



Insurer Performance Report

Business Pack

April 2019

calibre
INSURANCE

Bound Gross Written Premium (GWP)



April 2019

Holland GWP

All Insurer GWP

Holland Avg GWP

All Avg GWP

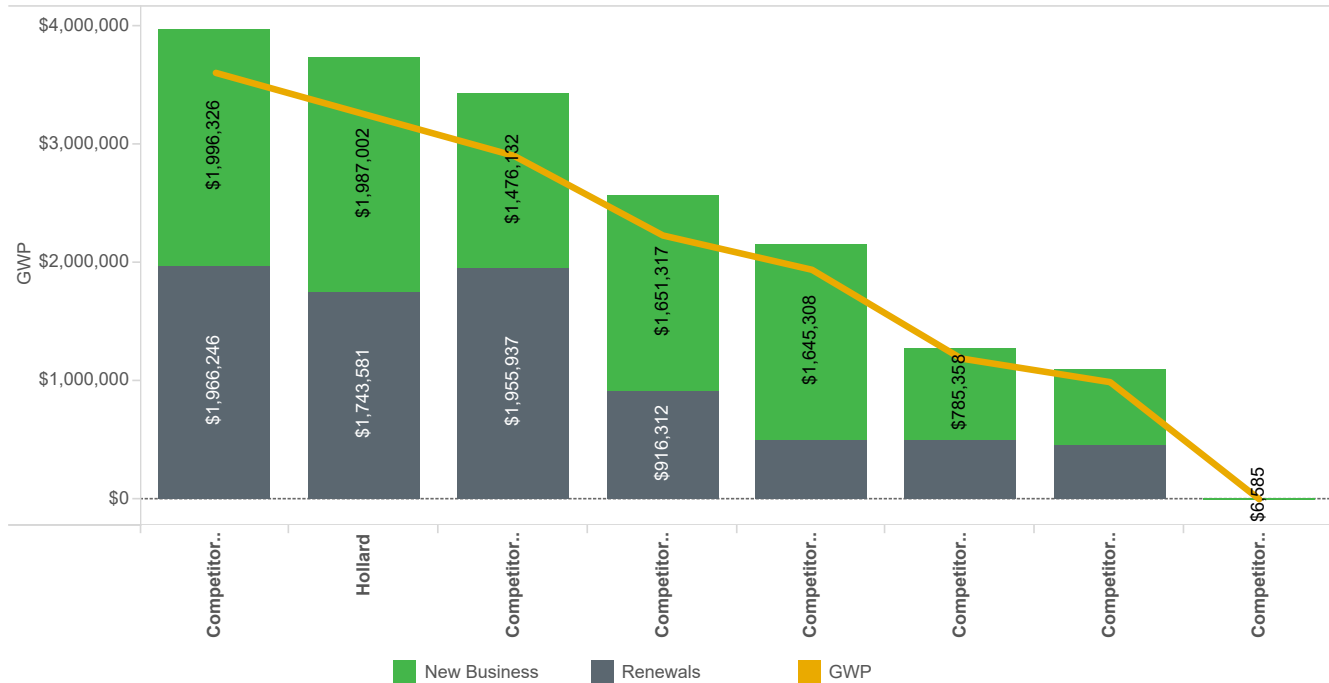
\$3,253,146

\$16,128,836

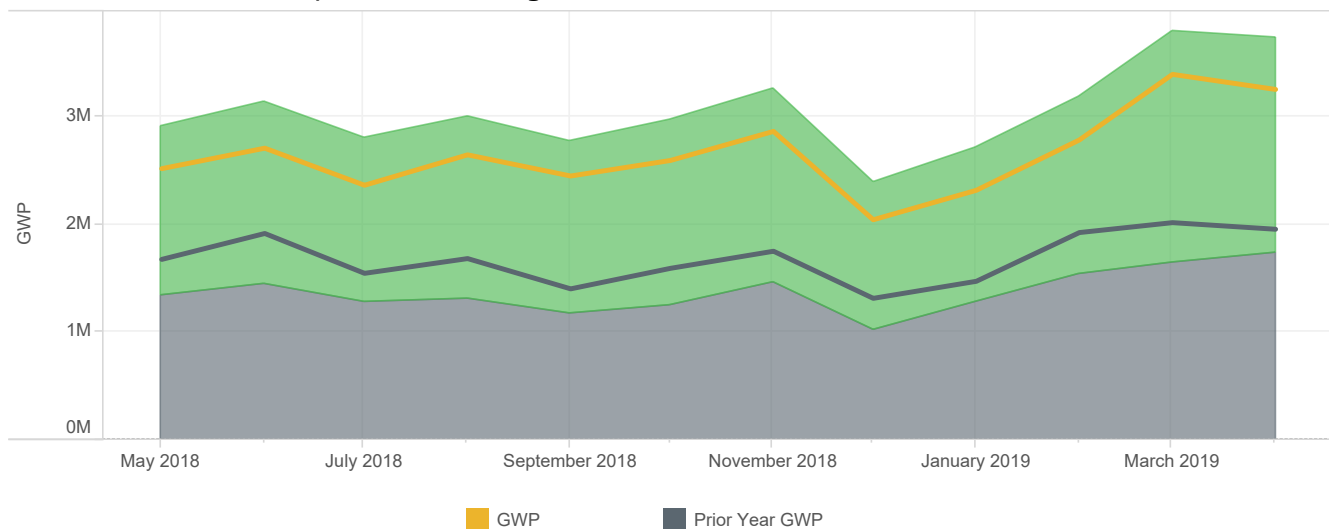
\$1,579

\$1,871

GWP All Insurers, April 2019



Holland GWP Time Series, 12 Month Rolling



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

Strike Rate

April 2019

Hollard Opportunities

Hollard Opportunities Won

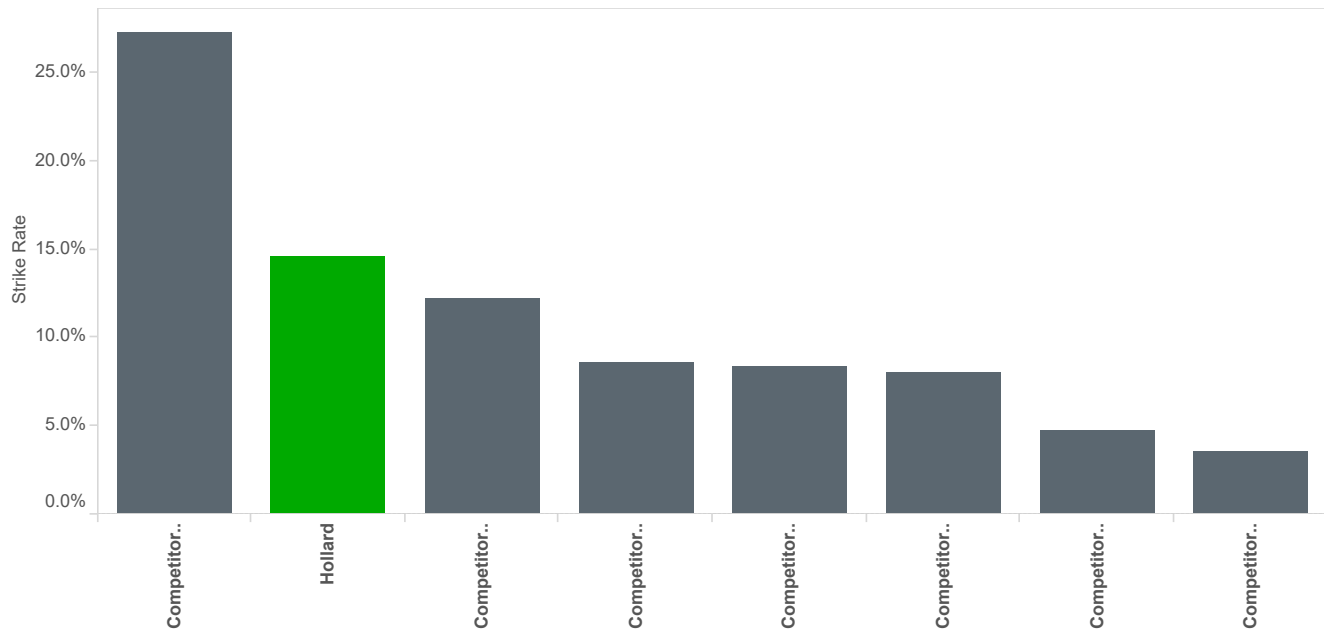
Hollard Strike Rate

16,114

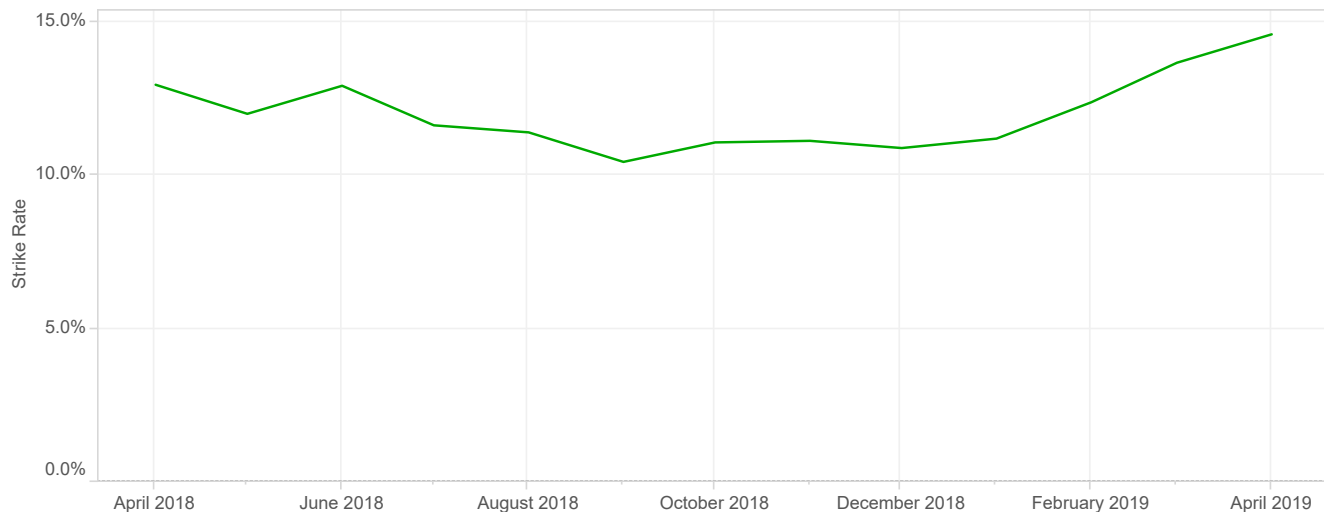
2,354

14.61%

All Insurers, Strike Rate April 2019



Hollard Strike Rate, 12 Month Rolling

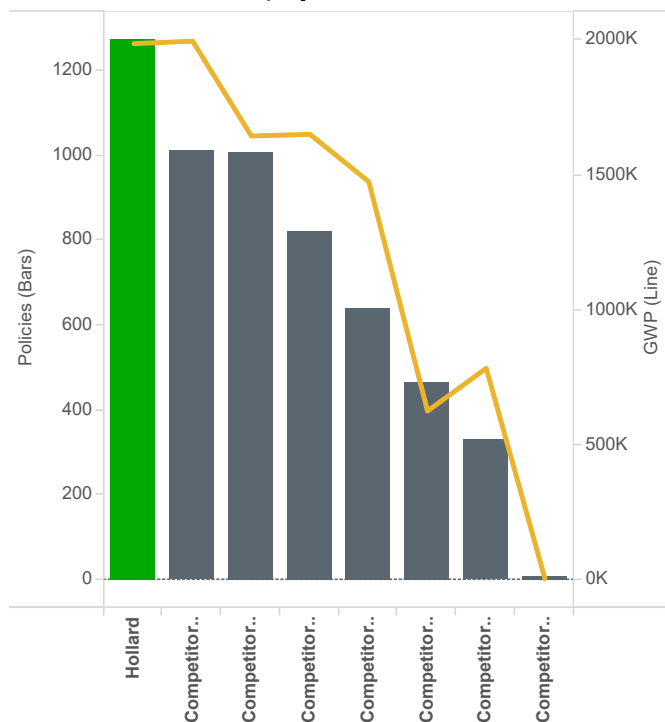


Total opportunities, opportunities won, and strike rate figures from new business and renewal opportunities finalised in the reporting period.

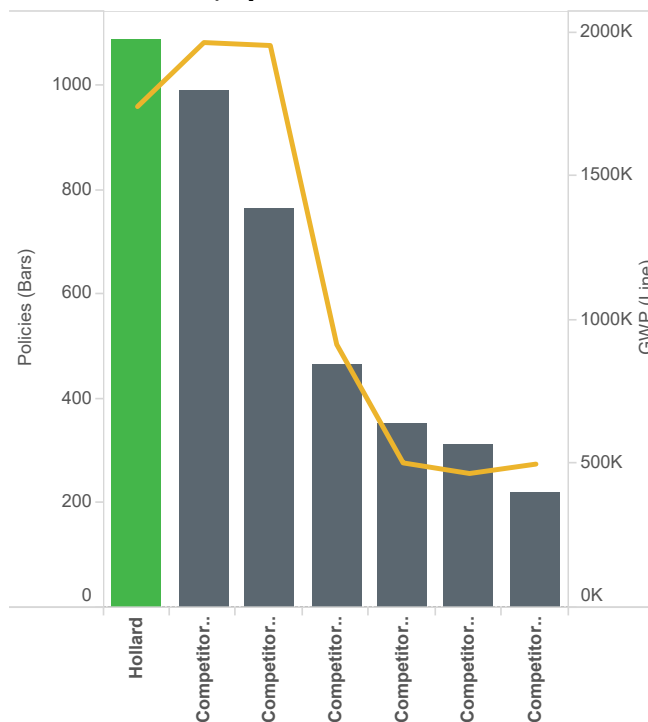
Bound Transactions

April 2019

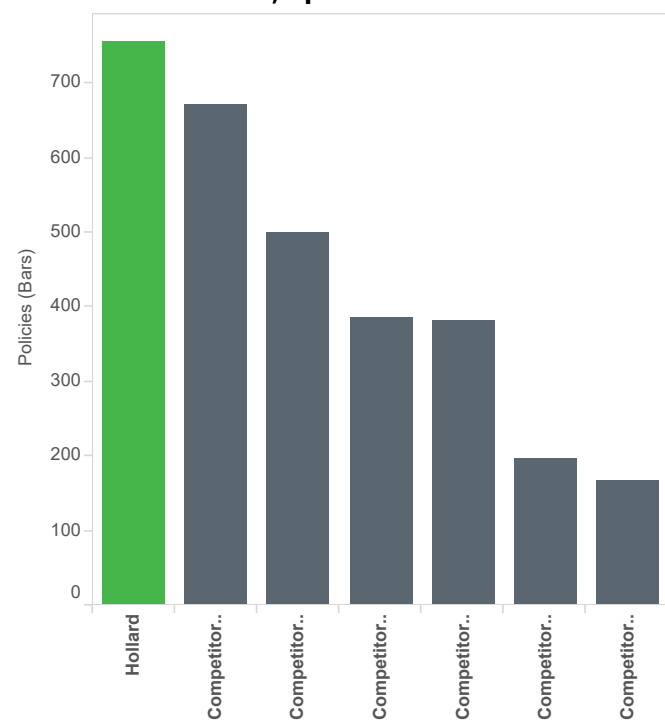
Bound New Business, April 2019



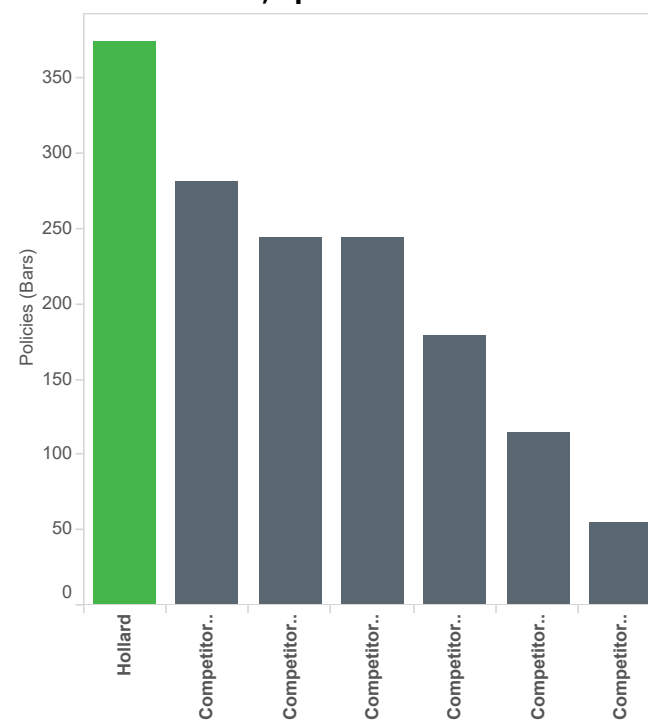
Bound Renewals, April 2019



Bound Endorsements, April 2019



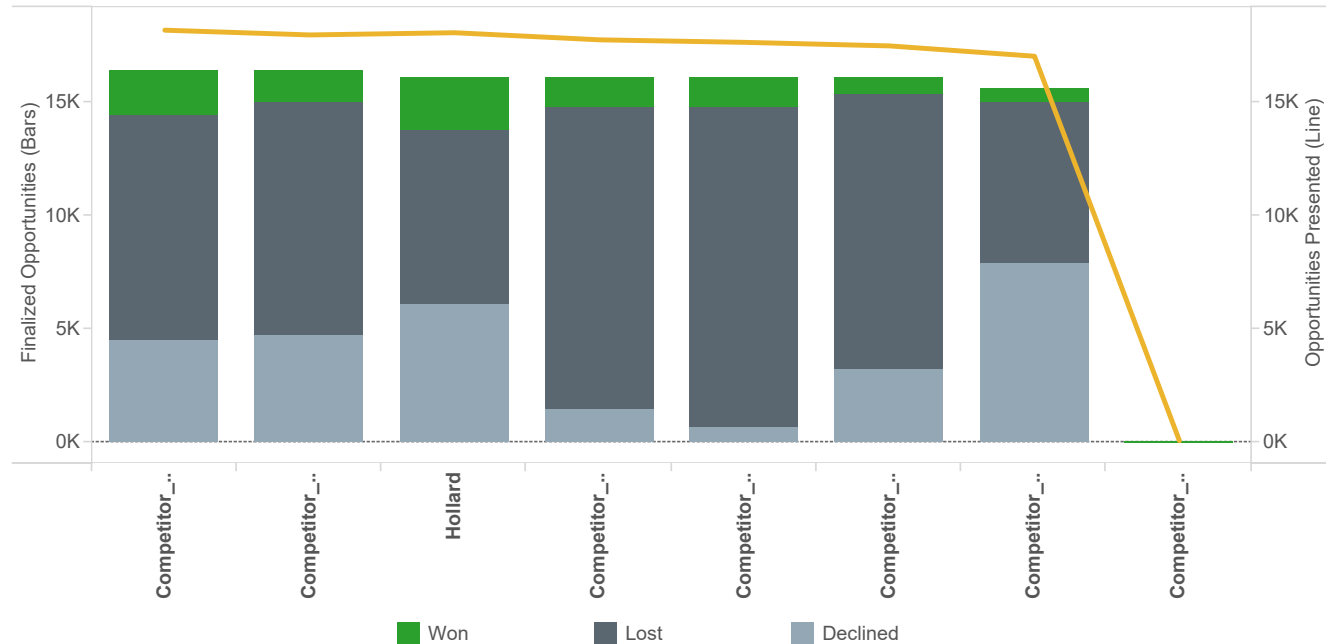
Bound Cancellations, April 2019



Finalized Opportunities

April 2019

Finalized Opportunities vs Opportunities Presented, April 2019



Opportunities Presented

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	94	6,834	9	2,580	495	603	5,651	1,821	18,087

Opportunities Finalized

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	73	5,925	18	2,433	398	522	5,160	1,585	16,114

Opportunities Won

	ACT	NSW	QLD	SA	TAS	VIC	WA	Total
Opportunities	8	933	306	45	34	833	195	2,354
GWP (bound)	\$17,545	\$1,413,288	\$480,284	\$104,115	\$51,384	\$1,317,417	\$325,824	\$3,709,857
Average GWP (bound)	\$2,193	\$1,515	\$1,570	\$2,314	\$1,511	\$1,582	\$1,671	\$1,576

Opportunities Lost

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	29	2,910	2	1,007	179	224	2,564	762	7,677
GWP (quoted)	\$84,640	\$6,071,363	\$4,673	\$2,044,741	\$348,045	\$327,966	\$4,752,571	\$1,357,739	\$14,991,738
Average GWP (quoted)	\$2,919	\$2,086	\$2,336	\$2,031	\$1,944	\$1,464	\$1,854	\$1,782	\$1,953

Opportunities Declined

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	36	2,082	16	1,120	173	264	1,746	628	6,065

Excludes endorsements and cancellations.

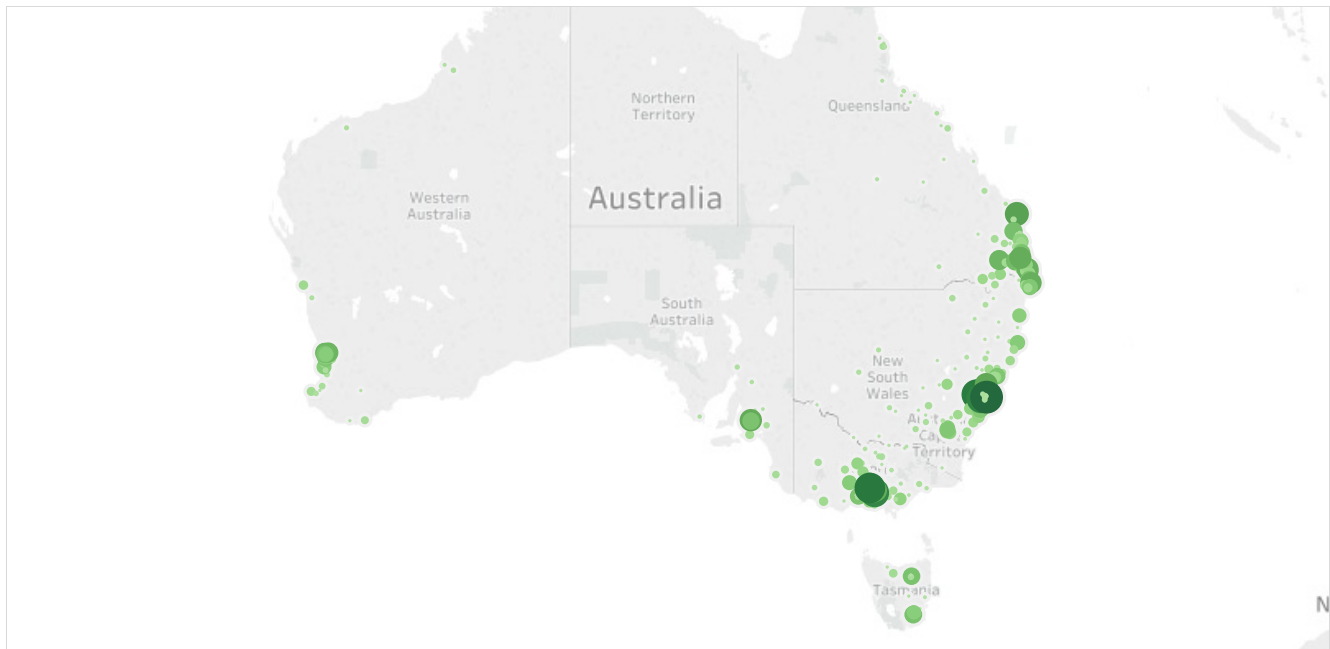
State Activity

April 2019

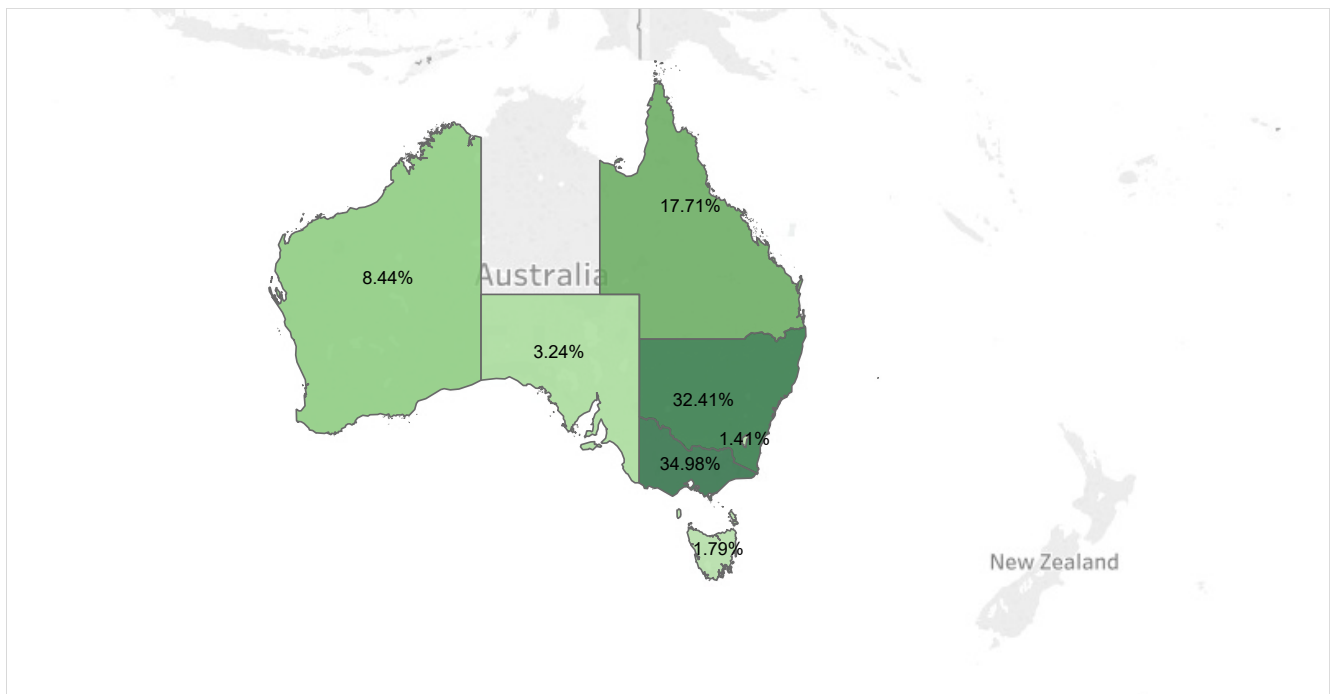
GWP by State, April 2019

	ACT	NSW	QLD	SA	TAS	VIC	WA	Grand Total
New Business	\$38,627	\$643,866	\$322,858	\$68,538	\$35,435	\$727,225	\$150,454	\$1,987,002
Renewals	\$14,024	\$565,223	\$338,007	\$52,455	\$31,522	\$577,773	\$164,576	\$1,743,581
Total	\$52,652	\$1,209,088	\$660,865	\$120,993	\$66,957	\$1,304,998	\$315,030	\$3,730,582

Bound Policies by Post Code, April 2019



GWP Split by State, April 2019

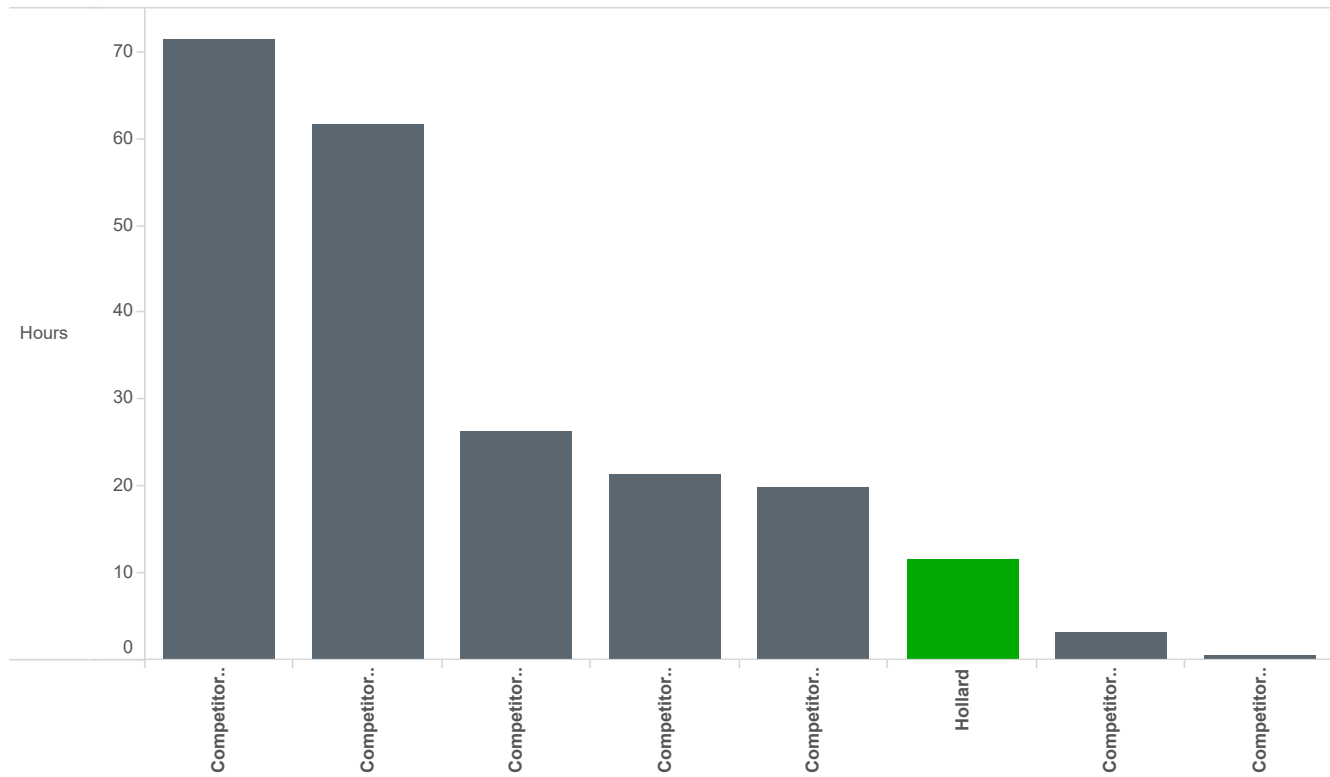


State and post code is that of the insured location (if available), otherwise reporting state of the broker.

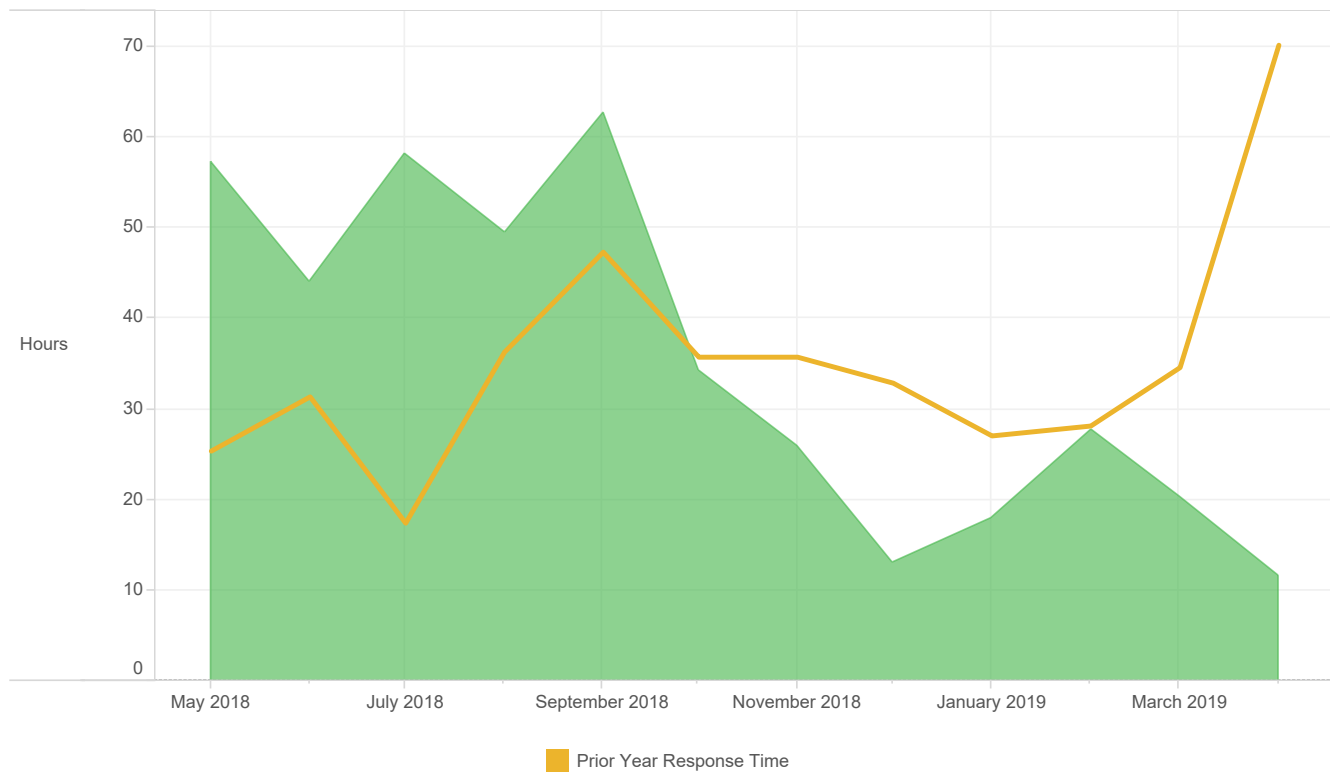
Response Time

April 2019

Average Referral Response Time, April 2019



Hollard Average Referral Response Time Series, 12 Month Rolling

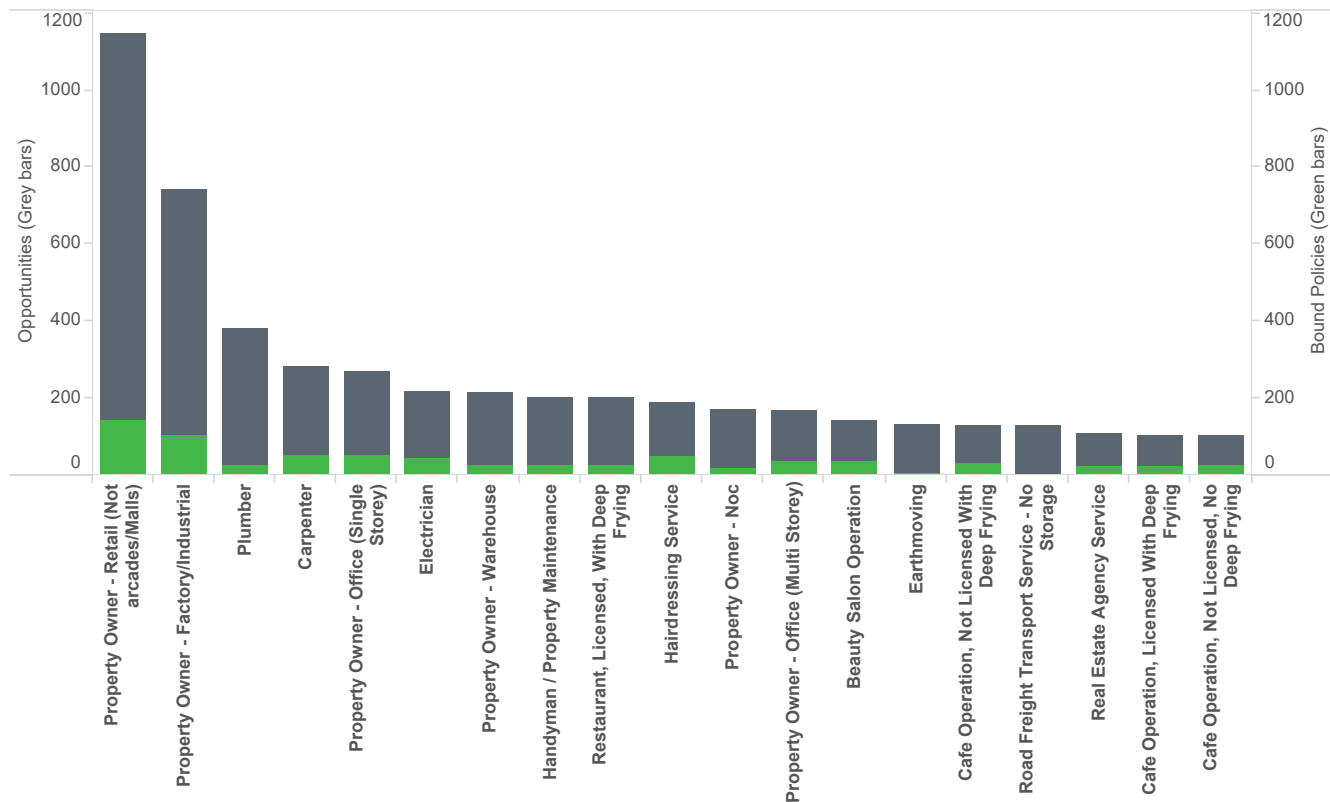


Demographics

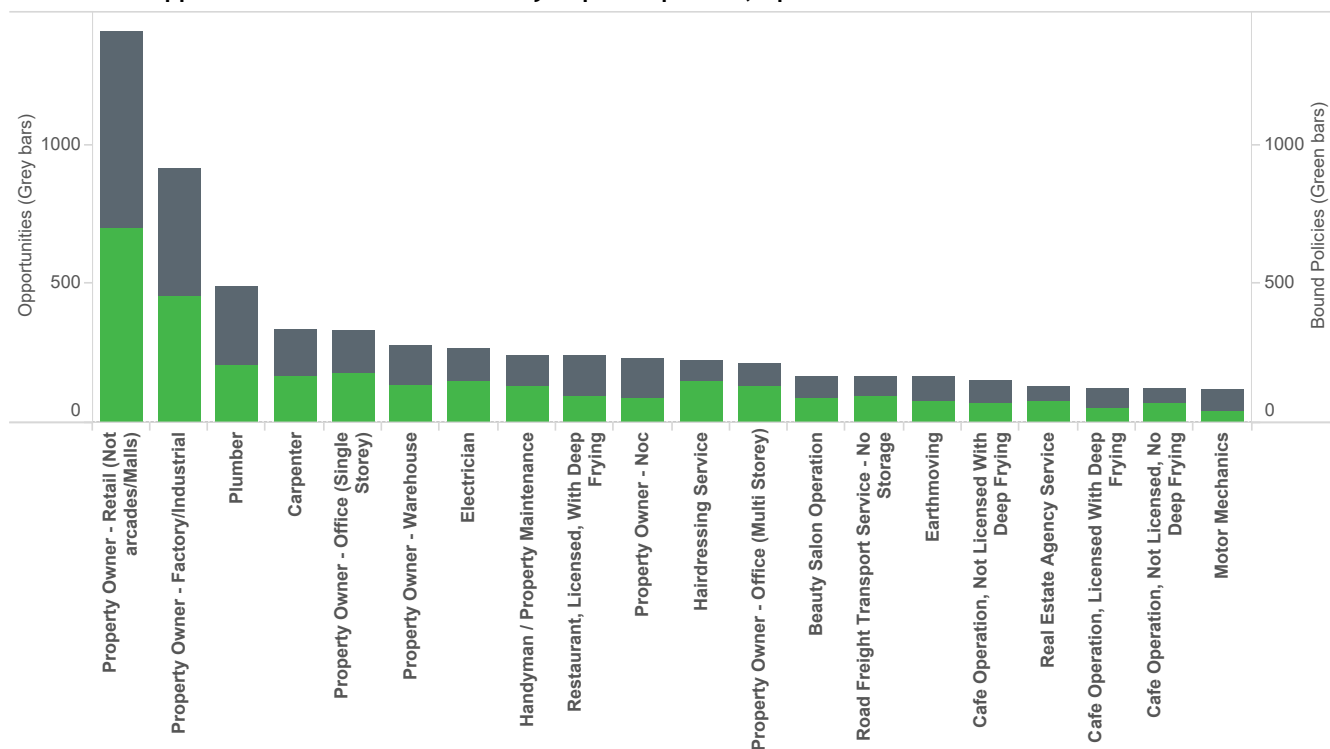


April 2019

Hollard Opportunities vs Bound Policies by Top Occupations, April 2019



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

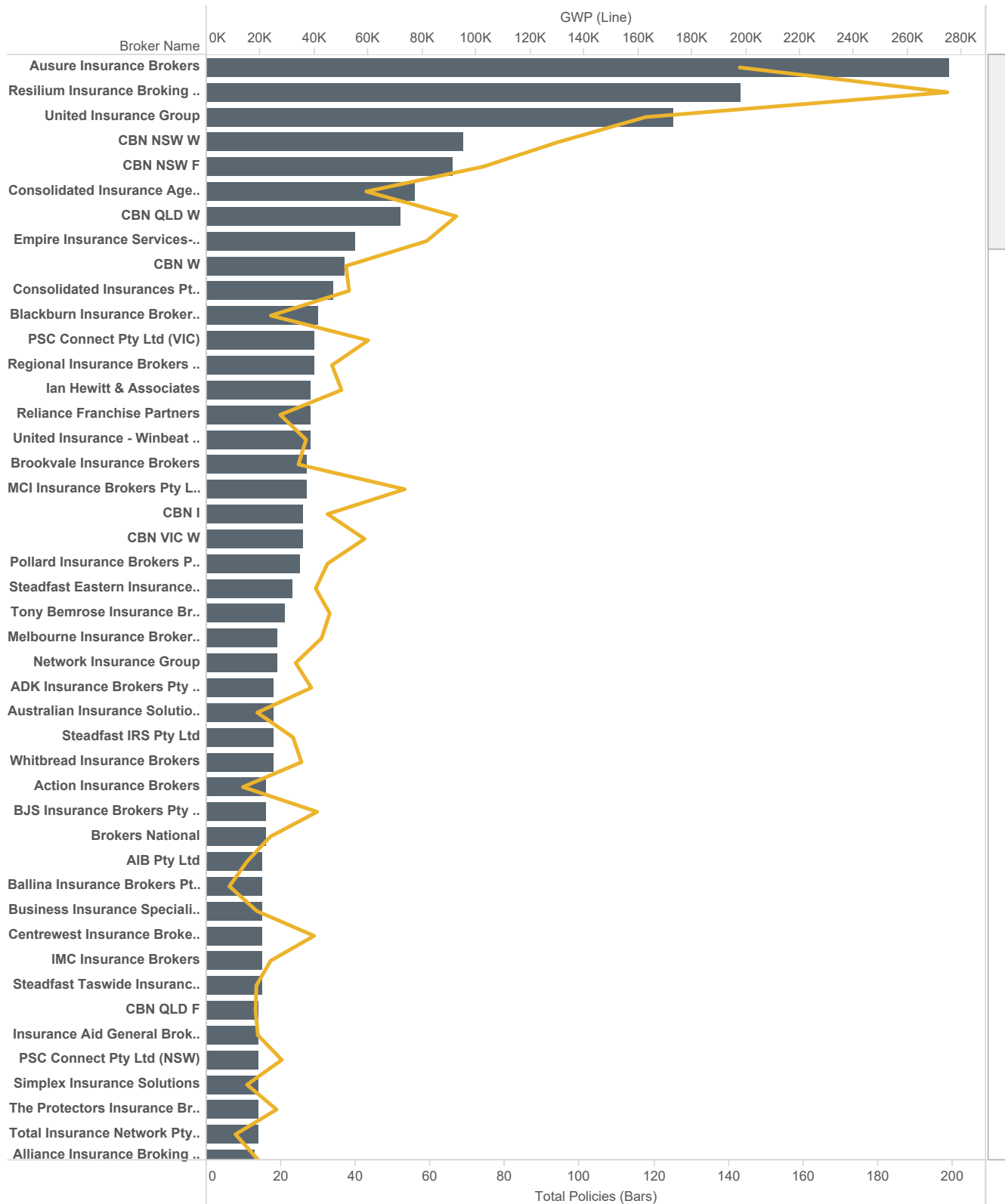


Shows the occupations of new business and renewal opportunities finalized during the reporting period.

Broker Performance

April 2019

Top Brokerage by Bound Policies and GWP, April 2019



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