



Insurer Performance Report

Business Pack

February 2019

calibre
INSURANCE

Bound Gross Written Premium (GWP)



February 2019

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

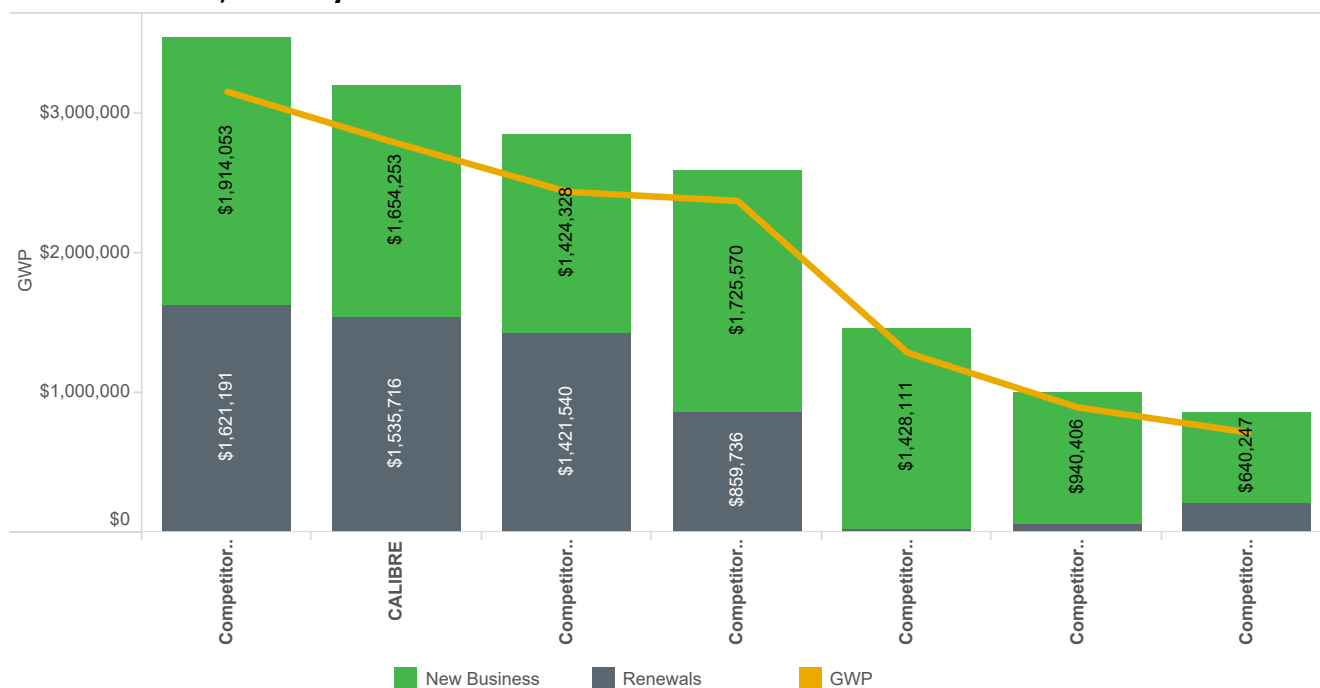
\$2,784,602

\$13,649,665

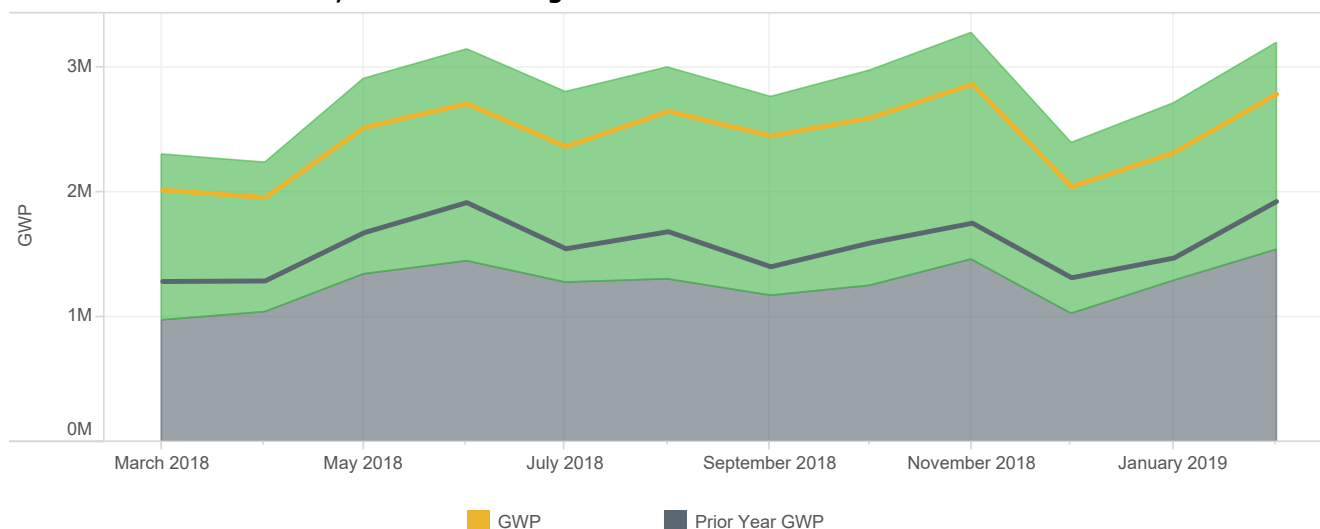
\$1,551

\$1,785

GWP All Insurers, February 2019



CALIBRE GWP Time Series, 12 Month Rolling



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

Strike Rate

February 2019

CALIBRE Opportunities

CALIBRE Opportunities Won

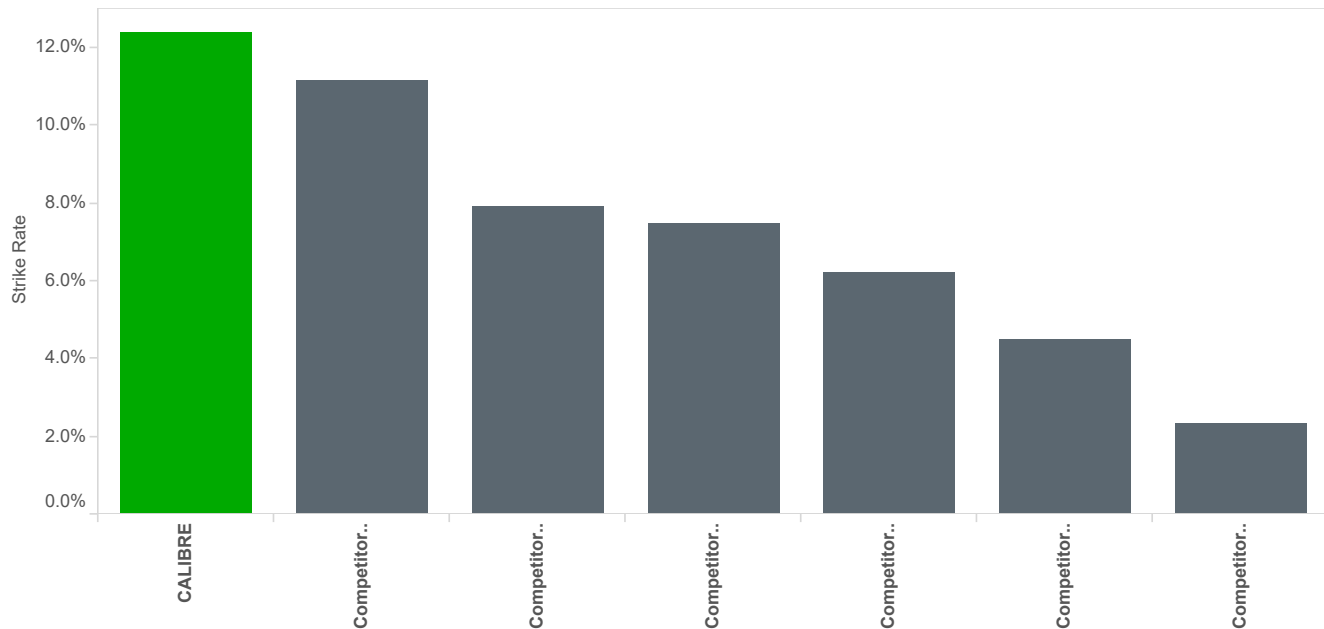
CALIBRE Strike Rate

16,584

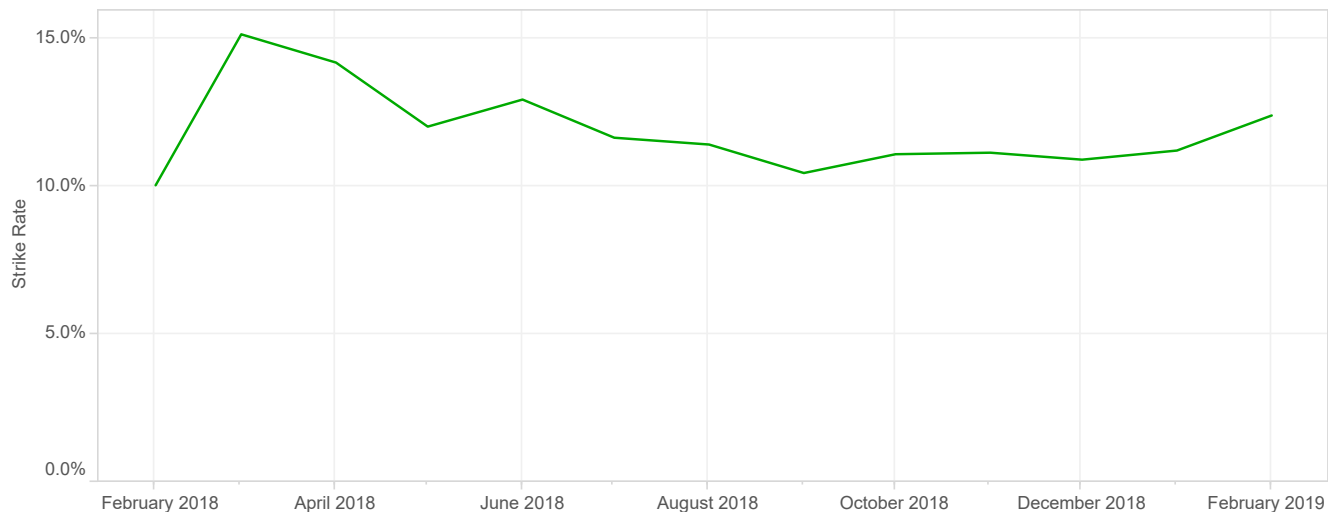
2,055

12.39%

All Insurers, Strike Rate February 2019



CALIBRE Strike Rate, 12 Month Rolling

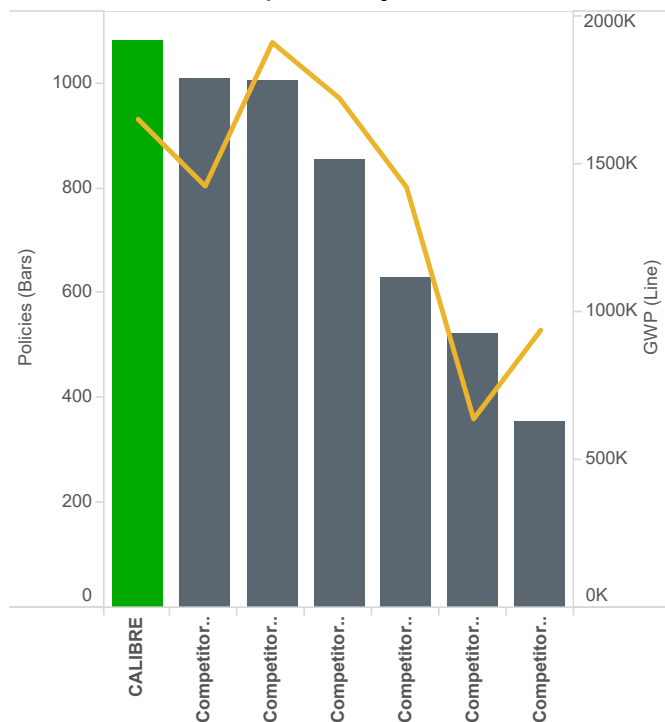


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

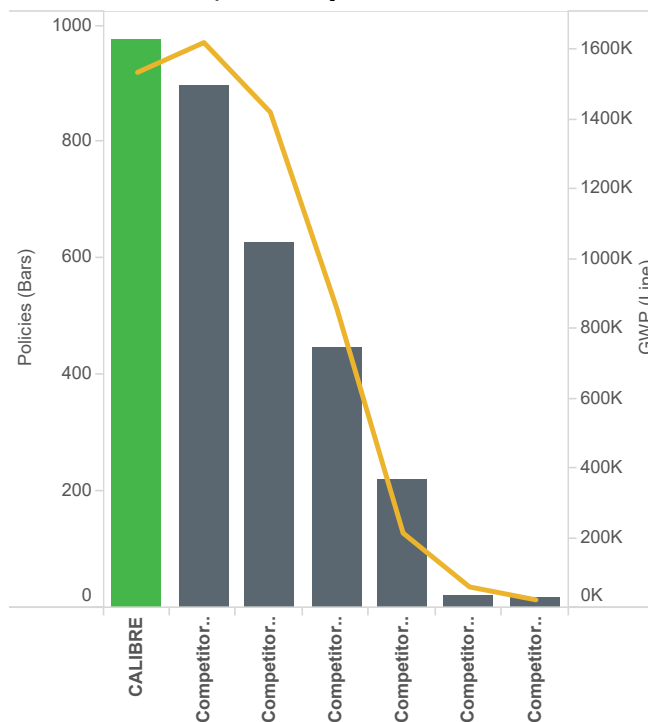
Bound Transactions

February 2019

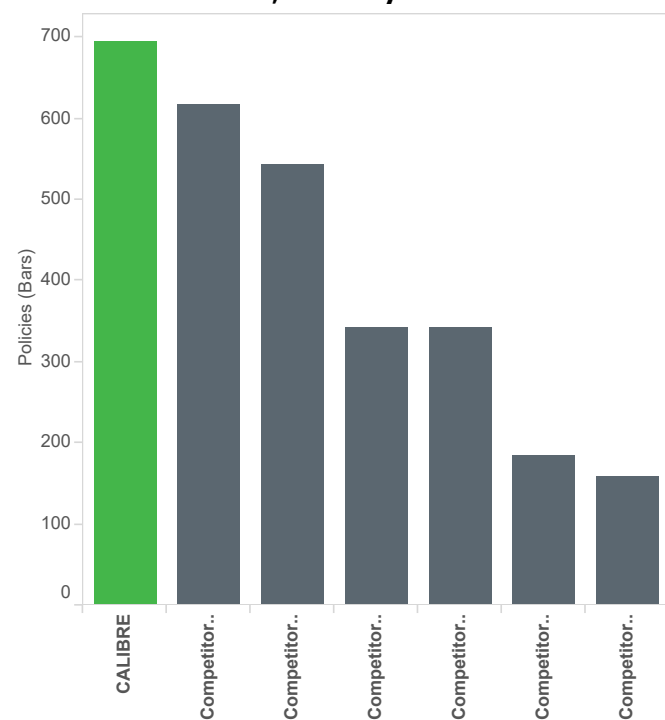
Bound New Business, February 2019



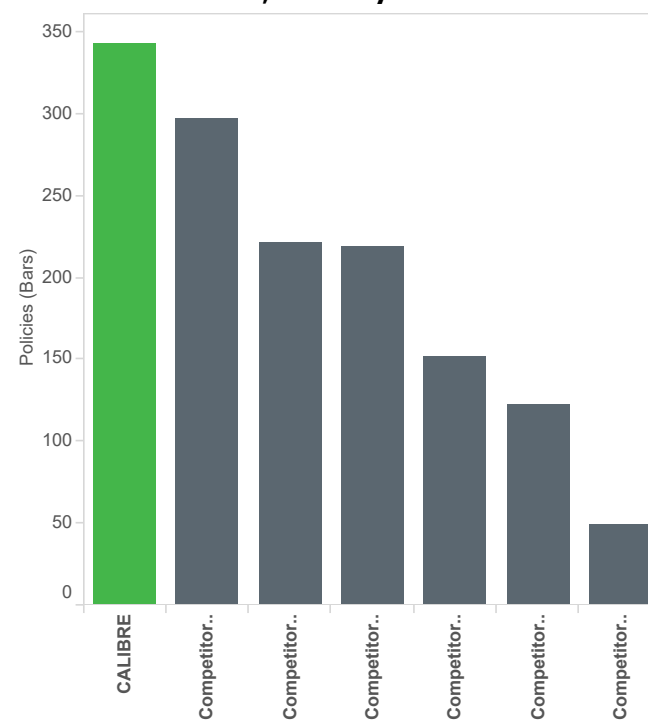
Bound Renewals, February 2019



Bound Endorsements, February 2019



Bound Cancellations, February 2019

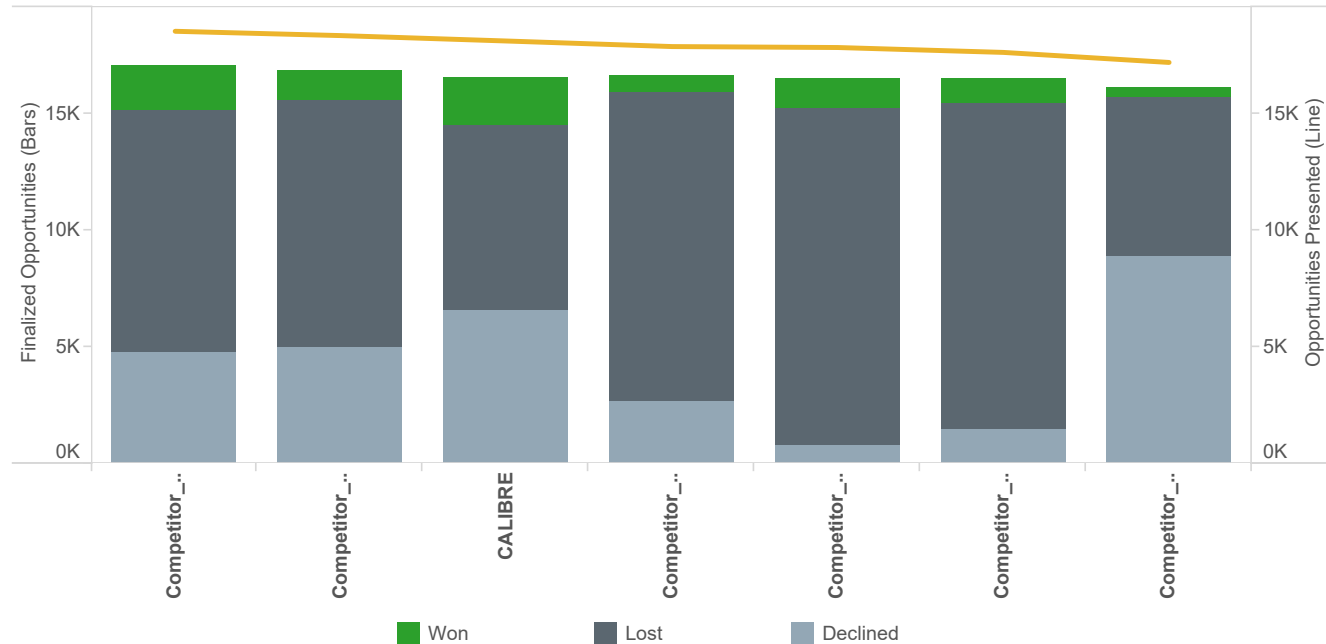


Finalized Opportunities



February 2019

Finalized Opportunities vs Opportunities Presented, February 2019



Opportunities Presented

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	89	6,280	9	2,590	454	571	5,470	1,781	17,244

Opportunities Finalized

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	68	6,228	3	2,370	450	435	5,233	1,797	16,584

Opportunities Won

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	3	796	243	48	17	738	210	2,055
GWP (bound)	\$1,806	\$1,217,835	\$394,582	\$62,445	\$21,357	\$1,156,868	\$335,530	\$3,190,422
Average GWP (bound)	\$602	\$1,530	\$1,624	\$1,301	\$1,256	\$1,568	\$1,598	\$1,553

Opportunities Lost

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	42	3,136	1	990	201	184	2,572	848	7,974
GWP (quoted)	\$105,604	\$5,973,664	\$945	\$1,981,043	\$361,990	\$370,669	\$4,735,493	\$1,394,586	\$14,923,994
Average GWP (quoted)	\$2,514	\$1,904	\$945	\$1,977	\$1,801	\$2,015	\$1,840	\$1,645	\$1,868

Opportunities Declined

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	23	2,296	2	1,137	201	234	1,922	739	6,554

Excludes endorsements and cancellations.

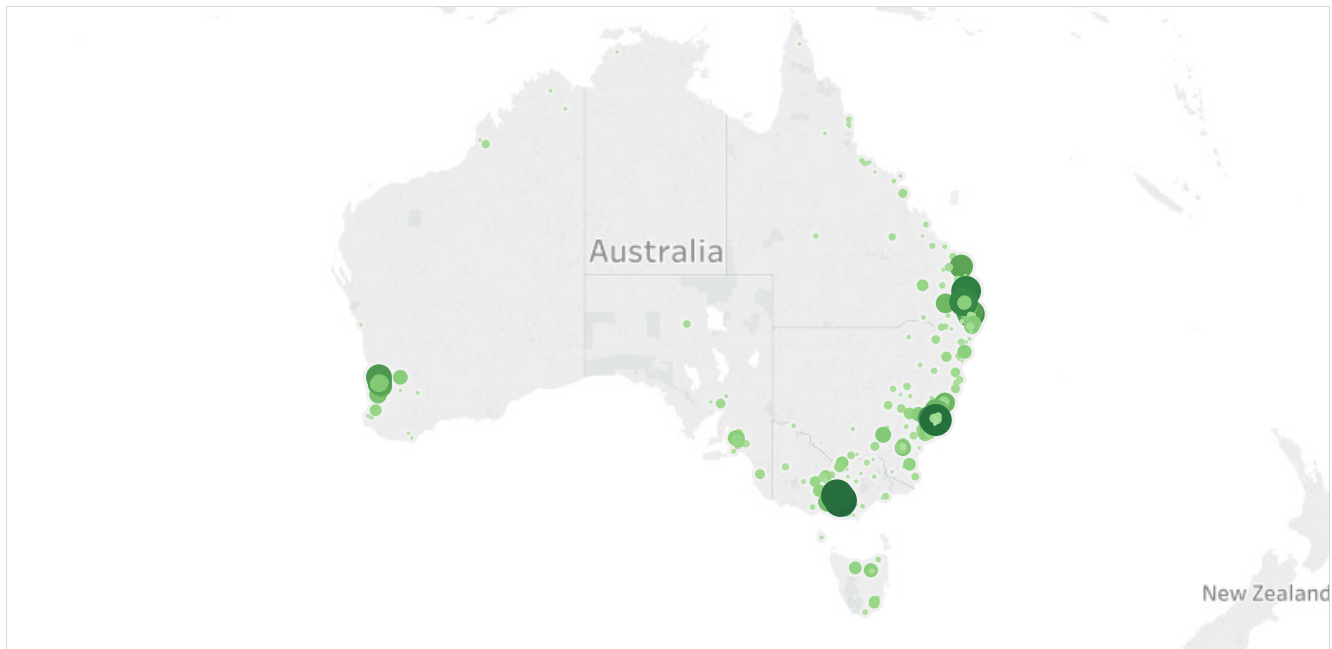
State Activity

February 2019

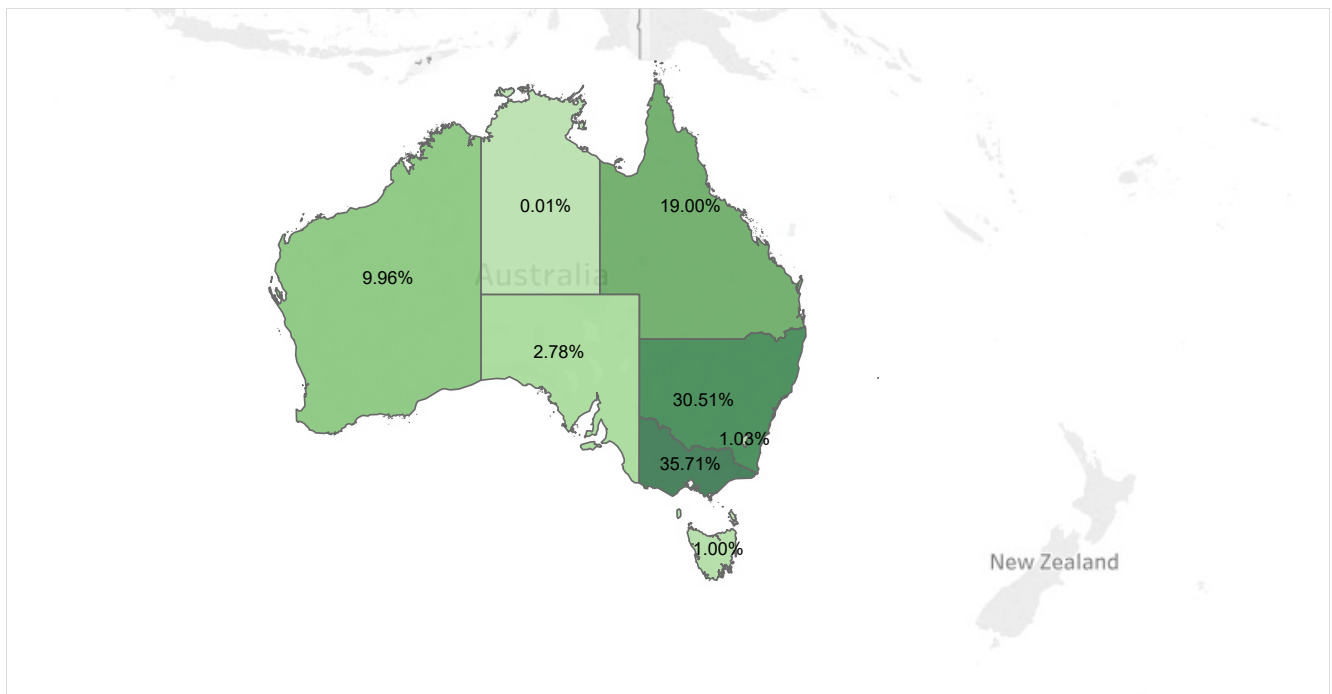
GWP by State, February 2019

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$16,736	\$454,651		\$344,506	\$47,451	\$15,949	\$631,384	\$143,576	\$1,654,253
Renewals	\$16,114	\$518,457	\$329	\$261,680	\$41,263	\$16,005	\$507,644	\$174,224	\$1,535,716
Total	\$32,850	\$973,109	\$329	\$606,186	\$88,715	\$31,954	\$1,139,028	\$317,800	\$3,189,969

Bound Policies by Post Code, February 2019



GWP Split by State, February 2019

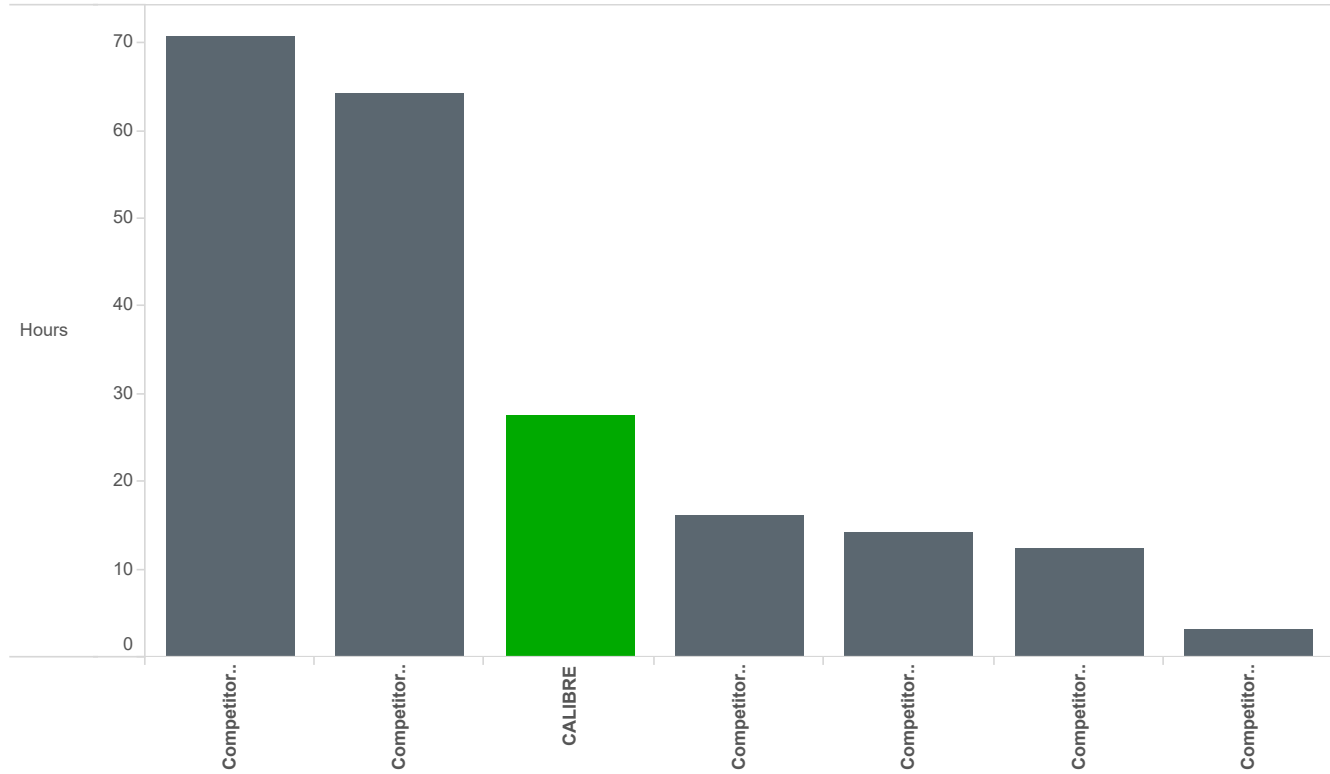


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

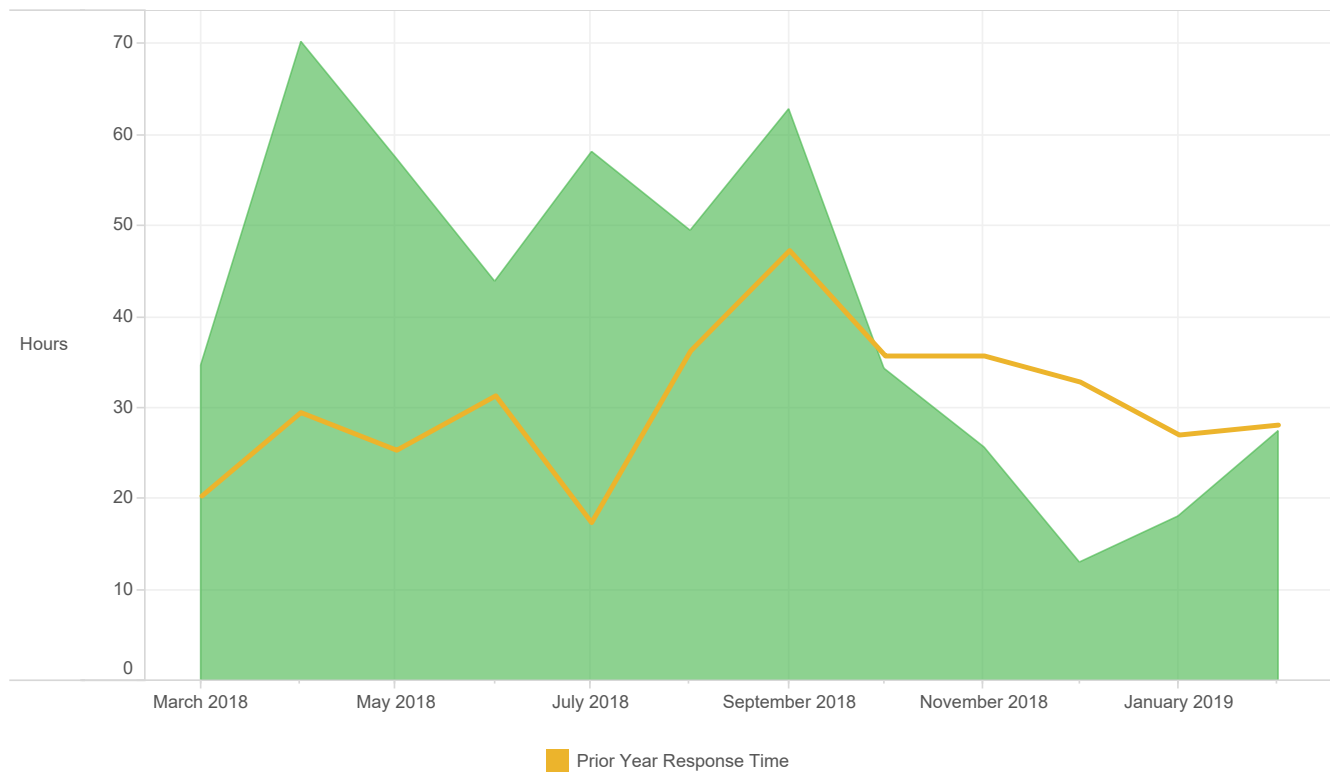
Response Time

February 2019

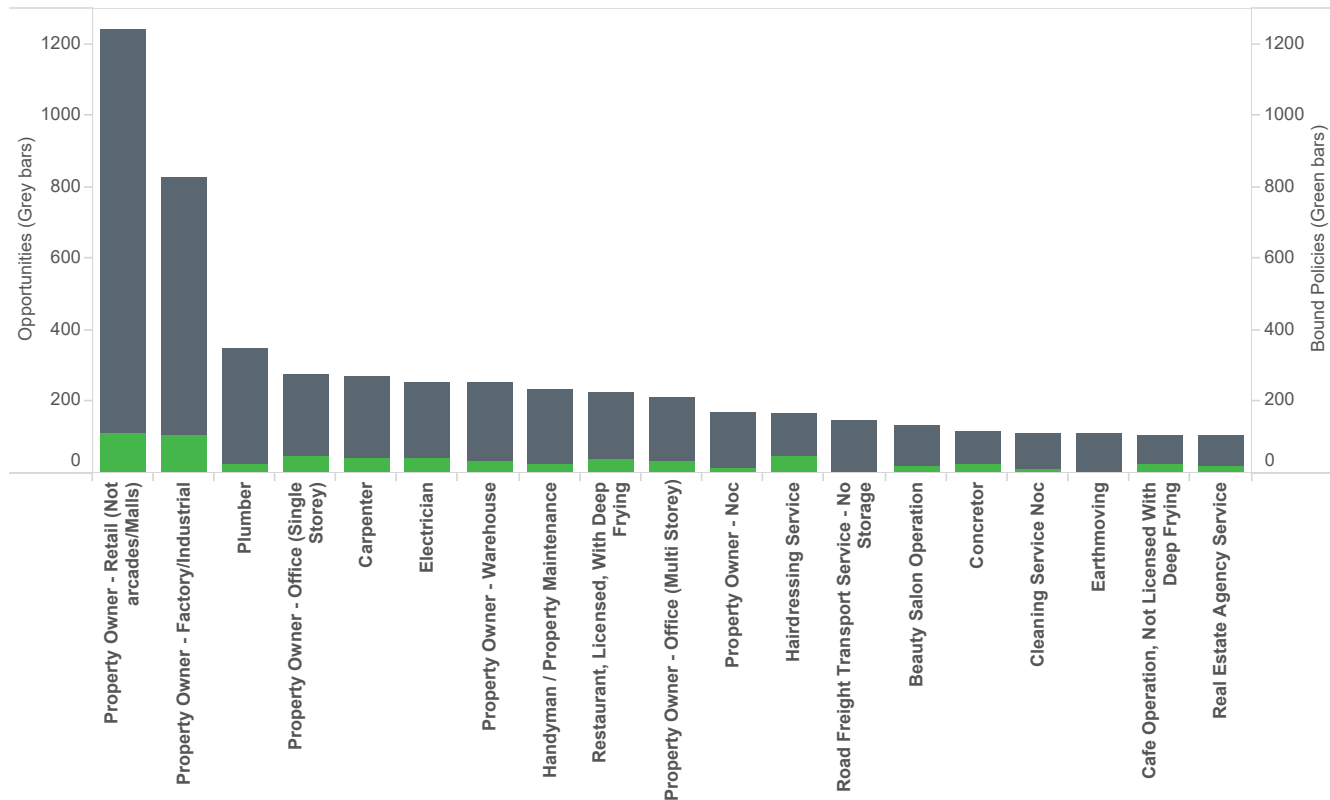
Average Referral Response Time, February 2019



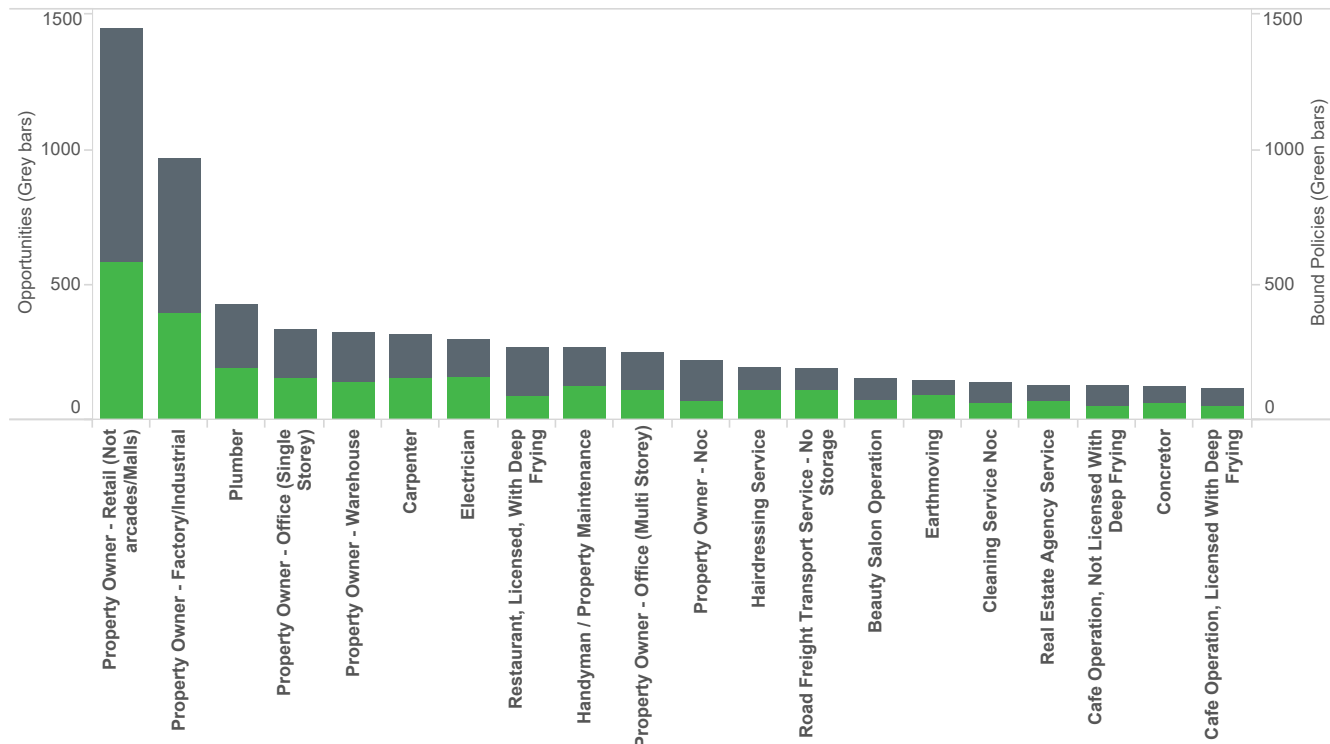
CALIBRE Average Referral Response Time Series, 12 Month Rolling



CALIBRE Opportunities vs Bound Policies by Top Occupations, February 2019



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



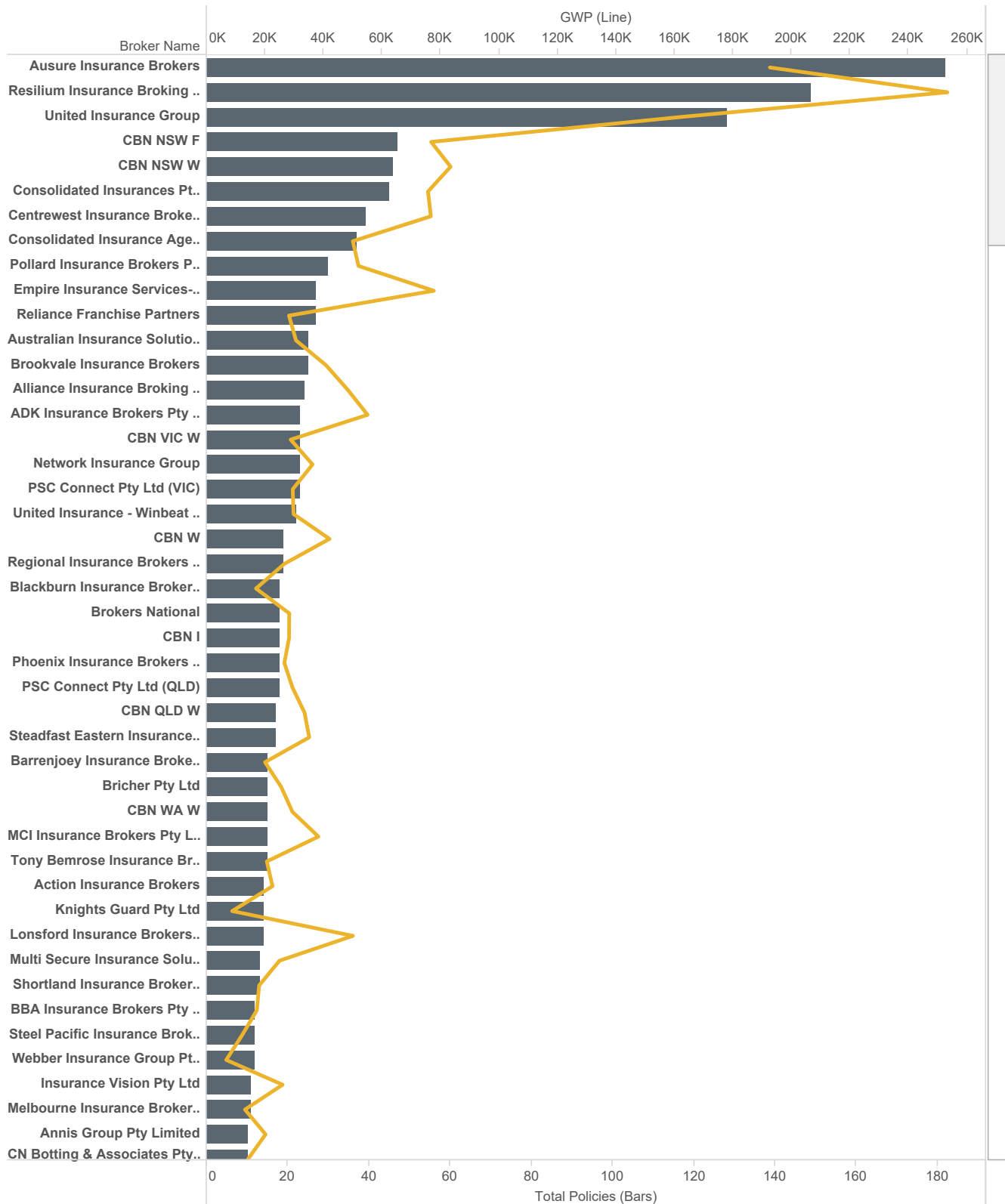
Shows the occupations of new business and renewal opportunities finalized during the reporting period.

Broker Performance



February 2019

Top Brokerage by Bound Policies and GWP, February 2019



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