



Insurer Performance Report

Business Pack

December 2018

calibre
INSURANCE

Bound Gross Written Premium (GWP)



December 2018

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

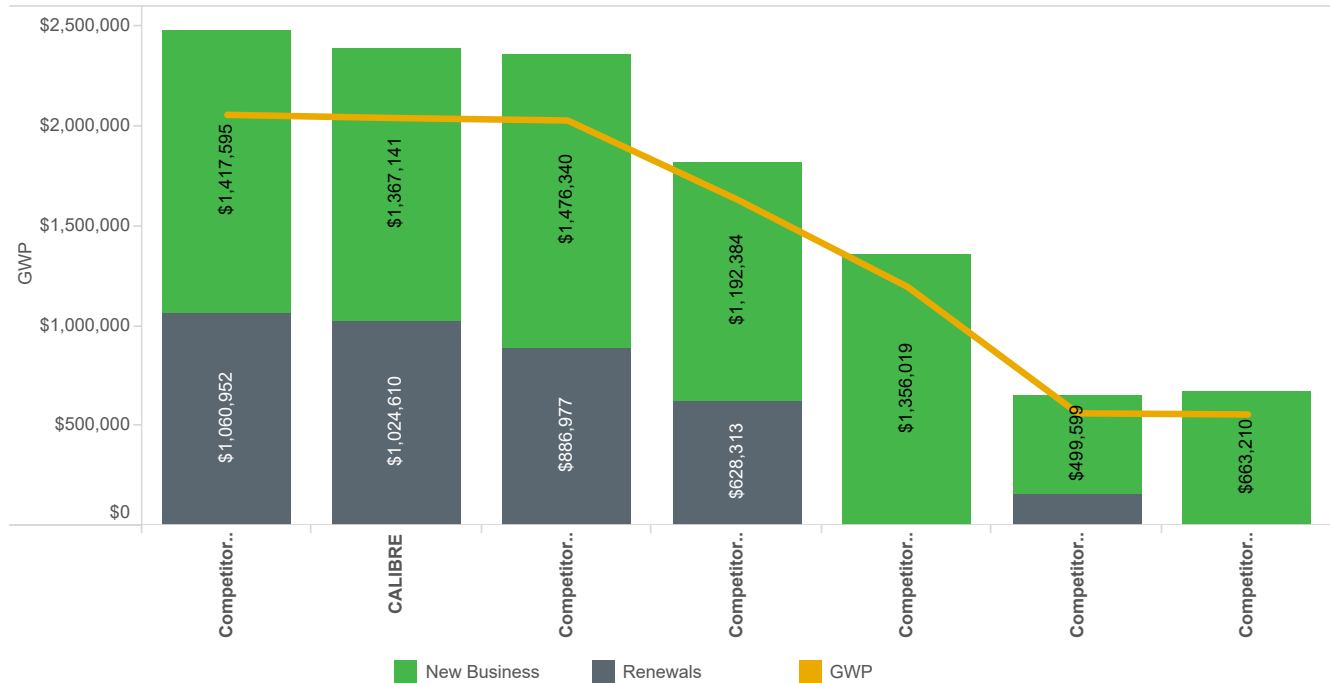
\$2,044,253

\$10,090,667

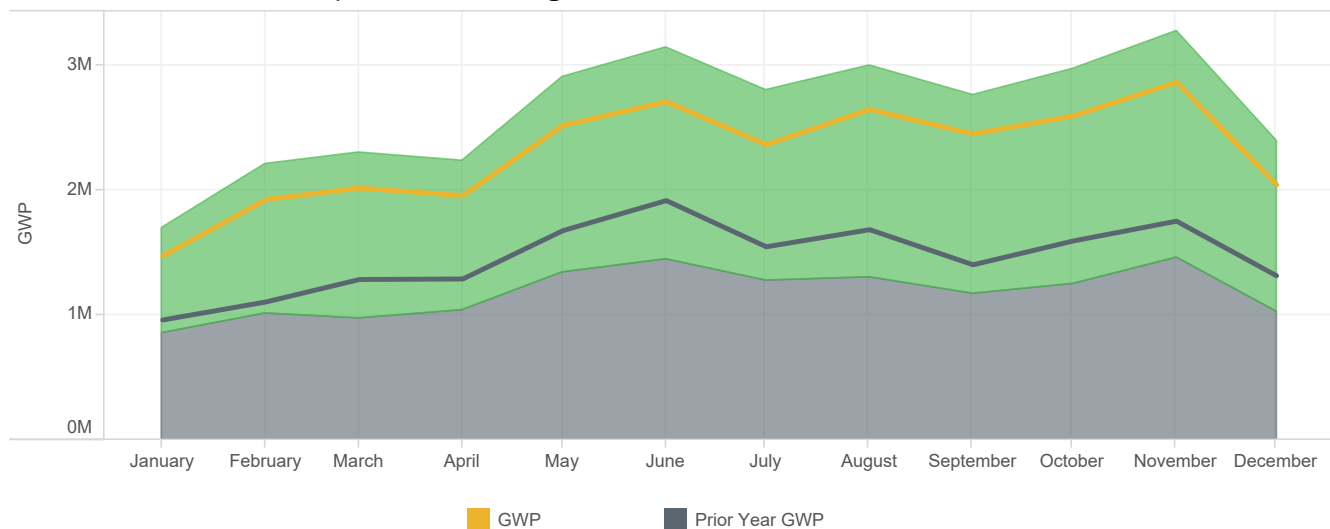
\$1,584

\$1,898

GWP All Insurers, December 2018



CALIBRE GWP Time Series, 12 Month Rolling



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

Strike Rate

December 2018

CALIBRE Opportunities

CALIBRE Opportunities Won

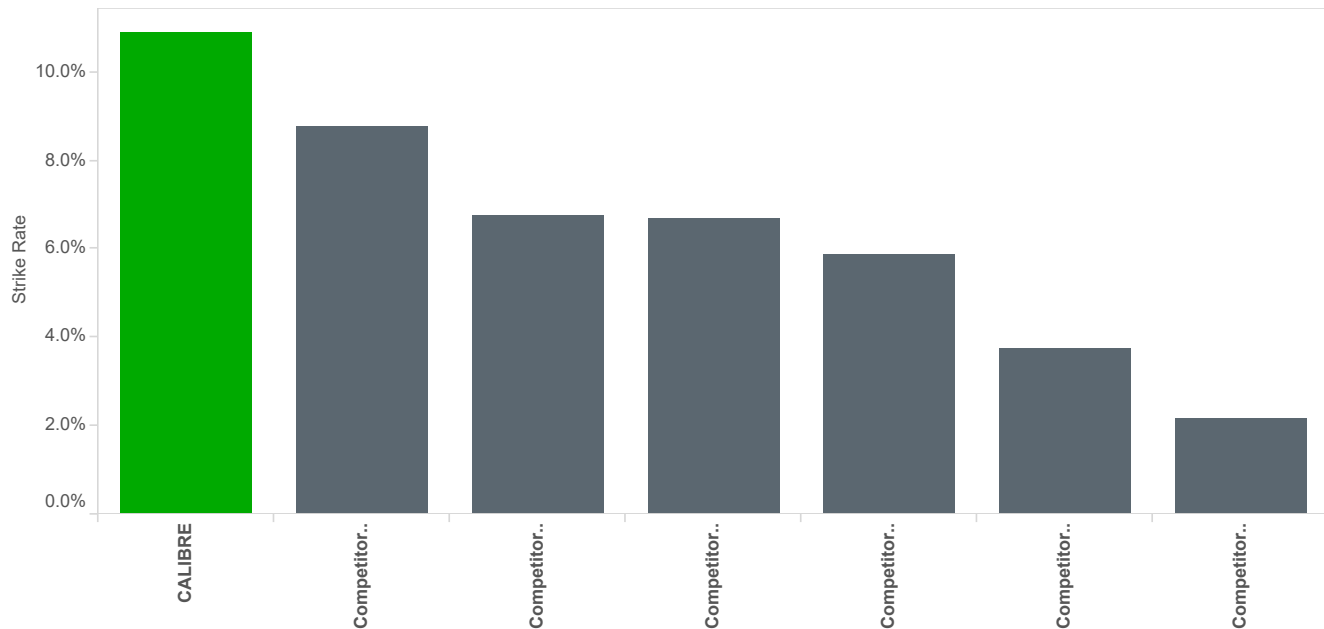
CALIBRE Strike Rate

13,838

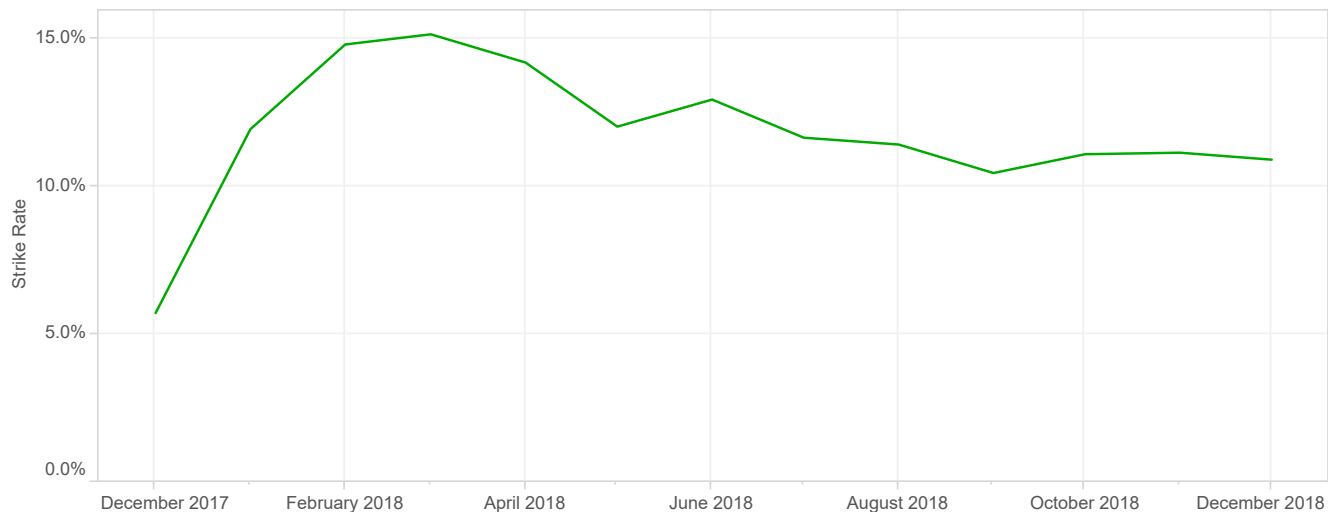
1,508

10.90%

All Insurers, Strike Rate December 2018



CALIBRE Strike Rate, 12 Month Rolling

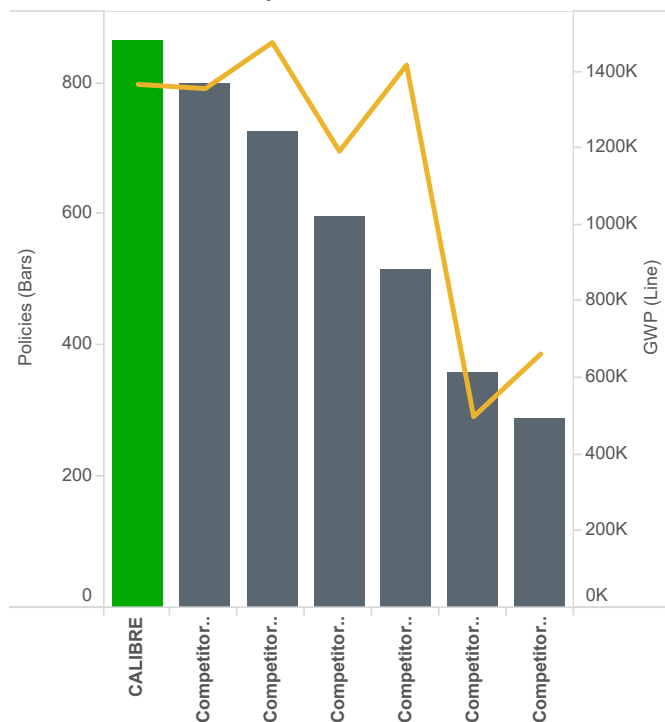


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

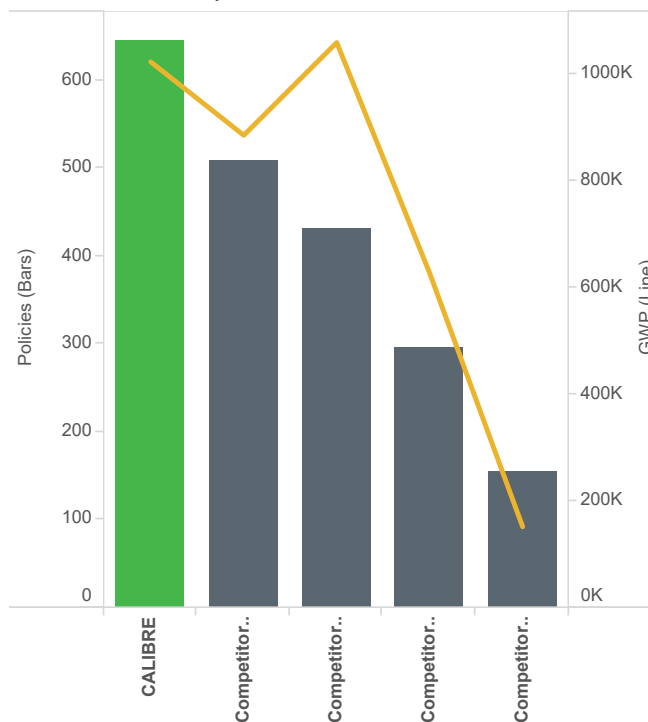
Bound Transactions

December 2018

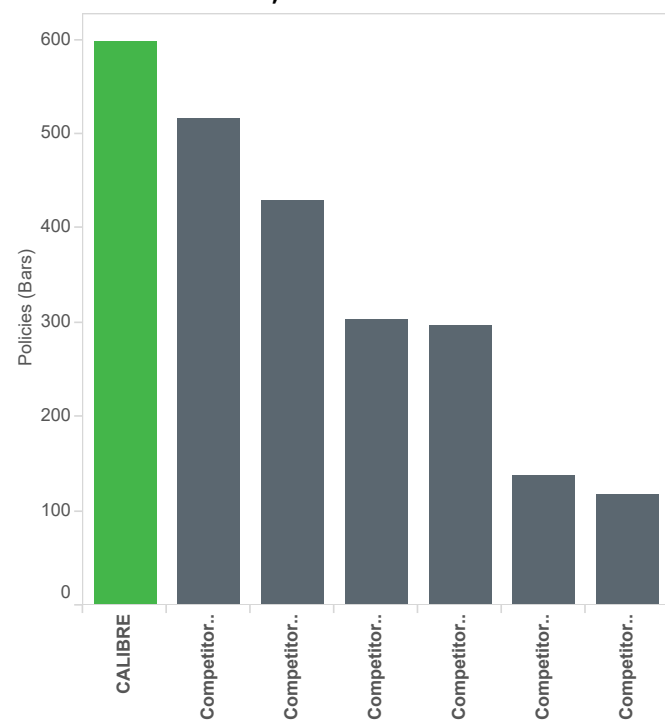
Bound New Business, December 2018



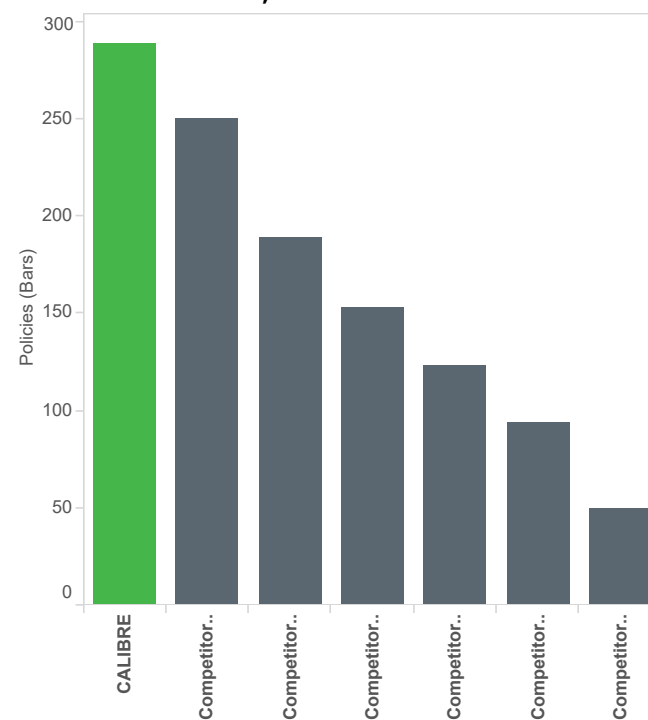
Bound Renewals, December 2018



Bound Endorsements, December 2018



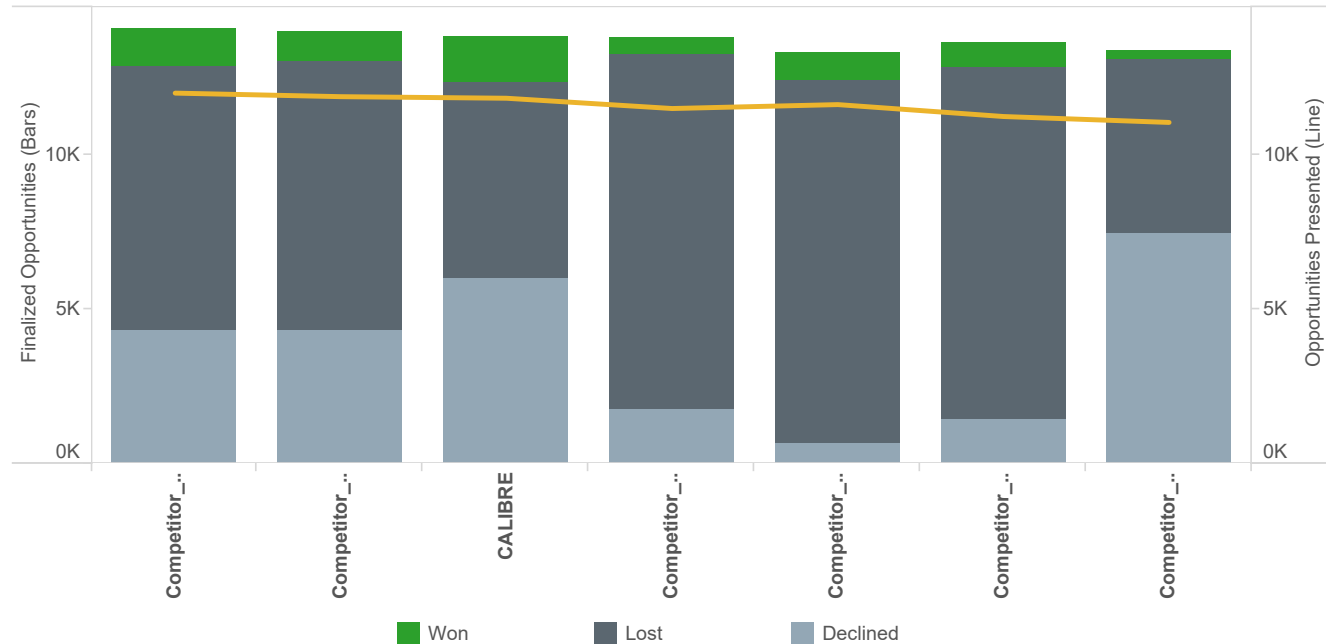
Bound Cancellations, December 2018



Finalized Opportunities

December 2018

Finalized Opportunities vs Opportunities Presented, December 2018



Opportunities Presented

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	50	4,509	1,576	311	359	3,866	1,170	11,841

Opportunities Finalized

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	60	4,899	6	1,886	362	492	4,698	1,435	13,838

Opportunities Won

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	5	539	203	33	12	598	118	1,508
GWP (bound)	\$12,802	\$845,846	\$304,637	\$42,257	\$23,405	\$992,252	\$168,709	\$2,389,909
Average GWP (bound)	\$2,560	\$1,569	\$1,501	\$1,281	\$1,950	\$1,659	\$1,430	\$1,585

Opportunities Lost

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	23	2,301	2	702	157	208	2,272	642	6,307
GWP (quoted)	\$41,763	\$4,631,223	\$3,316	\$1,342,001	\$322,814	\$326,671	\$4,182,783	\$1,117,750	\$11,968,320
Average GWP (quoted)	\$1,816	\$2,013	\$1,658	\$1,912	\$2,056	\$1,571	\$1,841	\$1,741	\$1,898

Opportunities Declined

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	32	2,059	4	981	172	272	1,828	675	6,023

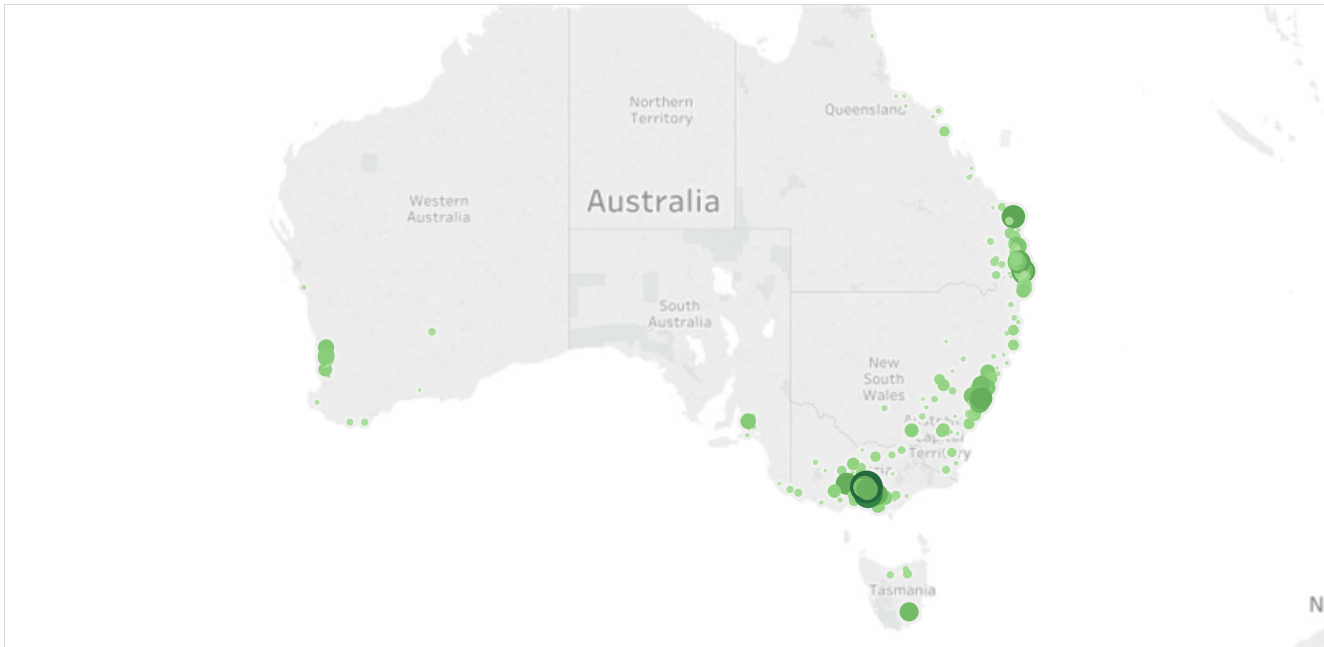
Excludes endorsements and cancellations.

December 2018

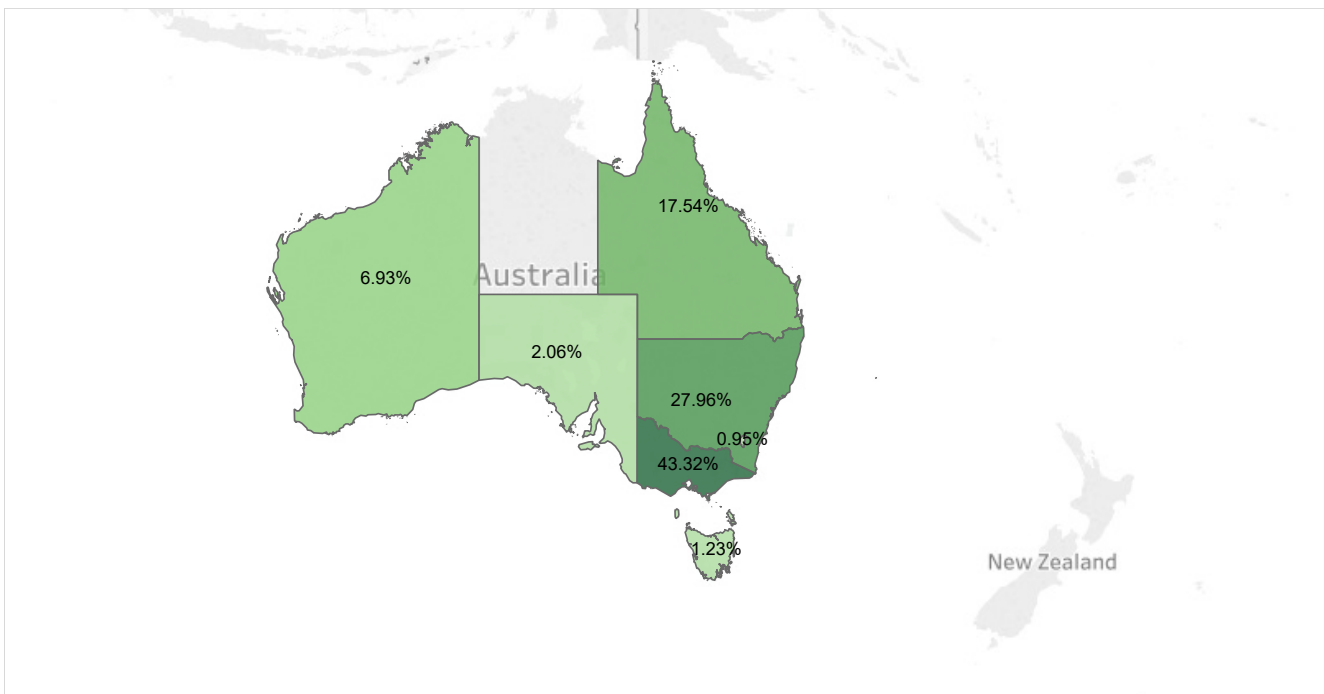
GWP by State, December 2018

	ACT	NSW	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$12,657	\$370,345	\$219,933	\$17,279	\$12,110	\$652,703	\$82,114	\$1,367,141
Renewals	\$9,982	\$298,479	\$199,580	\$32,030	\$17,341	\$383,484	\$83,714	\$1,024,610
Total	\$22,639	\$668,824	\$419,514	\$49,309	\$29,451	\$1,036,187	\$165,828	\$2,391,752

Bound Policies by Post Code, December 2018



GWP Split by State, December 2018

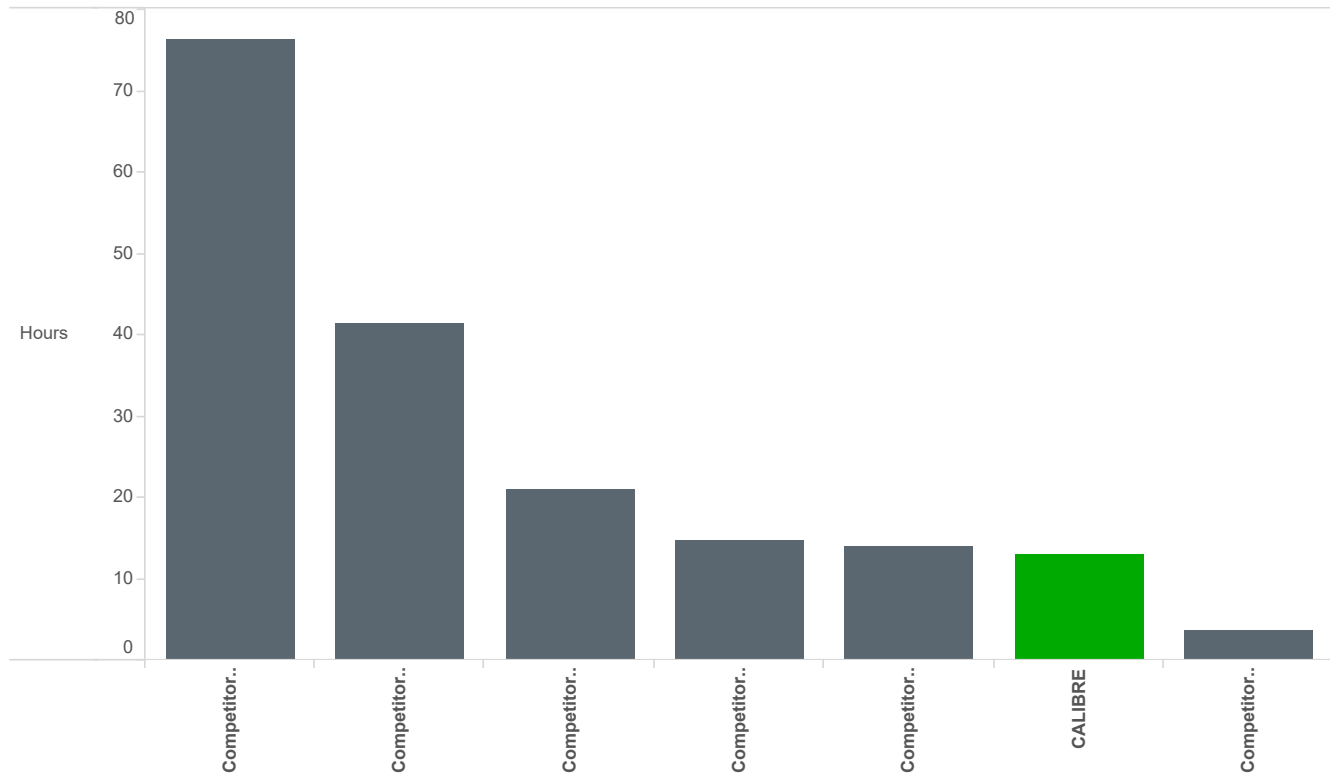


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

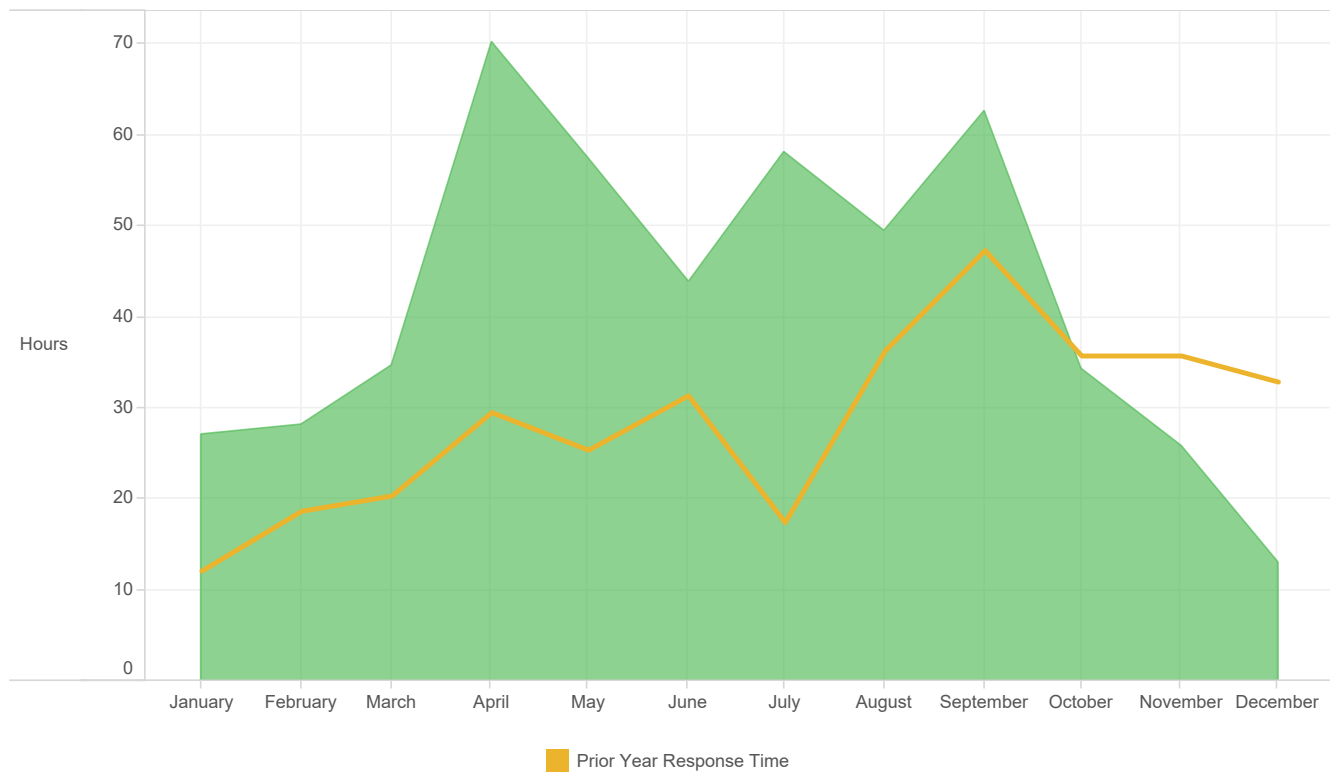
Response Time

December 2018

Average Referral Response Time, December 2018



CALIBRE Average Referral Response Time Series, 12 Month Rolling

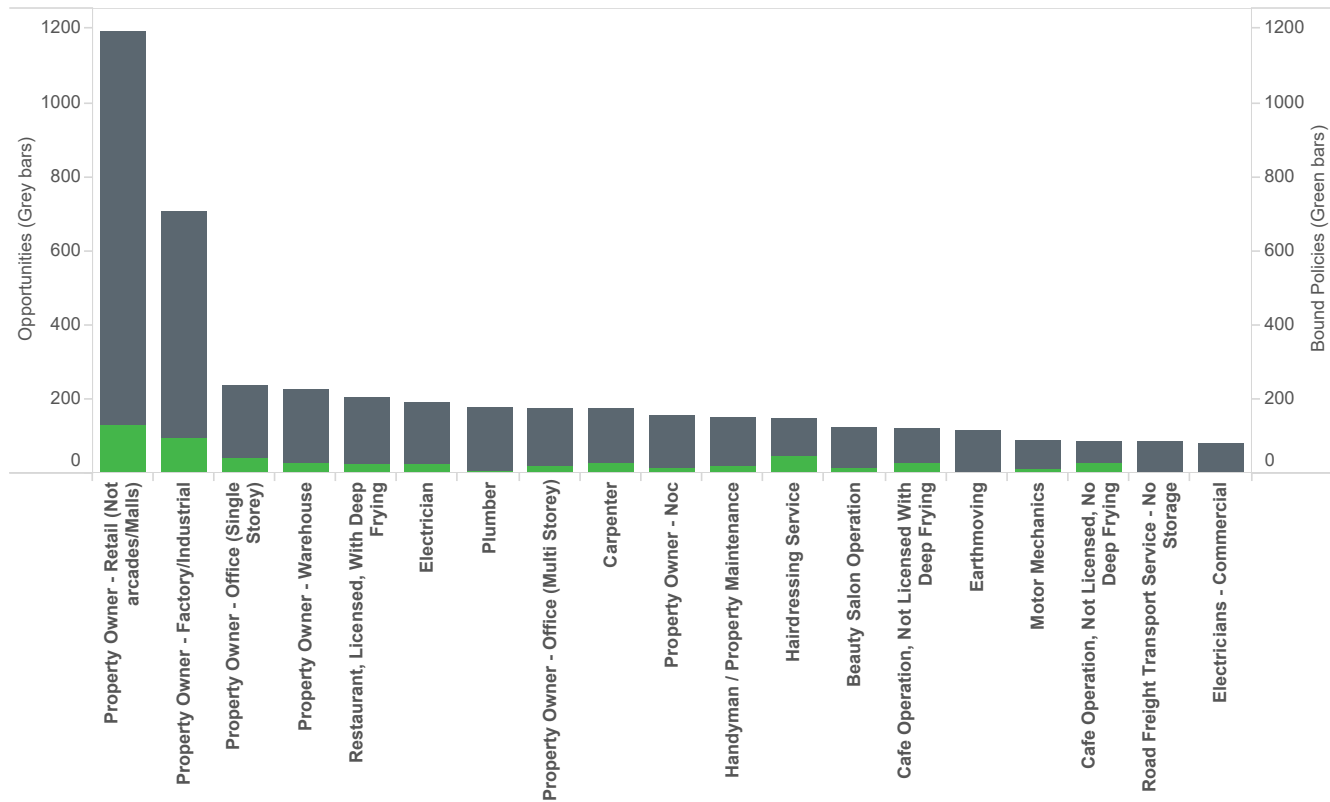


Demographics

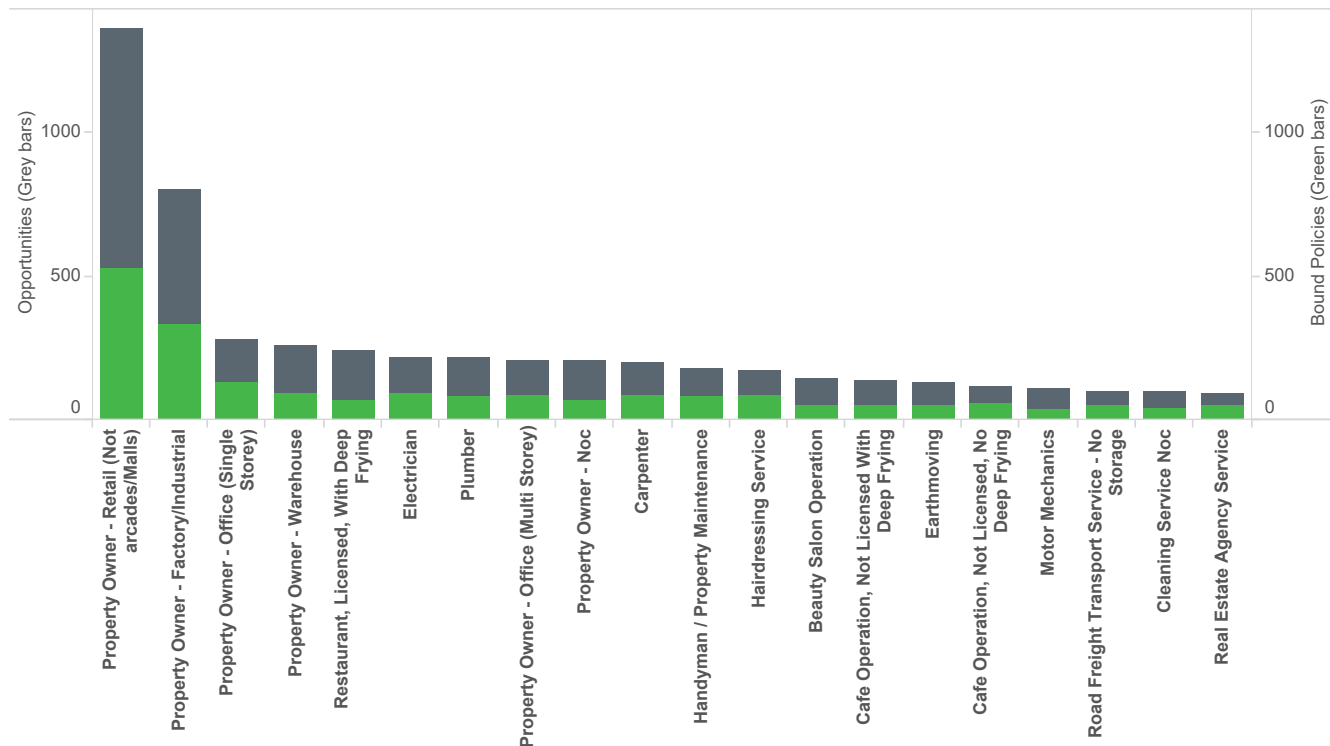


December 2018

CALIBRE Opportunities vs Bound Policies by Top Occupations, December 2018



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



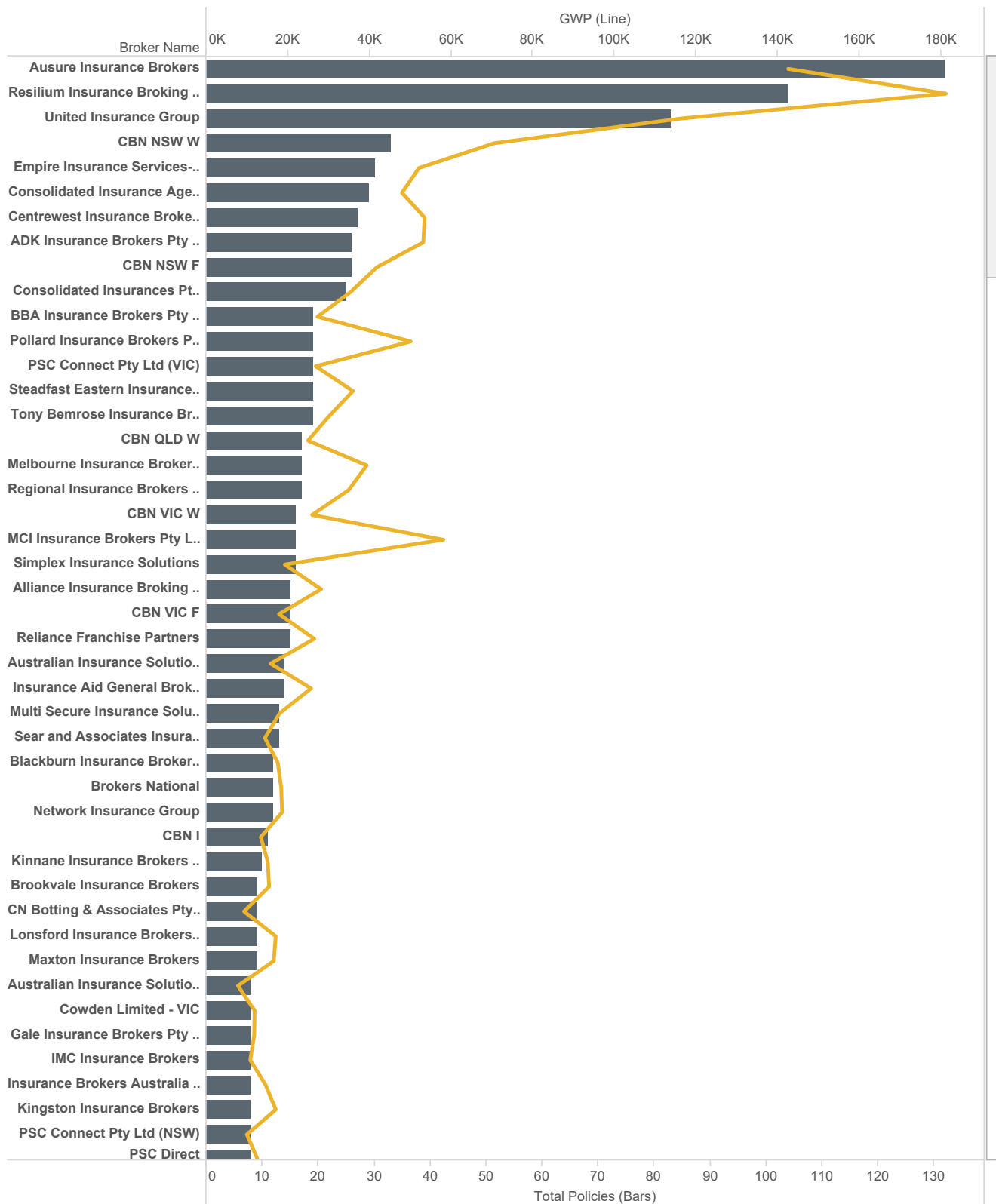
Shows the occupations of new business and renewal opportunities finalized during the reporting period.

Broker Performance



December 2018

Top Brokerage by Bound Policies and GWP, December 2018



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