



Insurer Performance Report

Business Pack

December 2017

calibre
INSURANCE

Bound Gross Written Premium (GWP)



December 2017

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

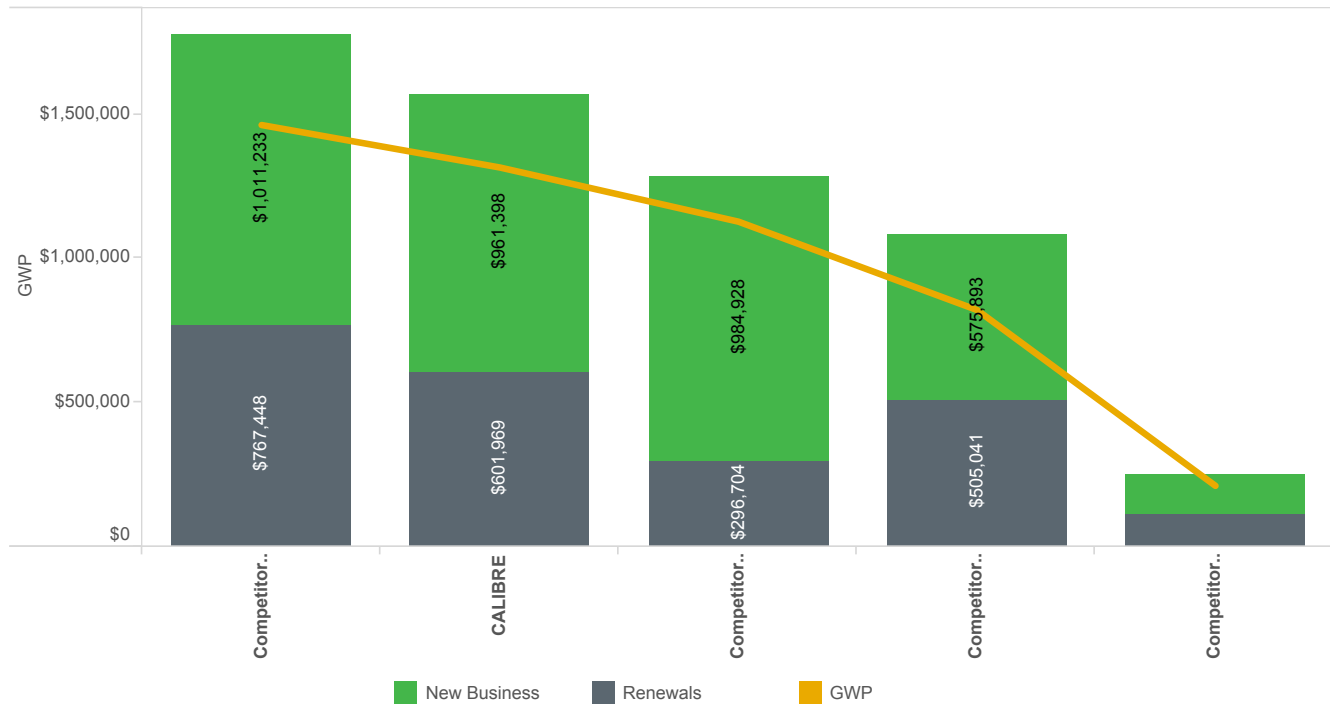
\$1,315,406

\$4,939,113

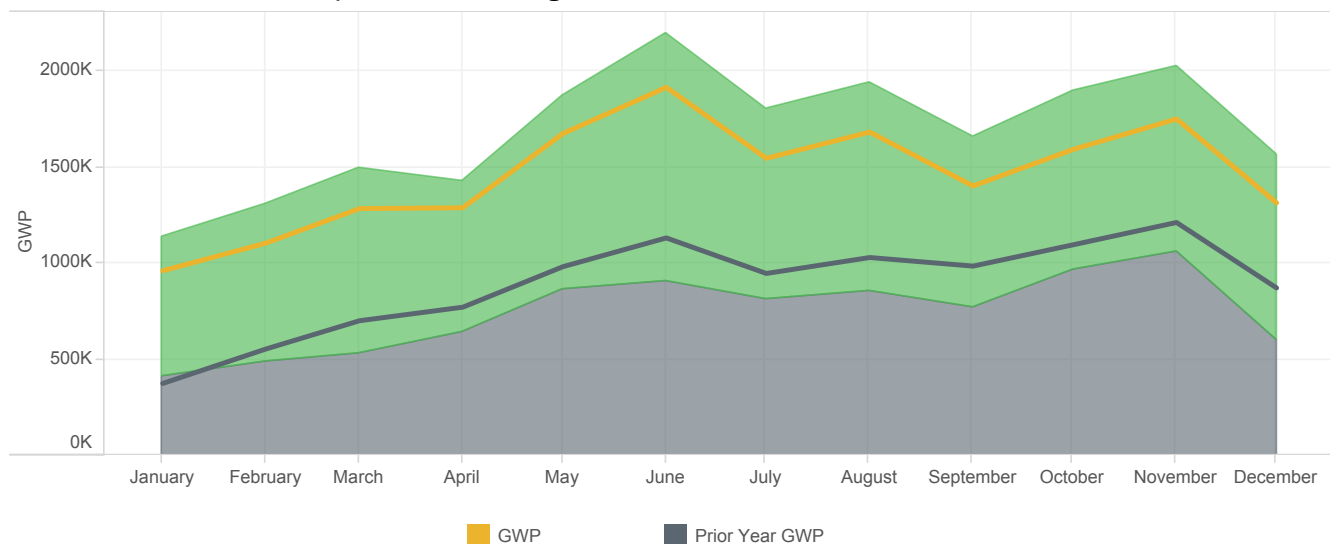
\$1,066

\$1,220

GWP All Insurers, December 2017



CALIBRE GWP Time Series, 12 Month Rolling



Strike Rate



December 2017

CALIBRE Opportunities

CALIBRE Bound Policies

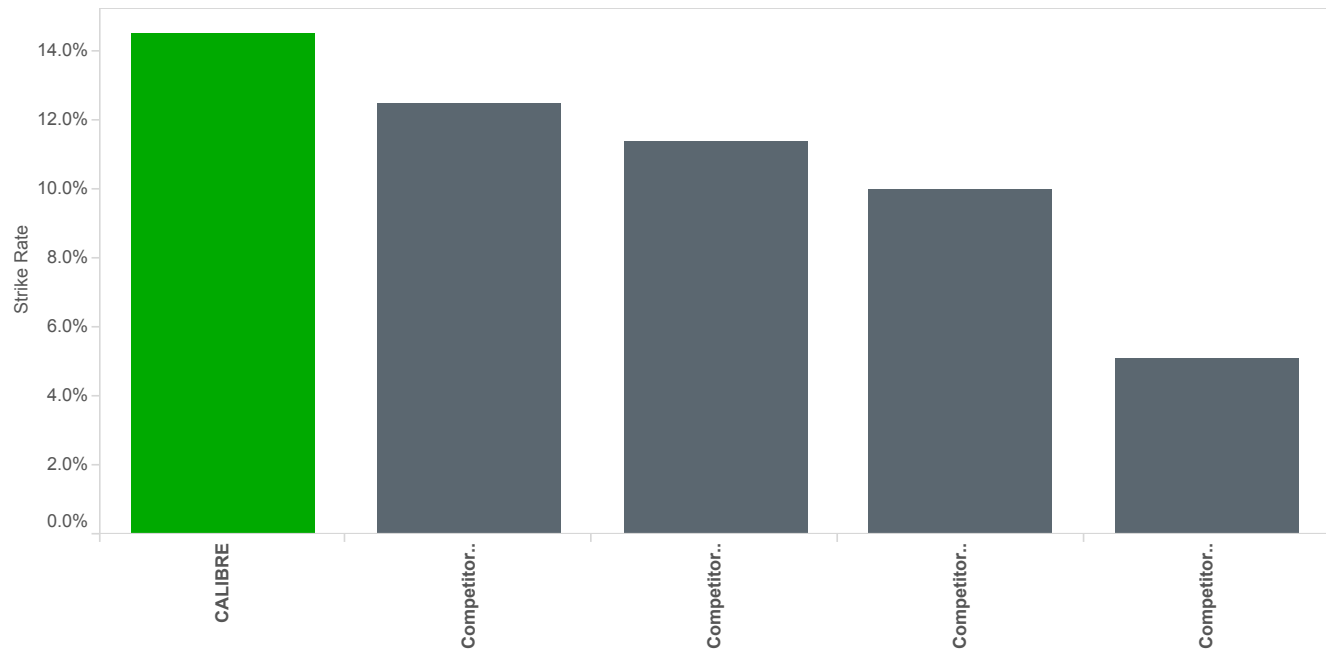
CALIBRE Strike Rate

6,731

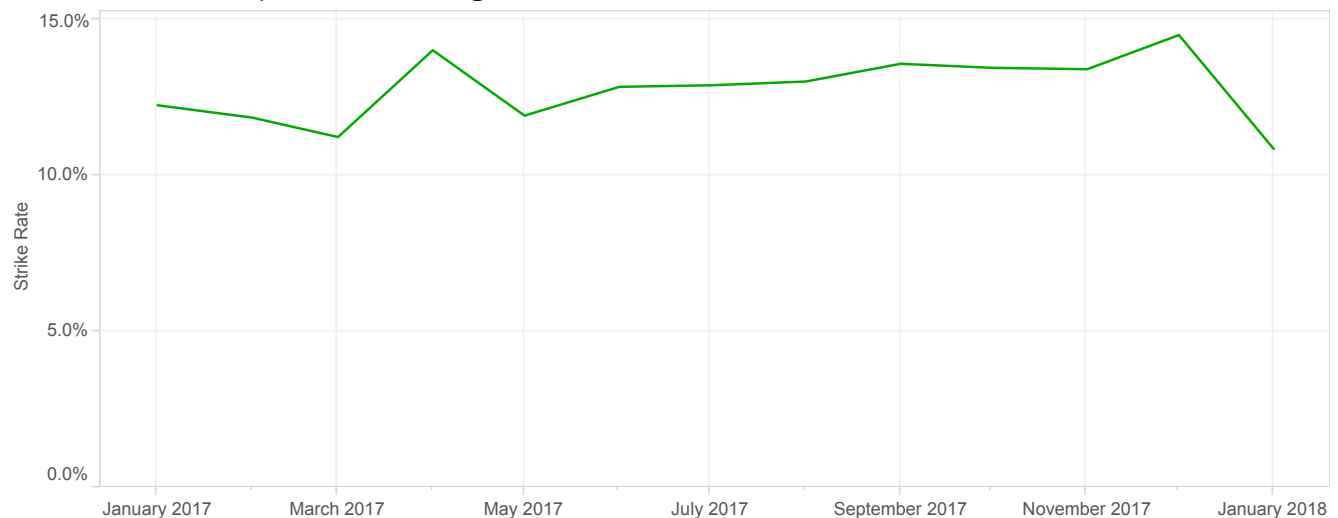
976

14.50%

All Insurers, Strike Rate December 2017



CALIBRE Strike Rate, 12 Month Rolling

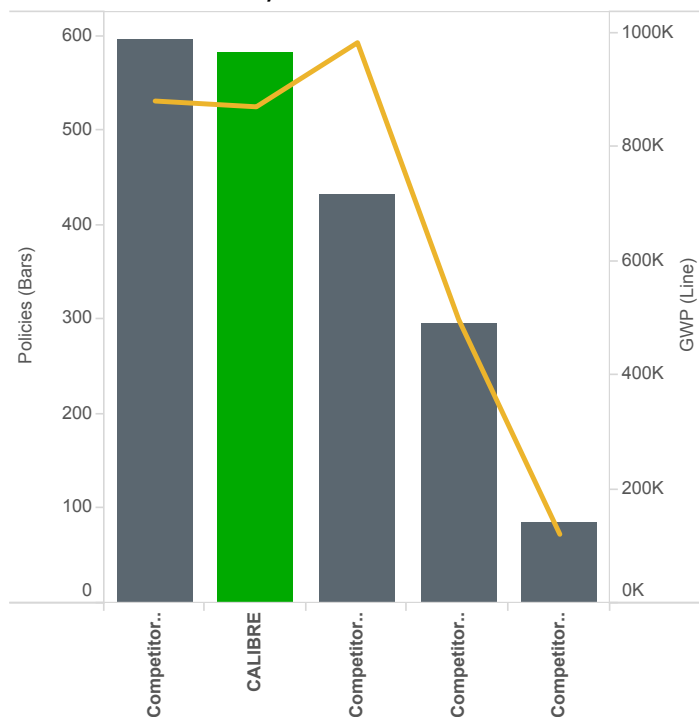


Bound Transactions

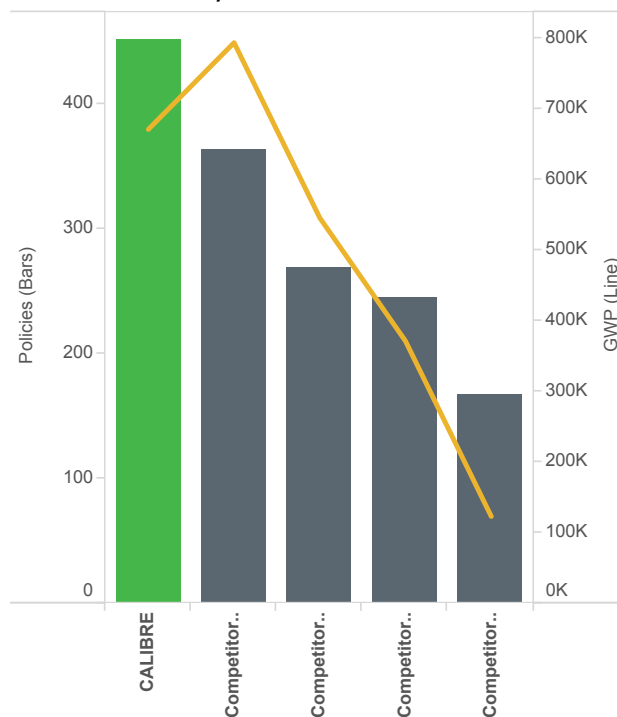


December 2017

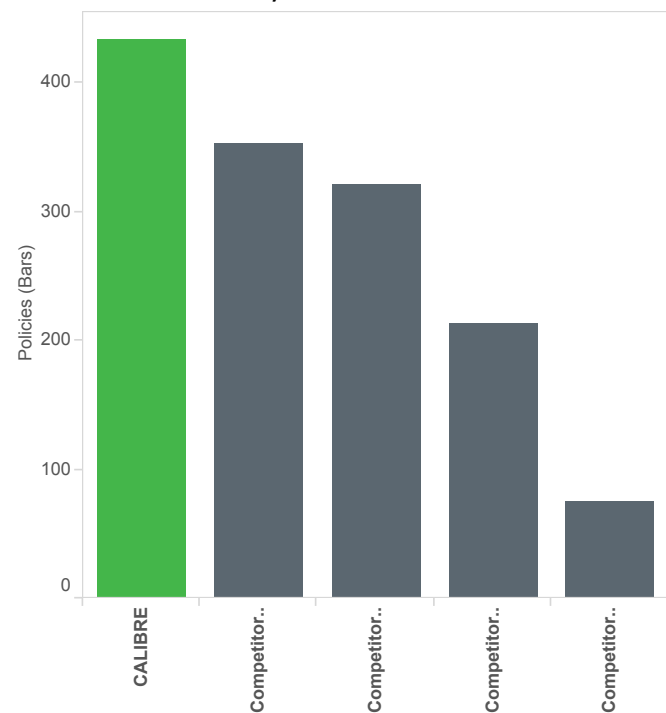
Bound New Business, December 2017



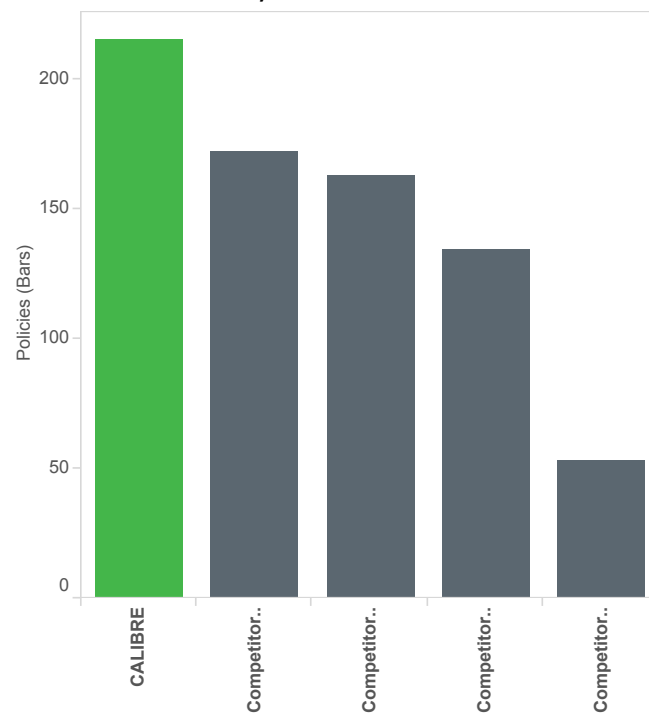
Bound Renewals, December 2017



Bound Endorsements, December 2017



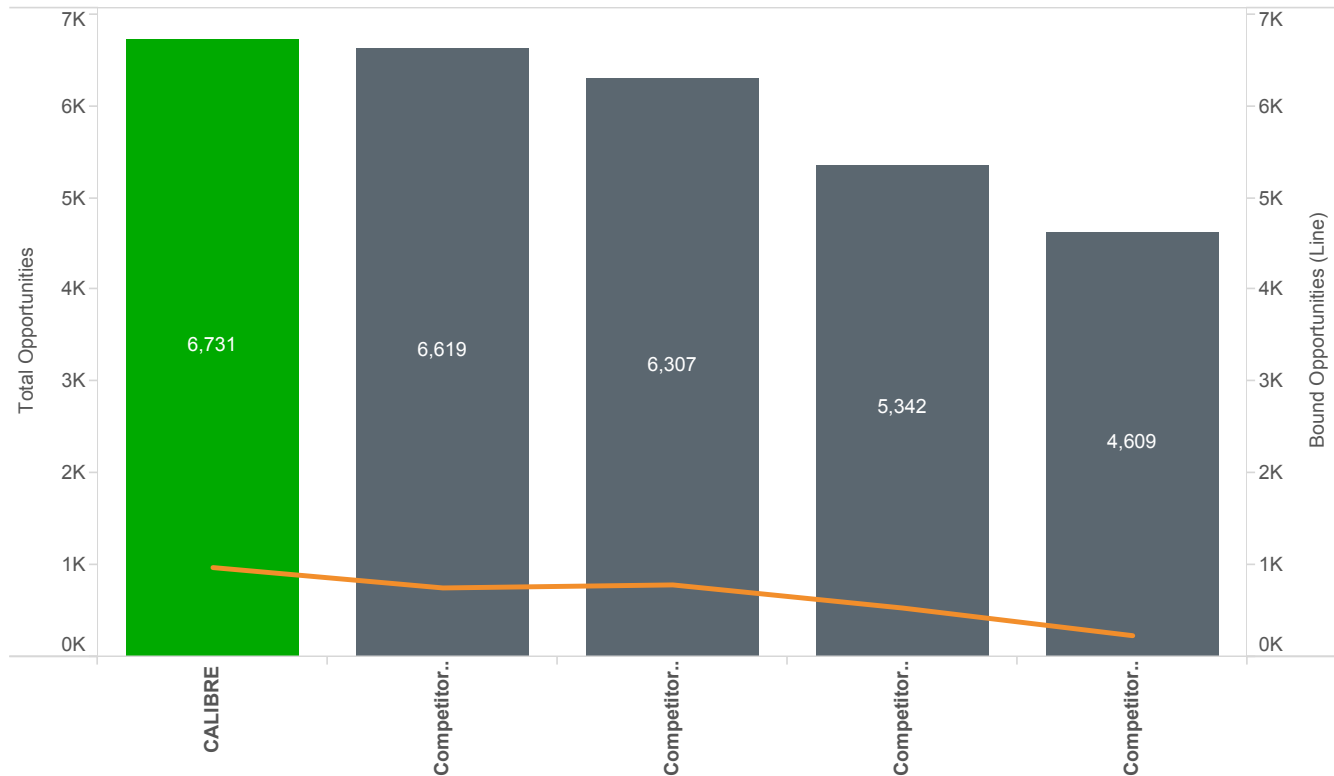
Bound Cancellations, December 2017



Opportunities and Bound Policies

December 2017

Opportunities Presented vs Bound Policies, December



Opportunities Presented, December 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	69	1,961	14	1,426	217	218	2,021	805	6,731
GWP	\$42,049	\$1,884,989	\$9,213	\$1,110,544	\$157,983	\$146,018	\$1,896,661	\$660,882	\$5,908,340
Average GWP	\$584	\$927	\$614	\$759	\$708	\$658	\$901	\$791	\$848

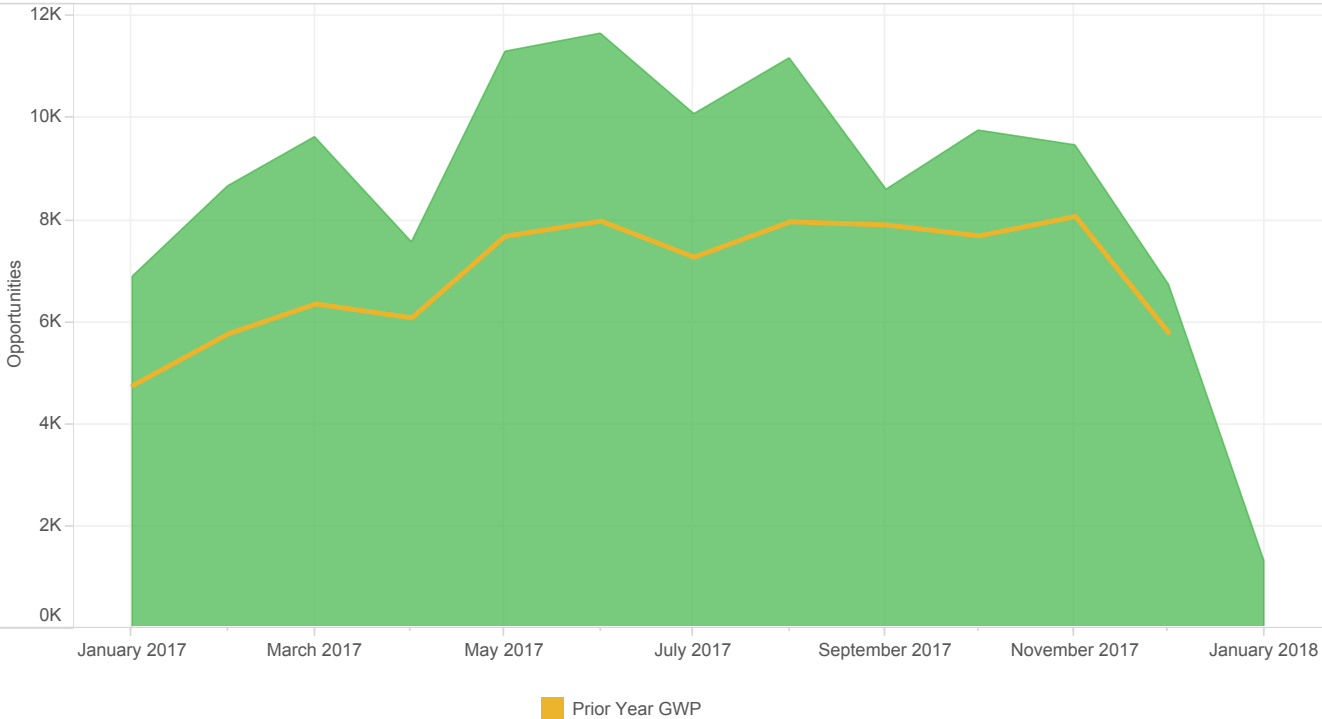
Bound Policies, December 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	10	432	1	309	53	13	703	160	1,681
BasePremiumAmo..	\$5,917	\$339,323	-\$151	\$215,678	\$48,398	\$23,212	\$545,128	\$137,901	\$1,315,406
Average GWP	\$592	\$785	-\$151	\$698	\$913	\$1,786	\$775	\$862	\$783

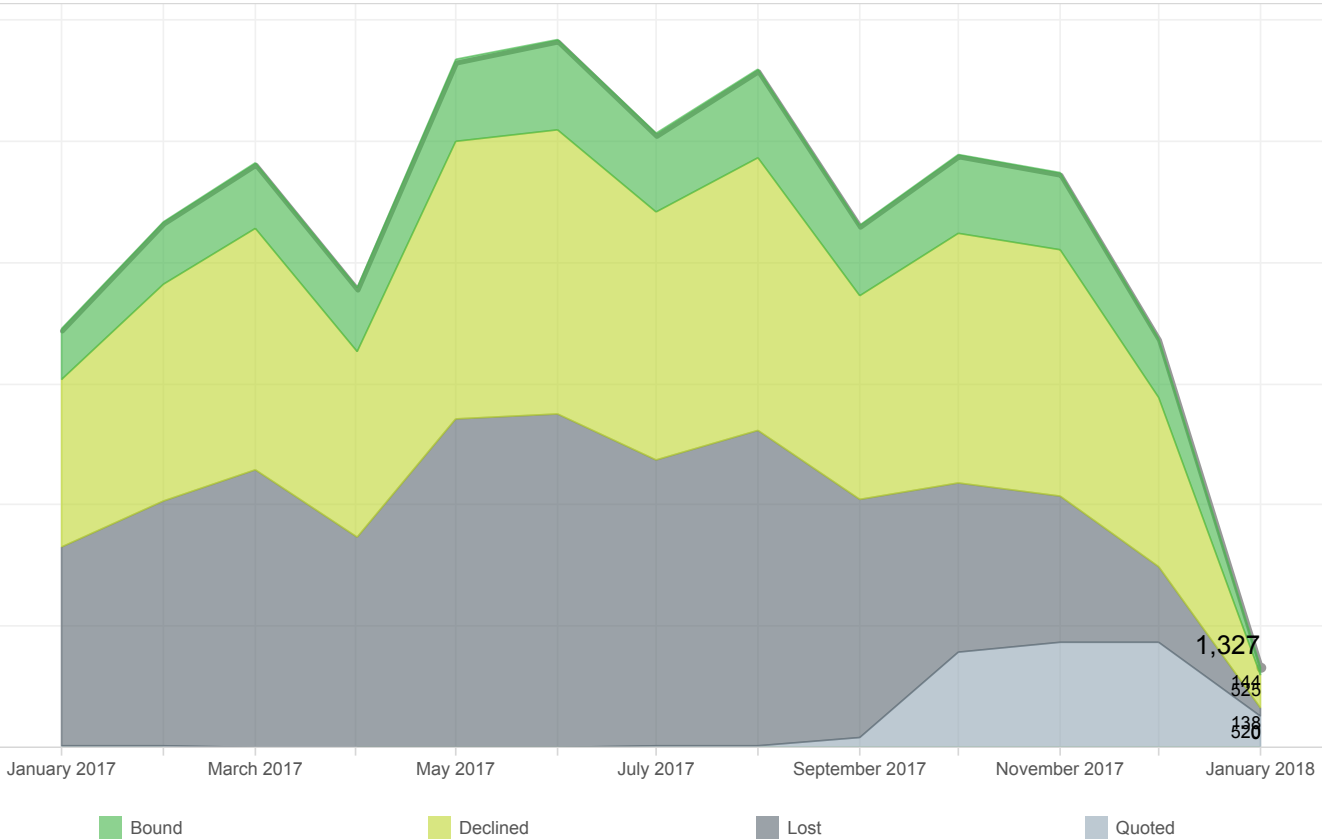
Lost Opportunities, December 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	14	349	3	231	35	42	407	171	1,252
GWP	\$10,670	\$507,274	\$949	\$341,549	\$39,857	\$58,122	\$532,037	\$223,562	\$1,714,019
Average GWP	\$762	\$1,454	\$316	\$1,479	\$1,139	\$1,384	\$1,307	\$1,307	\$1,369

CALIBRE Opportunity Time Series, 12 Month Rolling



CALIBRE Opportunity by status Time Series, 12 Month Rolling



State Activity

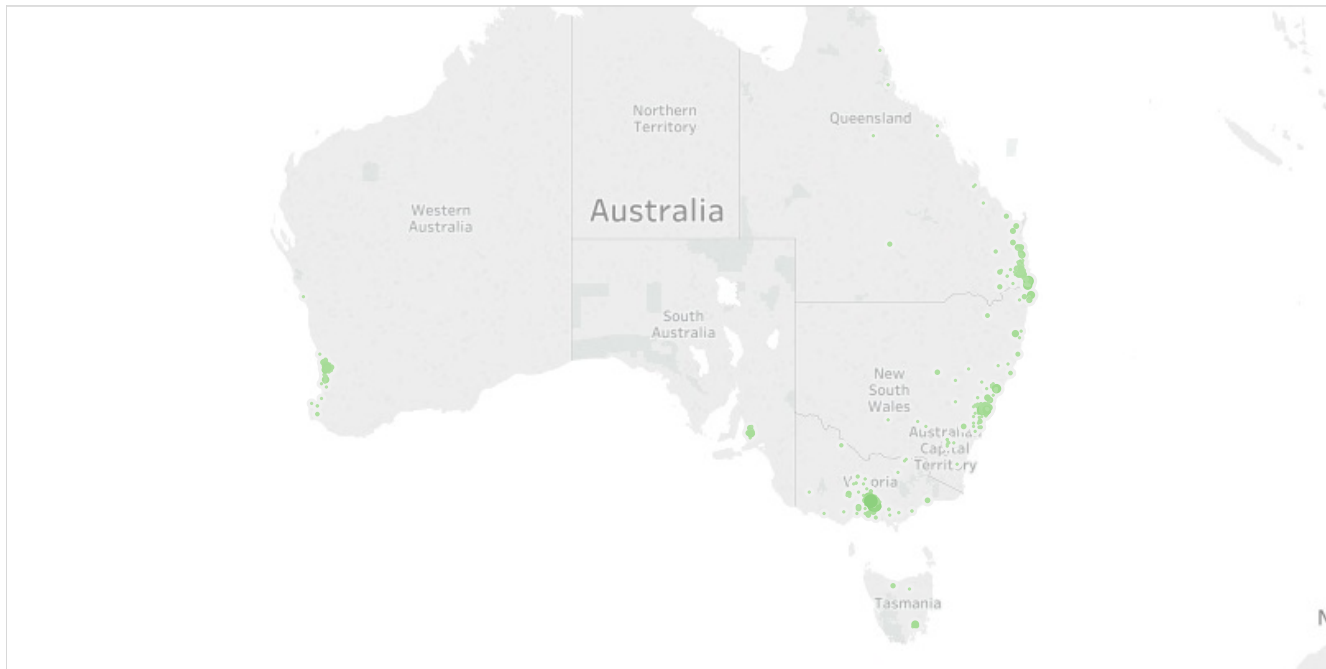


December 2017

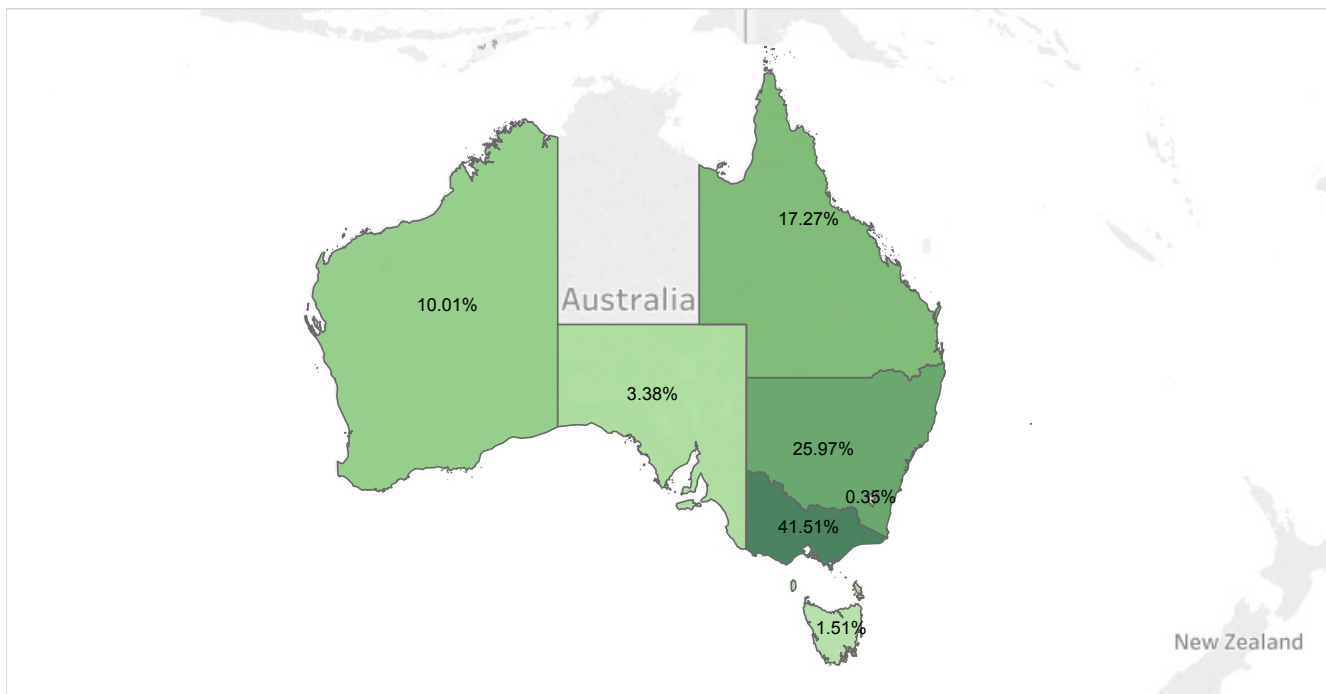
GWP by State, December 2017

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
New Business	\$4,497	\$170,594	\$128,515	\$40,327	\$18,089	\$409,606	\$98,593	\$870,220
Renewals	\$897	\$229,497	\$137,618	\$11,688	\$5,165	\$230,009	\$55,661	\$670,534
Total	\$5,394	\$400,090	\$266,133	\$52,015	\$23,254	\$639,615	\$154,253	\$1,540,754

Bound Policies by Post Code, December 2017



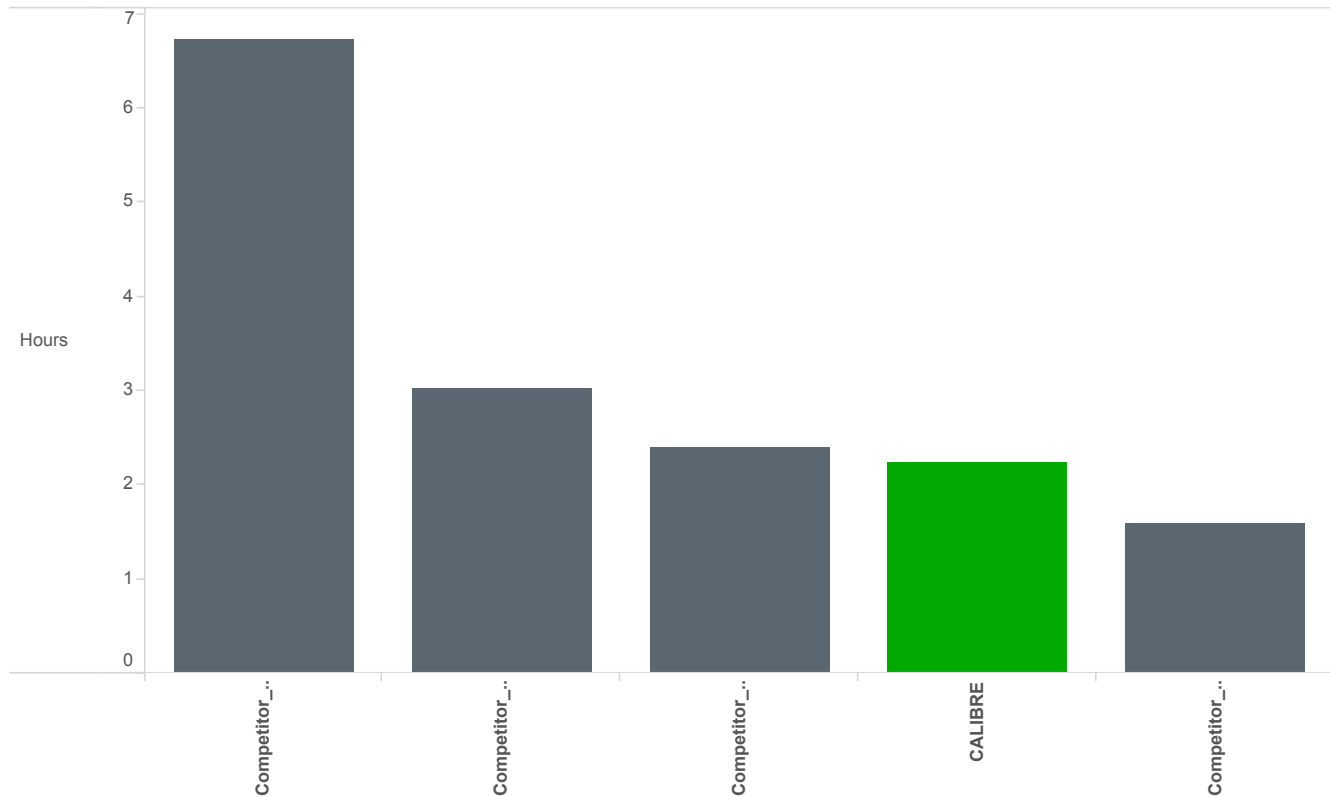
GWP Split by State, December 2017



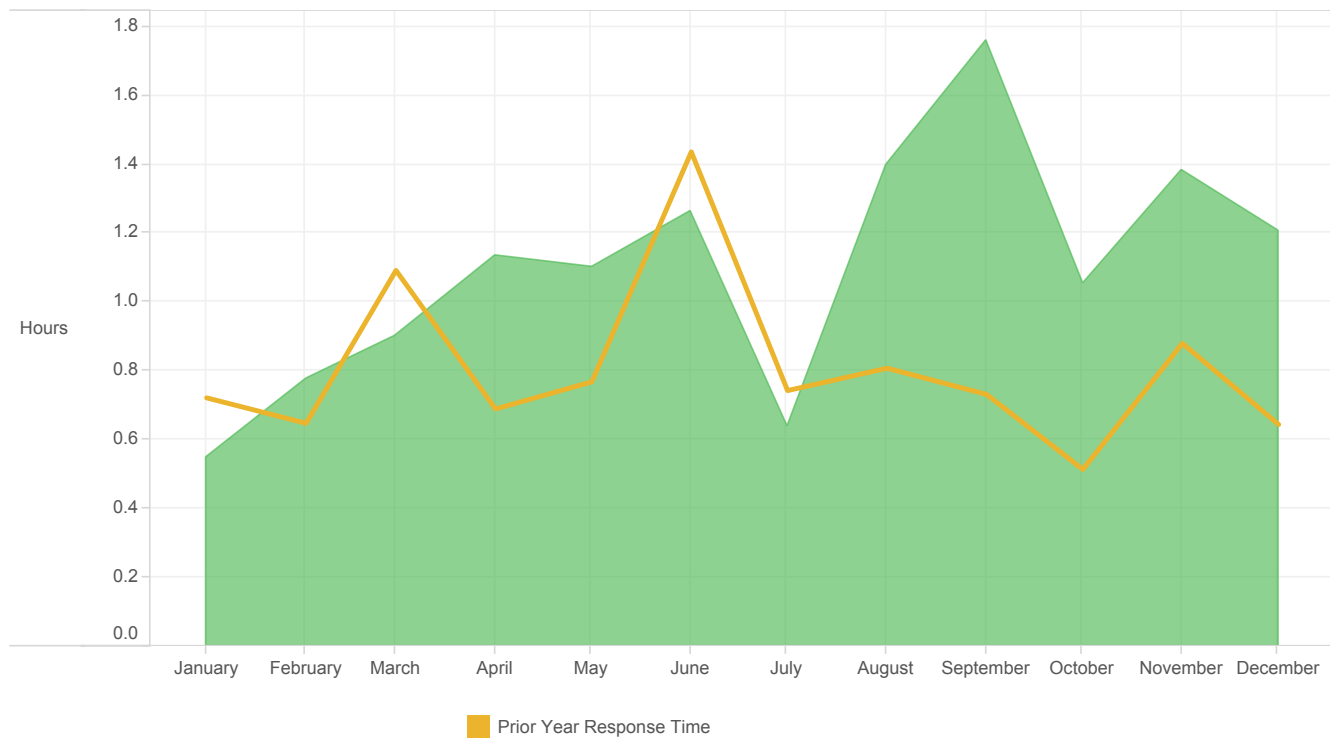
Opportunity Response Time

December 2017

Average Response Time Series, December 2017



CALIBRE Average Response Time Series, 12 Month Rolling

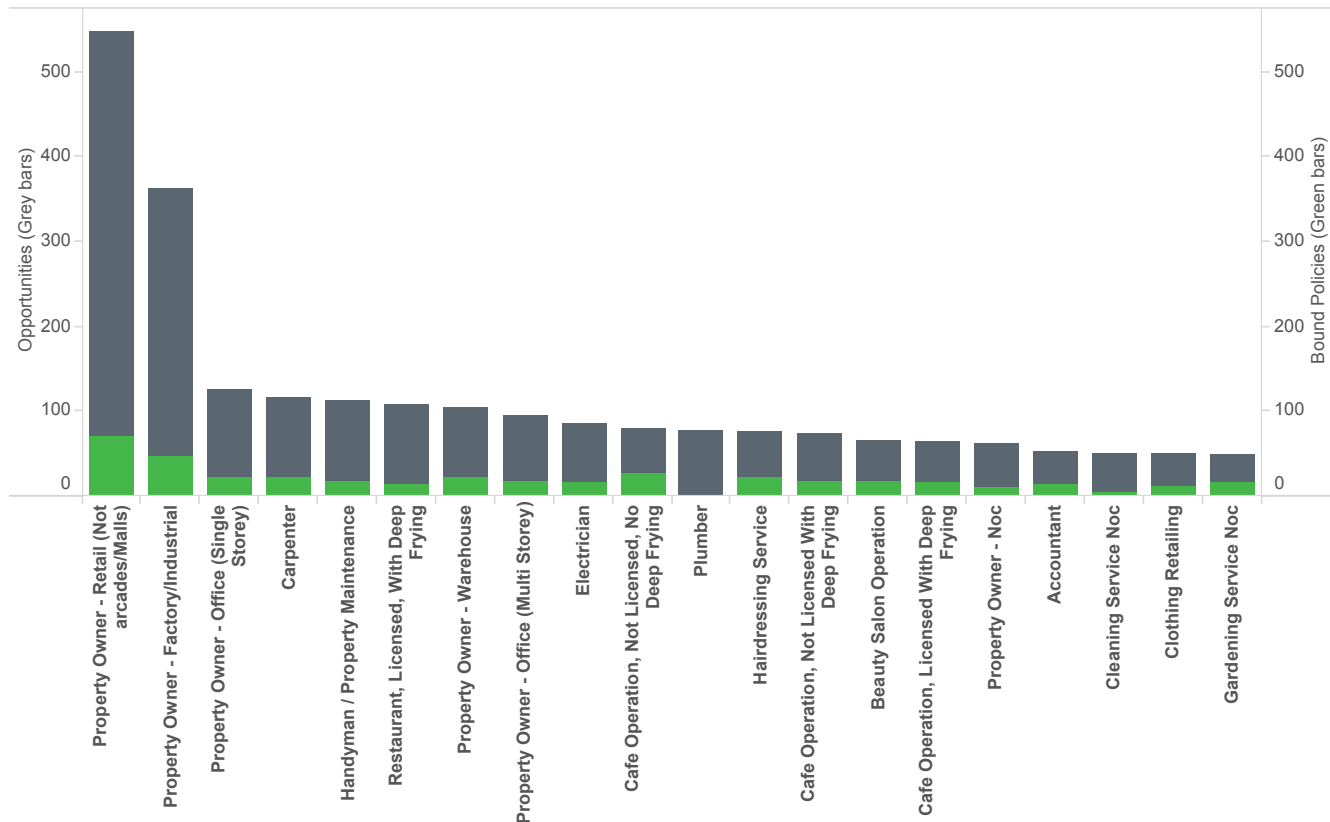


Demographics

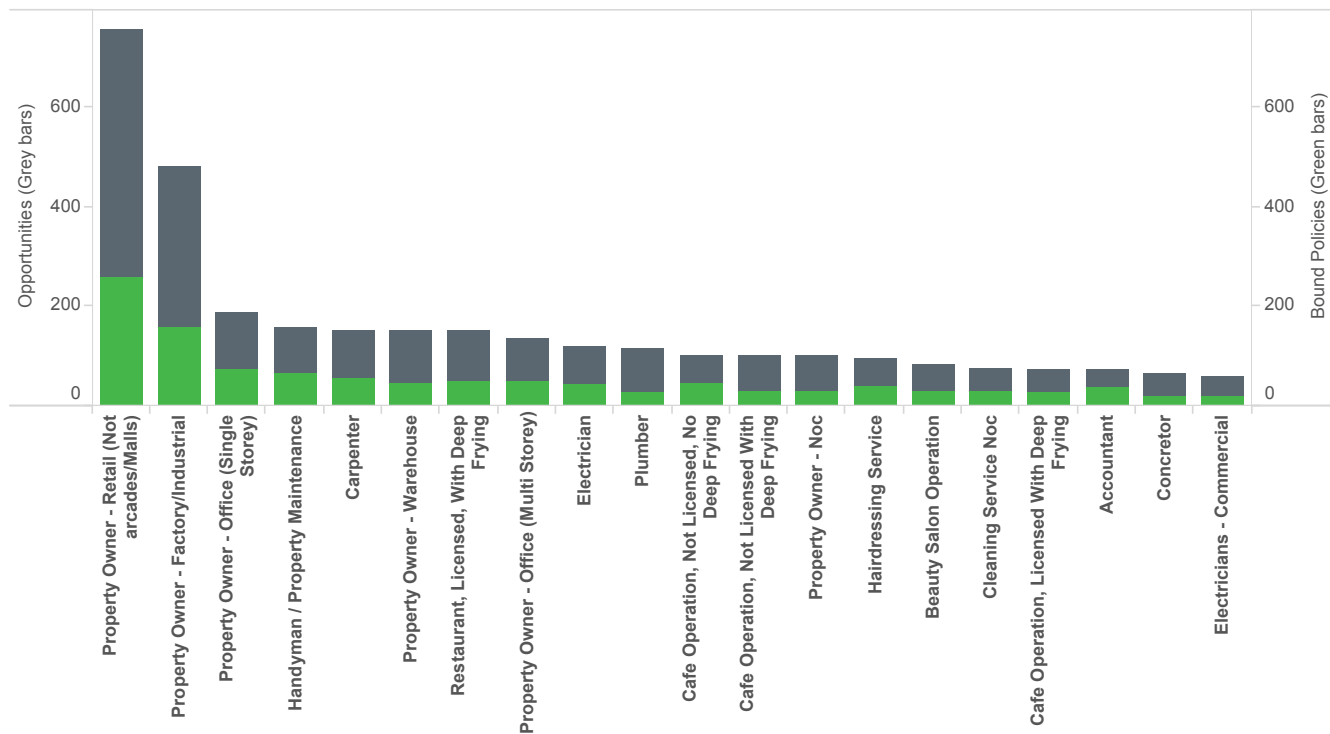


December 2017

CALIBRE Opportunities vs Bound Policies by Top Occupations, December 2017



All Insurers Opportunities vs Bound Policies by Top Occupations, December 2017



Broker Performance

December 2017

Top Brokerage by Bound Policies and GWP, December 2017

