



Insurer Performance Report

Business Pack

January 2017

calliden
group



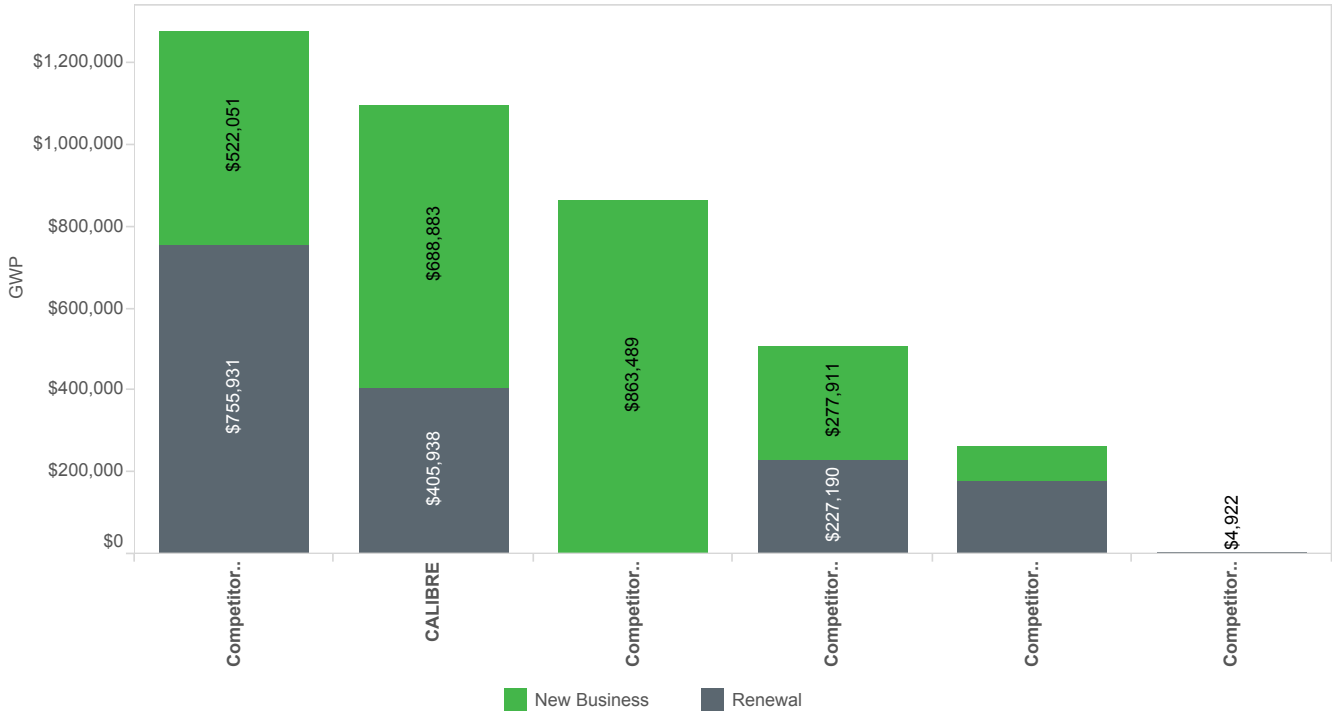
Bound Gross Written Premium (GWP)



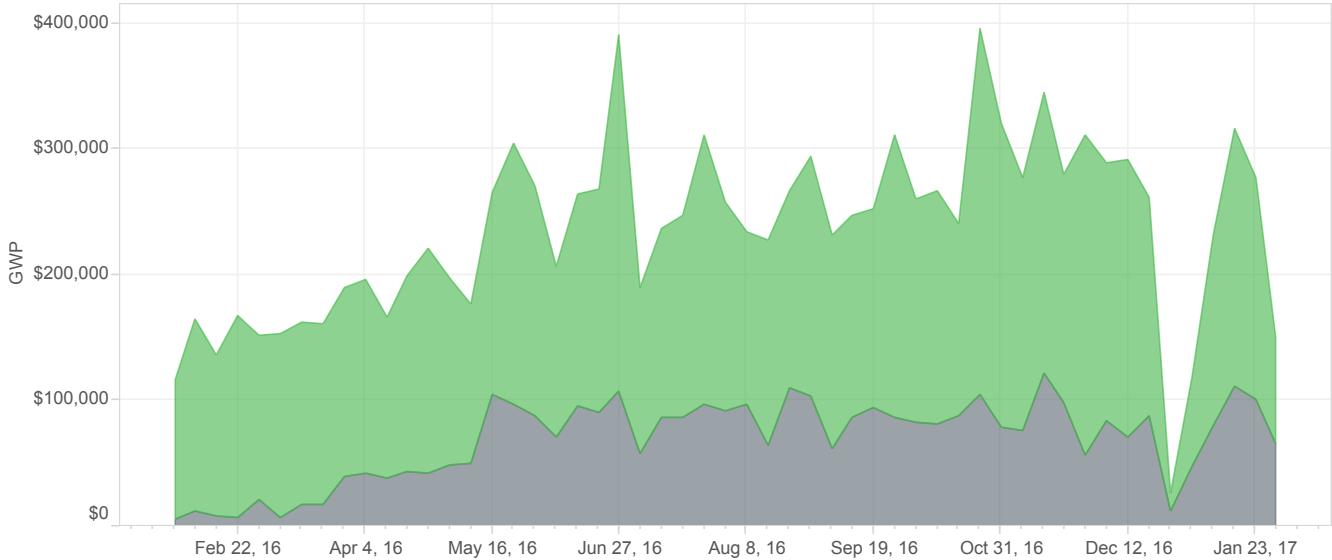
January 2017

CALIBRE GWP	All Insurer GWP	CALIBRE Avg GWP	All Avg GWP
\$1,094,821	\$4,009,048	\$1,322	\$1,372

GWP All Insurers, January 2017



CALIBRE GWP Time Series, YTD



Strike Rate



January 2017

CALIBRE Opportunities

CALIBRE Bound Opportunities

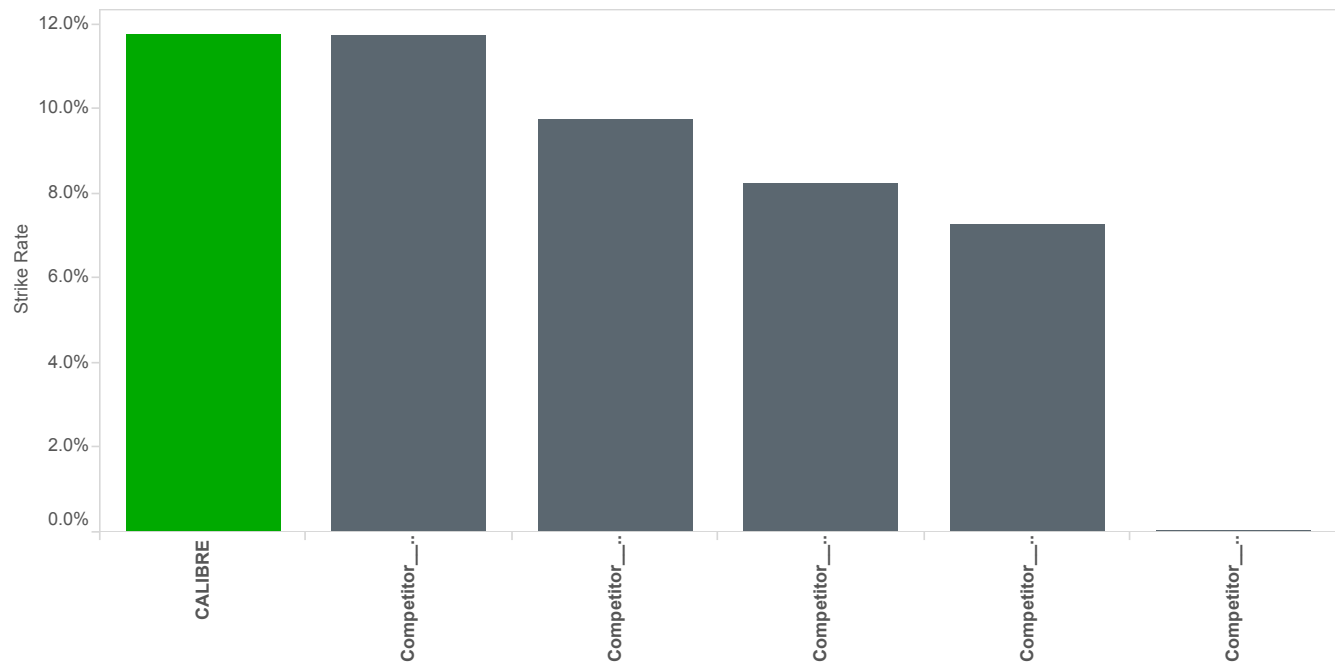
CALIBRE Strike Rate

7,049

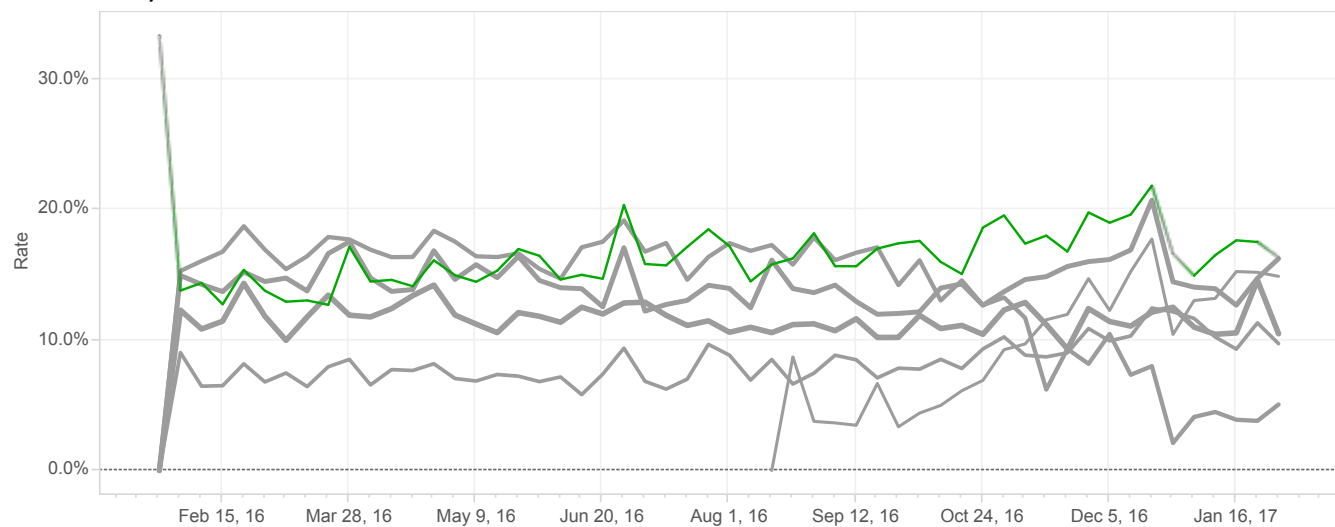
828

11.75%

All Insurers, Strike Rate January 2017



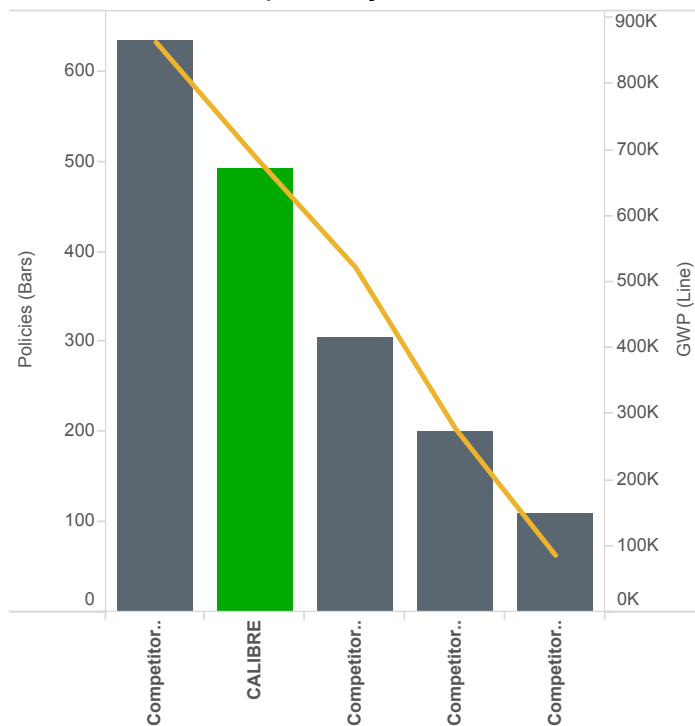
All Insurers, Strike Rate Time Series



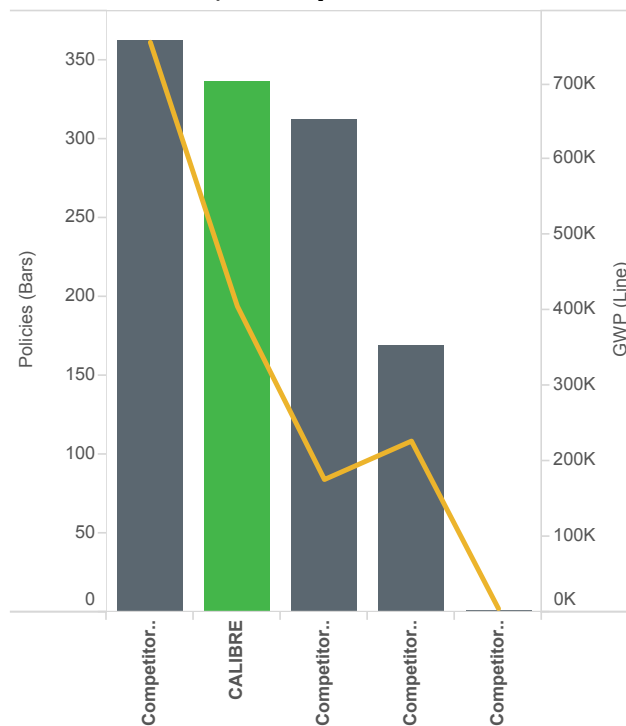
Bound Transactions

January 2017

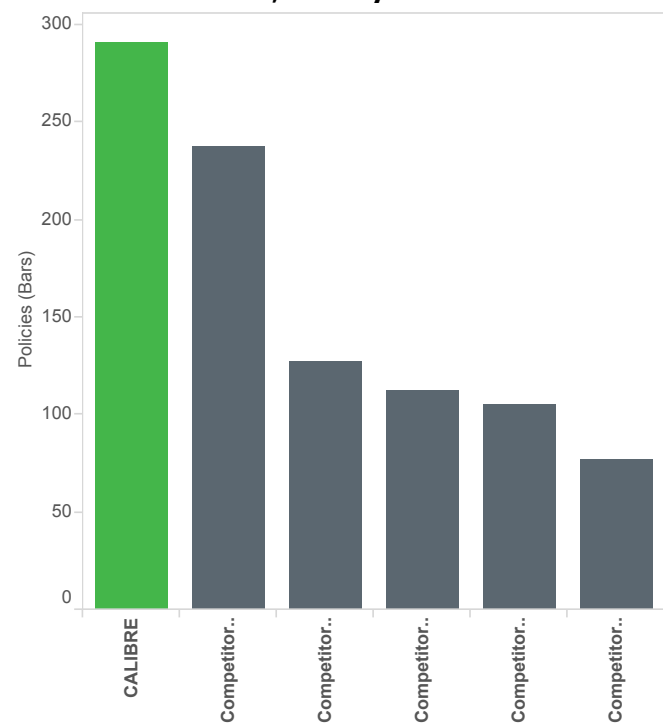
Bound New Business, January 2017



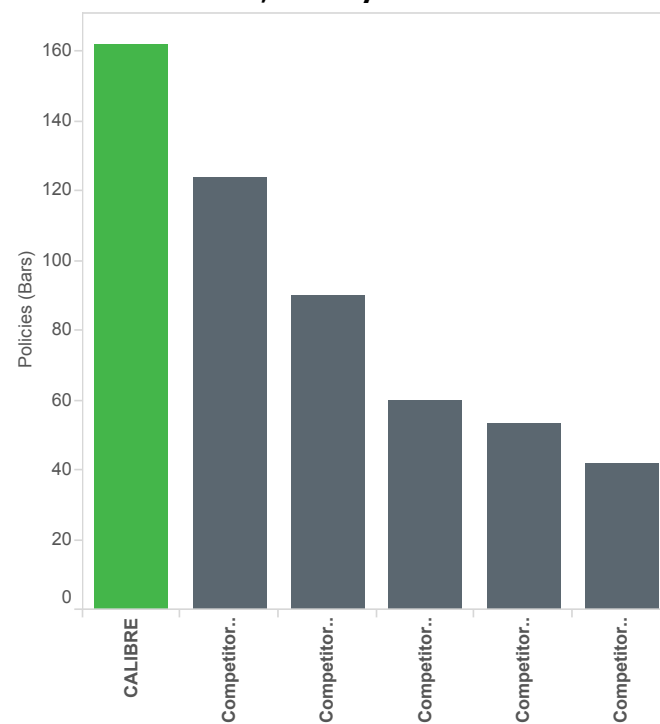
Bound Renewals, January 2017



Bound Endorsements, January 2017



Bound Cancellations, January 2017



Opportunities and Bound Policies



January 2017

Opportunities Presented, January 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	70	2,201		1,674	217	198	1,870	819	7,049
GWP	\$42,770	\$1,924,533		\$1,212,134	\$174,704	\$126,940	\$1,538,787	\$522,808	\$5,542,676
Average GWP	\$611	\$874		\$724	\$805	\$641	\$823	\$638	\$786

Bound Policies, January 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	12	284		190	20	9	244	69	828
GWP	\$11,064	\$399,904		\$249,702	\$24,659	\$18,307	\$311,995	\$79,191	\$1,094,821
Average GWP	\$922	\$1,408		\$1,314	\$1,233	\$2,034	\$1,279	\$1,148	\$1,322

Lost Opportunities, January 2017

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	15	381		274	25	39	374	144	1,252
GWP	\$9,845	\$411,620		\$301,578	\$29,574	\$62,633	\$402,242	\$150,934	\$1,368,426
Average GWP	\$656	\$1,080		\$1,101	\$1,183	\$1,606	\$1,076	\$1,048	\$1,093

State Activity

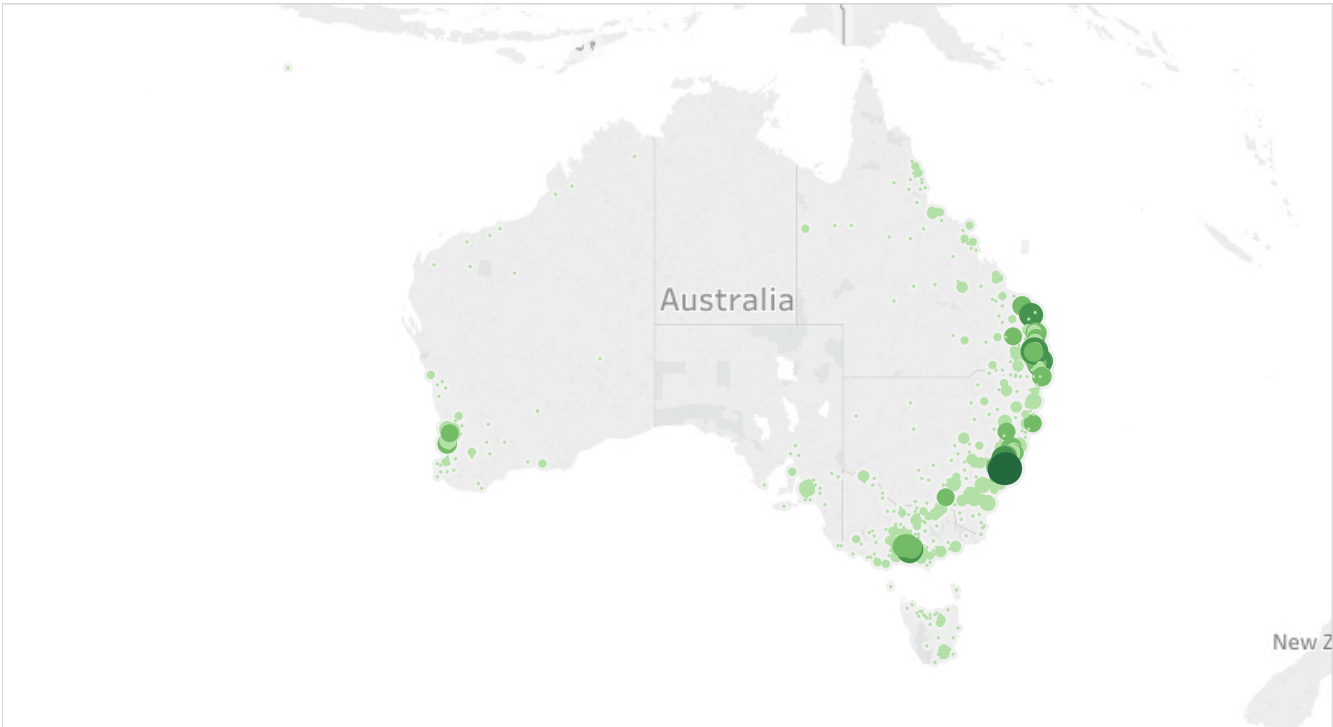


January 2017

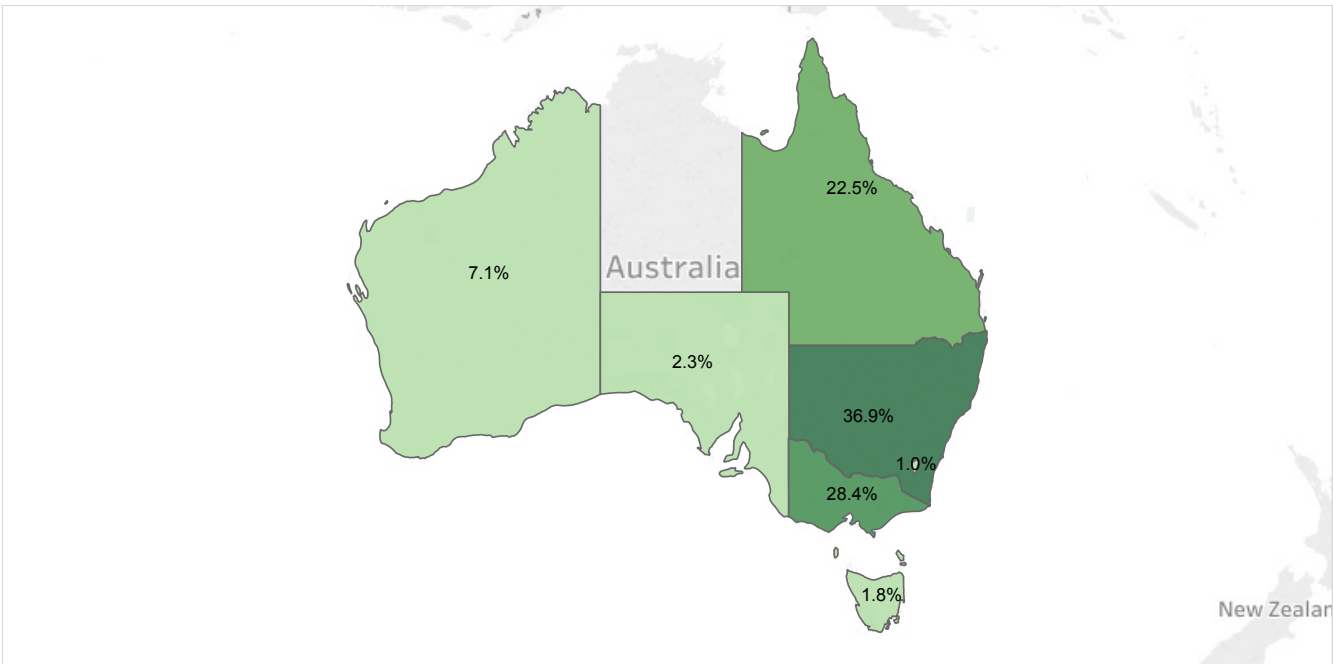
GWP by State, January 2017

	ACT	NSW	QLD	SA	TAS	VIC	WA
New Business	\$7,321	\$264,631	\$143,548	\$18,575	\$13,078	\$182,736	\$58,994
Renewal	\$3,742	\$135,273	\$106,154	\$6,084	\$5,229	\$129,259	\$20,198

Bound Policies by Post Code, January 2017



GWP Split by State, January 2017

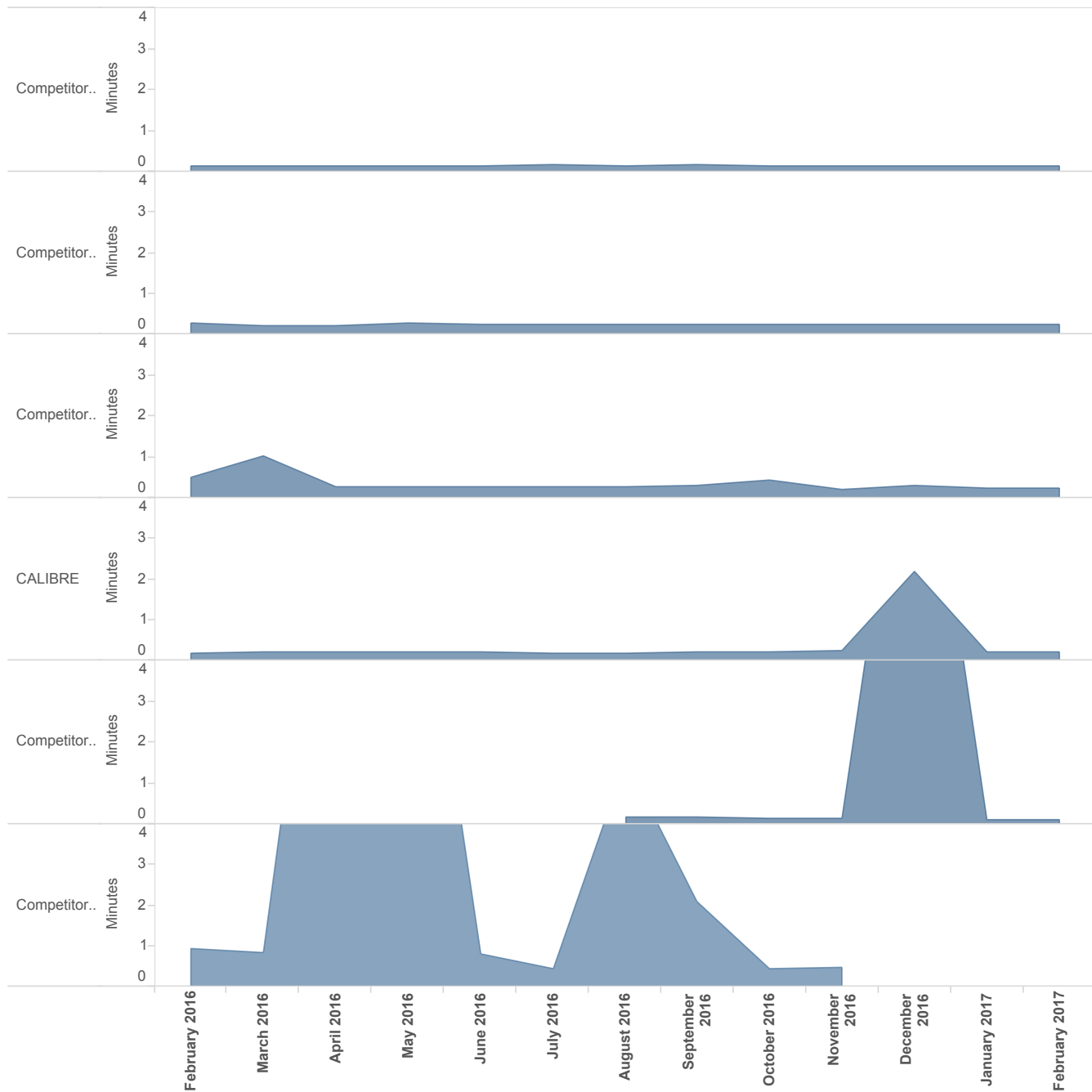


Opportunity Response Time

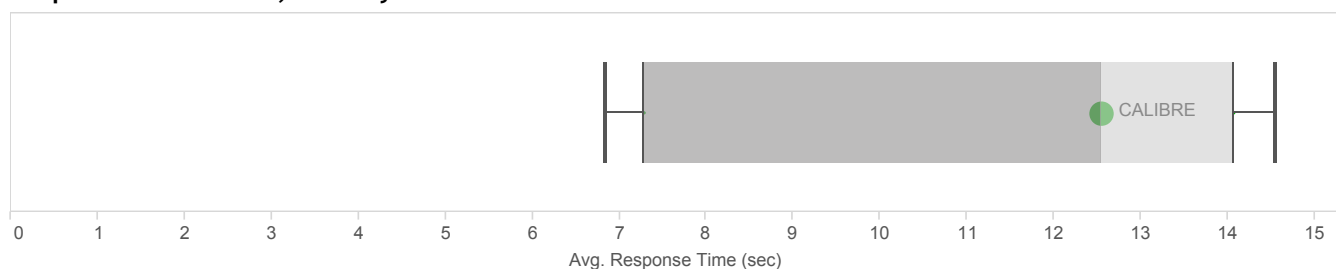


January 2017

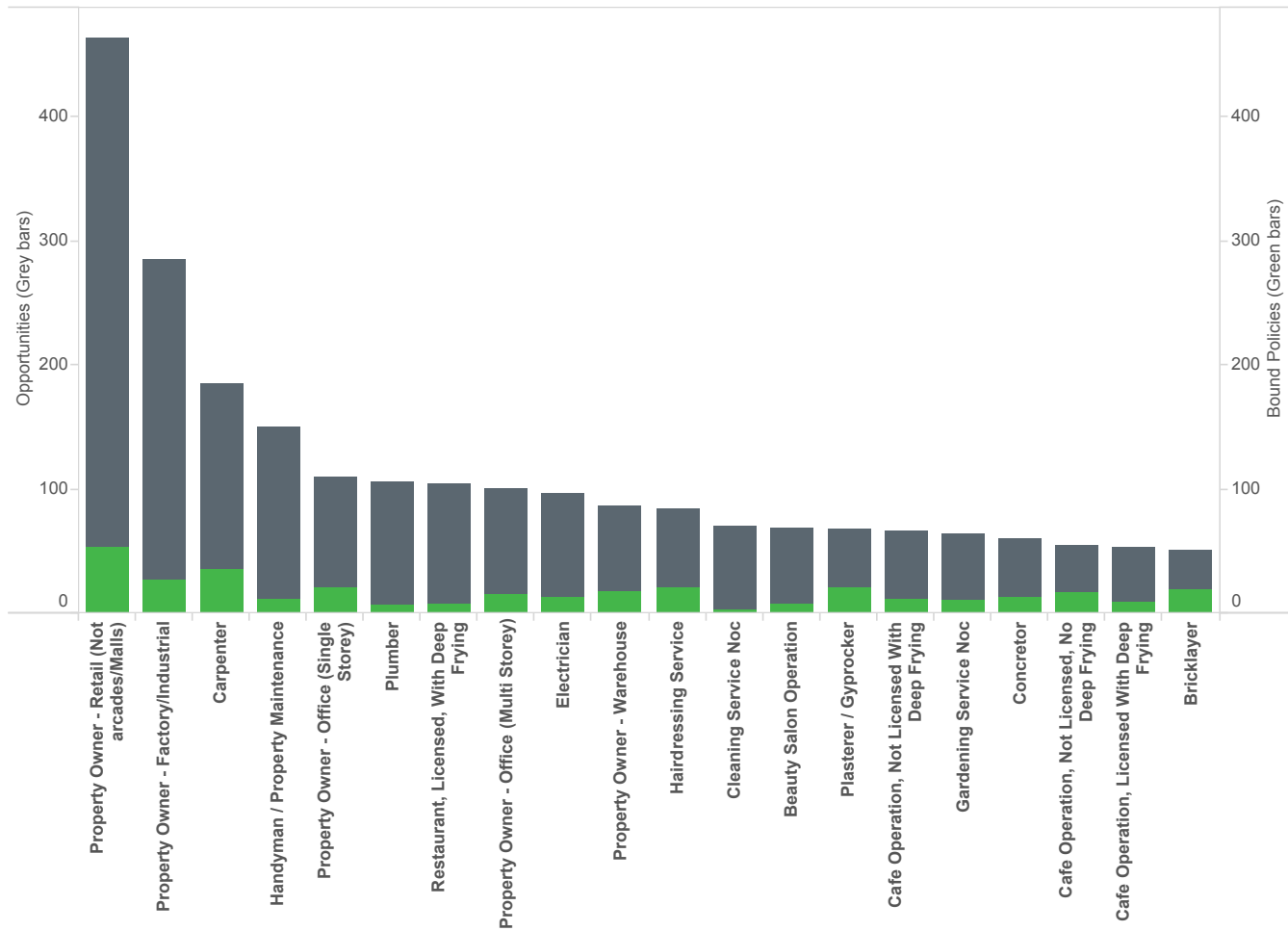
Average Response Time Series, YTD



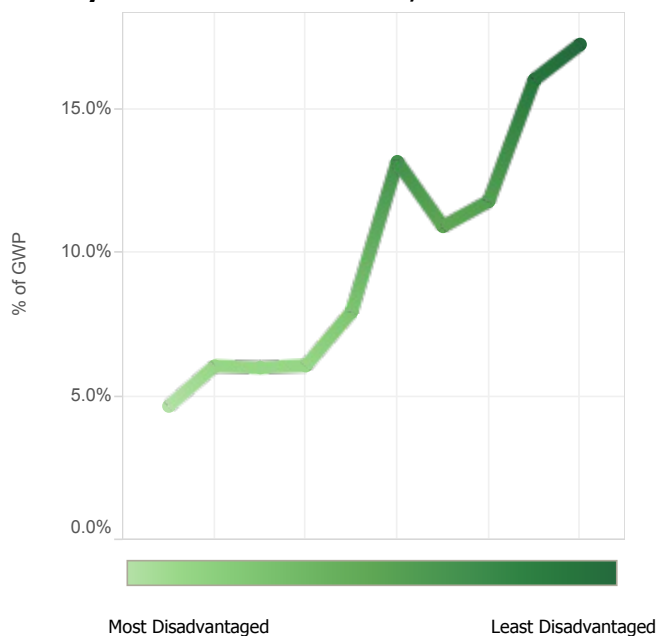
Response Distribution, January 2017



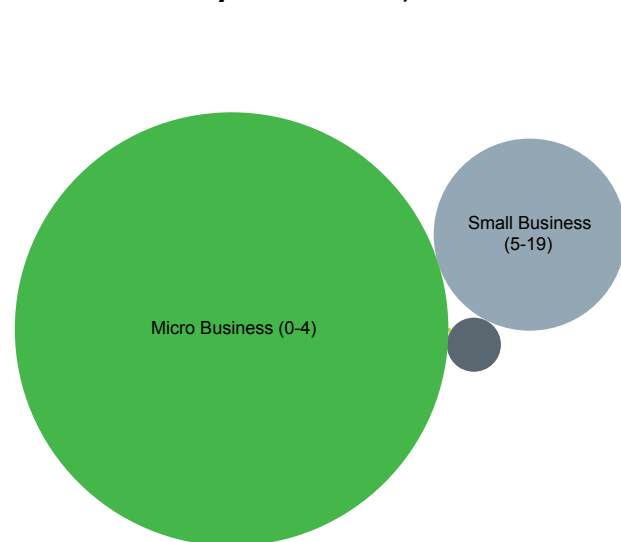
Opportunities vs Bound Policies by Top Occupations, January 2017



GWP by Socio-Economic Indexes, YTD



Bound Policies by Business Size, YTD

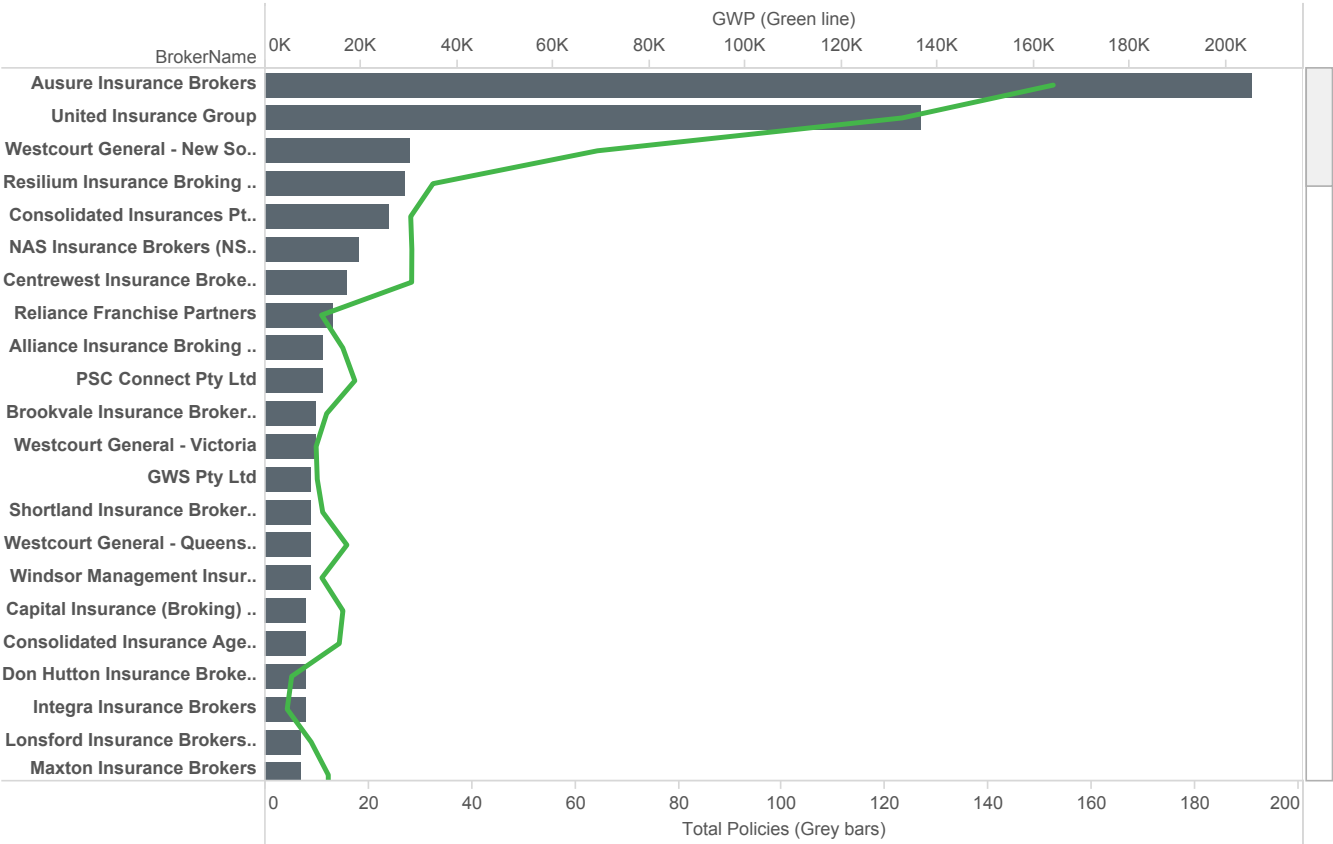


Broker Performance

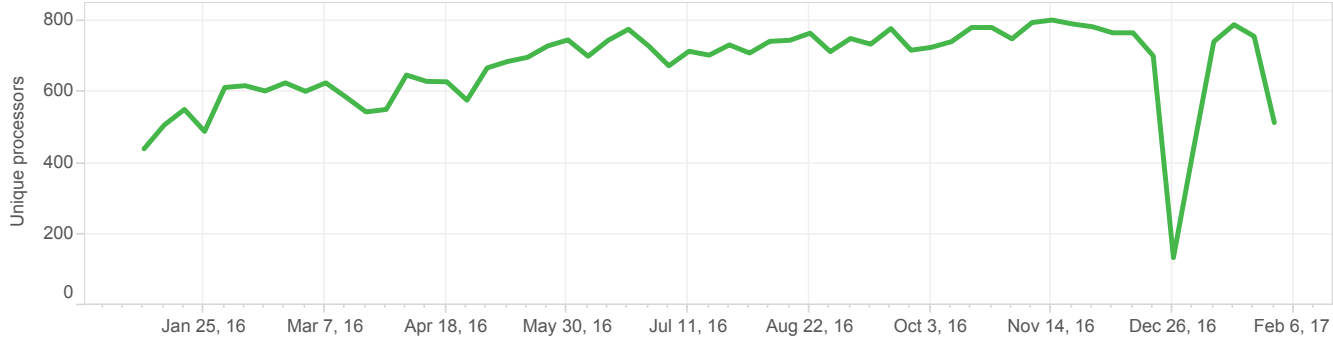


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Top Brokerage by Bound Policies and GWP, January 2017



CALIBRE Unique Processors time series, YTD



Opportunities Referral Rate, January 2017

