



# **Insurer Performance Report**

**Business Pack**

**July 2018**

**calibre**  
INSURANCE

# Bound Gross Written Premium (GWP)



July 2018

**CALIBRE GWP**

**All Insurer GWP**

**CALIBRE Avg GWP**

**All Avg GWP**

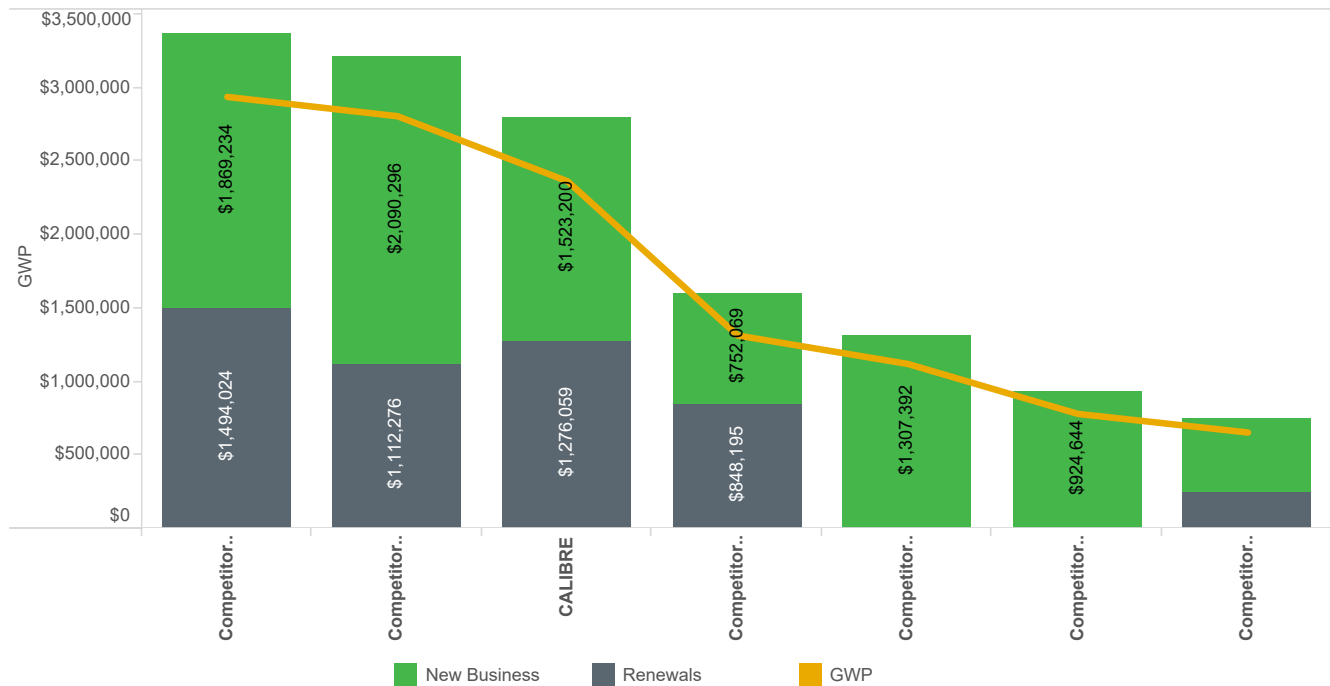
**\$2,364,171**

**\$11,982,063**

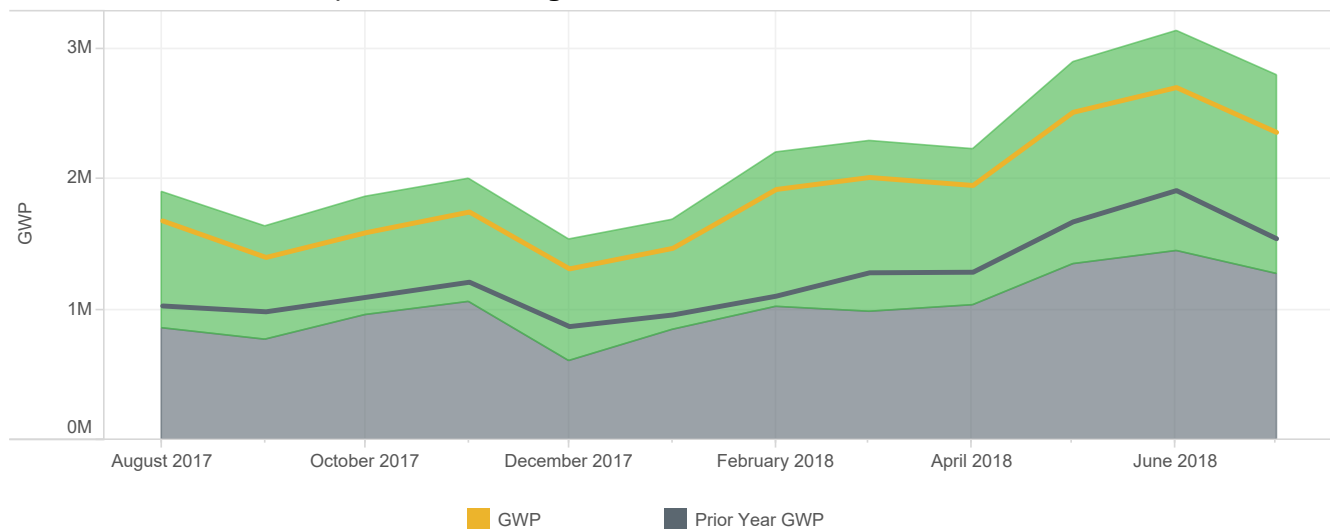
**\$1,457**

**\$1,684**

**GWP All Insurers, July 2018**



**CALIBRE GWP Time Series, 12 Month Rolling**



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

# Strike Rate



July 2018

CALIBRE Opportunities

CALIBRE Opportunities Won

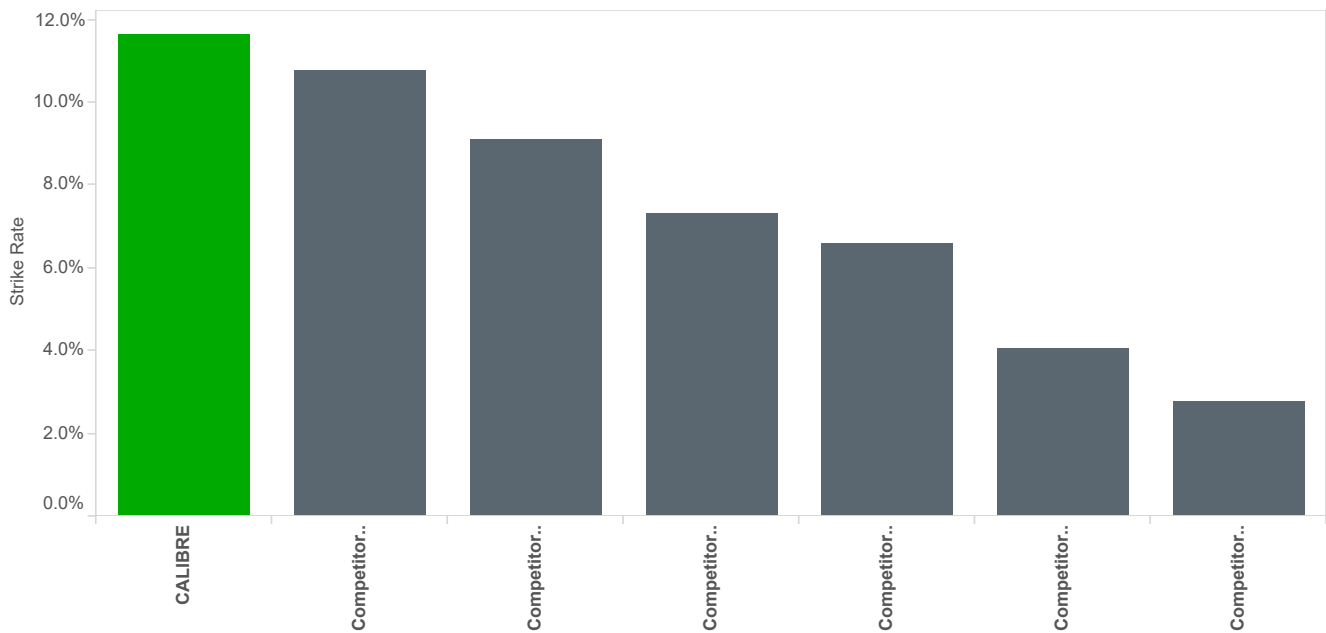
CALIBRE Strike Rate

16,530

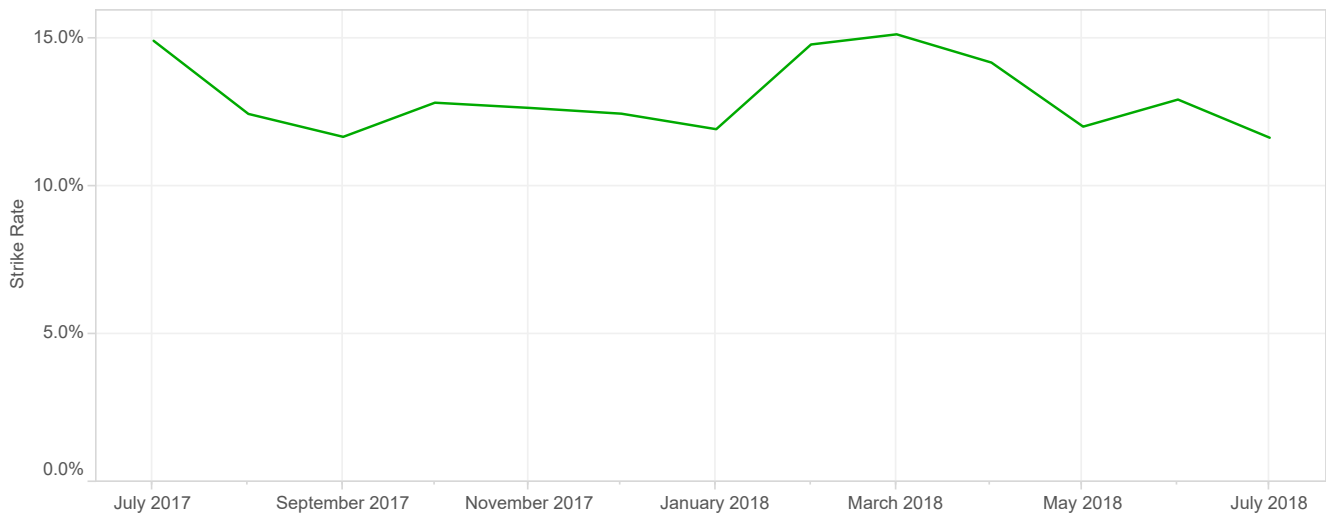
1,924

11.64%

All Insurers, Strike Rate July 2018



CALIBRE Strike Rate, 12 Month Rolling

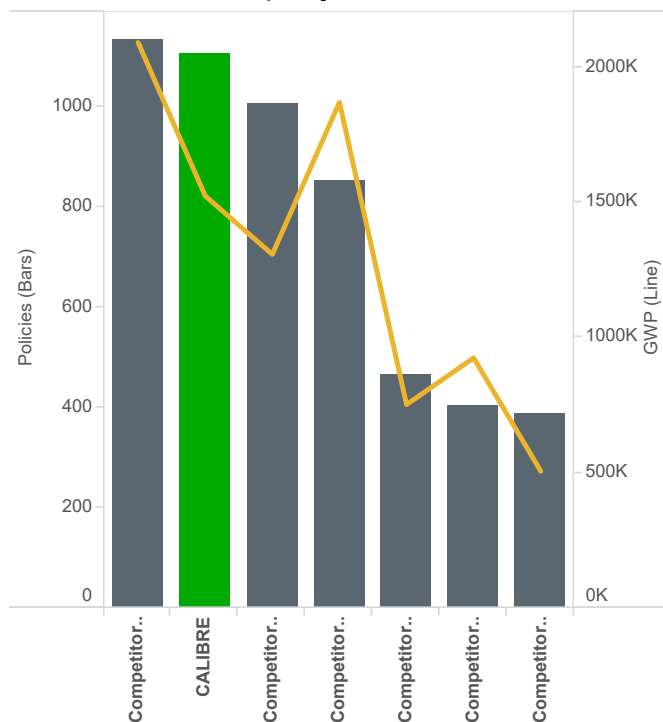


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

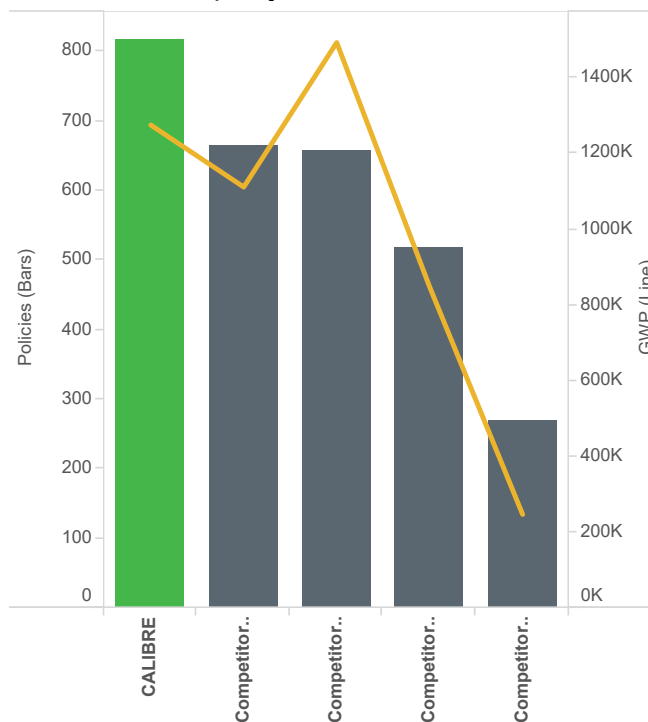
# Bound Transactions

July 2018

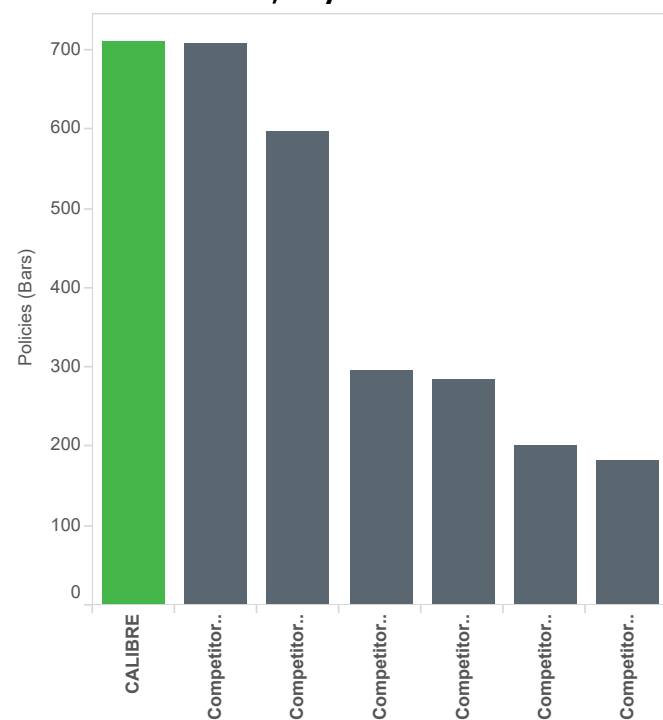
## Bound New Business, July 2018



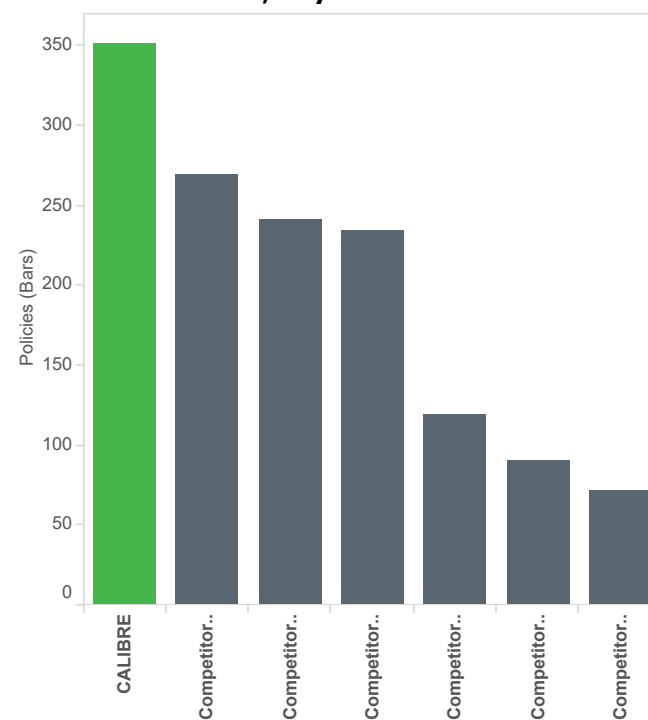
## Bound Renewals, July 2018



## Bound Endorsements, July 2018



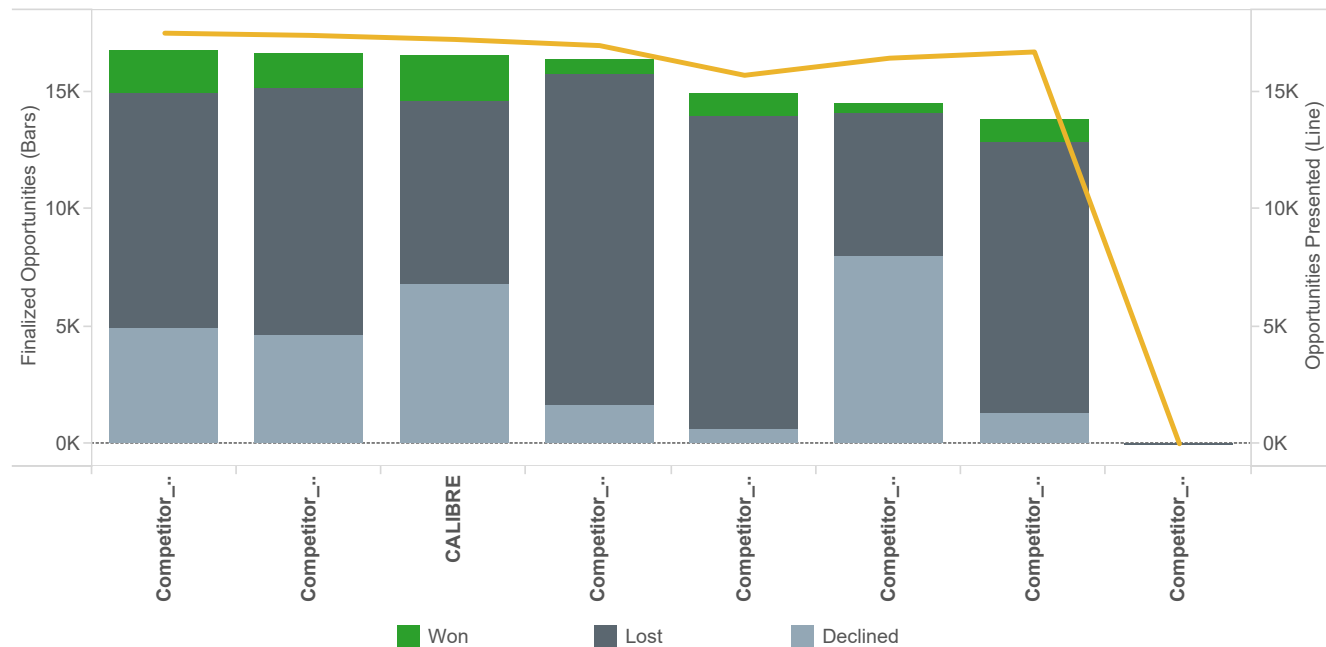
## Bound Cancellations, July 2018



# Finalized Opportunities

July 2018

## Finalized Opportunities vs Opportunities Presented, July 2018



## Opportunities Presented

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	78	6,765	6	2,439	393	410	5,409	1,765	17,265

## Opportunities Finalized

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	58	6,381	7	2,308	366	410	5,167	1,833	16,530

## Opportunities Won

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	5	701	278	40	10	738	152	1,924
GWP (bound)	\$12,079	\$980,668	\$462,691	\$50,446	\$11,776	\$1,080,624	\$209,541	\$2,807,825
Average GWP (bound)	\$2,416	\$1,399	\$1,664	\$1,261	\$1,178	\$1,464	\$1,379	\$1,459

## Opportunities Lost

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	38	3,154	1	926	156	167	2,485	898	7,825
GWP (quoted)	\$62,908	\$5,847,607	\$0	\$1,669,217	\$279,014	\$267,736	\$4,079,103	\$1,360,391	\$13,565,974
Average GWP (quoted)	\$1,655	\$1,854	\$0	\$1,803	\$1,789	\$1,603	\$1,641	\$1,515	\$1,734

## Opportunities Declined

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	15	2,526	6	1,104	170	233	1,944	783	6,781

Excludes endorsements and cancellations.

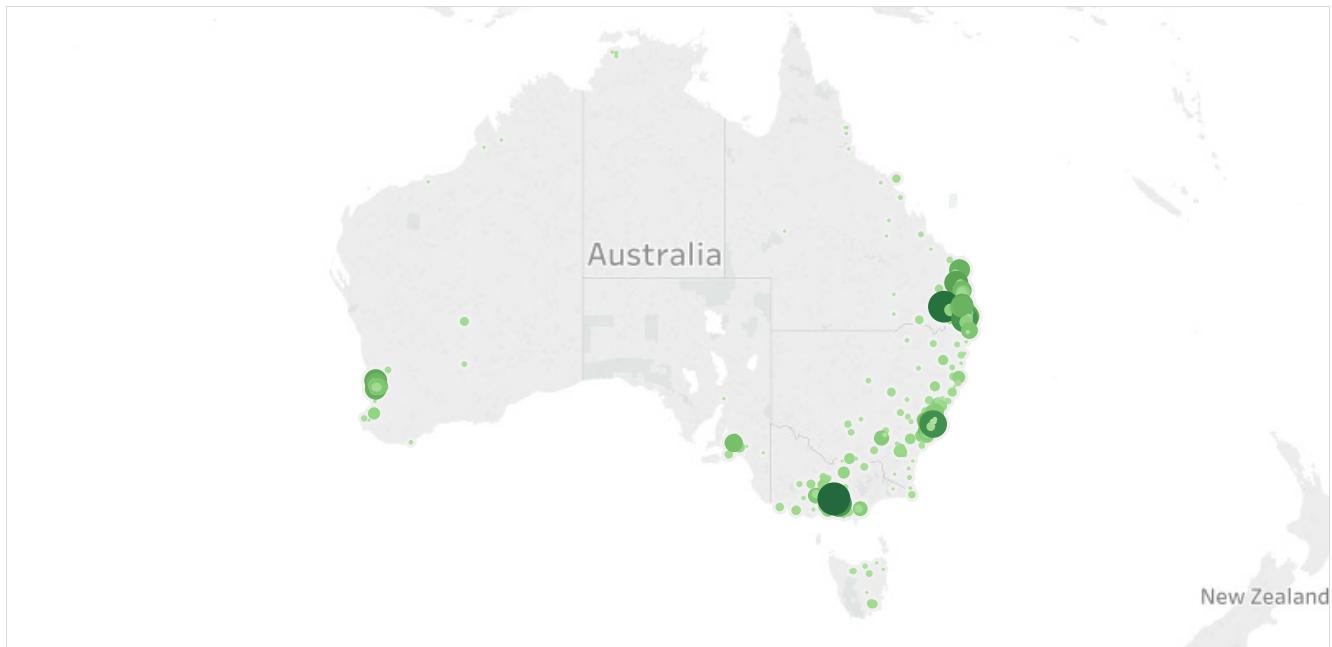
# State Activity

July 2018

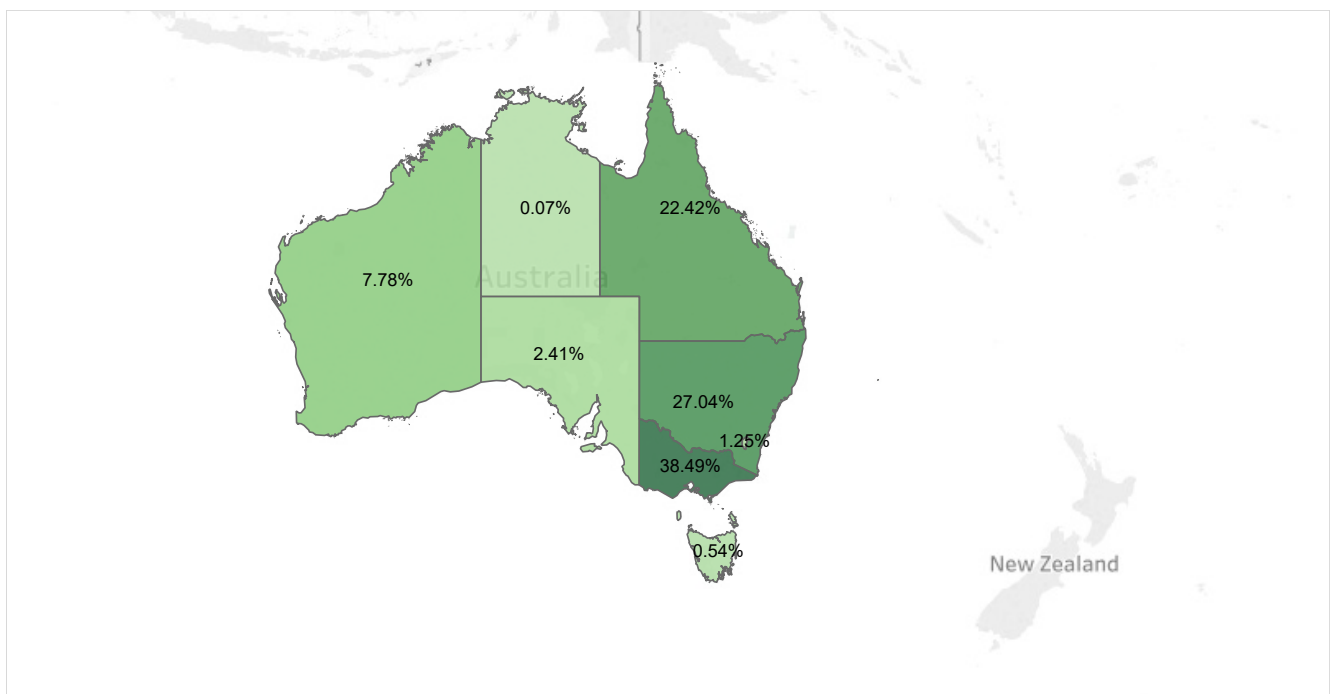
## GWP by State, July 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$11,998	\$373,765	\$1,311	\$321,120	\$40,573	\$8,665	\$656,686	\$109,082	\$1,523,200
Renewals	\$23,131	\$383,069	\$686	\$306,523	\$26,890	\$6,479	\$420,658	\$108,623	\$1,276,059
Total	\$35,129	\$756,834	\$1,997	\$627,643	\$67,462	\$15,145	\$1,077,345	\$217,705	\$2,799,259

## Bound Policies by Post Code, July 2018



## GWP Split by State, July 2018

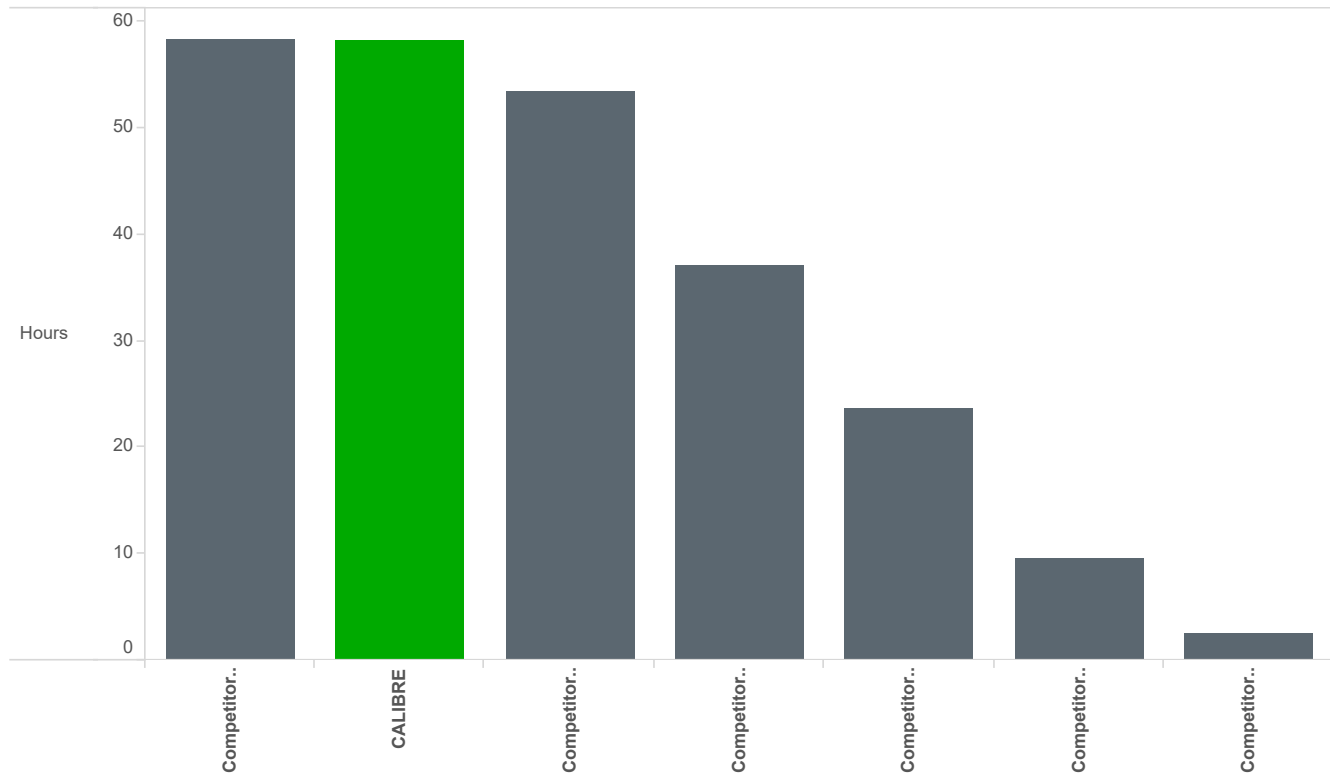


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

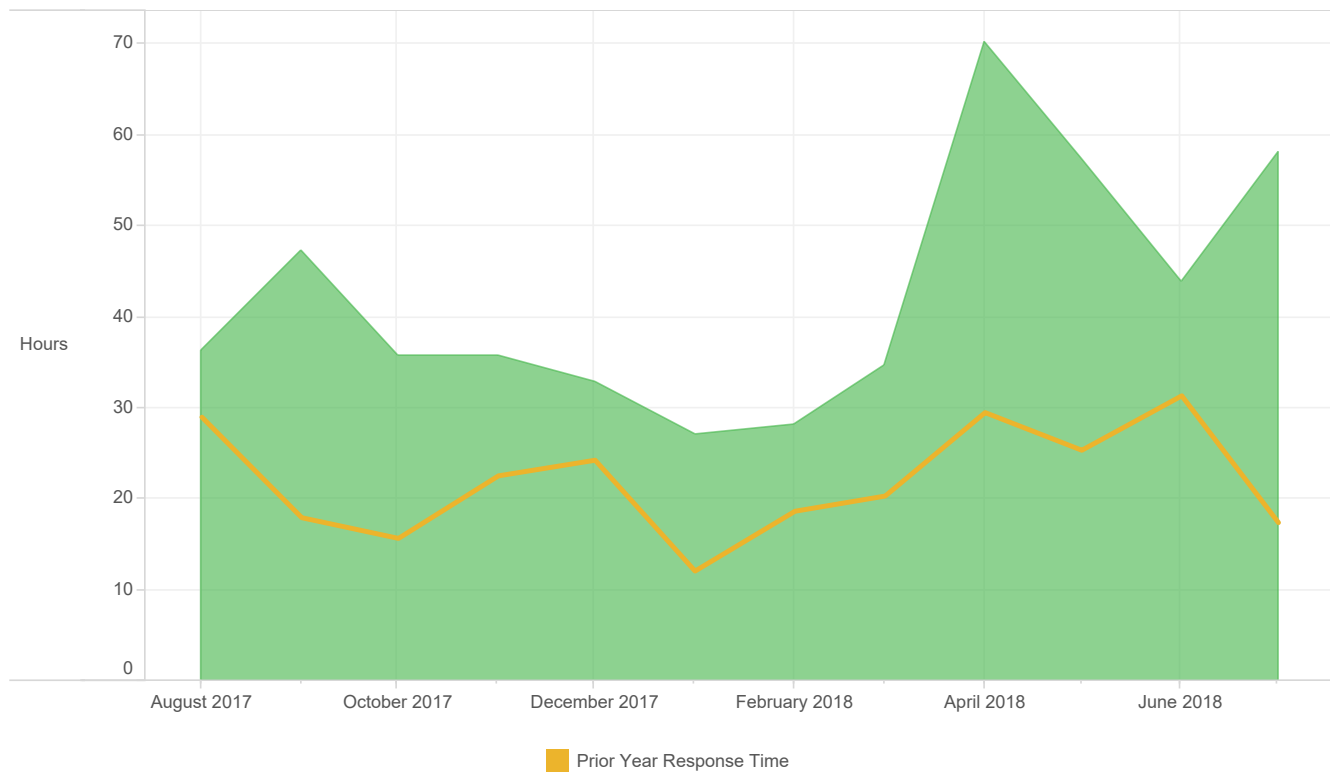
# Response Time

July 2018

**Average Referral Response Time, July 2018**



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

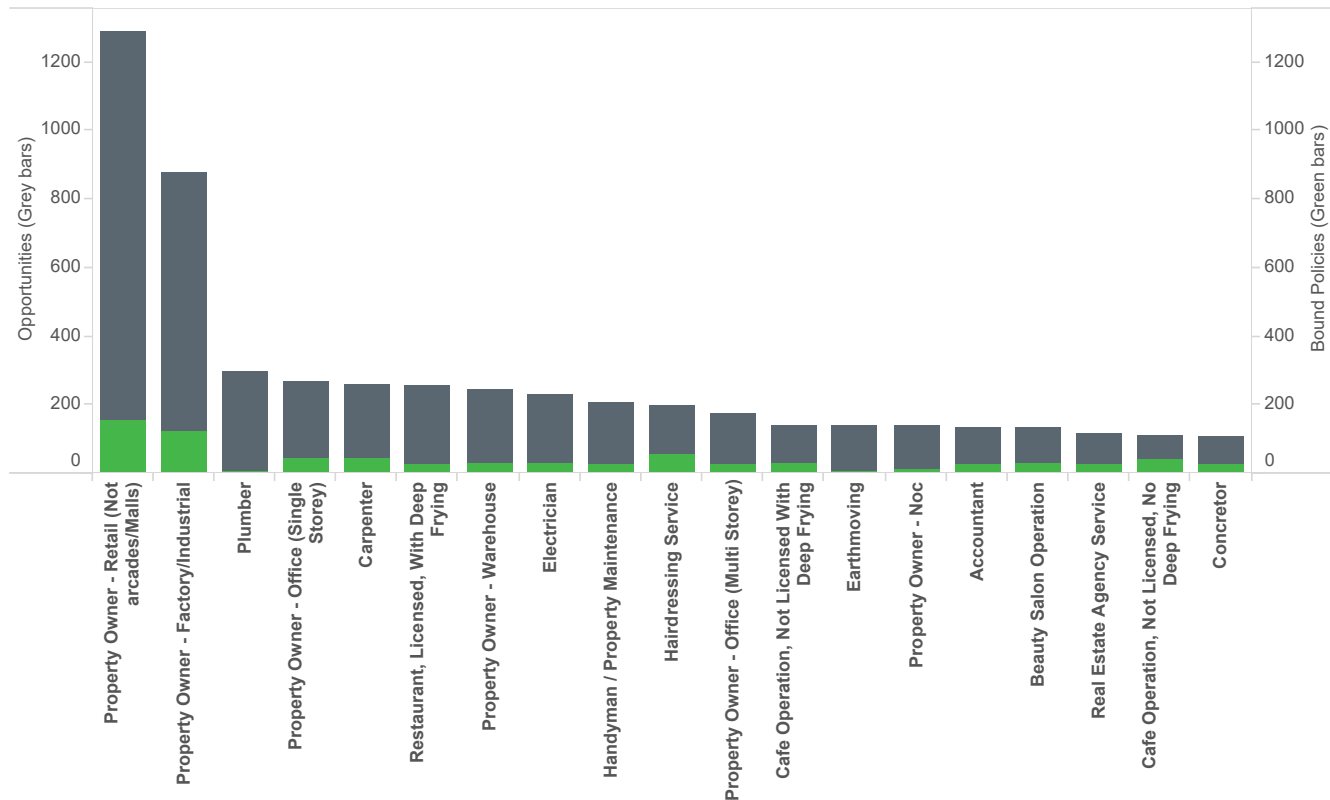


# Demographics

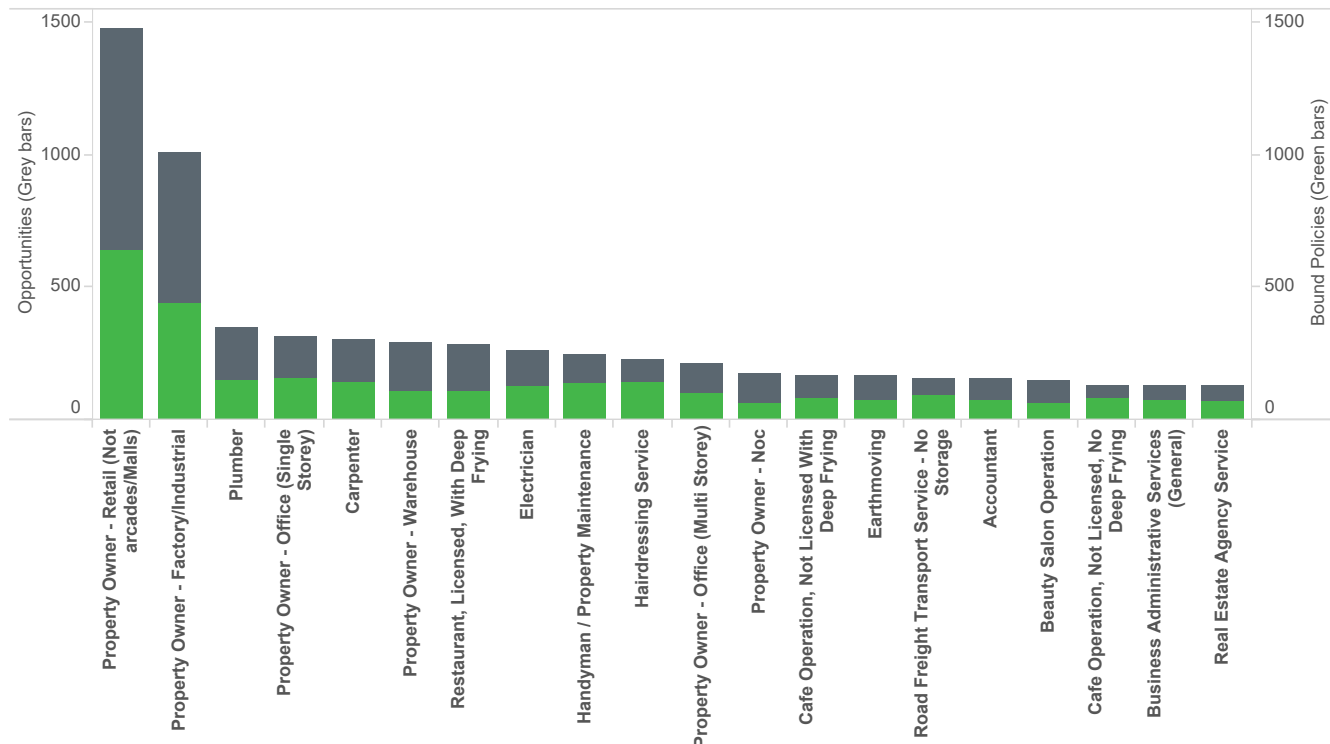


July 2018

CALIBRE Opportunities vs Bound Policies by Top Occupations, July 2018



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



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

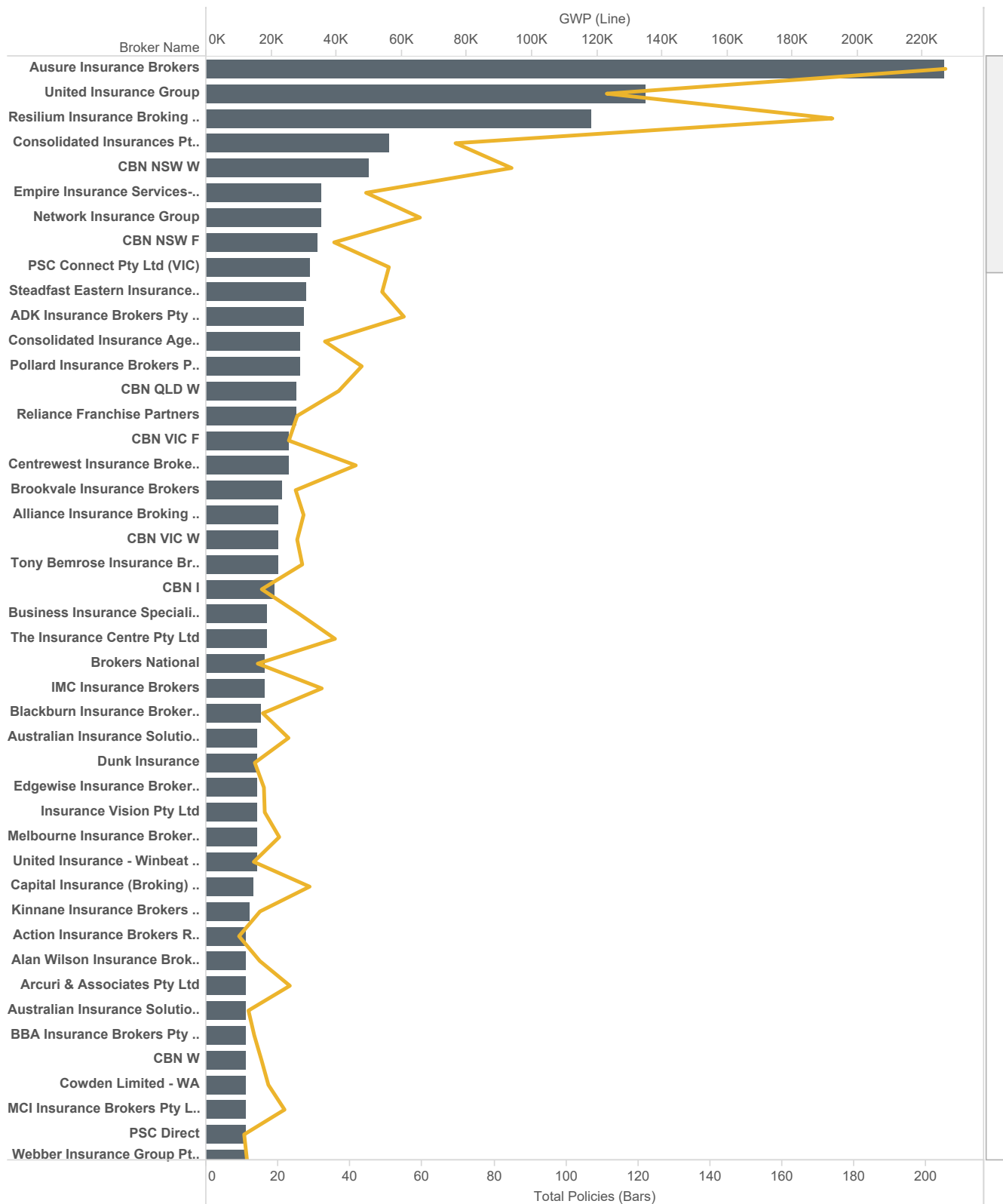


# Broker Performance



July 2018

## Top Brokerage by Bound Policies and GWP, July 2018



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