



Insurer Performance Report

Business Pack

August 2018

calibre
INSURANCE

Bound Gross Written Premium (GWP)



August 2018

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

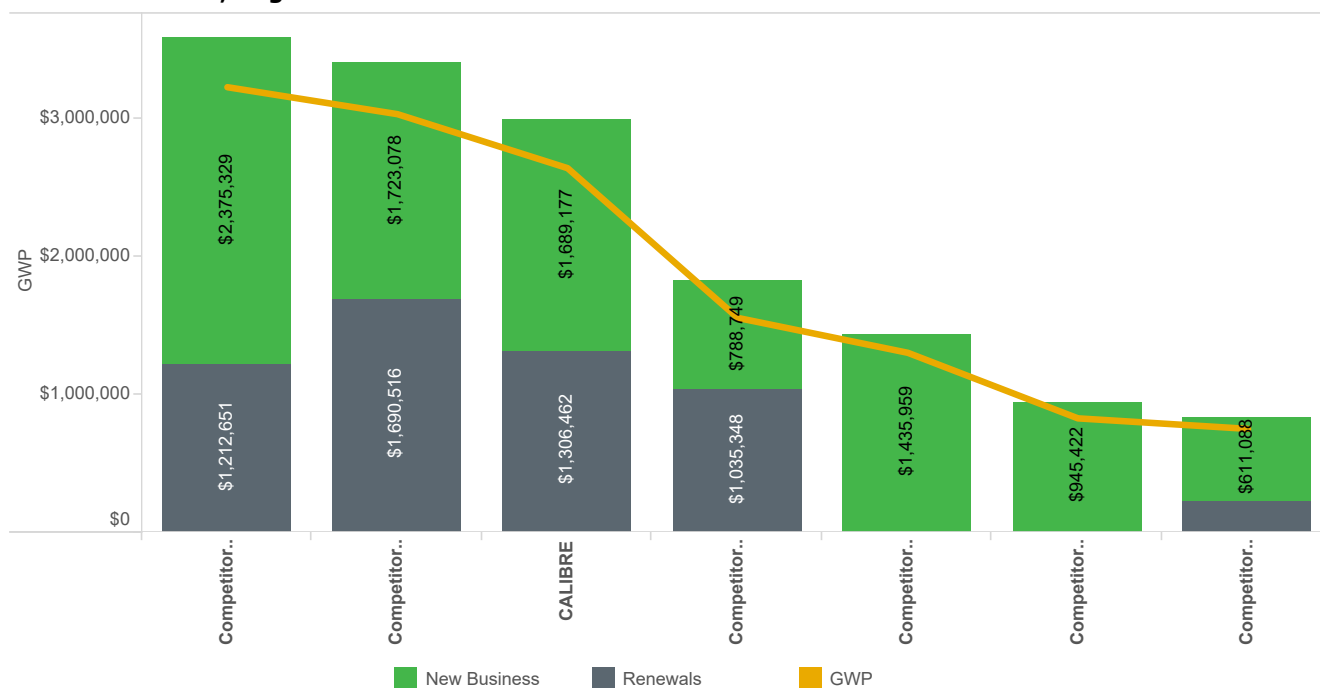
\$2,646,462

\$13,369,615

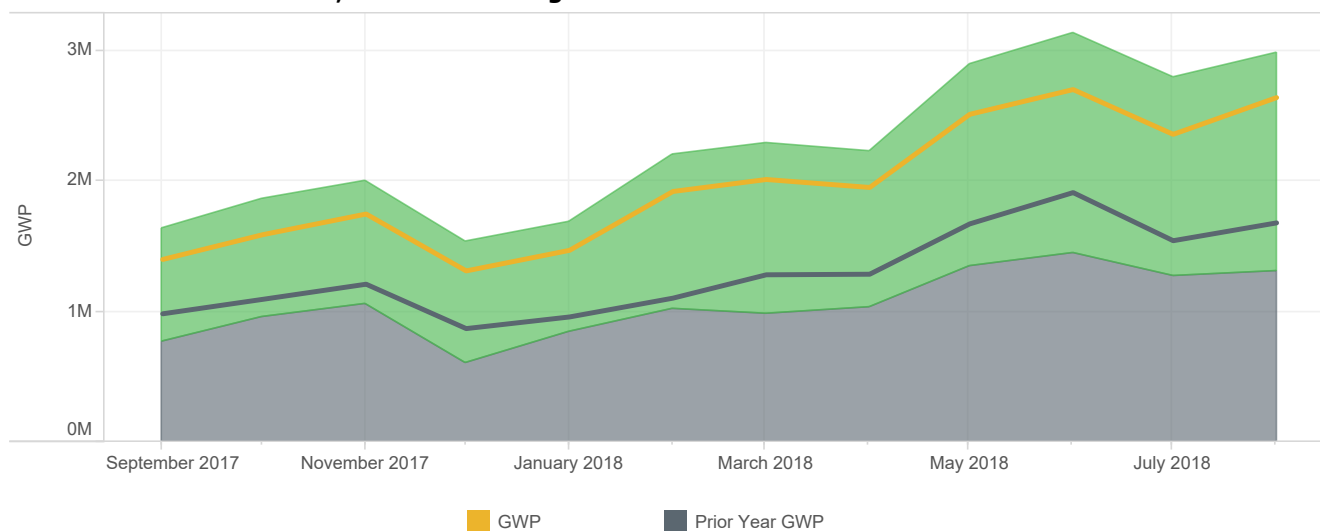
\$1,463

\$1,757

GWP All Insurers, August 2018



CALIBRE GWP Time Series, 12 Month Rolling



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

Strike Rate

August 2018

CALIBRE Opportunities

CALIBRE Opportunities Won

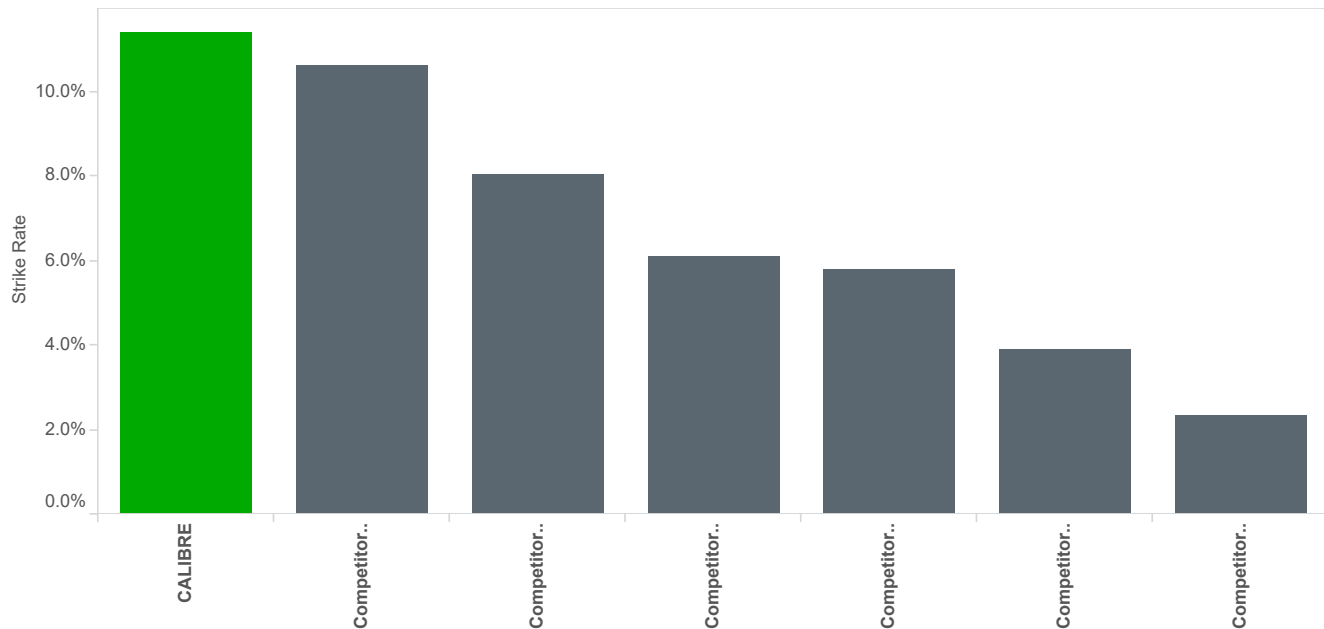
CALIBRE Strike Rate

17,994

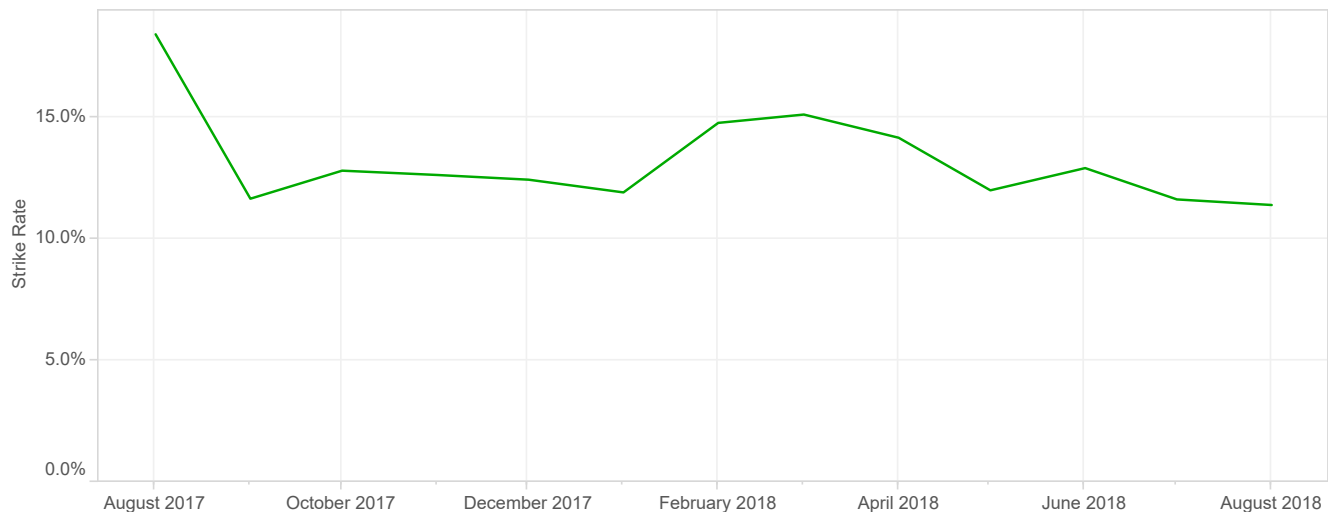
2,053

11.41%

All Insurers, Strike Rate August 2018



CALIBRE Strike Rate, 12 Month Rolling

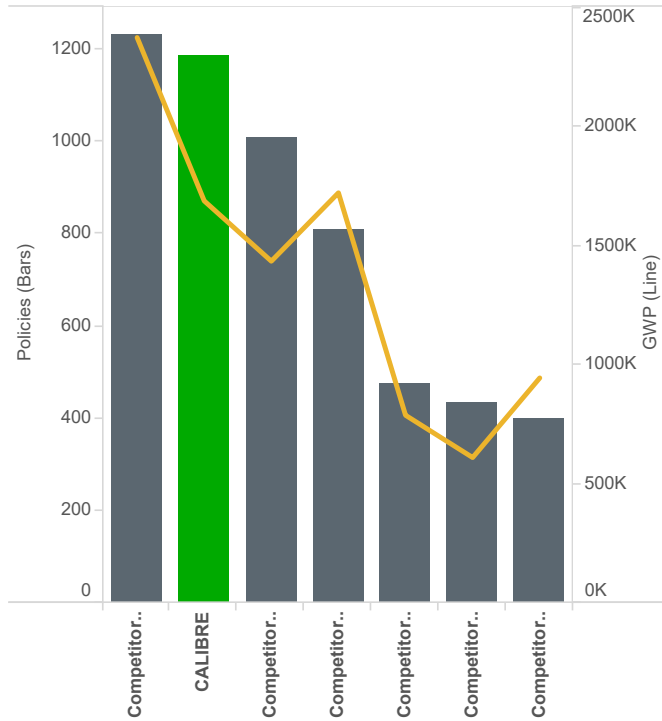


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

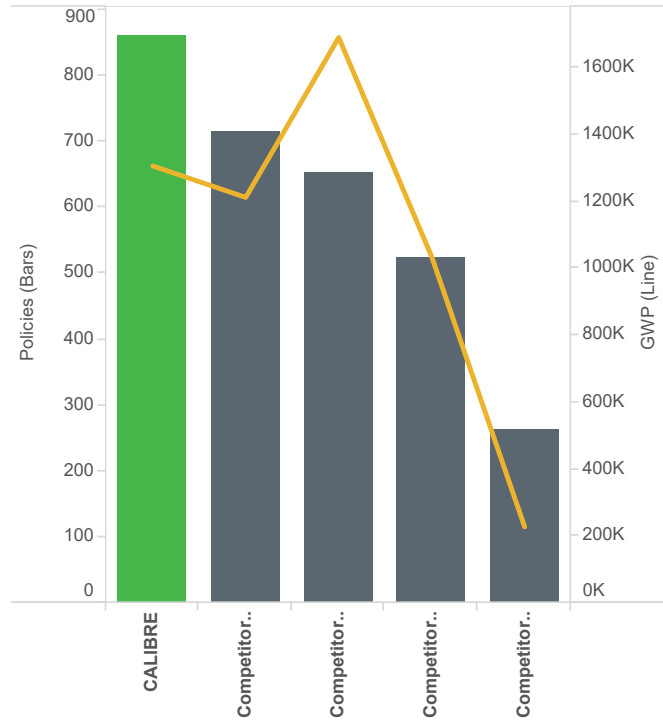
Bound Transactions

August 2018

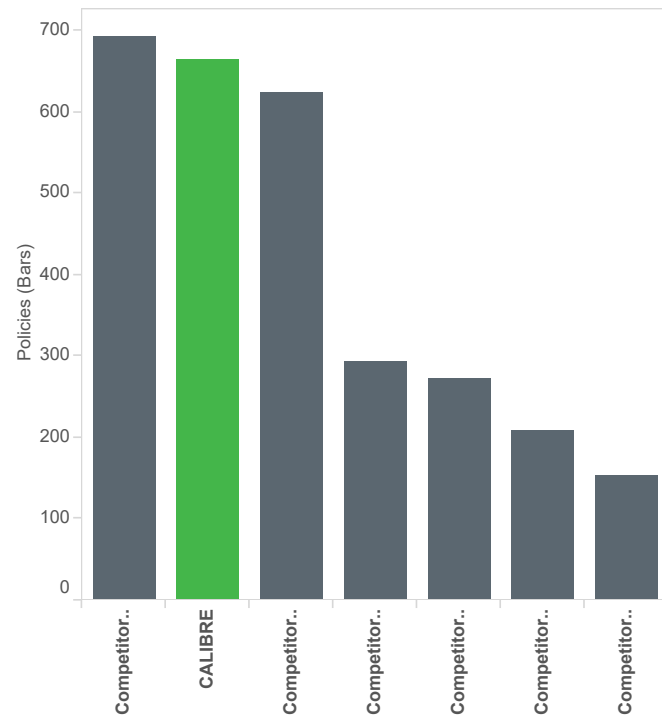
Bound New Business, August 2018



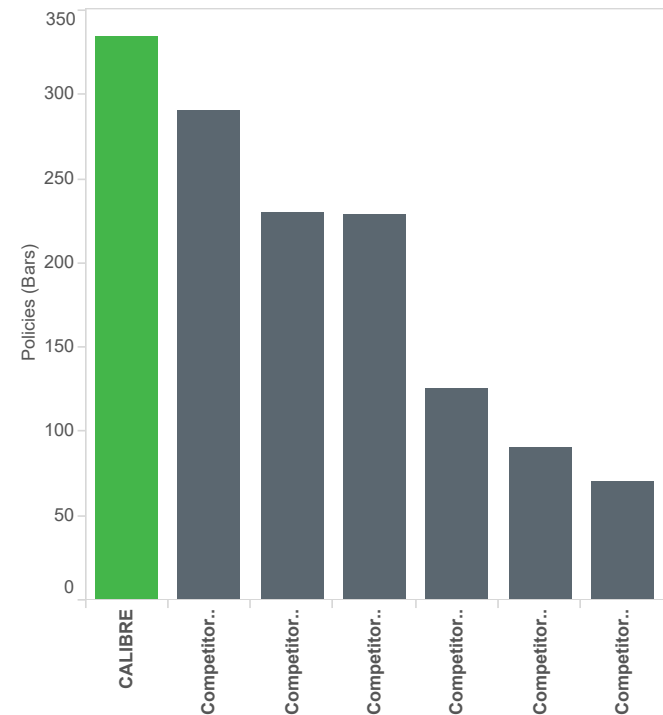
Bound Renewals, August 2018



Bound Endorsements, August 2018



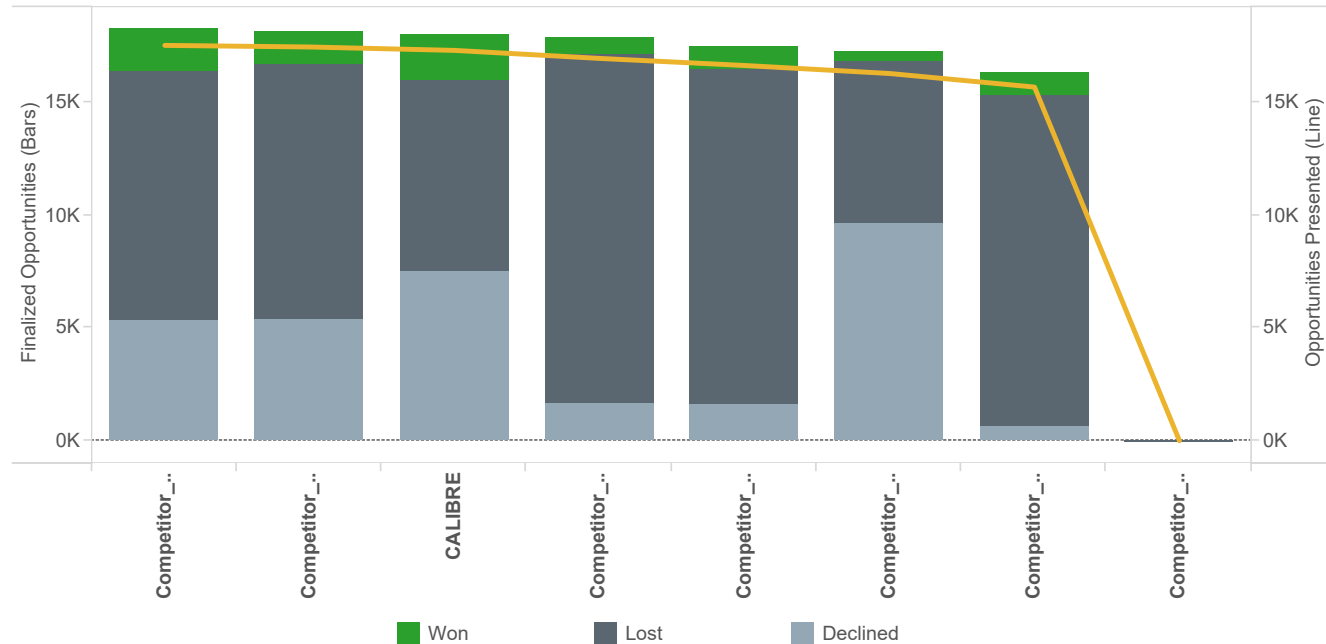
Bound Cancellations, August 2018



Finalized Opportunities

August 2018

Finalized Opportunities vs Opportunities Presented, August 2018



Opportunities Presented

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	60	6,286	15	2,461	467	521	5,716	1,792	17,318

Opportunities Finalized

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	59	6,930	8	2,586	458	500	5,562	1,891	17,994

Opportunities Won

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	2	767	1	282	36	18	783	164	2,053
GWP (bound)	\$2,622	\$1,086,538	\$2,222	\$447,447	\$53,856	\$15,472	\$1,127,750	\$263,863	\$2,999,771
Average GWP (bound)	\$1,311	\$1,417	\$2,222	\$1,587	\$1,496	\$860	\$1,440	\$1,609	\$1,461

Opportunities Lost

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	34	3,388	1,007	209	212	2,678	883	8,411
GWP (quoted)	\$60,679	\$6,364,788	\$1,845,814	\$425,193	\$328,065	\$4,852,759	\$1,259,600	\$15,136,897
Average GWP (quoted)	\$1,785	\$1,879	\$1,833	\$2,034	\$1,547	\$1,812	\$1,427	\$1,800

Opportunities Declined

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	23	2,775	7	1,297	213	270	2,096	844	7,525

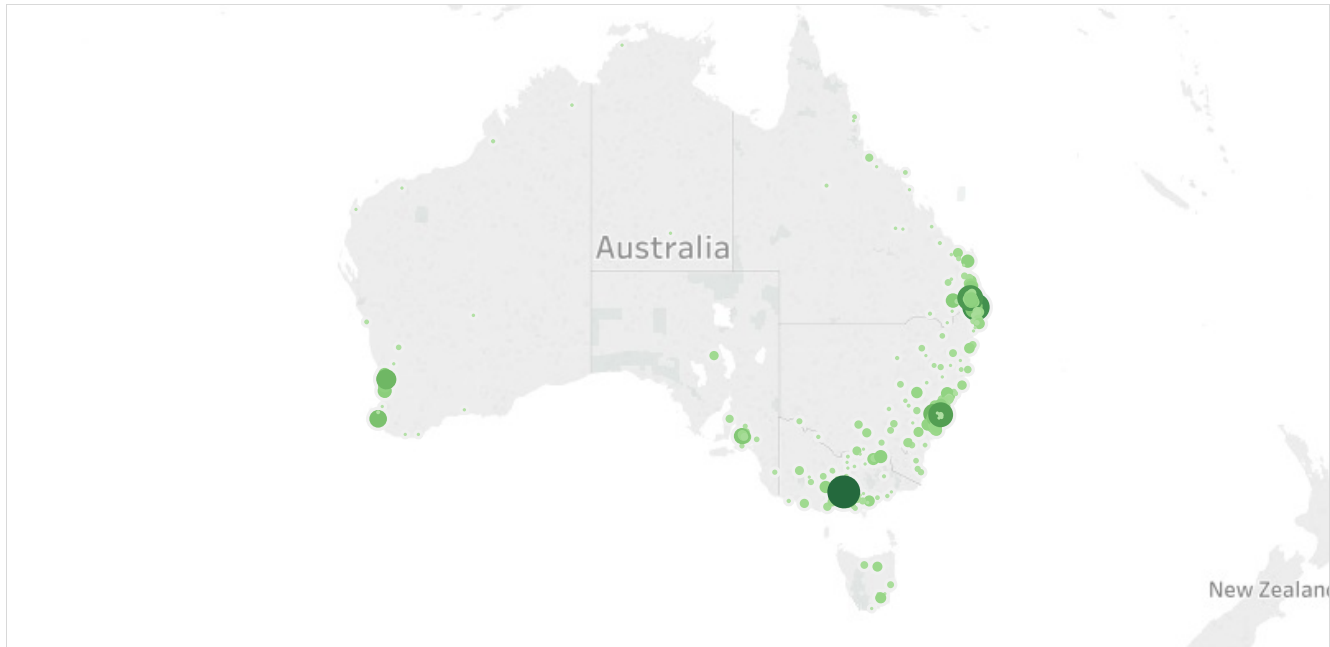
Excludes endorsements and cancellations.

August 2018

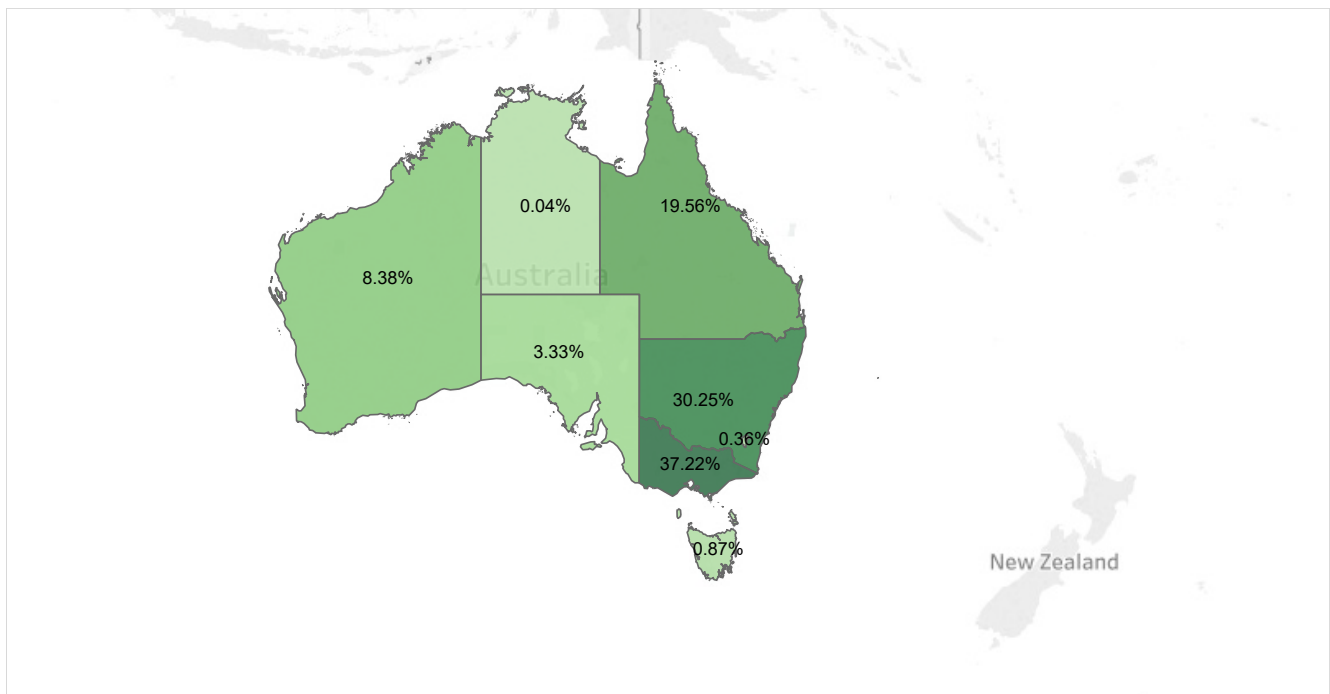
GWP by State, August 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$5,578	\$455,279		\$337,169	\$59,396	\$11,087	\$671,793	\$148,875	\$1,689,177
Renewals	\$5,086	\$451,043	\$1,055	\$248,672	\$40,482	\$14,994	\$443,069	\$102,062	\$1,306,462
Total	\$10,664	\$906,321	\$1,055	\$585,841	\$99,878	\$26,081	\$1,114,862	\$250,937	\$2,995,639

Bound Policies by Post Code, August 2018



GWP Split by State, August 2018

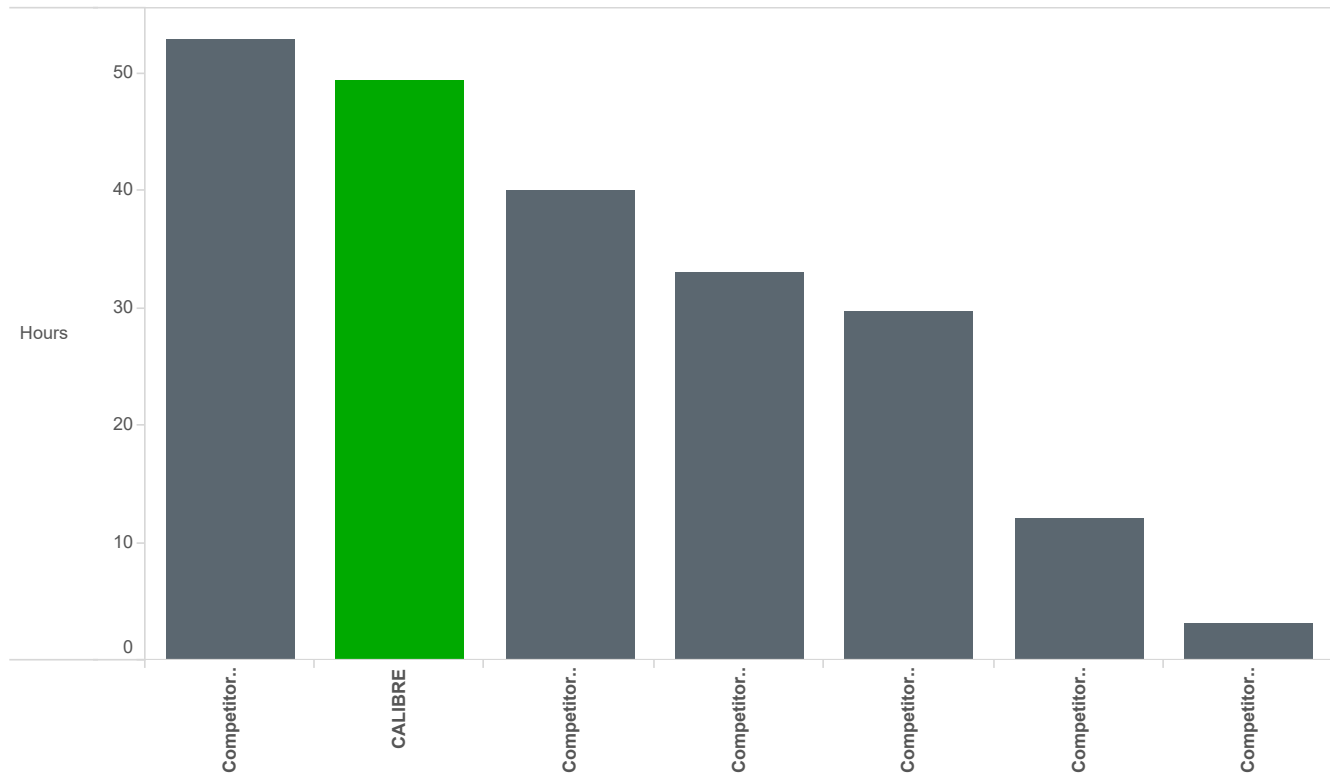


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

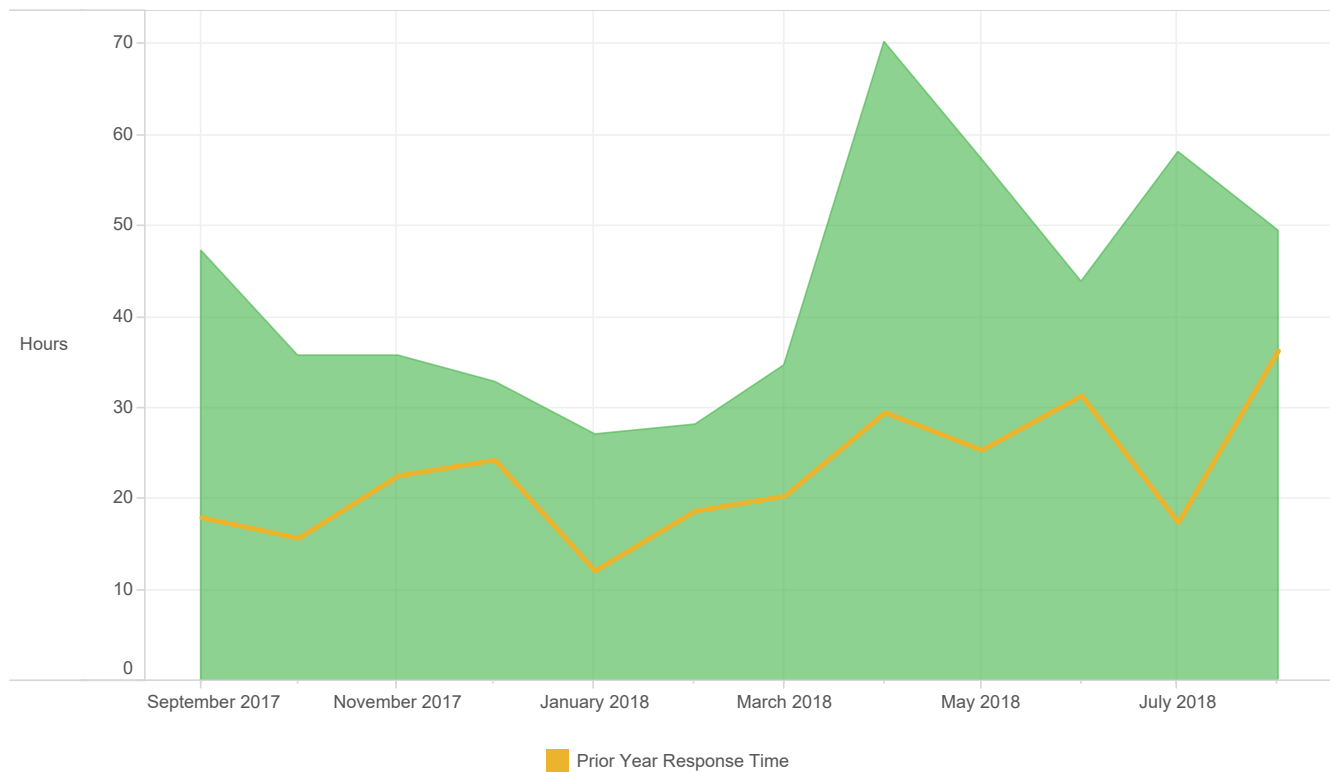
Response Time

August 2018

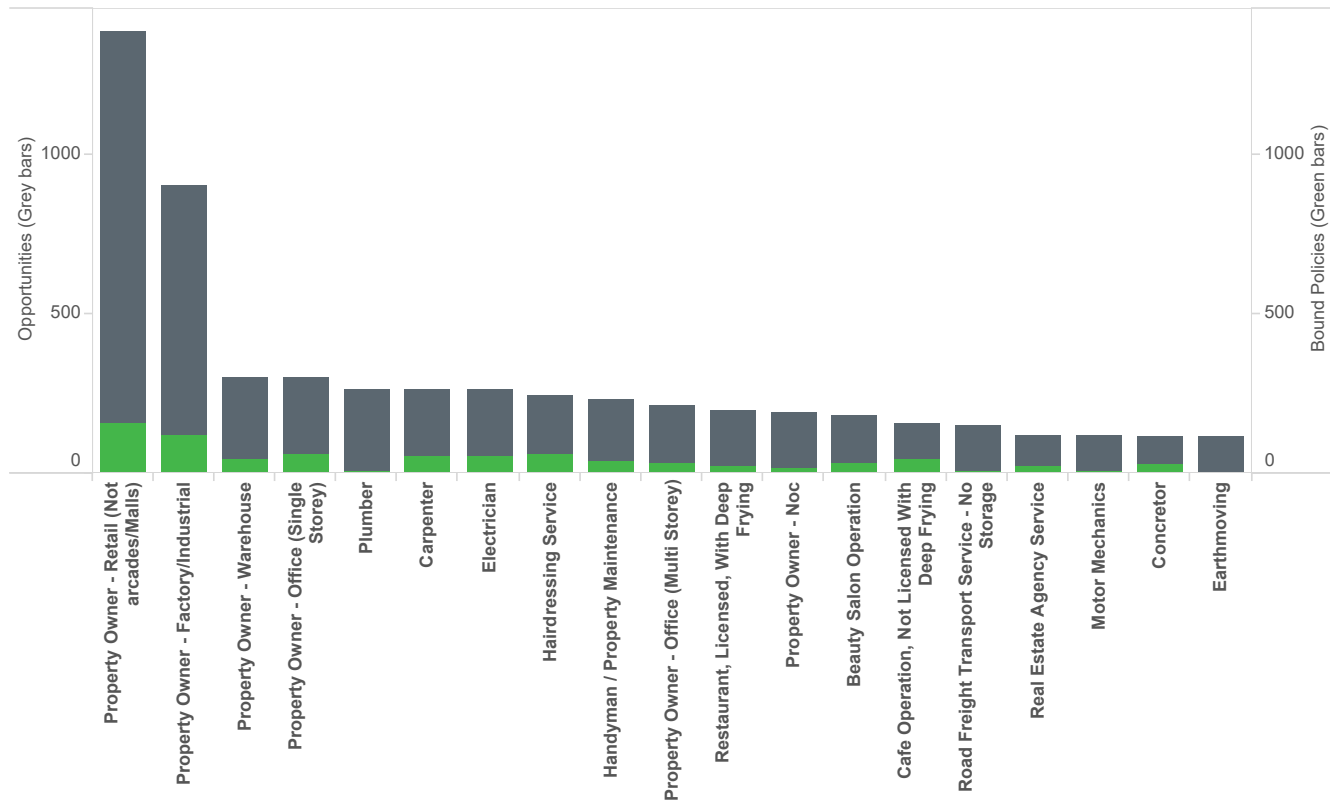
Average Referral Response Time, August 2018



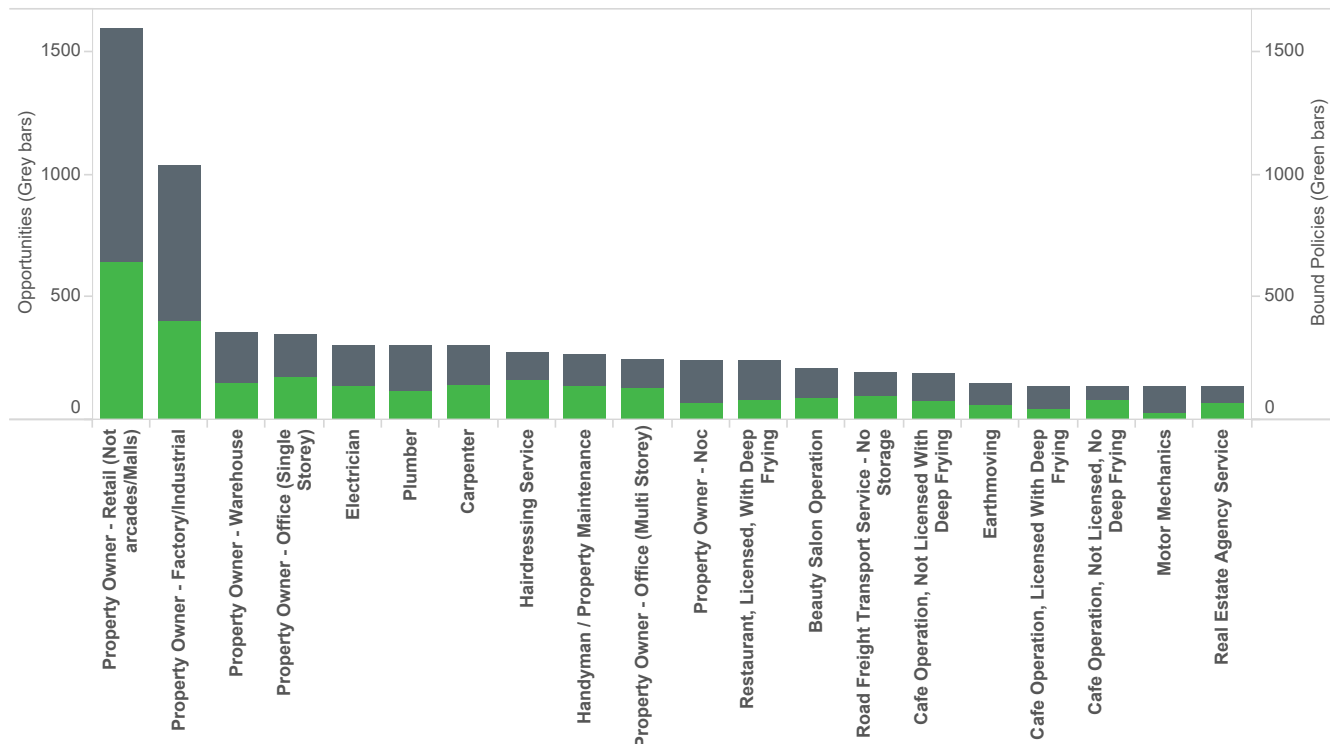
CALIBRE Average Referral Response Time Series, 12 Month Rolling



CALIBRE Opportunities vs Bound Policies by Top Occupations, August 2018



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



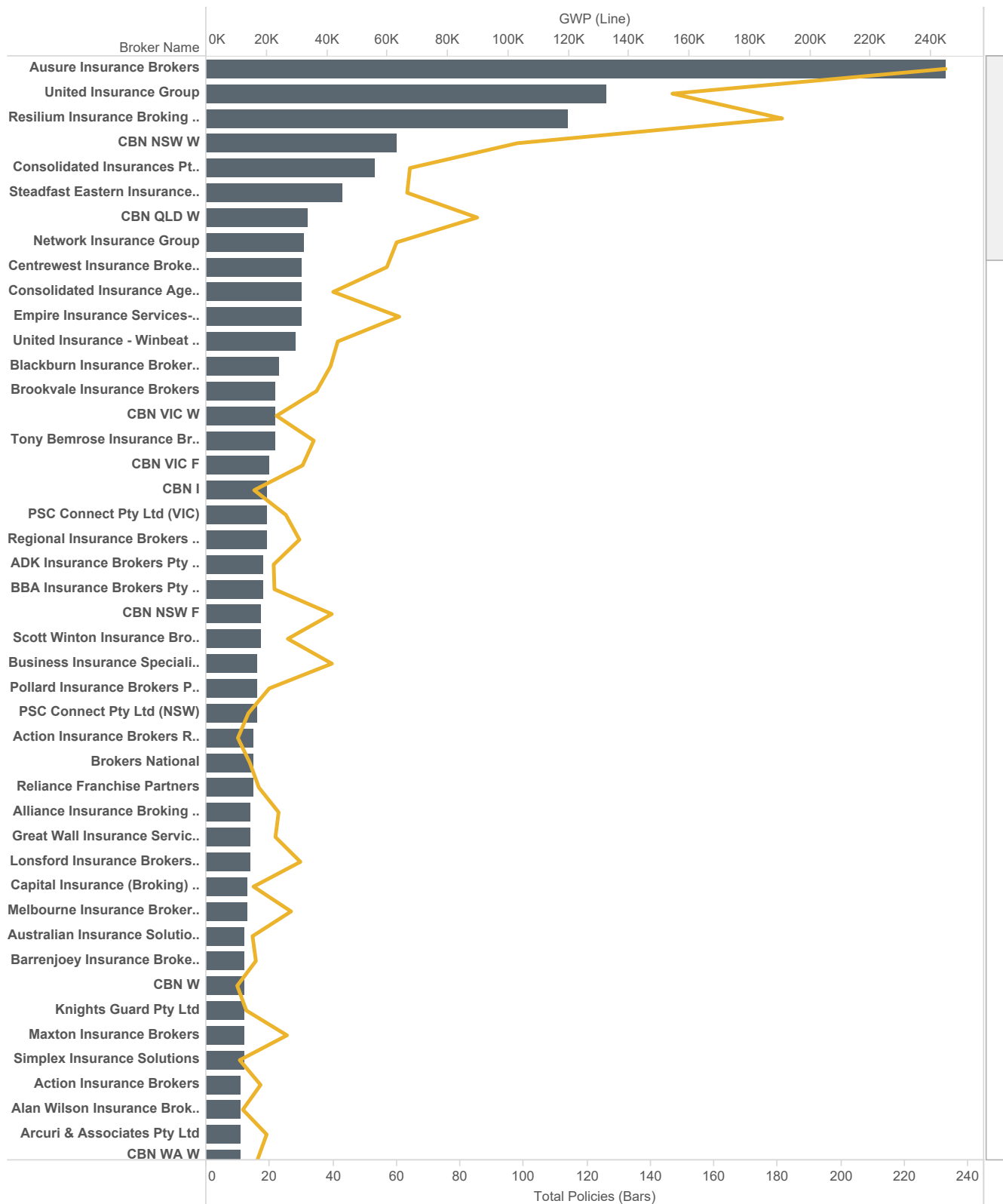
Shows the occupations of new business and renewal opportunities finalized during the reporting period.

Broker Performance



August 2018

Top Brokerage by Bound Policies and GWP, August 2018



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