



Insurer Performance Report

Business Pack

March 2019

calibre
INSURANCE

Bound Gross Written Premium (GWP)



March 2019

Holland GWP

All Insurer GWP

Holland Avg GWP

All Avg GWP

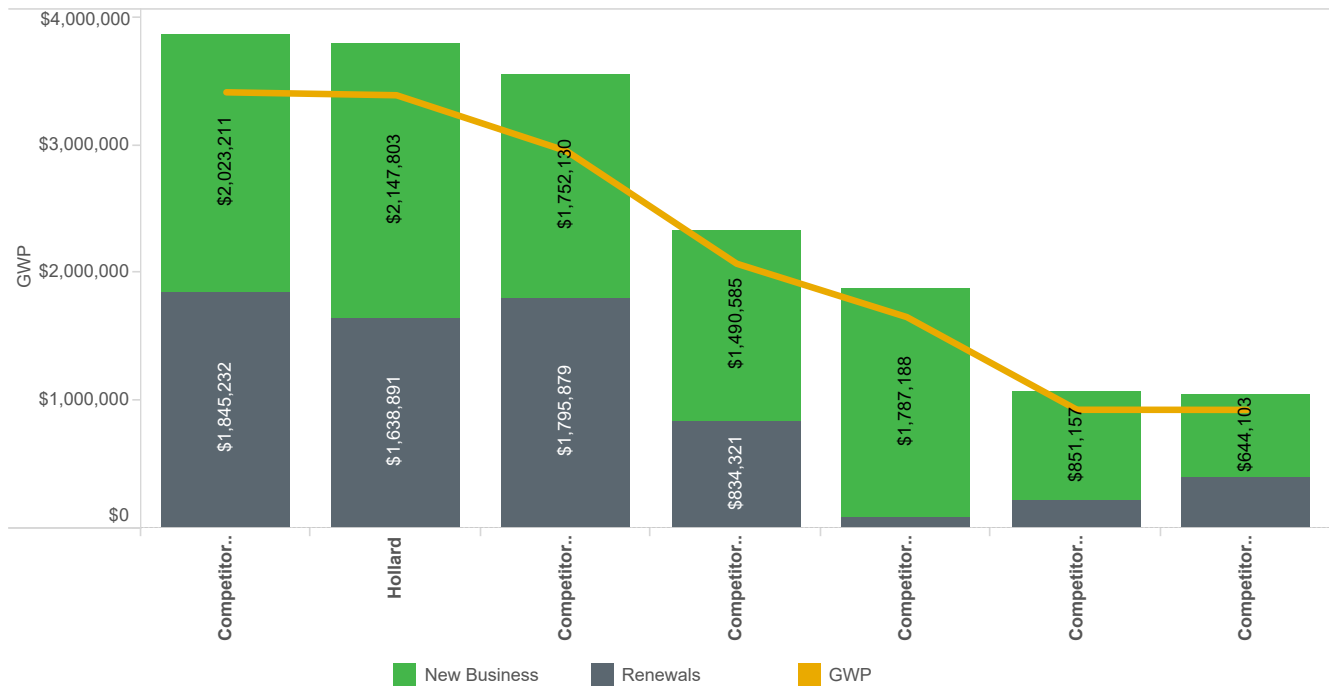
\$3,392,830

\$15,356,815

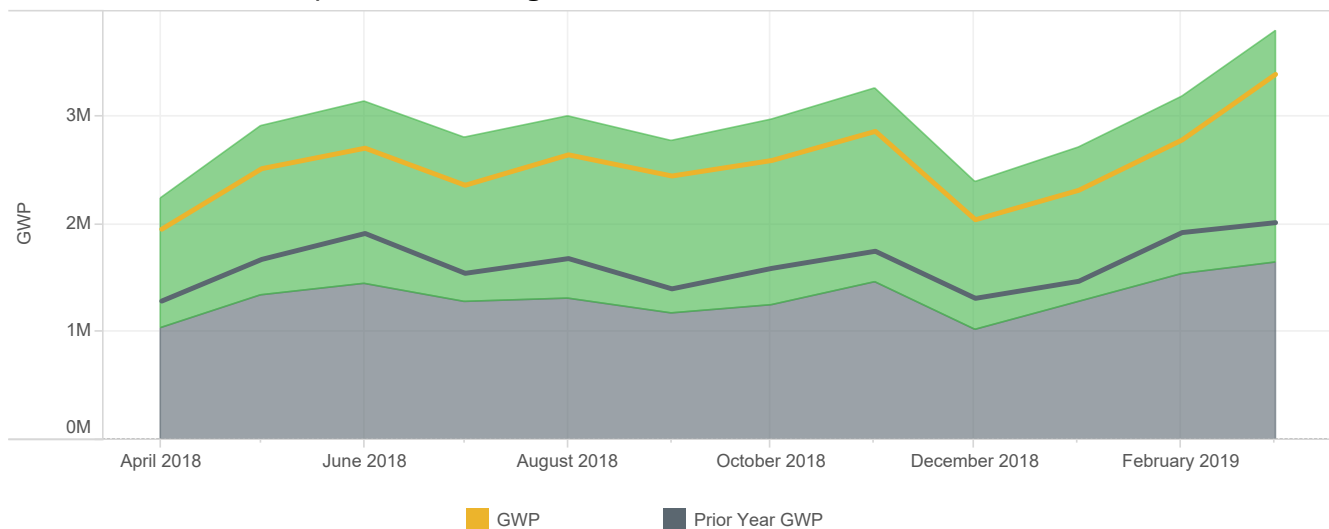
\$1,654

\$1,848

GWP All Insurers, March 2019



Holland GWP Time Series, 12 Month Rolling



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

Strike Rate

March 2019

Hollard Opportunities

Hollard Opportunities Won

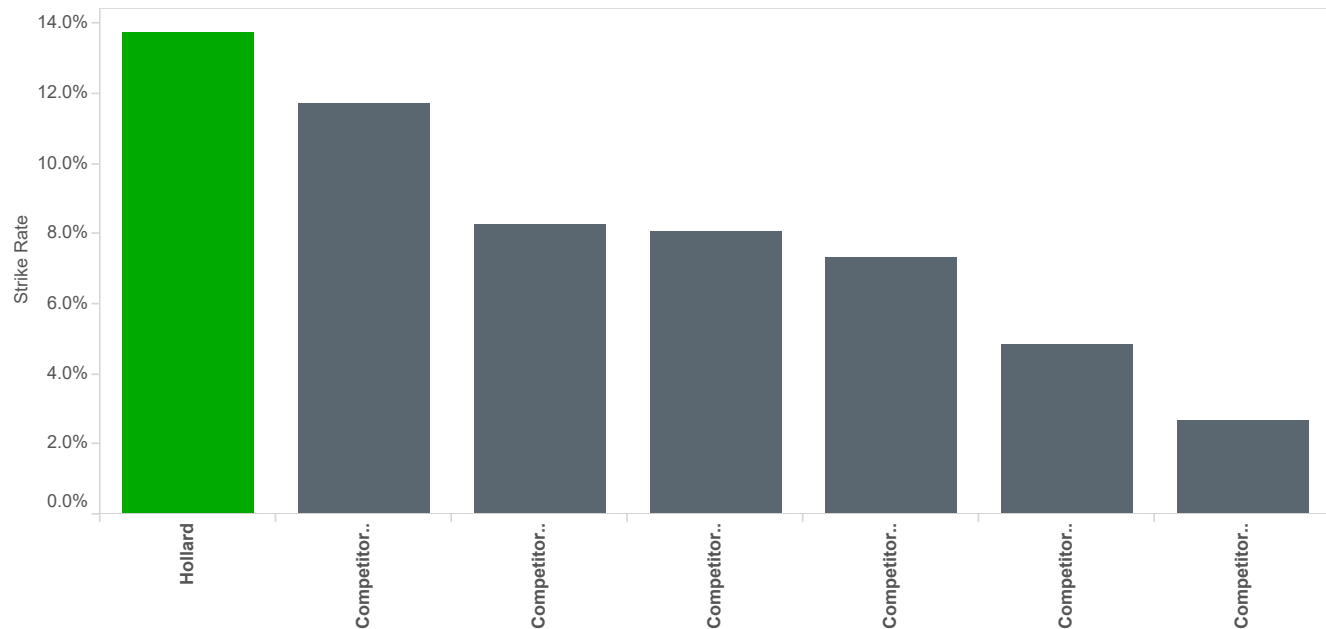
Hollard Strike Rate

16,717

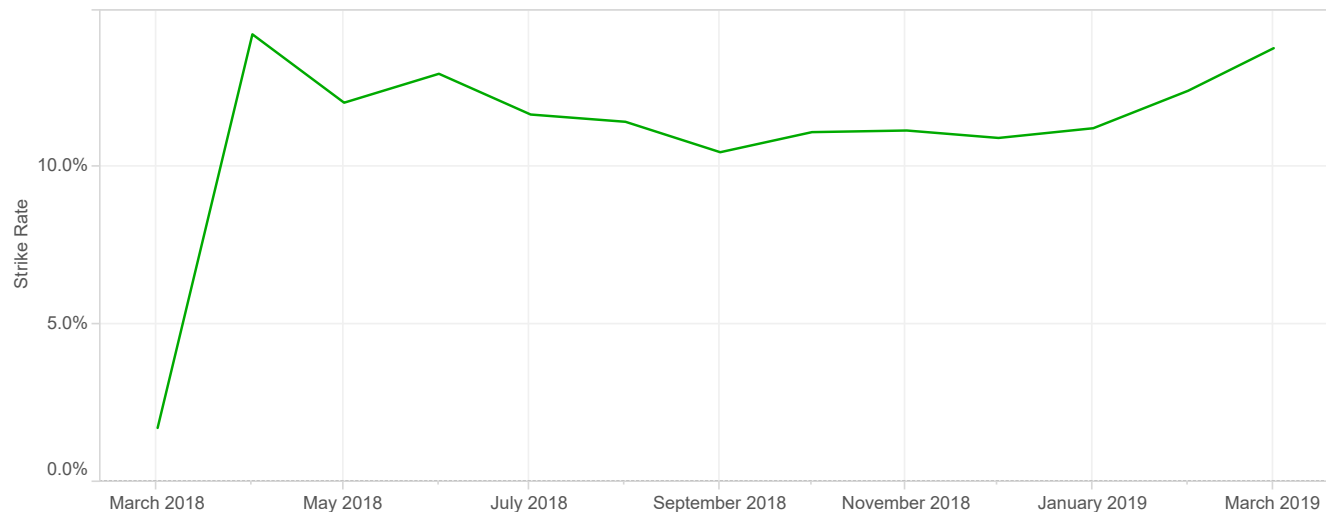
2,297

13.74%

All Insurers, Strike Rate March 2019



Hollard Strike Rate, 12 Month Rolling

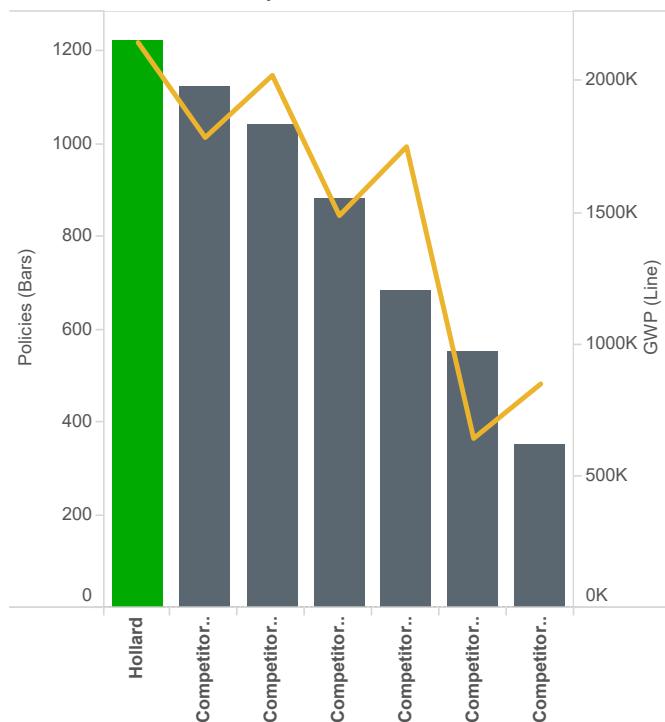


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

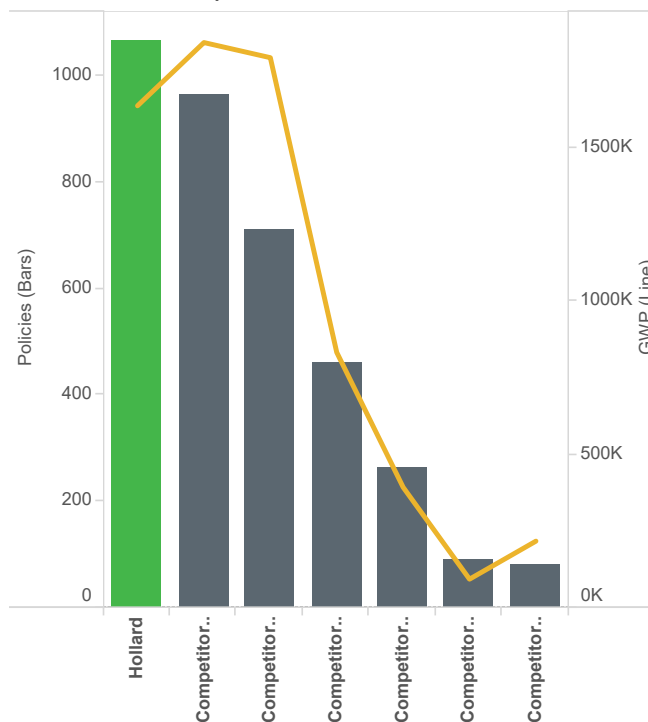
Bound Transactions

March 2019

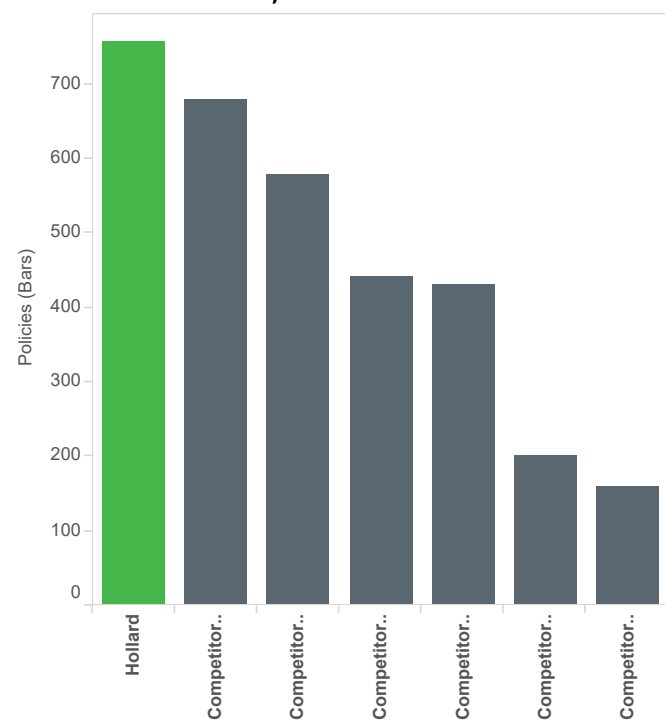
Bound New Business, March 2019



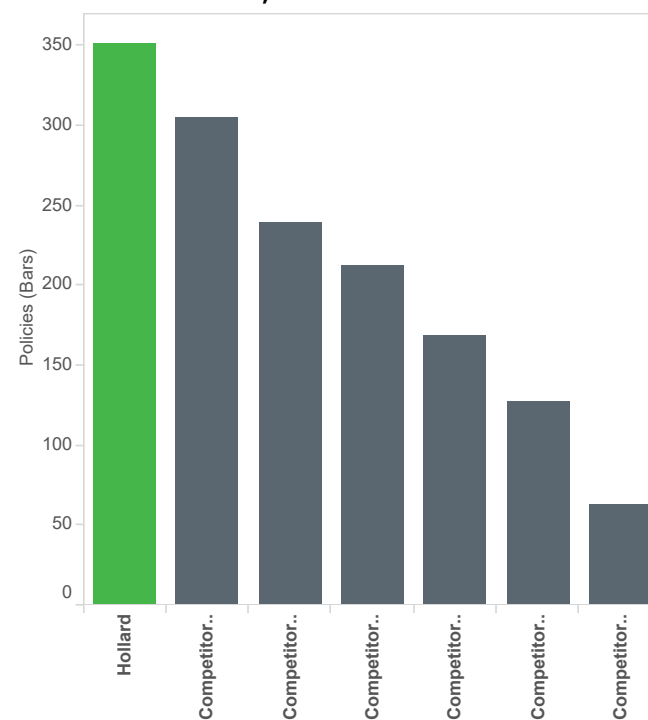
Bound Renewals, March 2019



Bound Endorsements, March 2019



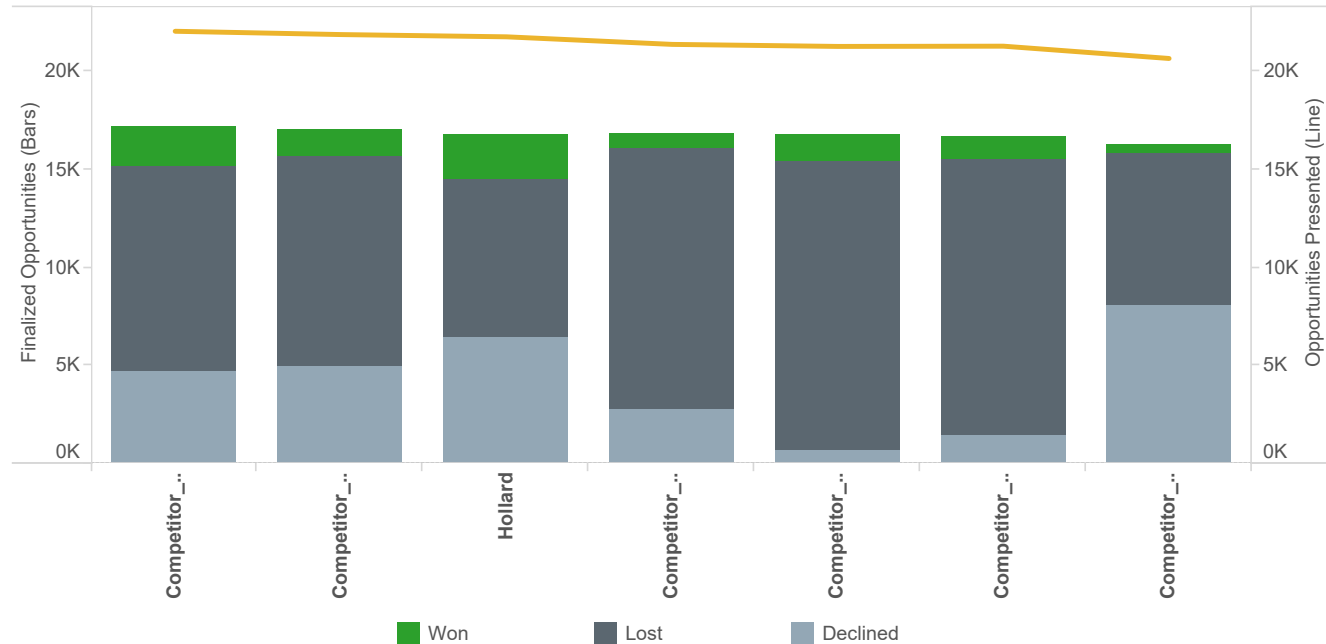
Bound Cancellations, March 2019



Finalized Opportunities

March 2019

Finalized Opportunities vs Opportunities Presented, March 2019



Opportunities Presented

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	100	7,366	14	2,982	525	636	5,866	1,864	19,353

Opportunities Finalized

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	63	6,018	3	2,620	415	517	5,349	1,732	16,717

Opportunities Won

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	9	777	364	56	21	844	216	2,287
GWP (bound)	\$25,081	\$1,282,755	\$618,378	\$87,487	\$34,368	\$1,431,518	\$320,971	\$3,800,559
Average GWP (bound)	\$2,787	\$1,647	\$1,699	\$1,562	\$1,637	\$1,682	\$1,479	\$1,655

Opportunities Lost

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	33	3,042	1,090	185	242	2,622	808	8,022
GWP (quoted)	\$66,056	\$6,247,235	\$2,176,787	\$383,623	\$346,142	\$4,986,479	\$1,297,421	\$15,503,742
Average GWP (quoted)	\$2,002	\$2,044	\$1,979	\$2,074	\$1,430	\$1,897	\$1,606	\$1,925

Opportunities Declined

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	21	2,199	3	1,164	174	254	1,882	708	6,405

Excludes endorsements and cancellations.

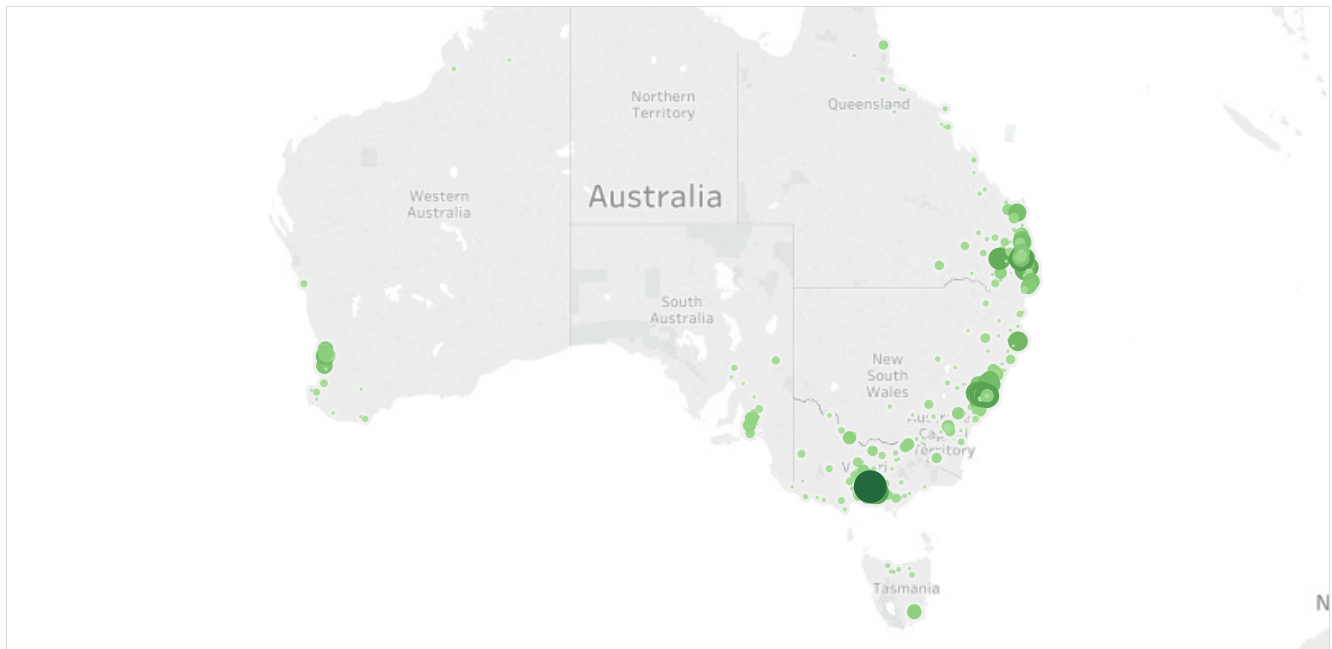
State Activity

March 2019

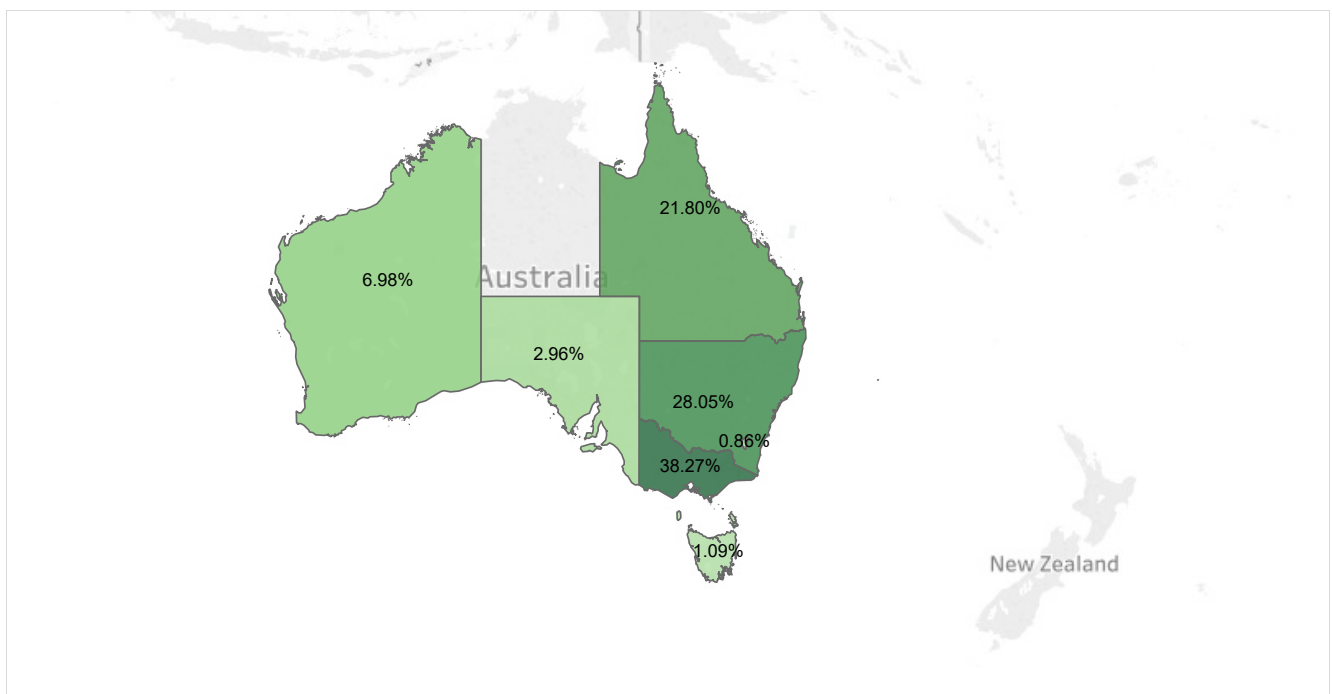
GWP by State, March 2019

	ACT	NSW	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$17,856	\$568,879	\$403,916	\$69,007	\$31,862	\$921,810	\$134,473	\$2,147,803
Renewals	\$14,897	\$493,273	\$421,520	\$42,966	\$9,282	\$527,256	\$129,698	\$1,638,891
Total	\$32,753	\$1,062,152	\$825,435	\$111,973	\$41,143	\$1,449,066	\$264,171	\$3,786,694

Bound Policies by Post Code, March 2019



GWP Split by State, March 2019

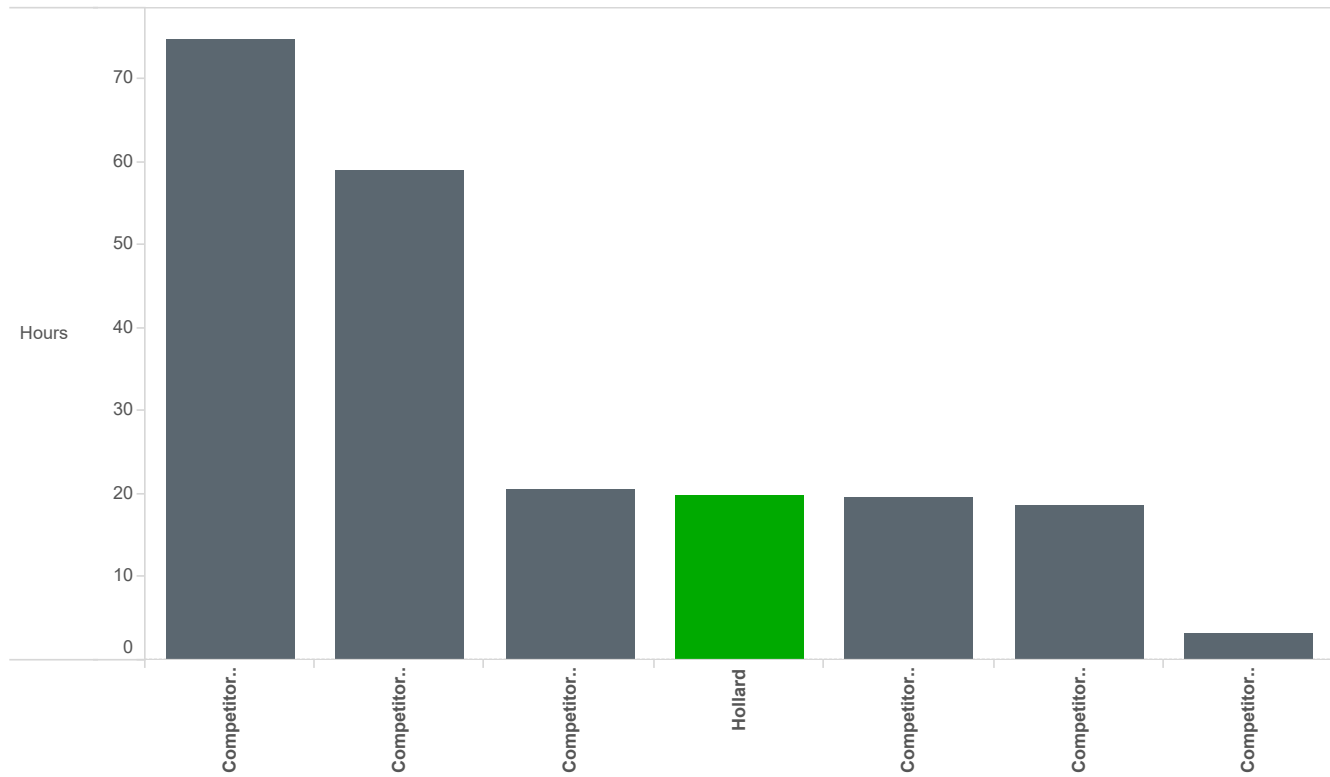


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

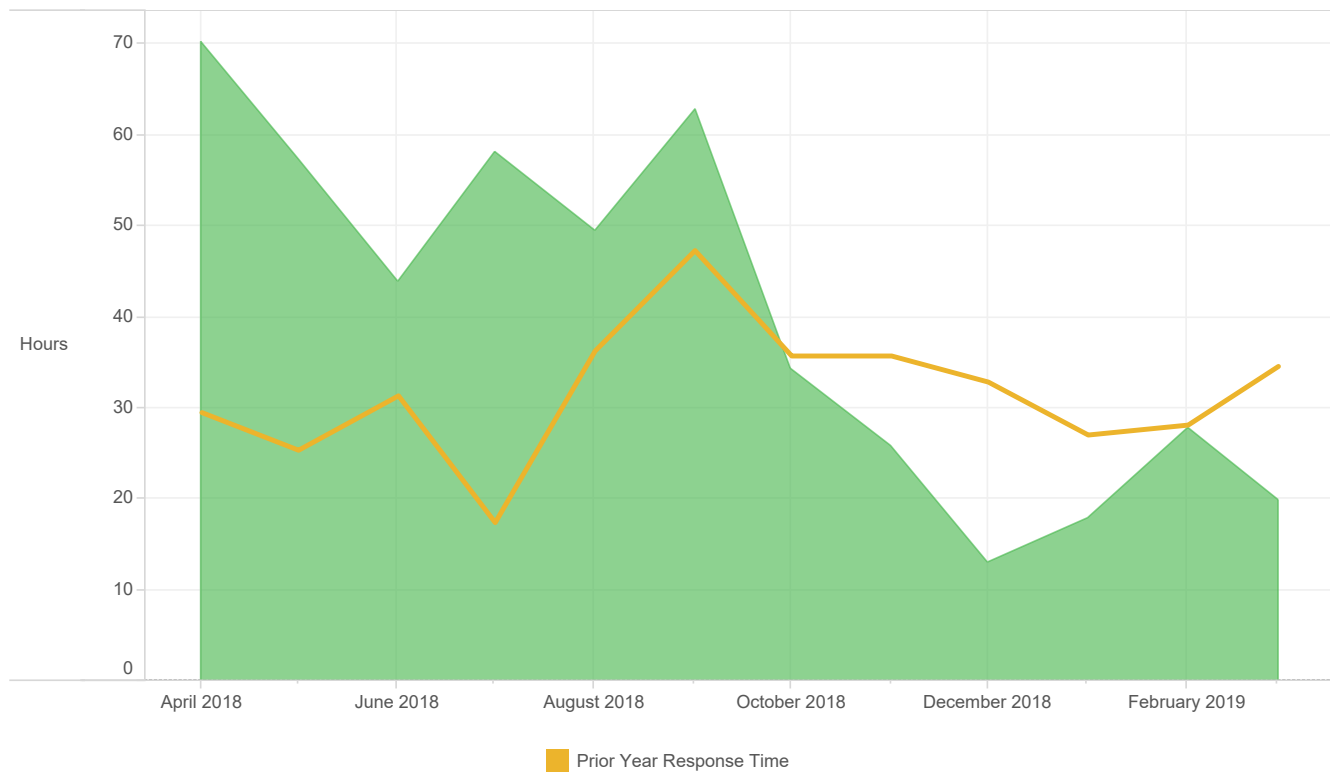
Response Time

March 2019

Average Referral Response Time, March 2019



Holland Average Referral Response Time Series, 12 Month Rolling

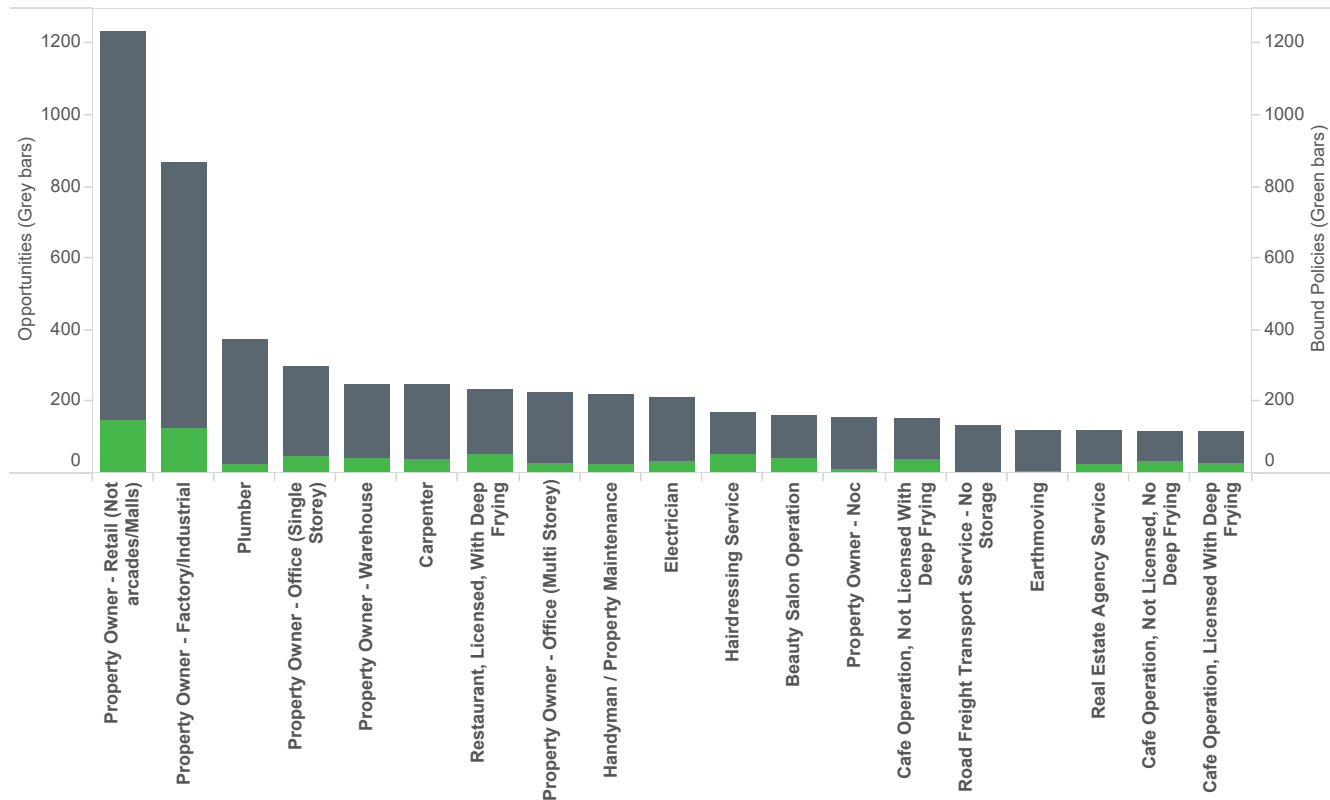


Demographics

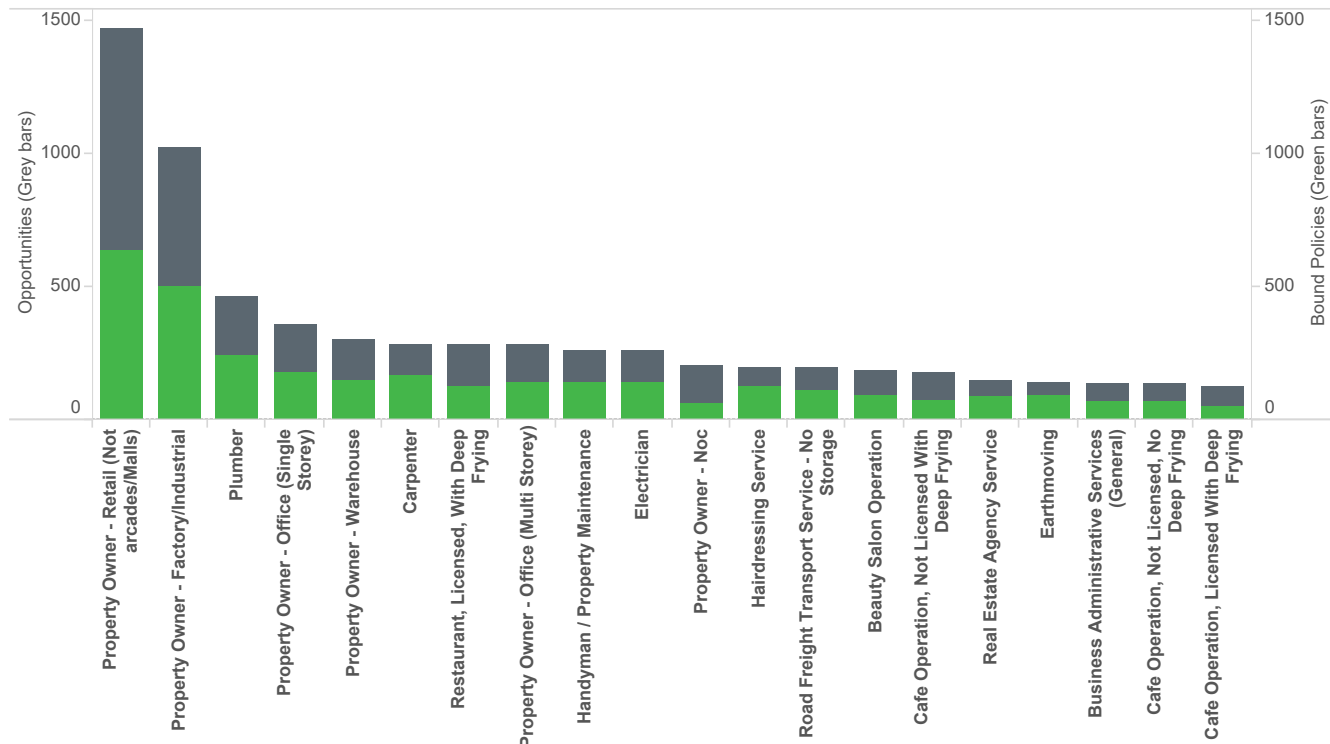


March 2019

Hollard Opportunities vs Bound Policies by Top Occupations, March 2019



All Insurers Opportunities vs Bound Policies by Top Occupations, March 2019



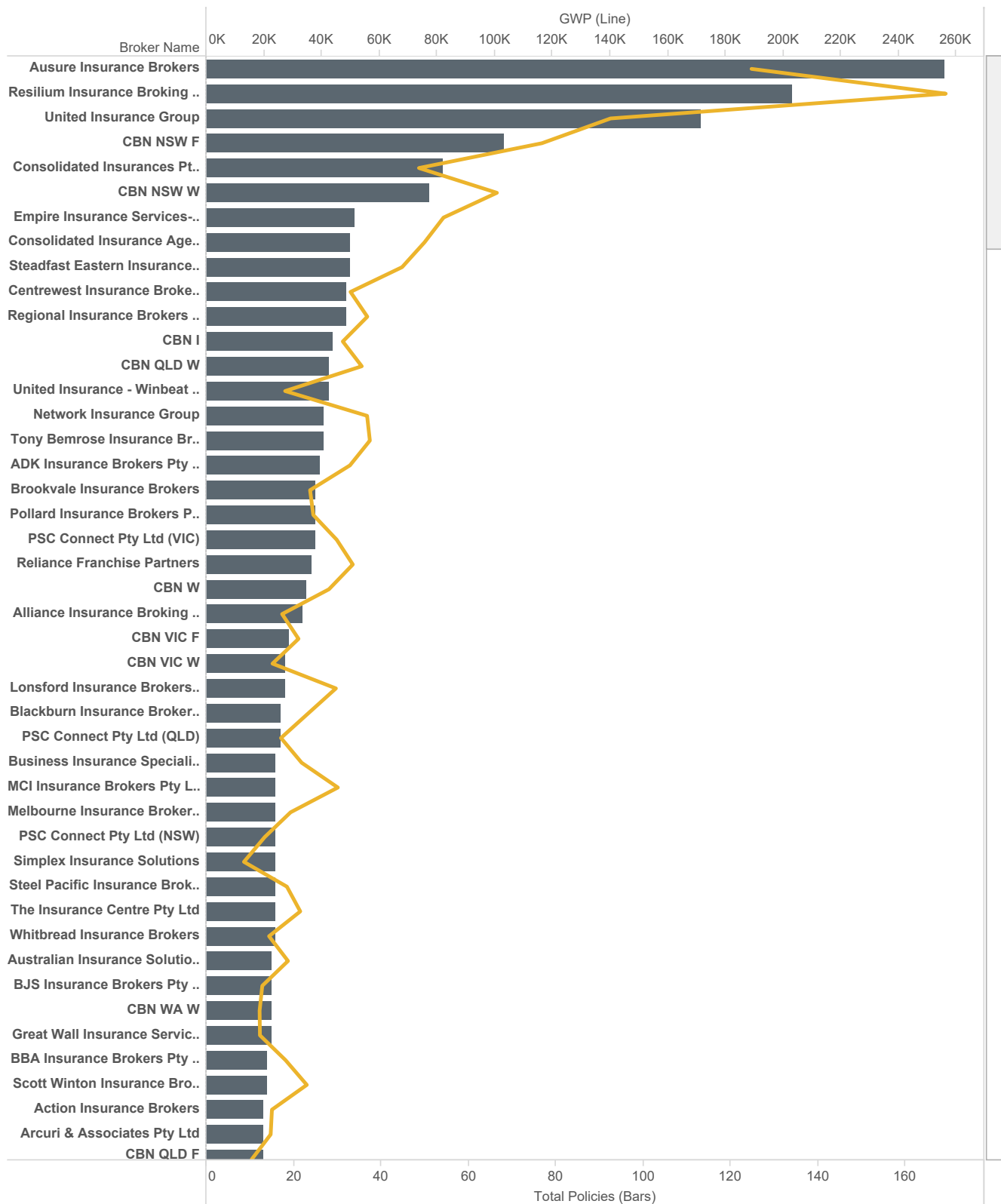
Shows the occupations of new business and renewal opportunities finalized during the reporting period.

Broker Performance



March 2019

Top Brokerage by Bound Policies and GWP, March 2019



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