



# **Insurer Performance Report**

**Business Pack**

**May 2019**

**calibre**  
INSURANCE

# Bound Gross Written Premium (GWP)



May 2019

Hollard GWP

All Insurer GWP

Hollard Avg GWP

All Avg GWP

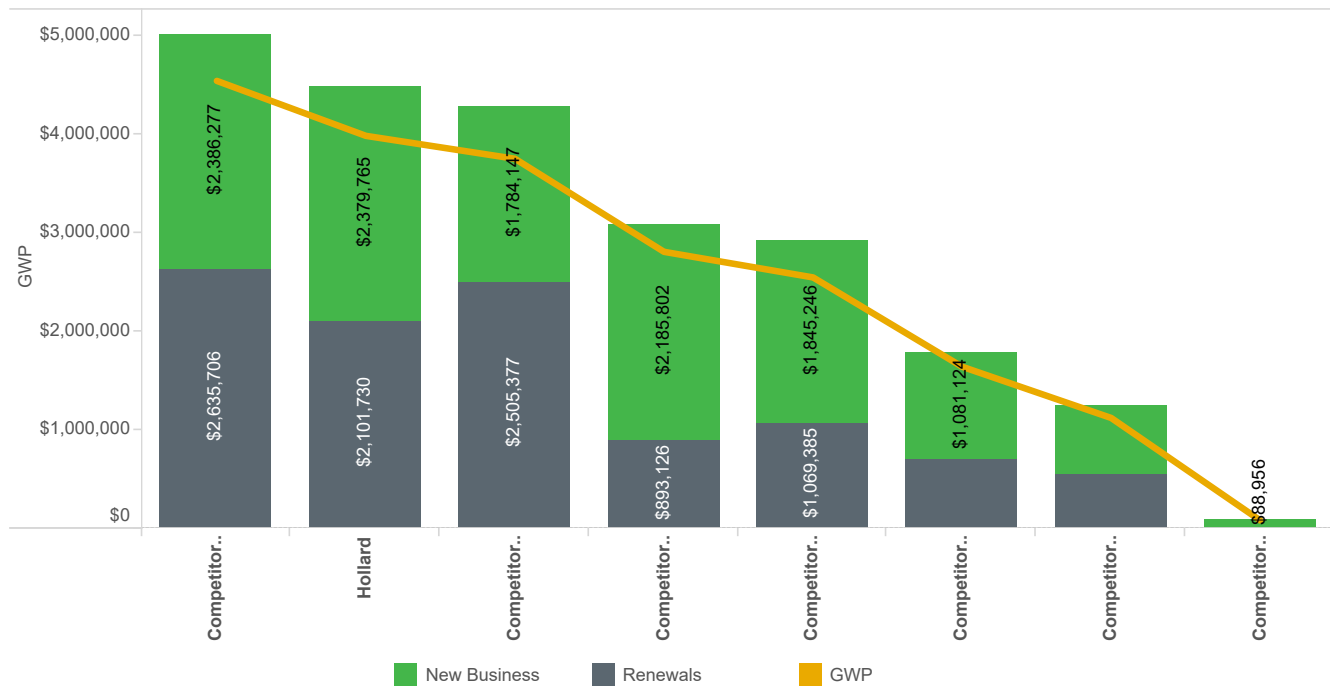
\$3,991,899

\$20,525,122

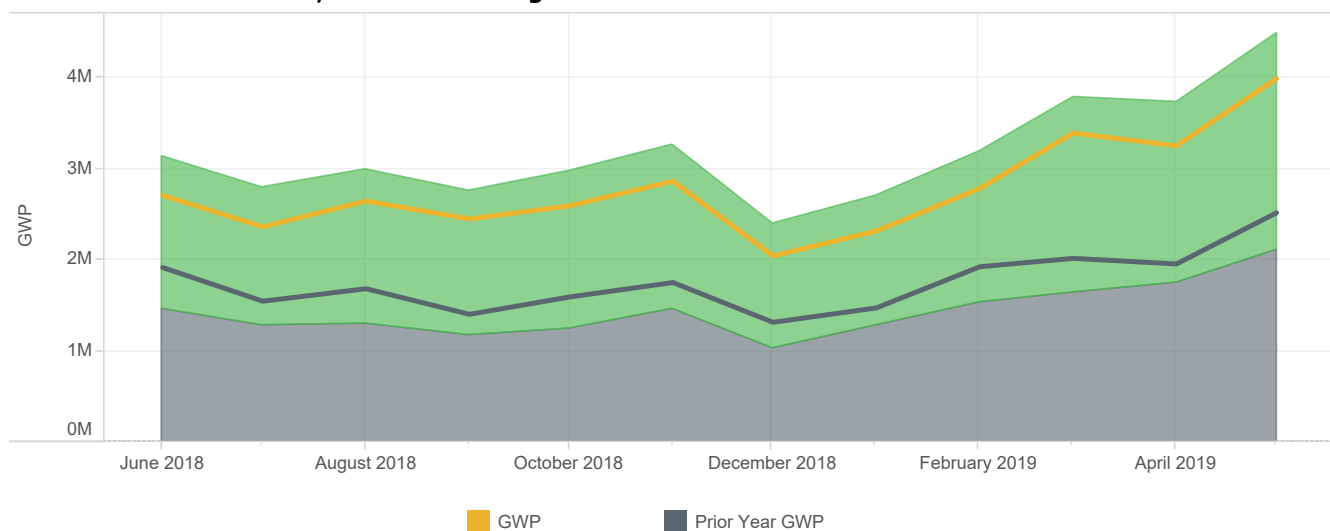
\$1,497

\$1,839

GWP All Insurers, May 2019



Hollard GWP Time Series, 12 Month Rolling



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

# Strike Rate

May 2019

**Holland Opportunities**

22,927

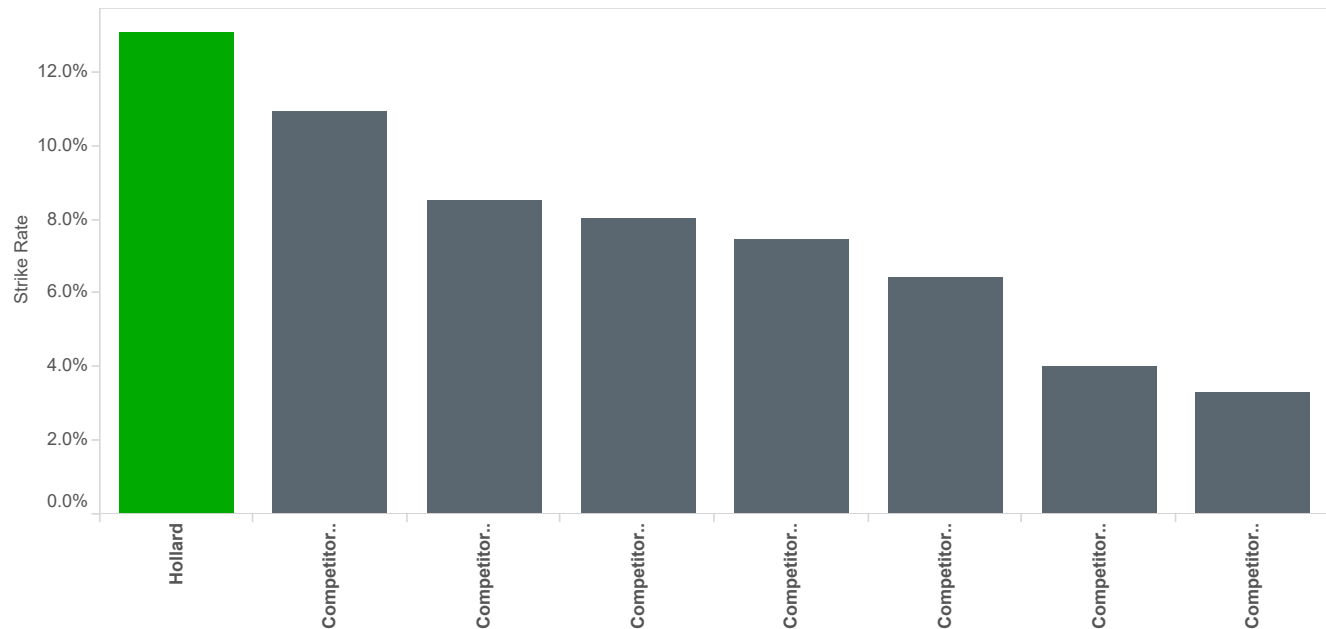
**Holland Opportunities Won**

2,998

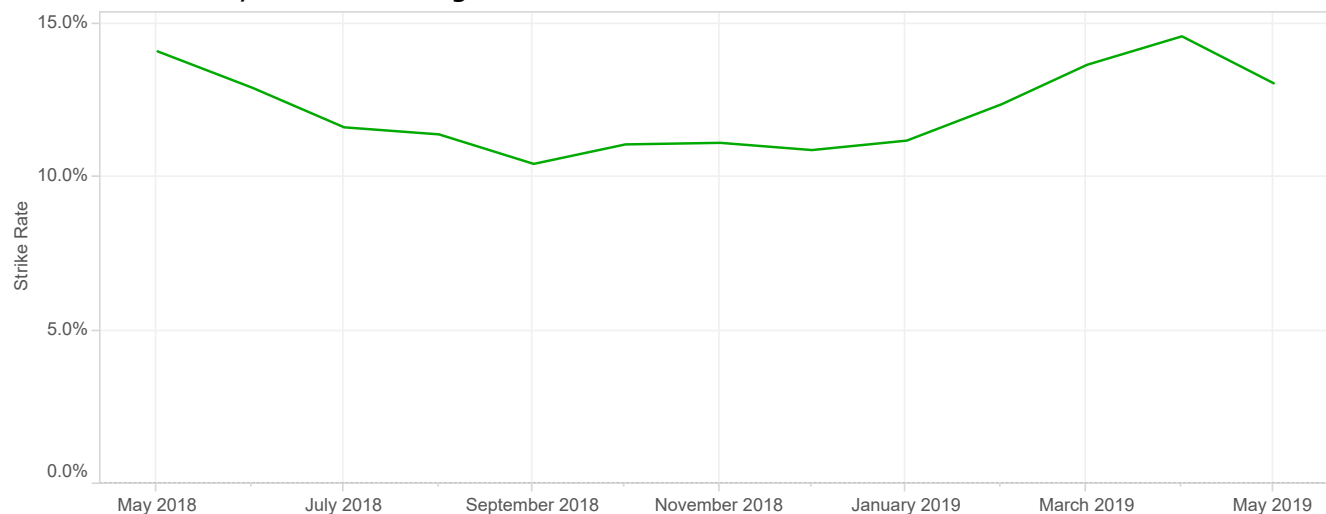
**Holland Strike Rate**

13.08%

## All Insurers, Strike Rate May 2019



## Holland Strike Rate, 12 Month Rolling

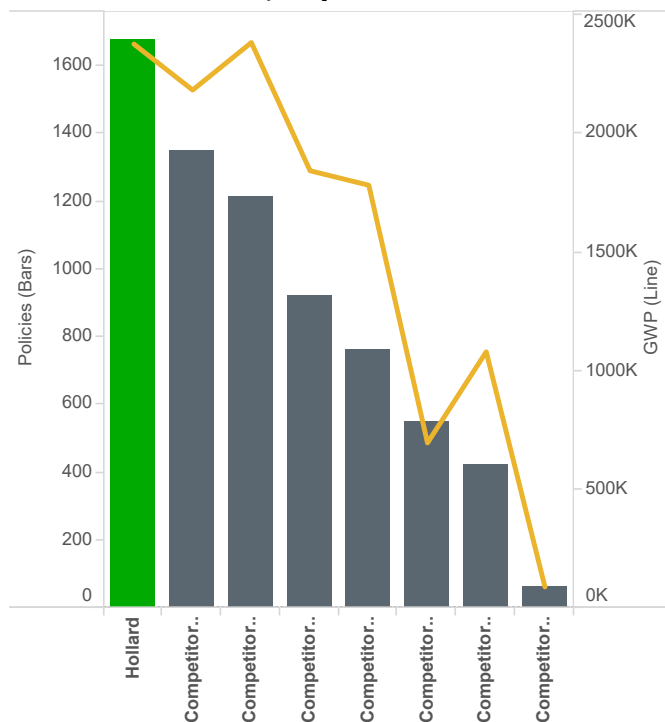


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

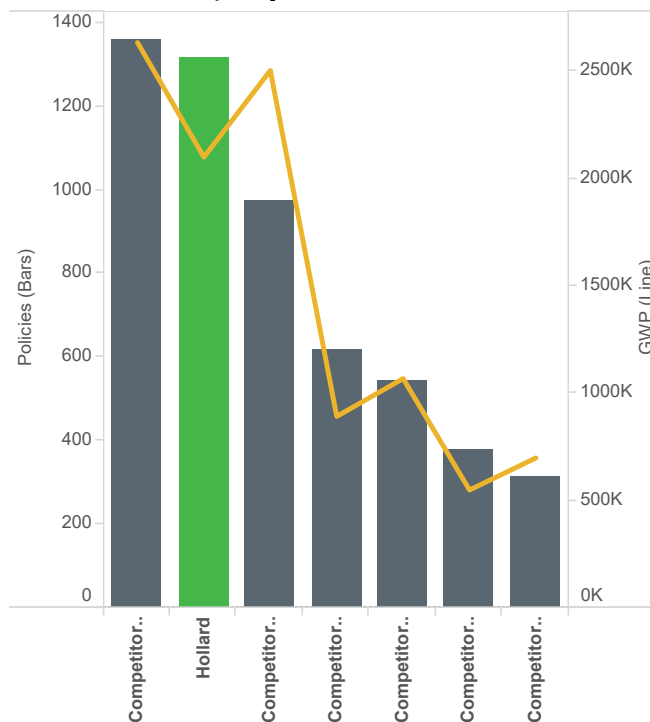
# Bound Transactions

May 2019

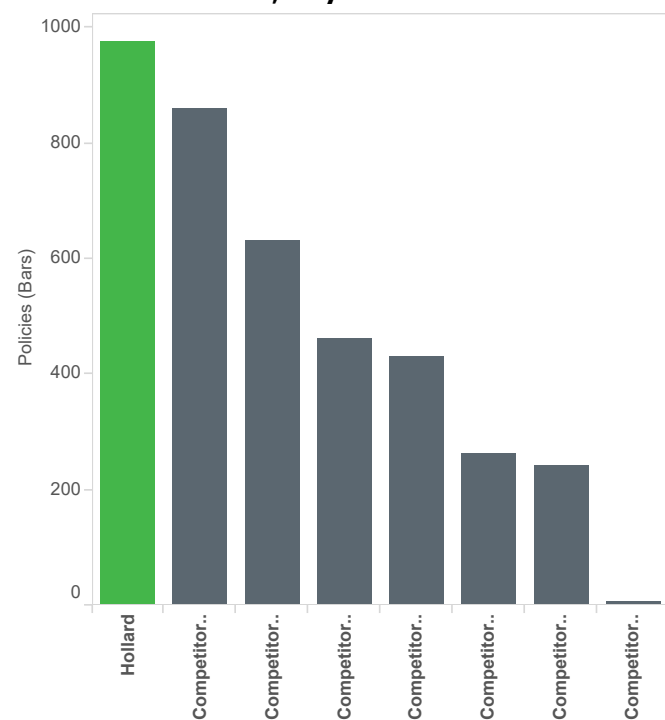
**Bound New Business, May 2019**



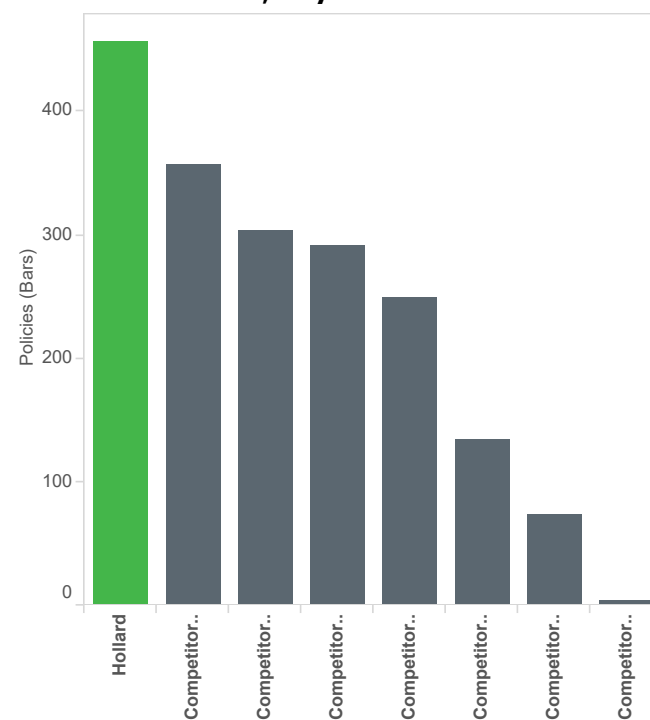
**Bound Renewals, May 2019**



**Bound Endorsements, May 2019**



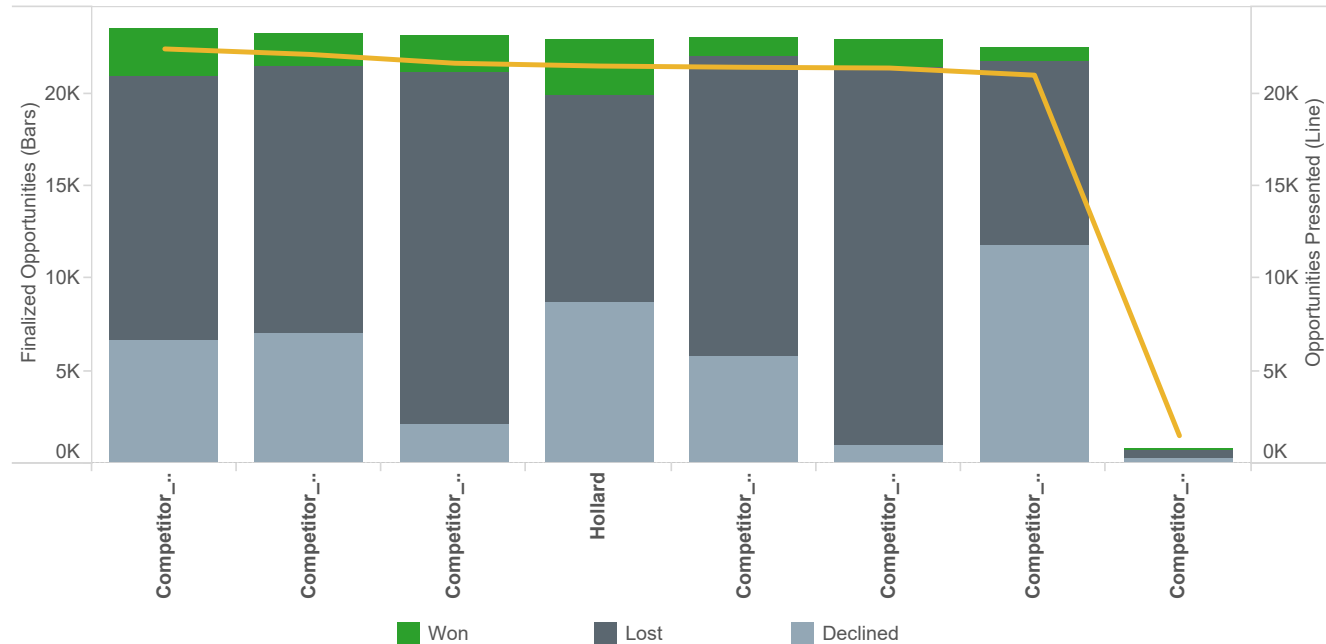
**Bound Cancellations, May 2019**



# Finalized Opportunities

May 2019

## Finalized Opportunities vs Opportunities Presented, May 2019



## Opportunities Presented

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	108	7,965	6	3,153	620	760	6,668	2,228	21,508

## Opportunities Finalized

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	123	8,408	6	3,324	624	704	7,277	2,461	22,927

## Opportunities Won

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	13	1,074	1	440	69	47	1,093	261	2,998
GWP (bound)	\$16,681	\$1,610,437	\$11,396	\$645,783	\$92,331	\$62,536	\$1,754,906	\$297,892	\$4,491,963
Average GWP (bound)	\$1,283	\$1,499	\$11,396	\$1,468	\$1,338	\$1,331	\$1,606	\$1,141	\$1,498

## Opportunities Lost

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	66	4,257	1	1,382	274	307	3,699	1,244	11,230
GWP (quoted)	\$191,227	\$9,261,058	\$1,045	\$2,911,000	\$616,892	\$509,553	\$7,672,874	\$2,458,876	\$23,622,526
Average GWP (quoted)	\$2,897	\$2,175	\$1,045	\$2,106	\$2,251	\$1,660	\$2,074	\$1,977	\$2,104

## Opportunities Declined

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	44	3,077	4	1,502	281	350	2,484	956	8,698

Excludes endorsements and cancellations.

# State Activity

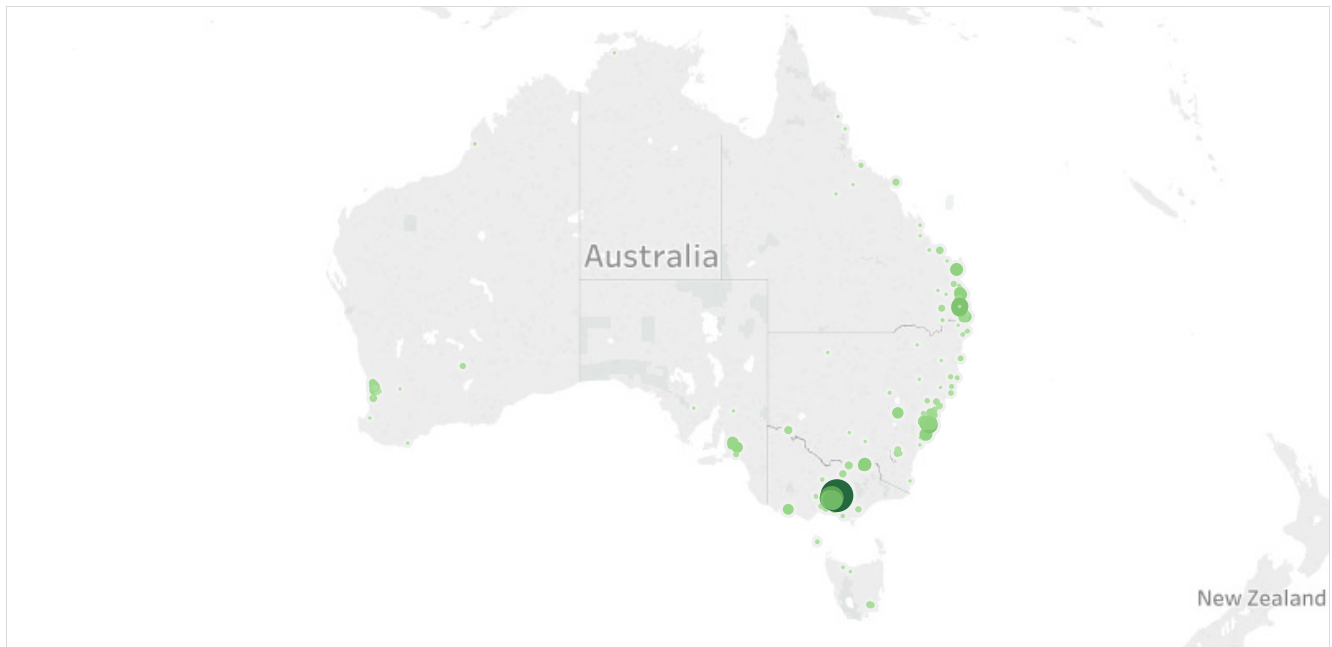


May 2019

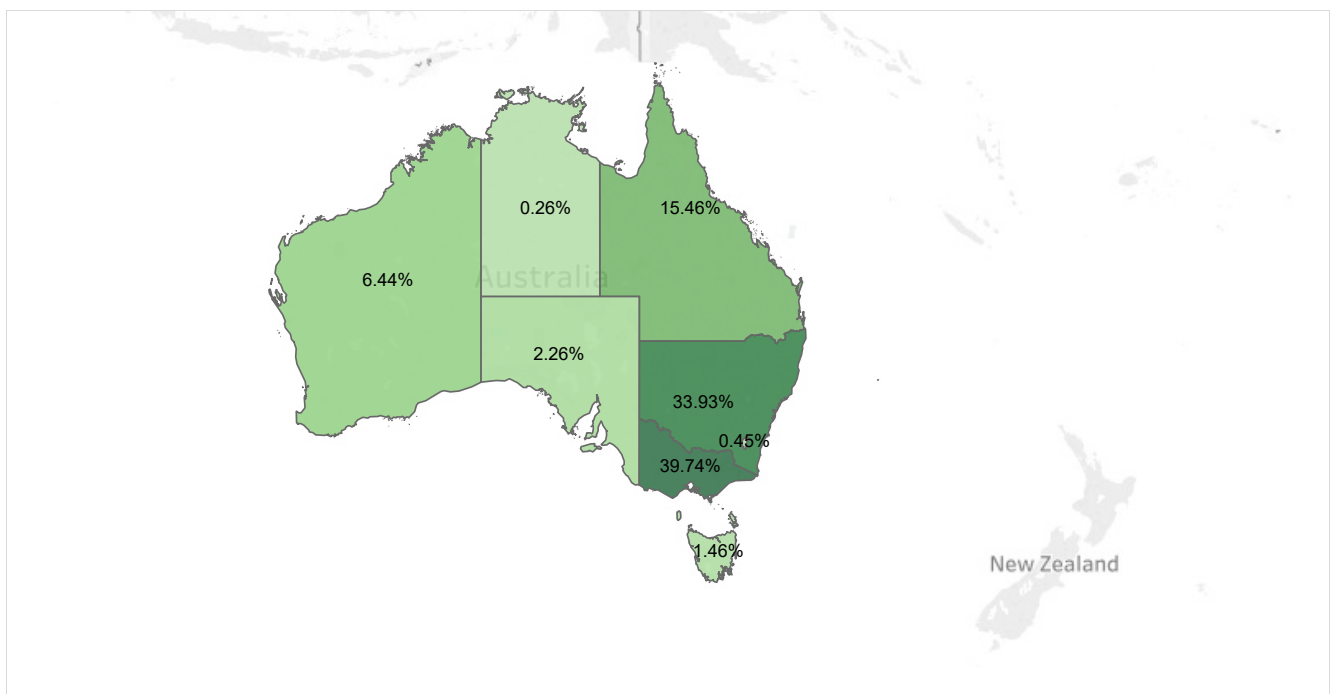
## GWP by State, May 2019

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$11,974	\$783,772	\$11,633	\$362,944	\$55,515	\$31,009	\$955,574	\$167,344	\$2,379,765
Renewals	\$8,192	\$736,867		\$329,989	\$45,725	\$34,463	\$825,153	\$121,341	\$2,101,730
Total	\$20,166	\$1,520,639	\$11,633	\$692,933	\$101,240	\$65,471	\$1,780,727	\$288,685	\$4,481,495

## Bound Policies by Post Code, May 2019



## GWP Split by State, May 2019

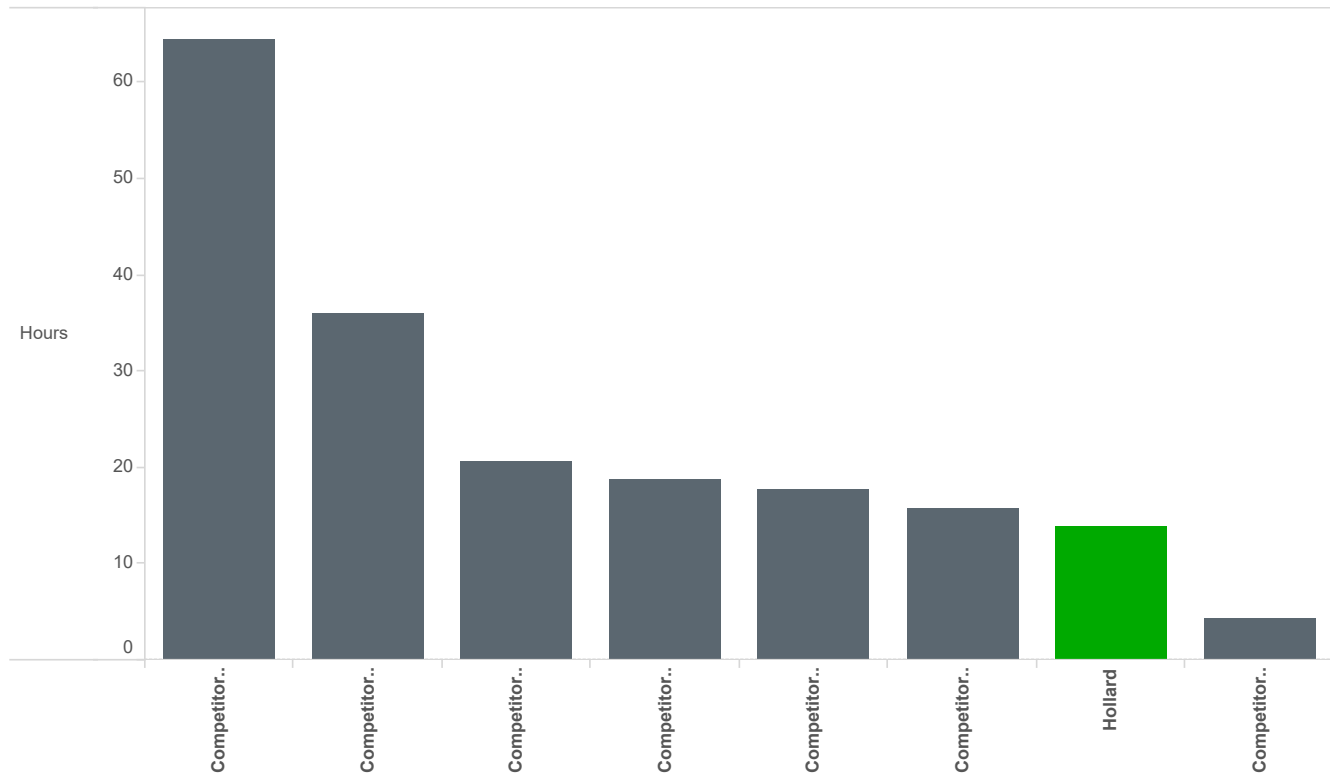


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

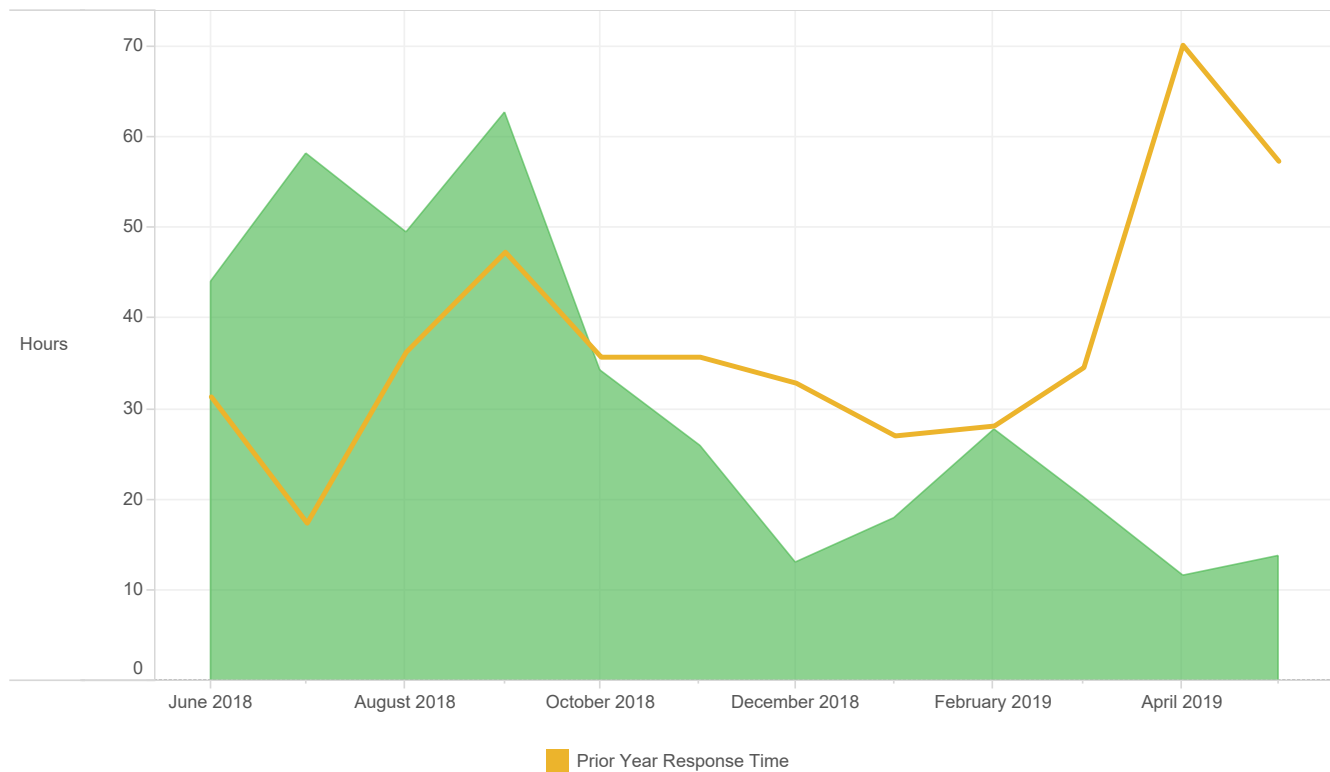
# Response Time

May 2019

**Average Referral Response Time, May 2019**



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

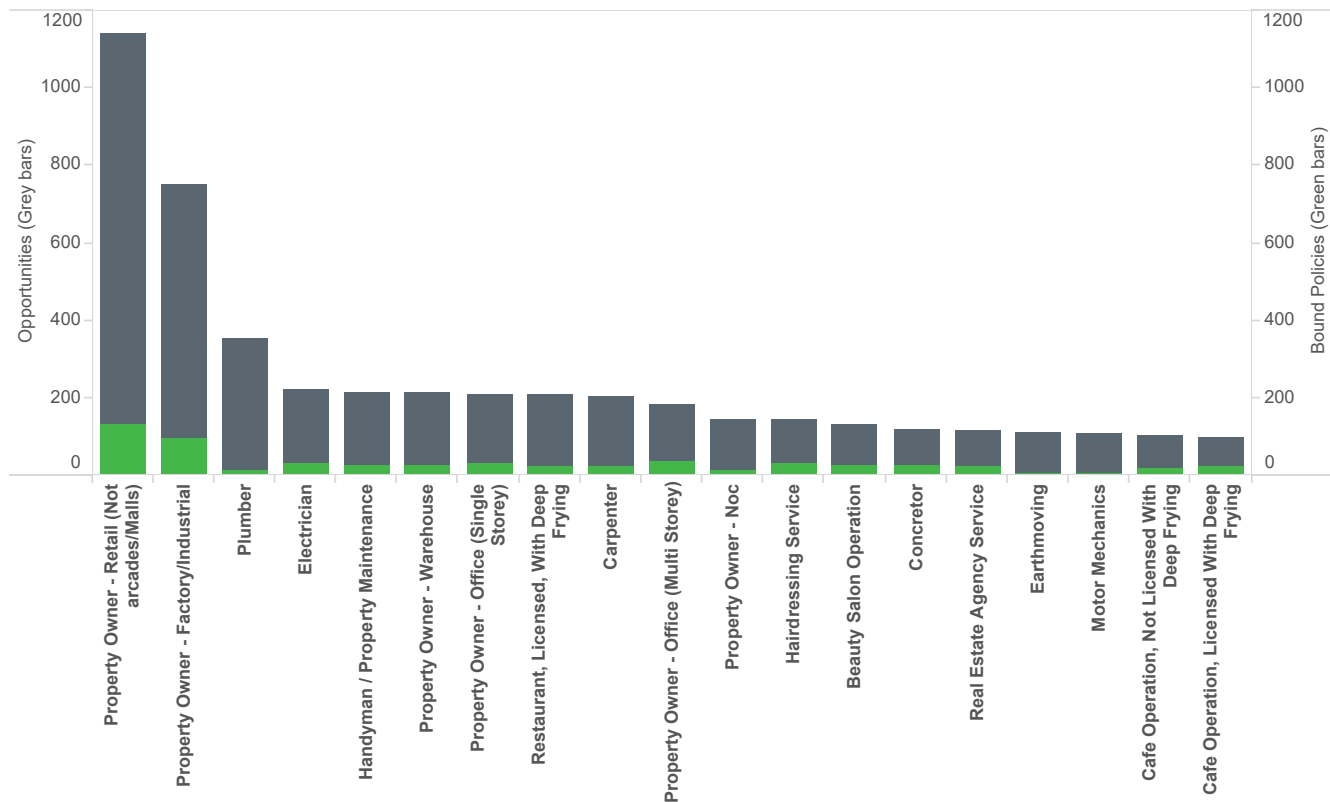


# Demographics

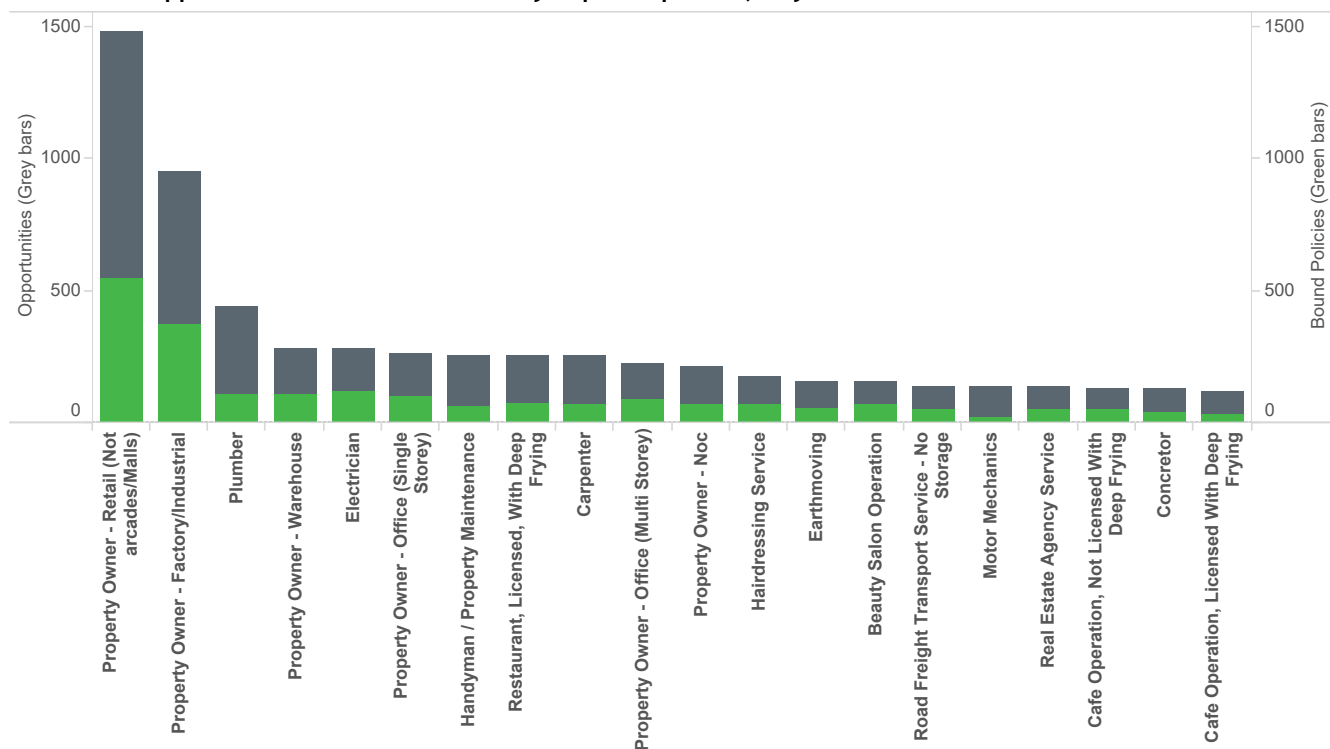


May 2019

Hollard Opportunities vs Bound Policies by Top Occupations, May 2019



All Insurers Opportunities vs Bound Policies by Top Occupations, May 2019



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

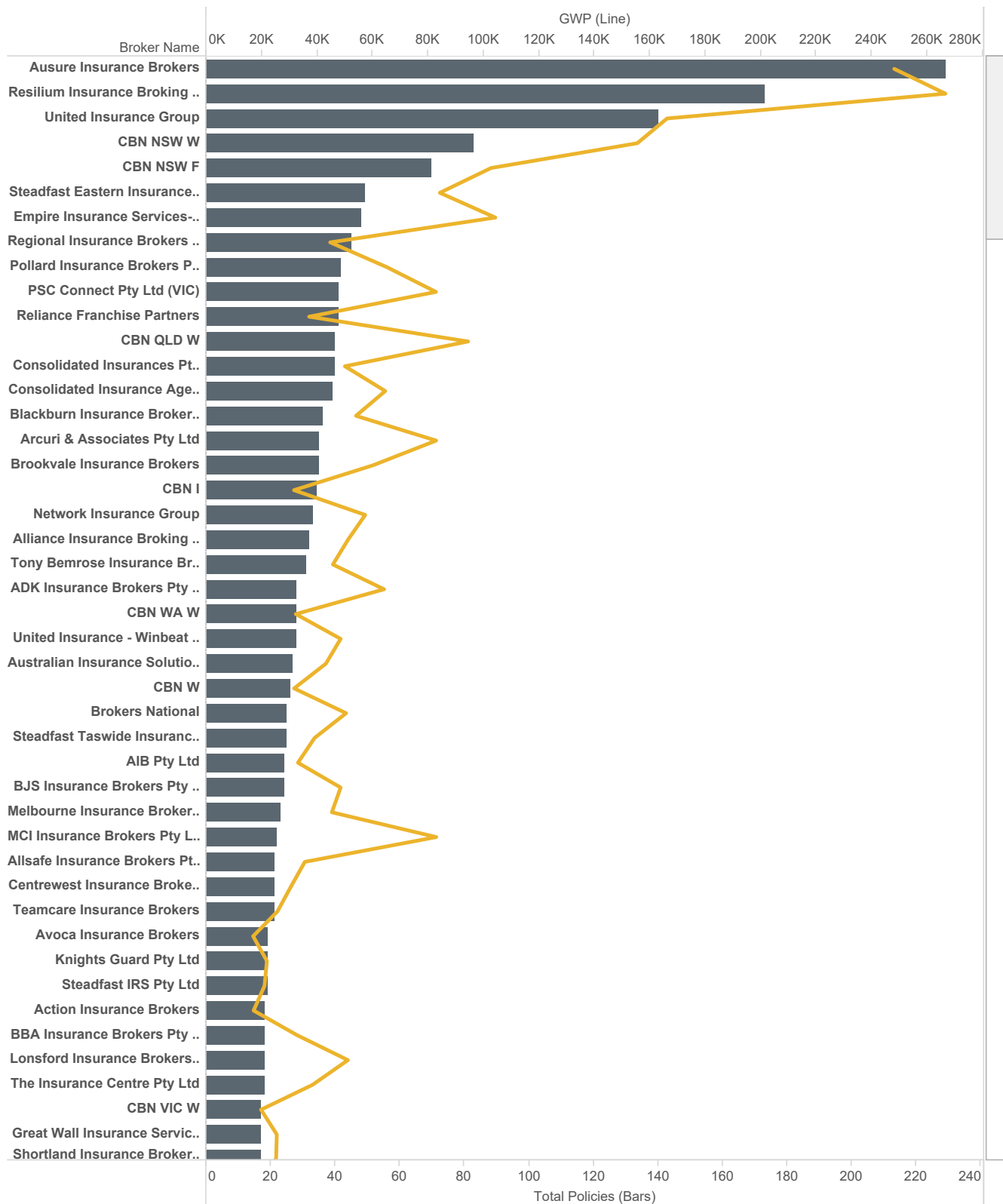


# Broker Performance



May 2019

## Top Brokerage by Bound Policies and GWP, May 2019



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