



Insurer Performance Report

Business Pack

May 2018

calibre
INSURANCE

Bound Gross Written Premium (GWP)



May 2018

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

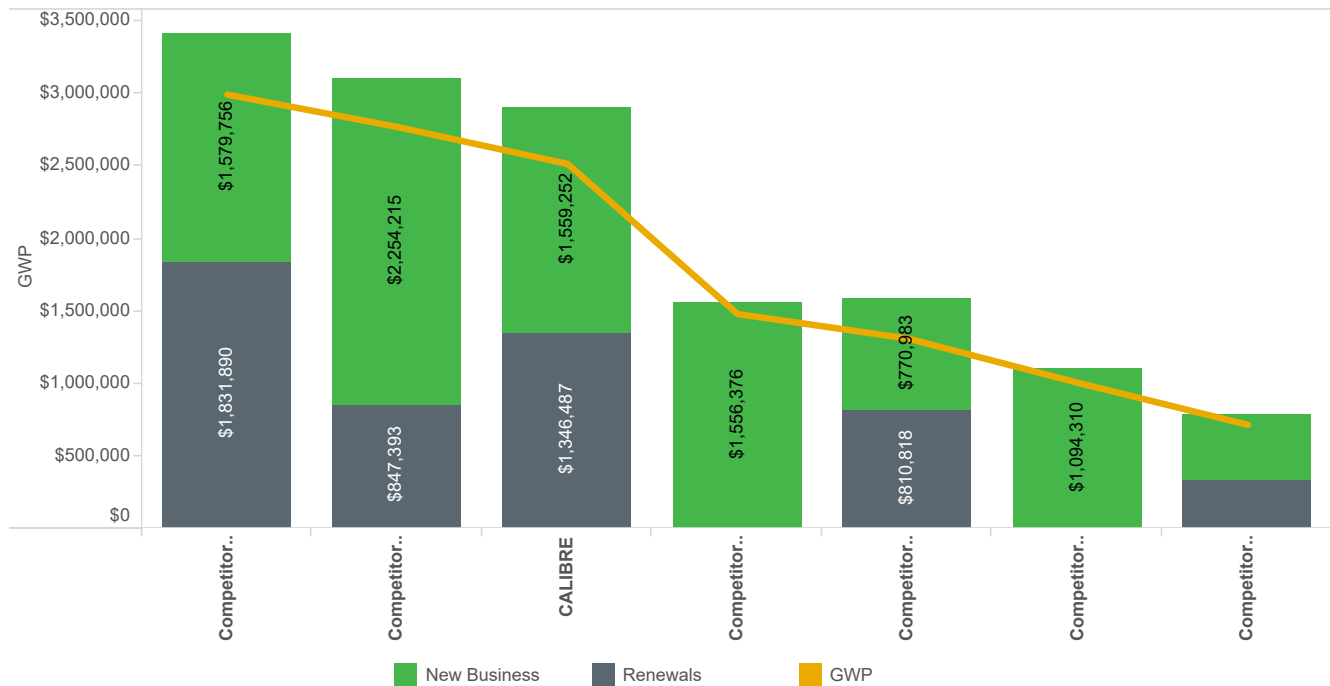
\$2,518,109

\$12,806,476

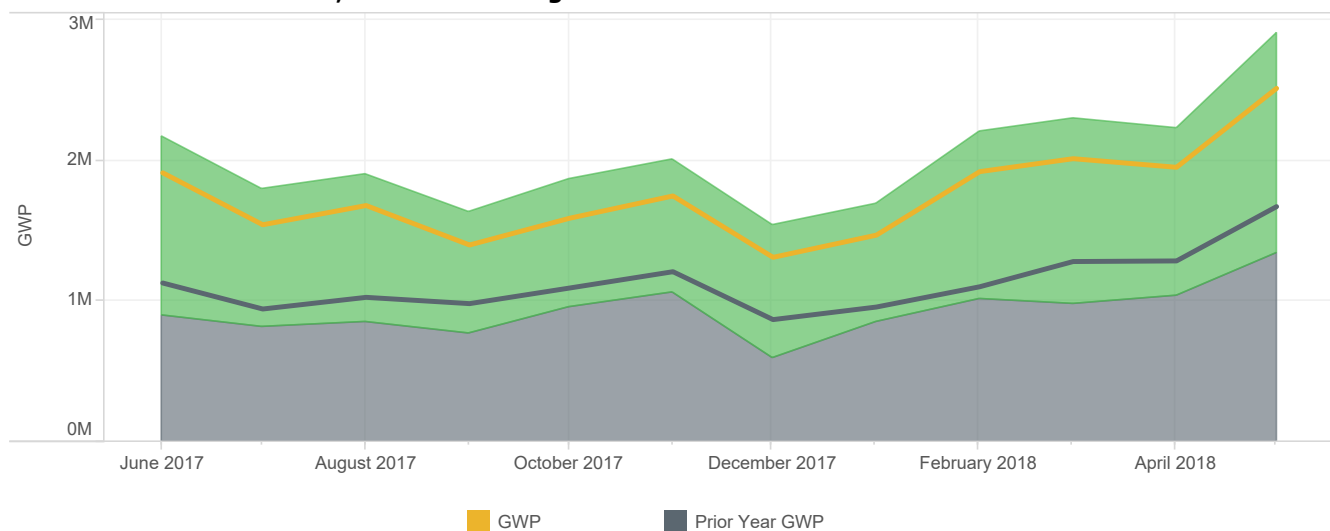
\$1,494

\$1,695

GWP All Insurers, May 2018



CALIBRE GWP Time Series, 12 Month Rolling



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

Strike Rate



May 2018

CALIBRE Opportunities

CALIBRE Opportunities Won

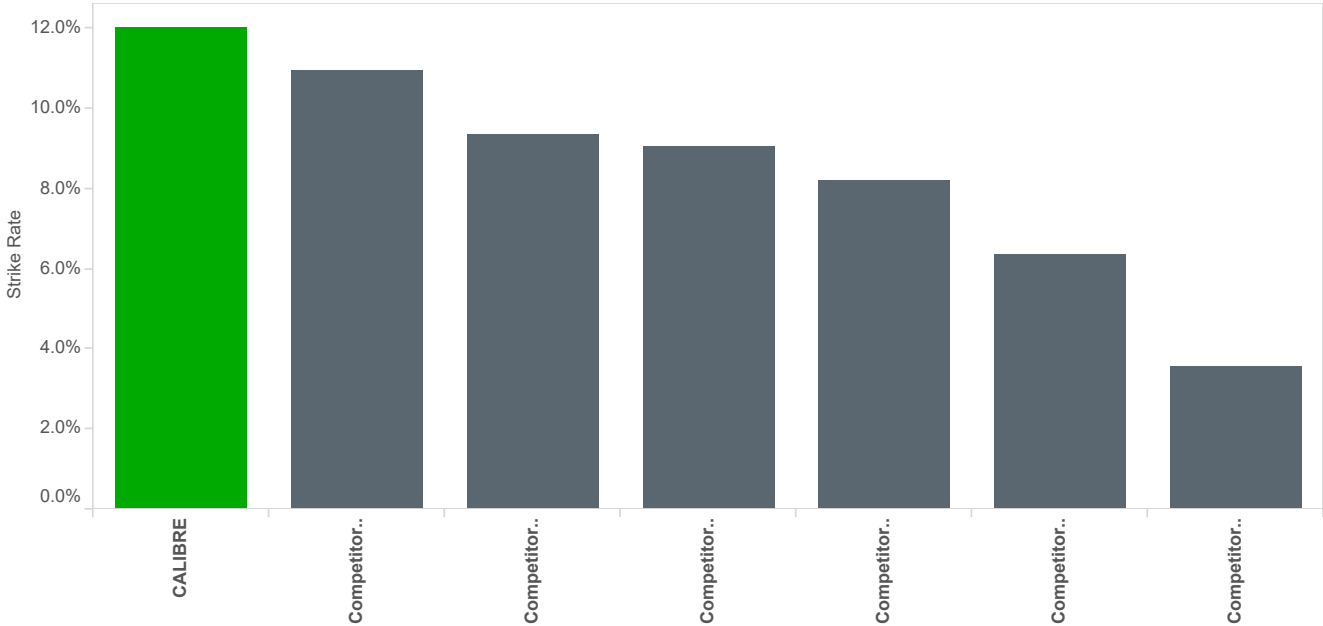
CALIBRE Strike Rate

16,205

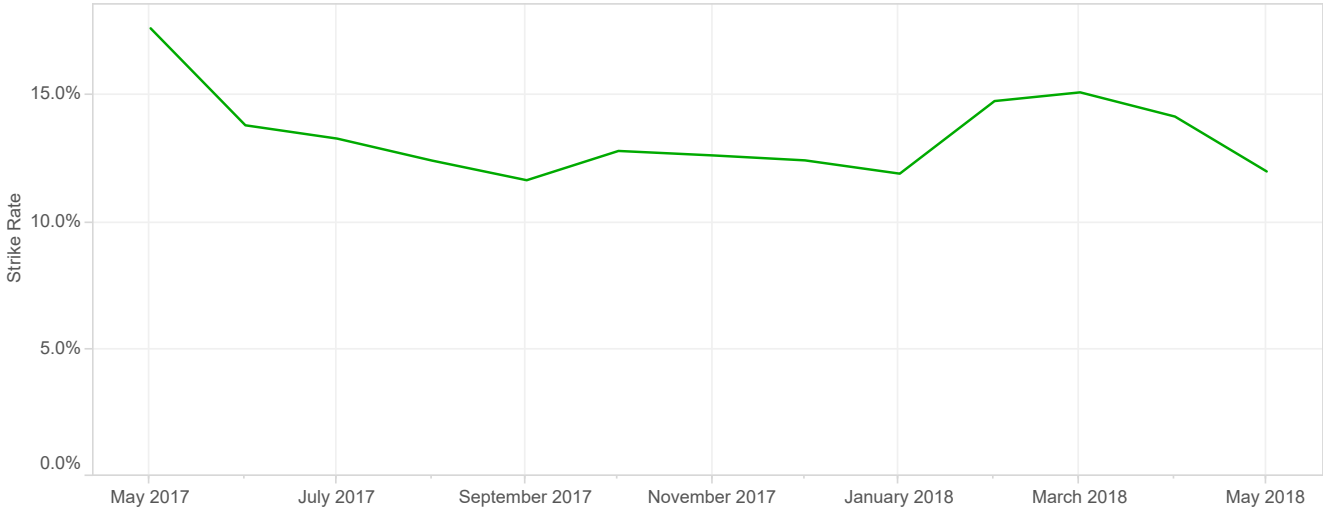
1,947

12.01%

All Insurers, Strike Rate May 2018



CALIBRE Strike Rate, 12 Month Rolling

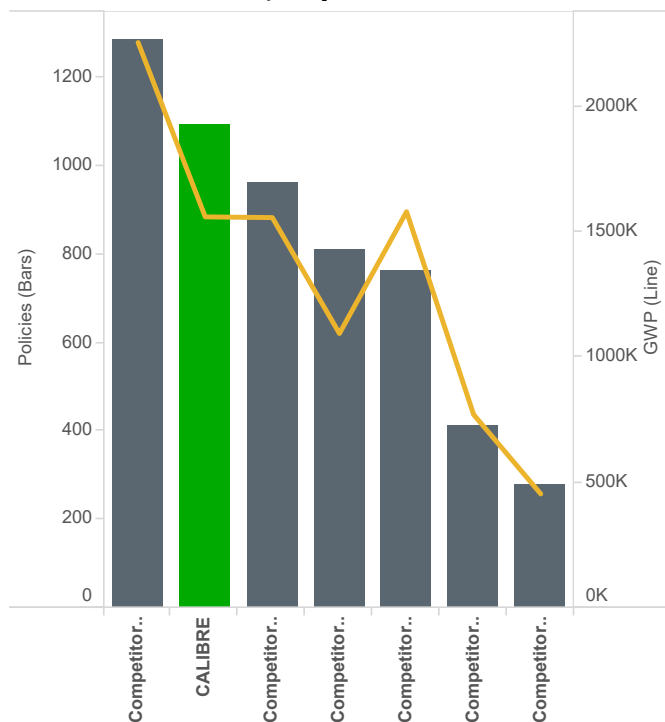


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

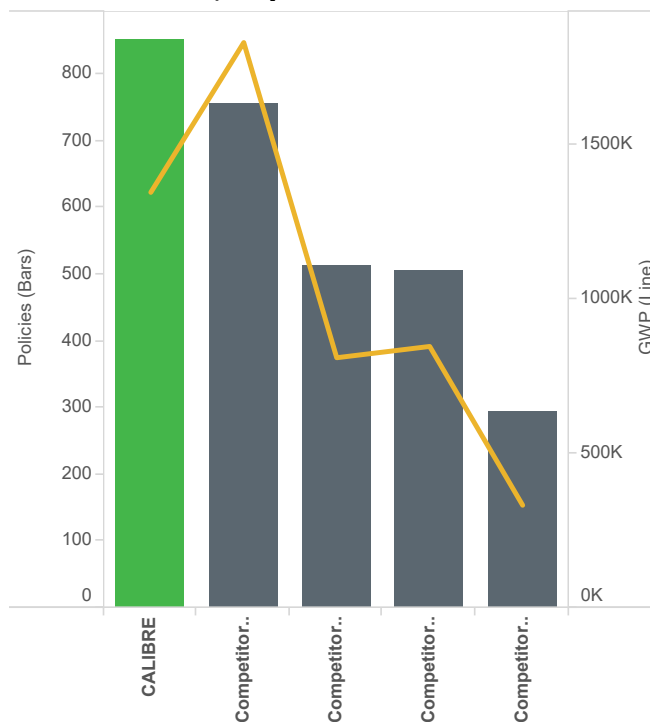
Bound Transactions

May 2018

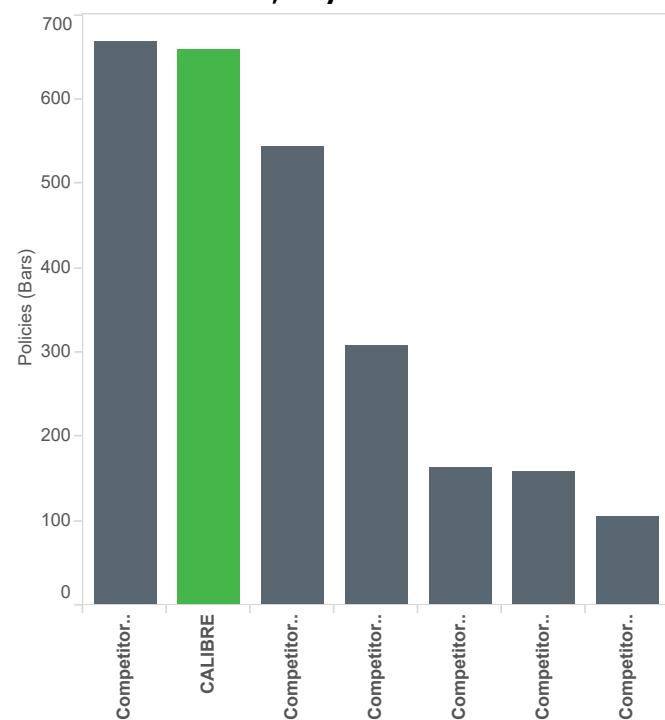
Bound New Business, May 2018



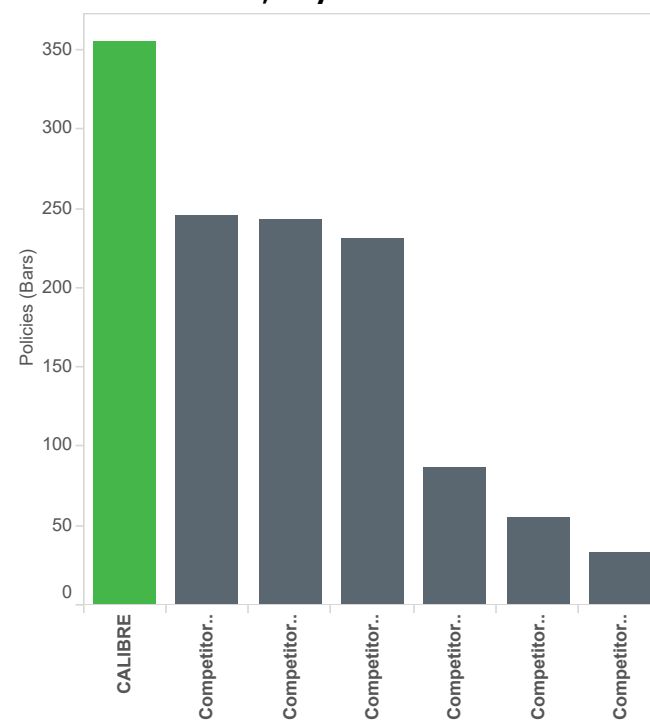
Bound Renewals, May 2018



Bound Endorsements, May 2018



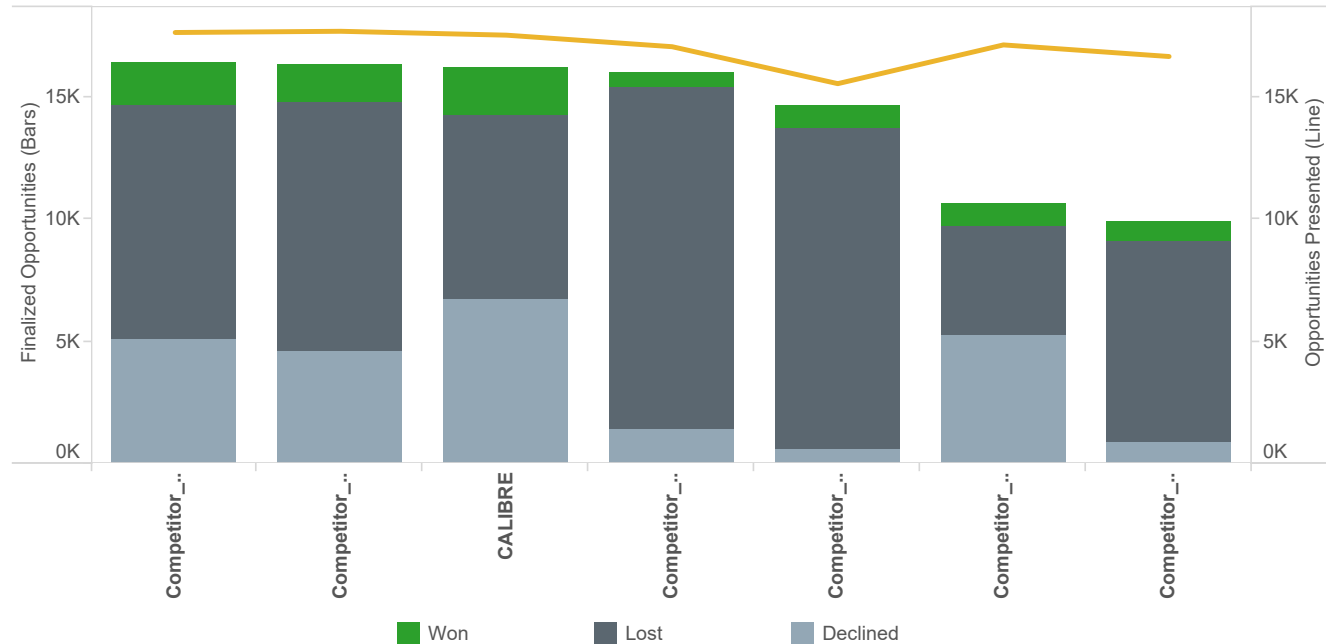
Bound Cancellations, May 2018



Finalized Opportunities

May 2018

Finalized Opportunities vs Opportunities Presented, May 2018



Opportunities Presented

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	56	6,880	4	2,346	436	487	5,464	1,890	17,563

Opportunities Finalized

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	67	6,277	9	2,197	391	429	5,035	1,801	16,206

Opportunities Won

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	6	750	259	42	24	712	154	1,947
GWP (bound)	\$10,420	\$1,072,457	\$403,170	\$54,241	\$37,581	\$1,094,116	\$238,609	\$2,910,594
Average GWP (bound)	\$1,737	\$1,430	\$1,557	\$1,291	\$1,566	\$1,537	\$1,549	\$1,495

Opportunities Lost

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	28	3,022	870	152	176	2,442	837	7,527
GWP (quoted)	\$43,451	\$5,121,486	\$1,636,016	\$253,985	\$270,738	\$4,035,500	\$1,305,318	\$12,666,495
Average GWP (quoted)	\$1,552	\$1,695	\$1,880	\$1,671	\$1,538	\$1,653	\$1,560	\$1,683

Opportunities Declined

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	33	2,505	9	1,067	197	229	1,878	809	6,727

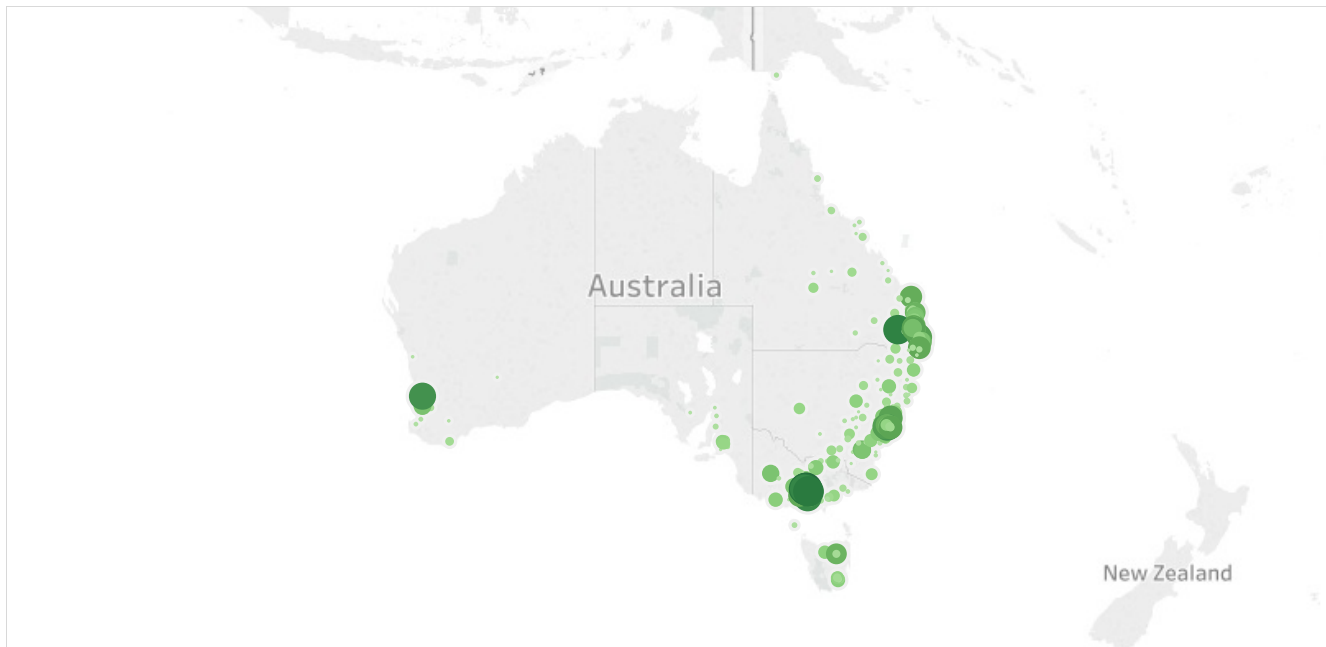
Excludes endorsements and cancellations.

May 2018

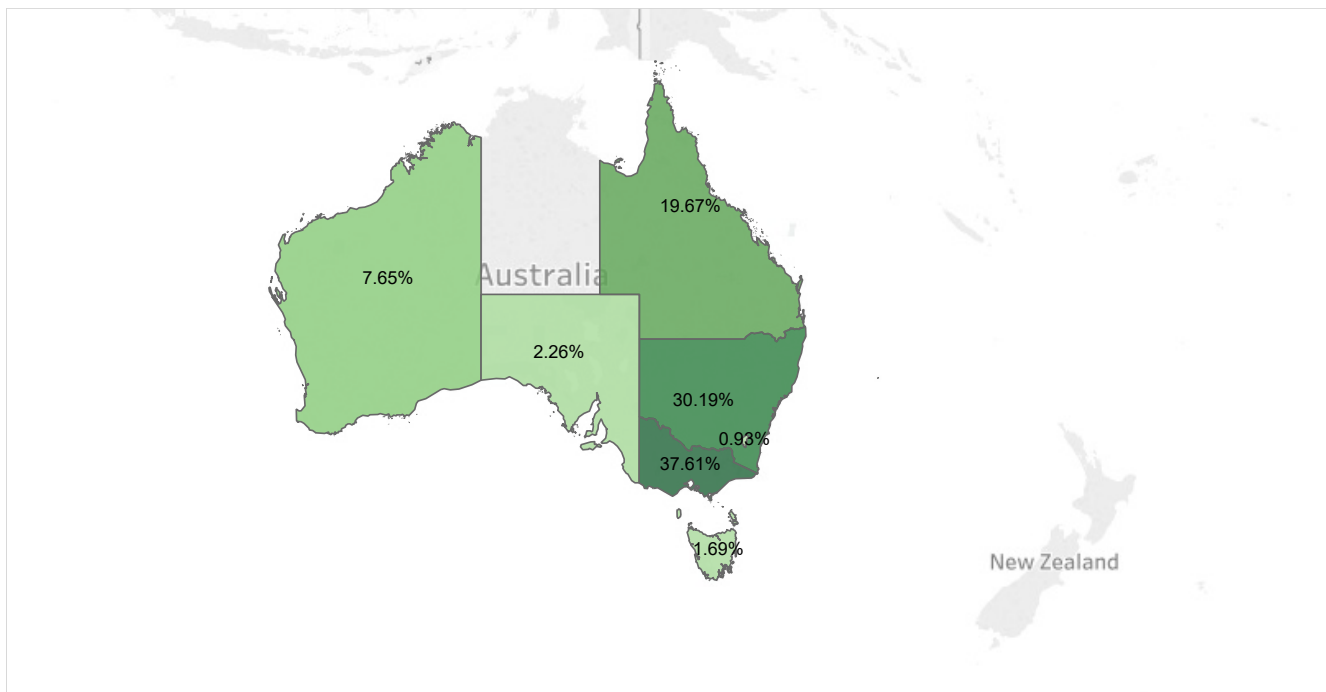
GWP by State, May 2018

	ACT	NSW	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$15,766	\$485,699	\$296,769	\$34,168	\$27,254	\$597,269	\$102,327	\$1,559,252
Renewals	\$11,293	\$391,438	\$274,751	\$31,495	\$21,988	\$495,553	\$119,970	\$1,346,487
Total	\$27,059	\$877,137	\$571,520	\$65,663	\$49,242	\$1,092,822	\$222,297	\$2,905,739

Bound Policies by Post Code, May 2018



GWP Split by State, May 2018

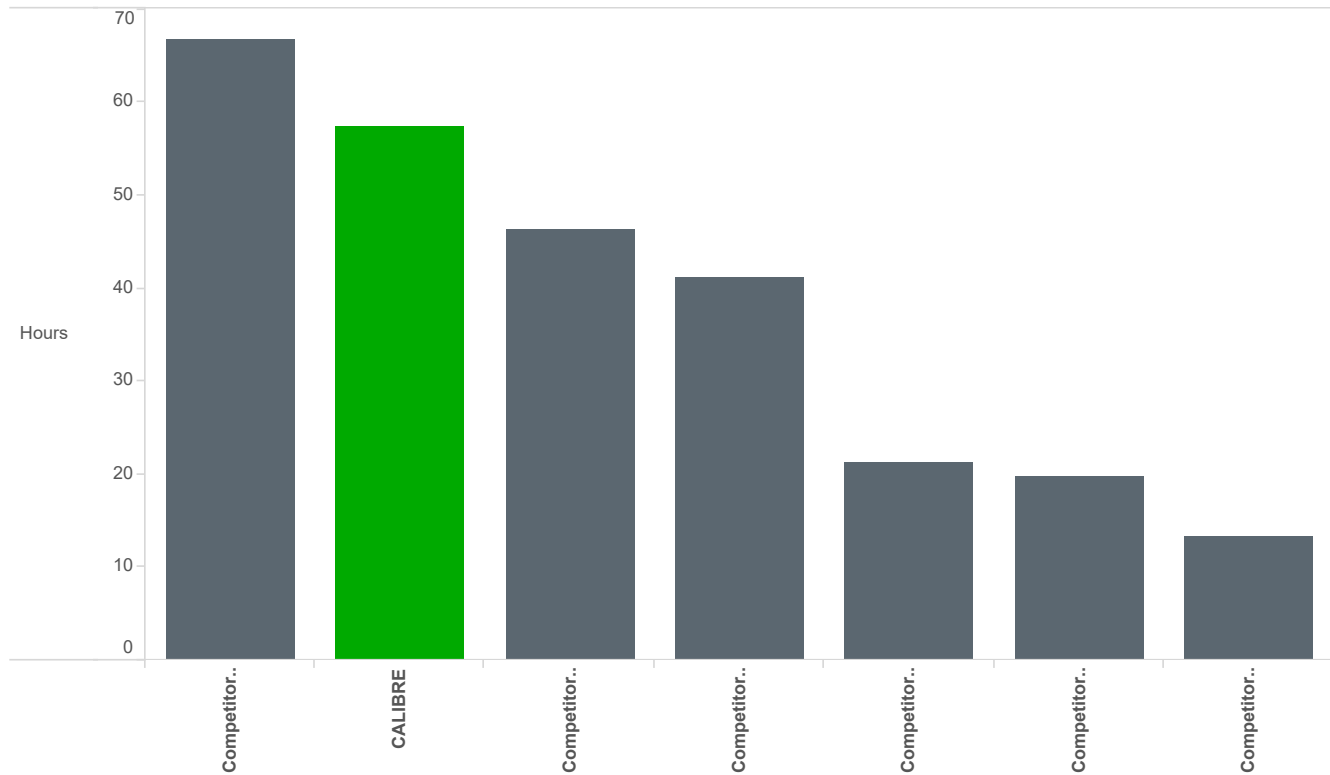


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

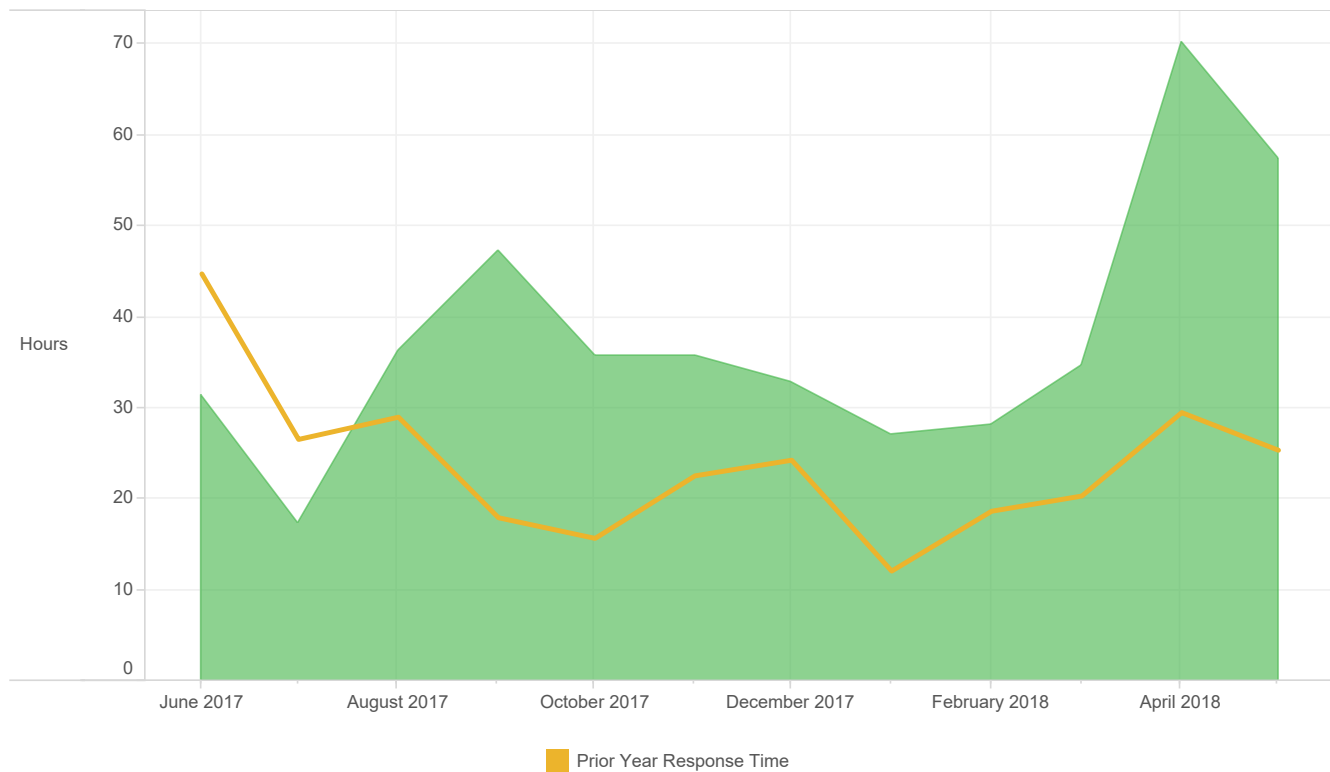
Response Time

May 2018

Average Referral Response Time, May 2018



CALIBRE Average Referral Response Time Series, 12 Month Rolling

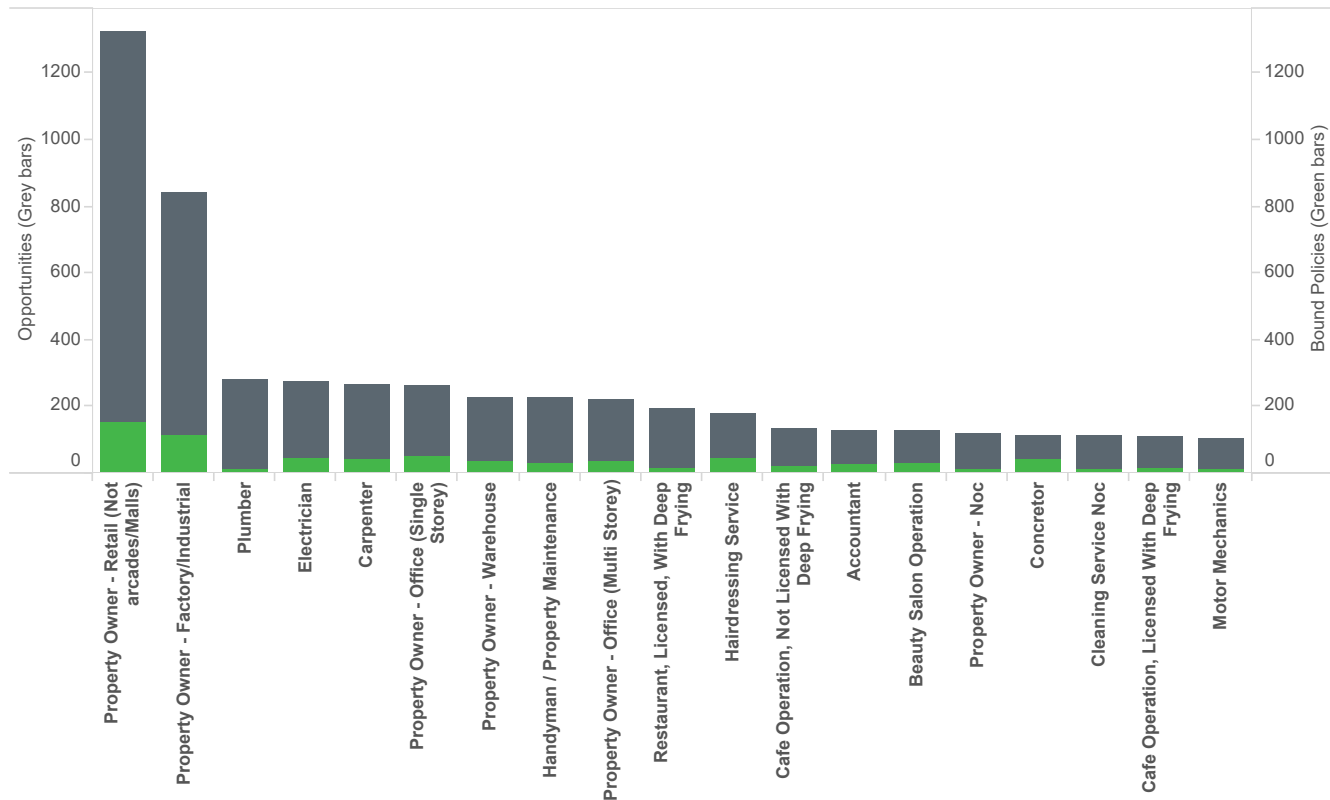


Demographics

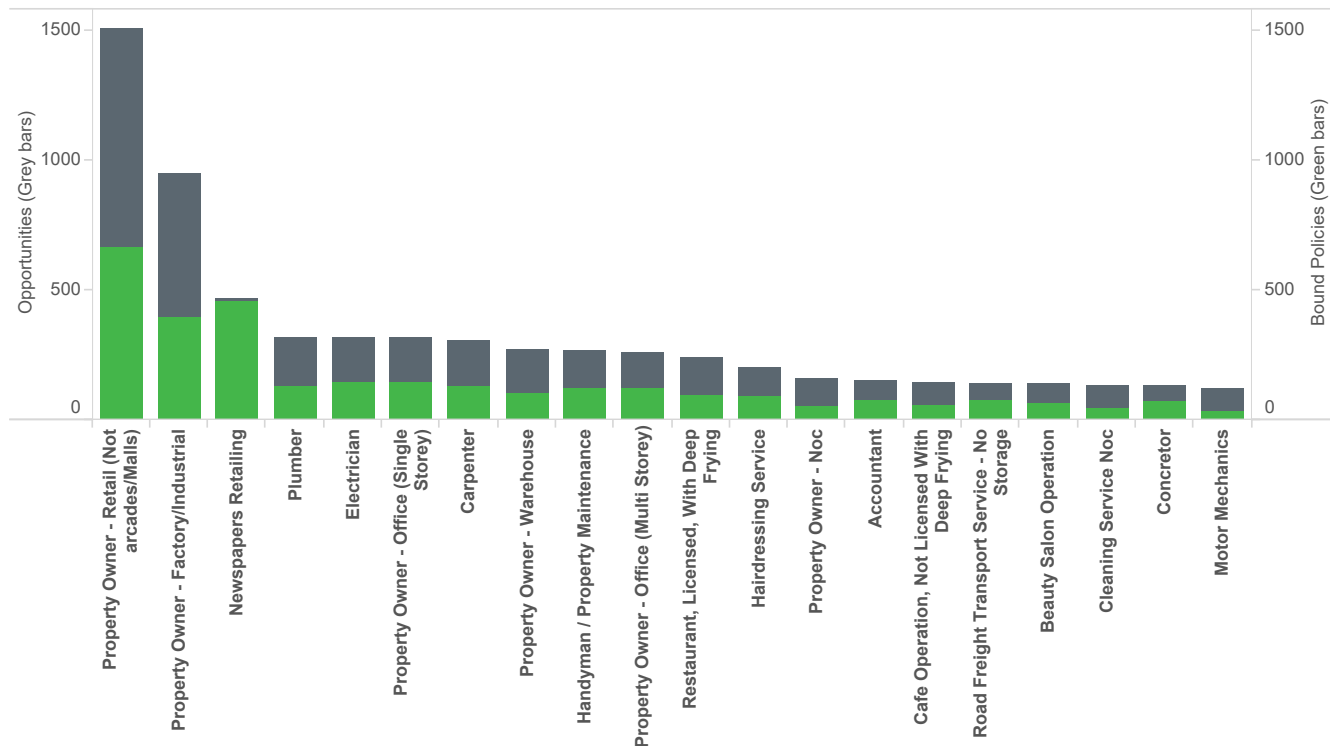


May 2018

CALIBRE Opportunities vs Bound Policies by Top Occupations, May 2018



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



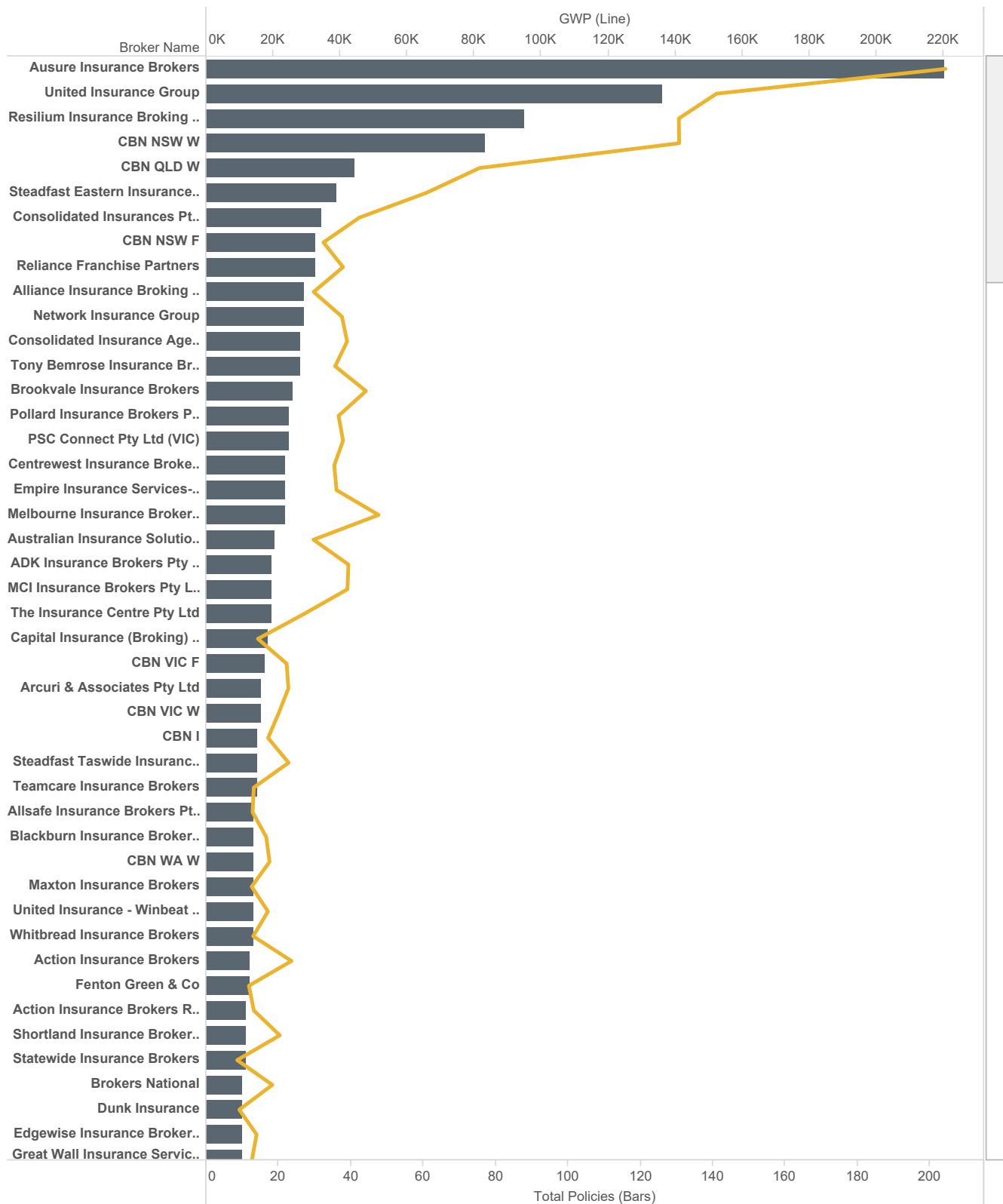
Shows the occupations of new business and renewal opportunities finalized during the reporting period.

Broker Performance



May 2018

Top Brokerage by Bound Policies and GWP, May 2018



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