SCTP Commercial Insurer Performance Report

Hollard - SCTP Commercial Motor

May 2021

IMPORTANT - PLEASE READ

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Base Premium

Base premium of policies bound during the reporting period includes cancellations and endorsements but excludes statutory charges. Average base calculates the premium of new business and renewals, and excludes endorsements and cancellations.

Monthly Base Premium

\$534,303

Fiscal Year to Date Base Premium

\$1,945,353

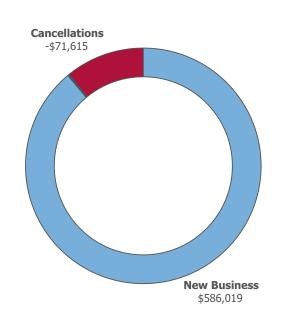
Rolling 12 Base Premium

\$1,945,353

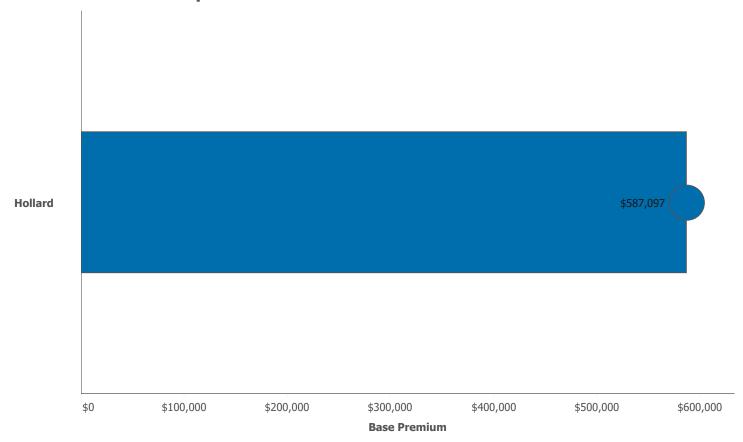
Hollard - Average Base Premium

\$2,258

Transaction Type Breakdown

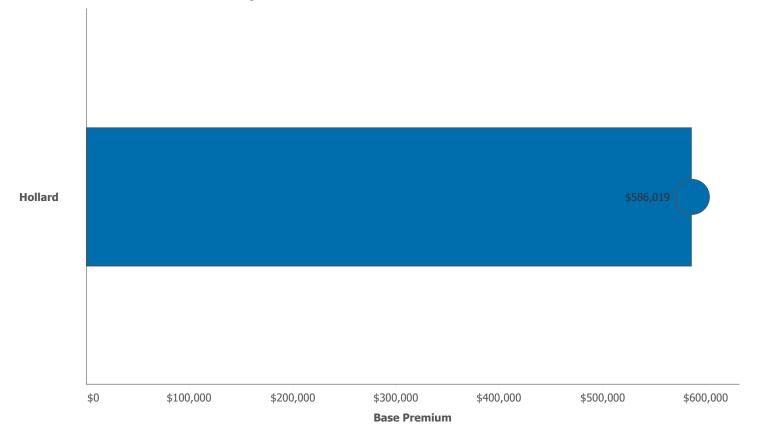


Overall Insurer Comparison

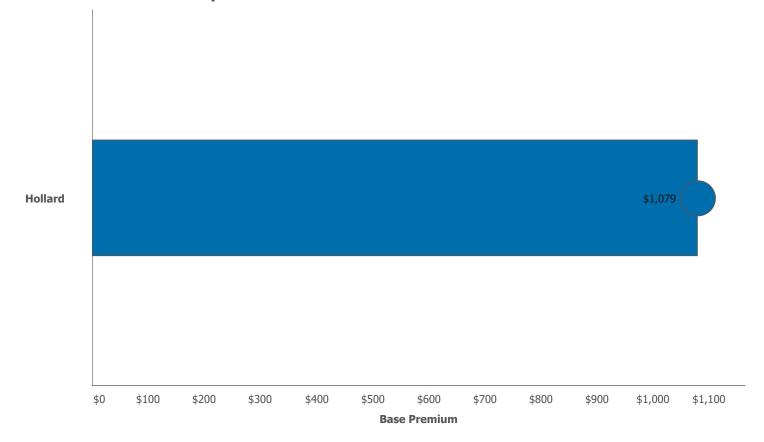


Base Premium

New Business Insurer Comparison



Renewal Insurer Comparison



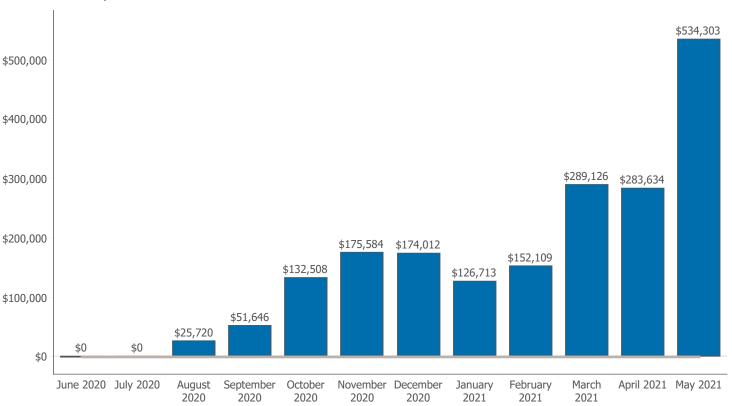
Strictly Commercial-in-Confidence

Base Premium

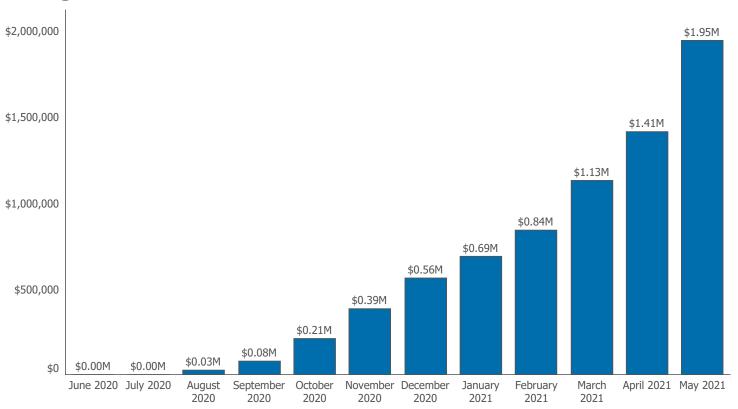
Base premium of policies bound during the reporting period includes cancellations and endorsements and is measured on the bound date of policies.

Base Premium by Month

CURRENT YEAR | PRIOR YEAR



Rolling 12 Months Base Premium



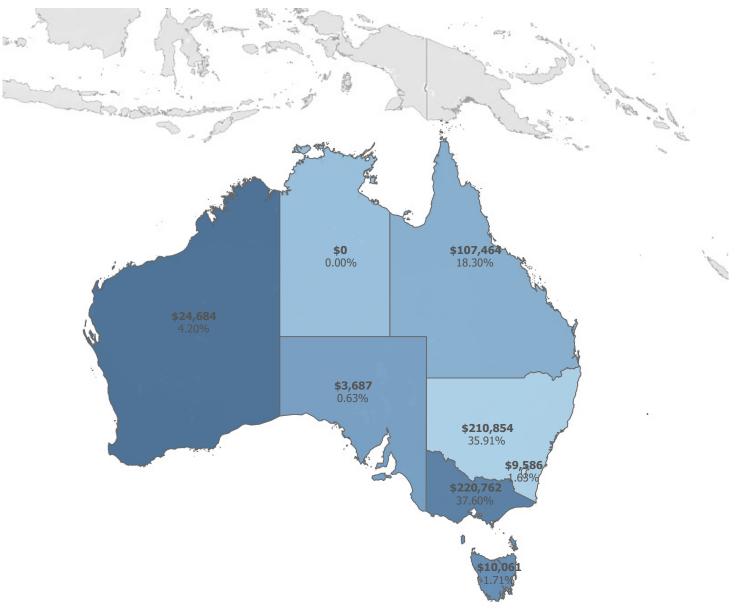
State Activity

Base premium of policies bound during the reporting period excludes cancellations and endorsements and is measured on the bound date of policies.

State Activity Breakdown for 01/05/2021

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$9,586	\$210,854	\$0	\$107,464	\$3,687	\$10,061	\$220,762	\$23,606	\$586,019
Renewals	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,079	\$1,079
Grand Total	\$9,586	\$210,854	\$0	\$107,464	\$3,687	\$10,061	\$220,762	\$24,684	\$587,097

Base Premium Breakdown by State for 01/05/2021



New Business Opportunities

Opportunities are risks that are submitted by the Broker to the Insurer. Where Brokers request multiple Quotes for the same risk, it is counted as a single opportunity. This is measured on the inception date of an opportunity.

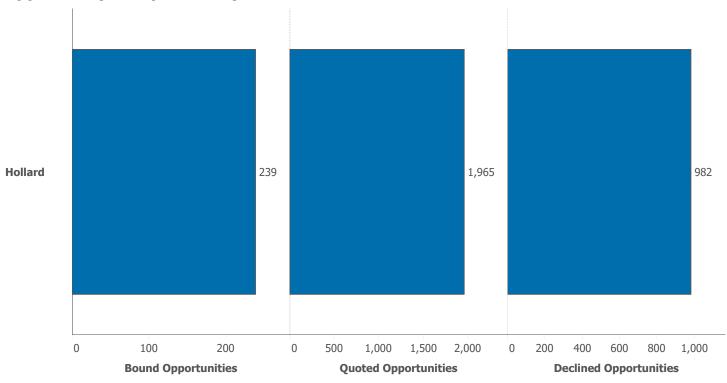
Total Opportunities		Declined Opportunities		Quoted Opportunities			Bound Opportunities	
3,070		982		1,965			239	
Total Opportunities								
ACT NSW	/	NT	QLD	SA	TAS		VIC	WA
28 857		4	652	153	75		971	330
Declined Opport	unities							
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Declined Opportunities	7	315	0	206	42	27	271	114
Decline Rate	25.00%	36.76%	0.00%	31.60%	27.45%	36.00%	27.91%	34.55%
Quoted Opportu	nities							
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Quoted Opportunities	19	515	4	415	94	43	675	200
Quote Rate	90.48%	95.02%	100.00%	93.05%	84.68%	89.58%	96.43%	92.59%
Bound Opportunities								
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Bound Opportunities	2	82	0	48	1	3	90	13
Strike Rate	10.53%	15.92%	0.00%	11.57%	1.06%	6.98%	13.33%	6.50%

New Business Opportunities - Insurer Comparison

Opportunities are risks that are submitted by the Broker to the Insurer. Where Brokers request multiple Quotes for the same risk, it is counted as a single opportunity. This is measured on the inception date of an opportunity.

Declined Opportunities are based on the final state of the business. If an insurer returns a request for more information, that is captured as a 'referral' and is not a decline in the final state of business.

Opportunity Comparison by Insurer



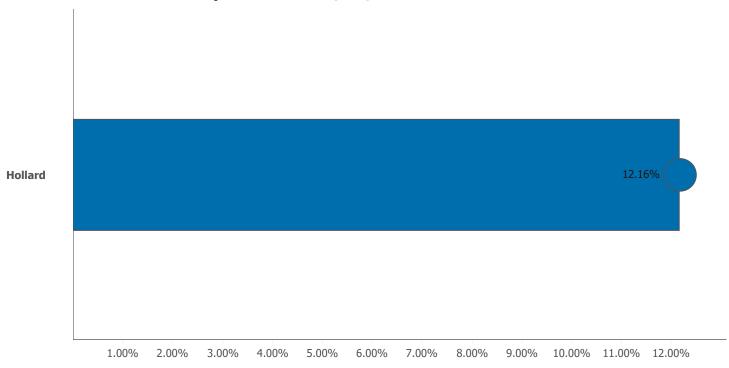
Opportunity Comparison by Insurer

	Hollard
Total Opportunities	3,070
Declined Opportunities	982
Decline Rate	31.99%
Quoted Opportunities	1,965
Bound Opportunities	239
Strike Rate	12.16%

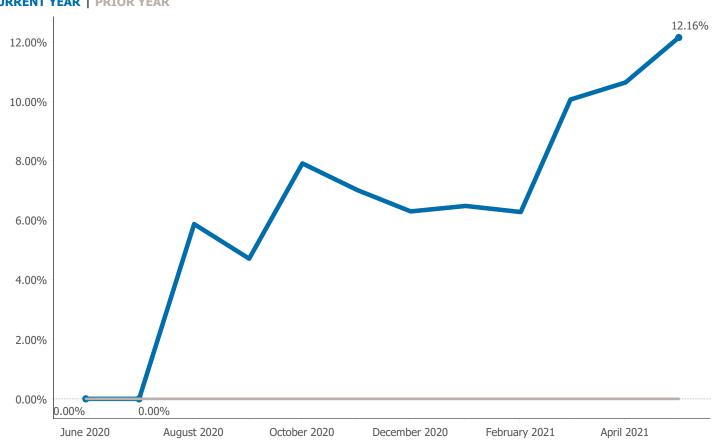
Strike Rate

The strike rate is the total bound opportunities divided by the number of quoted opportunities and is measured at the inception date of the opportunity across all new business transactions.

Strike Rate Insurer Comparison for 01/05/2021



Strike Rate by Month CURRENT YEAR | PRIOR YEAR



Renewal Opportunities

Opportunities are risks that are submitted by the Broker to the Insurer. Where Brokers request multiple Quotes for the same risk, it is counted as a single opportunity. This is measured on the inception date of an opportunity.

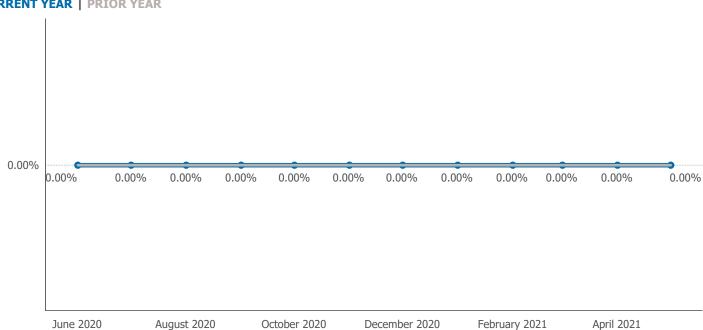
Total Opportunities		Declined Opportunities		Quoted Opportunities		Bound Opportunities		
0		0		0			0	
Total Opportunit	ties							
ACT NSV	V	NT	QLD	SA	TAS	5	VIC	WA
0 0		0	0	0	0		0	0
Declined Opport	unities							
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Declined Opportunities	0	0	0	0	0	0	0	0
Decline Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Quoted Opportu	nities							
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Quoted Opportunities	0	0	0	0	0	0	0	0
Quote Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Bound Opportunities								
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Bound Opportunities	0	0	0	0	0	0	0	0
Retention Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Renewal Retention

Renewal retention is based on the inception date of all renewal quotes, and is calculated as the total bound renewal opportunities divided by the number of quoted renewal opportunities.

Renewal Retention Rate Insurer Comparison for 01/05/2021

Renewal Retention by Month CURRENT YEAR | PRIOR YEAR

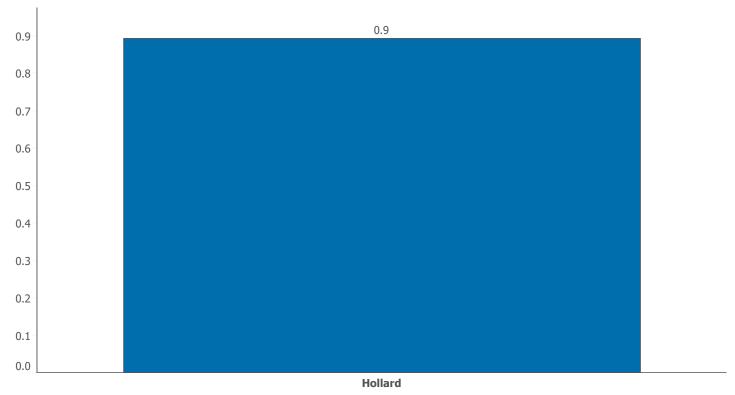


Renewal Retention Breakdown

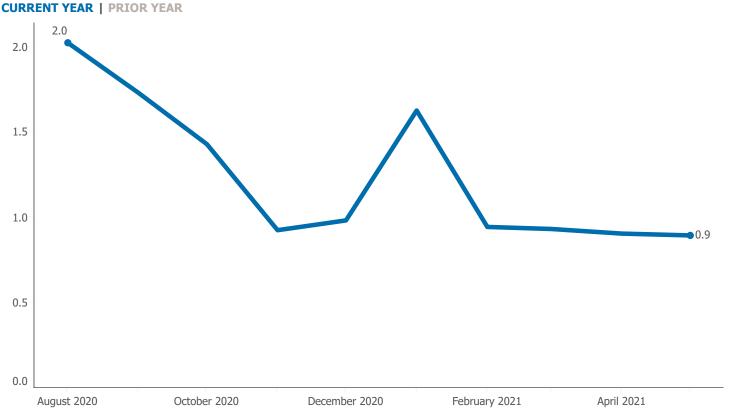
Response Times

Response time is the average time between a broker sending a quote request message and the insurer responding to the message. It excludes auto rated responses where applicable. The time is calculated between the hours of 9am - 5pm AEST, Monday to Friday, inclusive of public holidays and is reported at the inception date of the opportunity.

Response Time (Hours) Insurer Comparison



Response Time (Hours) by Month CURRENT YEAR | PRIOR YEAR



Occupation Listings

The following lists are made up of the top 20 occupations presented to the Insurer and the Top 20 occupations across the SCTP portfolio, based on the inception date of an opportunity. The lists are inclusive of both new business and renewal transactions.

Hollard's Top 20 Presented Occupations

	Presented Opportunities	Quoted Opportunities	Bound Opportunities
Plumber	125	82	11
Electrician	89	67	4
Earthmoving	70	47	6
Road Freight Transport Service - No Storage	53	0	0
Carpenter	50	31	5
Motor Mechanics	38	22	0
Electricians - Commercial	34	24	0
Handyman / Property Maintenance	33	24	3
Cleaning Service Noc	13	9	4
Property Owner - Noc	12	11	0
Restaurant, Licensed, With Deep Frying	7	1	0
Property Owner - Retail (Not arcades/Malls)	7	5	0
Beauty Salon Operation	5	4	3
Property Owner - Factory/Industrial	4	3	2
Cafe Operation, Not Licensed With Deep Frying	3	2	0
Property Owner - Office (Single Storey)	2	2	2
Hairdressing Service	2	2	0

Top 20 Presented Occupations across SCTP Portfolio

	Presented Opportunities	Quoted Opportunities	Bound Opportunities
Plumber	140	121	33
Electrician	101	90	21
House Construction/Alteration Owner Builder	78	64	18
Earthmoving	78	61	18
Carpenter	57	46	6
Road Freight Transport Service - No Storage	54	0	0
House Construction	50	45	12
Business Administrative Services (General)	45	40	18
Real Estate Agency Service	42	37	8
Electricians - Commercial	42	37	13
Motor Mechanics	40	33	5
Handyman / Property Maintenance	38	34	8
Cabinet Manufacturing - Other	38	36	2
Residential Building Construction Noc	36	31	8
Delivery Service, Road (Ex. Courier)	28	2	0
Courier Service	24	0	0
Concretor	24	20	6
Landscape Construction	23	20	7
Insurance Broking Service	23	19	3
Landscaper - Domestic	22	21	10

Brokerage Performance

The following list is made up of the top 40 brokerages by presented opportunities to the Insurer, based on the inception date of an opportunity.

Hollard's Top Brokerages by Presented Opportunities

CBN 188 122 26 Resilum Insurance Broking Pty Ltd 162 96 16 Community Broker Network 155 82 16 Ausure Insurance Brokers 119 72 13 Insurance House Pty Ltd 105 73 13 Oracle Group (Australia) Pty Ltd 87 52 12 Insurance House Advance 71 48 9 PSC Connect Pty Ltd (VIC) 52 37 5 Consolidated Insurance Stylud 52 36 2 Centrewest Insurance Brokers Pty Ltd 44 29 3 McLardy McShane Partners Pty Ltd 41 27 6 United Insurance Group 38 23 4 McLardy McShane Partners Pty Ltd 41 27 6 United Insurance Group 38 23 4 McLardy McShane Partners Pty Ltd 41 27 6 United Insurance Group 38 23 23 4 McJos Lady Ltd 37		Presented Opportunities	Quoted Opportunities	Bound Opportunities
Community Broker Network 155 82 16 Ausure Insurance Brokers 119 72 13 Insurance House Pty Ltd 105 73 13 Oracle Group (Australia) Pty Ltd 87 52 12 Insurance House Advance 71 48 9 PSC Connect Pty Ltd (VIC) 52 37 5 Consolidated Insurances Bry Ltd 44 29 3 McLardy McShane Partners Pty Ltd 41 27 6 United Insurance Group 38 23 4 Akso ELA Pty Ltd 37 22 1 The Insurance Group 36 21 2 Akso ELA Pty Ltd 36 24 2 Regional Insurance Brokers Pty Ltd 36 24 2 Regional Insurance Brokers Pty Ltd 36 24 2 Apollo Risk Services 35 17 10 Services 35 17 10 Garden State Insurance Brokers Pty Ltd 28 23 <td< td=""><td>CBN</td><td>188</td><td>122</td><td>26</td></td<>	CBN	188	122	26
Ausire Insurance Brokers 119 72 13 13 Insurance House Pty Ltd 105 73 13 13 Oracle Group (Australia) Pty Ltd 105 73 13 13 Oracle Group (Australia) Pty Ltd 187 148 99 152 172 148 189 189 189 189 189 189 189 189 189 18	Resilium Insurance Broking Pty Ltd	162	96	16
Insurance House Pty Ltd 105 73 13 Oracle Group (Australia) Pty Ltd 87 52 12 Insurance House Advance 71 48 9 PSC Connect Hy Ltd (VIC) 52 36 2 Consolidated Insurances Pty Ltd 52 36 2 Centrewest Insurance Brokers Pty Ltd 44 29 3 McLardy McShane Partners Pty Ltd 41 27 6 United Insurance Group 38 23 4 Aviso EIA Pty Ltd 36 21 2 Regional Insurance Brokers Pty Ltd 36 21 2 Regional Insurance Brokers Pty Ltd 36 21 2 Apollo Risk Services 35 17 1 PSC Connect Pty Ltd (QLD) 32 23 9 Dunk Insurance Brokers Pty Ltd 38 23 2 Sear and Associates Insurance Brokers Pty Ltd 28 23 2 Sear and Sessociates Insurance Brokers Pty Ltd 28 15 3 Surevise </td <td>Community Broker Network</td> <td>155</td> <td>82</td> <td>16</td>	Community Broker Network	155	82	16
Oracle Group (Australa) Pty Ltd 87 52 12 Insurance House Advance 71 48 9 PSC Connect Pty Ltd (VIC) 52 37 5 Consolidated Insurances Pty Ltd 52 36 2 Centrewest Insurance Brokers Pty Ltd 44 29 3 McLardy McShane Partners Pty Ltd 41 27 6 United Insurance Group 38 23 4 Aviso EIA Pty Ltd 36 21 2 Regional Insurance Brokers Pty Ltd 36 24 2 Regional Insurance Brokers Pty Ltd 36 21 2 <	Ausure Insurance Brokers	119	72	13
Insurance House Advance 71 48 9 PSC Connect Pty Ltd (VIC) 52 37 5 Consolidated Insurances Pty Ltd 52 36 2 Centewest Insurance Brokers Pty Ltd 44 29 3 McLardy McShane Partners Pty Ltd 41 27 6 United Insurance Group 38 23 4 Aviso EIA Pty Ltd 37 22 1 The Insurance Brokers Pty Ltd 36 21 2 Regional Insurance Brokers Pty Ltd 36 24 2 Apolio Risk Services 35 17 1 PSC Connect Pty Ltd (QLD) 32 23 9 Dunk Insurance Brokers Pty Ltd 28 23 2 Sorende State Insurance Brokers Pty Ltd 28 23 2 SSE Tissurance Brokers Pty Ltd 28 23 2 SSE Tissurance Brokers Pty Ltd 28 23 2 SUB Insurance Brokers Pty Ltd 25 18 6 Metzix Insurance Brokers Pty Ltd (NS	Insurance House Pty Ltd	105	73	13
PSC Connect Pty Ltd (VIC) 52 37 5 Consolidated Insurances Pty Ltd 44 29 3 Centrewest Insurance Brokers Pty Ltd 41 27 6 McLardy McShane Partners Pty Ltd 37 22 1 Wisio ELA Pty Ltd 37 22 1 The Insurance Centre Pty Ltd 36 21 2 Regional Insurance Brokers Pty Ltd 36 21 2 Regional Insurance Brokers Pty Ltd 36 24 2 Regional Insurance Brokers Pty Ltd (QLD) 32 3 9 PSC Connect Pty Ltd (QLD) 32 23 9 Surance State Insurance Brokers Pty Ltd 28 23 9 Sear and Associates Insurance Brokers Pty Ltd 28 3 2 Surewise 25 18 2 Pollard Insurance Brokers Pty Ltd 25 18 2 Metrix Insurance Brokers Pty Ltd 25 18 2 McLin Surance Brokers Pty Ltd 25 18 2 P	Oracle Group (Australia) Pty Ltd	87	52	12
Consolidated Insurance Bry Ltd 52 36 2 Centrewest Insurance Brokers Pty Ltd 44 29 3 McLardy McShane Partners Pty Ltd 41 27 6 United Insurance Group 38 23 4 Aviso EIA Pty Ltd 37 22 1 The Insurance Brokers Pty Ltd 36 21 2 Regional Insurance Brokers Pty Ltd 36 21 2 Regional Insurance Brokers Pty Ltd 36 24 2 Apollo Risk Services 35 17 1 PSC Connect Pty Ltd (QLD) 32 23 9 Dunk Insurance 32 21 10 Garden State Insurance Brokers Pty Ltd 31 28 4 Sear and Associates Insurance Brokers Pty Ltd 28 23 2 Sear and Associates Insurance Brokers Pty Ltd 25 18 2 Metrix Insurance Brokers Pty Ltd 25 18 2 Metrix Insurance Brokers Pty Ltd (NSW) 23 12 4	Insurance House Advance	71	48	9
Centrewest Insurance Brokers Pty Ltd 44 29 3 McLardy McShane Partners Pty Ltd 41 27 6 United Insurance Group 38 23 4 Aviso ELA Pty Ltd 36 22 1 The Insurance Centre Pty Ltd 36 24 2 Regional Insurance Brokers Pty Ltd 36 24 2 Apollo Risk Services 35 17 1 PSC Connect Pty Ltd (QLD) 32 23 9 Dunk Insurance 32 23 9 Garden State Insurance Brokers Pty Ltd 31 28 4 Sear and Associates Insurance Brokers Pty Ltd 31 28 3 2 SEM Insurance Brokers 26 15 3 3 Surewise 25 18 2 2 Pollard Insurance Brokers Pty Ltd 25 18 6 Metrix Insurance Brokers Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd (NSW) 23 12 4	PSC Connect Pty Ltd (VIC)	52	37	5
McLardy McShane Partners Pty Ltd 41 27 6 United Insurance Group 38 23 4 Aviso EIA Pty Ltd 37 22 1 The Insurance Centre Pty Ltd 36 21 2 Regional Insurance Brokers Pty Ltd 36 24 2 Apollo Risk Services 35 17 1 PSC Connect Pty Ltd (QLD) 32 23 9 Dunk Insurance 32 21 10 Garden State Insurance Brokers Pty Ltd 31 28 4 Sear and Associates Insurance Brokers Pty Ltd 31 28 4 RSM Insurance Brokers Pty Ltd 28 23 2 RSM Insurance Brokers Pty Ltd 25 18 2 Metrix Insurance Brokers Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd 25 18 6 McCornick Pty Ltd (NSW) 23 17 6 Your Insurance Brokers Pty Ltd 20 13 1 Geelong Insurance Brokers Pty Ltd <td>Consolidated Insurances Pty Ltd</td> <td>52</td> <td>36</td> <td>2</td>	Consolidated Insurances Pty Ltd	52	36	2
United Insurance Group 38 23 4 Aviso EIA Pty Ltd 37 22 1 The Insurance Centre Pty Ltd 36 21 2 Regional Insurance Brokers Pty Ltd 36 24 2 Apollo Risk Services 35 17 1 PSC Connect Pty Ltd (QLD) 32 23 9 Dunk Insurance 28 21 10 Garden State Insurance Brokers Pty Ltd 31 28 4 Sear and Associates Insurance Brokers Pty Ltd 28 23 2 Sex Insurance Brokers 26 15 3 Surewise 25 20 0 Pollard Insurance Brokers Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd 25 18 6 Your Insurance Brokers Pty Ltd 20 13 1 The One Stop Insurance Brokers Pty Ltd 20 17 3 Edgewise Insurance Brokers Pty Ltd <td< td=""><td>Centrewest Insurance Brokers Pty Ltd</td><td>44</td><td>29</td><td>3</td></td<>	Centrewest Insurance Brokers Pty Ltd	44	29	3
Arise EIA Pty Ltd	McLardy McShane Partners Pty Ltd	41	27	6
The Insurance Centre Pty Ltd 36 21 2 Regional Insurance Brokers Pty Ltd 36 24 2 Apollo Risk Services 35 17 1 PSC Connect Pty Ltd (QLD) 32 23 9 Dunk Insurance 32 21 10 Garden State Insurance Brokers Pty Ltd 31 28 4 Sear and Associates Insurance Brokers Pty Ltd 28 23 2 RSM Insurance Brokers 26 15 3 Surewise 25 20 0 Pollard Insurance Brokers Pty Ltd 25 18 2 Metrix Insurance Brokers Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd (NSW) 23 12 4 PSC Connect Pty Ltd (NSW) 23 12 4 Your Insurance Brokers Pty Ltd 20 13 1 The One Stop Insurance Brokers Pty Ltd 20 13 1 Geelong Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers P	United Insurance Group	38	23	4
Regional Insurance Brokers Pty Ltd 36 24 2 Apollo Risk Services 35 17 1 PSC Connect Pty Ltd (QLD) 32 23 9 Dunk Insurance 32 21 10 Garden State Insurance Brokers Pty Ltd 31 28 4 Sear and Associates Insurance Brokers Pty Ltd 28 23 2 Sear and Associates Insurance Brokers Pty Ltd 26 15 3 Surewise 25 20 0 Pollard Insurance Brokers Pty Ltd 25 18 2 Metrix Insurance Brokers Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd (NSW) 23 12 4 Archer Insurance Orp 22 17 6 Your Insurance Brokers Pty Ltd 20 13 1 The One Stop Insurance Brokers Pty Ltd 20 13 1 Edgewise Insurance Brokers Pty Ltd 20 17 3 Edgewise Insurance Brokers Pty Ltd 20 17 3 Edger Insurance Brokers Pty Ltd (NSW) 19 13 1	Aviso EIA Pty Ltd	37	22	1
Apollo Risk Services 35 17 1 PSC Connect Pty Ltd (QLD) 32 23 9 Dunk Insurance 32 21 10 Garden State Insurance Brokers Pty Ltd 31 28 4 Sear and Associates Insurance Brokers Pty Ltd 28 23 2 RSM Insurance Brokers 26 15 3 Surewise 25 20 0 Pollard Insurance Brokers Pty Ltd 25 18 2 Metrix Insurance Brokers Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd (NSW) 23 12 4 Archer Insurance Corp 22 17 6 Your Insurance Brokers Pty Ltd 20 13 1 The One Stop Insurance Brokers Pty Ltd 20 14 0 Geelong Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers Pty Ltd 20 16 2 Steadfast Eastern Insurance Brokers 19 11 0 McCormick Harris Insuranc	The Insurance Centre Pty Ltd	36	21	2
PSC Connect Pty Ltd (QLD) 32 23 9 Dunk Insurance 32 21 10 Garden State Insurance Brokers Pty Ltd 31 28 4 Sear and Associates Insurance Brokers Pty Ltd 28 23 2 RSM Insurance Brokers 26 15 3 Surewise 25 20 0 Pollard Insurance Brokers Pty Ltd 25 18 2 Metrix Insurance Brokers Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd 25 13 2 PSC Connect Pty Ltd (NSW) 23 12 4 Archer Insurance Brokers Pty Ltd 20 13 1 Your Insurance Brokers Pty Ltd 20 14 0 Geolong Insurance Brokers Pty Ltd 20 15 1 Edgewise Insurance Brokers Pty Ltd 20 17 3 Edger Insurance Brokers 19 11 0 McCormick Harris Insurance Brokers 19 11 0 McCormick Harris Insurance B	Regional Insurance Brokers Pty Ltd	36	24	2
Dunk Insurance 32 21 10 Garden State Insurance Brokers Pty Ltd 31 28 4 Sear and Associates Insurance Brokers Pty Ltd 28 23 2 RSM Insurance Brokers 26 15 3 Surewise 25 20 0 Pollard Insurance Brokers Pty Ltd 25 18 2 Metrix Insurance Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd 25 13 2 PSC Connect Pty Ltd (NSW) 23 12 4 Archer Insurance Brokers Pty Ltd 20 13 1 Your Insurance Brokers Pty Ltd 20 14 0 Geelong Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers Pty Ltd 20 16 2 Steadfast Eastern Insurance Brokers Pty Ltd (NSW) 19 11 0 McCormick	Apollo Risk Services	35	17	1
Garden State Insurance Brokers Pty Ltd 31 28 4 Sear and Associates Insurance Brokers Pty Ltd 28 23 2 RSM Insurance Brokers 26 15 3 Surewise 25 20 0 Pollard Insurance Brokers Pty Ltd 25 18 2 Macey Insurance Brokers Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd (NSW) 23 12 4 Archer Insurance Corp 22 17 6 Your Insurance Broker Pty Ltd 20 13 1 The One Stop Insurance Brokers Pty Ltd 20 14 0 Geelong Insurance Brokers Pty Ltd 20 15 1 Edgewise Insurance Brokers Pty Ltd 20 17 3 Edger Insurance Brokers Pty Ltd 20 16 2 Steadfast Eastern Insurance Brokers 19 11 0 McCormick Harris Insurance 19 13 1 Coverforce Insurance Brokers Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd (NSW) 18 8 0 <td>PSC Connect Pty Ltd (QLD)</td> <td>32</td> <td>23</td> <td>9</td>	PSC Connect Pty Ltd (QLD)	32	23	9
Sear and Associates Insurance Brokers Pty Ltd 28 23 2 RSM Insurance Brokers 26 15 3 Surewise 25 20 0 Pollard Insurance Brokers Pty Ltd 25 18 2 Metrix Insurance Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd 25 13 2 PSC Connect Pty Ltd (NSW) 23 12 4 Archer Insurance Corp 22 17 6 Your Insurance Broker Pty Ltd 20 13 1 The One Stop Insurance Brokers Pty Ltd 20 15 1 Edgewise Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers 19 11 0 McCormick Harris Insurance 19 13 1 Coverforce Insurance Brokers Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winb	Dunk Insurance	32	21	10
RSM Insurance Brokers 26 15 3 Surewise 25 20 0 Pollard Insurance Brokers Pty Ltd 25 18 2 Metrix Insurance Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd 25 13 2 PSC Connect Pty Ltd (NSW) 23 12 4 Archer Insurance Corp 22 17 6 Your Insurance Broker Pty Ltd 20 13 1 The One Stop Insurance Brokers Pty Ltd 20 14 0 Geelong Insurance Brokers Pty Ltd 20 17 3 Edger Insurance Brokers Pty Ltd 20 17 3 Edger Insurance Brokers Pty Ltd 20 17 3 Edger Insurance Brokers 19 11 0 McCormick Harris Insurance 19 13 1 Coverforce Insurance Brokers Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winbeat site 18 14 0 BIS Insurance Brokers Pty Ltd (SA)	Garden State Insurance Brokers Pty Ltd	31	28	4
Surewise 25 20 0 Pollard Insurance Brokers Pty Ltd 25 18 2 Metrix Insurance Pty Ltd 25 18 6 Maccy Insurance Brokers Pty Ltd 25 13 2 PSC Connect Pty Ltd (NSW) 23 12 4 Archer Insurance Corp 22 17 6 Your Insurance Broker Pty Ltd 20 13 1 The One Stop Insurance Brokers Pty Ltd 20 14 0 Geelong Insurance Brokers Pty Ltd 20 15 1 Edgewise Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers Pty Ltd 20 16 2 Steadfast Eastern Insurance Brokers 19 11 0 McCormick Harris Insurance 19 13 1 Coverforce Insurance Broking Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insura	Sear and Associates Insurance Brokers Pty Ltd	28	23	2
Pollard Insurance Brokers Pty Ltd 25 18 2 Metrix Insurance Pty Ltd 25 18 6 Macey Insurance Brokers Pty Ltd 25 13 2 PSC Connect Pty Ltd (NSW) 23 12 4 Archer Insurance Corp 22 17 6 Your Insurance Broker Pty Ltd 20 13 1 The One Stop Insurance Brokers Pty Ltd 20 14 0 Geelong Insurance Brokers Pty Ltd 20 15 1 Edgar Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers 20 16 2 Steadfast Eastern Insurance Brokers 19 11 0 McCormick Harris Insurance 19 13 1 Coverforce Insurance Broking Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winbeat site 18 11 3 PSC Connect Pty Ltd (SA) 18 14 0 BIS Insurance Brokers Pty Ltd 18 8 2	RSM Insurance Brokers	26	15	3
Metrix Insurance Pty Ltd 25 18 6 Maccy Insurance Brokers Pty Ltd 25 13 2 PSC Connect Pty Ltd (NSW) 23 12 4 Archer Insurance Corp 22 17 6 Your Insurance Broker Pty Ltd 20 13 1 The One Stop Insurance Brokers Pty Ltd 20 14 0 Geelong Insurance Brokers Pty Ltd 20 15 1 Edgewise Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers 20 16 2 Steadfast Eastern Insurance Brokers 19 11 0 McCormick Harris Insurance 19 13 1 Coverforce Insurance Broking Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winbeat site 18 11 3 PSC Connect Pty Ltd (SA) 18 14 0 BIS Insurance Brokers Pty Ltd 18 8 0	Surewise	25	20	0
Macey Insurance Brokers Pty Ltd 25 13 2 PSC Connect Pty Ltd (NSW) 23 12 4 Archer Insurance Corp 22 17 6 Your Insurance Broker Pty Ltd 20 13 1 The One Stop Insurance Brokers Pty Ltd 20 14 0 Geelong Insurance Brokers Pty Ltd 20 15 1 Edgewise Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers 20 16 2 Steadfast Eastern Insurance Brokers 19 11 0 McCormick Harris Insurance 19 13 1 Coverforce Insurance Broking Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winbeat site 18 11 3 PSC Connect Pty Ltd (SA) 18 14 0 BSJ Insurance Brokers Pty Ltd 18 8 2	Pollard Insurance Brokers Pty Ltd	25	18	2
PSC Connect Pty Ltd (NSW) 23 12 4 Archer Insurance Corp 22 17 6 Your Insurance Broker Pty Ltd 20 13 1 The One Stop Insurance Brokers Pty Ltd 20 14 0 Geelong Insurance Brokers PtyL 20 15 1 Edgewise Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers 20 16 2 Steadfast Eastern Insurance Brokers 19 11 0 McCormick Harris Insurance 19 13 1 Coverforce Insurance Broking Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winbeat site 18 11 3 PSC Connect Pty Ltd (SA) 18 14 0 BJS Insurance Brokers Pty Ltd 18 8 2	Metrix Insurance Pty Ltd	25	18	6
Archer Insurance Corp 22 17 6 Your Insurance Broker Pty Ltd 20 13 1 The One Stop Insurance Brokers Pty Ltd 20 14 0 Geelong Insurance Brokers Pt/L 20 15 1 Edgewise Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers 20 16 2 Steadfast Eastern Insurance Brokers 19 11 0 McCormick Harris Insurance 19 13 1 Coverforce Insurance Broking Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winbeat site 18 14 0 PSC Connect Pty Ltd (SA) 18 14 0 BJS Insurance Brokers Pty Ltd 18 8 2	Macey Insurance Brokers Pty Ltd	25	13	2
Your Insurance Broker Pty Ltd 20 13 1 1 The One Stop Insurance Brokers Pty Ltd 20 14 0 Geelong Insurance Brokers Pt/L 20 15 1 Edgewise Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers Pty Ltd 20 16 2 Steadfast Eastern Insurance Brokers 20 16 2 Steadfast Eastern Insurance Brokers 19 11 0 McCormick Harris Insurance 19 13 11 0 McCormick Harris Insurance Brokers 19 13 1 Coverforce Insurance Broking Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winbeat site 18 11 3 PSC Connect Pty Ltd (SA) 18 14 0 BJS Insurance Brokers Pty Ltd 18 8 2	PSC Connect Pty Ltd (NSW)	23	12	4
The One Stop Insurance Brokers Pty Ltd 20 14 0 15 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Archer Insurance Corp	22	17	6
Geelong Insurance Brokers P/L Edgewise Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers 20 16 22 Steadfast Eastern Insurance Brokers 19 11 0 McCormick Harris Insurance 19 13 11 Coverforce Insurance Broking Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winbeat site 18 11 3 PSC Connect Pty Ltd (SA) 18 14 0 BJS Insurance Brokers Pty Ltd 18 8 2	Your Insurance Broker Pty Ltd	20	13	1
Edgewise Insurance Brokers Pty Ltd 20 17 3 Edgar Insurance Brokers 20 16 2 Steadfast Eastern Insurance Brokers 19 11 0 McCormick Harris Insurance 19 13 13 1 Coverforce Insurance Brokers Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winbeat site 18 11 3 PSC Connect Pty Ltd (SA) 18 14 0 BJS Insurance Brokers Pty Ltd 18 8 2	The One Stop Insurance Brokers Pty Ltd	20	14	0
Edgar Insurance Brokers 20 16 2 Steadfast Eastern Insurance Brokers 19 11 0 McCormick Harris Insurance Coverforce Insurance Broking Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winbeat site 18 11 3 PSC Connect Pty Ltd (SA) 18 14 0 BJS Insurance Brokers Pty Ltd 18 8 2	Geelong Insurance Brokers P/L	20	15	1
Steadfast Eastern Insurance Brokers 19 11 0 McCormick Harris Insurance 199 13 13 1 Coverforce Insurance Broking Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winbeat site 18 11 3 PSC Connect Pty Ltd (SA) 18 14 0 BJS Insurance Brokers Pty Ltd 18 8 2	Edgewise Insurance Brokers Pty Ltd	20	17	3
McCormick Harris Insurance 19 13 14 Coverforce Insurance Broking Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winbeat site 18 11 3 PSC Connect Pty Ltd (SA) 18 14 0 BJS Insurance Brokers Pty Ltd 18 8 2	Edgar Insurance Brokers	20	16	2
Coverforce Insurance Broking Pty Ltd (NSW) 19 15 9 Westlawn Insurance Brokers Pty Ltd 18 8 0 United Insurance - Winbeat site 18 11 3 PSC Connect Pty Ltd (SA) 18 14 0 BJS Insurance Brokers Pty Ltd 18 8 2	Steadfast Eastern Insurance Brokers	19	11	0
Westlawn Insurance Brokers Pty Ltd1880United Insurance - Winbeat site18113PSC Connect Pty Ltd (SA)18140BJS Insurance Brokers Pty Ltd1882	McCormick Harris Insurance	19	13	1
United Insurance - Winbeat site 18 11 3 PSC Connect Pty Ltd (SA) 18 14 0 BJS Insurance Brokers Pty Ltd 18 8 2	Coverforce Insurance Broking Pty Ltd (NSW)	19	15	9
PSC Connect Pty Ltd (SA) 18 14 0 BJS Insurance Brokers Pty Ltd 8 2	Westlawn Insurance Brokers Pty Ltd	18	8	0
BJS Insurance Brokers Pty Ltd 18 8 2	United Insurance - Winbeat site	18	11	3
·	PSC Connect Pty Ltd (SA)	18	14	0
ADK Insurance Brokers Pty Ltd 18 15 0	BJS Insurance Brokers Pty Ltd	18	8	2
	ADK Insurance Brokers Pty Ltd	18	15	0