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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**

\$3,197,026

Fiscal Year to Date Base Premium

\$25,046,268

**Rolling 12 Base Premium** 

\$49,363,886

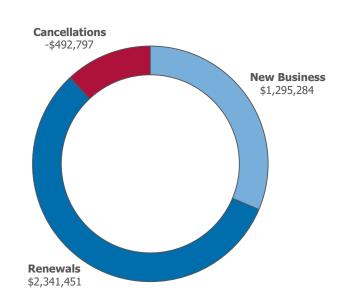
Hollard - Average Base Premium

\$1,419

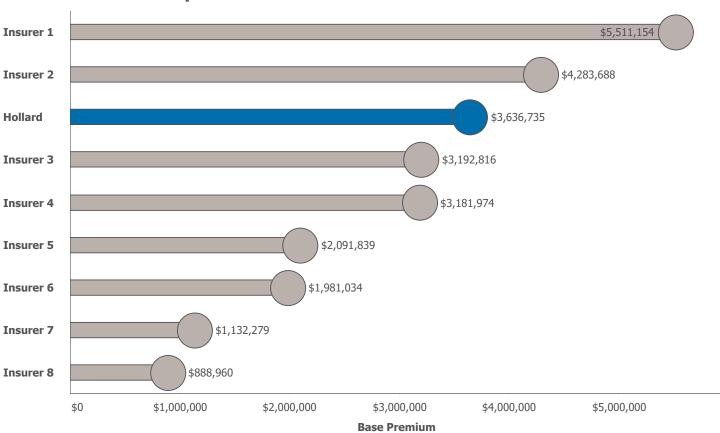
All Insurers - Average Base Premium

\$1,928

## **Transaction Type Breakdown**

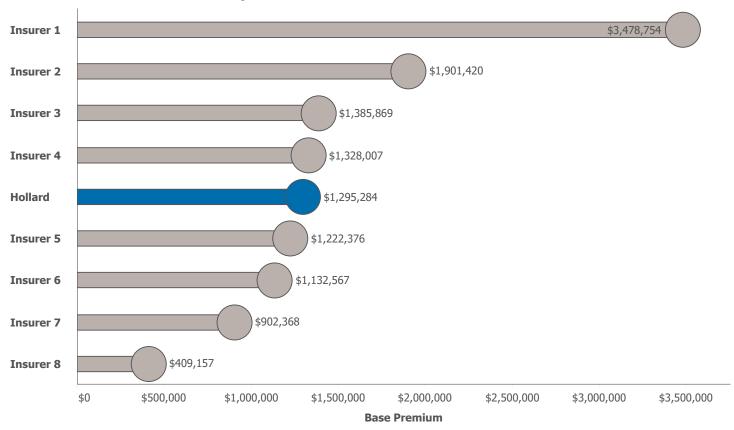


# **Overall Insurer Comparison**

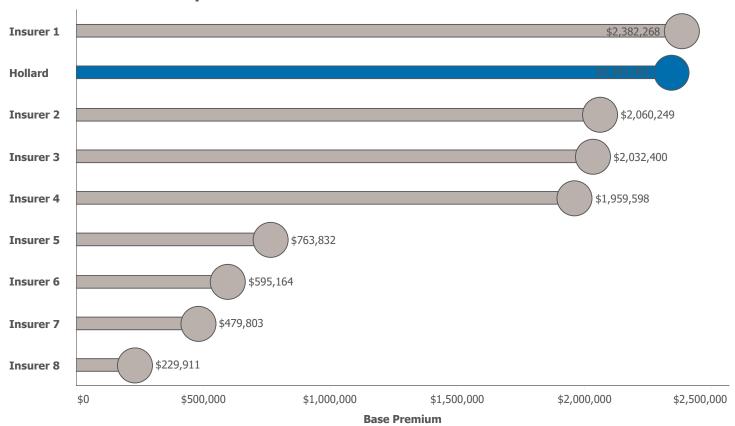


# **Base Premium**

## **New Business Insurer Comparison**



## **Renewal Insurer Comparison**

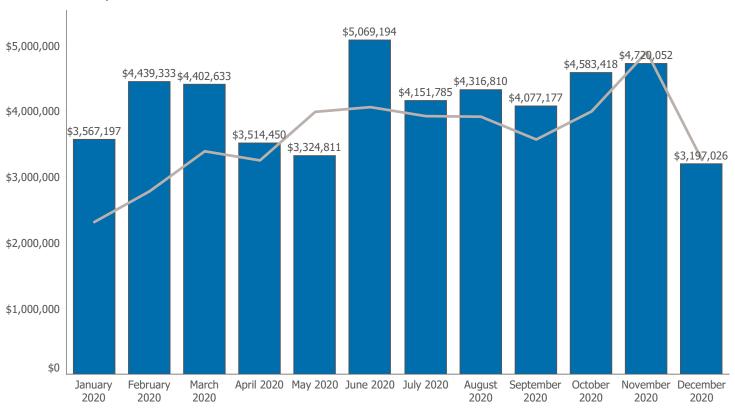


# **Base Premium**

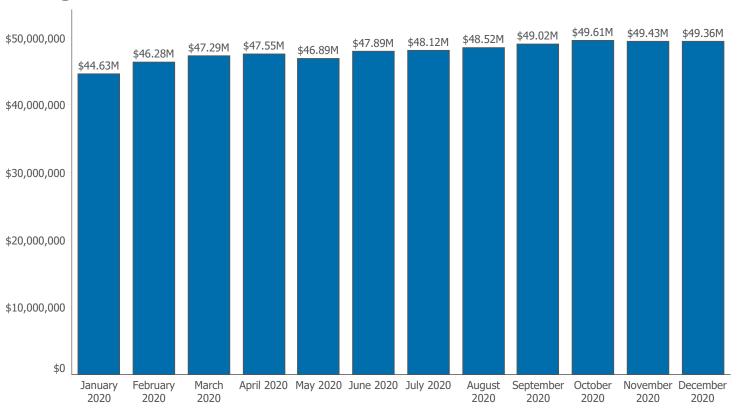
Base premium of policies bound during the reporting period includes cancellations and endorsements and is measured on the bound date of policies.

# **Base Premium by Month**

**CURRENT YEAR | PRIOR YEAR** 



# **Rolling 12 Months Base Premium**



**Strictly Commercial-in-Confidence** 

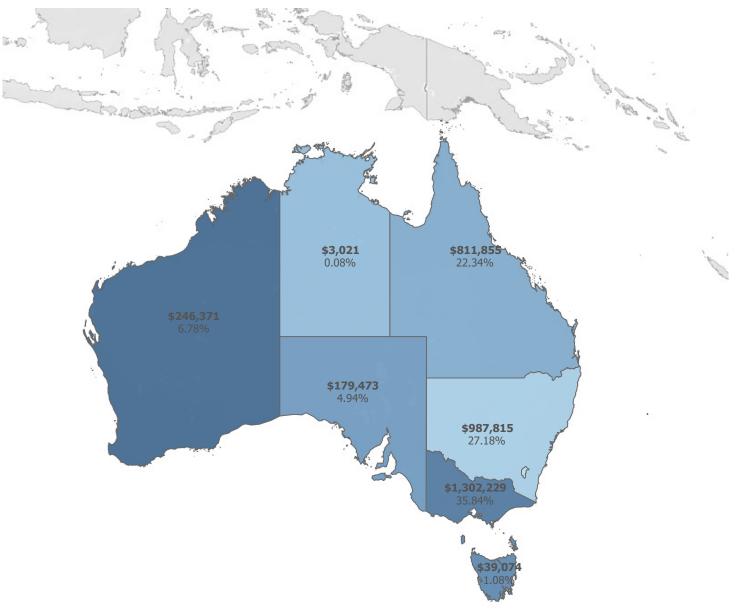
# **State Activity**

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 01/12/2020**

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	<b>Grand Total</b>
New Business	\$36,937	\$359,886	\$3,021	\$312,468	\$65,655	\$13,312	\$403,919	\$98,626	\$1,293,823
Renewals	\$26,923	\$627,929	\$0	\$499,387	\$113,818	\$25,763	\$898,310	\$147,745	\$2,339,876
Grand Total	\$63,861	\$987,815	\$3,021	\$811,855	\$179,473	\$39,074	\$1,302,229	\$246,371	\$3,633,699

# Base Premium Breakdown by State for 01/12/2020



# **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.

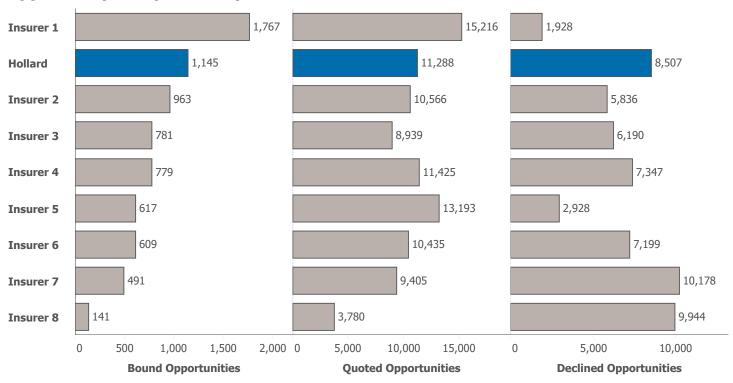
Total Opportunities		Declin Opportui		_	ortunities	5	Bound Opportunities		
20,967		8,507 11,288			1,145				
Total Opportunities									
ACT NSV	V	NT	QLD	SA	TAS		VIC	WA	
200 6,18	4	61	4,401	871	748		6,400	2,102	
<b>Declined Opport</b>	unities								
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Declined Opportunities	72	2,387	33	2,056	351	379	2,395	834	
Decline Rate	36.00%	38.60%	54.10%	46.72%	40.30%	50.67%	37.42%	39.68%	
Quoted Opportu									
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Quoted Opportunities	120	3,456	23	2,150	475	318	3,606	1,140	
Quote Rate	93.75%	91.02%	82.14%	91.68%	91.35%	86.18%	90.04%	89.91%	
Bound Opportunities									
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	
Bound Opportunities	18	371	2	258	41	24	337	94	
Strike Rate	15.00%	10.73%	8.70%	12.00%	8.63%	7.55%	9.35%	8.25%	

# **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**



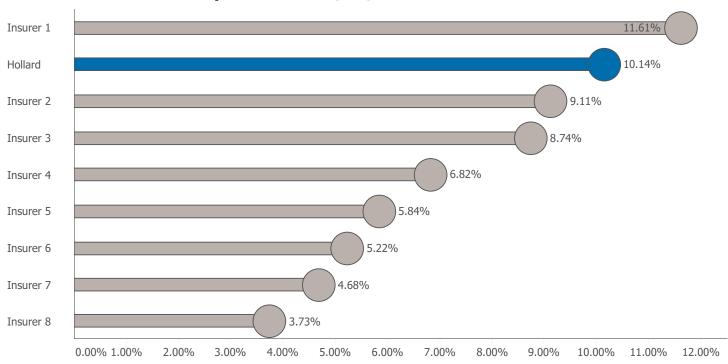
# **Opportunity Comparison by Insurer**

	Insurer 1	Hollard	Insurer 2	Insurer 3	Insurer 4	Insurer 5	Insurer 6	Insurer 7	Insurer 8
Total Opportunities	21,896	20,967	22,315	21,304	21,650	22,044	21,563	22,001	21,816
<b>Declined Opportunities</b>	1,928	8,507	5,836	6,190	7,347	2,928	7,199	10,178	9,944
Decline Rate	8.81%	40.57%	26.15%	29.06%	33.94%	13.28%	33.39%	46.26%	45.58%
Quoted Opportunities	15,216	11,288	10,566	8,939	11,425	13,193	10,435	9,405	3,780
Bound Opportunities	1,767	1,145	963	781	779	617	609	491	141
Strike Rate	11.61%	10.14%	9.11%	8.74%	6.82%	4.68%	5.84%	5.22%	3.73%

# **Strike Rate**

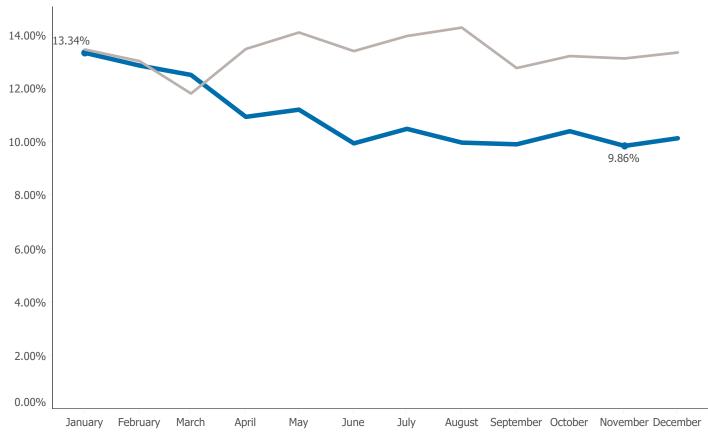
The strike rate is the total bound opportunities divided by the number of quoted opportunities and is measured at the inception date of the opportunity across all new business transactions.

## Strike Rate Insurer Comparison for 01/12/2020



# **Strike Rate by Month**

**CURRENT YEAR | PRIOR YEAR** 



# **Renewal Opportunities**

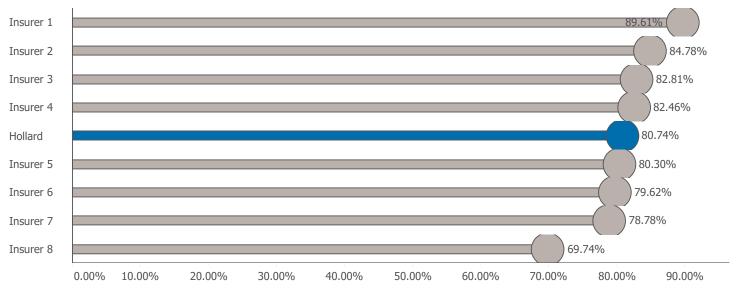
Opportunities are risks that are submitted by the Broker to the Insurer. Where Brokers request multiple Quotes for the same risk, it is counted as a single opportunity. This is measured on the inception date of an opportunity.

Total Opportunities		Declin Opportui			Quoted ortunitie	s	Bour Opportu	
2,057		20		1,989			1,606	
Total Opportuni	ties							
ACT NS	W	NT	QLD	SA	TAS	5	VIC	WA
21 544	4	0	419	62	38		812	161
Declined Opport	tunities							
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Declined Opportunities	0	6	0	5	1	0	5	3
Decline Rate	0.00%	1.10%	0.00%	1.19%	1.61%	0.00%	0.62%	1.86%
Quoted Opportu								
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Quoted Opportunities	18	523	0	406	60	38	792	152
Quote Rate	85.71%	97.21%	0.00%	98.07%	98.36%	100.00%	98.14%	96.20%
Bound Opportunities								
	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
<b>Bound Opportunities</b>	13	398	0	334	48	33	657	123
Retention Rate	72.22%	76.10%	0.00%	82.27%	80.00%	86.84%	82.95%	80.92%

# **Renewal Retention**

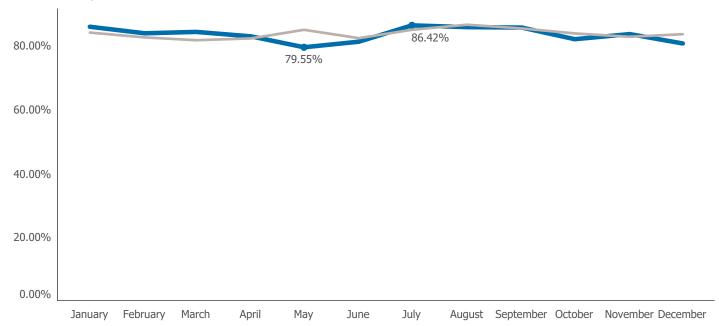
Renewal retention is based on the inception date of all renewal quotes, and is calculated as the total bound renewal opportunities divided by the number of quoted renewal opportunities.

## Renewal Retention Rate Insurer Comparison for 01/12/2020



#### **Renewal Retention by Month**



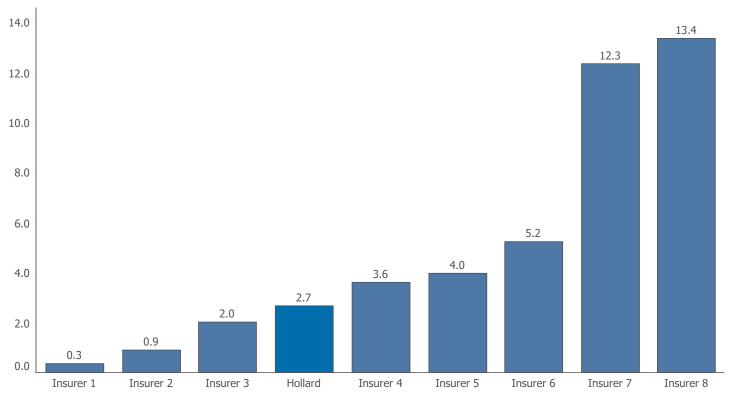


#### **Renewal Retention Breakdown**

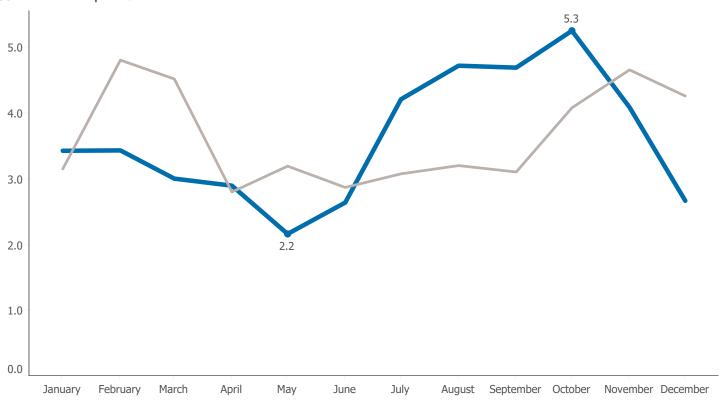
# **Response Times**

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



# **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 Opportu	Quoted Opportuniti	<b>Bound Opportunities</b>
Property Owner - Retail (Not arcades/Malls)	2,125	1,118	161
Property Owner - Factory/Industrial	1,368	650	123
Property Owner - Warehouse	406	202	43
Property Owner - Office (Multi Storey)	402	217	53
Property Owner - Office (Single Storey)	395	250	32
Property Owner - Noc	387	145	17
Restaurant, Licensed, With Deep Frying	369	252	59
Plumber	358	220	56
Electrician	327	210	63
Handyman / Property Maintenance	282	140	15
Carpenter	262	226	58
Beauty Salon Operation	255	212	71
Cafe Operation, Not Licensed With Deep Frying	237	162	53
Hairdressing Service	231	207	59
Road Freight Transport Service - No Storage	228	97	6
Earthmoving	196	42	3
Motor Mechanics	145	117	10
Cleaning Service Noc	145	99	20
Electricians - Commercial	104	53	14

# **Top 20 Presented Occupations across SCTP Portfolio**

	Presented Opportunities	Quoted Opportunities	Bound Opportunities
Property Owner - Retail (Not arcades/Malls)	2,712	2,524	1,515
Property Owner - Factory/Industrial	1,699	1,625	1,050
Property Owner - Office (Single Storey)	566	547	388
Property Owner - Warehouse	525	496	333
Property Owner - Office (Multi Storey)	489	455	307
Property Owner - Noc	482	441	254
Plumber	442	429	216
Restaurant, Licensed, With Deep Frying	425	407	213
Electrician	407	401	244
Handyman / Property Maintenance	363	361	219
Road Freight Transport Service - No Storage	358	356	237
Beauty Salon Operation	325	315	201
Carpenter	324	324	189
Hairdressing Service	292	287	201
Cafe Operation, Not Licensed With Deep Frying	257	251	126
Earthmoving	256	251	164
Real Estate Agency Service	242	234	171
Cafe Operation, Not Licensed, No Deep Frying	198	194	140
Cafe Operation, Licensed With Deep Frying	198	189	112
Take Away Foods Retailing (With Deep Fryer)	186	182	103

# **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**

Resilium Insurance Broking Pty Ltd         1,968         1,172         315           Ausure Insurance Brokers         1,636         1,056         189           Community Broker Network         1,422         858         229           CEN         977         637         171           United Insurance Group         825         537         113           Regional Insurance Brokers Pty Ltd         352         183         35           Insurance House Pty Ltd         329         181         38           Insurance House Advance         329         181         38           McLardy McShane Partners Pty Ltd         362         210         65           PSC Connect Pty Ltd GVICY         302         178         37           Consolidated Insurance Brokers Pty Ltd         267         137         43           Steadfast Taswide Insurance Brokers         263         127         17           Conacle Group (Australia) Pty Ltd         242         142         142           Brookled Insurance Brokers Pty Ltd         214         130         18           Reliance Franchise Prathers         206         134         33           Consolidated Insurance Agencies Pty Ltd         190         93         20     <		Presented Opportunities	<b>Quoted Opportunities</b>	<b>Bound Opportunities</b>
Community Broker Network         1,432         858         229           CSN         977         637         171           United Insurance Group         825         537         113           Regional Insurance Brokers Pty Ltd         415         176         41           Insurance House Royers Pty Ltd         352         183         35           Insurance House Advance         329         181         38           McLardy McShane Partners Pty Ltd         266         210         65           PSC Connect Pty Ltd (VIC)         302         178         37           Consolidated Insurances Pty Ltd         267         137         43           Steadfast Taswide Insurance Brokers         263         127         17           Oracle Group (Australia) Pty Ltd         242         142         22           Brookvale Insurance Brokers         222         124         13           Pollard Insurance Brokers Pty Ltd         214         130         18           Reliance Franchise Partners         206         134         33           Consolidated Insurance Brokers Pty Ltd         190         93         20           Pollard Insurance Brokers Pty Ltd         187         19         18	Resilium Insurance Broking Pty Ltd	1,968	1,172	315
CBN         977         637         171           United Insurance Group         825         537         113           Regional Insurance Brokers Pty Ltd         415         176         41           Insurance House Pdy Ltd         352         183         35           Insurance House Advance         329         181         38           McLardy McShane Partners Pty Ltd         362         210         65           PSC Connect Pty Ltd (VIC)         302         178         37           Consolidated Insurances Pty Ltd         267         137         43           Steadfast Taswide Insurance Brokers         263         127         17           Oracle Group (Australia) Pty Ltd         242         142         22           Brookvale Insurance Brokers Pty Ltd         242         142         33           Reliance Franchise Partners         206         134         33           Consolidated Insurance Brokers Pty Ltd         214         130         18           Reliance Franchise Partners         206         134         33           Consolidated Insurance Reviews Pty Ltd         219         93         20           Steadfast Eastern Insurance Brokers Pty Ltd         187         99         18	Ausure Insurance Brokers	1,636	1,056	189
United Insurance Group	Community Broker Network	1,432	858	229
Regional Insurance Bookers Pty Ltd         415         176         41           Insurance House Pty Ltd         352         183         35           Insurance House Advance         329         181         38           McLardy McShane Partners Pty Ltd         266         210         65           PSC Connect Pty Ltd (VIC)         302         178         37           Consolidated Insurances Pty Ltd         267         137         43           Steadfast Taswide Insurance Brokers         263         127         17           Oracle Group (Australia) Pty Ltd         242         142         22           Brookvale Insurance Brokers Pty Ltd         214         130         18           Reliance Franchise Partners         206         134         33           Consolidated Insurance Agencies Pty Ltd         190         93         20           PSC Connect Pty Ltd (NSW)         189         115         27           BSJ Insurance Brokers Pty Ltd         190         93         20           Verlaged Eastern Insurance Brokers Pty Ltd         190         93         20           United Insurance Brokers Pty Ltd         190         93         20           United Insurance Brokers Pty Ltd         162         131 <td>CBN</td> <td>977</td> <td>637</td> <td>171</td>	CBN	977	637	171
Insurance House Pty Ltd         352         183         35           Insurance House Advance         329         181         38           McLardy McShane Partners Pty Ltd         362         210         65           PSC Connect Pty Ltd (VIC)         302         178         37           Consolidated Insurance Brokers         263         127         17           Oracle Group (Australia) Pty Ltd         242         142         22           Brookvale Insurance Brokers         222         124         31           Pollard Insurance Brokers Pty Ltd         214         130         18           Reliance Franchise Partners         206         134         33           Consolidated Insurance Agencies Pty Ltd         190         93         20           PSC Connect Pty Ltd (NSW)         189         115         27           BSI Insurance Brokers Pty Ltd         187         99         18           Steadfast Eastern Insurance Brokers         180         131         60           United Insurance - Winbeat site         165         113         35           Torry Bernrose Insurance Brokers Pty Ltd         154         95         14           Centrewest Insurance Brokers Pty Ltd         154         95	United Insurance Group	825	537	113
Insurance House Advance         329         181         38           McLardy McShane Partners Pty Ltd         326         210         65           PSC Connect Pty Ltd (VIC)         302         178         37           Consolidated Insurance Bry Ltd         263         127         17           Oracle Group (Australia) Pty Ltd         242         142         22           Brookyale Insurance Brokers         222         124         31           Pollard Insurance Brokers Pty Ltd         214         130         18           Reliance Franchise Partners         206         134         33           Consolidated Insurance Agencies Pty Ltd         190         93         20           PSC Lonnect Pty Ltd (NSW)         189         115         27           PSC Connect Pty Ltd (NSW)         189         115         27           Steadfast Eastern Insurance Brokers Pty Ltd         189         131         60           United Insurance Winbeat site         165         113         28           Steadfast Eastern Insurance Brokers Pty Ltd         152         13         28           Mpollo Risk Services         154         95         14           Miland Insurance Brokers Pty Ltd         154         95         <	Regional Insurance Brokers Pty Ltd	415	176	41
McLardy McShane Partners Pty Ltd         326         210         65           PSC Connect Pty Ltd (VIC)         302         178         37           Consolidated Insurances Pty Ltd         267         137         43           Steadfast Taswide Insurance Brokers         263         127         17           Oracle Group (Australia) Pty Ltd         242         142         22           Brookvale Insurance Brokers         222         124         31           Pollard Insurance Brokers Pty Ltd         214         130         18           Reliance Franchise Partners         206         134         33           Consolidated Insurance Agencies Pty Ltd         190         93         20           Avise ETA Pty Ltd         190         93         20           PSC Connect Pty Ltd (NSW)         189         115         27           BIS Insurance Brokers Pty Ltd         187         99         18           Steadfast Eastern Insurance Brokers         180         131         60           United Insurance - Winibead site         162         113         35           Tony Bernose Insurance Brokers Pty Ltd         152         84         14           Midland Insurance Brokers Pty Ltd         152         84	Insurance House Pty Ltd	352	183	35
PSC Connect Pty Ltd (VIC)         302         178         37           Consolidated Insurances Pty Ltd         267         137         43           Steadfast Taswinde Insurance Brokers         263         127         17           Oracle Group (Australia) Pty Ltd         242         124         22           Brookvale Insurance Brokers         222         124         31           Pollard Insurance Brokers Pty Ltd         214         130         18           Reliance Franchise Partners         206         134         33           Consolidated Insurance Agencies Pty Ltd         202         142         43           Aviso EIA Pty Ltd         99         33         20           PSC Connect Pty Ltd (NSW)         189         115         27           BIS Insurance Brokers Pty Ltd         187         99         18           Steadfast Eastern Insurance Brokers         180         131         60           United Insurance Prokers Pty Ltd         165         113         35           Apolio Risk Services         155         96         20           Midland Insurance Brokers Pty Ltd         152         84         14           Centrewest Insurance Brokers Pty Ltd         152         84         14	Insurance House Advance	329	181	38
Consolidated Insurances Pty Ltd         267         137         43           Steadfast Taswide Insurance Brokers         263         127         17           Oracle Group (Australia) Pty Ltd         242         142         22           Brookvale Insurance Brokers         222         124         31           Pollard Insurance Brokers Pty Ltd         214         130         18           Reliance Franchise Partners         206         134         33           Consolidated Insurance Agencies Pty Ltd         202         142         43           Aviso EIA Pty Ltd (NSW)         189         115         27           PSC Connect Pty Ltd (NSW)         189         115         27           Steadfast Eastern Insurance Brokers Pty Ltd         187         99         18           Steadfast Eastern Insurance Brokers         180         131         60           United Insurance - Winibeat site         165         113         35           Tony Bemrose Insurance Brokers Pty Ltd         162         113         28           Apollo Risk Services         155         96         20           Midland Insurance Brokers Pty Ltd         154         95         14           Mecey Insurance Brokers Pty Ltd         17 <td< td=""><td>McLardy McShane Partners Pty Ltd</td><td>326</td><td>210</td><td>65</td></td<>	McLardy McShane Partners Pty Ltd	326	210	65
Steadfast Taswide Insurance Brokers         263         127         17           Oracle Group (Australia) Pty Ltd         242         142         22           Brookvale Insurance Brokers         222         124         31           Pollard Insurance Brokers Pty Ltd         214         130         18           Reliance Franchise Partners         206         134         33           Onsolidated Insurance Agencies Pty Ltd         190         93         20           PSC Connect Pty Ltd (NSW)         189         115         27           BJS Insurance Brokers Pty Ltd         187         99         18           Steadfast Eastern Insurance Brokers         180         131         60           United Insurance Frokers Pty Ltd         162         113         35           Onlo Risk Services         155         96         20           Midland Insurance Brokers Pty Ltd         154         95         14           Centrewest Insurance Brokers Australia Pty Ltd         154         95         14           Macey Insurance Brokers Pty Ltd         152         84         14           Macey Insurance Brokers Pty Ltd         151         89         2           Steadfast IRS Pty Ltd         147         91	PSC Connect Pty Ltd (VIC)	302	178	37
Oracle Group (Australia) Pty Ltd         242         142         31           Brookvale Insurance Brokers         222         124         31           Pollard Insurance Brokers Pty Ltd         214         130         18           Reliance Franchise Partners         206         134         33           Consolidated Insurance Agencies Pty Ltd         190         93         20           Aviso EIA Pty Ltd         190         93         20           PSC Connect Pty Ltd (NSW)         189         115         27           BJS Insurance Brokers Pty Ltd         187         99         18           Steadfast Eastern Insurance Brokers         180         131         60           United Insurance Brokers Pty Ltd         162         113         35           Tony Bemrose Insurance Brokers Pty Ltd         162         113         35           Tony Bemrose Insurance Brokers Australia Pty Ltd         154         95         14           Centrewest Insurance Brokers Pty Ltd         154         95         14           Midland Insurance Brokers Pty Ltd         151         89         2           Steadfast IRS Pty Ltd         147         91         21           AIS Insurance Brokers Pty Ltd (NSW)         143	Consolidated Insurances Pty Ltd	267	137	43
Brookvale Insurance Brokers         222         124         130         18           Pollard Insurance Brokers Pty Ltd         214         130         18           Reliance Franchise Partners         206         134         33           Consolidated Insurance Agencies Pty Ltd         202         142         43           Aviso EIA Pty Ltd         190         93         20           PSC Connect Pty Ltd (NSW)         189         115         27           BISI Insurance Brokers Pty Ltd         187         99         18           Steadfast Eastern Insurance Brokers         180         131         60           United Insurance - Winbeat site         165         113         35           Tony Bemrose Insurance Brokers Pty Ltd         162         113         28           Apollo Risk Services         155         96         20           Midland Insurance Brokers Australia Pty Ltd         154         95         14           Centrewest Insurance Brokers Pty Ltd         152         84         14           Macey Insurance Brokers Pty Ltd         151         89         2           Steadfast IRS Pty Ltd         147         91         21           AlS Insurance Brokers Pty Ltd (NSW)         143 <t< td=""><td>Steadfast Taswide Insurance Brokers</td><td>263</td><td>127</td><td>17</td></t<>	Steadfast Taswide Insurance Brokers	263	127	17
Pollard Insurance Brokers Pty Ltd         214         130         18           Reliance Franchise Partners         206         134         33           Consolidated Insurance Agencies Pty Ltd         202         142         43           Avise EIA Pty Ltd         190         93         20           PSC Connect Pty Ltd (NSW)         189         115         27           BJS Insurance Brokers Pty Ltd         187         99         18           Steadfast Eastern Insurance Brokers         180         131         60           United Insurance - Winbeat site         165         113         35           Tony Bemrose Insurance Brokers Pty Ltd         162         113         28           Apollo Risk Services         155         96         20           Midland Insurance Brokers Australia Pty Ltd         152         84         14           Centrewest Insurance Brokers Pty Ltd         152         84         14           Macey Insurance Brokers Pty Ltd         151         89         2           Steadfast IRS Pty Ltd         147         91         21           AIS Insurance Brokers Pty Ltd (NSW)         143         60         11           Blackburn Insurance Brokers Pty Ltd         135         102	Oracle Group (Australia) Pty Ltd	242	142	22
Reliance Franchise Partners         206         134         33           Consolidated Insurance Agencies Pty Ltd         202         142         43           Aviso EIA Pty Ltd         190         93         20           PSC Connect Pty Ltd (NSW)         189         115         27           BIS Insurance Brokers Pty Ltd         187         99         18           Steadfast Eastern Insurance Brokers         180         131         60           United Insurance - Winbeat site         165         113         35           Tony Bemrose Insurance Brokers Pty Ltd         162         113         28           Apollo Risk Services         155         96         20           Midland Insurance Brokers Pty Ltd         152         84         14           Centrewest Insurance Brokers Pty Ltd         151         89         2           Steadfast IRS Pty Ltd         147         91         21           AIS Insurance Brokers         144         73         12           Coverforce Insurance Brokers Pty Ltd (NSW)         143         60         11           Blackburn Insurance Brokers Pty Ltd (NSW)         133         65         15           PSC Connect Pty Ltd (QLD)         10         7         20	Brookvale Insurance Brokers	222	124	31
Consolidated Insurance Agencies Pty Ltd         202         142         43           Aviso EIA Pty Ltd         190         93         20           PSC Connect Pty Ltd (NSW)         189         115         27           BJS Insurance Brokers Pty Ltd         187         99         18           Steadfast Eastern Insurance Brokers         180         131         60           United Insurance - Winbeat site         165         113         28           Tony Bernrose Insurance Brokers Pty Ltd         162         113         28           Apollo Risk Services         155         96         20           Midland Insurance Brokers Australia Pty Ltd         154         95         14           Centrewest Insurance Brokers Pty Ltd         151         89         2           Steadfast IRS Pty Ltd         147         91         21           AIS Insurance Brokers Pty Ltd (NSW)         143         60         11           Blackburn Insurance Brokers Pty Ltd (NSW)         143         60         11           Blackburn Insurance Brokers Pty Ltd (NSW)         133         65         15           PSC Connect Pty Ltd (QLD)         130         70         20           AVIS Pty Ltd         119         68         2	Pollard Insurance Brokers Pty Ltd	214	130	18
Aviso EIA Pty Ltd 190 93 20 PSC Connect Pty Ltd (NSW) 189 115 27 BJS Insurance Brokers Pty Ltd 187 99 18 Steadfast Eastern Insurance Brokers 180 131 60 United Insurance - Winbeat site 165 113 35 Tony Bemrose Insurance Brokers Pty Ltd 162 113 28 Apollo Risk Services 155 96 20 Midland Insurance Brokers Australia Pty Ltd 154 95 14 Centrewest Insurance Brokers Pty Ltd 152 84 14 Macey Insurance Brokers Pty Ltd 151 89 2 Steadfast IRS Pty Ltd 147 91 21 AIS Insurance Brokers Pty Ltd 147 91 21 AIS Insurance Brokers Pty Ltd 135 102 30 Network Insurance Brokers Pty Ltd (NSW) 130 70 20 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd 119 68 25 ADK Insurance Brokers Pty Ltd 119 69 23 HWA Insurance Brokers Pty Ltd 119 69 23	Reliance Franchise Partners	206	134	33
PSC Connect Pty Ltd (NSW)         189         115         27           BJS Insurance Brokers Pty Ltd         187         99         18           Steadfast Eastern Insurance Brokers         180         131         60           United Insurance - Winbeat site         165         113         35           Tony Bemrose Insurance Brokers Pty Ltd         162         113         28           Apollo Risk Services         155         96         20           Midland Insurance Brokers Australia Pty Ltd         154         95         14           Centrewest Insurance Brokers Pty Ltd         152         84         14           Macey Insurance Brokers Pty Ltd         151         89         2           Steadfast IRS Pty Ltd         147         91         21           AIS Insurance Brokers         144         73         12           Coverforce Insurance Broking Pty Ltd (NSW)         143         60         11           Blackburn Insurance Brokers Pty Ltd         135         102         30           Network Insurance Group         133         65         15           PSC Connect Pty Ltd (QLD)         130         70         20           Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd         119         6	Consolidated Insurance Agencies Pty Ltd	202	142	43
BJS Insurance Brokers Pty Ltd         187         99         18           Steadfast Eastern Insurance Brokers         180         131         60           United Insurance - Winbeat site         165         113         35           Tony Bemrose Insurance Brokers Pty Ltd         162         113         28           Apollo Risk Services         155         96         20           Midland Insurance Brokers Australia Pty Ltd         154         95         14           Centrewest Insurance Brokers Pty Ltd         152         84         14           Macey Insurance Brokers Pty Ltd         151         89         2           Steadfast IRS Pty Ltd         147         91         21           AIS Insurance Brokers         144         73         12           Coverforce Insurance Brokers Pty Ltd (NSW)         143         60         11           Blackburn Insurance Brokers Pty Ltd         135         102         30           Network Insurance Group         133         65         15           PSC Connect Pty Ltd (QLD)         130         70         20           Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd         119         68         25           ADK Insurance Brokers Pty Ltd         119 <t< td=""><td>Aviso EIA Pty Ltd</td><td>190</td><td>93</td><td>20</td></t<>	Aviso EIA Pty Ltd	190	93	20
Steadfast Eastern Insurance Brokers       180       131       60         United Insurance - Winbeat site       165       113       35         Tony Bemrose Insurance Brokers Pty Ltd       162       113       28         Apollo Risk Services       155       96       20         Midland Insurance Brokers Australia Pty Ltd       154       95       14         Centrewest Insurance Brokers Pty Ltd       152       84       14         Macey Insurance Brokers Pty Ltd       151       89       2         Steadfast IRS Pty Ltd       147       91       21         AIS Insurance Brokers       144       73       12         Coverforce Insurance Broking Pty Ltd (NSW)       143       60       11         Blackburn Insurance Brokers Pty Ltd       135       102       30         Network Insurance Group       133       65       15         PSC Connect Pty Ltd (QLD)       130       70       20         Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)       125       81       7         AIB Pty Ltd       119       68       25         ADK Insurance Brokers       115       69       23         HWA Insurance Brokers       115       61       21	PSC Connect Pty Ltd (NSW)	189	115	27
United Insurance - Winbeat site         165         113         35           Tony Bemrose Insurance Brokers Pty Ltd         162         113         28           Apollo Risk Services         155         96         20           Midland Insurance Brokers Australia Pty Ltd         154         95         14           Centrewest Insurance Brokers Pty Ltd         152         84         14           Macey Insurance Brokers Pty Ltd         151         89         2           Steadfast IRS Pty Ltd         147         91         21           AIS Insurance Brokers         144         73         12           Coverforce Insurance Broking Pty Ltd (NSW)         143         60         11           Blackburn Insurance Brokers Pty Ltd         135         102         30           Network Insurance Group         133         65         15           PSC Connect Pty Ltd (QLD)         130         70         20           Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)         125         81         7           AIB Pty Ltd         119         68         25           ADK Insurance Brokers Pty Ltd         119         69         23           HWA Insurance Brokers         115         61         19	BJS Insurance Brokers Pty Ltd	187	99	18
Tony Bemrose Insurance Brokers Pty Ltd         162         113         28           Apollo Risk Services         155         96         20           Midland Insurance Brokers Australia Pty Ltd         154         95         14           Centrewest Insurance Brokers Pty Ltd         152         84         14           Macey Insurance Brokers Pty Ltd         151         89         2           Steadfast IRS Pty Ltd         147         91         21           AIS Insurance Brokers         144         73         12           Coverforce Insurance Broking Pty Ltd (NSW)         143         60         11           Blackburn Insurance Brokers Pty Ltd         135         102         30           Network Insurance Group         133         65         15           PSC Connect Pty Ltd (QLD)         130         70         20           Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)         125         81         7           AIB Pty Ltd         119         68         25           ADK Insurance Brokers Pty Ltd         119         69         23           HWA Insurance Brokers         115         76         21           Dunk Insurance Broking Services Pty Ltd         111         67         20 </td <td>Steadfast Eastern Insurance Brokers</td> <td>180</td> <td>131</td> <td>60</td>	Steadfast Eastern Insurance Brokers	180	131	60
Apollo Risk Services       155       96       20         Midland Insurance Brokers Australia Pty Ltd       154       95       14         Centrewest Insurance Brokers Pty Ltd       152       84       14         Macey Insurance Brokers Pty Ltd       151       89       2         Steadfast IRS Pty Ltd       147       91       21         AIS Insurance Brokers       144       73       12         Coverforce Insurance Broking Pty Ltd (NSW)       143       60       11         Blackburn Insurance Brokers Pty Ltd       135       102       30         Network Insurance Group       133       65       15         PSC Connect Pty Ltd (QLD)       130       70       20         Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)       125       81       7         AIB Pty Ltd       119       68       25         ADK Insurance Brokers Pty Ltd       119       69       23         HWA Insurance Brokers       115       76       21         Dunk Insurance       115       61       19         Alliance Insurance Broking Services Pty Ltd       111       67       20	United Insurance - Winbeat site	165	113	35
Midland Insurance Brokers Australia Pty Ltd       154       95       14         Centrewest Insurance Brokers Pty Ltd       152       84       14         Macey Insurance Brokers Pty Ltd       151       89       2         Steadfast IRS Pty Ltd       147       91       21         AIS Insurance Brokers       144       73       12         Coverforce Insurance Broking Pty Ltd (NSW)       143       60       11         Blackburn Insurance Brokers Pty Ltd       135       102       30         Network Insurance Group       133       65       15         PSC Connect Pty Ltd (QLD)       130       70       20         Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)       125       81       7         AIB Pty Ltd       119       68       25         ADK Insurance Brokers Pty Ltd       119       69       23         HWA Insurance Brokers       115       76       21         Dunk Insurance       115       61       19         Alliance Insurance Broking Services Pty Ltd       111       67       20	Tony Bemrose Insurance Brokers Pty Ltd	162	113	28
Centrewest Insurance Brokers Pty Ltd       152       84       14         Macey Insurance Brokers Pty Ltd       151       89       2         Steadfast IRS Pty Ltd       147       91       21         AIS Insurance Brokers       144       73       12         Coverforce Insurance Broking Pty Ltd (NSW)       143       60       11         Blackburn Insurance Brokers Pty Ltd       135       102       30         Network Insurance Group       133       65       15         PSC Connect Pty Ltd (QLD)       130       70       20         Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)       125       81       7         AIB Pty Ltd       119       68       25         ADK Insurance Brokers Pty Ltd       119       69       23         HWA Insurance Brokers       115       76       21         Dunk Insurance       115       61       19         Alliance Insurance Broking Services Pty Ltd       111       67       20	Apollo Risk Services	155	96	20
Macey Insurance Brokers Pty Ltd       151       89       2         Steadfast IRS Pty Ltd       147       91       21         AIS Insurance Brokers       144       73       12         Coverforce Insurance Broking Pty Ltd (NSW)       143       60       11         Blackburn Insurance Brokers Pty Ltd       135       102       30         Network Insurance Group       133       65       15         PSC Connect Pty Ltd (QLD)       130       70       20         Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)       125       81       7         AIB Pty Ltd       119       68       25         ADK Insurance Brokers Pty Ltd       119       69       23         HWA Insurance Brokers       115       76       21         Dunk Insurance Broking Services Pty Ltd       115       61       19         Alliance Insurance Broking Services Pty Ltd       111       67       20	Midland Insurance Brokers Australia Pty Ltd	154	95	14
Steadfast IRS Pty Ltd       147       91       21         AIS Insurance Brokers       144       73       12         Coverforce Insurance Broking Pty Ltd (NSW)       143       60       11         Blackburn Insurance Brokers Pty Ltd       135       102       30         Network Insurance Group       133       65       15         PSC Connect Pty Ltd (QLD)       130       70       20         Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)       125       81       7         AIB Pty Ltd       119       68       25         ADK Insurance Brokers Pty Ltd       119       69       23         HWA Insurance Brokers       115       76       21         Dunk Insurance Broking Services Pty Ltd       115       61       19         Alliance Insurance Broking Services Pty Ltd       111       67       20	Centrewest Insurance Brokers Pty Ltd	152	84	14
AIS Insurance Brokers       144       73       12         Coverforce Insurance Broking Pty Ltd (NSW)       143       60       11         Blackburn Insurance Brokers Pty Ltd       135       102       30         Network Insurance Group       133       65       15         PSC Connect Pty Ltd (QLD)       130       70       20         Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)       125       81       7         AIB Pty Ltd       119       68       25         ADK Insurance Brokers Pty Ltd       119       69       23         HWA Insurance Brokers       115       76       21         Dunk Insurance Broking Services Pty Ltd       115       61       19         Alliance Insurance Broking Services Pty Ltd       111       67       20	Macey Insurance Brokers Pty Ltd	151	89	2
Coverforce Insurance Broking Pty Ltd (NSW)  143 60 11 Blackburn Insurance Brokers Pty Ltd 135 102 30 Network Insurance Group 133 65 15 PSC Connect Pty Ltd (QLD) 130 70 20 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 125 81 7 AIB Pty Ltd 119 68 25 ADK Insurance Brokers Pty Ltd 119 69 23 HWA Insurance Brokers 115 76 21 Dunk Insurance Broking Services Pty Ltd 111 67 20	Steadfast IRS Pty Ltd	147	91	21
Blackburn Insurance Brokers Pty Ltd       135       102       30         Network Insurance Group       133       65       15         PSC Connect Pty Ltd (QLD)       130       70       20         Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)       125       81       7         AIB Pty Ltd       119       68       25         ADK Insurance Brokers Pty Ltd       119       69       23         HWA Insurance Brokers       115       76       21         Dunk Insurance       115       61       19         Alliance Insurance Broking Services Pty Ltd       111       67       20	AIS Insurance Brokers	144	73	12
Network Insurance Group 133 65 15  PSC Connect Pty Ltd (QLD) 130 70 20  Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 125 81 7  AIB Pty Ltd 119 68 25  ADK Insurance Brokers Pty Ltd 119 69 23  HWA Insurance Brokers Ptokers 115 76 21  Dunk Insurance Broking Services Pty Ltd 111 67 20	Coverforce Insurance Broking Pty Ltd (NSW)	143	60	11
PSC Connect Pty Ltd (QLD) 130 70 20 Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd) 125 81 7 AIB Pty Ltd 68 25 ADK Insurance Brokers Pty Ltd 119 69 23 HWA Insurance Brokers 115 76 21 Dunk Insurance Broking Services Pty Ltd 111 67 20	Blackburn Insurance Brokers Pty Ltd	135	102	30
Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)  AIB Pty Ltd  119  68  25  ADK Insurance Brokers Pty Ltd  119  69  23  HWA Insurance Brokers  115  76  21  Dunk Insurance  115  61  19  Alliance Insurance Broking Services Pty Ltd  111  67  20	Network Insurance Group	133	65	15
AIB Pty Ltd       119       68       25         ADK Insurance Brokers Pty Ltd       119       69       23         HWA Insurance Brokers       115       76       21         Dunk Insurance       115       61       19         Alliance Insurance Broking Services Pty Ltd       111       67       20	PSC Connect Pty Ltd (QLD)	130	70	20
ADK Insurance Brokers Pty Ltd 119 69 23 HWA Insurance Brokers 115 76 21 Dunk Insurance Broking Services Pty Ltd 111 67 67 20	Aviso (Fitzpatrick & Company Insurance Brokers Pty Ltd)	125	81	7
HWA Insurance Brokers1157621Dunk Insurance1156119Alliance Insurance Broking Services Pty Ltd1116720	AIB Pty Ltd	119	68	25
Dunk Insurance1156119Alliance Insurance Broking Services Pty Ltd1116720	ADK Insurance Brokers Pty Ltd	119	69	23
Alliance Insurance Broking Services Pty Ltd 111 67 20	HWA Insurance Brokers	115	76	21
•	Dunk Insurance	115	61	19
Coverforce Insurance Broking Pty Ltd (ARs) 109 81 19	Alliance Insurance Broking Services Pty Ltd	111	67	20
	Coverforce Insurance Broking Pty Ltd (ARs)	109	81	19