



Insurer Performance Report

Business Pack

August 2017



Bound Gross Written Premium (GWP)



August 2017

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

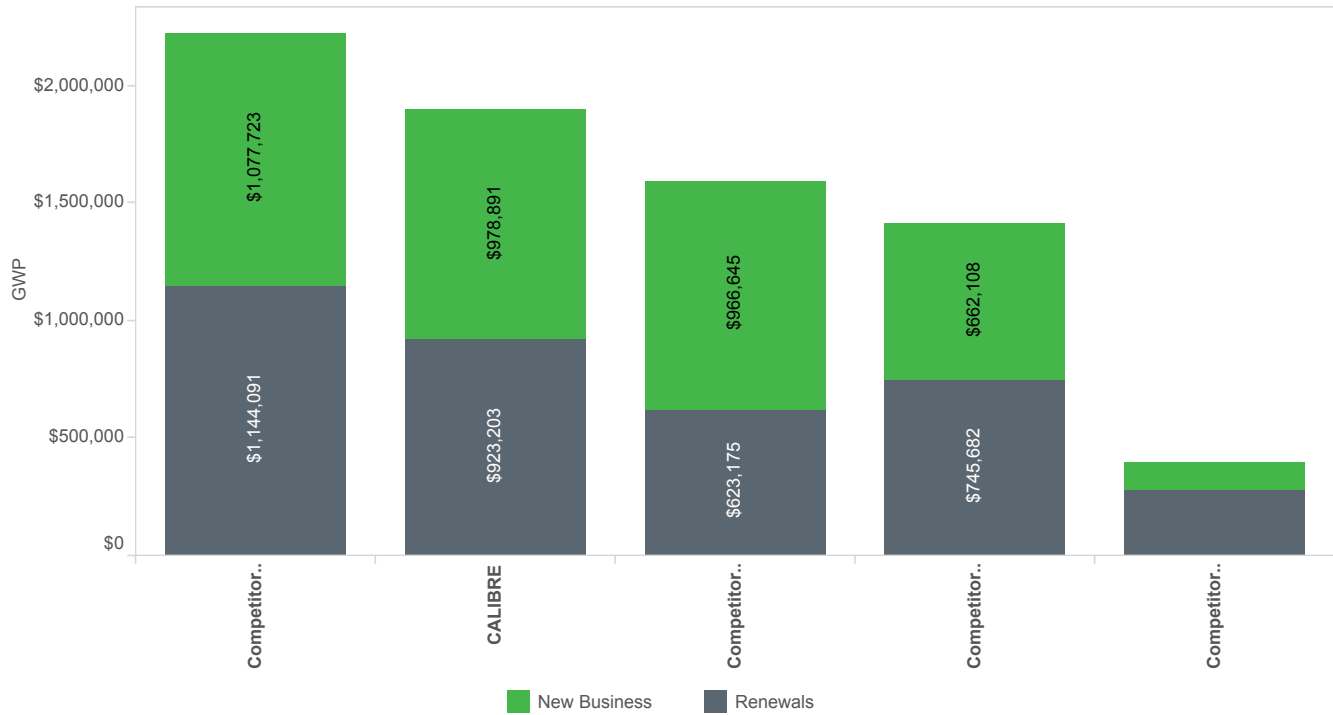
\$1,902,094

\$7,522,040

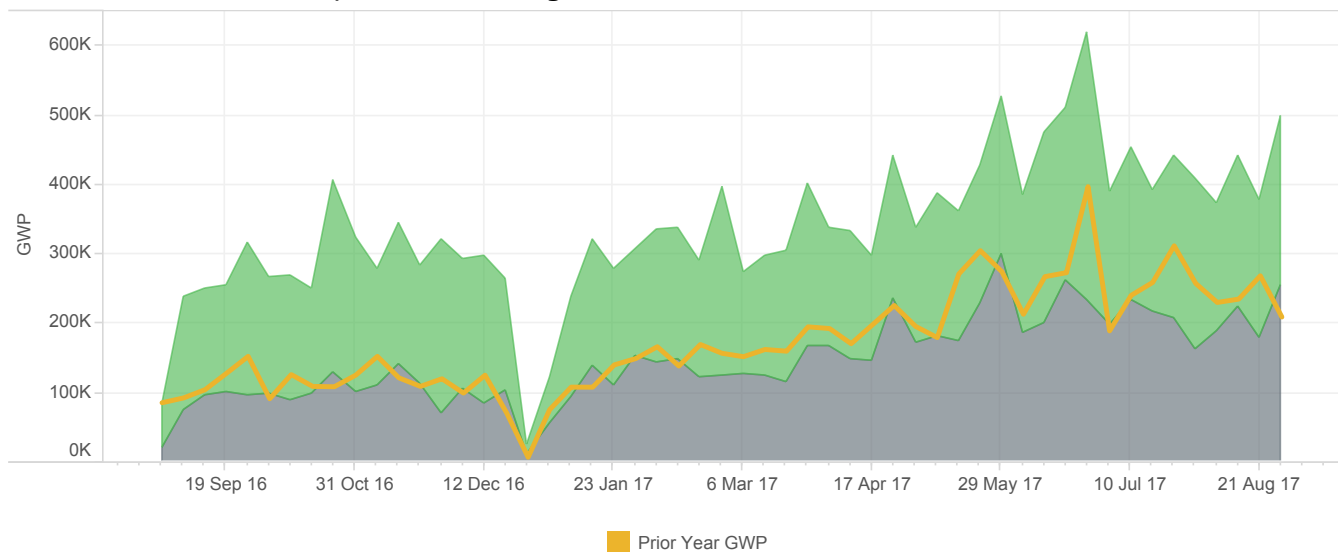
\$1,371

\$1,546

GWP All Insurers, August 2017



CALIBRE GWP Time Series, 12 Month Rolling



Strike Rate



August 2017

CALIBRE Opportunities

CALIBRE Bound Policies

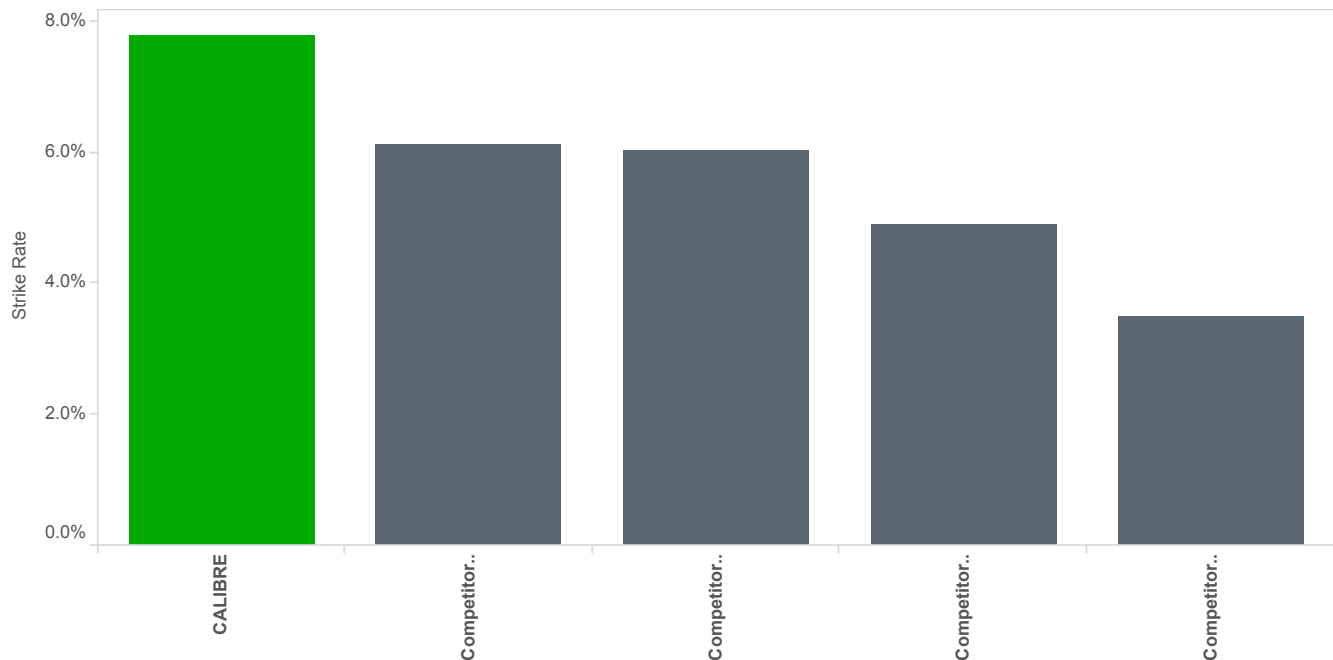
CALIBRE Strike Rate

17,303

1,347

7.78%

All Insurers, Strike Rate August 2017



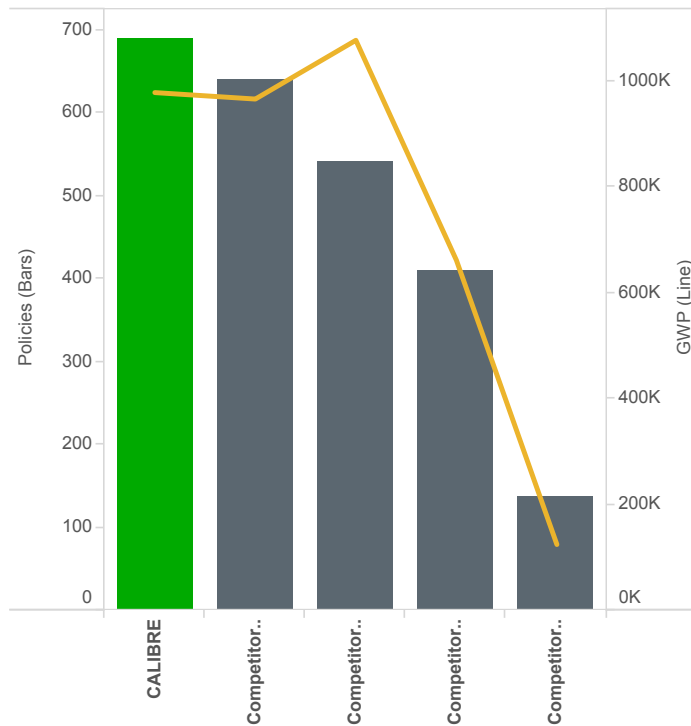
CALIBRE Strike Rate, 12 Month Rolling



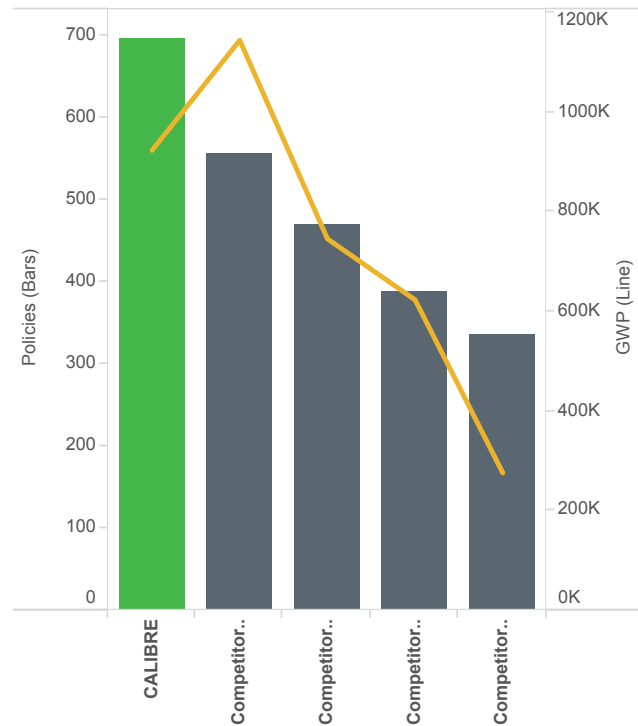
Bound Transactions

August 2017

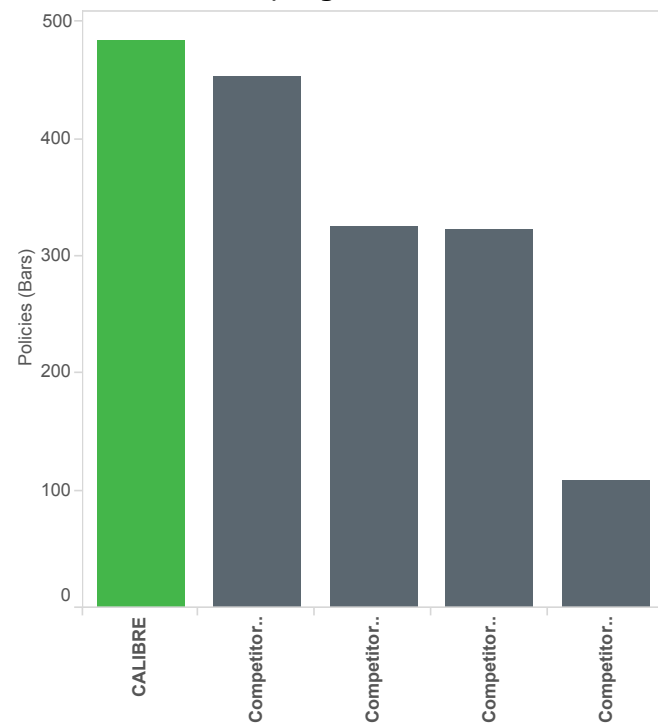
Bound New Business, August 2017



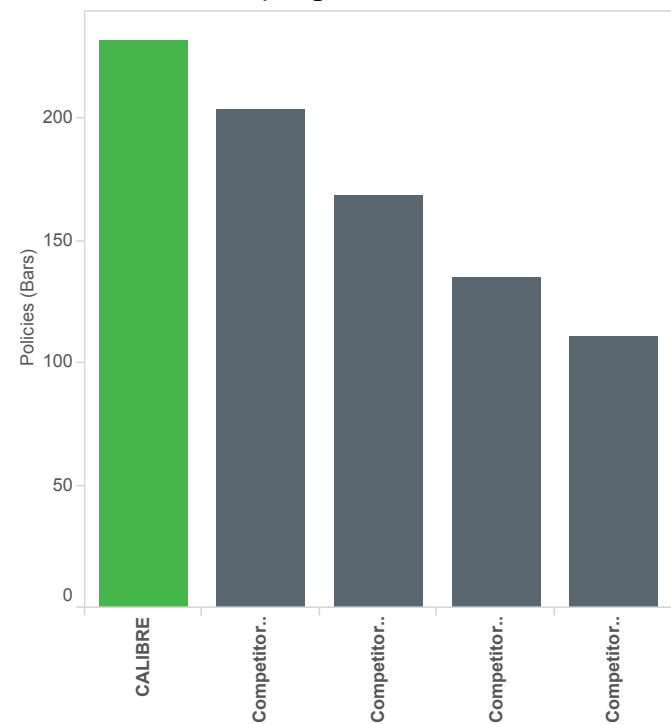
Bound Renewals, August 2017



Bound Endorsements, August 2017



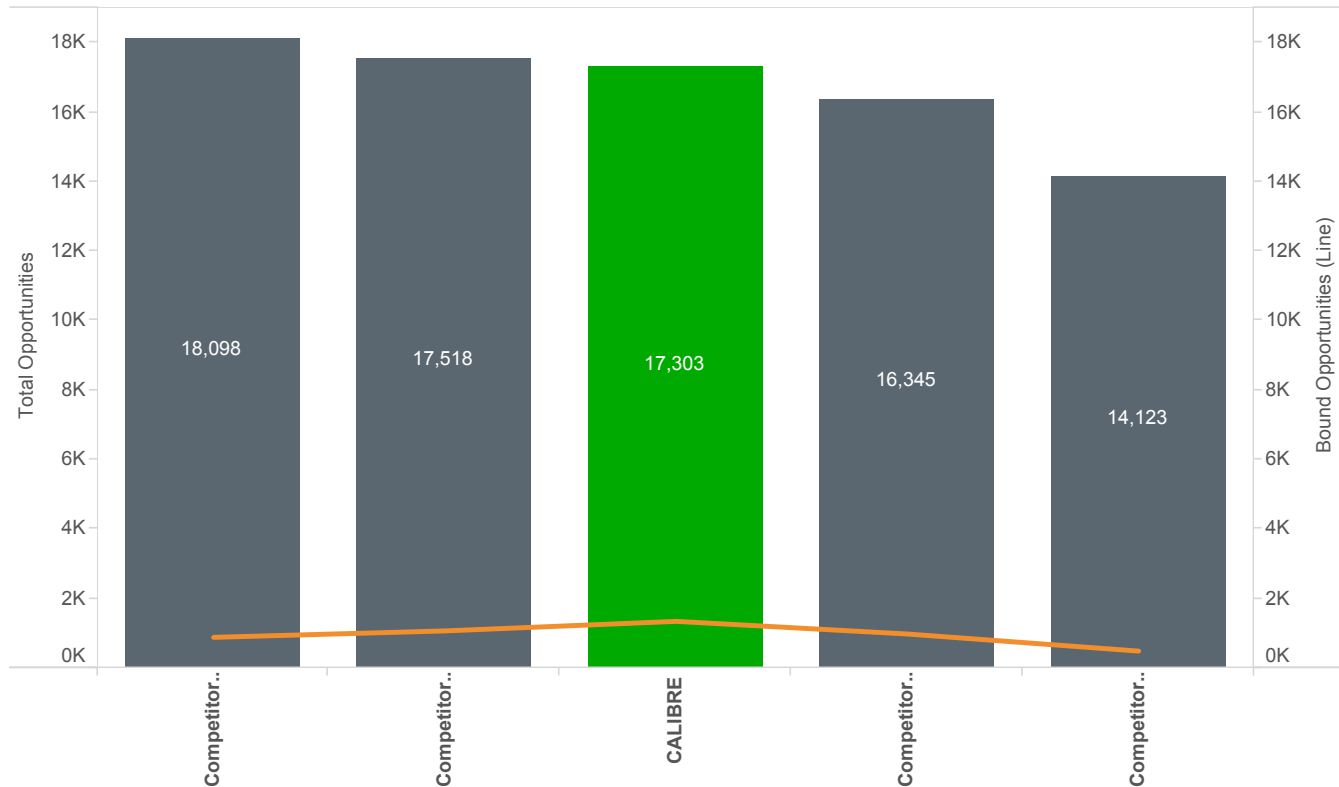
Bound Cancellations, August 2017



Opportunities and Bound Policies

August 2017

Opportunities Presented vs Bound Policies, August



Opportunities Presented, August 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	114	6,234	31	3,160	423	426	5,138	1,777	17,303
GWP	\$101,841	\$7,340,025	\$5,864	\$3,805,047	\$427,666	\$340,158	\$5,773,739	\$1,860,688	\$19,655,029
Average GWP	\$693	\$903	\$147	\$896	\$742	\$595	\$869	\$776	\$864

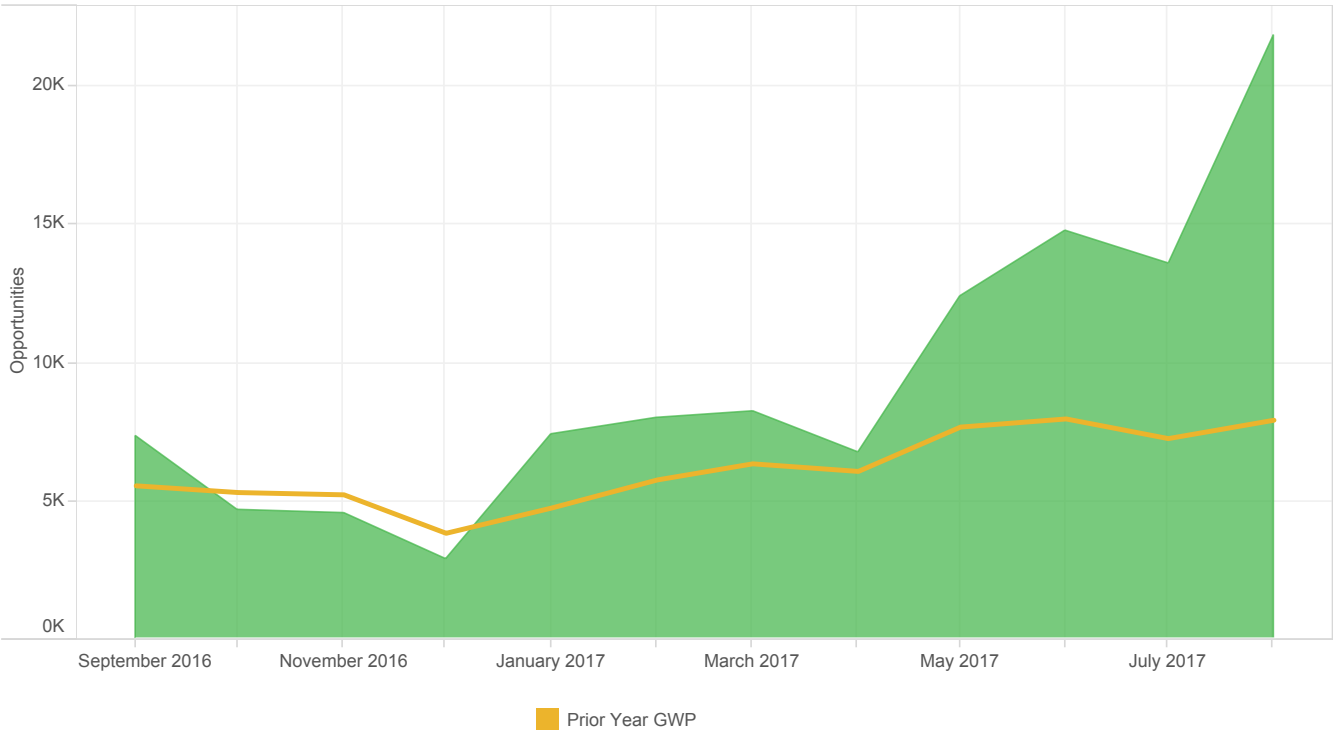
Bound Policies, August 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	15	383	3	246	22	16	611	91	1,387
GWP	\$20,561	\$576,142	\$1,436	\$337,647	\$35,248	\$15,121	\$809,132	\$106,807	\$1,902,094
Average GWP	\$1,371	\$1,504	\$479	\$1,373	\$1,602	\$945	\$1,324	\$1,174	\$1,371

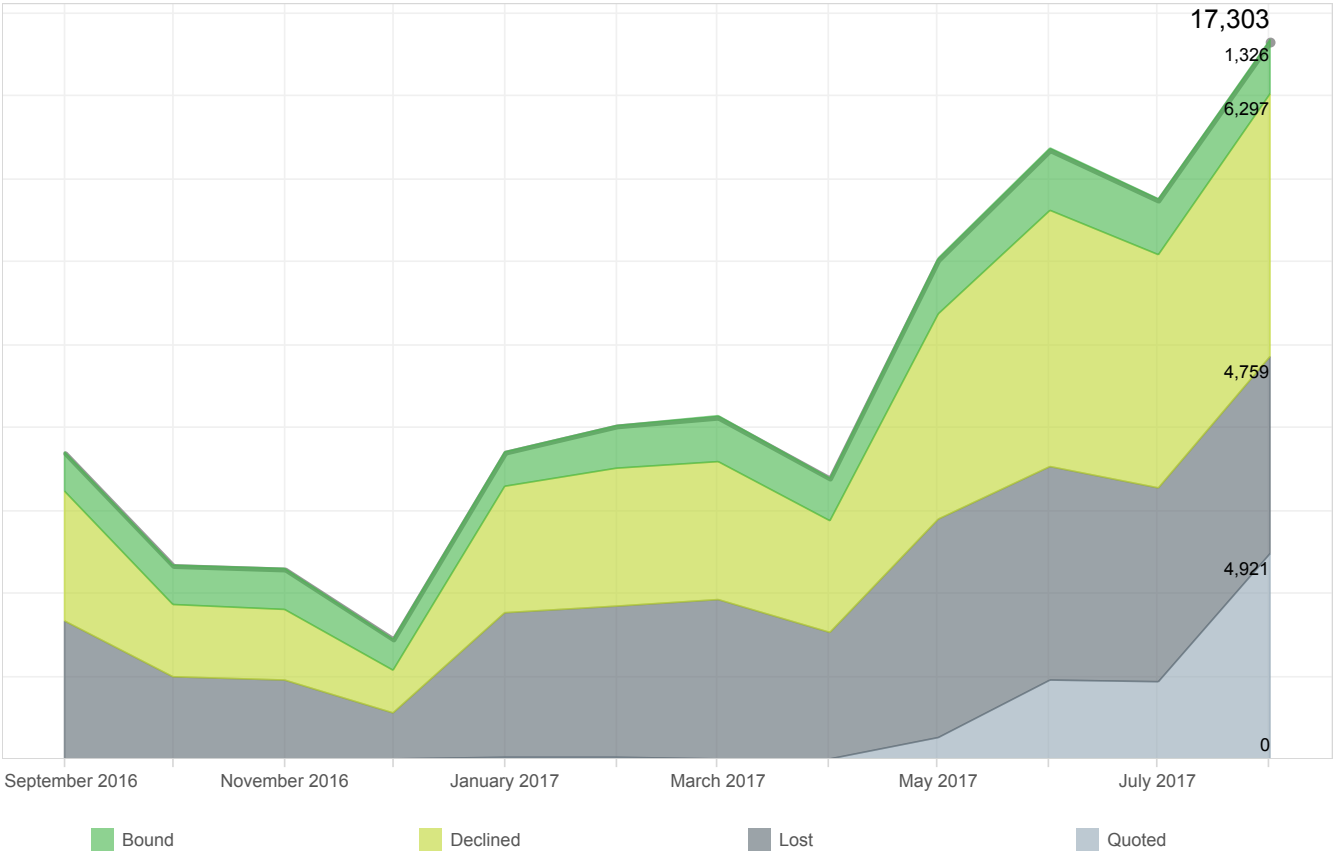
Lost Opportunities, August 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	21	1,872	2	698	93	86	1,514	473	4,759
GWP	\$18,863	\$2,744,984	\$357	\$1,246,759	\$158,885	\$107,676	\$2,174,207	\$655,491	\$7,107,222
Average GWP	\$820	\$1,421	\$178	\$1,703	\$1,543	\$1,210	\$1,359	\$1,330	\$1,429

CALIBRE Opportunity Time Series, 12 Month Rolling



CALIBRE Opportunity by status Time Series, 12 Month Rolling



State Activity

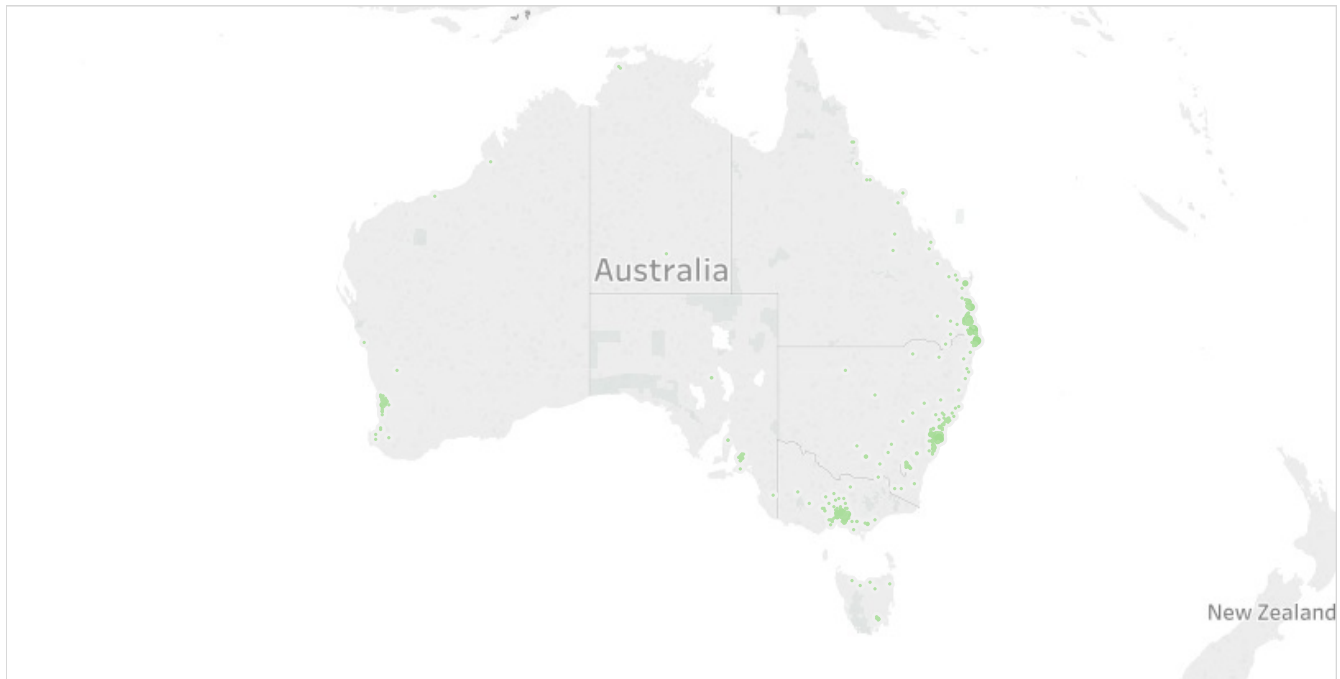


August 2017

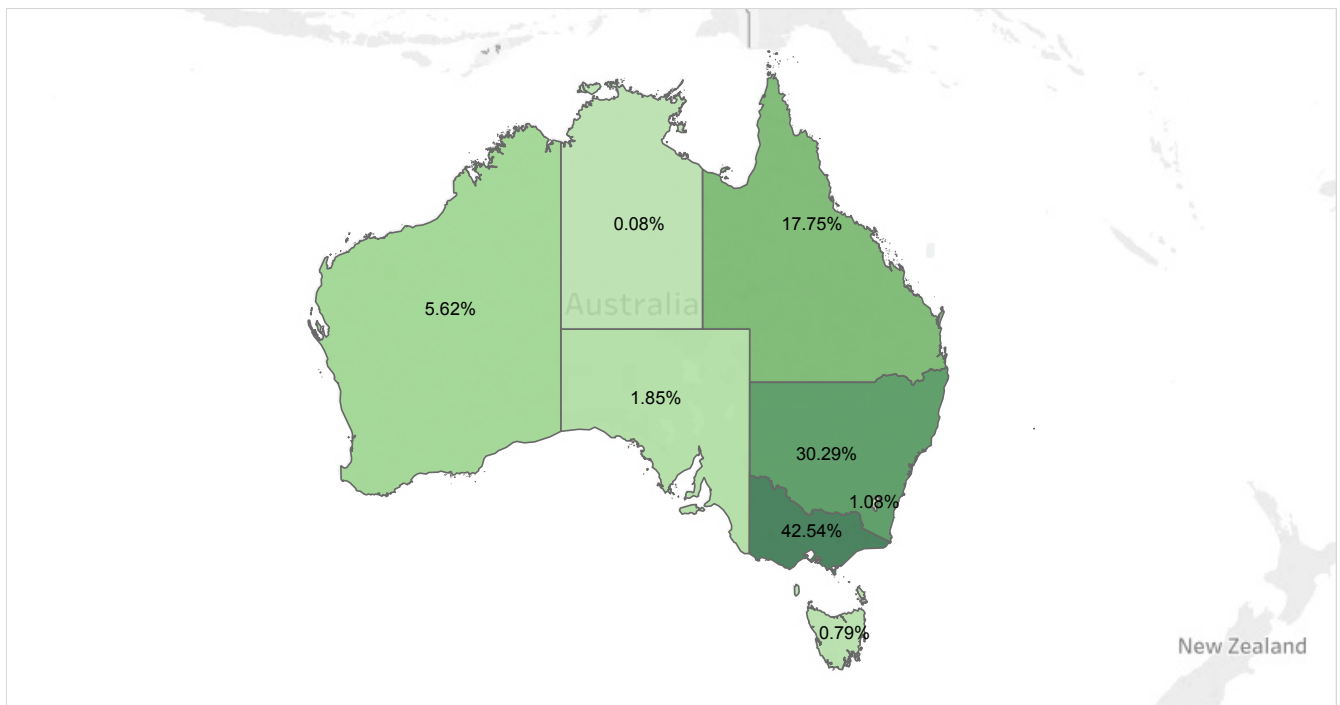
GWP by State, August 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
New Business	\$7,974	\$277,598	\$458	\$192,537	\$14,870	\$3,683	\$411,346	\$70,425	\$978,891
Renewals	\$12,587	\$298,544	\$978	\$145,110	\$20,378	\$11,438	\$397,786	\$36,382	\$923,203
Total	\$20,561	\$576,142	\$1,436	\$337,647	\$35,248	\$15,121	\$809,132	\$106,807	\$1,902,094

Bound Policies by Post Code, August 2017



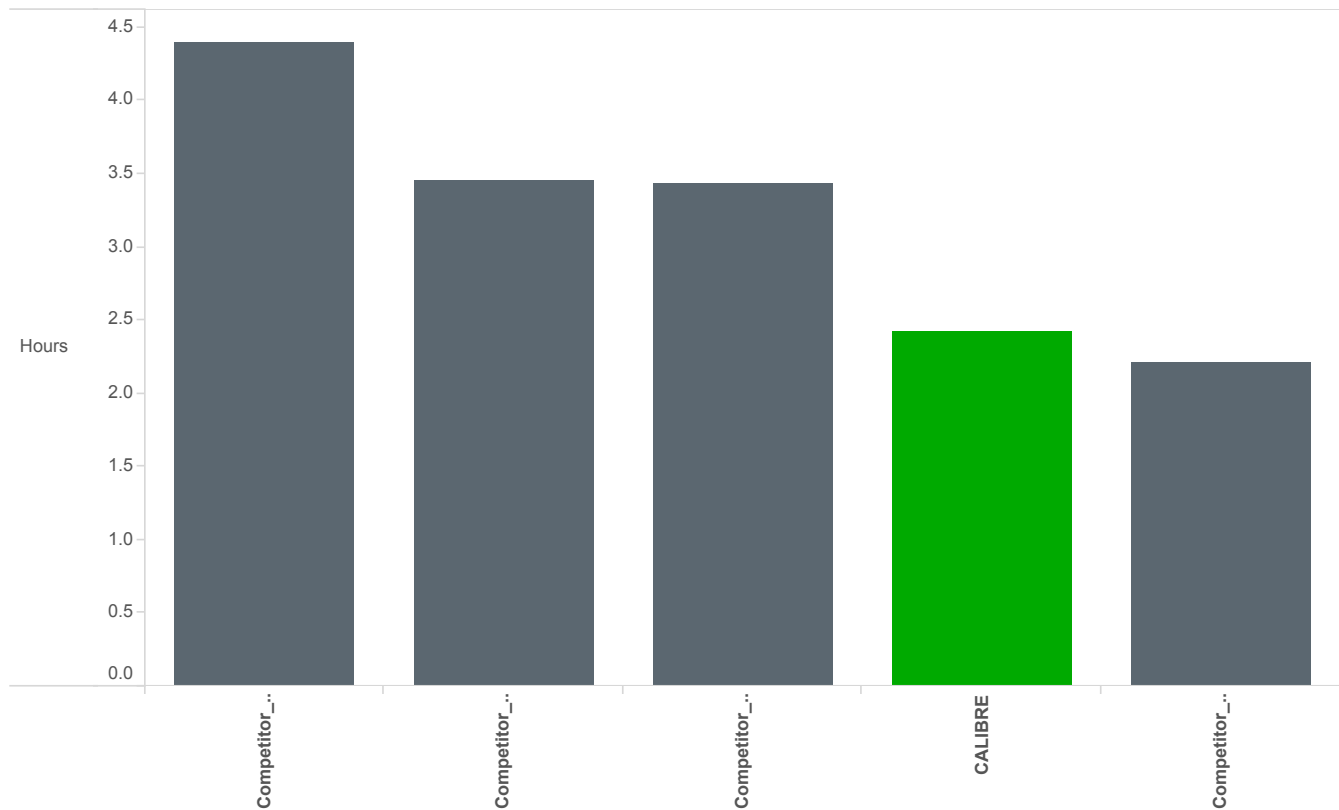
GWP Split by State, August 2017



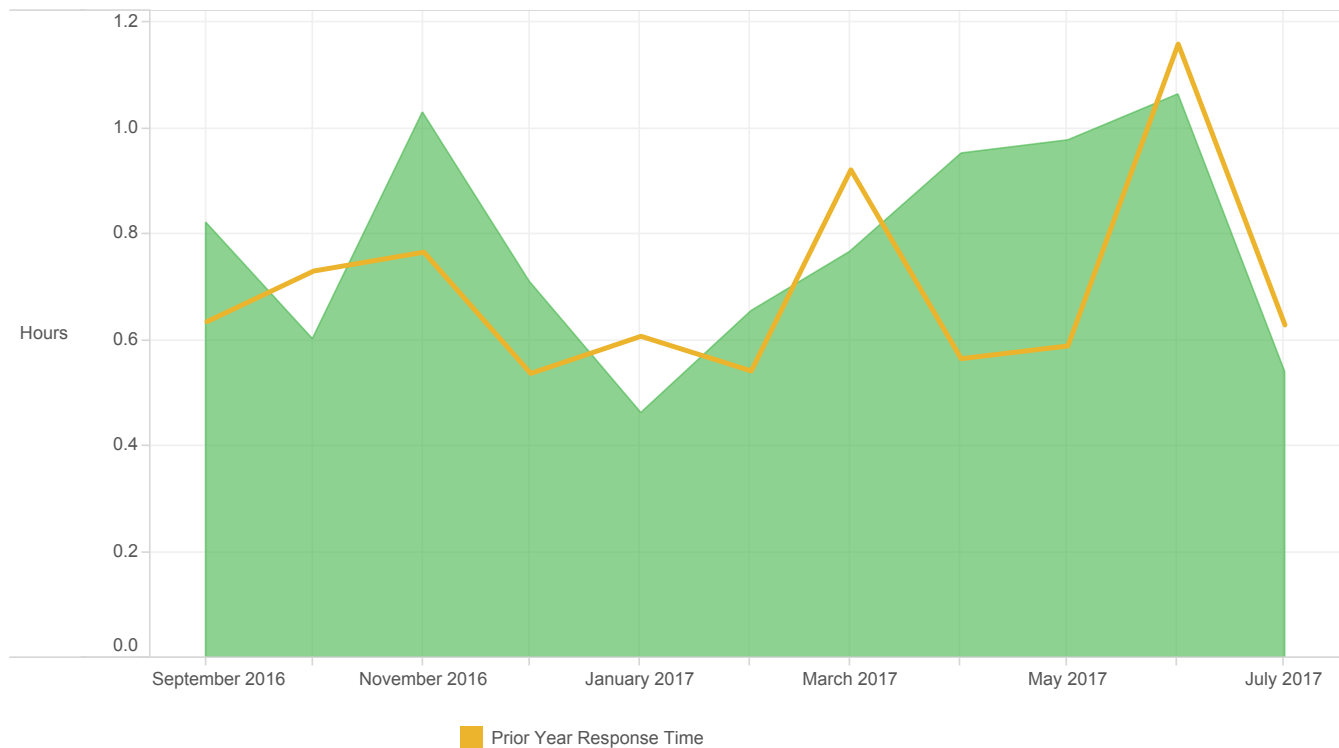
Opportunity Response Time

August 2017

Average Response Time Series, August 2017

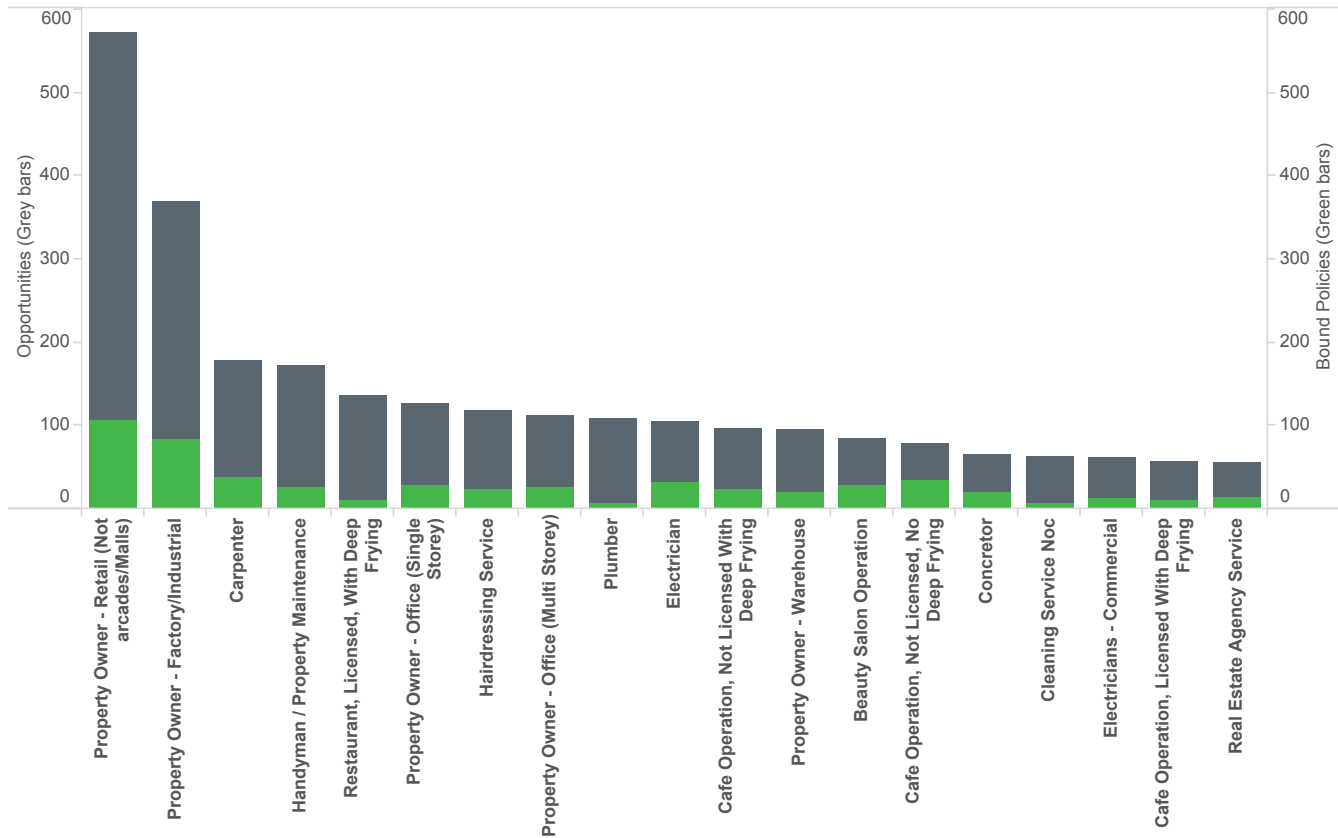


CALIBRE Average Response Time Series, 12 Month Rolling

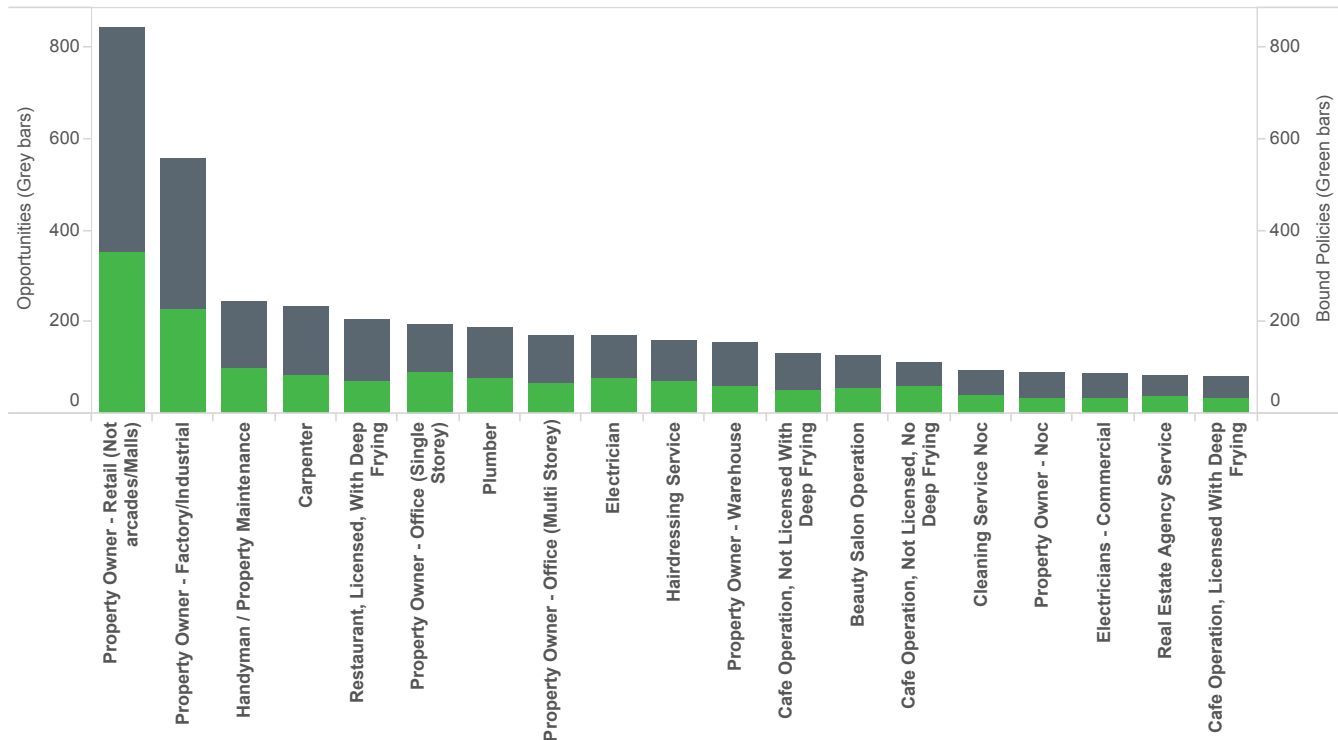


August 2017

CALIBRE Opportunities vs Bound Policies by Top Occupations, August 2017



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



Broker Performance

August 2017

Top Brokerage by Bound Policies and GWP, August 2017

