



Insurer Performance Report

Business Pack

January 2018

calibre
INSURANCE

Bound Gross Written Premium (GWP)



January 2018

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

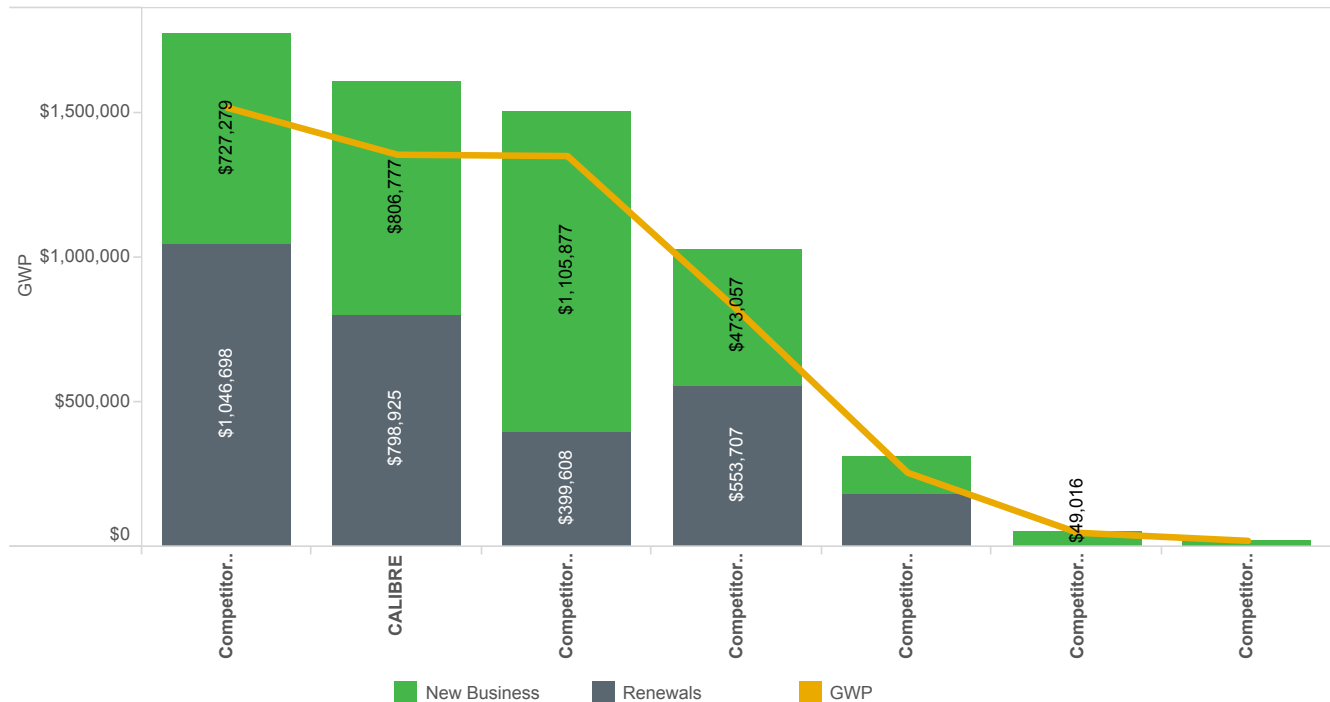
\$1,356,265

\$5,371,614

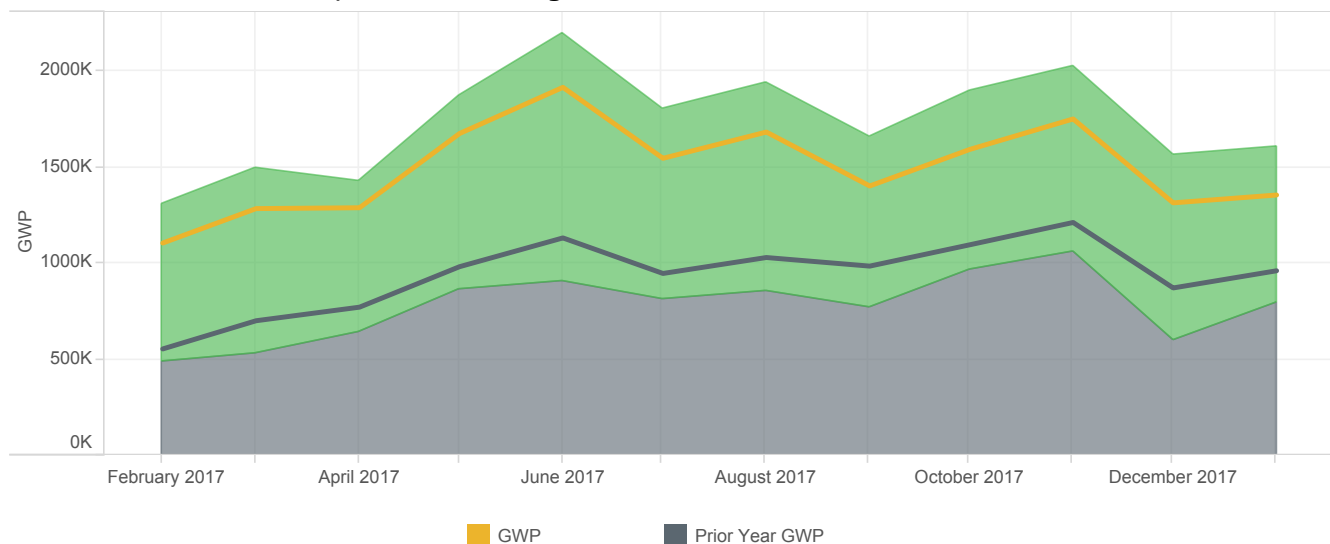
\$1,027

\$1,172

GWP All Insurers, January 2018



CALIBRE GWP Time Series, 12 Month Rolling



Strike Rate



January 2018

CALIBRE Opportunities

CALIBRE Bound Policies

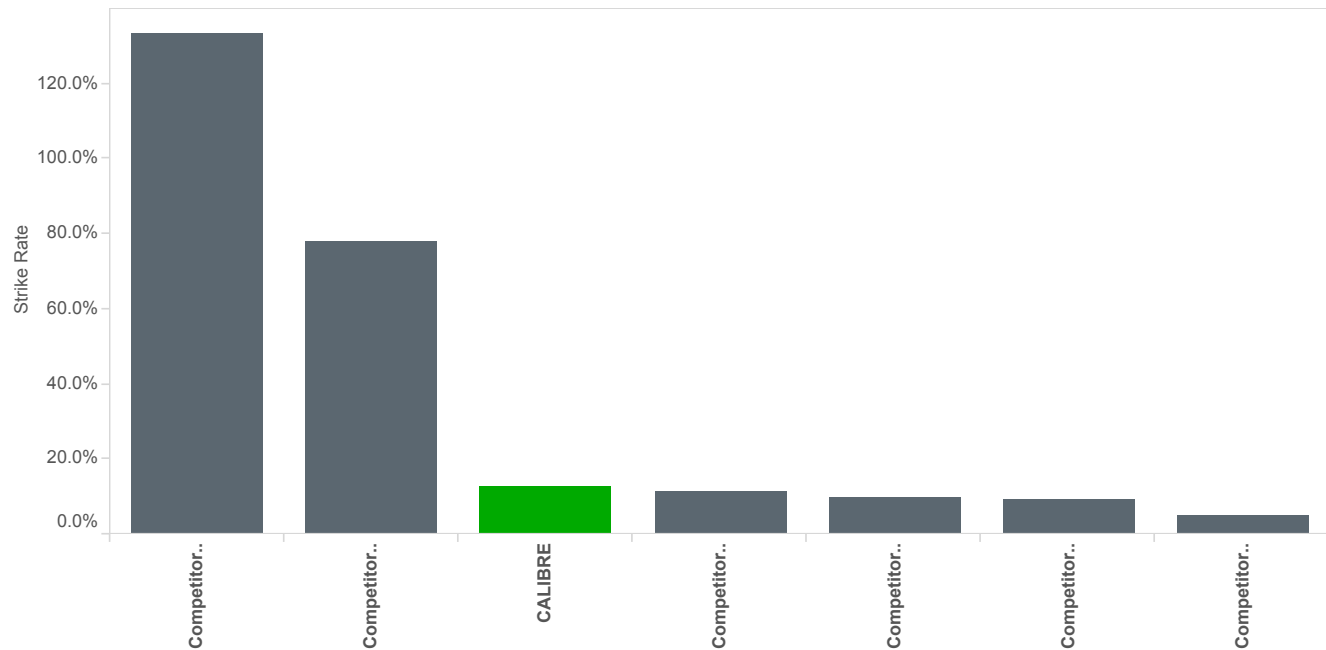
CALIBRE Strike Rate

9,406

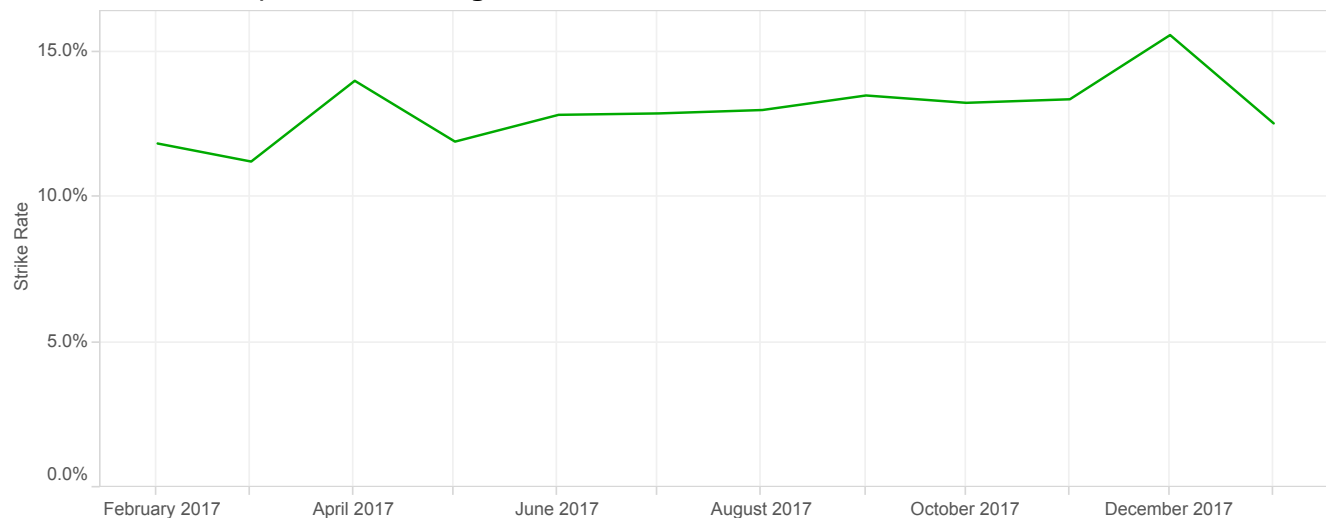
1,180

12.55%

All Insurers, Strike Rate January 2018



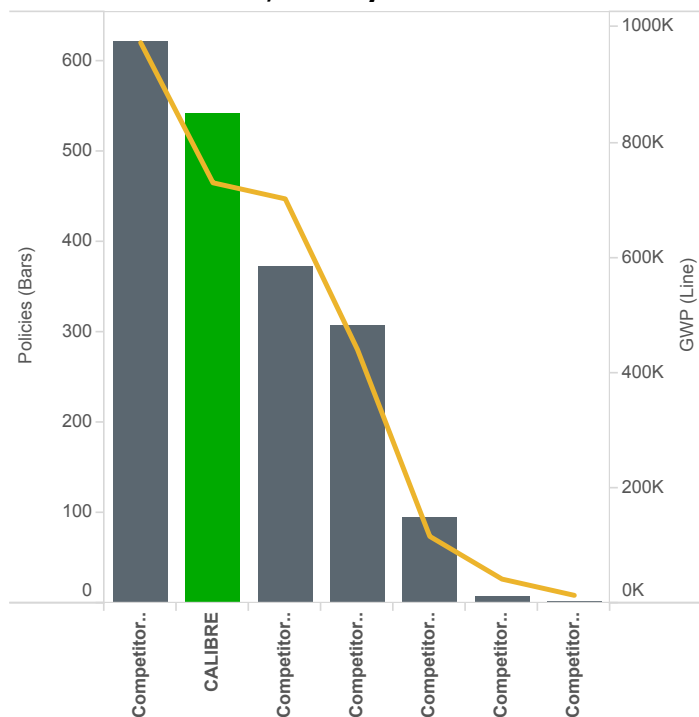
CALIBRE Strike Rate, 12 Month Rolling



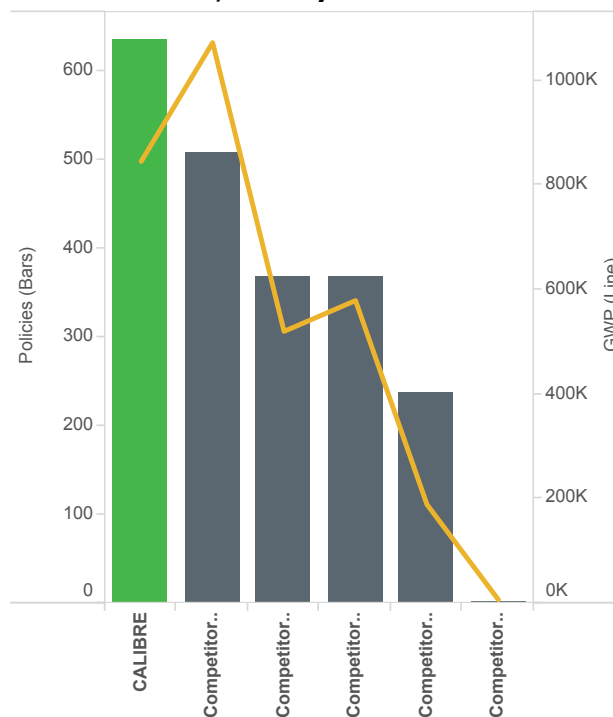
Bound Transactions

January 2018

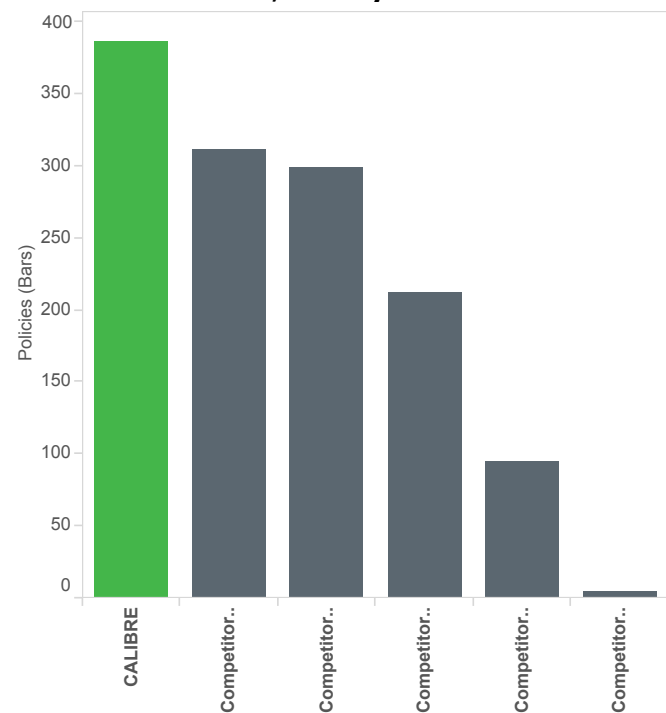
Bound New Business, January 2018



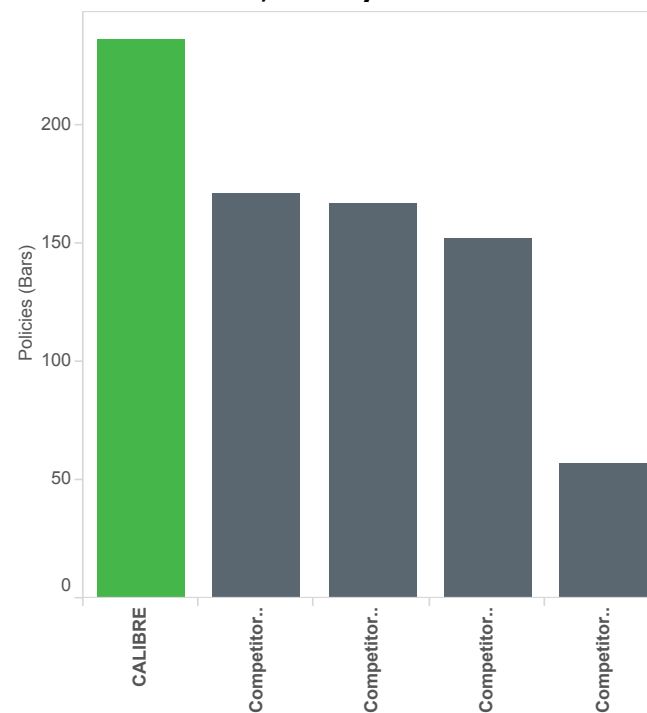
Bound Renewals, January 2018



Bound Endorsements, January 2018



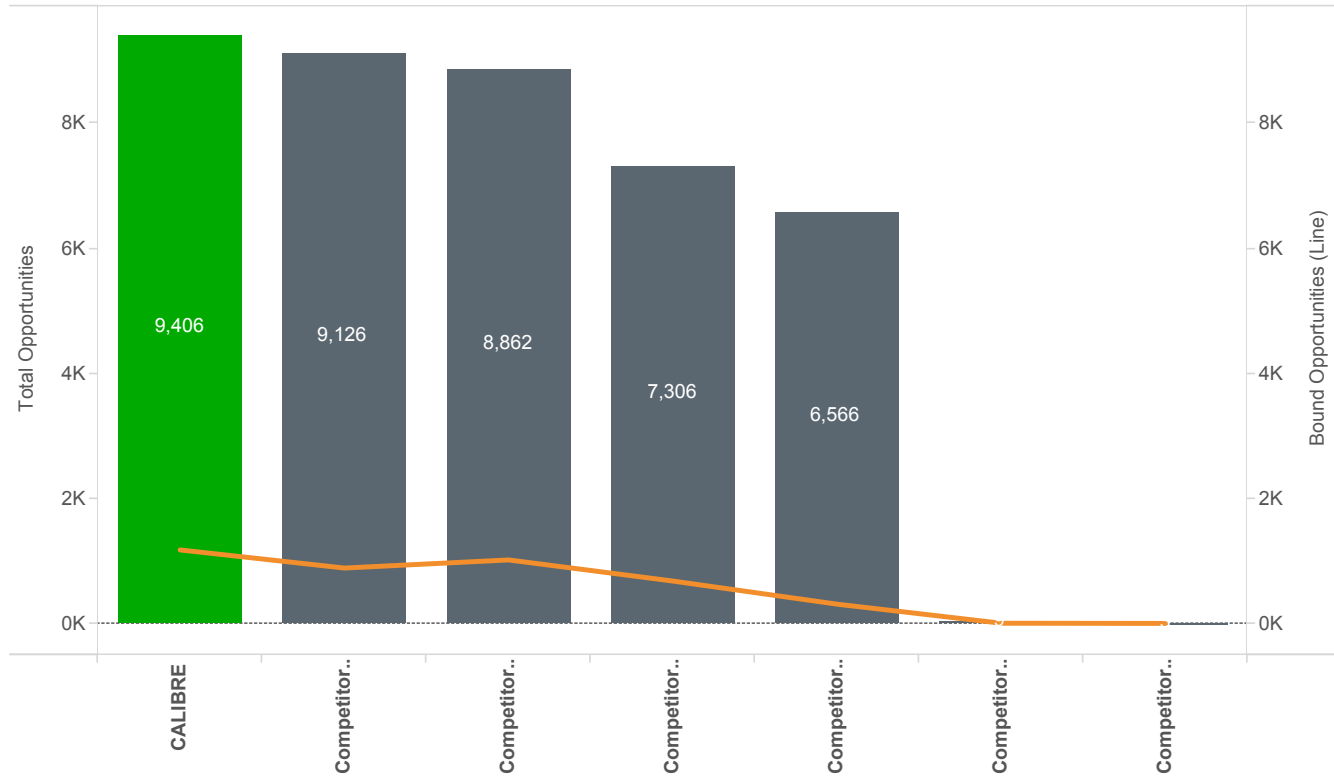
Bound Cancellations, January 2018



Opportunities and Bound Policies

January 2018

Opportunities Presented vs Bound Policies, January



Opportunities Presented, January 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	104	2,805	32	2,197	314	248	2,533	1,173	9,406
GWP	\$69,433	\$2,907,392	\$10,622	\$1,903,107	\$283,707	\$194,722	\$2,377,340	\$910,797	\$8,657,119
Average GWP	\$637	\$969	\$322	\$814	\$844	\$746	\$874	\$723	\$861

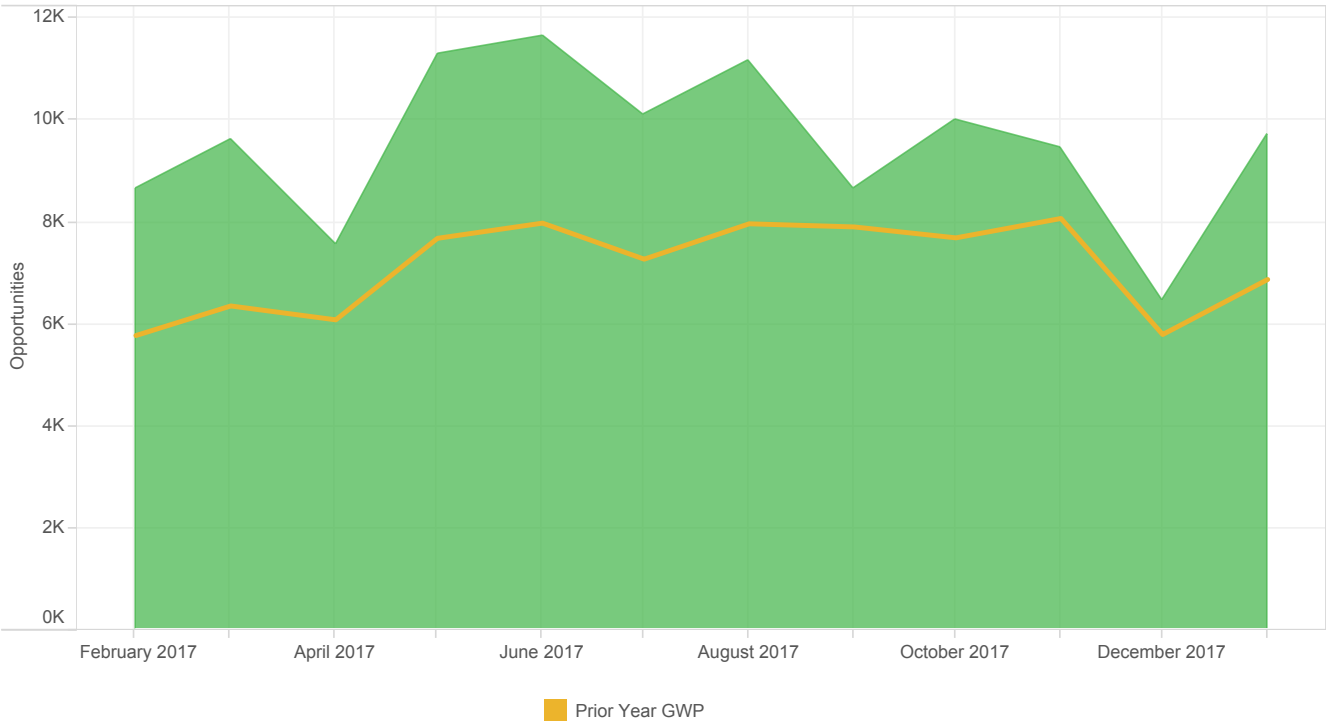
Bound Policies, January 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	20	555		331	55	22	650	166	1,799
BasePremiumAmo..	\$22,599	\$425,163		\$253,824	\$63,105	\$21,672	\$470,976	\$98,926	\$1,356,265
Average GWP	\$1,130	\$766		\$767	\$1,147	\$985	\$725	\$596	\$754

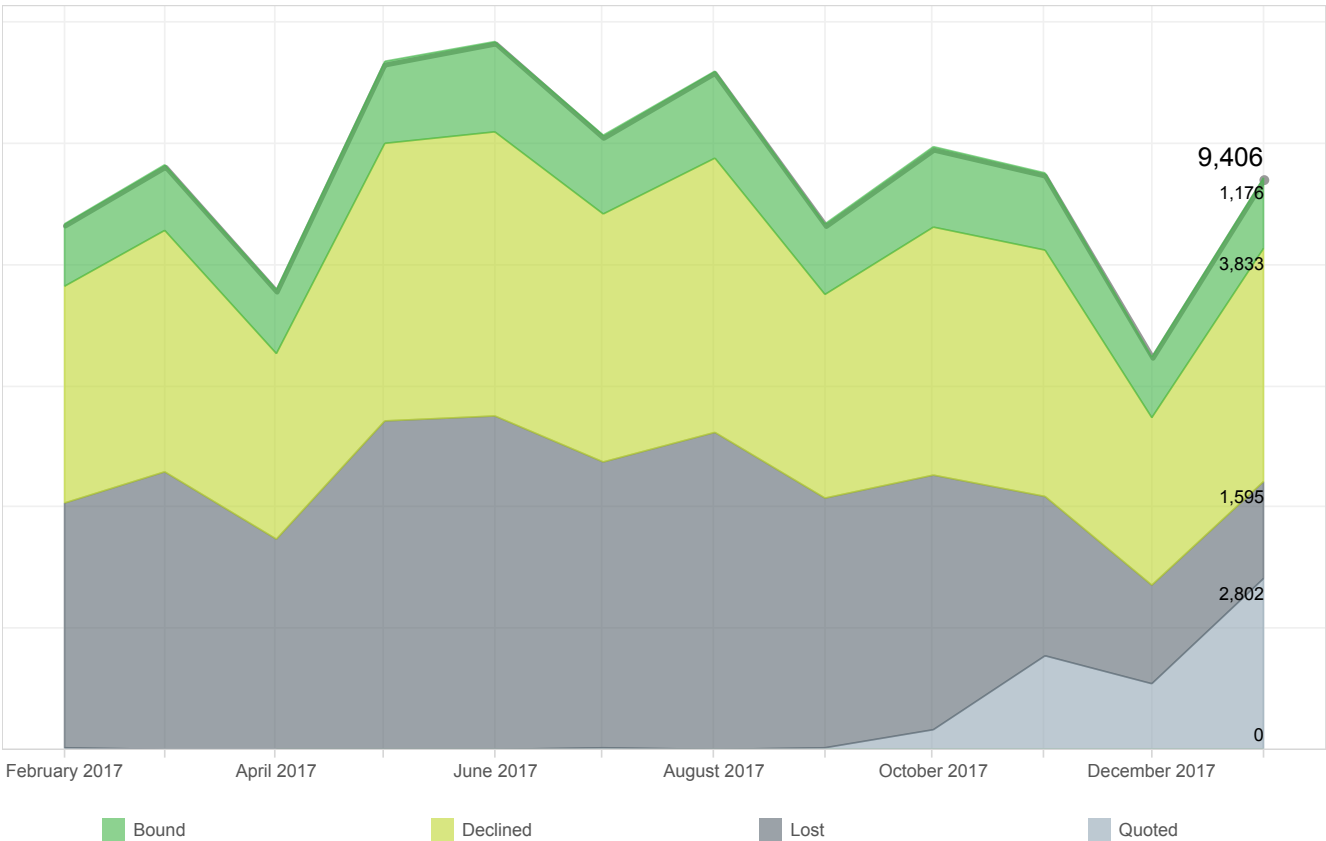
Lost Opportunities, January 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	24	484	4	338	34	39	458	214	1,595
GWP	\$19,625	\$776,525	\$1,874	\$522,839	\$44,434	\$62,002	\$659,299	\$283,338	\$2,369,935
Average GWP	\$818	\$1,601	\$469	\$1,542	\$1,307	\$1,590	\$1,440	\$1,318	\$1,483

CALIBRE Opportunity Time Series, 12 Month Rolling



CALIBRE Opportunity by status Time Series, 12 Month Rolling



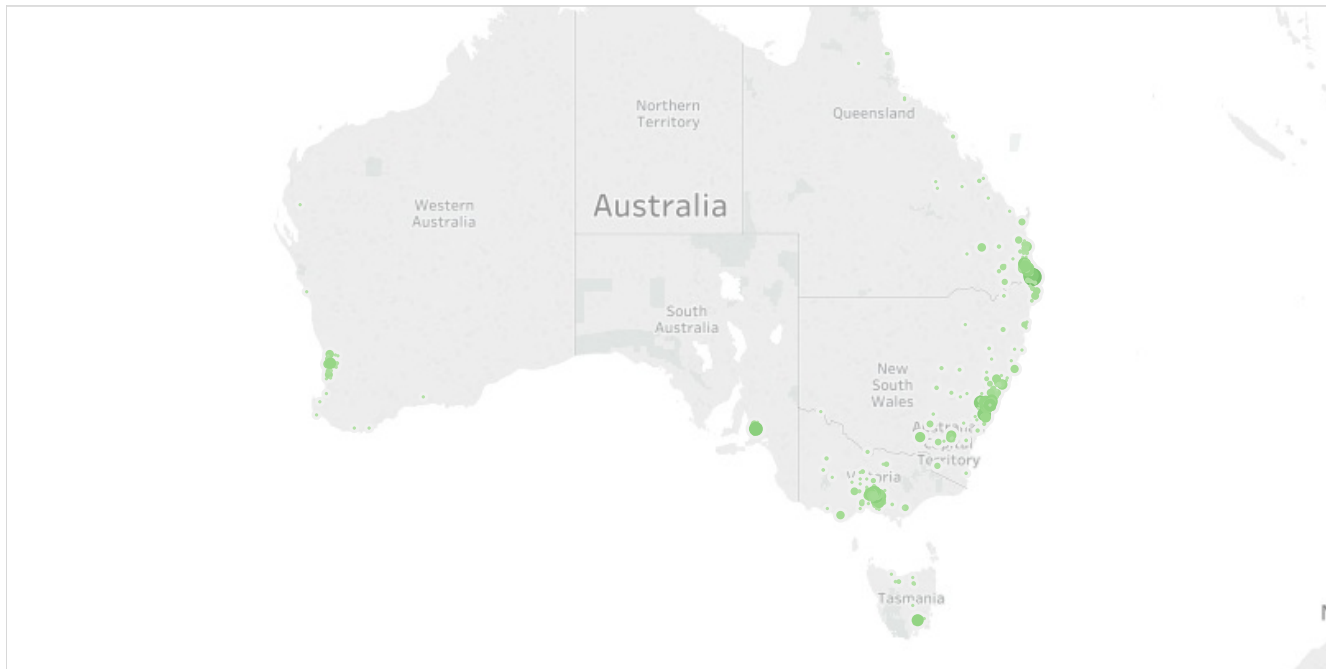
State Activity

January 2018

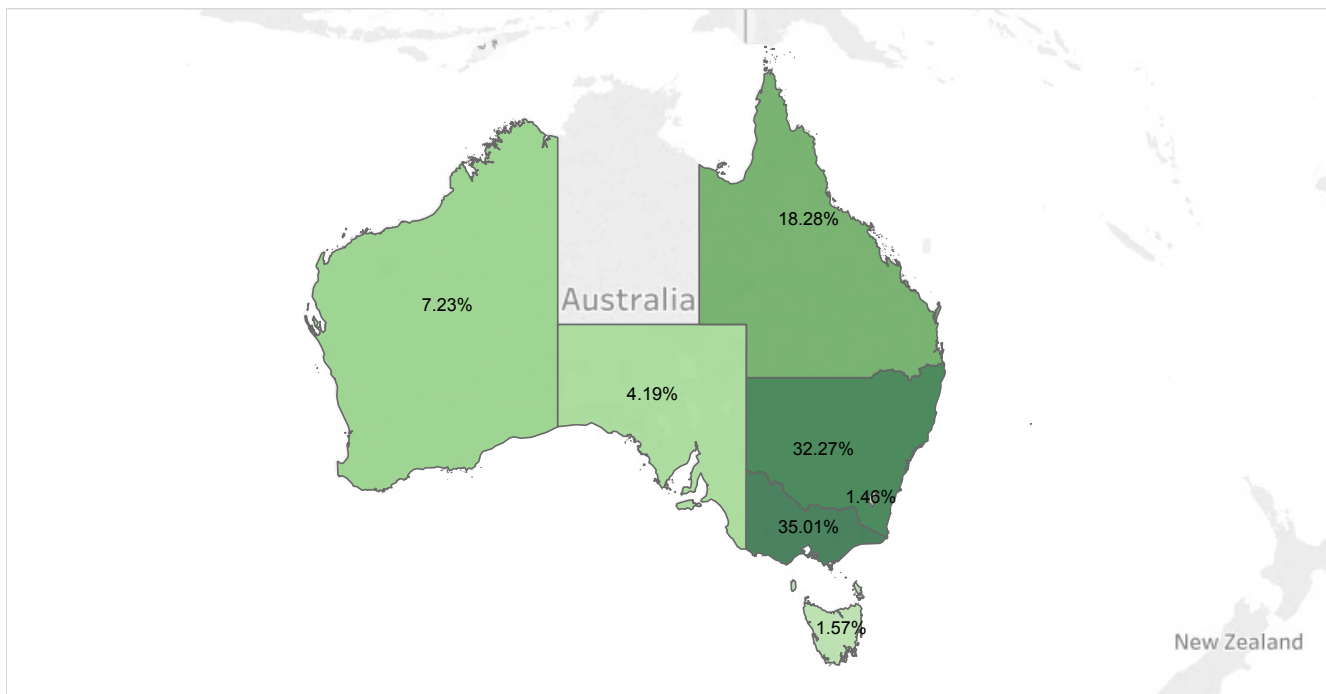
GWP by State, January 2018

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
New Business	\$5,703	\$201,203	\$134,421	\$37,395	\$6,135	\$289,538	\$56,121	\$730,517
Renewals	\$17,314	\$307,362	\$153,633	\$28,574	\$18,681	\$262,169	\$57,805	\$845,538
Total	\$23,018	\$508,565	\$288,054	\$65,969	\$24,816	\$551,707	\$113,926	\$1,576,055

Bound Policies by Post Code, January 2018



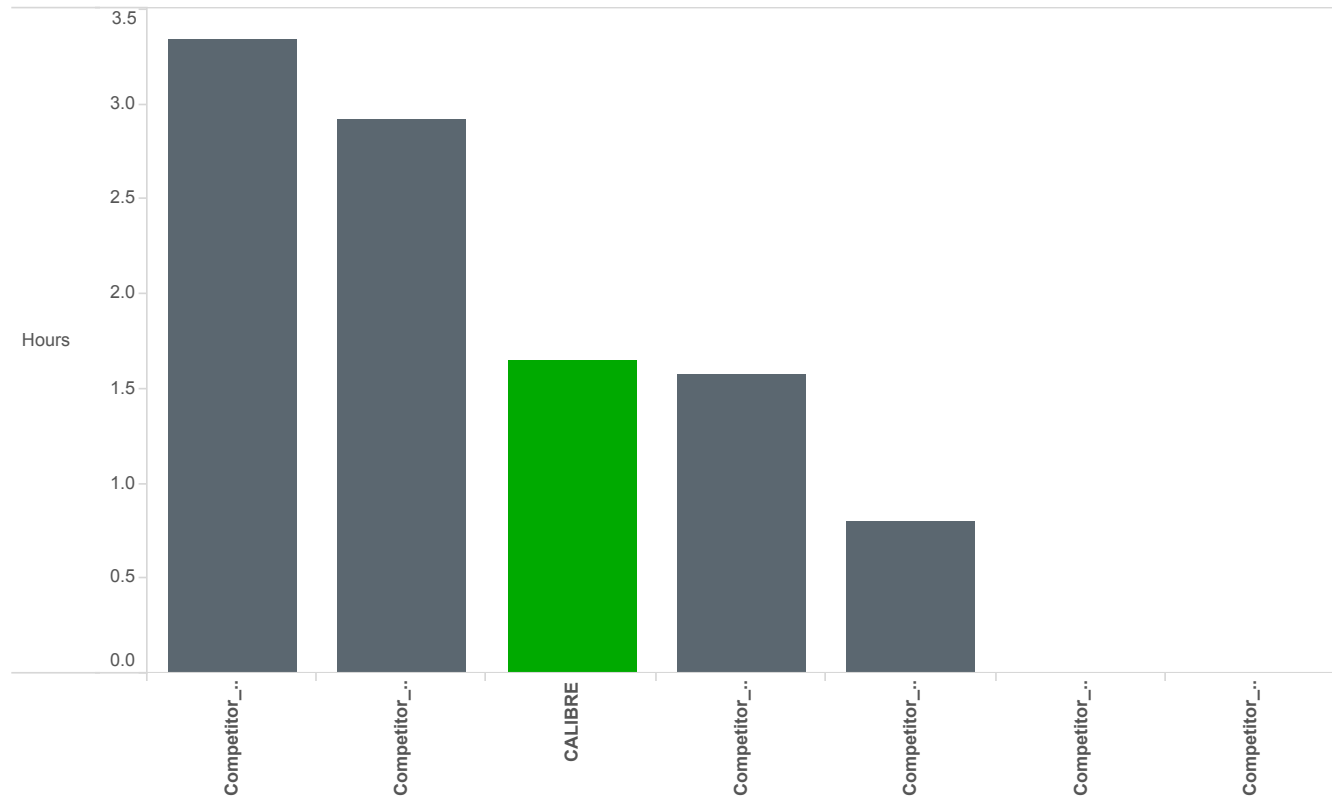
GWP Split by State, January 2018



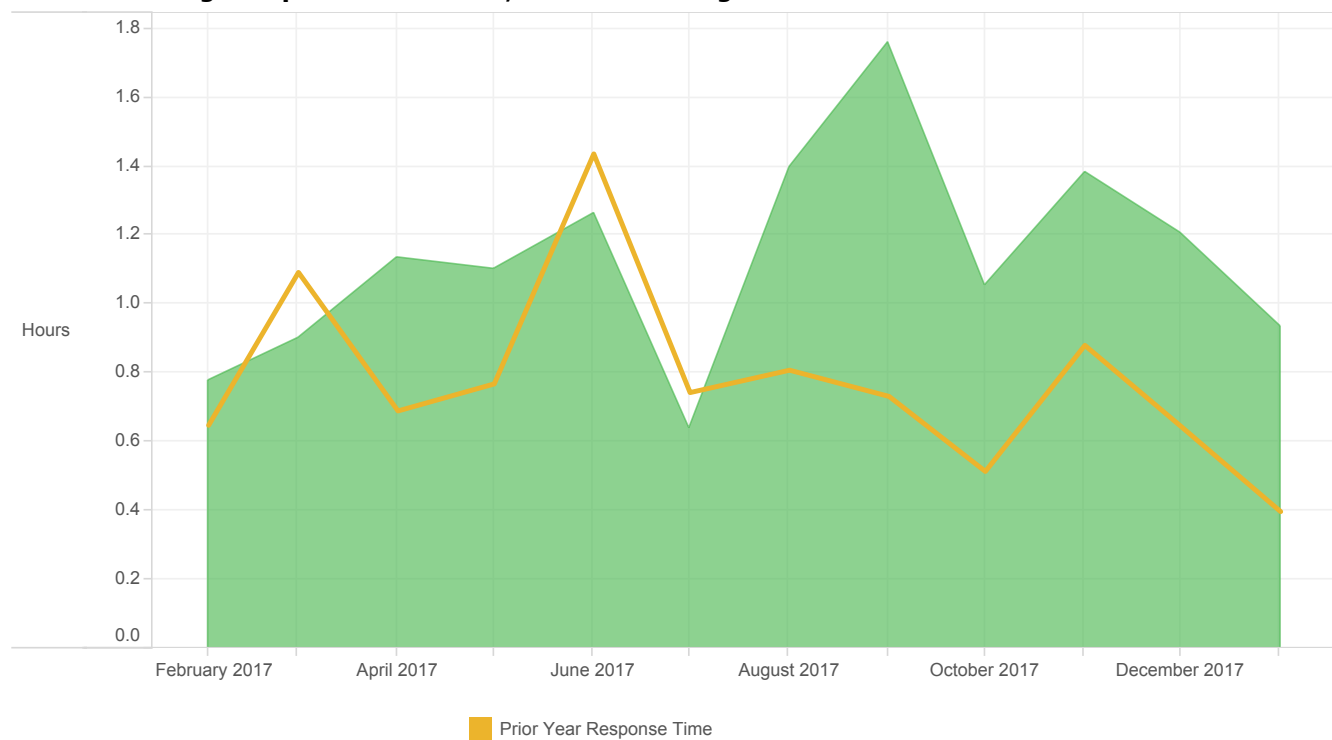
Opportunity Response Time

January 2018

Average Response Time Series, January 2018



CALIBRE Average Response Time Series, 12 Month Rolling

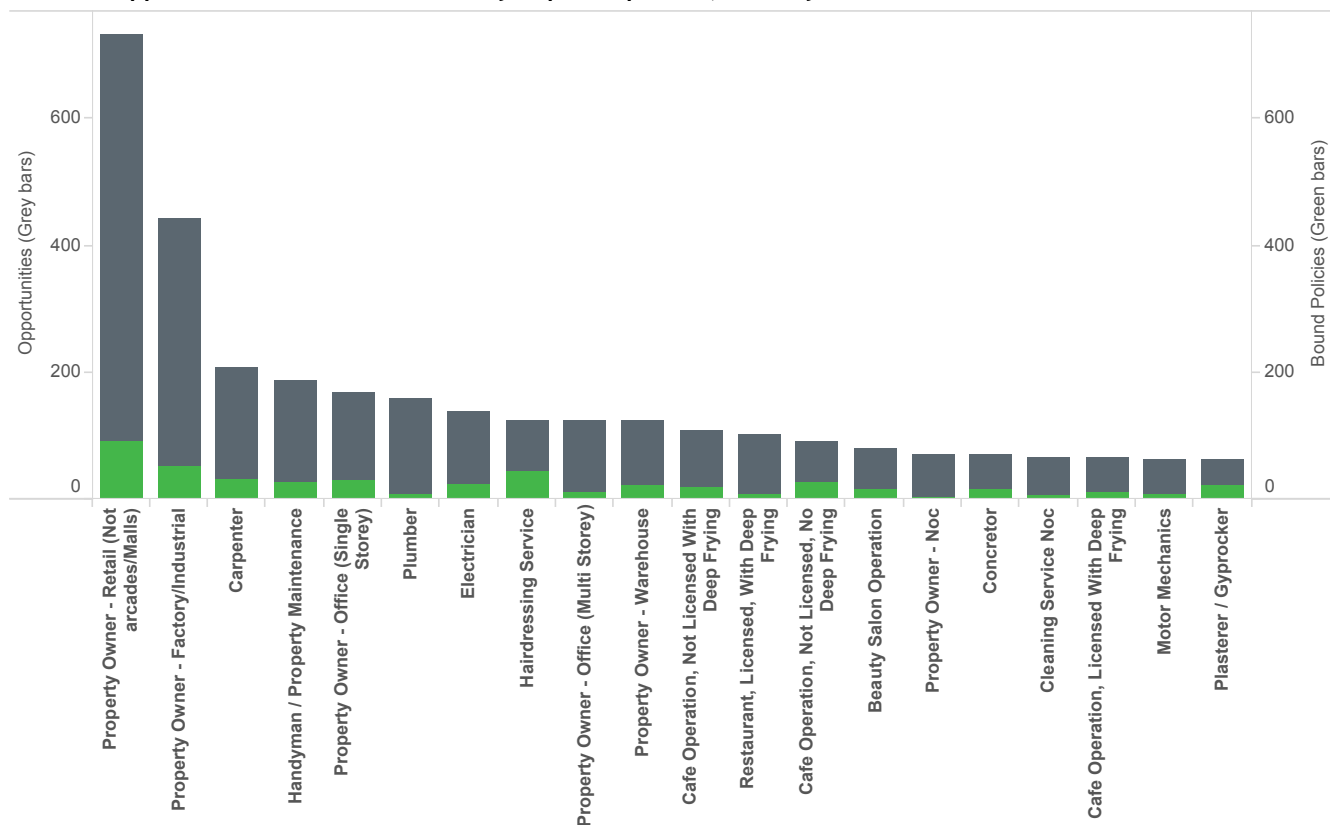


Demographics

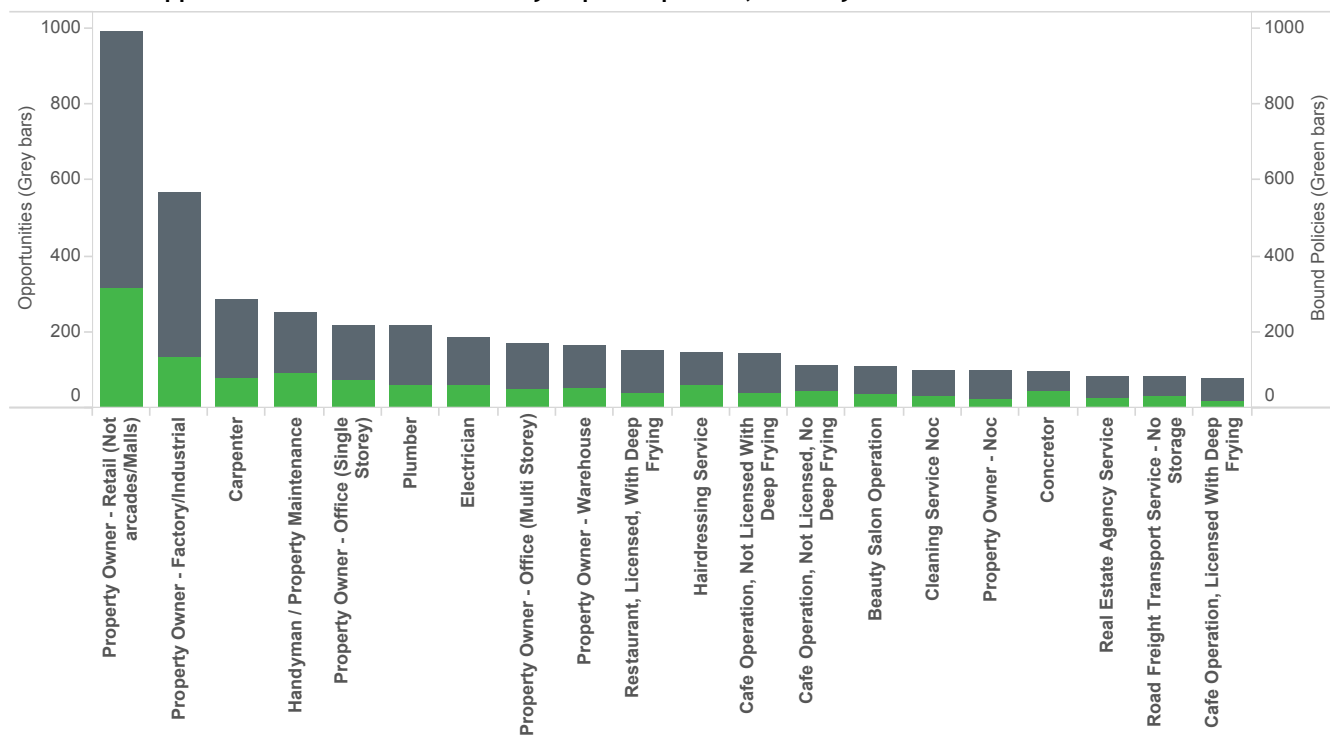


January 2018

CALIBRE Opportunities vs Bound Policies by Top Occupations, January 2018



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



Broker Performance

January
2018

Top Brokerage by Bound Policies and GWP, January 2018

