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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

\$4,366,416

Fiscal Year to Date Base Premium

\$46,404,269

Rolling 12 Base Premium

\$51,473,463

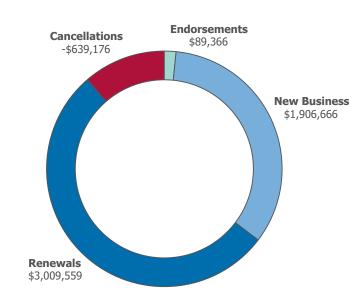
Hollard - Average Base Premium

\$1,273

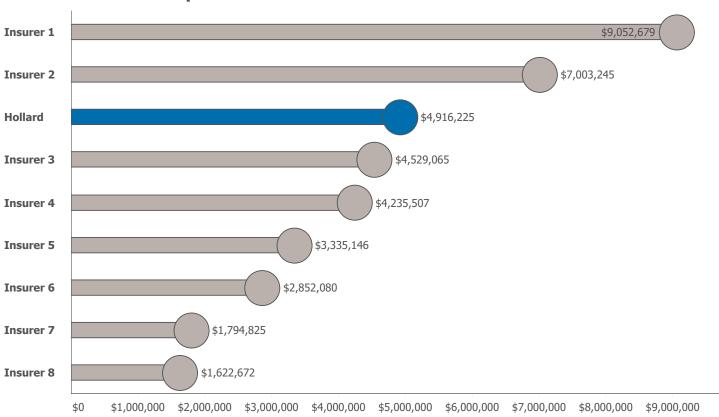
All Insurers - Average Base Premium

\$1,892

Transaction Type Breakdown



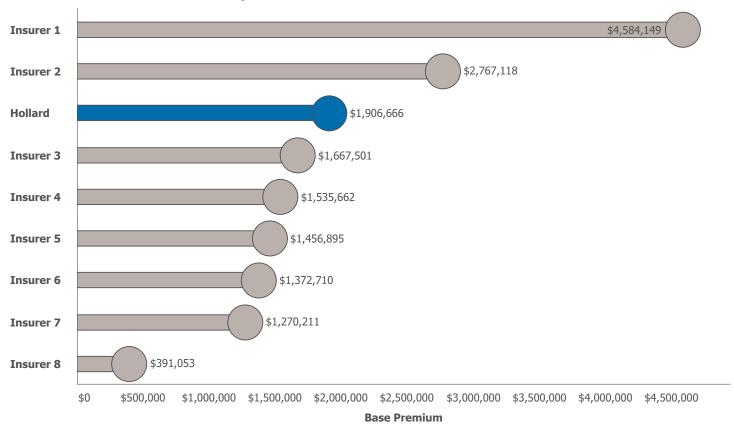
Overall Insurer Comparison



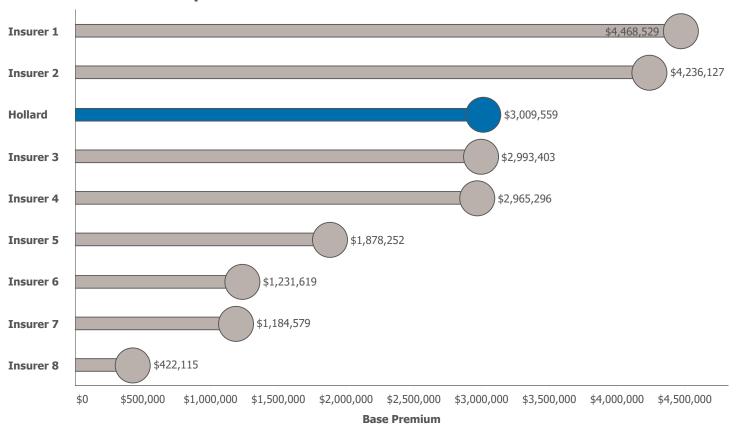
Base Premium

Base Premium

New Business Insurer Comparison



Renewal Insurer Comparison



Strictly Commercial-in-Confidence

Base Premium

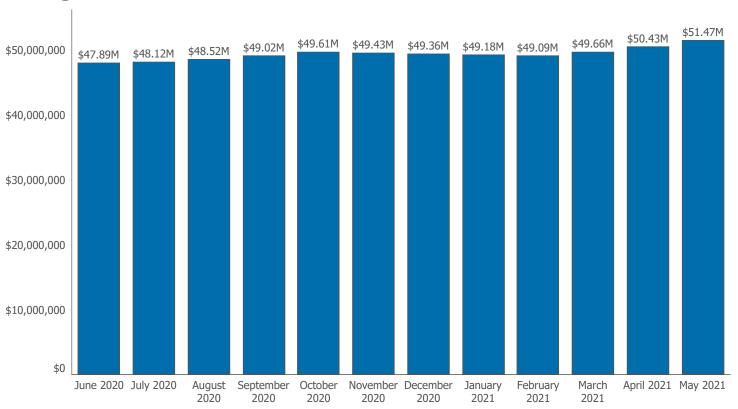
Base premium of policies bound during the reporting period includes cancellations and endorsements and is measured on the bound date of policies.

Base Premium by Month

CURRENT YEAR | PRIOR YEAR



Rolling 12 Months Base Premium



Strictly Commercial-in-Confidence

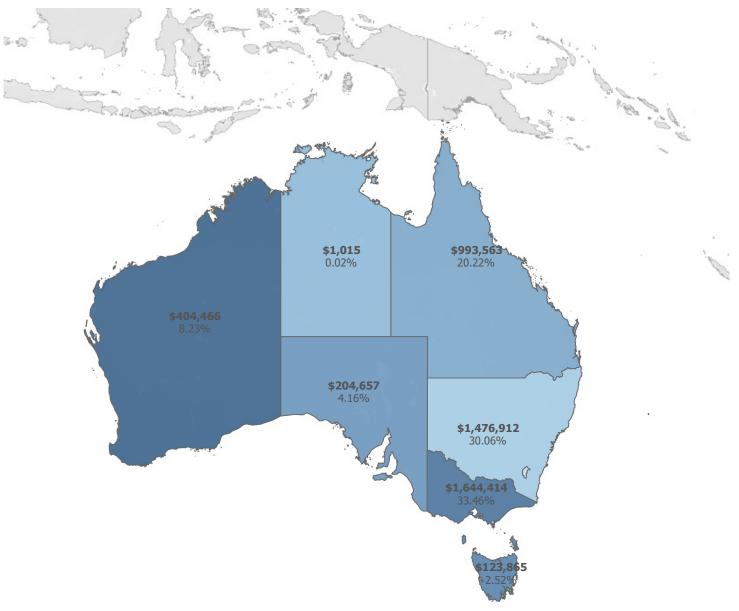
State Activity

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	\$33,103	\$567,181	\$615	\$373,779	\$106,770	\$53,365	\$598,532	\$172,090	\$1,905,435
Renewals	\$31,949	\$909,731	\$400	\$619,784	\$97,887	\$70,500	\$1,045,882	\$232,375	\$3,008,509
Grand Total	\$65,052	\$1,476,912	\$1,015	\$993,563	\$204,657	\$123,865	\$1,644,414	\$404,466	\$4,913,944

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.

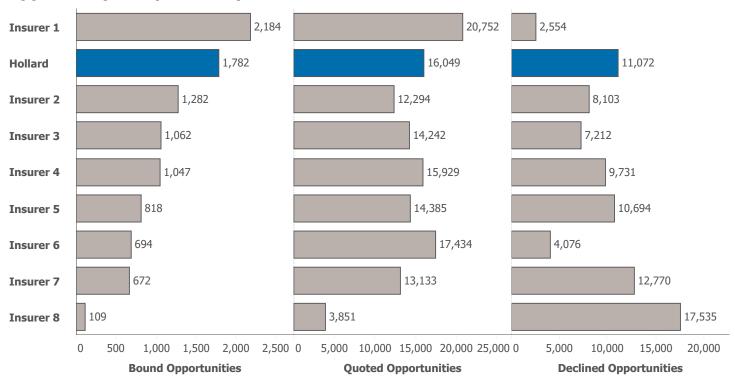
Total Opportunities		Declin Opportui			uoted ortunities		Bound Opportunities		
28,737		11,07	072 16,049			1,782			
Total Opportunities									
ACT NSV	I	NT	QLD	SA	TAS		VIC	WA	
268 8,475	5	118	5,816	1,227	960		8,779	3,094	
Declined Opport	unities								
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Declined Opportunities	106	3,025	67	2,694	437	456	3,118	1,169	
Decline Rate	39.55%	35.69%	56.78%	46.32%	35.62%	47.50%	35.52%	37.78%	
Quoted Opportu									
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Quoted Opportunities	150	4,956	46	2,859	731	438	5,099	1,770	
Quote Rate	92.59%	90.94%	90.20%	91.58%	92.53%	86.90%	90.07%	91.95%	
Bound Opportunities									
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Bound Opportunities	21	560	2	365	90	49	505	190	
Strike Rate	14.00%	11.30%	4.35%	12.77%	12.31%	11.19%	9.90%	10.73%	

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



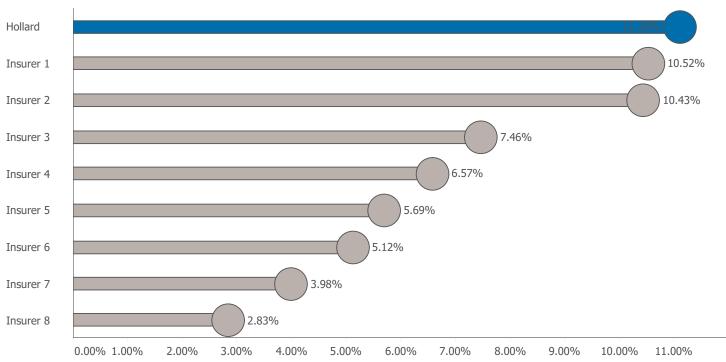
Opportunity Comparison by Insurer

	Insurer 1	Hollard	Insurer 2	Insurer 3	Insurer 4	Insurer 5	Insurer 6	Insurer 7	Insurer 8
Total Opportunities	29,505	28,737	28,942	29,763	29,195	29,023	29,897	29,818	29,680
Declined Opportunities	2,554	11,072	8,103	7,212	9,731	10,694	4,076	12,770	17,535
Decline Rate	8.66%	38.53%	28.00%	24.23%	33.33%	36.85%	13.63%	42.83%	59.08%
Quoted Opportunities	20,752	16,049	12,294	14,242	15,929	14,385	17,434	13,133	3,851
Bound Opportunities	2,184	1,782	1,282	1,062	1,047	818	694	672	109
Strike Rate	10.52%	11.10%	10.43%	7.46%	6.57%	5.69%	3.98%	5.12%	2.83%

Strike Rate

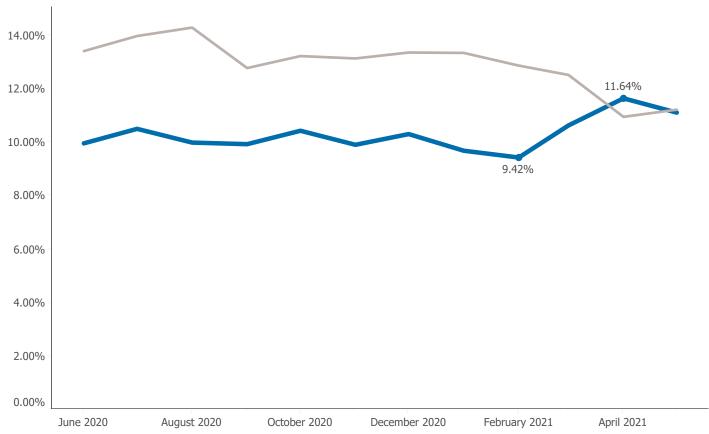
The strike rate is the total bound opportunities divided by the number of quoted opportunities and is measured at the inception date of the opportunity across all new business transactions.

Strike Rate Insurer Comparison for 01/05/2021



Strike Rate by Month

CURRENT YEAR | PRIOR YEAR



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Renewal Opportunities

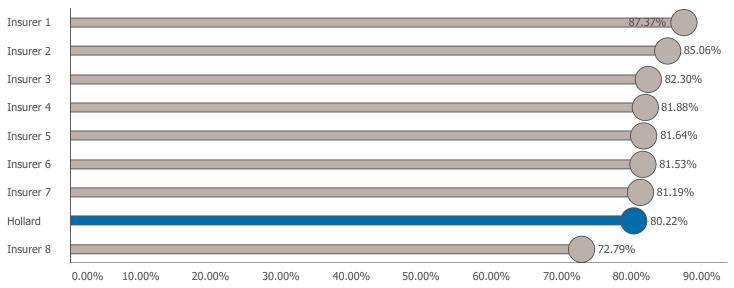
Opportunities are risks that are submitted by the Broker to the Insurer. Where Brokers request multiple Quotes for the same risk, it is counted as a single opportunity. This is measured on the inception date of an opportunity.

Total Opportunities		Declin Opportu			Quoted ortunities	•	Bound Opportunities		
2,400		14		2,351			1,886		
Total Opportunities									
ACT NSV	V	NT	QLD	SA	TAS		VIC	WA	
31 745		1	468	88	45		819	203	
Declined Opport	unities								
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Declined Opportunities	0	4	0	3	0	1	4	2	
Decline Rate	0.00%	0.54%	0.00%	0.64%	0.00%	2.22%	0.49%	0.99%	
Quoted Opportu		NOW	A17-	015	64	740	1/70	1474	
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Quoted Opportunities	30	731	1	458	88	43	803	197	
Quote Rate	96.77%	98.65%	100.00%	98.49%	100.00%	97.73%	98.53%	98.01%	
Bound Opportunities									
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Bound Opportunities	20	588	0	377	71	33	638	159	
Retention Rate	66.67%	80.44%	0.00%	82.31%	80.68%	76.74%	79.45%	80.71%	

Renewal Retention

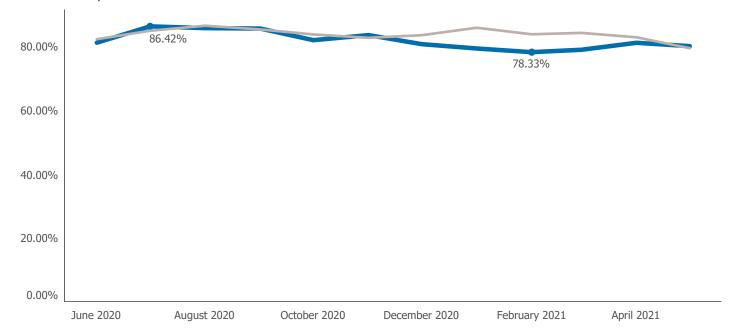
Renewal retention is based on the inception date of all renewal quotes, and is calculated as the total bound renewal opportunities divided by the number of quoted renewal opportunities.

Renewal Retention Rate Insurer Comparison for 01/05/2021



Renewal Retention by Month

CURRENT YEAR | PRIOR YEAR

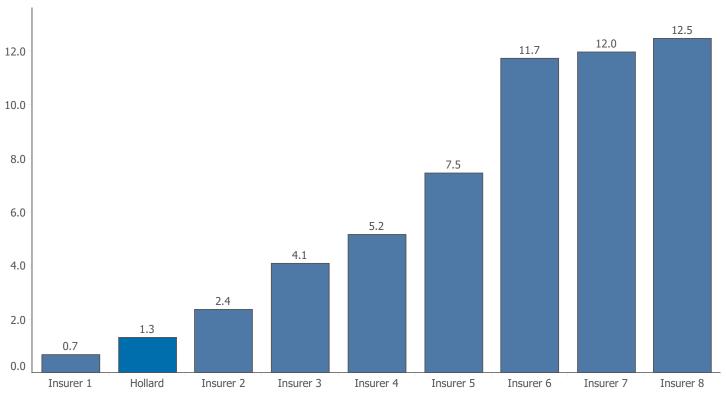


Renewal Retention Breakdown

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



Strictly Commercial-in-Confidence

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
Property Owner - Retail (Not arcades/Malls)	2,568	1,537	110
Property Owner - Factory/Industrial	1,668	903	111
Plumber	636	370	113
Electrician	551	337	107
Property Owner - Office (Single Storey)	536	405	19
Carpenter	533	399	151
Handyman / Property Maintenance	469	226	46
Property Owner - Noc	465	209	26
Property Owner - Warehouse	439	222	20
Restaurant, Licensed, With Deep Frying	437	293	50
Property Owner - Office (Multi Storey)	406	253	51
Road Freight Transport Service - No Storage	400	121	14
Beauty Salon Operation	324	278	80
Hairdressing Service	313	278	84
Earthmoving	299	77	12
Cafe Operation, Not Licensed With Deep Frying	254	185	67
Cleaning Service Noc	213	125	27
Electricians - Commercial	210	131	34
Motor Mechanics	187	133	9

Top 20 Presented Occupations across SCTP Portfolio

	Presented Opportunities	Quoted Opportunities	Bound Opportunities
Property Owner - Retail (Not arcades/Malls)	3,394	3,221	1,948
Property Owner - Factory/Industrial	2,320	2,180	1,401
Plumber	844	825	455
Property Owner - Office (Single Storey)	738	714	456
Electrician	710	695	444
Carpenter	658	648	409
Handyman / Property Maintenance	620	606	379
Property Owner - Warehouse	612	562	350
Road Freight Transport Service - No Storage	605	598	407
Property Owner - Noc	595	540	279
Restaurant, Licensed, With Deep Frying	549	512	260
Property Owner - Office (Multi Storey)	537	513	326
Hairdressing Service	444	434	319
Beauty Salon Operation	429	422	259
Earthmoving	415	400	238
Real Estate Agency Service	306	306	211
Cafe Operation, Not Licensed With Deep Frying	305	296	165
Electricians - Commercial	271	255	150
Cleaning Service Noc	261	252	127
Concreter	242	234	119

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

Resillum Insurance Broking Pty Ltd 2,315 1,418 379 Community Broker Network 2,228 1,419 318 Aussure Insurance Brokers 1,219 792 1,77 CBN 1,026 638 1,87 CEN 452 310 62 PSC Connect Pty Ltd (VIC) 492 310 62 Insurance House Pty Ltd 482 256 63 Regional Insurance Brokers Pty Ltd 482 256 63 Regional Insurance Brokers Pty Ltd 482 256 63 Regional Insurance Brokers Pty Ltd 370 218 33 Oracle Group (Australia) Pty Ltd 370 218 33 Aviso ELR Pty Ltd 370 218 33 Vasio Express Pty Ltd (QLD) 315 155 44 Seadfast Tasswide Insurance Brokers 28 150 25 PSC Connect Pty Ltd (QLD) 315 155 44 Centrewest Insurance Brokers Pty Ltd 280 184 42 Consolidate		Presented Opportunities	Quoted Opportunities	Bound Opportunities
Ausure Insurance Brokers 2,228 1,490 318 United Insurance Group 1,219 792 177 CBN 1,026 638 187 McLardy McShane Partners Pty Ltd 554 325 90 PSC Connect Pty Ltd (VIC) 492 310 62 Insurance House Pty Ltd 482 256 63 Regional Insurance Brokers Pty Ltd 460 196 56 Insurance House Advance 377 233 56 Oracle Group (Australia) Pty Ltd 370 218 33 Aviso EIA Pty Ltd 370 218 33 Aviso EIA Pty Ltd (QLD) 315 156 44 Centrewest Insurance Brokers Pty Ltd 303 183 32 PSC Connect Pty Ltd (QLD) 315 185 44 Centrewest Insurance Brokers Pty Ltd 280 185 28 Consolidated Insurance Style Ltd 280 185 38 Consolidated Insurance Brokers 29 184 42 Consolidated	Resilium Insurance Broking Pty Ltd	2,315	1,438	374
United Insurance Group 1,219 792 177 CBN 1,025 638 187 McLardy McShane Partners Pty Ltd 554 325 99 PSC Connect Pty Ltd (VIC) 482 130 62 Insurance House Pty Ltd 482 256 63 Regional Insurance Brokers Pty Ltd 480 196 196 196 196 196 196 196 19	Community Broker Network	2,286	1,418	379
CBN 1,026 638 187 McLardy McShane Partners Pty Ltd 554 325 90 PSC Connect Pty Ltd (VIC) 492 310 62 Insurance House Pty Ltd 482 256 63 Regional Insurance Brokers Pty Ltd 460 196 56 Insurance House Advance 377 233 56 Oracle Group (Australia) Pty Ltd 340 186 35 Steadfast Taswide Insurance Brokers 328 150 25 PSC Connect Pty Ltd (QLD) 315 155 44 Centrewest Insurance Brokers Pty Ltd 280 183 32 PSC Connect Pty Ltd (QLD) 315 155 44 Centrewest Insurance Brokers Pty Ltd 280 183 32 PSC Connect Pty Ltd (YSW) 260 184 42 Consolidated Insurance Brokers Pty Ltd 290 184 42 Consolidated Insurance Brokers 258 145 35 Steadfast Eastern Insurance Brokers 290 184 42	Ausure Insurance Brokers	2,228	1,490	318
McLardy McShane Partners Pty Ltd 554 325 90 PSC Connect Pty Ltd (VIC) 492 310 62 Insurance House Pty Ltd 482 256 63 Regional Insurance Brokers Pty Ltd 460 196 56 Insurance House Advance 377 233 56 Oracle Group (Australia) Pty Ltd 370 218 33 Avise Eth Pty Ltd 364 186 35 Steadfast Taswide Insurance Brokers 328 150 25 PSC Connect Pty Ltd (QLD) 315 155 44 Centrewest Insurance Brokers Pty Ltd 303 183 32 Centrewest Insurance Brokers Pty Ltd 260 185 28 Consolidated Insurance Style Style Ltd 269 184 42 Consolidated Insurance Brokers 258 145 35 Steadfast Eastern Insurance Brokers 258 145 35 Steadfast Eastern Insurance Brokers 250 181 26 Alliance Insurance Broking Services Pty Ltd 223	United Insurance Group	1,219	792	177
PSC Connect Pty Ltd (VTC) 492 310 62 Insurance House Pty Ltd 482 256 63 Regional Insurance Brokers Pty Ltd 460 196 56 Insurance House Advance 377 233 56 Oracle Group (Australia) Pty Ltd 370 218 33 Aviso ELA Pty Ltd 344 186 35 Steadfast Taswide Insurance Brokers 328 150 25 PSC Connect Pty Ltd (QLD) 315 155 44 Centrewest Insurance Brokers Pty Ltd 303 183 32 POllard Insurance Brokers Pty Ltd 280 185 28 Consolidated Insurance Agencies Pty Ltd 262 135 37 Processed Insurance Brokers 258 145 35 PSC Connect Pty Ltd (NSW) 250 181 36 PSC Connect Pty Ltd (NSW) 250 181 21 Alliance Insurance Broking Services Pty Ltd 223 144 21 United Insurance Broking Services Pty Ltd 192 19	CBN	1,026	638	187
Insurance House Pty Ltd 482 256 63 Regional Insurance Brokers Pty Ltd 460 196 56 Insurance House Advance 377 233 56 Oracle Group (Australia) Pty Ltd 340 186 33 Aviso EIA Pty Ltd 344 186 35 Steadfast Taswide Insurance Brokers 28 150 25 PSC Connect Pty Ltd (QLD) 315 155 44 Centrewest Insurance Brokers Pty Ltd 280 183 32 Pollard Insurance Brokers Pty Ltd 280 185 28 Consolidated Insurance Agencies Pty Ltd 269 184 42 Consolidated Insurance Brokers 258 145 35 Brookvale Insurance Brokers 250 181 50 PSC Connect Pty Ltd (NSW) 250 181 39 Alliance Insurance Broking Services Pty Ltd 20 122 33 Midland Insurance Proking Services Australia Pty Ltd 20 122 32 Midland Insurance Broking Pty Ltd (NSW) 195	McLardy McShane Partners Pty Ltd	554	325	90
Regional Tissurance Brokers Pty Ltd 460 196 56 Insurance House Advance 377 233 56 Oracle Group (Australia) Pty Ltd 370 218 33 Aviso EIA Pty Ltd 344 186 35 Steadfast Taswide Insurance Brokers 328 150 25 PSC Connect Pty Ltd (QLD) 315 155 44 Centrewest Insurance Brokers Pty Ltd 303 183 32 POIlard Insurance Brokers Pty Ltd 280 185 28 Consolidated Insurance Brokers Pty Ltd 262 135 37 Brookvale Insurance Brokers 258 145 35 Steadfast Eastern Insurance Brokers 250 181 50 PSC Connect Pty Ltd (NSW) 250 144 21 Villed Insurance Broking Services Pty Ltd 208 131 39 Reliance Franchise Partners 201 122 11 Mildland Insurance Broking Services Pty Ltd 197 118 24 Coverforce Insurance Broking Pty Ltd (NSW) 197 <td>PSC Connect Pty Ltd (VIC)</td> <td>492</td> <td>310</td> <td>62</td>	PSC Connect Pty Ltd (VIC)	492	310	62
Insurance House Advance 377 233 56 Oracle Group (Australia) Pty Ltd 370 218 33 Avise EIA Pty Ltd 344 186 35 Steadfast Taswide Insurance Brokers 328 150 25 PSC Connect Pty Ltd (QLD) 315 155 44 Centrewest Insurance Brokers Pty Ltd 303 183 32 Pollard Insurance Brokers Pty Ltd 280 185 28 Consolidated Insurance Agencies Pty Ltd 269 184 42 Consolidated Insurance Brokers 258 145 35 Brodivale Insurance Brokers 258 145 35 Steadfast Eastern Insurance Brokers 250 181 20 PSC Connect Pty Ltd (NSW) 223 144 21 Alliance Insurance Broking Services Pty Ltd 208 131 39 Reliance Franchise Partners 201 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Broking Pty Ltd (NSW) 195 120	Insurance House Pty Ltd	482	256	63
Oracle Group (Australia) Pty Ltd 370 218 33 Aviso EIA Pty Ltd 344 186 35 Steadfast Taswide Insurance Brokers 328 150 25 PSC Connect Pty Ltd (QLD) 315 155 44 Centrewest Insurance Brokers Pty Ltd 303 183 32 Pollard Insurance Brokers Pty Ltd 280 185 28 Consolidated Insurance Agencies Pty Ltd 269 184 42 Consolidated Insurance Brokers 258 145 35 Brookvale Insurance Brokers 258 145 35 Brookvale Insurance Brokers 250 181 50 PSC Connect Pty Ltd (NSW) 250 144 45 Alliance Insurance Broking Services Pty Ltd 223 144 21 United Insurance - Winbeat site 208 131 39 Reliance Franchise Partners 201 122 33 Midland Insurance Brokers Australia Pty Ltd 290 122 11 Coverforce Insurance Broking Pty Ltd (NSW) 193	Regional Insurance Brokers Pty Ltd	460	196	56
Aviso EIA Pty Ltd 344 186 35 Steadfast Taswide Insurance Brokers 328 150 25 PSC Connect Pty Ltd (QLD) 315 155 44 Centrewest Insurance Brokers Pty Ltd 303 183 32 Pollard Insurance Brokers Pty Ltd 269 184 42 Consolidated Insurance Agencies Pty Ltd 262 135 37 Brookvale Insurance Brokers 258 145 35 Brookvale Insurance Brokers 250 181 50 PSC Connect Pty Ltd (NSW) 250 144 45 Alliance Insurance Brokins Services Pty Ltd 223 144 21 United Insurance - Winbeat site 201 122 33 Reliance Franchise Partners 201 122 33 Midland Insurance Brokers Australia Pty Ltd 200 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Broking Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111	Insurance House Advance	377	233	56
Steadfast Taswide Insurance Brokers 328 150 25 PSC Connect Pty Ltd (QLD) 315 155 44 Centrewest Insurance Brokers Pty Ltd 303 183 32 Pollard Insurance Brokers Pty Ltd 280 185 28 Consolidated Insurance Agencies Pty Ltd 269 184 42 Consolidated Insurance Brokers 262 135 37 Brookvale Insurance Brokers 258 145 35 Steadfast Eastern Insurance Brokers 250 181 50 PSC Connect Pty Ltd (NSW) 250 144 45 Alliance Insurance Broking Services Pty Ltd 223 144 21 United Insurance Winbeat site 201 122 33 Reliance Franchise Partners 201 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Brokers Australia Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 1	Oracle Group (Australia) Pty Ltd	370	218	33
PSC Connect Pty Ltd (QLD) 315 155 44 Centrewest Insurance Brokers Pty Ltd 303 183 32 Pollard Insurance Brokers Pty Ltd 280 185 28 Consolidated Insurance Agencies Pty Ltd 269 184 42 Consolidated Insurance Sty Ltd 262 135 37 Brookvale Insurance Brokers 258 145 35 Steadfast Eastern Insurance Brokers 250 181 50 PSC Connect Pty Ltd (NSW) 250 144 45 Alliance Insurance Broking Services Pty Ltd 223 144 21 United Insurance - Winbeat site 208 131 39 Reliance Franchise Partners 201 122 33 Midland Insurance Brokers Australia Pty Ltd 197 118 24 Coverforce Insurance Brokers Australia Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance Brokers Pty Ltd	Aviso EIA Pty Ltd	344	186	35
Centrewest Insurance Brokers Pty Ltd 303 183 32 Pollard Insurance Brokers Pty Ltd 280 185 28 Consolidated Insurance Agencies Pty Ltd 269 184 42 Consolidated Insurances Pty Ltd 262 135 37 Brookvale Insurance Brokers 258 145 35 Steadfast Eastern Insurance Brokers 250 181 50 PSC Connect Pty Ltd (NSW) 250 144 45 Alliance Insurance Broking Services Pty Ltd 223 144 21 United Insurance - Winbeat site 208 131 39 Reliance Franchise Partners 201 122 33 Midland Insurance Brokers Australia Pty Ltd 200 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Broking Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance Brokers Pty Ltd	Steadfast Taswide Insurance Brokers	328	150	25
Pollard Insurance Brokers Pty Ltd 280 185 28 Consolidated Insurance Agencies Pty Ltd 269 184 42 Consolidated Insurance Brokers 258 135 37 Brookvale Insurance Brokers 258 145 35 Steadfast Eastern Insurance Brokers 250 181 50 PSC Connect Pty Ltd (NSW) 250 144 45 Alliance Insurance Broking Services Pty Ltd 223 144 21 United Insurance Broking Services Pty Ltd 208 131 39 Reliance Franchise Partners 201 122 33 Midland Insurance Brokers Australia Pty Ltd 200 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Brokers Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers Pty Ltd	PSC Connect Pty Ltd (QLD)	315	155	44
Consolidated Insurance Agencies Pty Ltd 269 184 42 Consolidated Insurances Pty Ltd 262 135 37 Brookvale Insurance Brokers 258 145 35 Steadfast Eastern Insurance Brokers 250 181 50 PSC Connect Pty Ltd (NSW) 250 144 45 Alliance Insurance Broking Services Pty Ltd 223 144 21 United Insurance - Winheat site 208 131 39 Reliance Franchise Partners 201 122 33 Midland Insurance Brokers Australia Pty Ltd 200 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Brokers Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers Pty Ltd 189 145 37 ALTO Insurance Brokers 180	Centrewest Insurance Brokers Pty Ltd	303	183	32
Consolidated Insurance Pty Ltd 262 135 37 Brookvale Insurance Brokers 258 145 35 Steadfast Eastern Insurance Brokers 250 181 50 PSC Connect Pty Ltd (NSW) 250 144 45 Alliance Insurance Broking Services Pty Ltd 223 144 21 United Insurance - Winbeat site 208 131 39 Reliance Franchise Partners 201 122 33 Midland Insurance Brokers Australia Pty Ltd 200 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Broking Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance Brokers Pty Ltd (ARs) 189 145 37 AIS Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 16	Pollard Insurance Brokers Pty Ltd	280	185	28
Brookvale Insurance Brokers 258 145 35 Steadfast Eastern Insurance Brokers 250 181 50 PSC Connect Pty Ltd (NSW) 250 144 45 Alliance Insurance Broking Services Pty Ltd 223 144 21 United Insurance - Winbeat site 208 131 39 Reliance Franchise Partners 201 122 33 Midland Insurance Brokers Australia Pty Ltd 200 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Broking Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance Brokers Pty Ltd (ARs) 193 128 24 Blackburn Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers 180 111 39 BLS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 167 106 27 Phoenix Insurance Brokers Pty Ltd	Consolidated Insurance Agencies Pty Ltd	269	184	42
Steadfast Eastern Insurance Brokers 250 181 50 PSC Connect Pty Ltd (NSW) 250 144 45 Alliance Insurance Broking Services Pty Ltd 223 144 21 United Insurance - Winbeat site 208 131 39 Reliance Franchise Partners 201 122 33 Midland Insurance Brokers Australia Pty Ltd 200 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Broking Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance 192 99 16 Blackburn Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers 180 111 39 BJS Insurance Brokers 180 111 39 BJS Insurance Brokers Pty Ltd 169 91 12 Network Insurance Brokers Pty Ltd 167 106 27 Phoenix Insurance Brokers Pty Ltd 163 83	Consolidated Insurances Pty Ltd	262	135	37
PSC Connect Pty Ltd (NSW) 250 144 45 Alliance Insurance Broking Services Pty Ltd 223 144 21 United Insurance - Winbeat site 208 131 39 Reliance Franchise Partners 201 122 33 Midland Insurance Brokers Australia Pty Ltd 200 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Broking Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance 192 99 16 Blackburn Insurance Brokers Pty Ltd 189 145 37 ALS Insurance Brokers 180 111 39 BJS Insurance Brokers 180 111 39 BJS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Brokers Pty Ltd 163 98	Brookvale Insurance Brokers	258	145	35
Alliance Insurance Broking Services Pty Ltd 223 144 21 United Insurance - Winbeat site 208 131 39 Reliance Franchise Partners 201 122 33 Midland Insurance Brokers Australia Pty Ltd 200 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Broking Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Group 167 167 106 27 Phoenix Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	Steadfast Eastern Insurance Brokers	250	181	50
United Insurance - Winbeat site 208 131 39 Reliance Franchise Partners 201 122 33 Midland Insurance Brokers Australia Pty Ltd 200 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Broking Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARS) 193 128 24 Dunk Insurance 192 99 16 Blackburn Insurance Brokers Pty Ltd 189 145 37 ALS Insurance Brokers 183 99 10 Action Insurance Brokers 180 111 39 BJS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers 156 83 23 Aksio (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	PSC Connect Pty Ltd (NSW)	250	144	45
Reliance Franchise Partners 201 122 33 Midland Insurance Brokers Australia Pty Ltd 200 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Broking Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance Brokers Pty Ltd (ARs) 192 99 16 Blackburn Insurance Brokers Pty Ltd 189 145 37 ALIS Insurance Brokers 183 99 10 Action Insurance Brokers 180 111 39 BJS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	Alliance Insurance Broking Services Pty Ltd	223	144	21
Midland Insurance Brokers Australia Pty Ltd 200 122 11 Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Broking Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance 192 99 16 Blackburn Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers 183 99 10 Action Insurance Brokers 180 111 39 BJS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Group 167 106 27 Phoenix Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	United Insurance - Winbeat site	208	131	39
Steadfast IRS Pty Ltd 197 118 24 Coverforce Insurance Broking Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance 192 99 16 Blackburn Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers 183 99 10 Action Insurance Brokers 180 111 39 BJS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Group 167 106 27 Phoenix Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	Reliance Franchise Partners	201	122	33
Coverforce Insurance Broking Pty Ltd (NSW) 195 120 30 Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance 192 99 16 Blackburn Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers 183 99 10 Action Insurance Brokers 180 111 39 BJS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Group 167 106 27 Phoenix Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	Midland Insurance Brokers Australia Pty Ltd	200	122	11
Apollo Risk Services 194 111 19 Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance 192 99 16 Blackburn Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers 183 99 10 Action Insurance Brokers 180 111 39 BJS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Group 167 106 27 Phoenix Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	Steadfast IRS Pty Ltd	197	118	24
Coverforce Insurance Broking Pty Ltd (ARs) 193 128 24 Dunk Insurance 192 99 16 Blackburn Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers 183 99 10 Action Insurance Brokers 180 111 39 BJS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Group 167 106 27 Phoenix Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	Coverforce Insurance Broking Pty Ltd (NSW)	195	120	30
Dunk Insurance 192 99 16 Blackburn Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers 183 99 10 Action Insurance Brokers 180 111 39 BJS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Group 167 106 27 Phoenix Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	Apollo Risk Services	194	111	19
Blackburn Insurance Brokers Pty Ltd 189 145 37 AIS Insurance Brokers 183 99 10 Action Insurance Brokers 180 111 39 BJS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Group 167 106 27 Phoenix Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	Coverforce Insurance Broking Pty Ltd (ARs)	193	128	24
AIS Insurance Brokers 183 99 10 Action Insurance Brokers 180 111 39 BJS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Group 167 106 27 Phoenix Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	Dunk Insurance	192	99	16
Action Insurance Brokers BJS Insurance Brokers Pty Ltd 177 105 29 Garden State Insurance Brokers Pty Ltd 169 1167 106 27 Phoenix Insurance Brokers Pty Ltd 163 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 180 111 39 105 29 106 27 106 27 28	Blackburn Insurance Brokers Pty Ltd	189	145	37
BJS Insurance Brokers Pty Ltd 105 29 Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Group 167 106 27 Phoenix Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers Pty Ltd 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	AIS Insurance Brokers	183	99	10
Garden State Insurance Brokers Pty Ltd 169 91 12 Network Insurance Group 167 106 27 Phoenix Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	Action Insurance Brokers	180	111	39
Network Insurance Group 167 106 27 Phoenix Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers Pty Ltd 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	BJS Insurance Brokers Pty Ltd	177	105	29
Phoenix Insurance Brokers Pty Ltd 163 98 26 Elliott Insurance Brokers 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	Garden State Insurance Brokers Pty Ltd	169	91	12
Elliott Insurance Brokers 156 83 23 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	Network Insurance Group	167	106	27
Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 151 72 8	Phoenix Insurance Brokers Pty Ltd	163	98	26
	Elliott Insurance Brokers	156	83	23
Surewise 150 97 16	Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)	151	72	8
	Surewise	150	97	16