



Insurer Performance Report

Business Pack

November 2018

calibre
INSURANCE

Bound Gross Written Premium (GWP)



November 2018

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

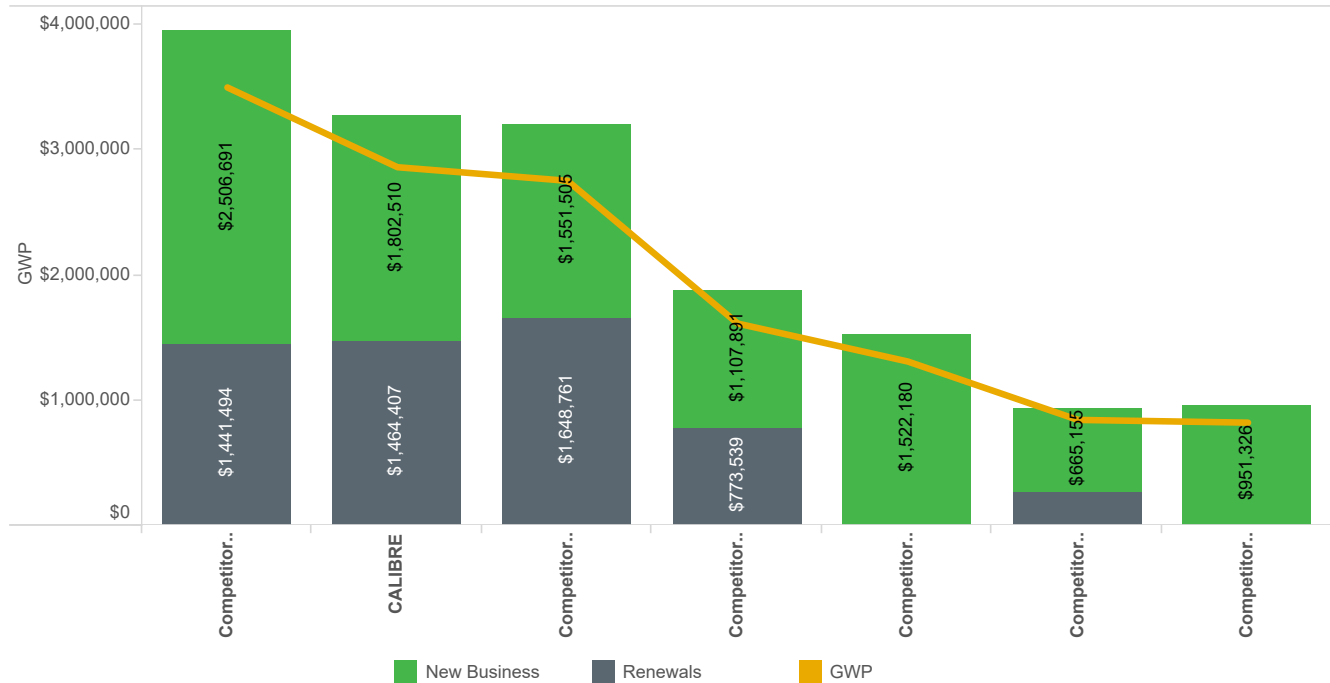
\$2,863,912

\$13,716,164

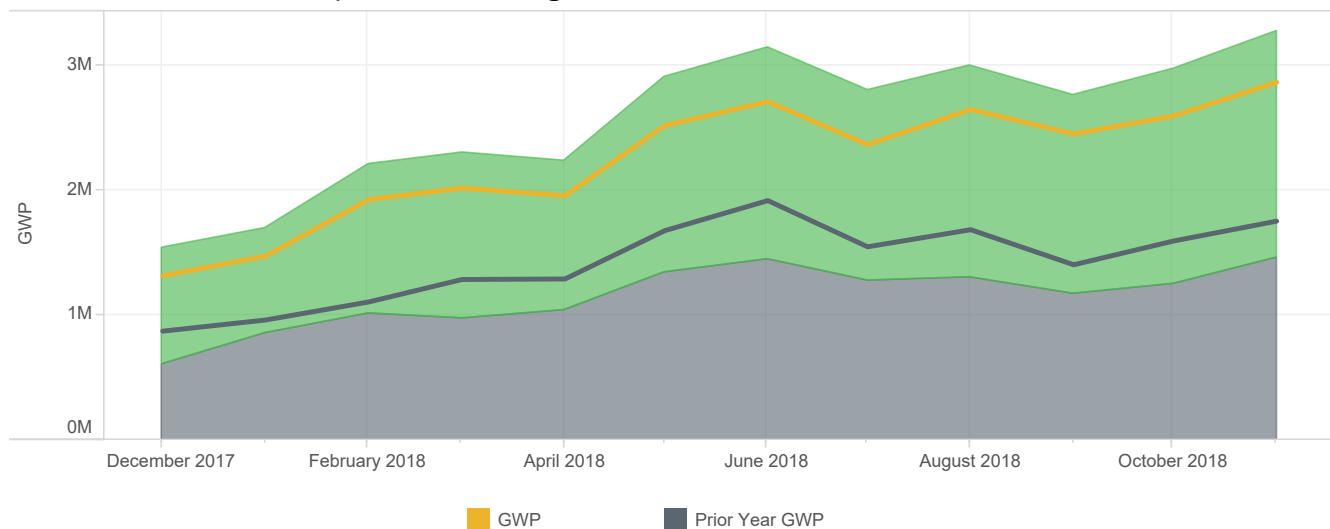
\$1,659

\$1,845

GWP All Insurers, November 2018



CALIBRE GWP Time Series, 12 Month Rolling



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

Strike Rate

November 2018

CALIBRE Opportunities

CALIBRE Opportunities Won

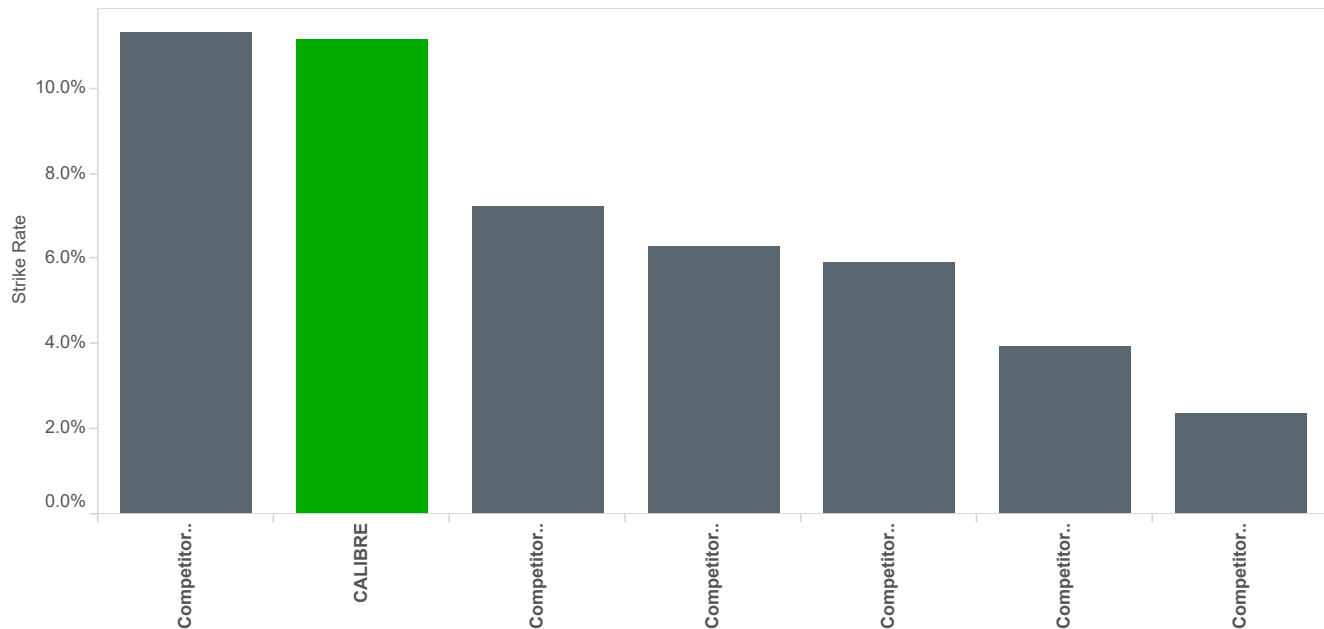
CALIBRE Strike Rate

17,677

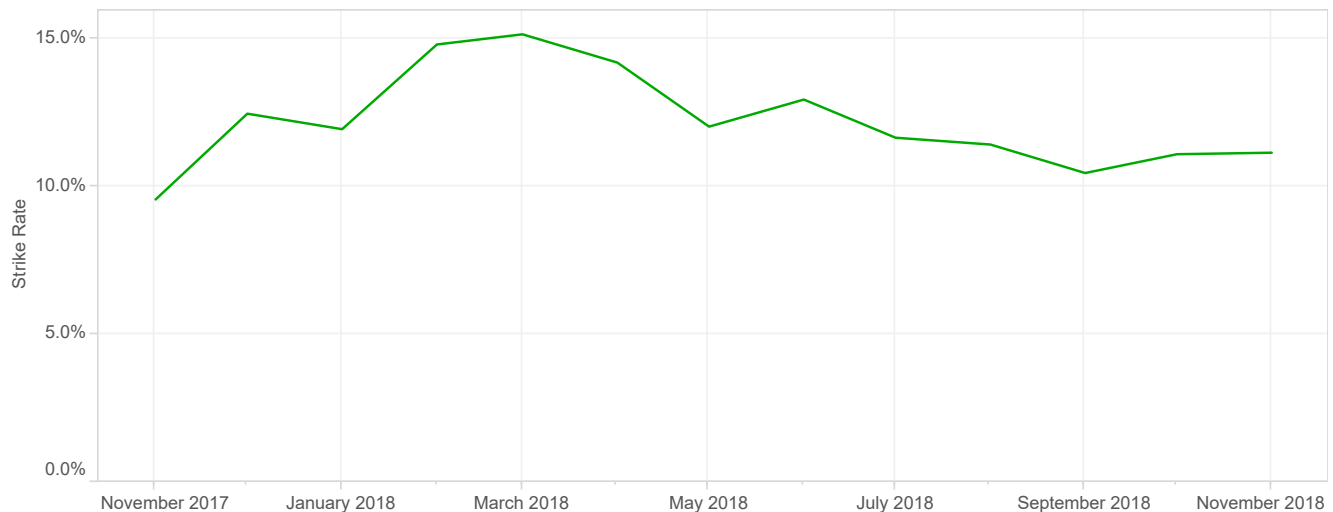
1,968

11.13%

All Insurers, Strike Rate November 2018



CALIBRE Strike Rate, 12 Month Rolling

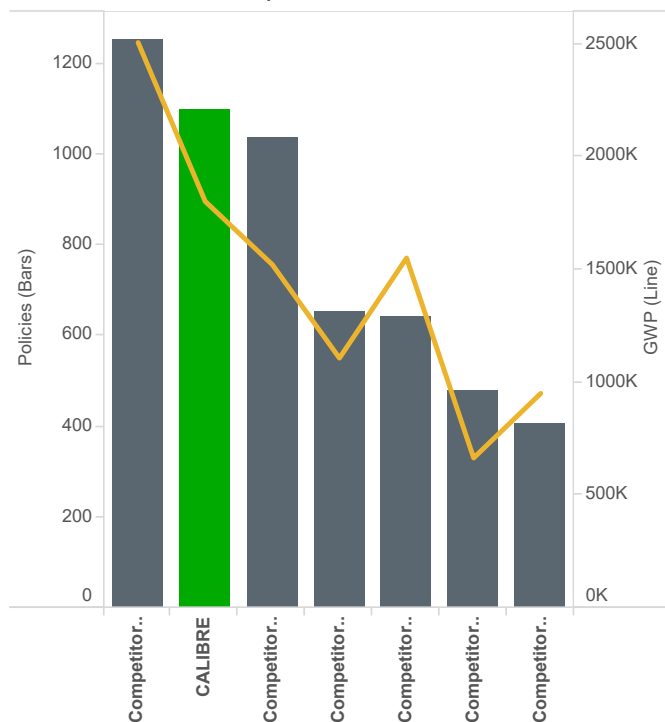


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

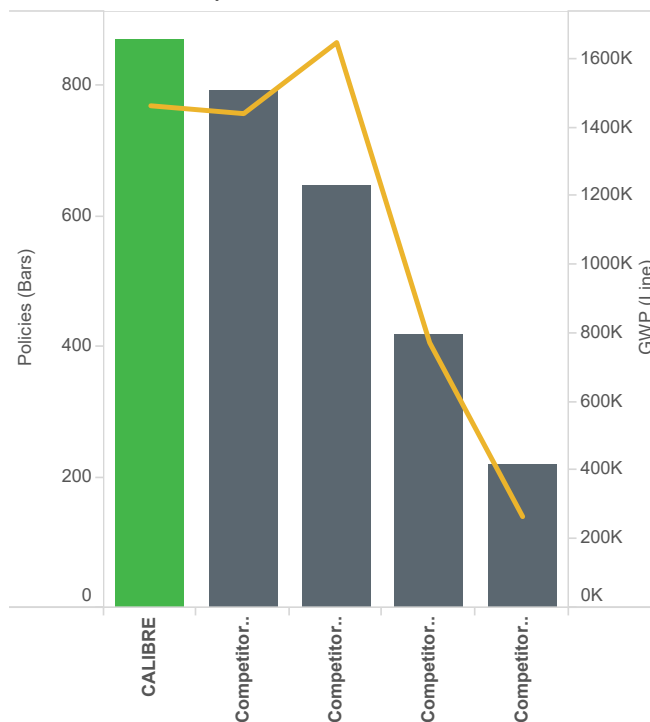
Bound Transactions

November 2018

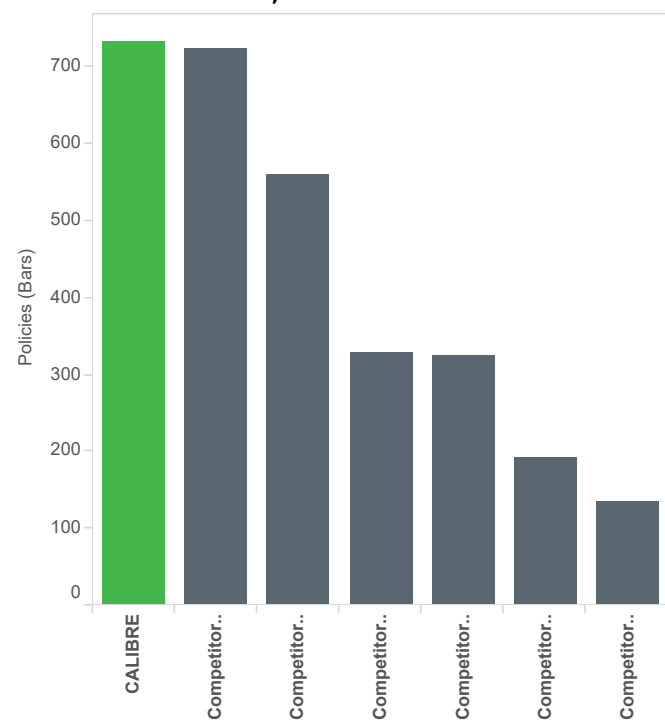
Bound New Business, November 2018



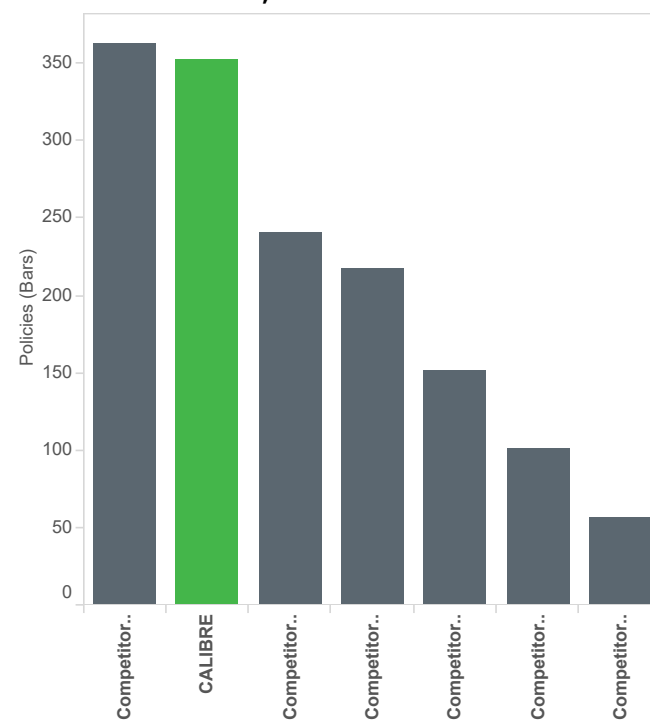
Bound Renewals, November 2018



Bound Endorsements, November 2018



Bound Cancellations, November 2018

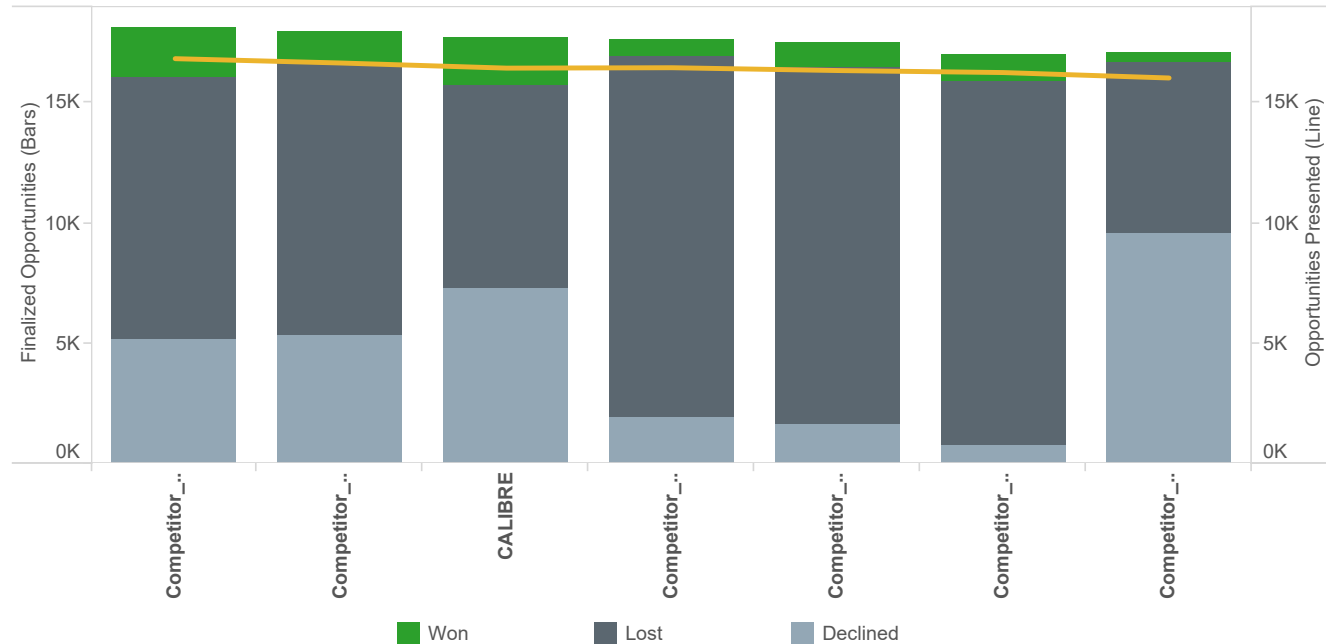


Finalized Opportunities



November 2018

Finalized Opportunities vs Opportunities Presented, November 2018



Opportunities Presented

| | ACT | NSW | NT | QLD | SA | TAS | VIC | WA | Total |
|---------------|-----|-------|----|-------|-----|-----|-------|-------|--------|
| Opportunities | 88 | 5,941 | 1 | 2,449 | 447 | 486 | 5,328 | 1,707 | 16,447 |

Opportunities Finalized

| | ACT | NSW | NT | QLD | SA | TAS | VIC | WA | Total |
|---------------|-----|-------|----|-------|-----|-----|-------|-------|--------|
| Opportunities | 79 | 6,339 | 5 | 2,483 | 436 | 497 | 5,981 | 1,857 | 17,677 |

Opportunities Won

| | ACT | NSW | QLD | SA | TAS | VIC | WA | Total |
|---------------------|----------|-------------|-----------|----------|----------|-------------|-----------|-------------|
| Opportunities | 9 | 740 | 270 | 38 | 24 | 727 | 160 | 1,968 |
| GWP (bound) | \$10,875 | \$1,204,176 | \$446,543 | \$65,417 | \$43,762 | \$1,200,718 | \$294,244 | \$3,265,735 |
| Average GWP (bound) | \$1,208 | \$1,627 | \$1,654 | \$1,722 | \$1,823 | \$1,652 | \$1,839 | \$1,659 |

Opportunities Lost

| | ACT | NSW | NT | QLD | SA | TAS | VIC | WA | Total |
|----------------------|----------|-------------|-----|-------------|-----------|-----------|-------------|-------------|--------------|
| Opportunities | 32 | 3,034 | 2 | 1,006 | 195 | 208 | 3,022 | 874 | 8,373 |
| GWP (quoted) | \$48,480 | \$5,967,841 | \$0 | \$1,748,655 | \$390,732 | \$328,340 | \$5,472,920 | \$1,459,041 | \$15,416,010 |
| Average GWP (quoted) | \$1,515 | \$1,967 | \$0 | \$1,738 | \$2,004 | \$1,579 | \$1,811 | \$1,669 | \$1,841 |

Opportunities Declined

| | ACT | NSW | NT | QLD | SA | TAS | VIC | WA | Total |
|---------------|-----|-------|----|-------|-----|-----|-------|-----|-------|
| Opportunities | 38 | 2,565 | 3 | 1,207 | 202 | 265 | 2,232 | 823 | 7,335 |

Excludes endorsements and cancellations.

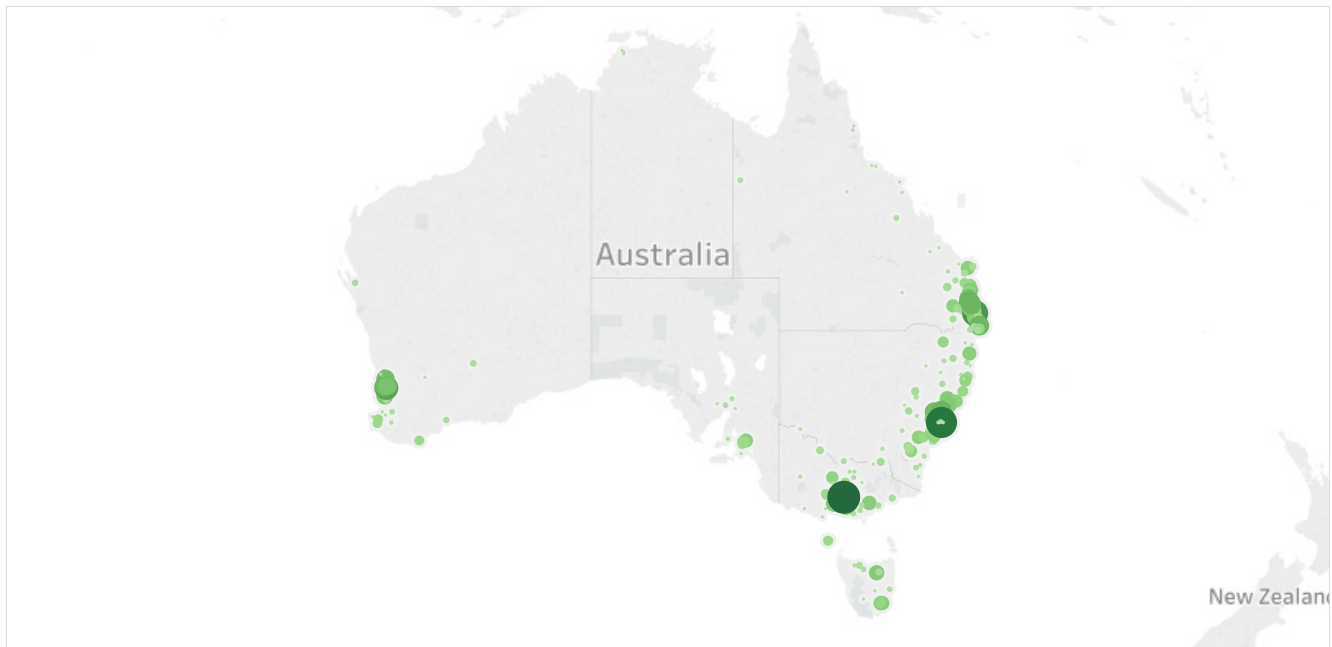
State Activity

November 2018

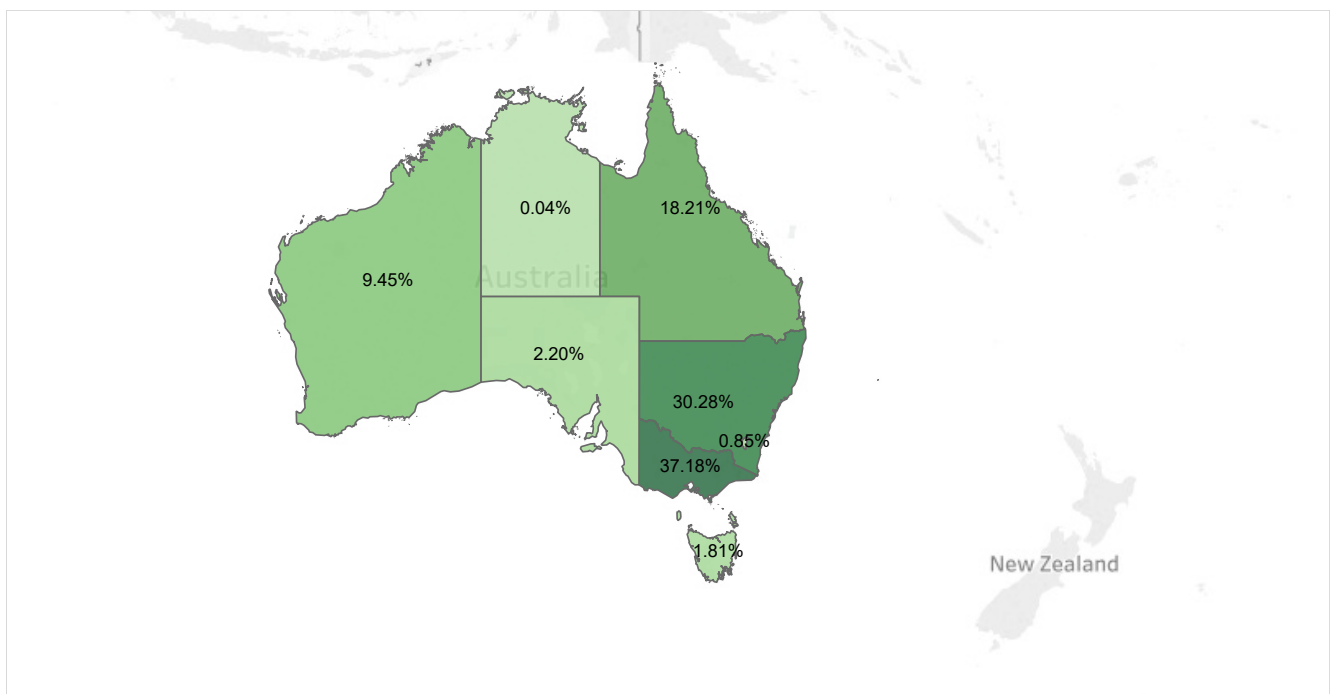
GWP by State, November 2018

| | ACT | NSW | NT | QLD | SA | TAS | VIC | WA | Grand Total |
|--------------|----------|-----------|---------|-----------|----------|----------|-------------|-----------|-------------|
| New Business | \$11,335 | \$496,739 | \$844 | \$347,456 | \$30,603 | \$44,106 | \$708,672 | \$162,753 | \$1,802,510 |
| Renewals | \$16,288 | \$492,373 | \$383 | \$247,301 | \$41,281 | \$15,000 | \$505,946 | \$145,837 | \$1,464,407 |
| Total | \$27,623 | \$989,112 | \$1,227 | \$594,757 | \$71,884 | \$59,106 | \$1,214,618 | \$308,590 | \$3,266,917 |

Bound Policies by Post Code, November 2018

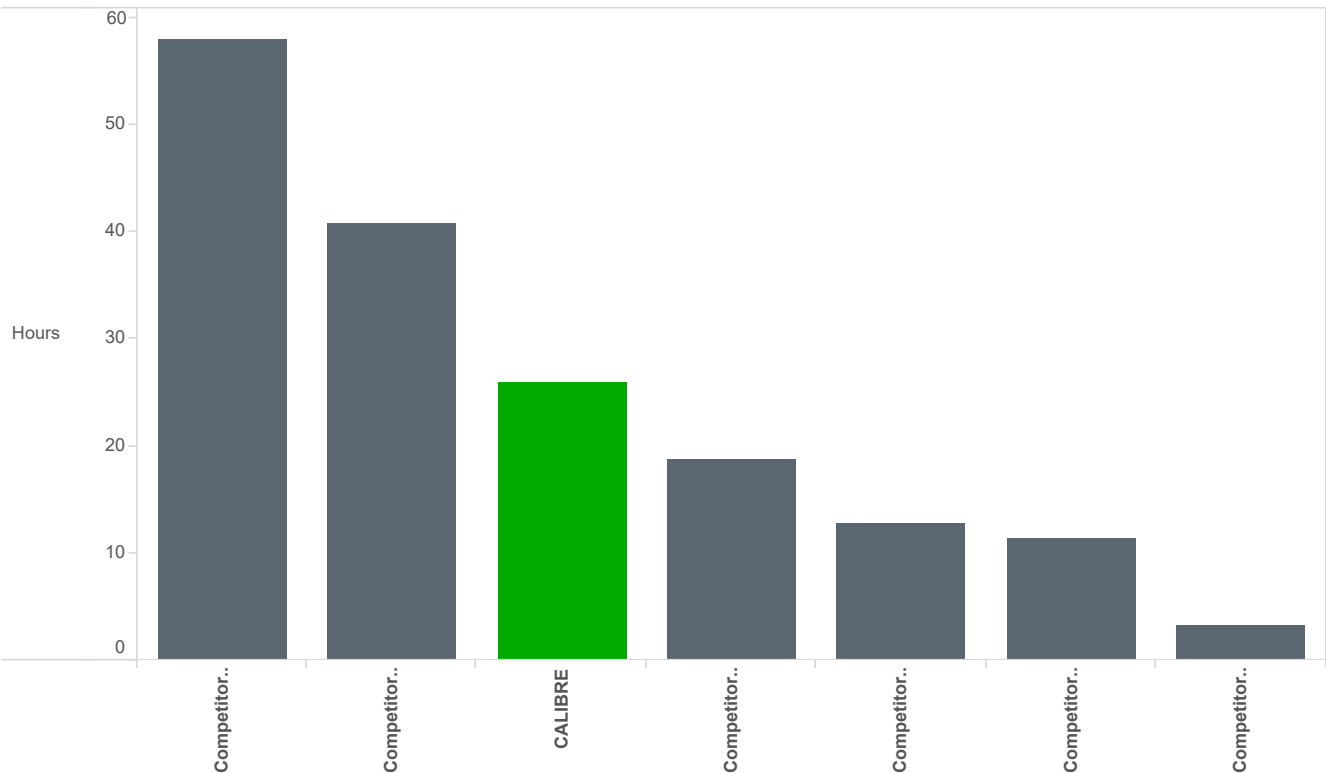


GWP Split by State, November 2018

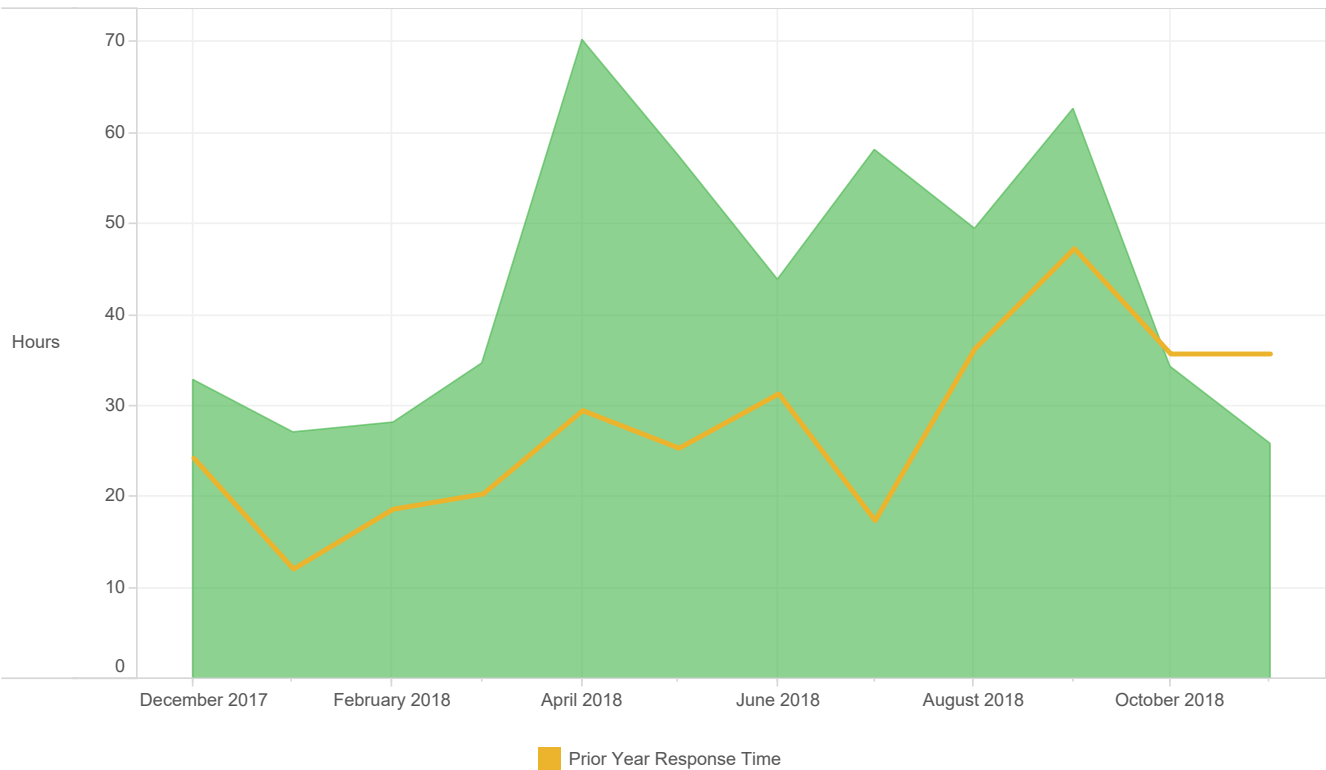


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

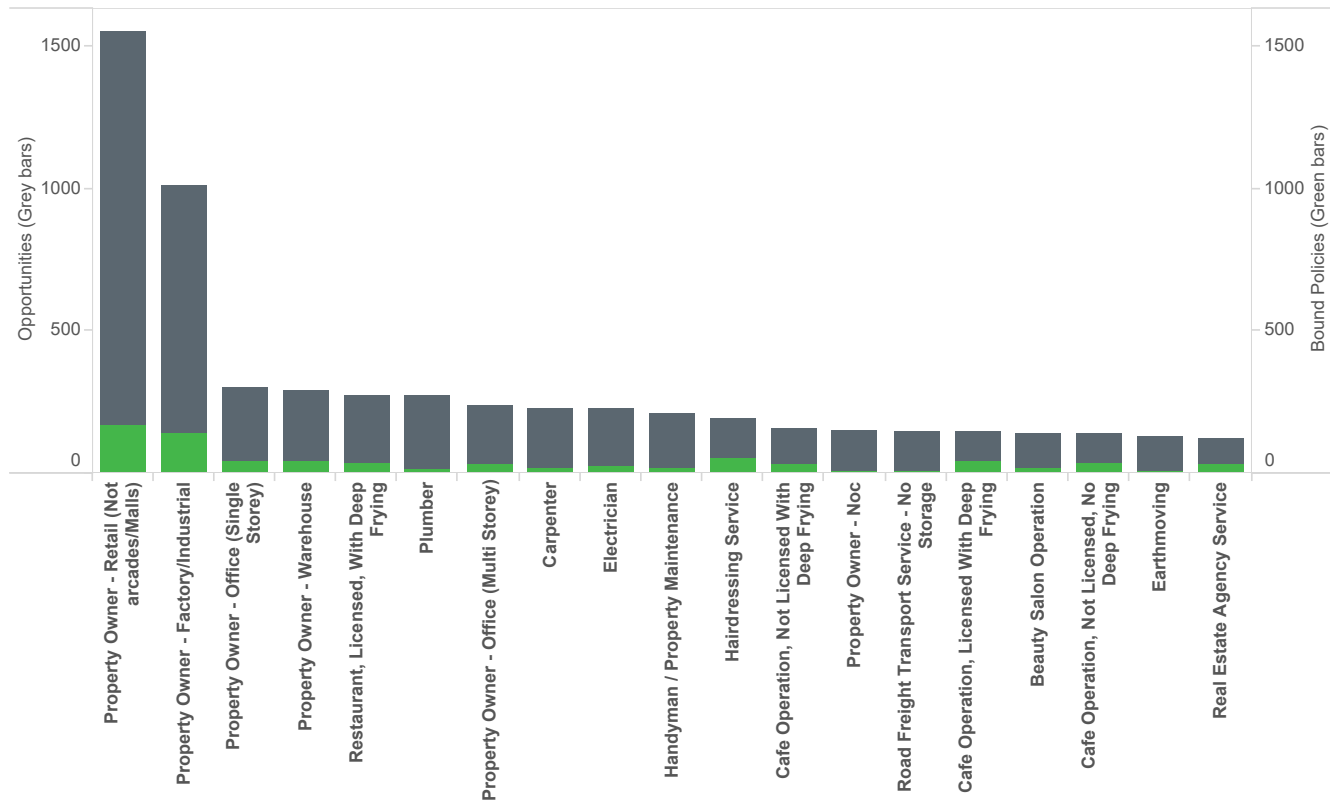
Average Referral Response Time, November 2018



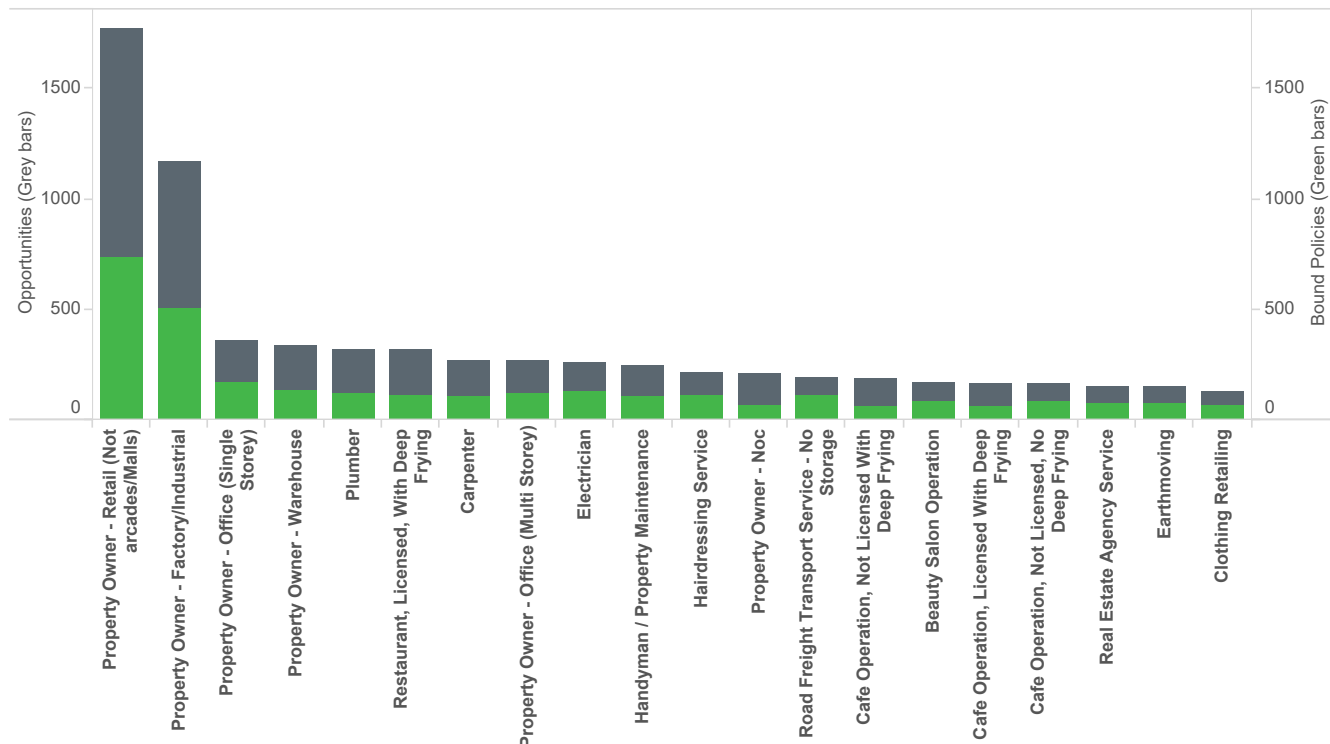
CALIBRE Average Referral Response Time Series, 12 Month Rolling



CALIBRE Opportunities vs Bound Policies by Top Occupations, November 2018



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



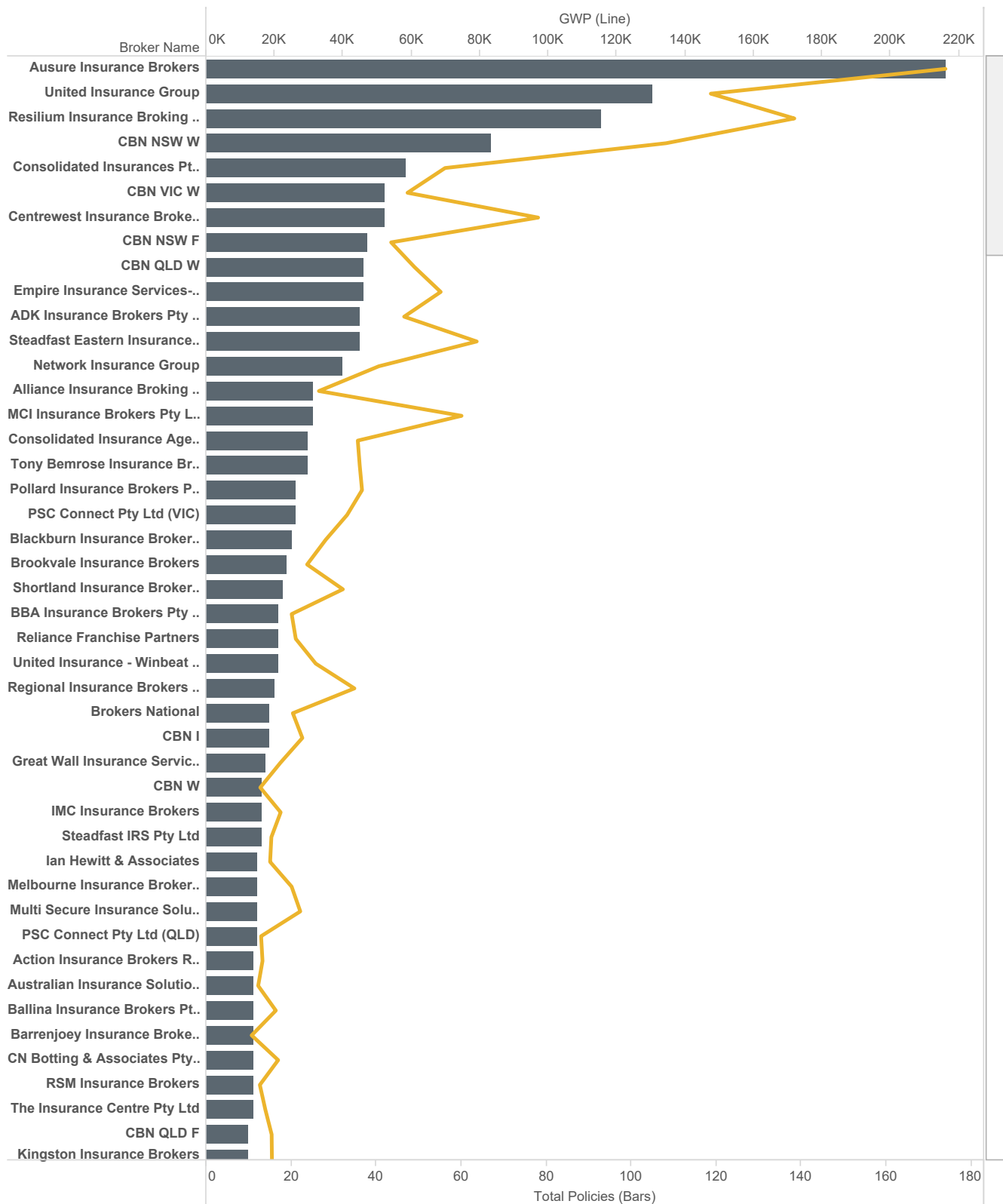
Shows the occupations of new business and renewal opportunities finalized during the reporting period.

Broker Performance



November 2018

Top Brokerage by Bound Policies and GWP, November 2018



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