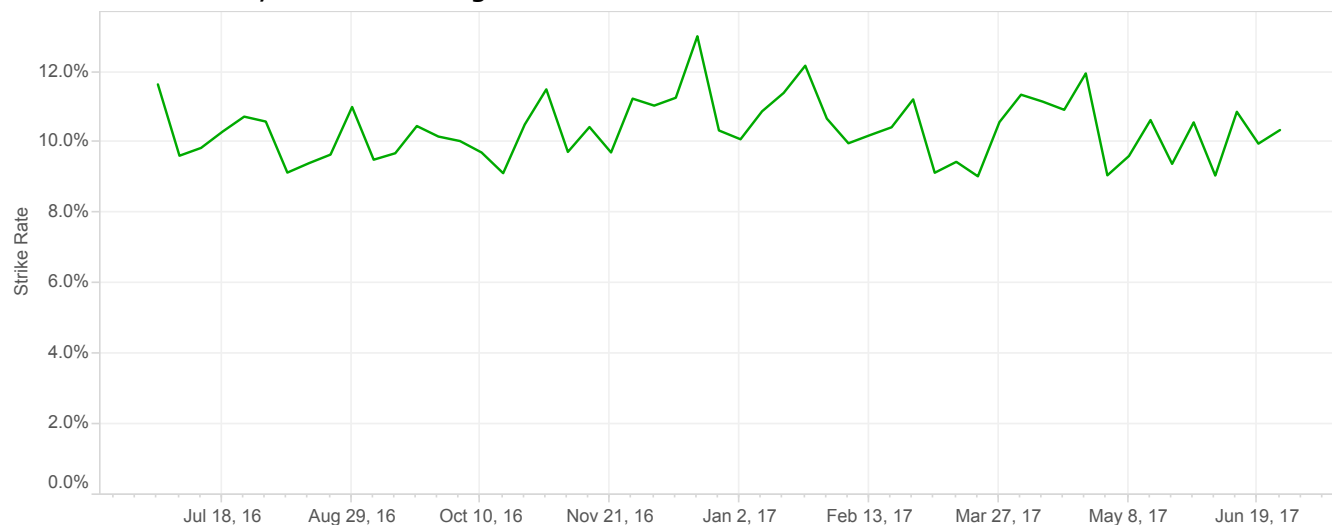
1,492

7.31%

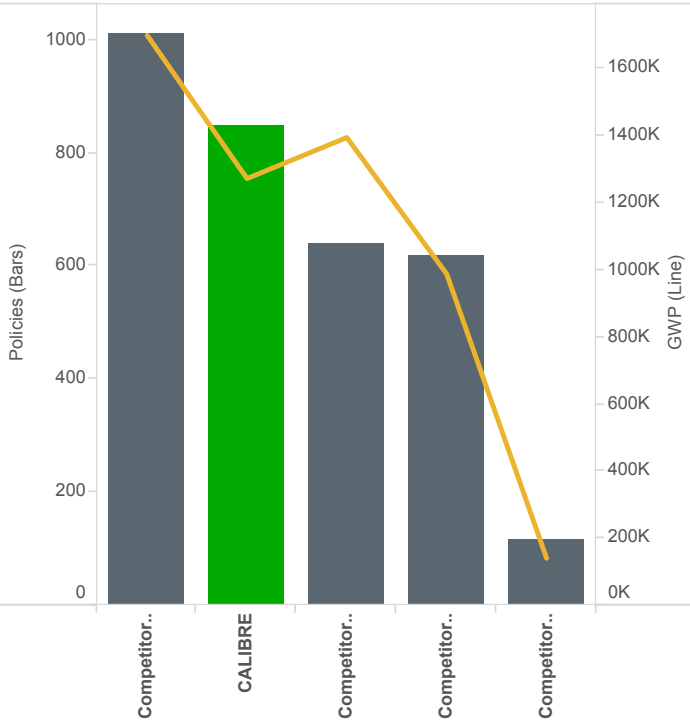
**All Insurers, Strike Rate June 2017**



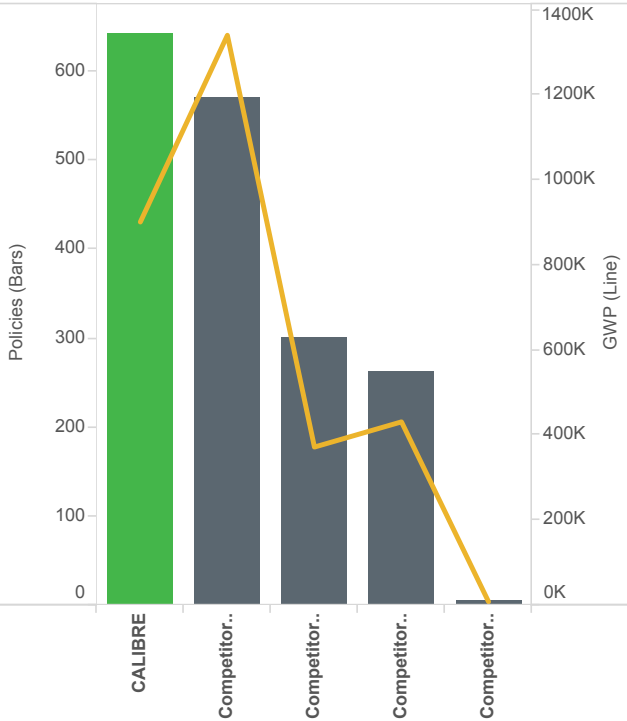
**CALIBRE Strike Rate, 12 Month Rolling**



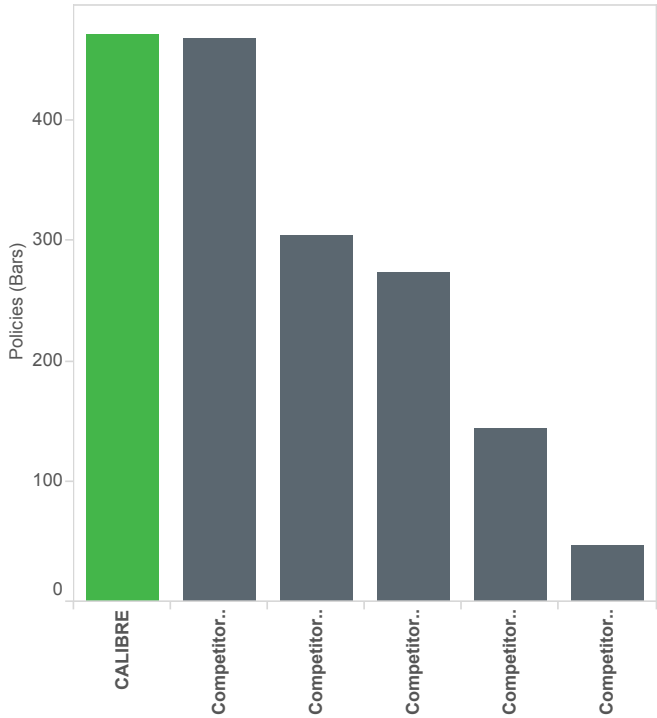
Bound New Business, June 2017



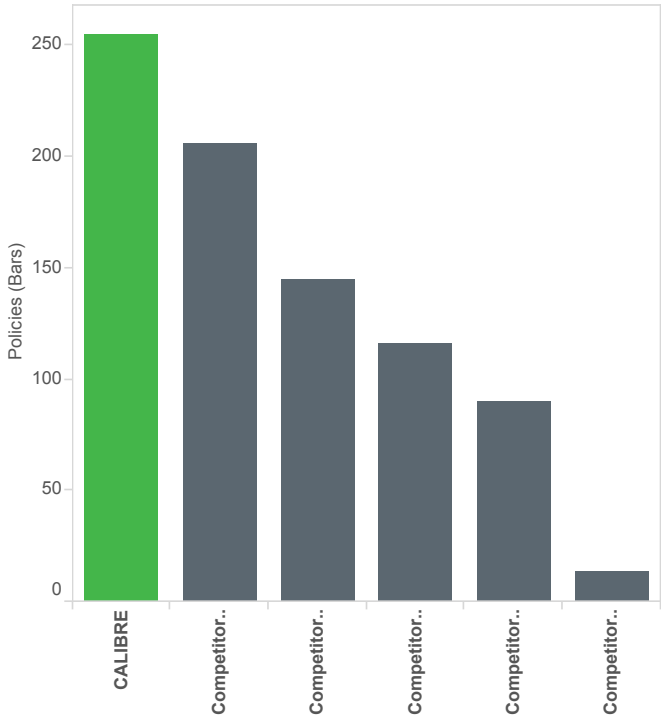
Bound Renewals, June 2017



Bound Endorsements, June 2017



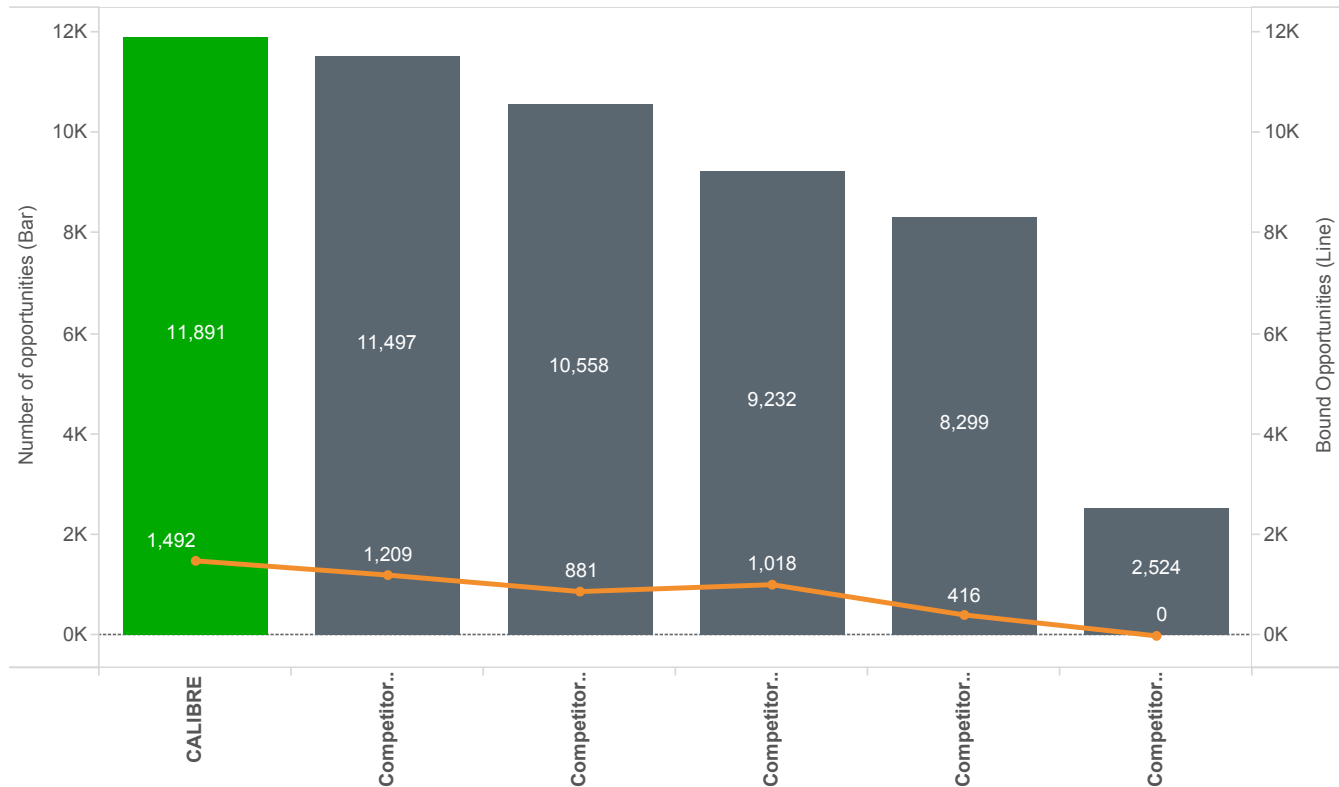
Bound Cancellations, June 2017



# Opportunities and Bound Policies

June 2017

## Opportunities Presented vs Bound Policies, June



## Opportunities Presented, June 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	116	3,462	27	2,697	384	302	3,471	1,432	11,891
GWP	\$109,071	\$3,192,569	\$6,492	\$2,373,399	\$322,244	\$247,448	\$3,441,678	\$1,357,201	\$11,050,101
Average GWP	\$940	\$922	\$240	\$880	\$839	\$819	\$992	\$948	\$929

## Bound Policies, June 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	17	496		321	34	12	478	134	1,492
GWP.	\$28,873	\$629,049		\$477,493	\$51,426	\$14,040	\$744,957	\$229,131	\$2,174,969
Average GWP	\$1,698	\$1,268		\$1,488	\$1,513	\$1,170	\$1,558	\$1,710	\$1,458

## Lost Opportunities, June 2017

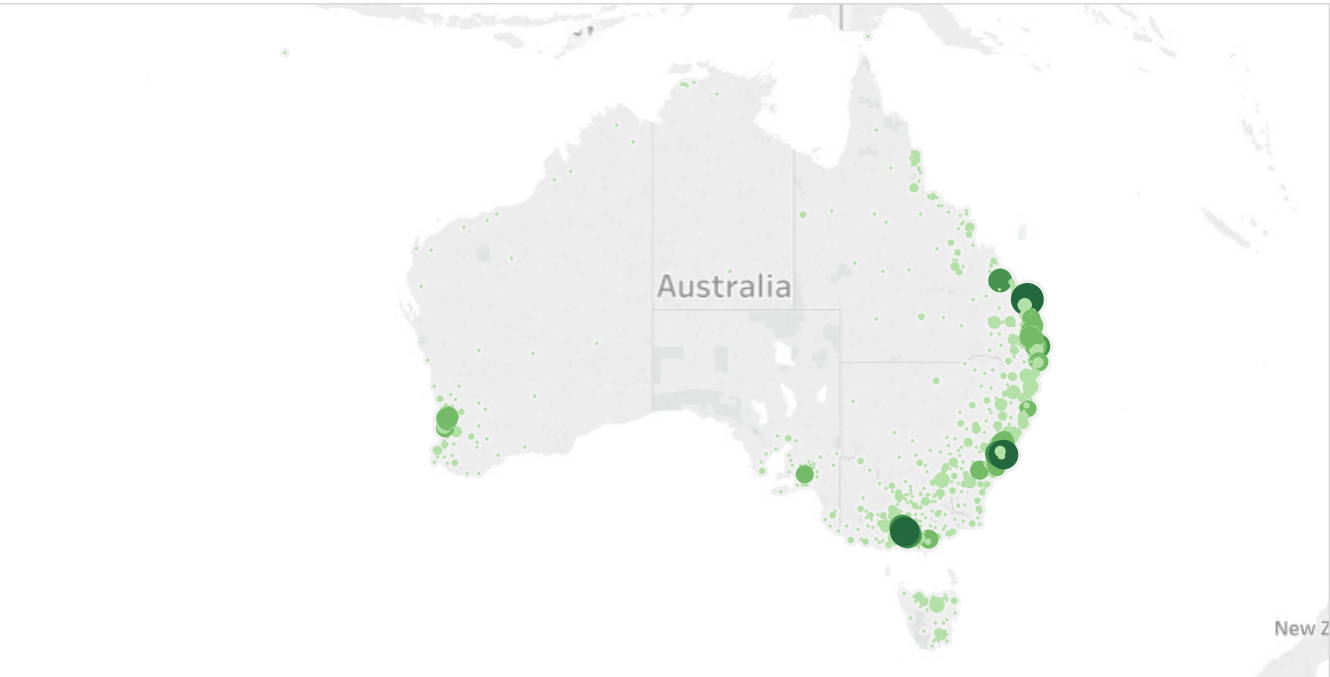
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	24	675	2	486	65	63	734	304	2,353
GWP	\$38,266	\$864,233	\$2,664	\$643,812	\$95,958	\$115,530	\$996,662	\$425,794	\$3,182,921
Average GWP	\$1,594	\$1,280	\$1,332	\$1,325	\$1,476	\$1,834	\$1,358	\$1,401	\$1,353

June 2017

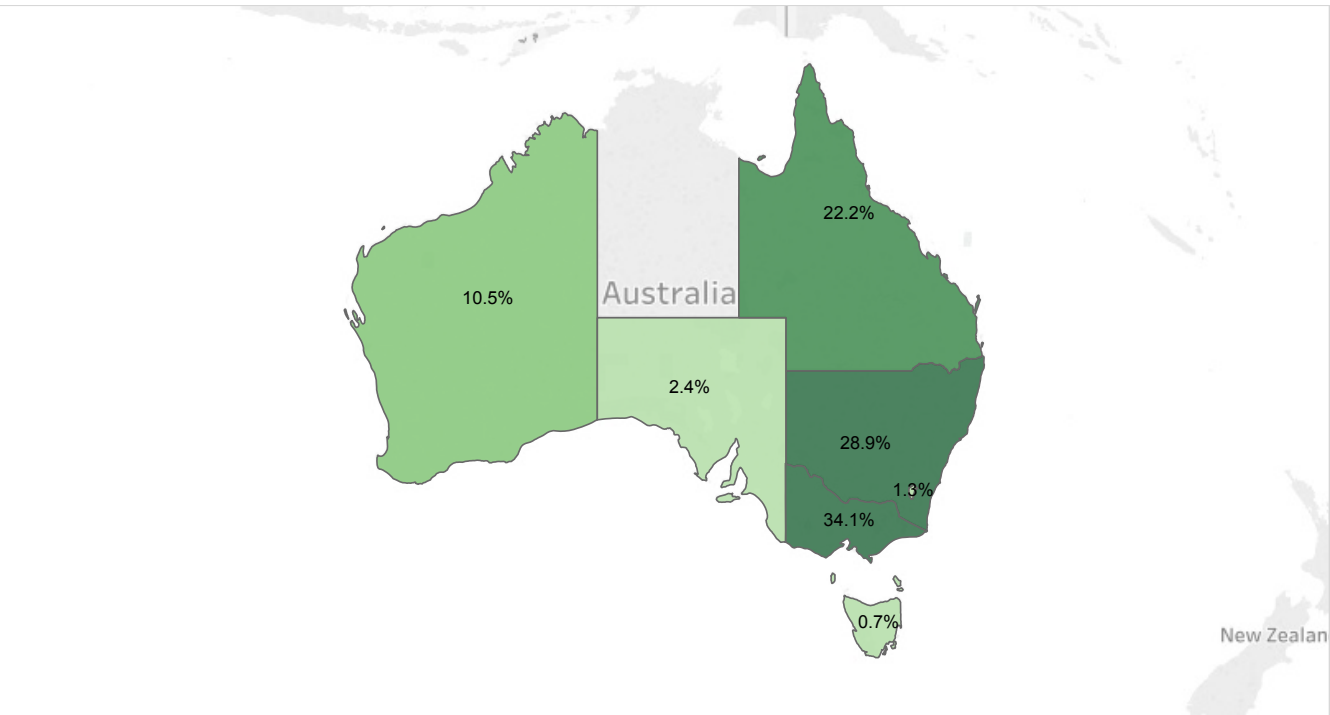
GWP by State, June 2017

	ACT	NSW	QLD	SA	TAS	VIC	WA
New Business	\$15,560	\$344,352	\$250,542	\$39,853	\$10,560	\$469,049	\$143,378
Renewal	\$13,313	\$284,698	\$226,952	\$11,573	\$3,480	\$275,907	\$85,752

Bound Policies by Post Code, June 2017



GWP Split by State, June 2017

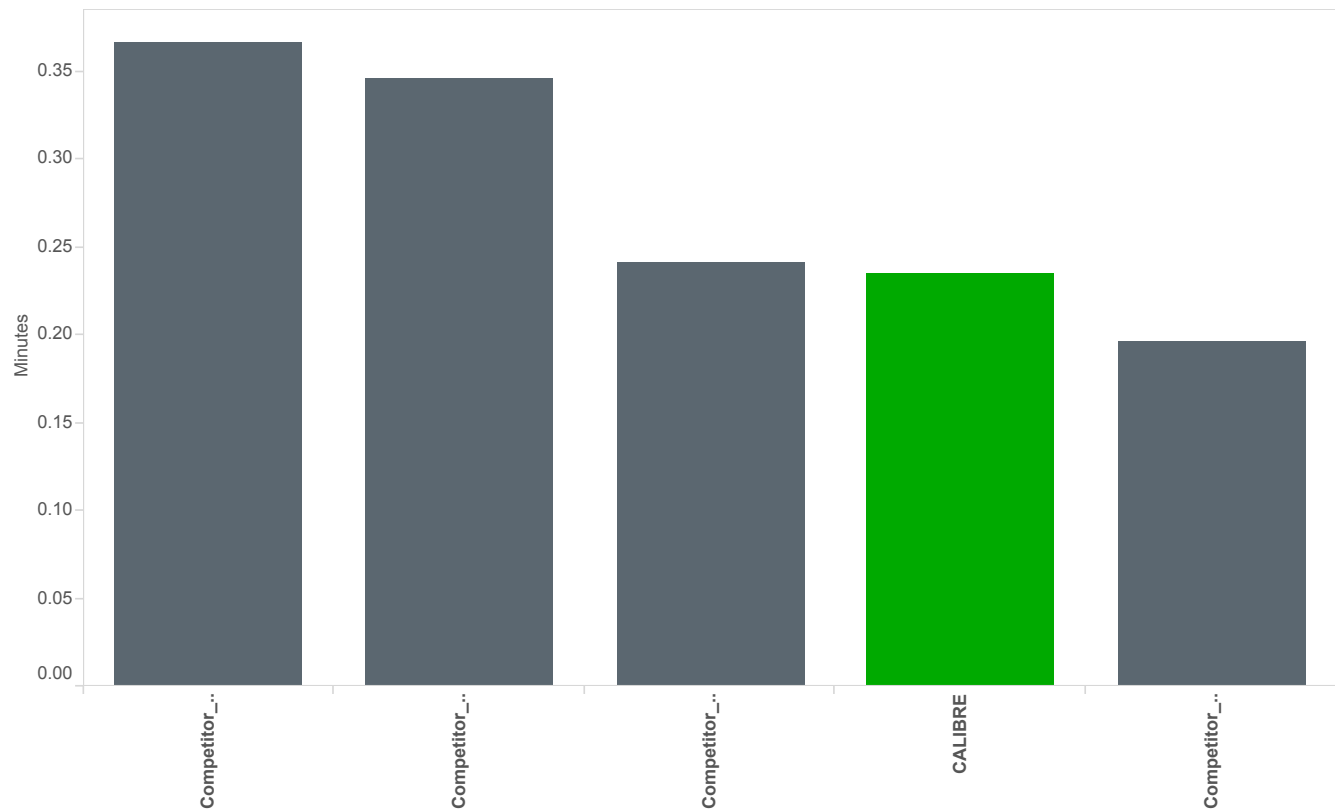


# Opportunity Response Time

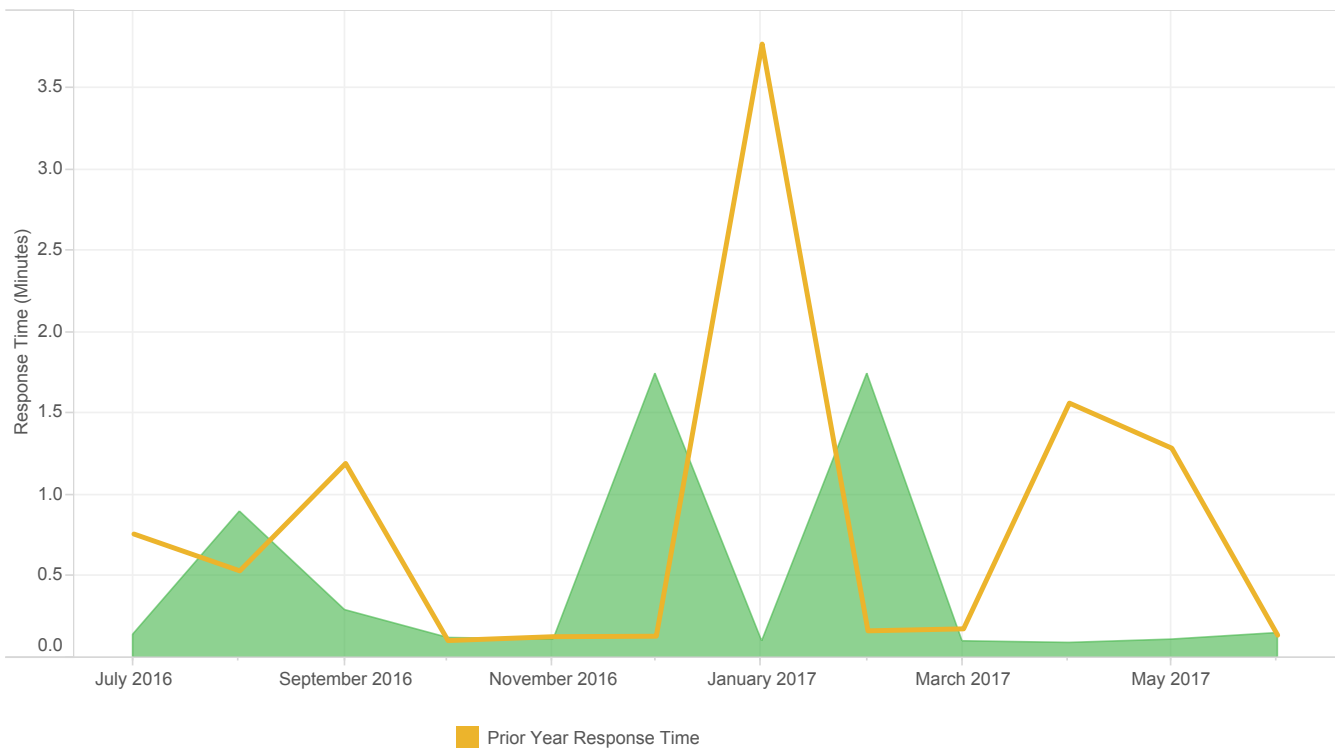


June 2017

**Average Response Time Series, June 2017**



**CALIBRE Average Response Time Series, 12 Month Rolling**

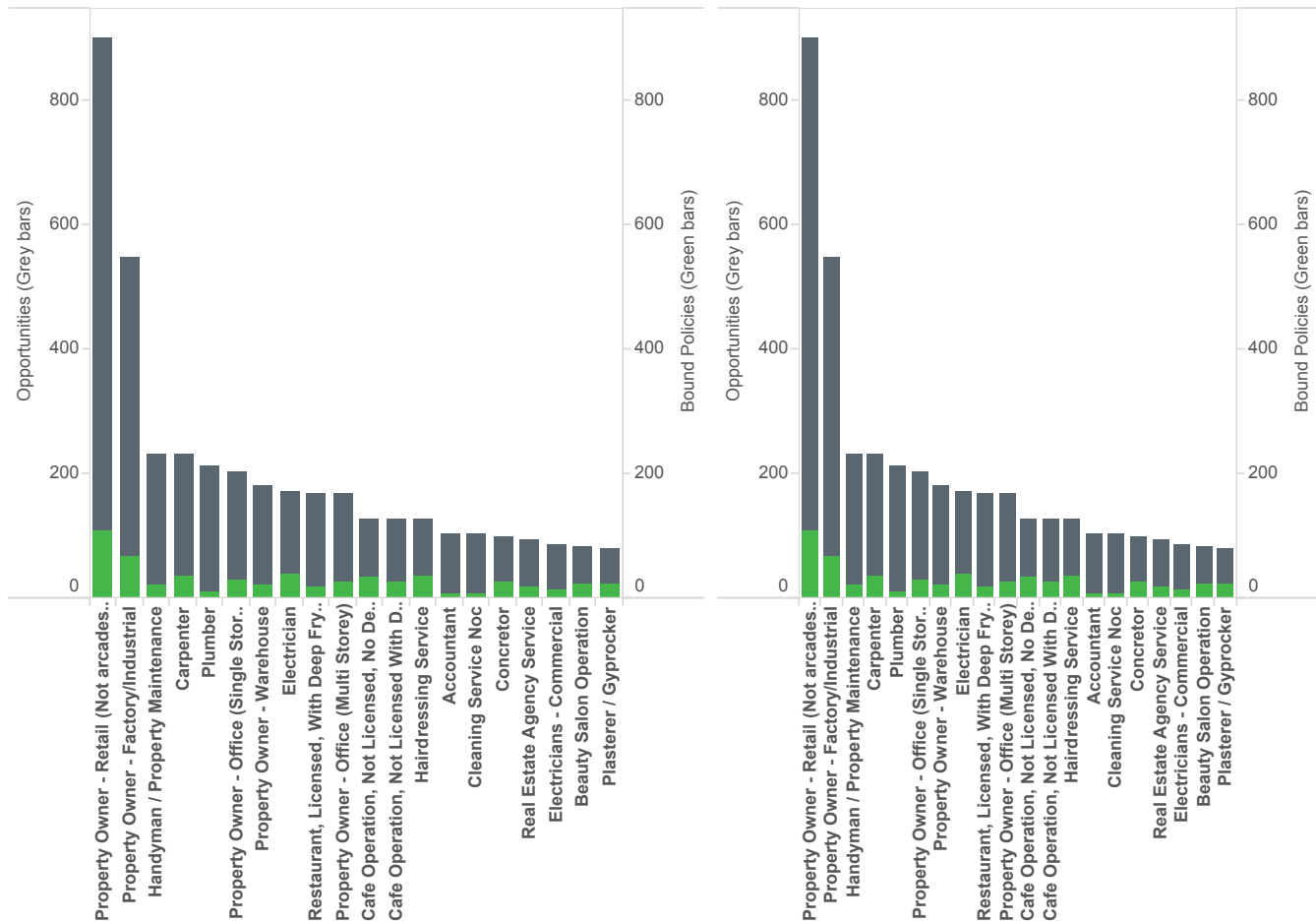


# Demographics

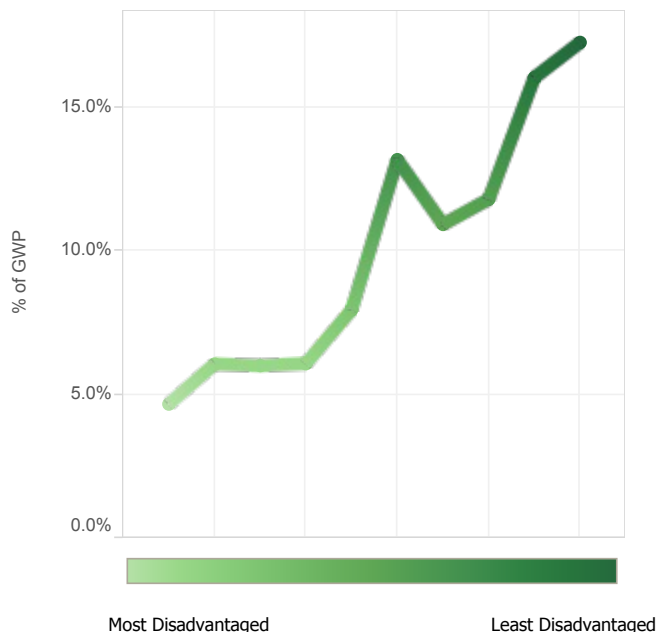


June 2017

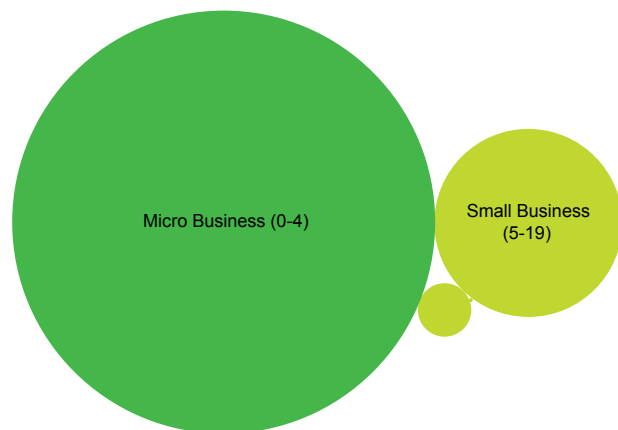
**CALIBRE Opportunities vs Bound Policies by Top Occupations, All Insurers Opportunities vs Bound Policies by Top Occupations, June 2017**



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



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



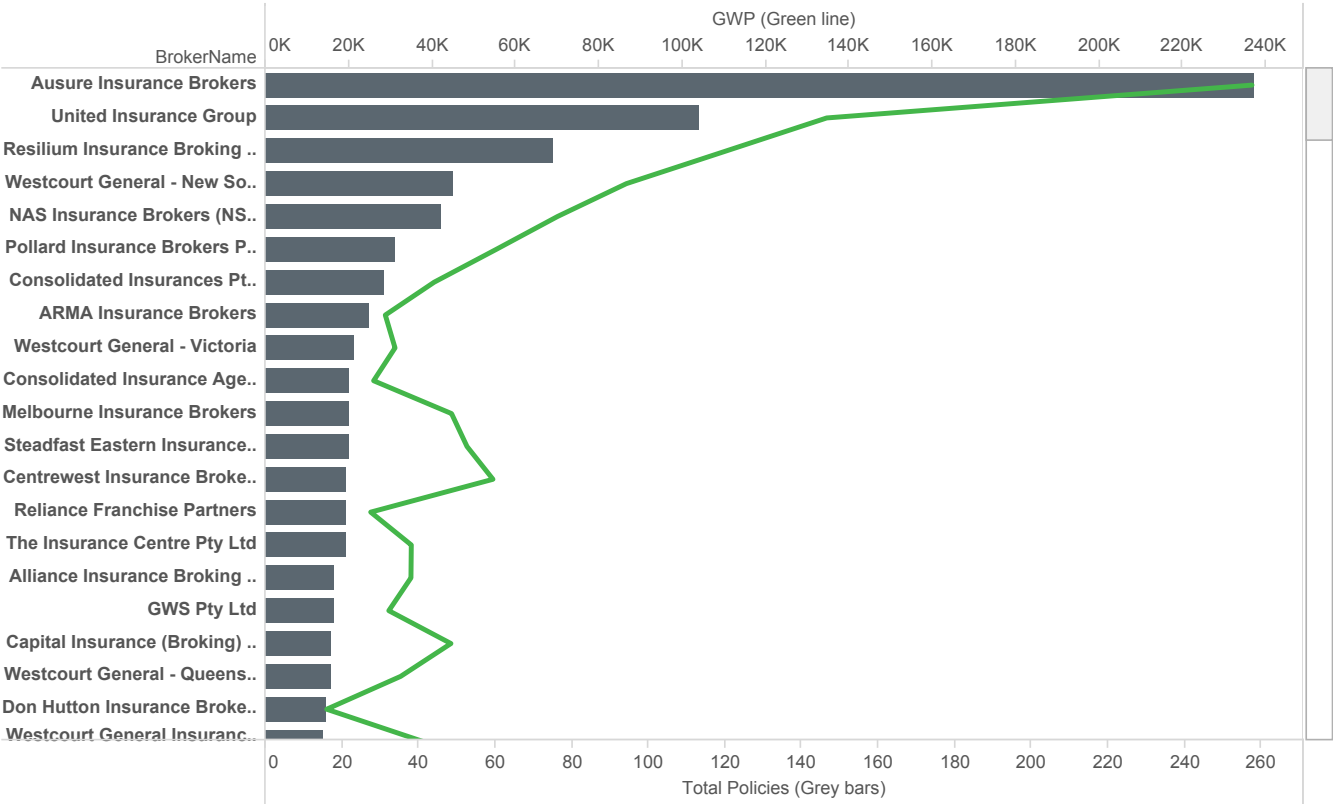


# Broker Performance



June 2017

Top Brokerage by Bound Policies and GWP, June 2017



CALIBRE Unique Processors time series, 12 Month Rolling

