



# Insurer Performance Report

**Business Pack**

**May 2017**

**calibre**  
INSURANCE



# Bound Gross Written Premium (GWP)



May 2017

**CALIBRE GWP**

**All Insurer GWP**

**CALIBRE Avg GWP**

**All Avg GWP**

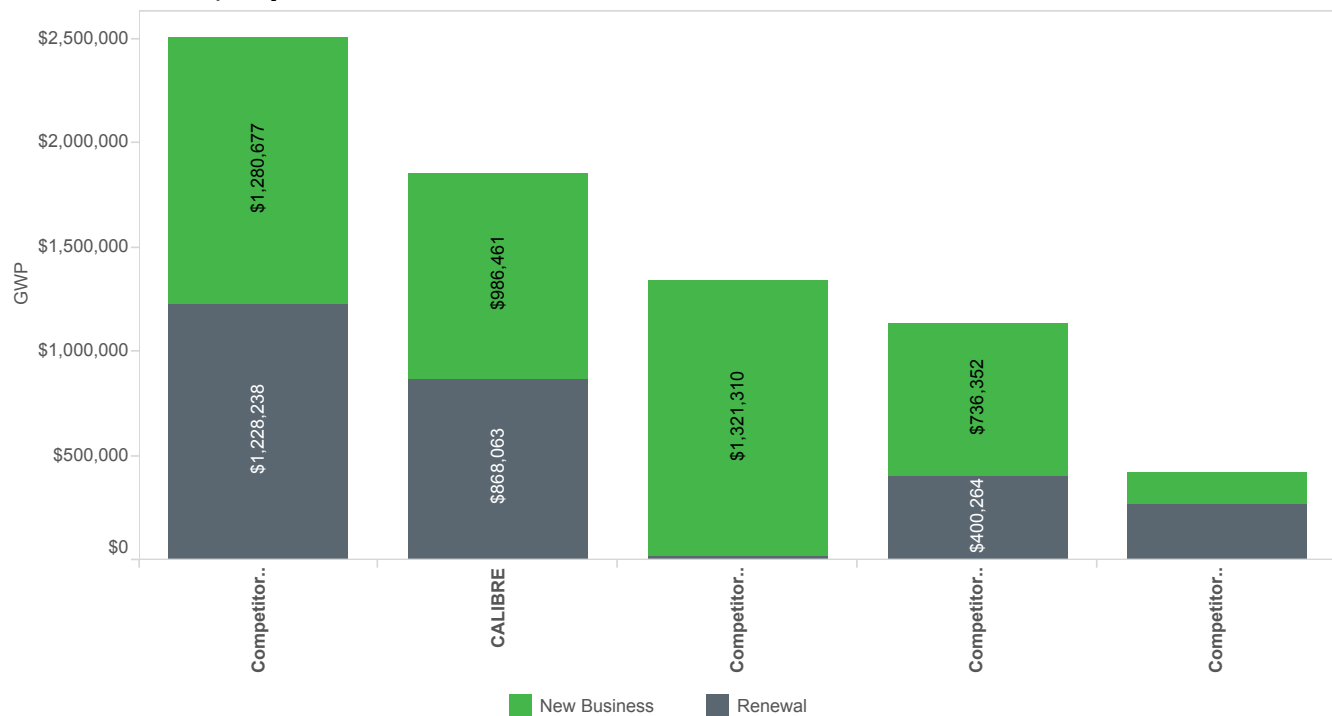
**\$1,854,525**

**\$7,262,854**

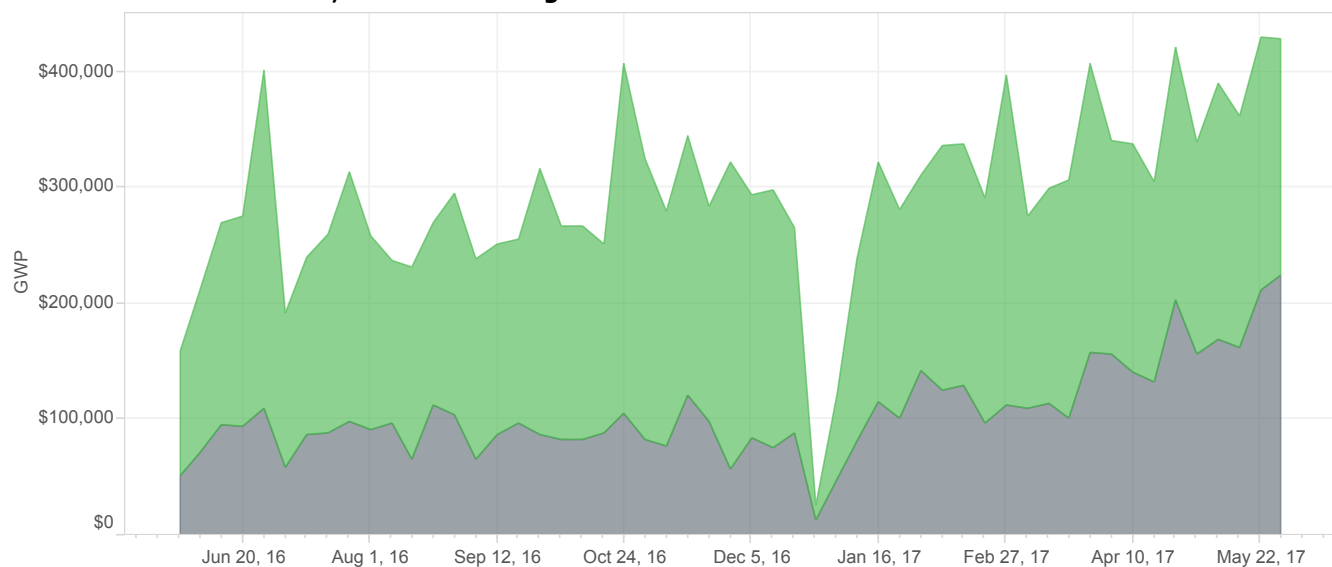
**\$1,379**

**\$1,562**

**GWP All Insurers, May 2017**



**CALIBRE GWP Time Series, 12 Month Rolling**



# Strike Rate



May 2017

**CALIBRE Opportunities**

**CALIBRE Bound Opportunities**

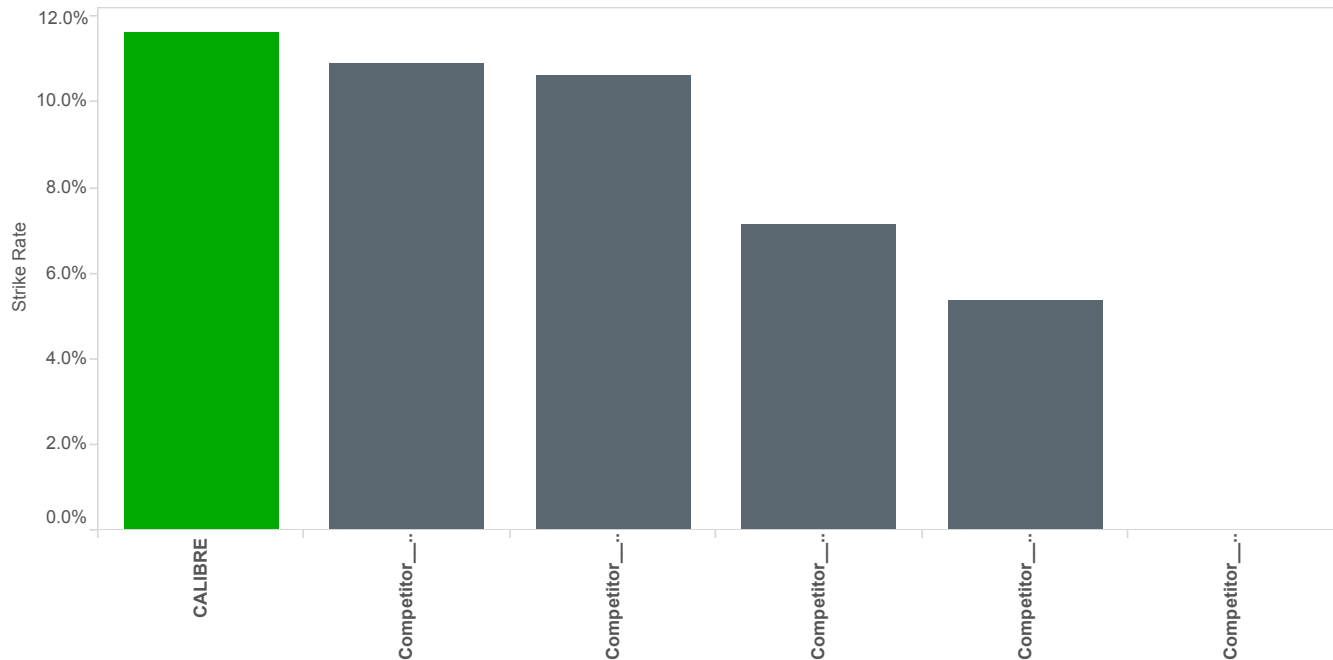
**CALIBRE Strike Rate**

11,573

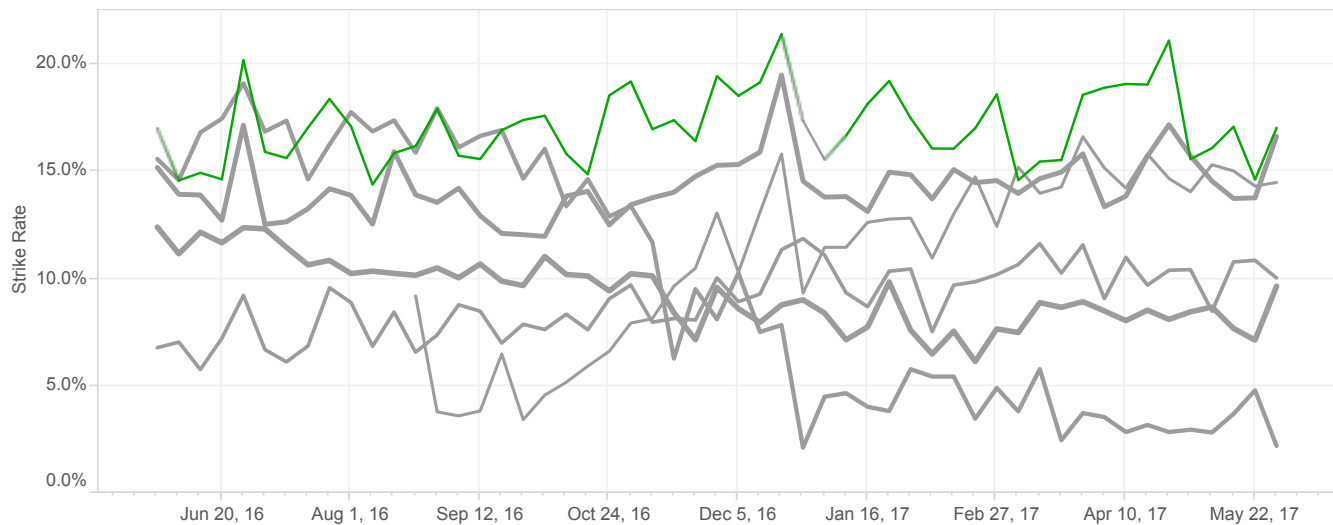
1,345

11.62%

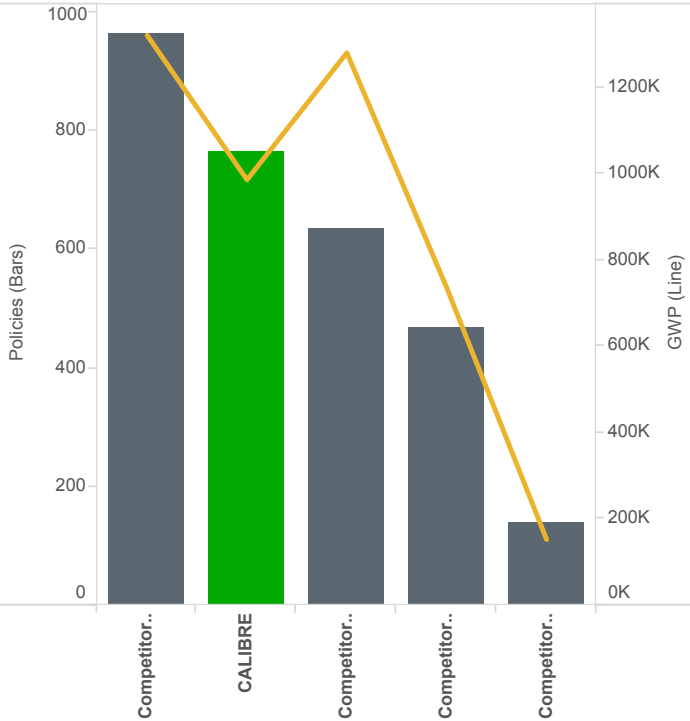
## All Insurers, Strike Rate May 2017



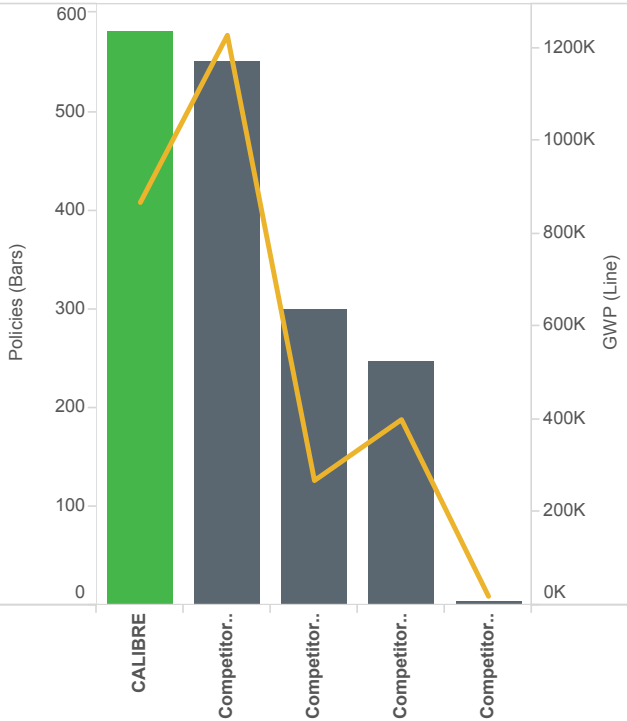
## All Insurers, Strike Rate 12 Month Rolling



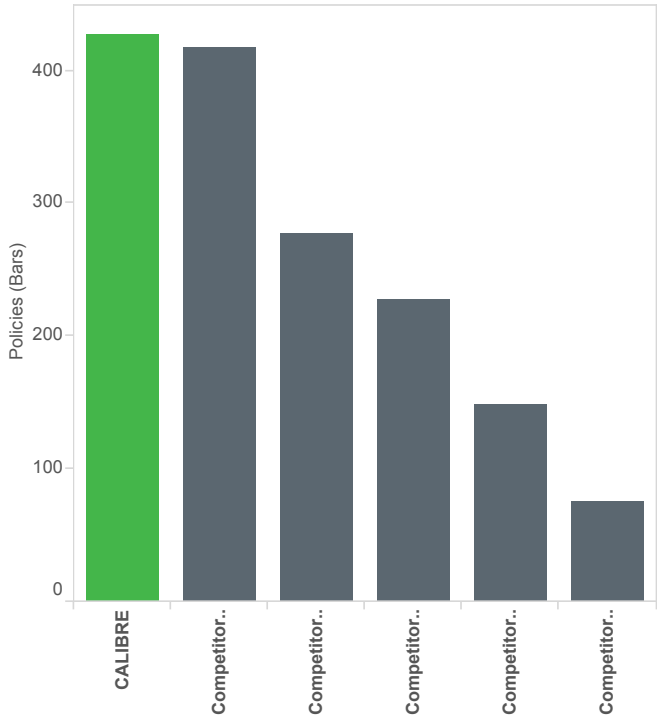
Bound New Business, May 2017



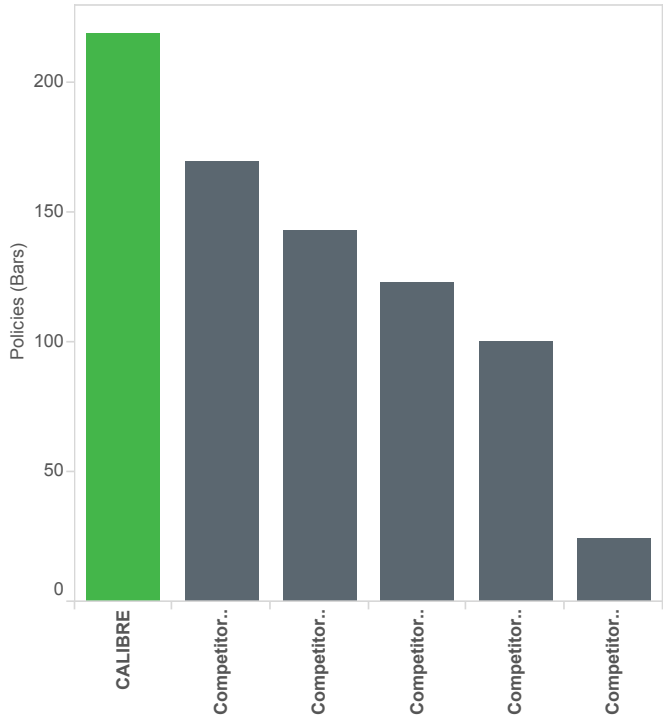
Bound Renewals, May 2017



Bound Endorsements, May 2017



Bound Cancellations, May 2017



# Opportunities and Bound Policies



May 2017

## Opportunities Presented, May 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	111	3,518	29	2,534	358	273	3,457	1,293	11,573
GWP	\$92,195	\$3,371,030	\$5,360	\$2,079,023	\$287,951	\$179,803	\$3,327,141	\$1,123,632	\$10,466,135
Average GWP	\$831	\$958	\$185	\$820	\$804	\$659	\$962	\$869	\$904

## Bound Policies, May 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	16	436	3	279	37	9	445	120	1,345
Bound GWP	\$25,669	\$596,347	\$1,439	\$374,973	\$49,041	\$21,129	\$597,068	\$188,859	\$1,854,525
Average GWP	\$1,604	\$1,368	\$480	\$1,344	\$1,325	\$2,348	\$1,342	\$1,574	\$1,379

## Lost Opportunities, May 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	12	691	2	444	48	51	766	282	2,296
GWP	\$18,262	\$922,686	\$951	\$590,213	\$61,911	\$56,157	\$1,017,175	\$303,955	\$2,971,310
Average GWP	\$1,522	\$1,335	\$476	\$1,329	\$1,290	\$1,101	\$1,328	\$1,078	\$1,294

# State Activity

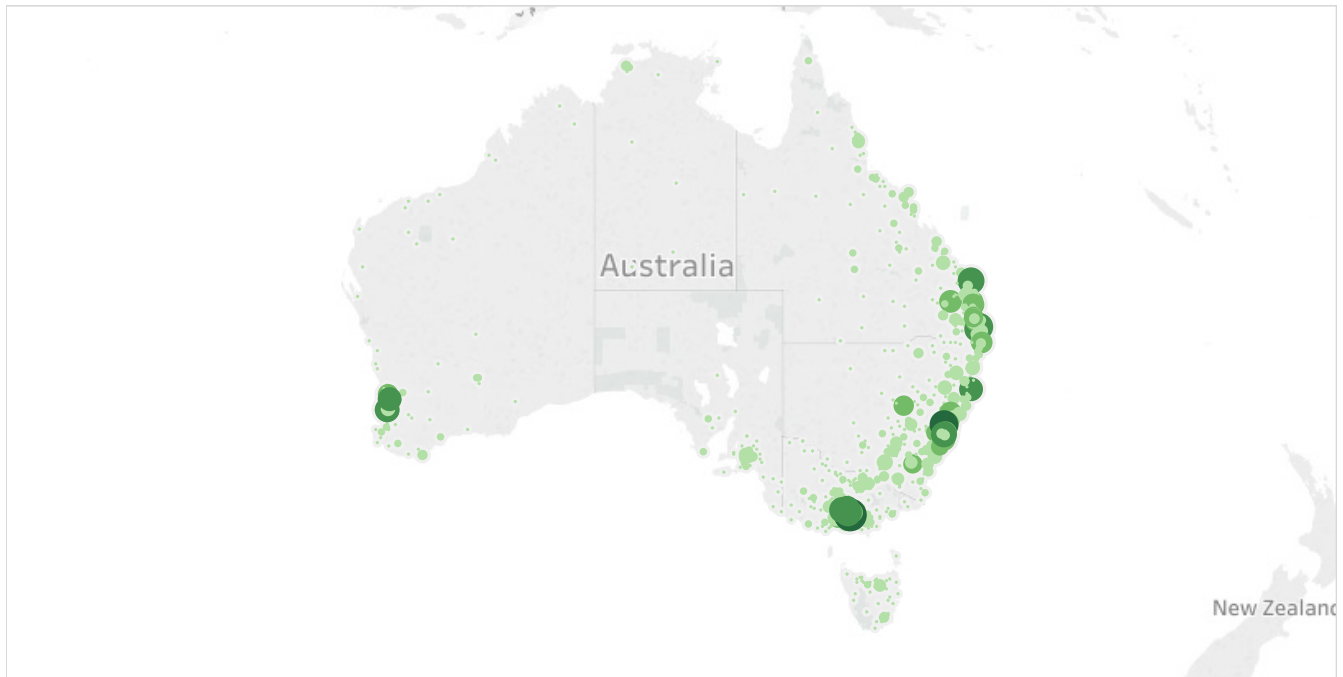


May 2017

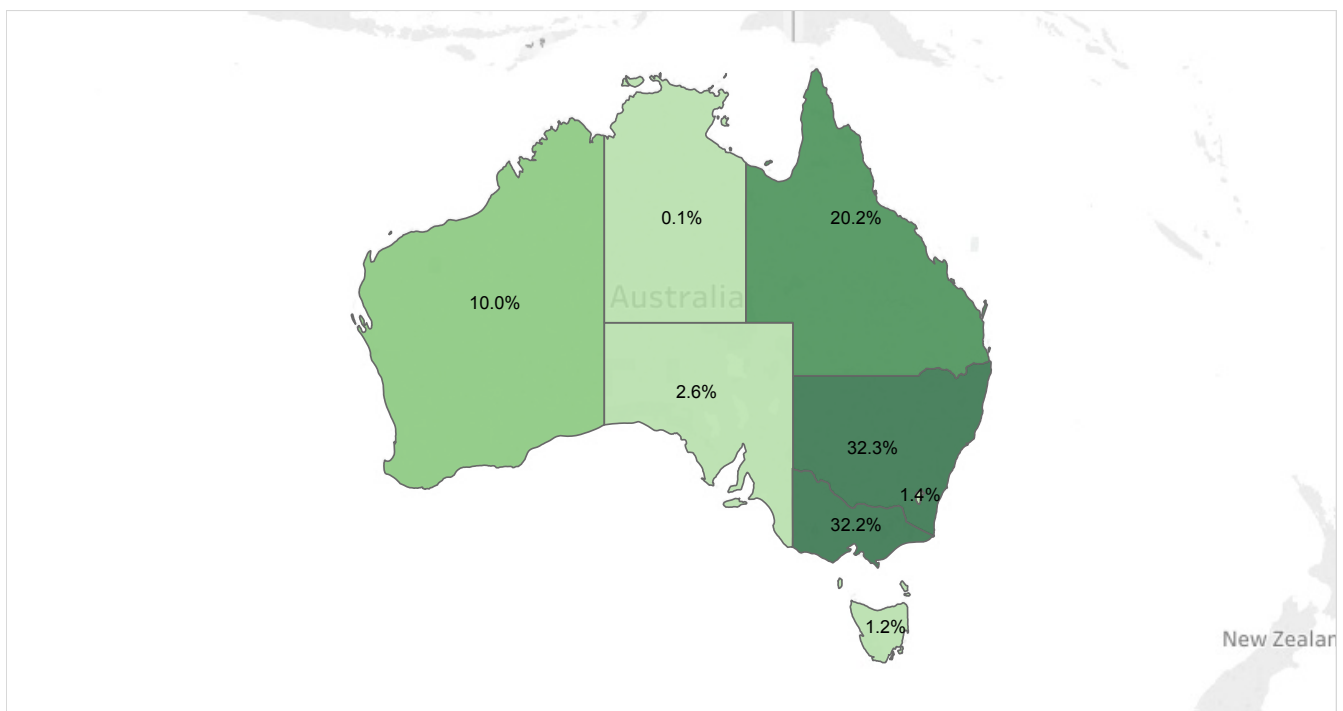
## GWP by State, May 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
New Business	\$17,615	\$264,342	\$785	\$215,052	\$19,847	\$8,642	\$354,091	\$106,088
Renewal	\$8,054	\$332,005	\$654	\$159,921	\$29,193	\$12,488	\$242,977	\$82,771

## Bound Policies by Post Code, May 2017



## GWP Split by State, May 2017

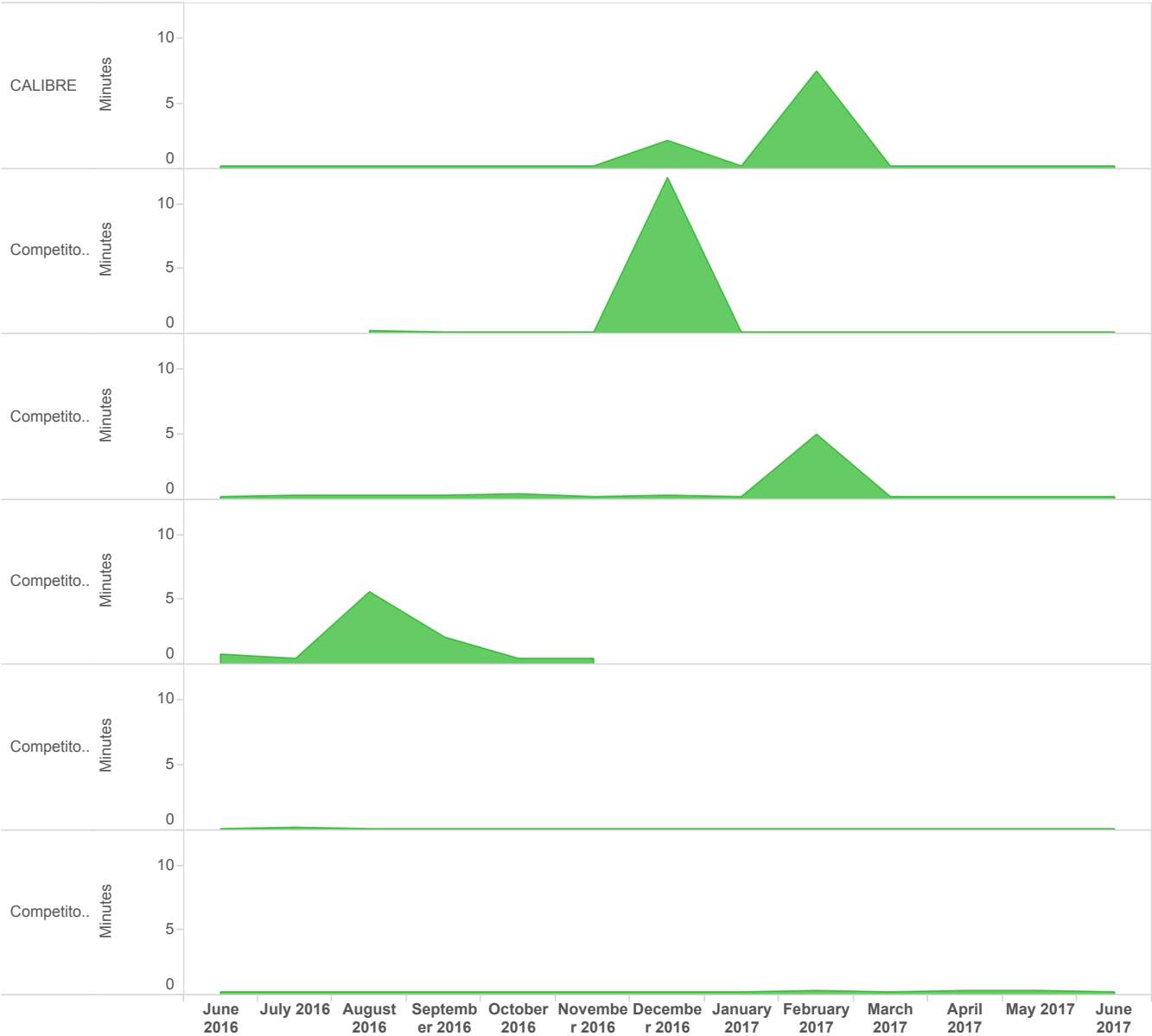


# Opportunity Response Time

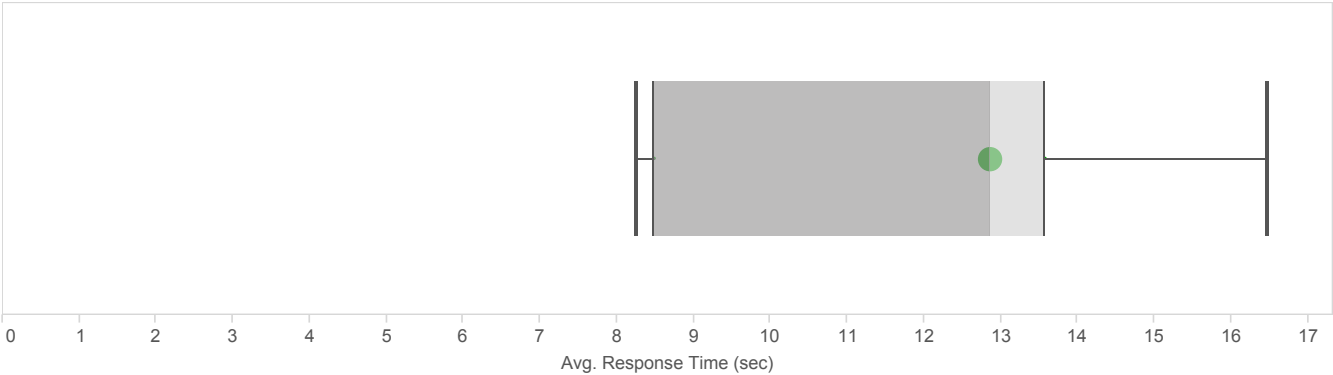


May 2017

Average Response Time Series, 12 Month Rolling



Response Distribution, May 2017

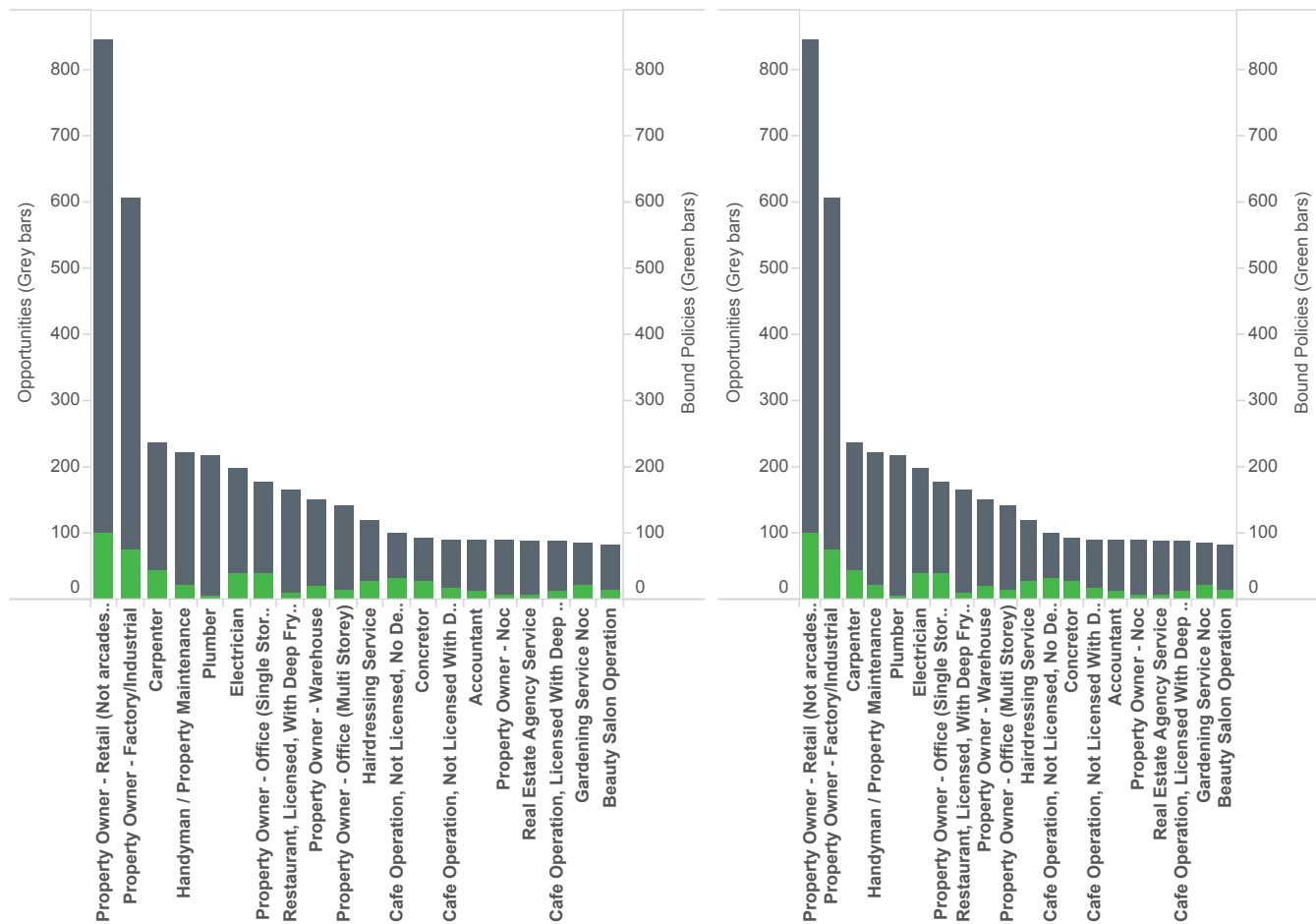


# Demographics

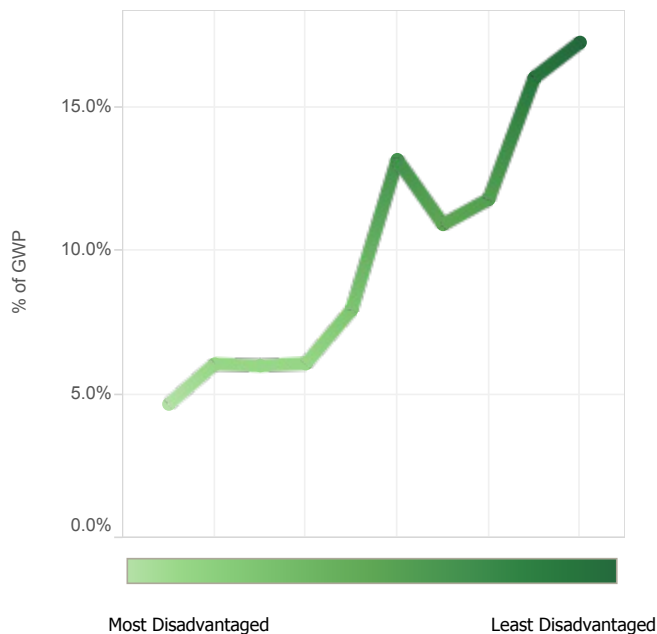


May 2017

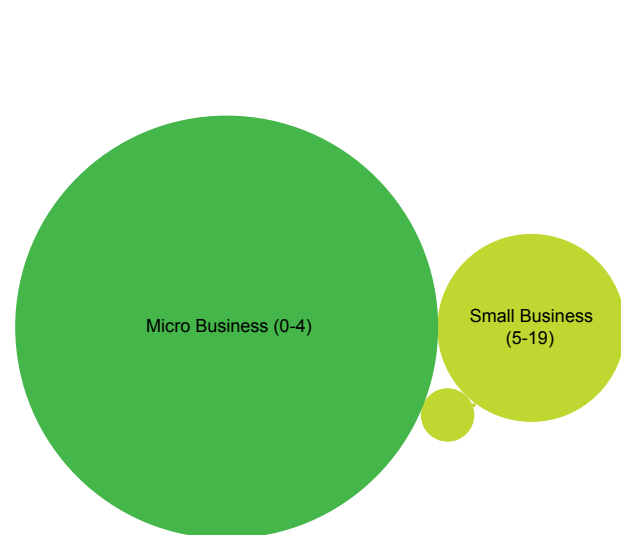
**CALIBRE Opportunities vs Bound Policies by Top Occupations, All Insurers Opportunities vs Bound Policies by Top Occupations, May 2017**



**CALIBRE GWP by Socio-Economic Indexes, YTD**



**CALIBRE Bound Policies by Business Size, YTD**



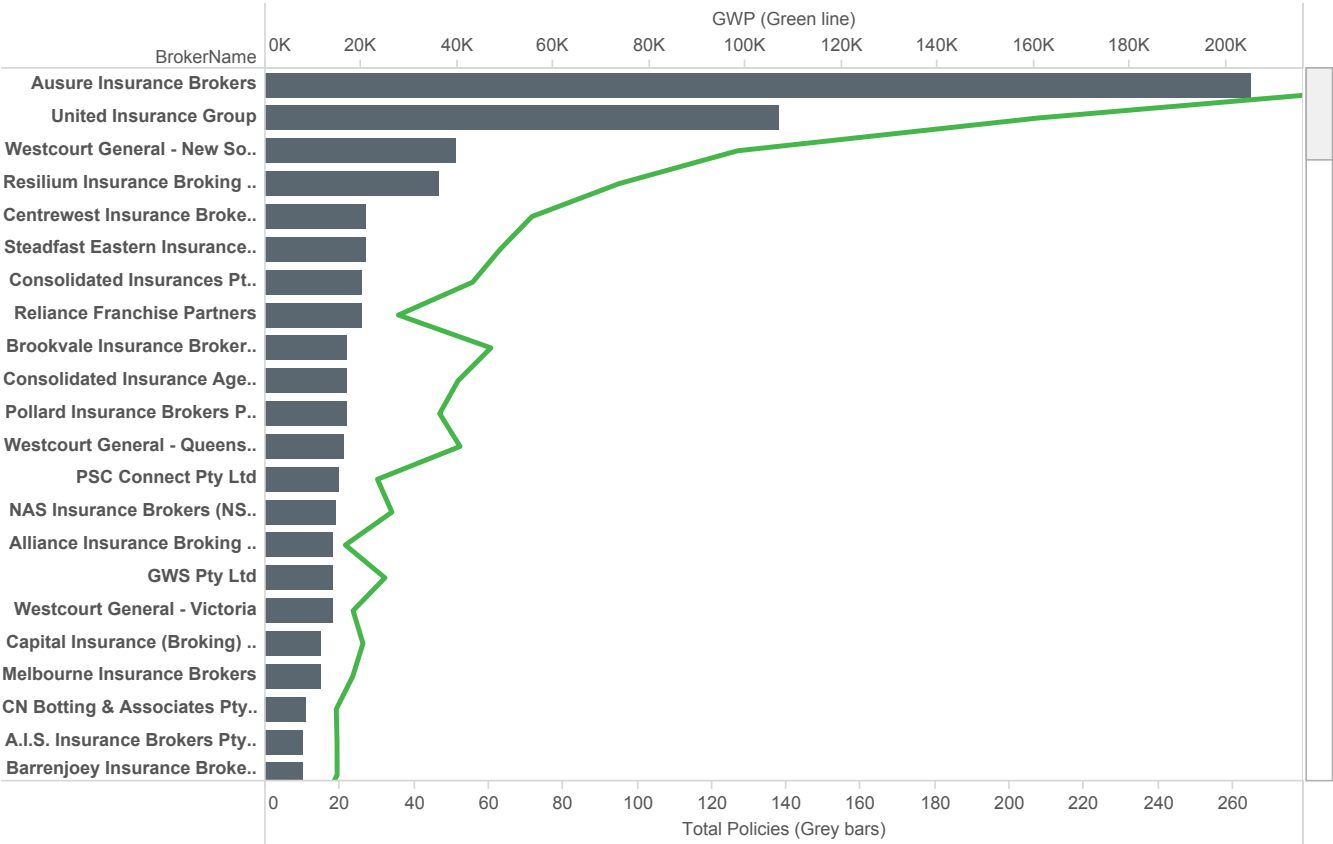


# Broker Performance



May 2017

Top Brokerage by Bound Policies and GWP, May 2017



CALIBRE Unique Processors time series, 12 Month Rolling



Opportunities Referral Rate, May 2017

