



Insurer Performance Report

Business Pack

February 2017

calibre
INSURANCE



Bound Gross Written Premium (GWP)



February 2017

CALIBRE GWP

\$1,274,070

All Insurer GWP

\$4,624,872

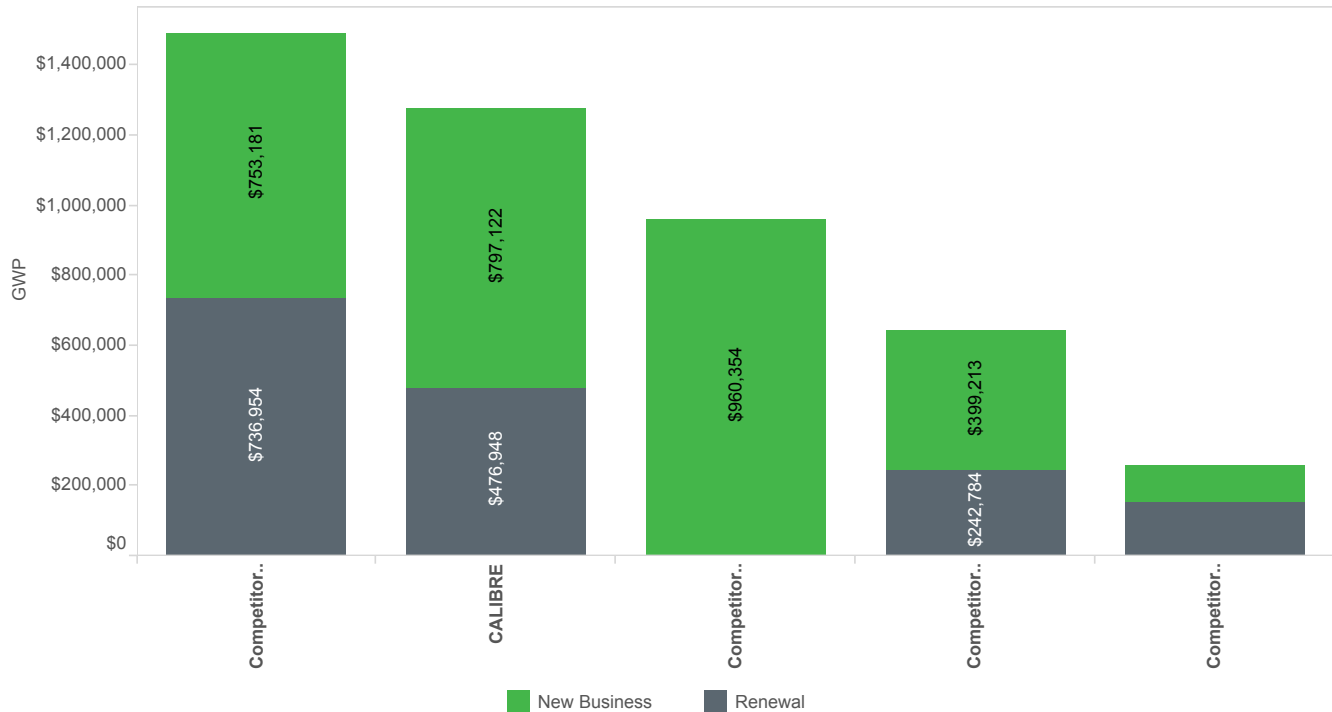
CALIBRE Avg GWP

\$1,269

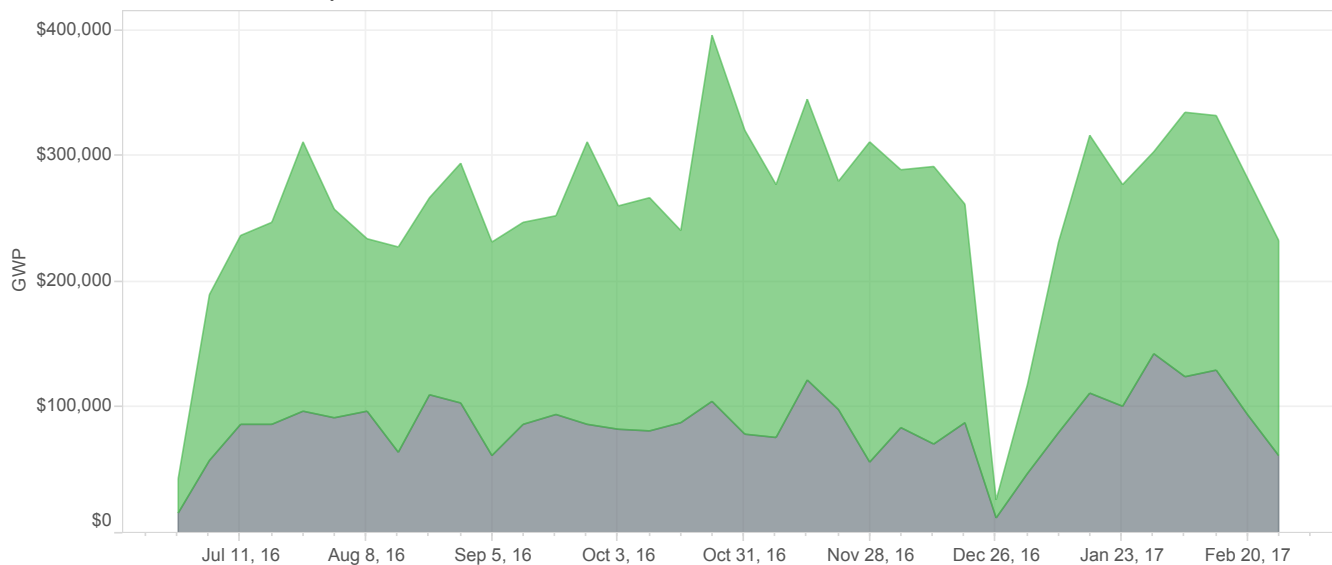
All Avg GWP

\$1,357

GWP All Insurers, February 2017



CALIBRE GWP Time Series, YTD



Strike Rate



February 2017

CALIBRE Opportunities

CALIBRE Bound Opportunities

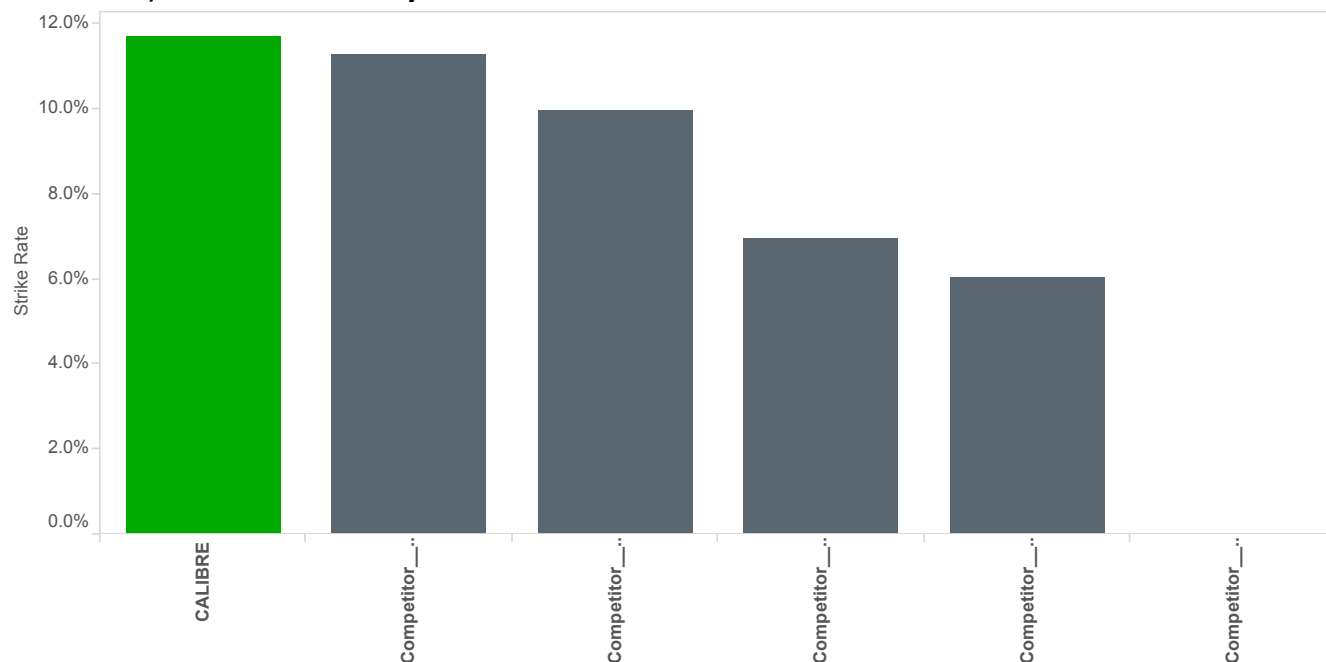
CALIBRE Strike Rate

8,585

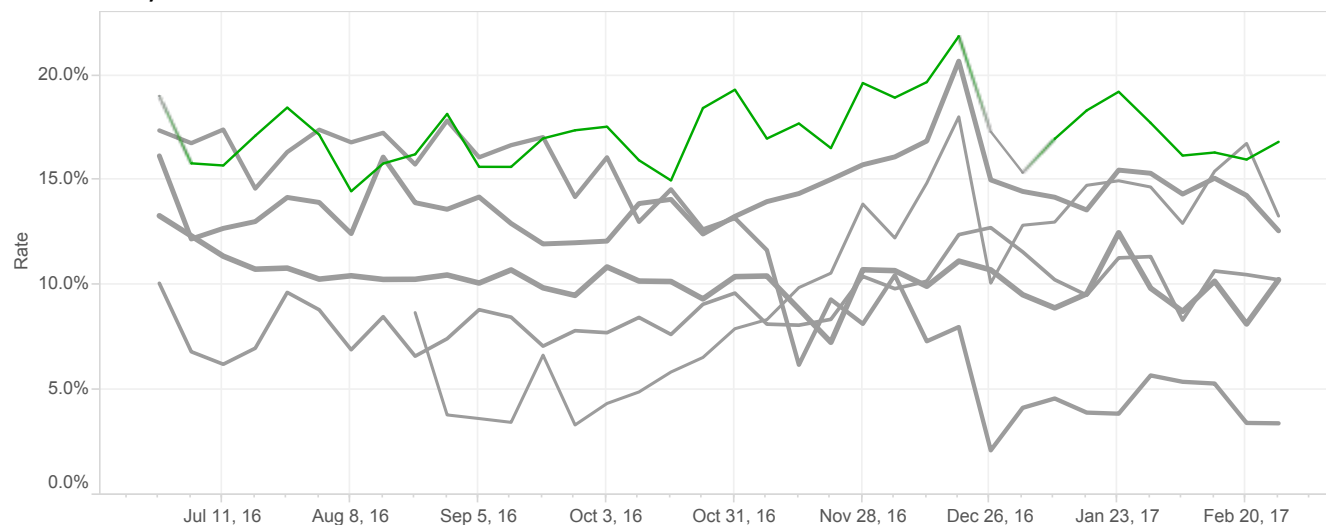
1,004

11.69%

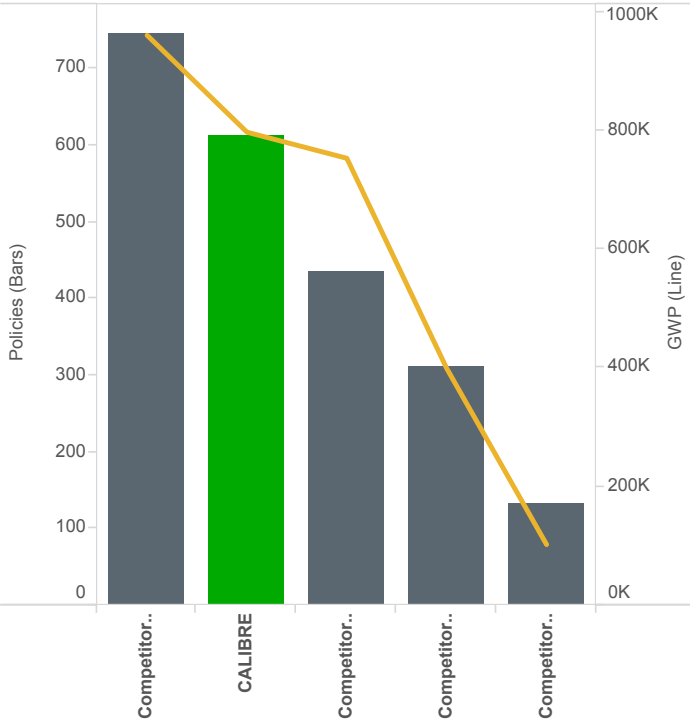
All Insurers, Strike Rate February 2017



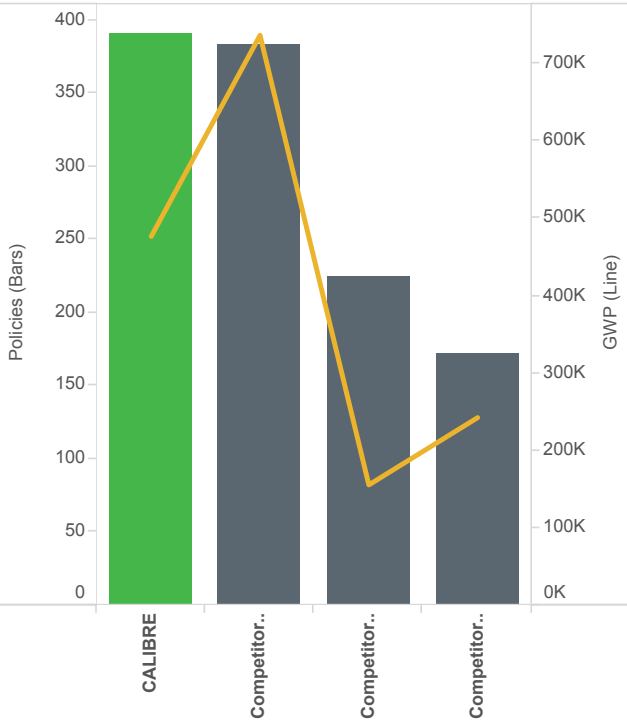
All Insurers, Strike Rate Time Series



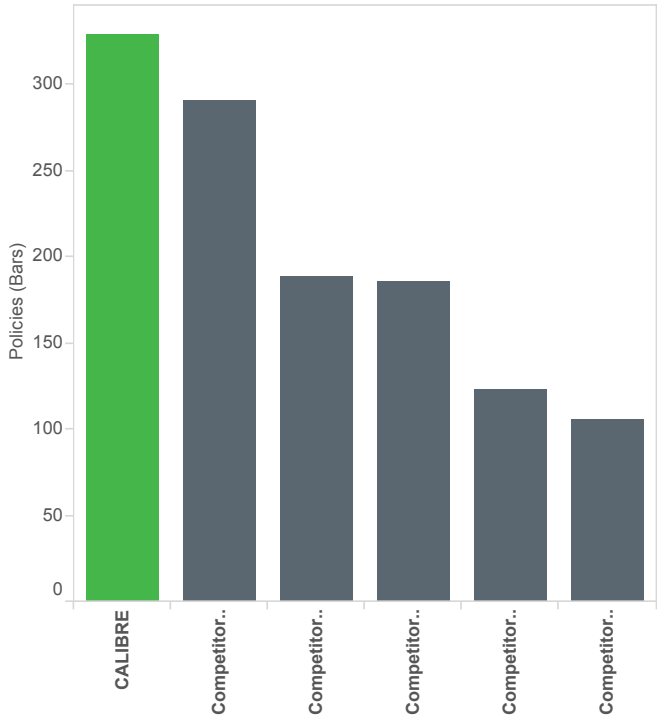
Bound New Business, February 2017



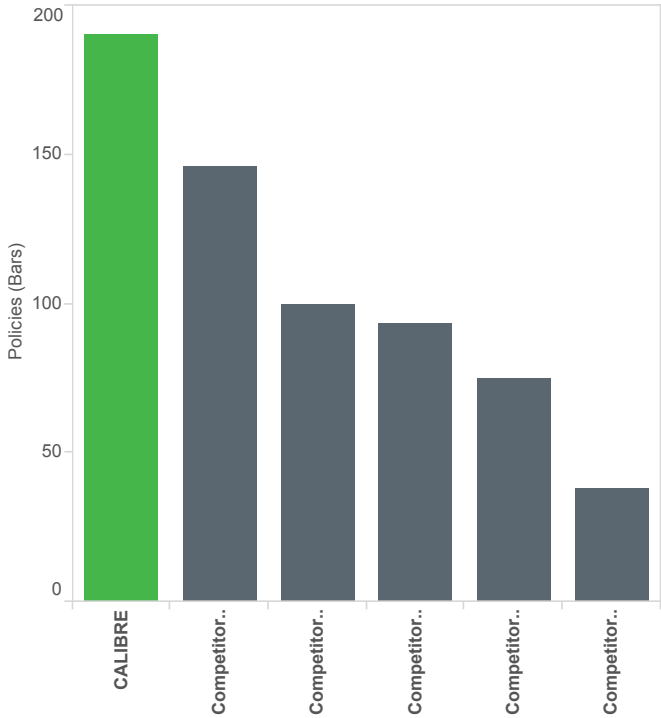
Bound Renewals, February 2017



Bound Endorsements, February 2017



Bound Cancellations, February 2017



Opportunities and Bound Policies



February 2017

Opportunities Presented, February 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	81	2,769		1,915	268	168	2,300	1,084	8,585
GWP	\$68,795	\$2,288,649		\$1,483,083	\$180,433	\$111,187	\$1,960,976	\$828,103	\$6,921,226
Average GWP	\$849	\$827		\$774	\$673	\$662	\$853	\$764	\$806

Bound Policies, February 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	17	360		233	28	9	249	108	1,004
GWP	\$23,320	\$478,476		\$290,792	\$42,995	\$7,738	\$312,425	\$118,325	\$1,274,070
Average GWP	\$1,372	\$1,329		\$1,248	\$1,536	\$860	\$1,255	\$1,096	\$1,269

Lost Opportunities, February 2017

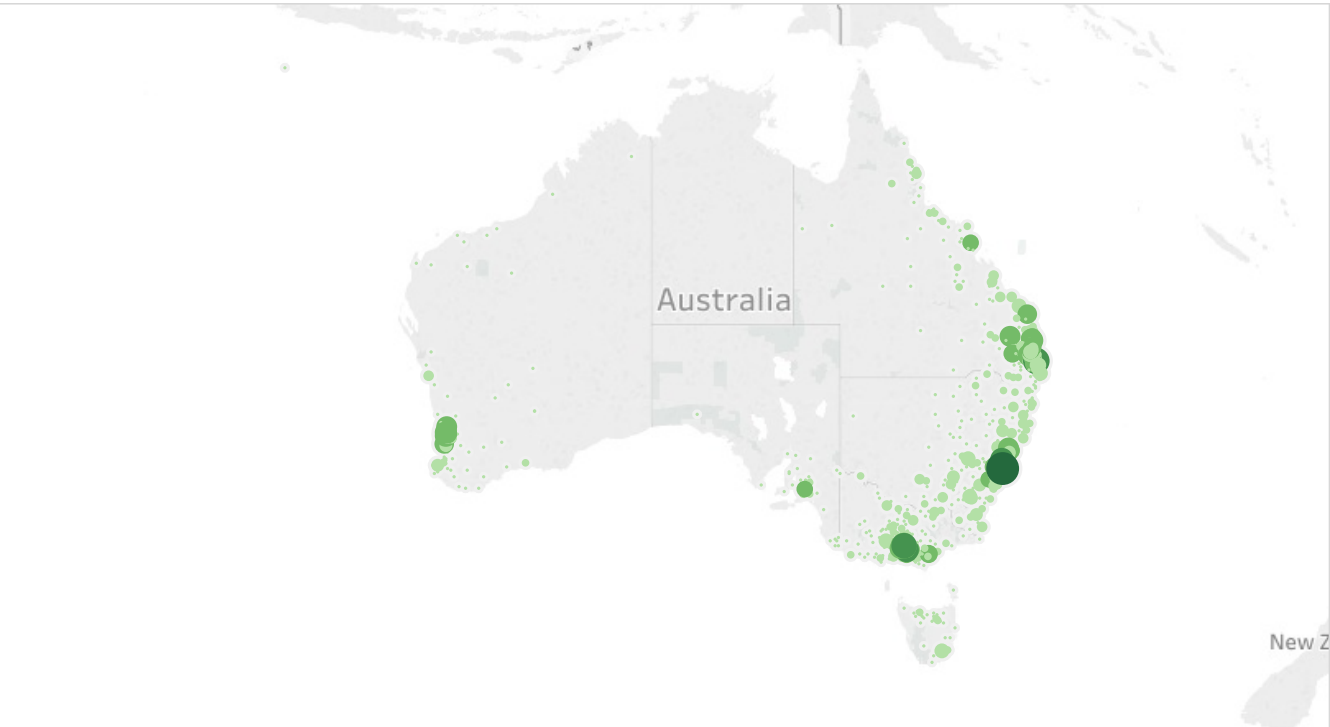
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	16	450		325	36	26	458	196	1,507
GWP	\$18,408	\$522,040		\$423,430	\$32,178	\$27,667	\$536,479	\$219,932	\$1,780,135
Average GWP	\$1,150	\$1,160		\$1,303	\$894	\$1,064	\$1,171	\$1,122	\$1,181

February 2017

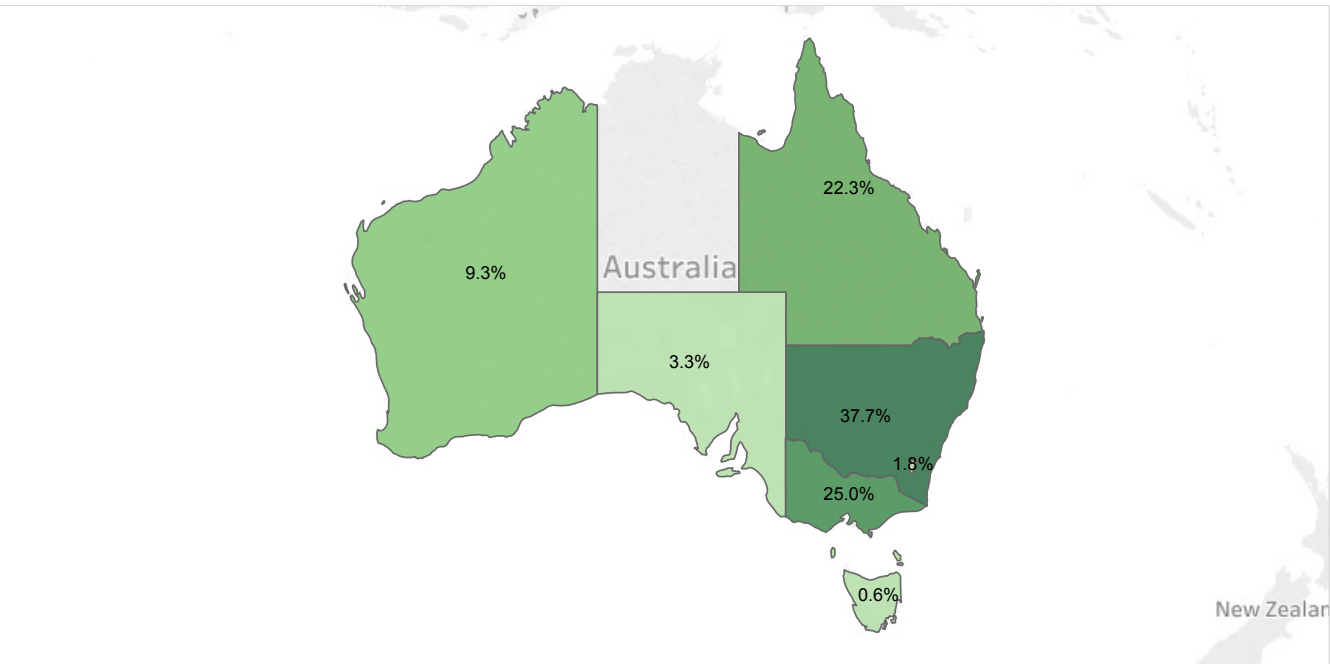
GWP by State, February 2017

	ACT	NSW	QLD	SA	TAS	VIC	WA
New Business	\$19,529	\$322,959	\$144,582	\$29,649	\$4,123	\$194,578	\$81,702
Renewal	\$3,791	\$155,517	\$146,210	\$13,346	\$3,615	\$117,847	\$36,622

Bound Policies by Post Code, February 2017



GWP Split by State, February 2017

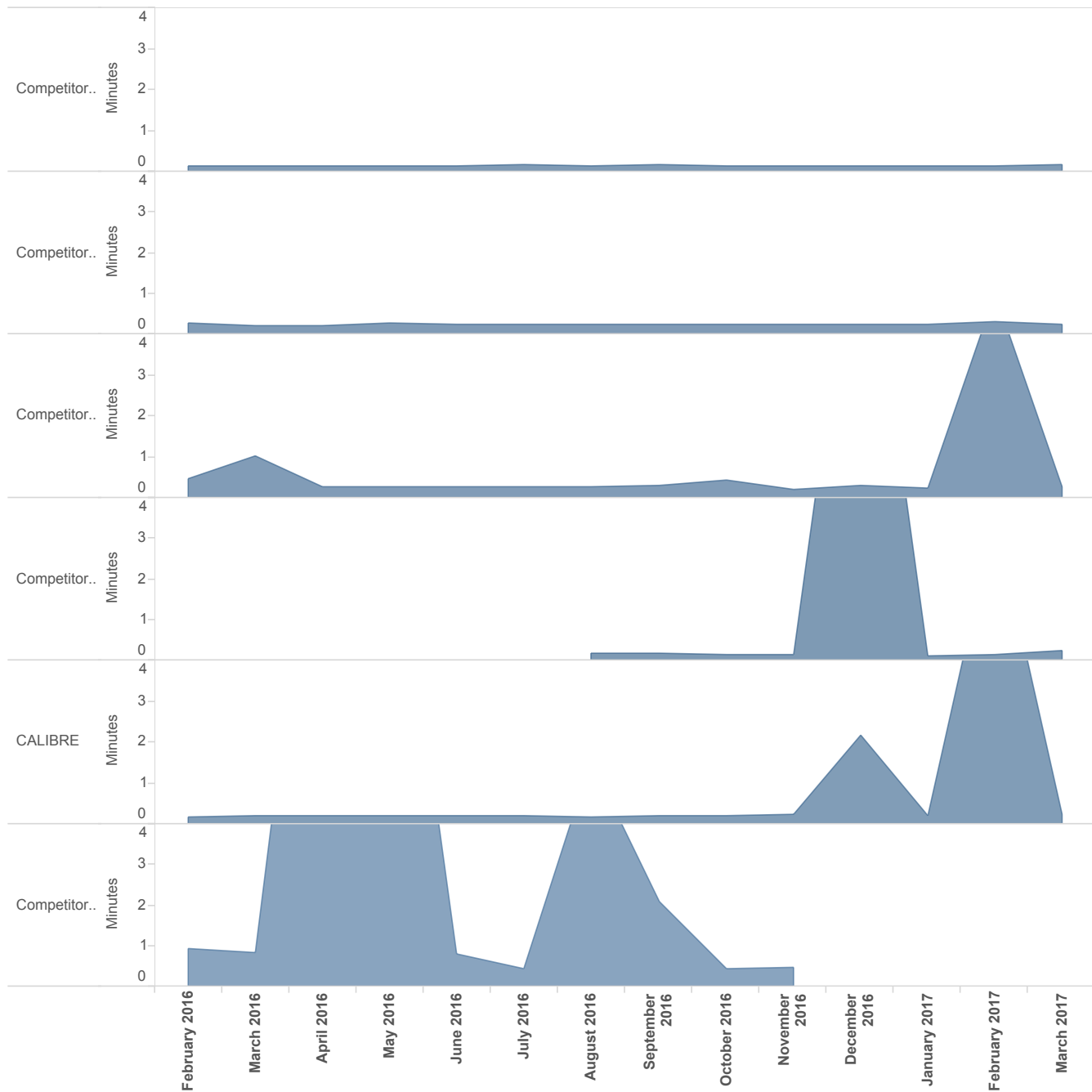


Opportunity Response Time

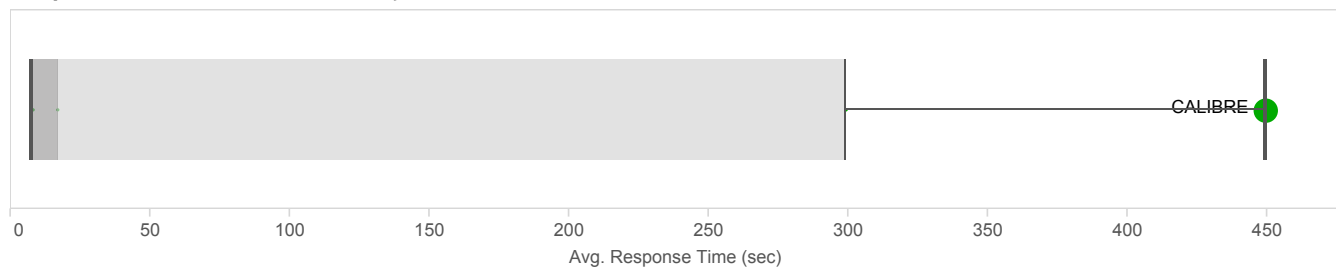


February 2017

Average Response Time Series, YTD



Response Distribution, February 2017

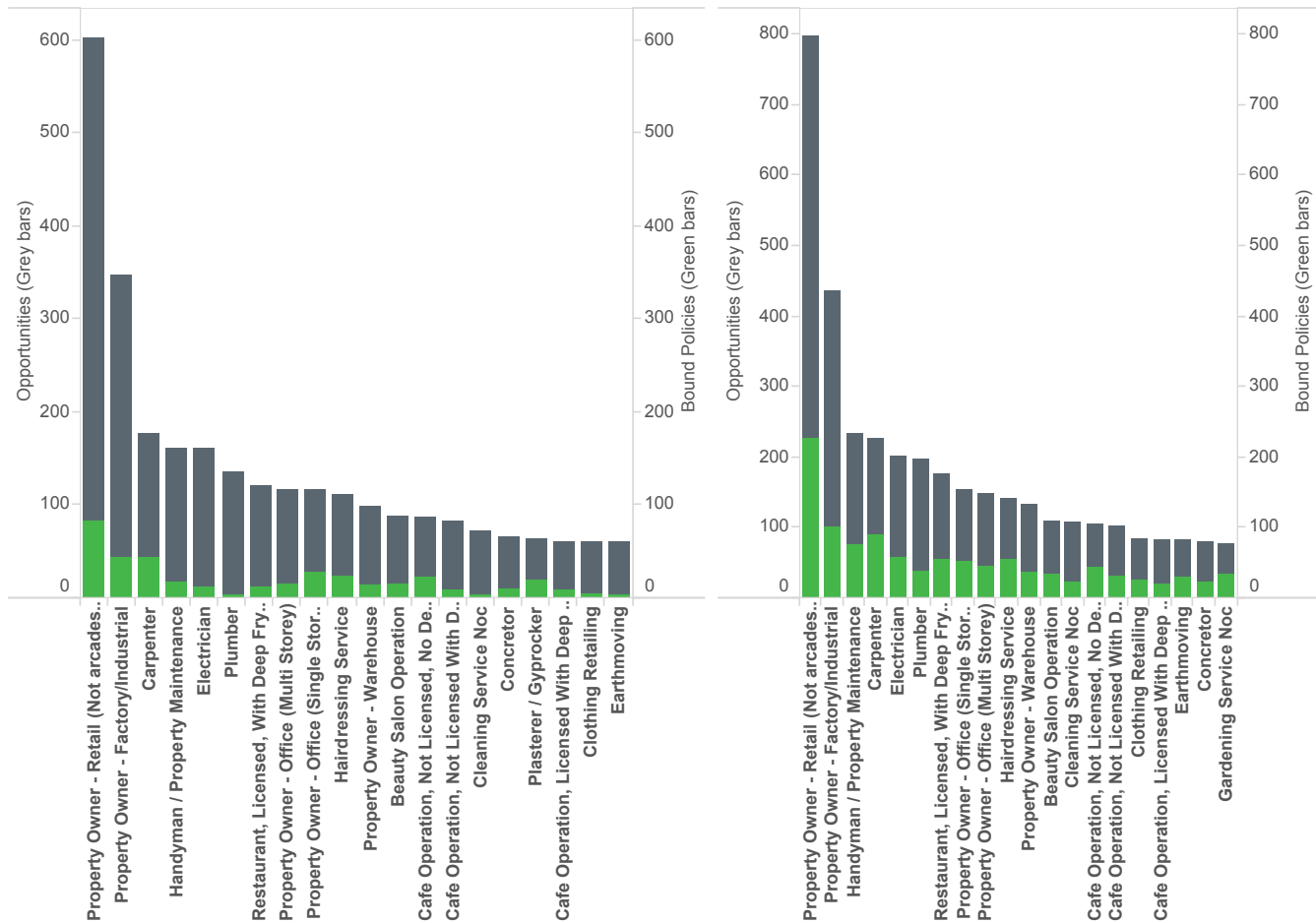


Demographics

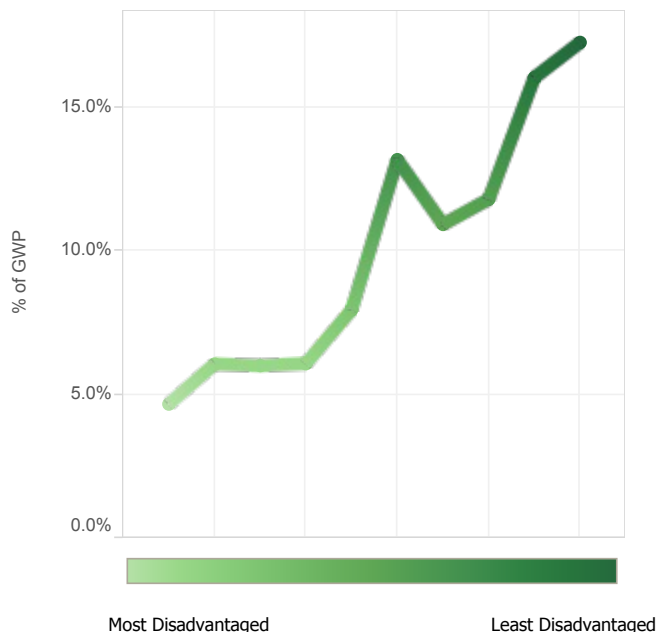


February 2017

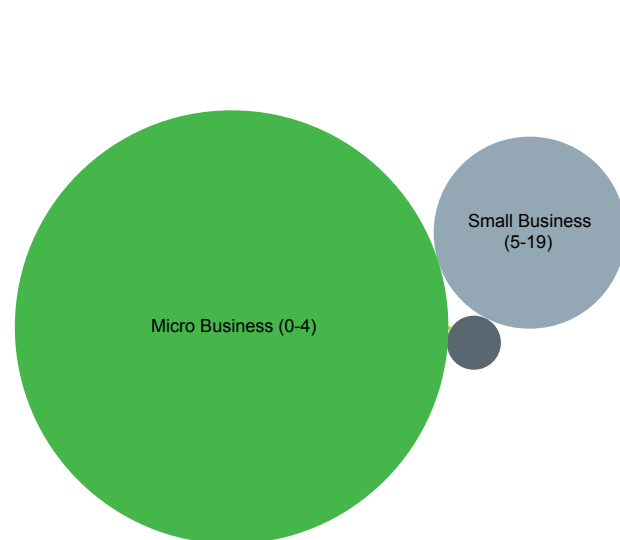
CALIBRE Opportunities vs Bound Policies by Top Occupations, All Insurers Opportunities vs Bound Policies by Top Occupations, February 2017



CALIBRE GWP by Socio-Economic Indexes, YTD



CALIBRE Bound Policies by Business Size, YTD

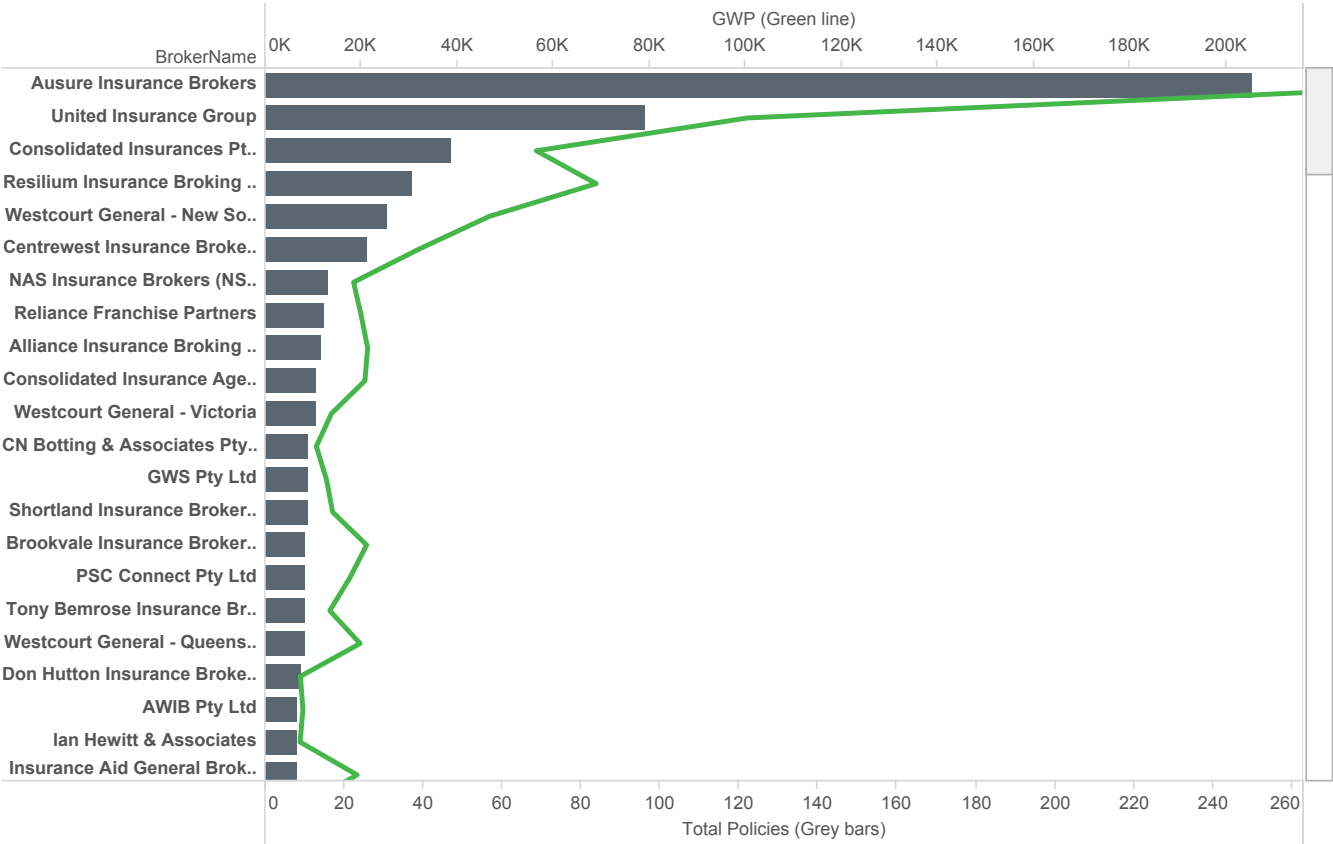


Broker Performance

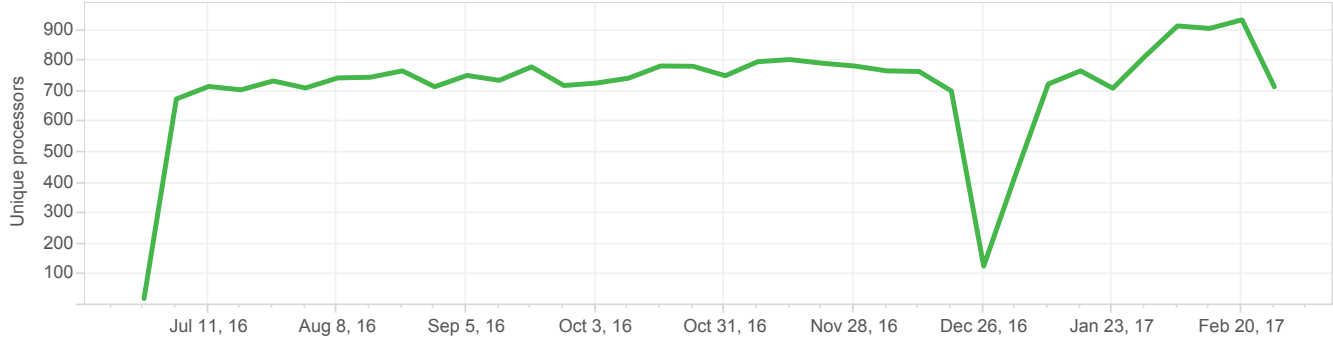


February 2017

Top Brokerage by Bound Policies and GWP, February 2017



CALIBRE Unique Processors time series, YTD



Opportunities Referral Rate, February 2017

