



Insurer Performance Report

Business Pack

April 2017

calibre
INSURANCE



Bound Gross Written Premium (GWP)



April 2017

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

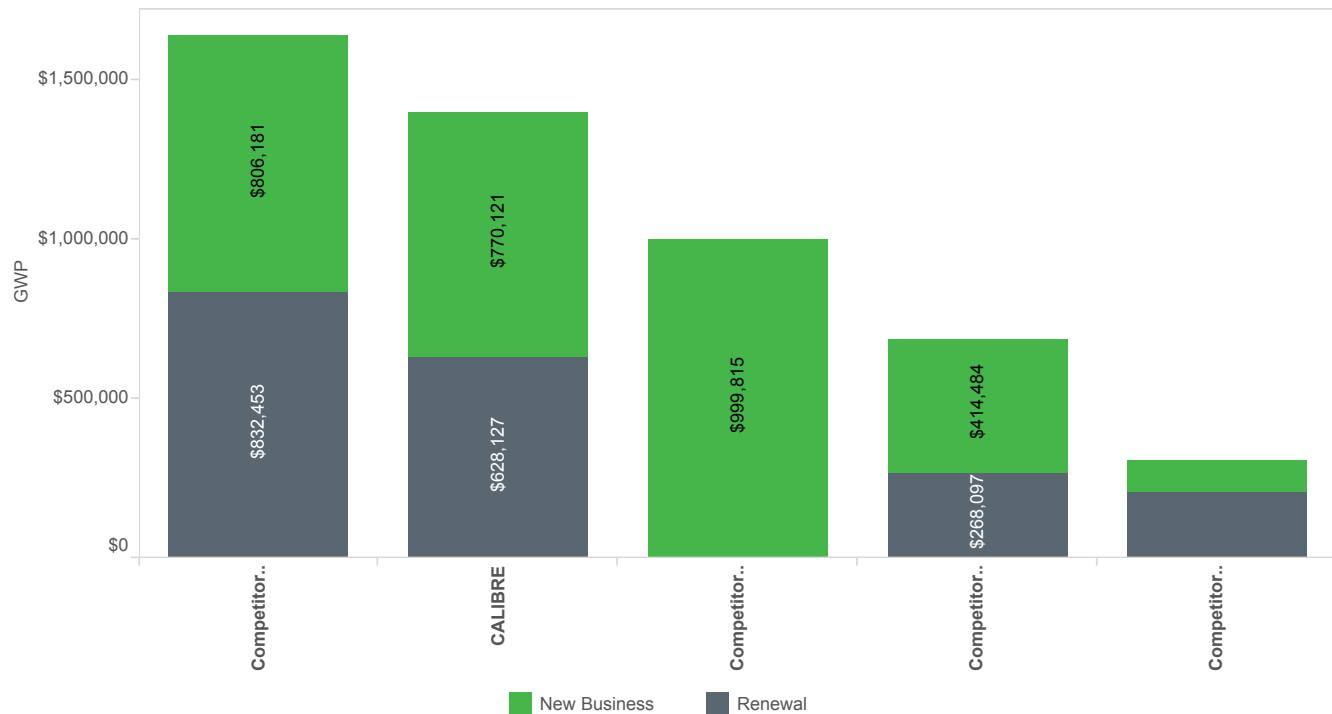
\$1,398,247

\$5,024,025

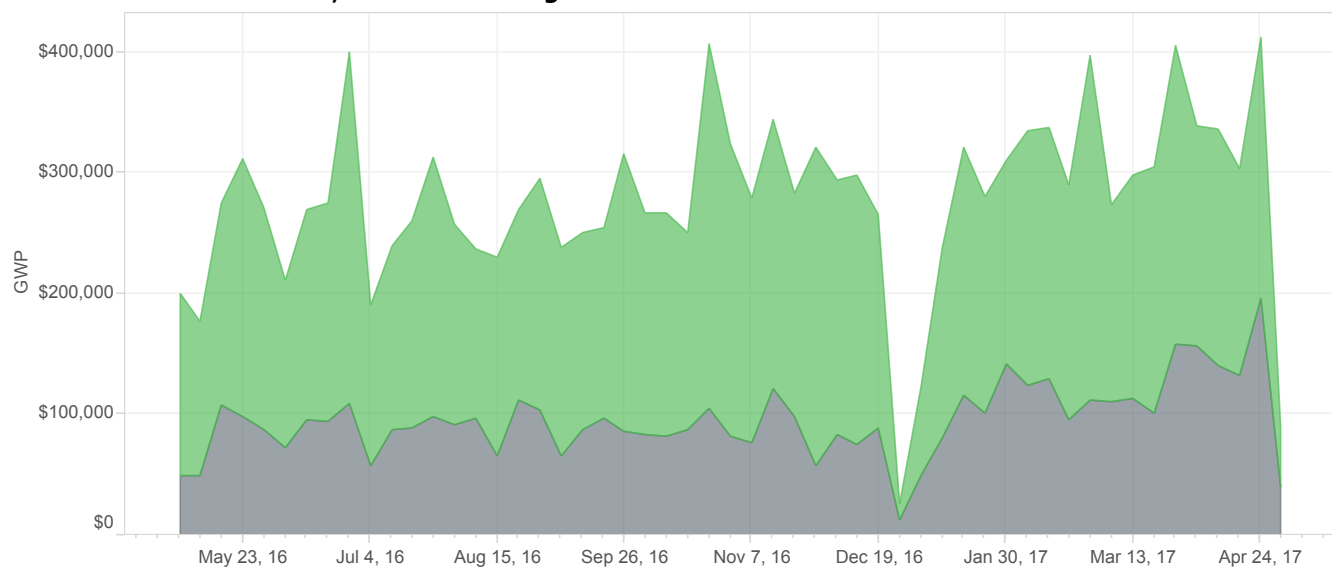
\$1,342

\$1,542

GWP All Insurers, April 2017



CALIBRE GWP Time Series, 12 Month Rolling



Strike Rate



April 2017

CALIBRE Opportunities

CALIBRE Bound Opportunities

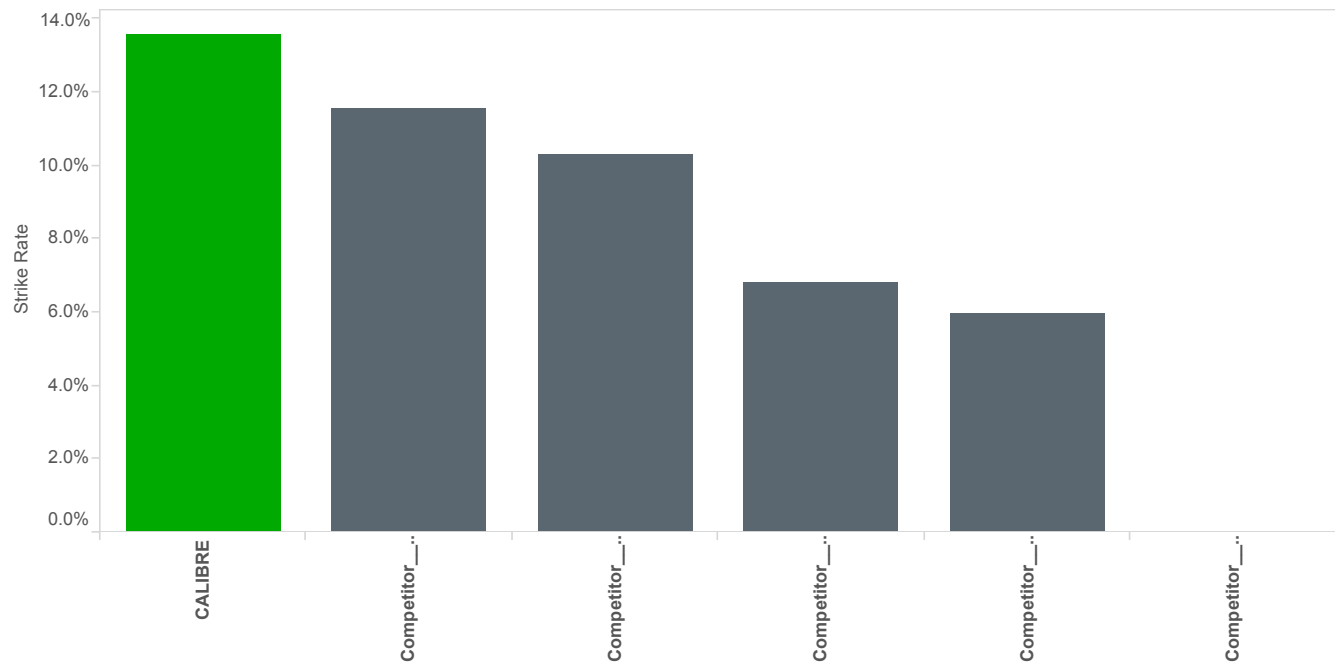
CALIBRE Strike Rate

7,681

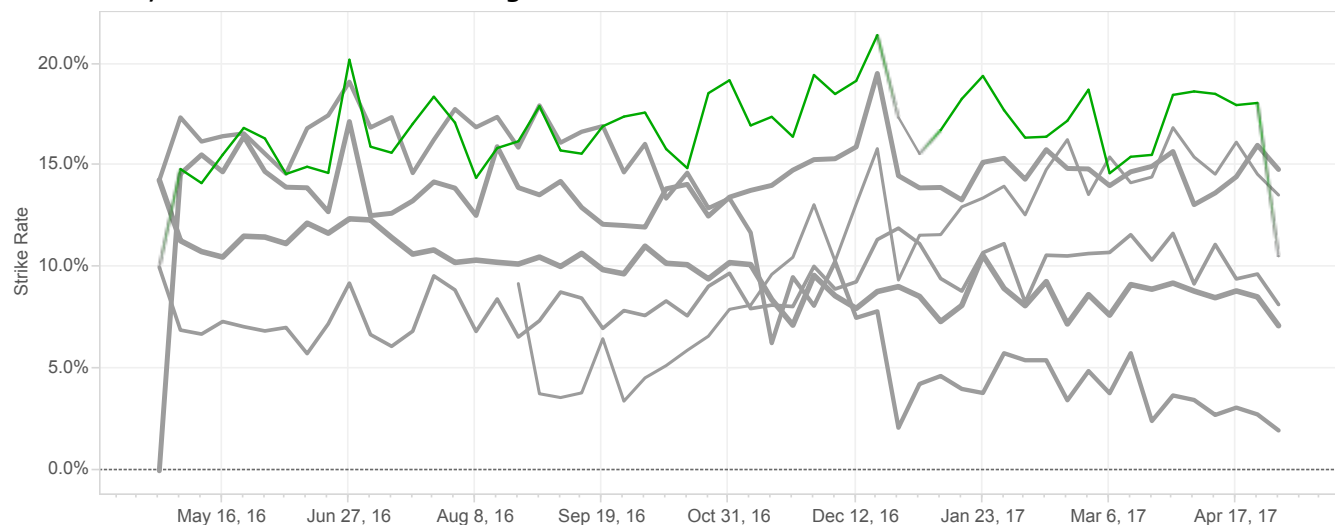
1,042

13.57%

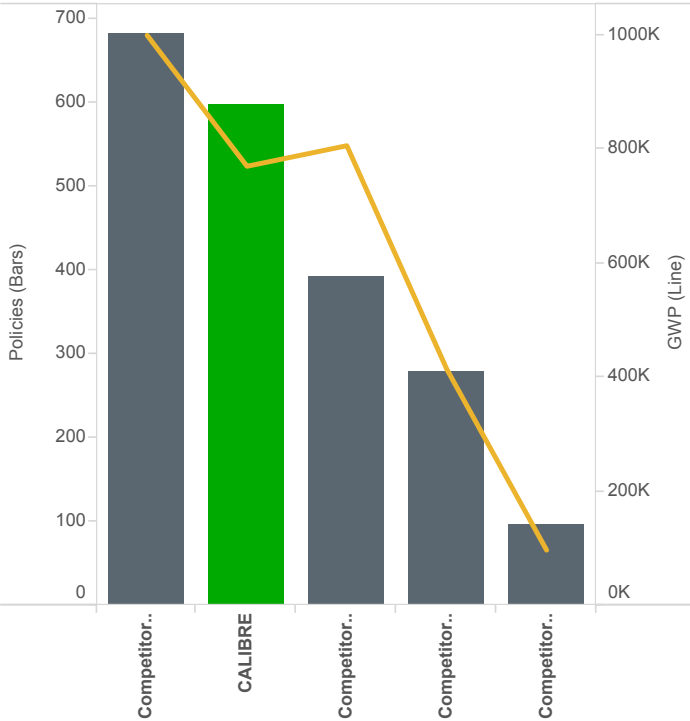
All Insurers, Strike Rate April 2017



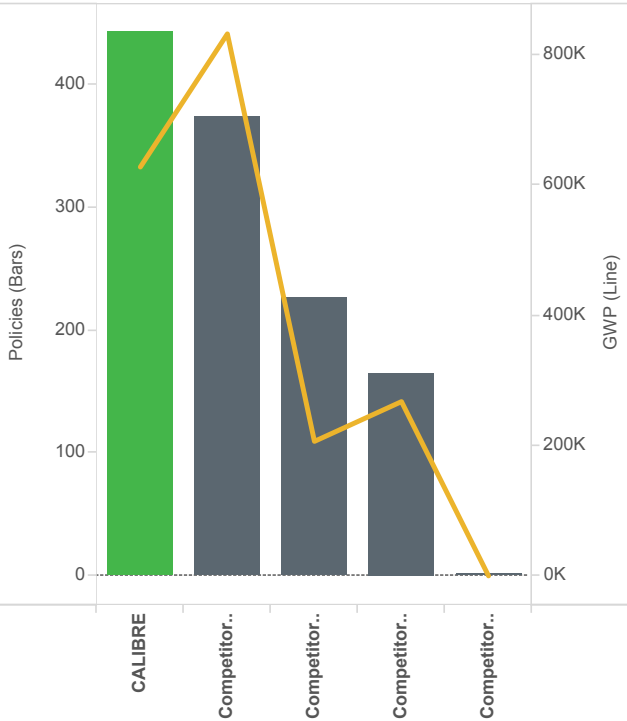
All Insurers, Strike Rate 12 Month Rolling



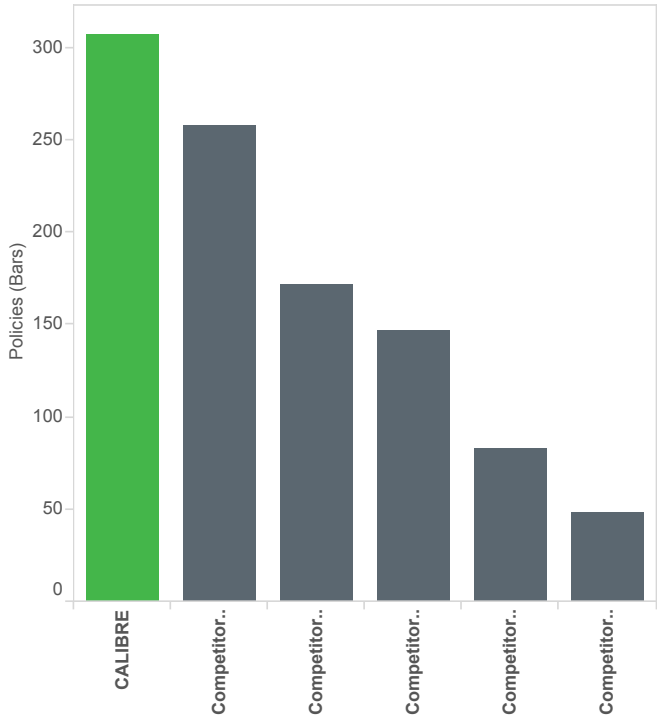
Bound New Business, April 2017



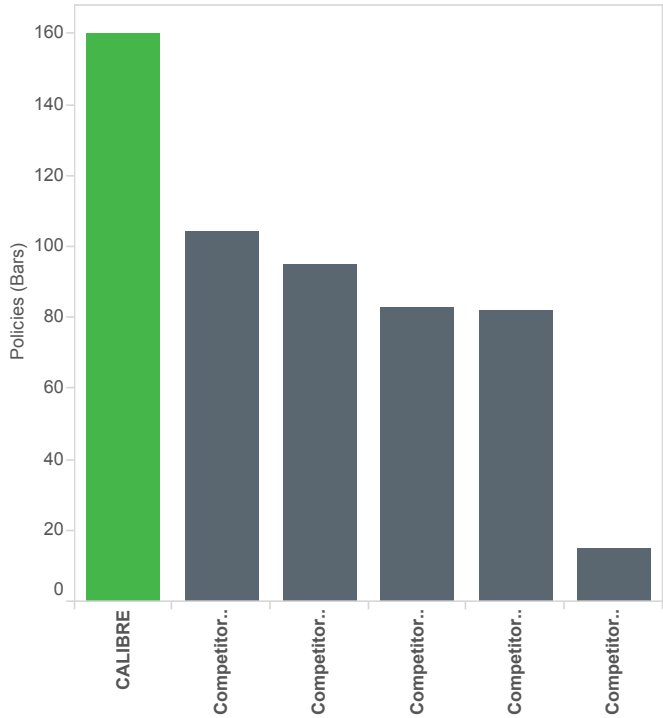
Bound Renewals, April 2017



Bound Endorsements, April 2017



Bound Cancellations, April 2017



Opportunities and Bound Policies



April 2017

Opportunities Presented, April 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	72	2,393	26	1,674	259	150	2,240	867	7,681
GWP	\$51,611	\$2,122,228	\$7,117	\$1,363,201	\$184,137	\$96,566	\$2,045,113	\$712,067	\$6,582,039
Average GWP	\$717	\$887	\$274	\$814	\$711	\$644	\$913	\$821	\$857

Bound Policies, April 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	13	327	2	248	11	8	314	119	1,042
Bound GWP	\$9,937	\$438,573	\$740	\$314,778	\$15,346	\$7,690	\$424,388	\$186,795	\$1,398,247
Average GWP	\$764	\$1,341	\$370	\$1,269	\$1,395	\$961	\$1,352	\$1,570	\$1,342

Lost Opportunities, April 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	11	441	3	238	37	20	450	151	1,351
GWP	\$12,903	\$606,845	\$1,329	\$277,120	\$39,413	\$29,149	\$625,565	\$183,680	\$1,776,003
Average GWP	\$1,173	\$1,376	\$443	\$1,164	\$1,065	\$1,457	\$1,390	\$1,216	\$1,315

State Activity

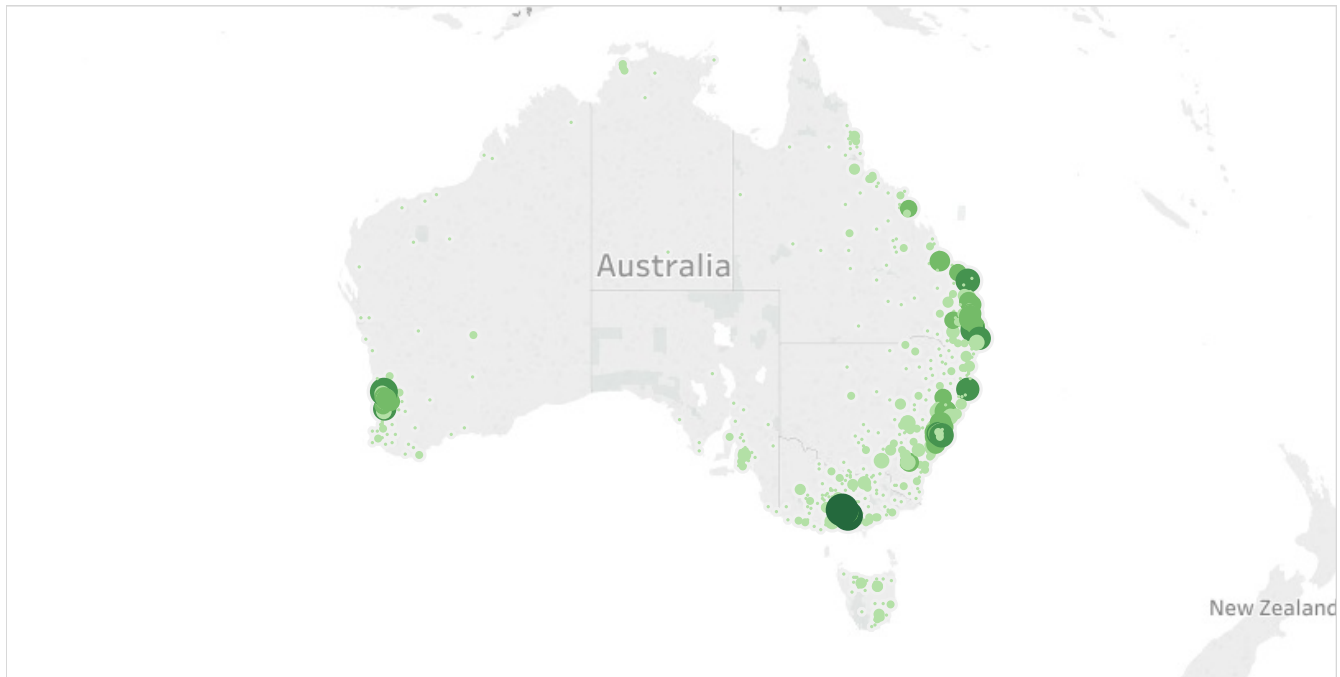


April 2017

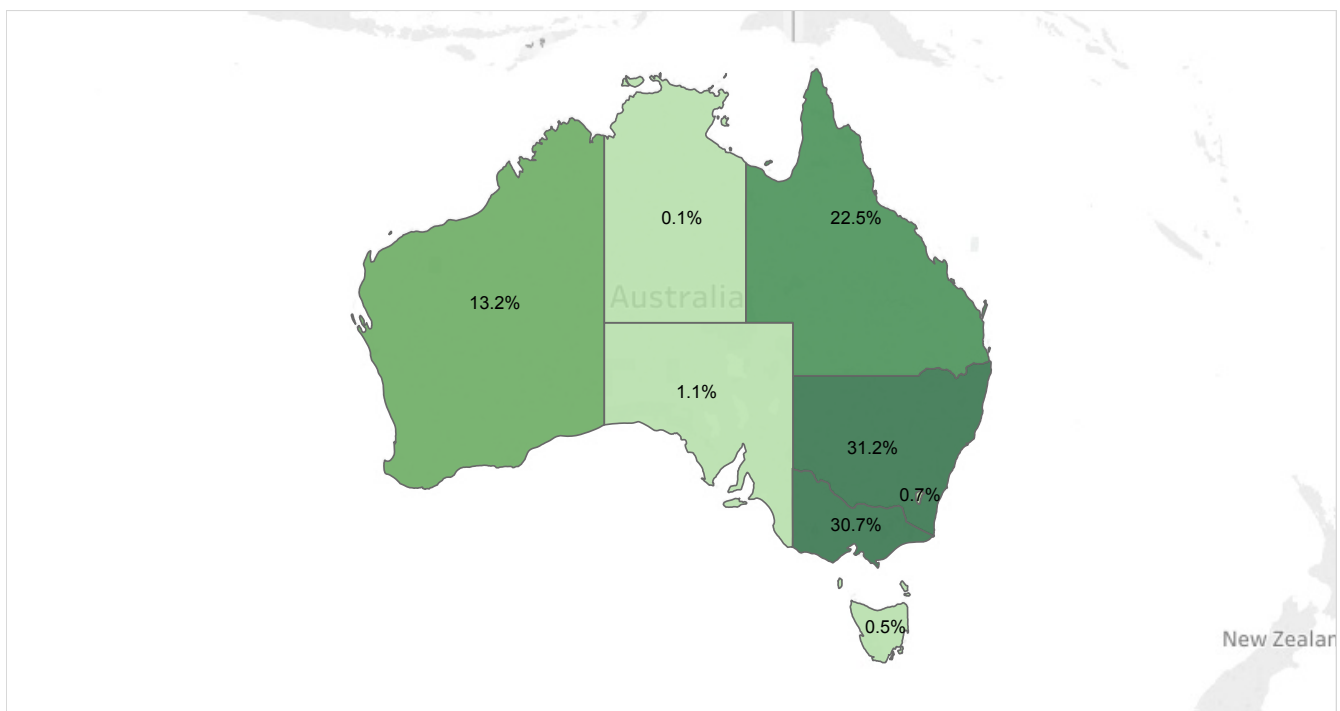
GWP by State, April 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
New Business	\$6,218	\$188,820	\$740	\$186,234	\$7,397	\$2,859	\$252,214	\$125,638
Renewal	\$3,719	\$249,753		\$128,544	\$7,949	\$4,830	\$172,174	\$61,157

Bound Policies by Post Code, April 2017



GWP Split by State, April 2017

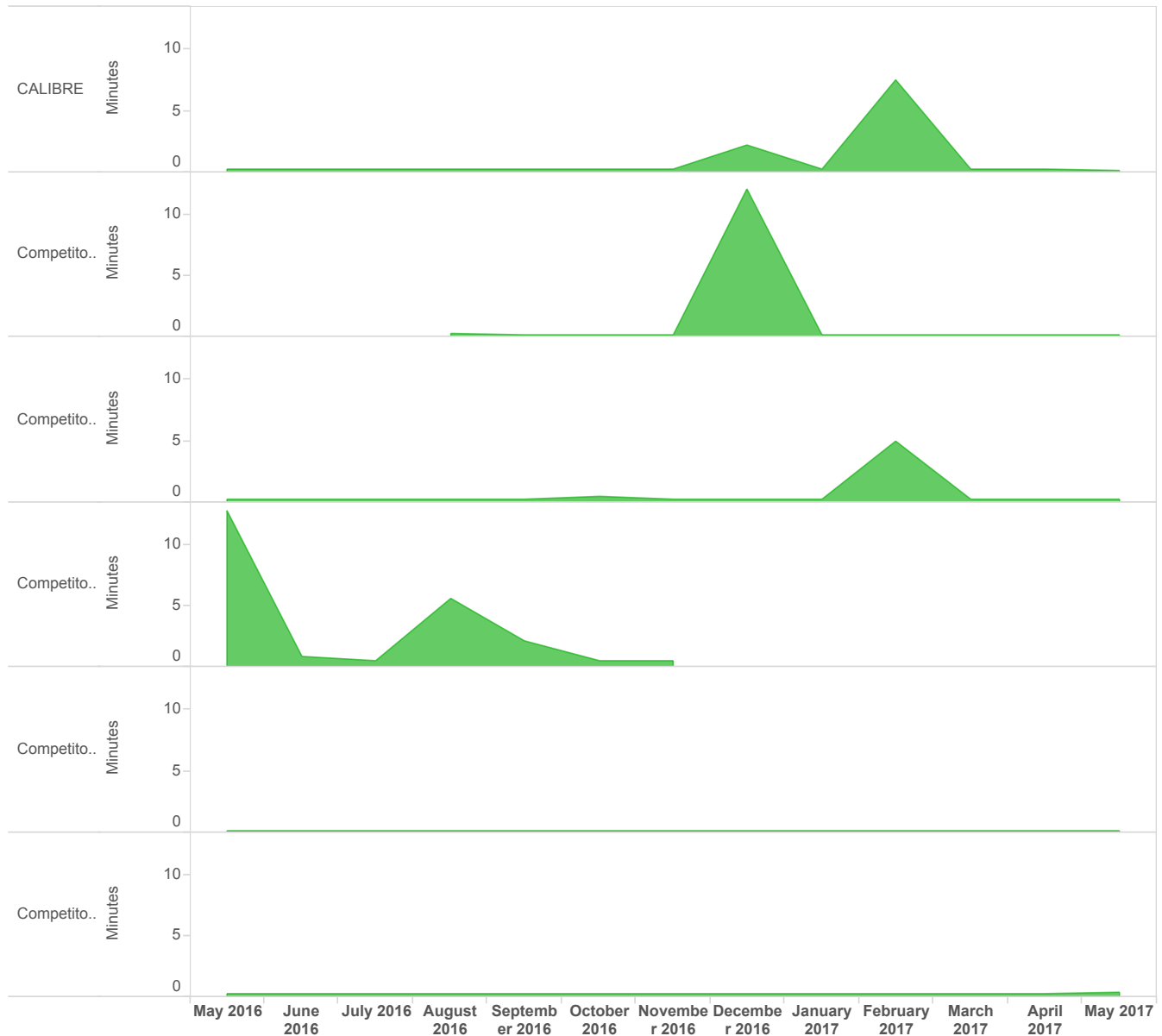


Opportunity Response Time

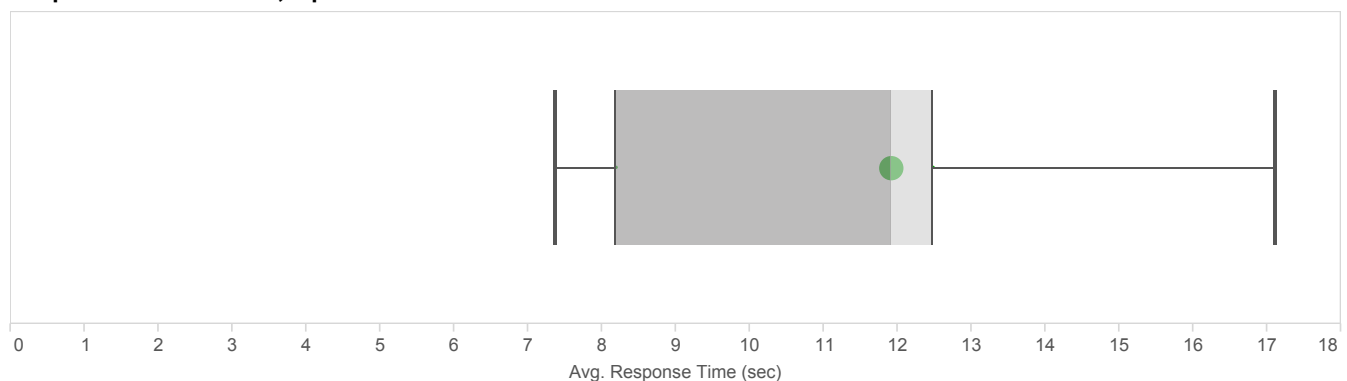


April 2017

Average Response Time Series, 12 Month Rolling



Response Distribution, April 2017

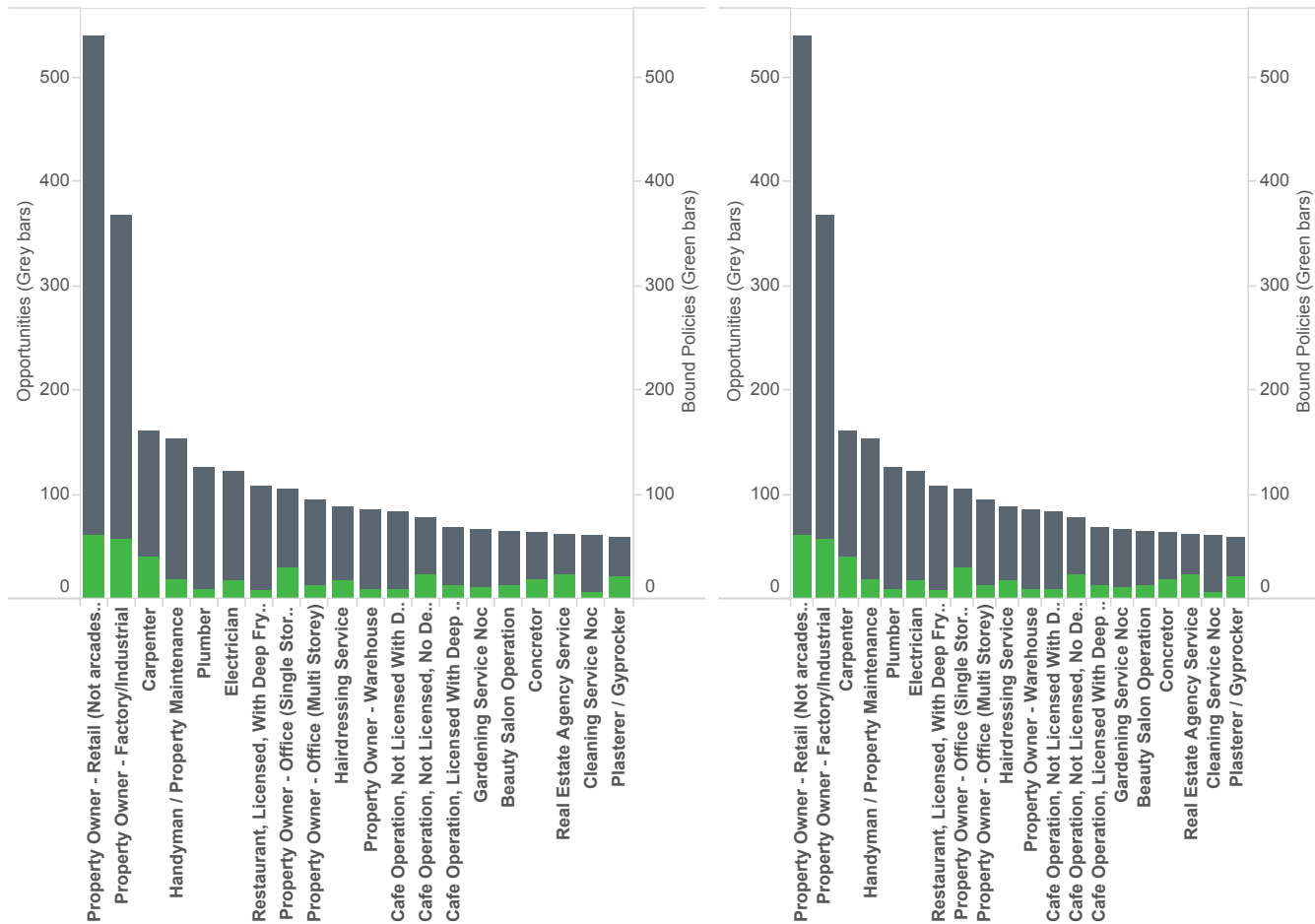


Demographics

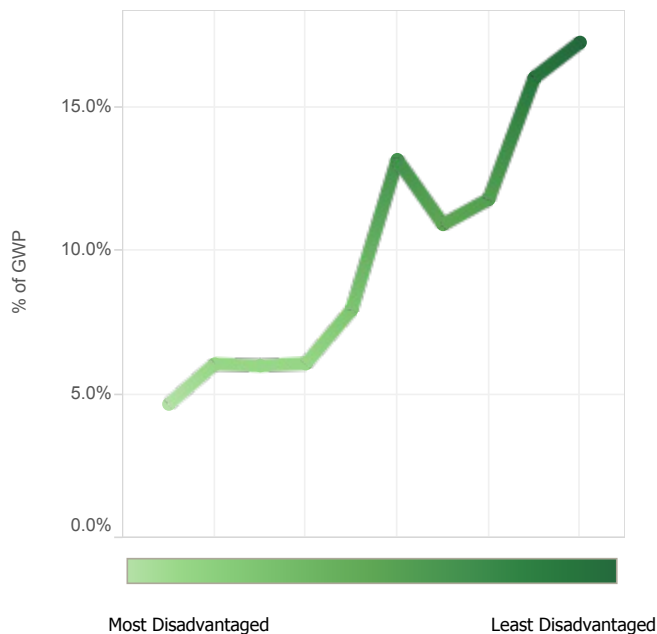


April 2017

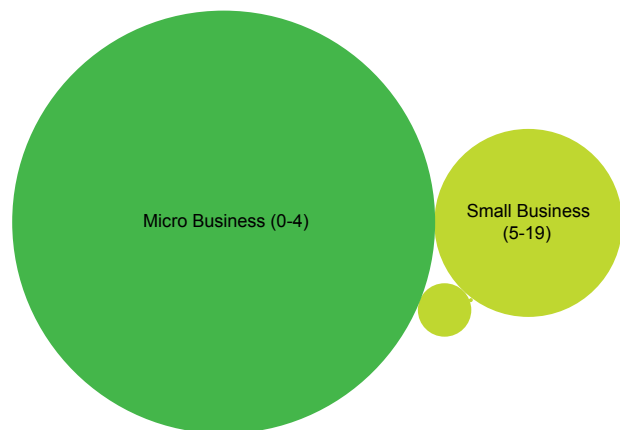
CALIBRE Opportunities vs Bound Policies by Top Occupations, All Insurers Opportunities vs Bound Policies by Top Occupations, April 2017



CALIBRE GWP by Socio-Economic Indexes, YTD



CALIBRE Bound Policies by Business Size, YTD

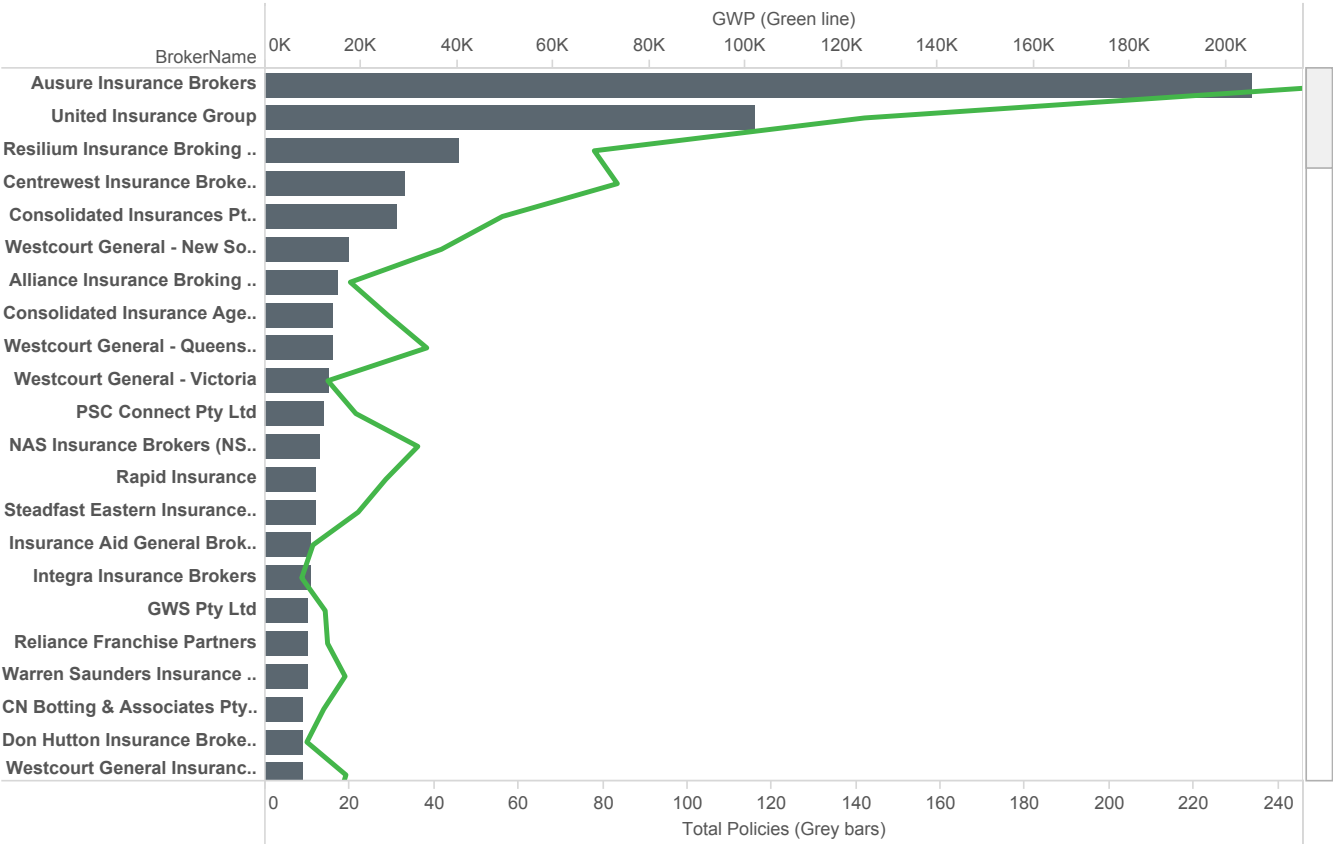


Broker Performance

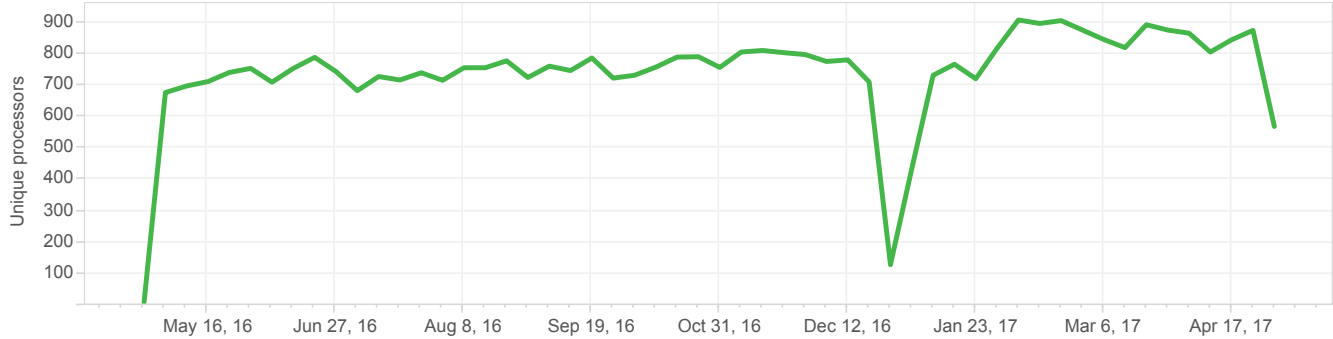


April 2017

Top Brokerage by Bound Policies and GWP, April 2017



CALIBRE Unique Processors time series, 12 Month Rolling



Opportunities Referral Rate, April 2017

