



Insurer Performance Report

Business Pack

February 2018

calibre
INSURANCE

Bound Gross Written Premium (GWP)



February 2018

CALIBRE GWP

All Insurer GWP

CALIBRE Avg GWP

All Avg GWP

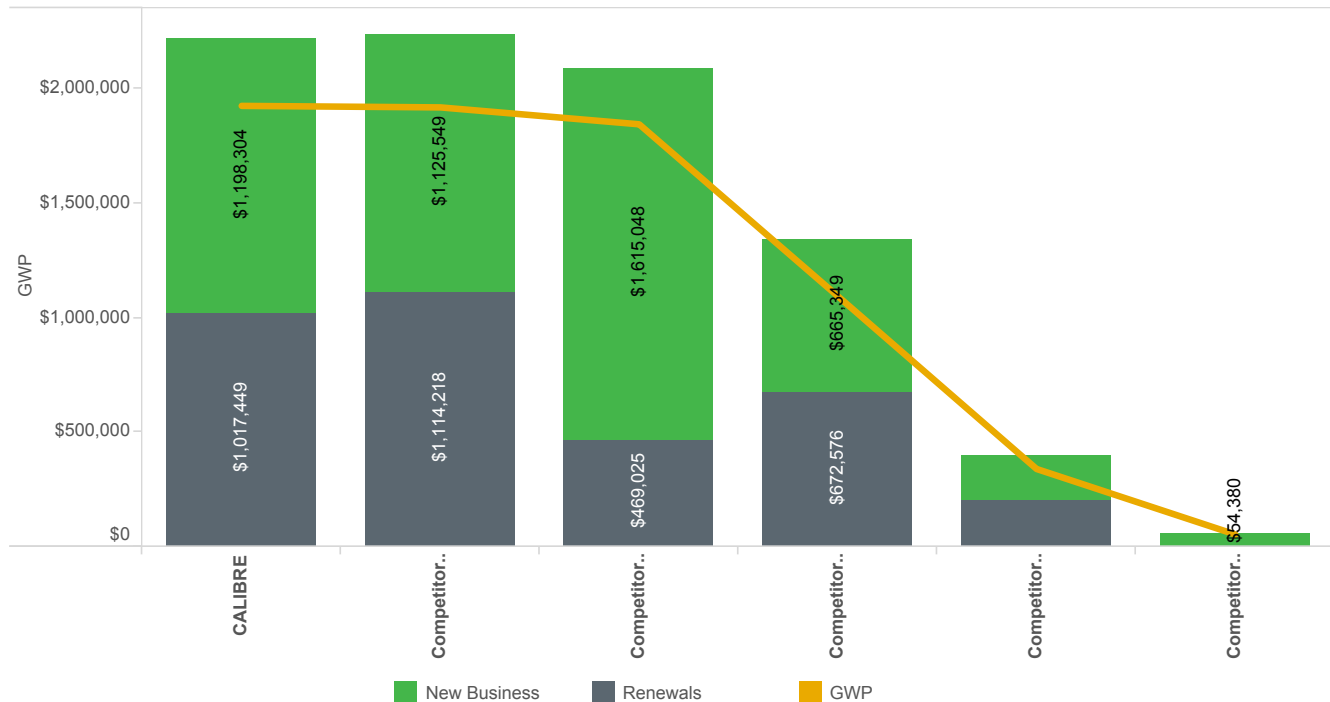
\$1,925,495

\$7,178,709

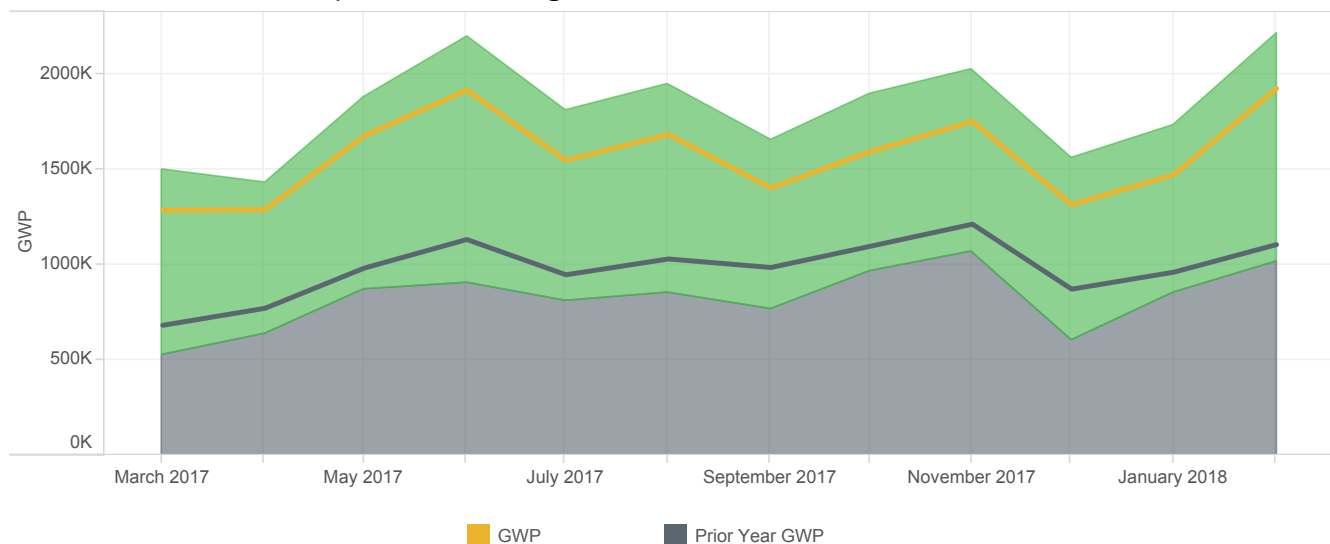
\$1,077

\$1,187

GWP All Insurers, February 2018



CALIBRE GWP Time Series, 12 Month Rolling



Strike Rate



February 2018

CALIBRE Opportunities

CALIBRE Bound Policies

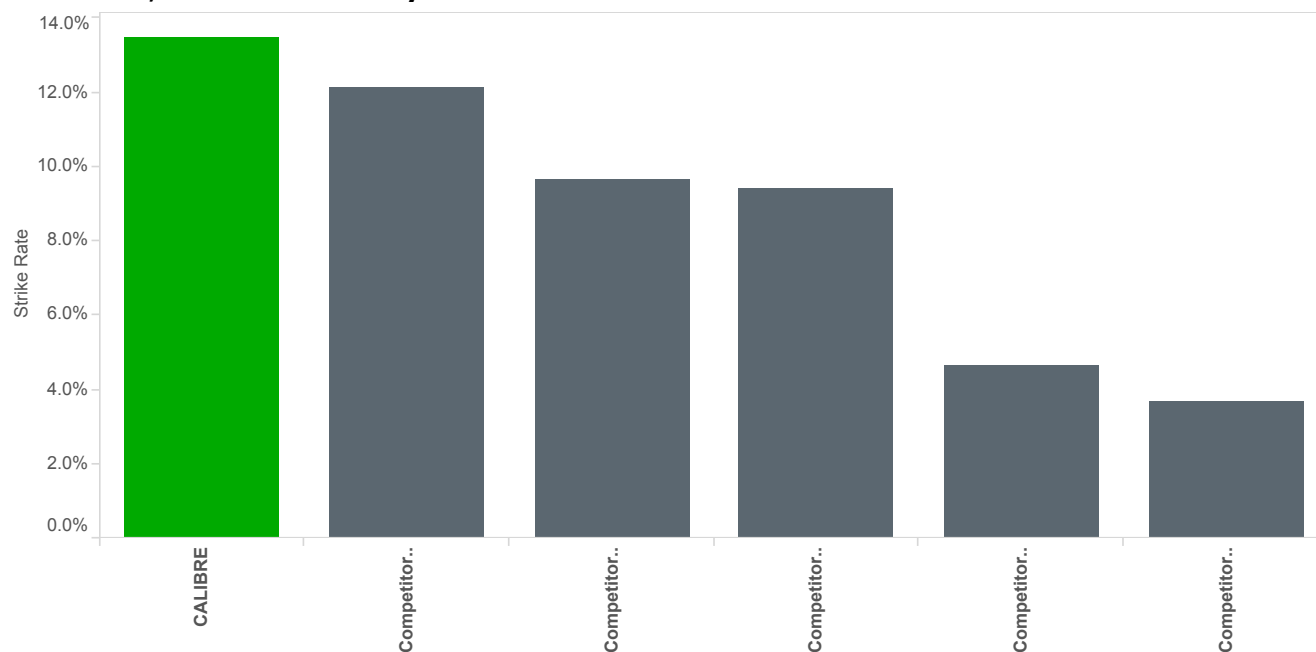
CALIBRE Strike Rate

11,684

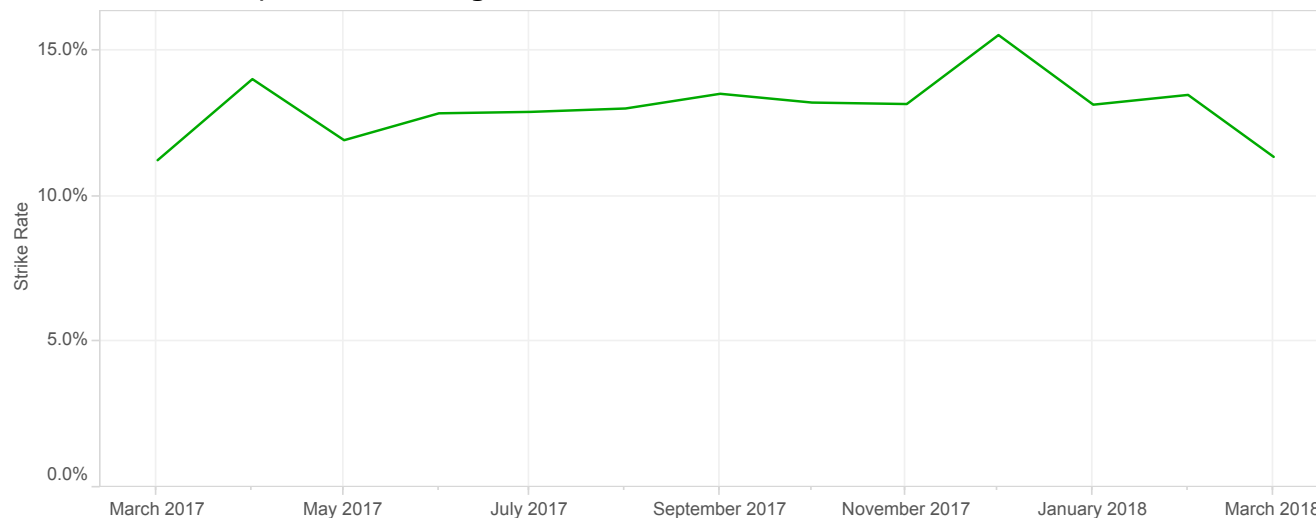
1,574

13.47%

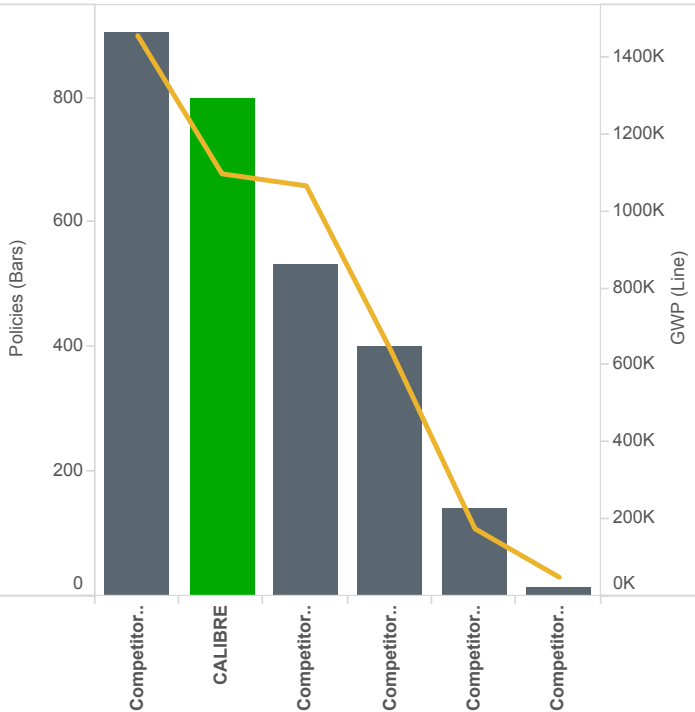
All Insurers, Strike Rate February 2018



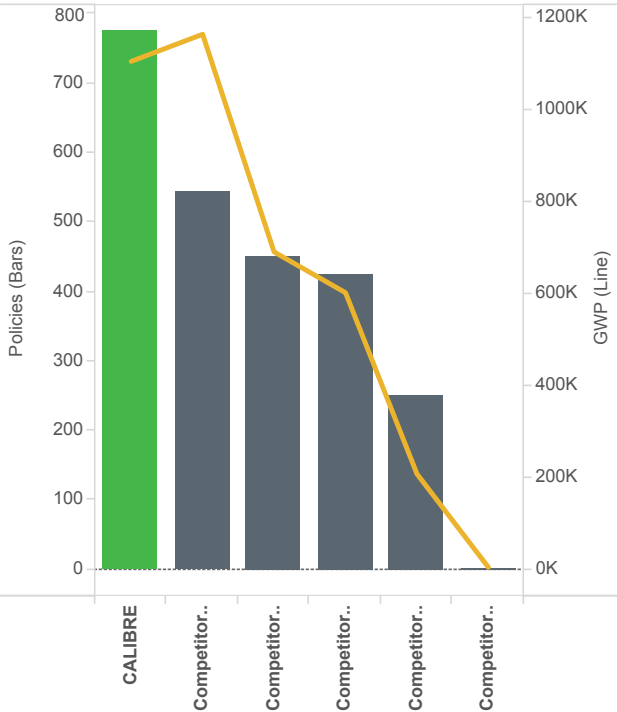
CALIBRE Strike Rate, 12 Month Rolling



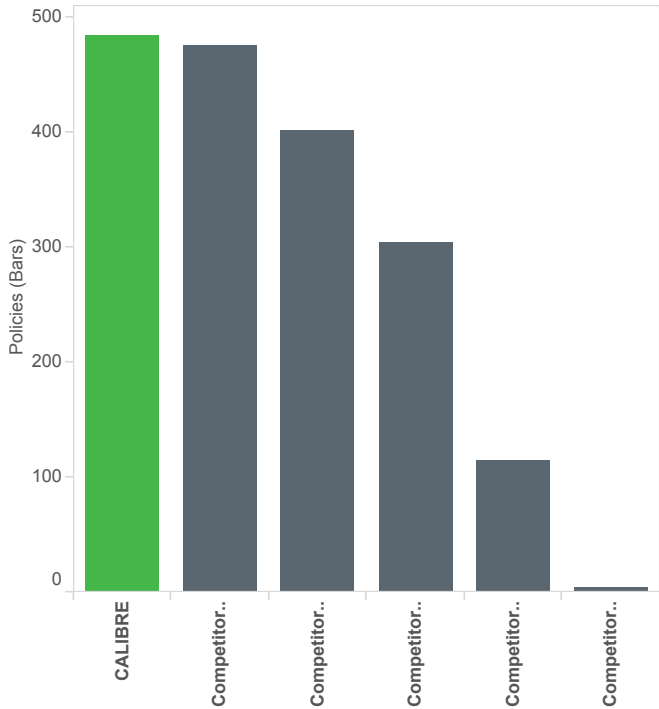
Bound New Business, February 2018



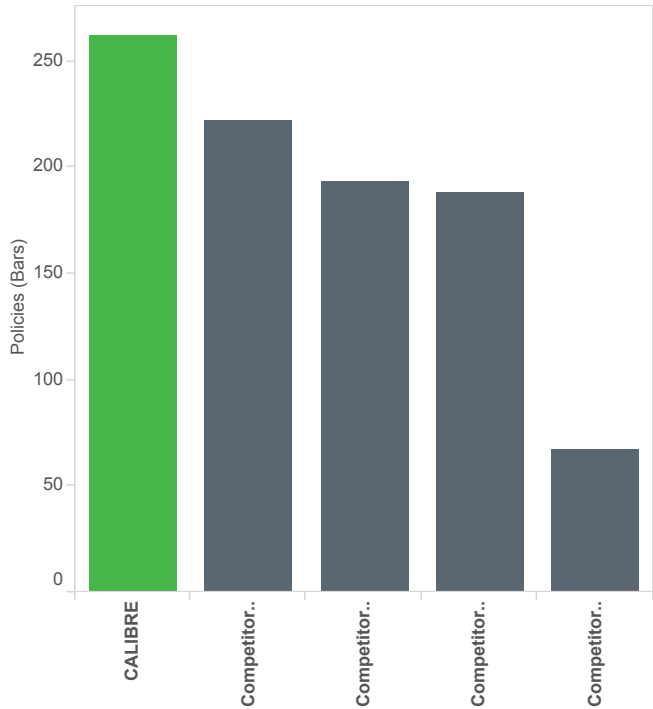
Bound Renewals, February 2018



Bound Endorsements, February 2018



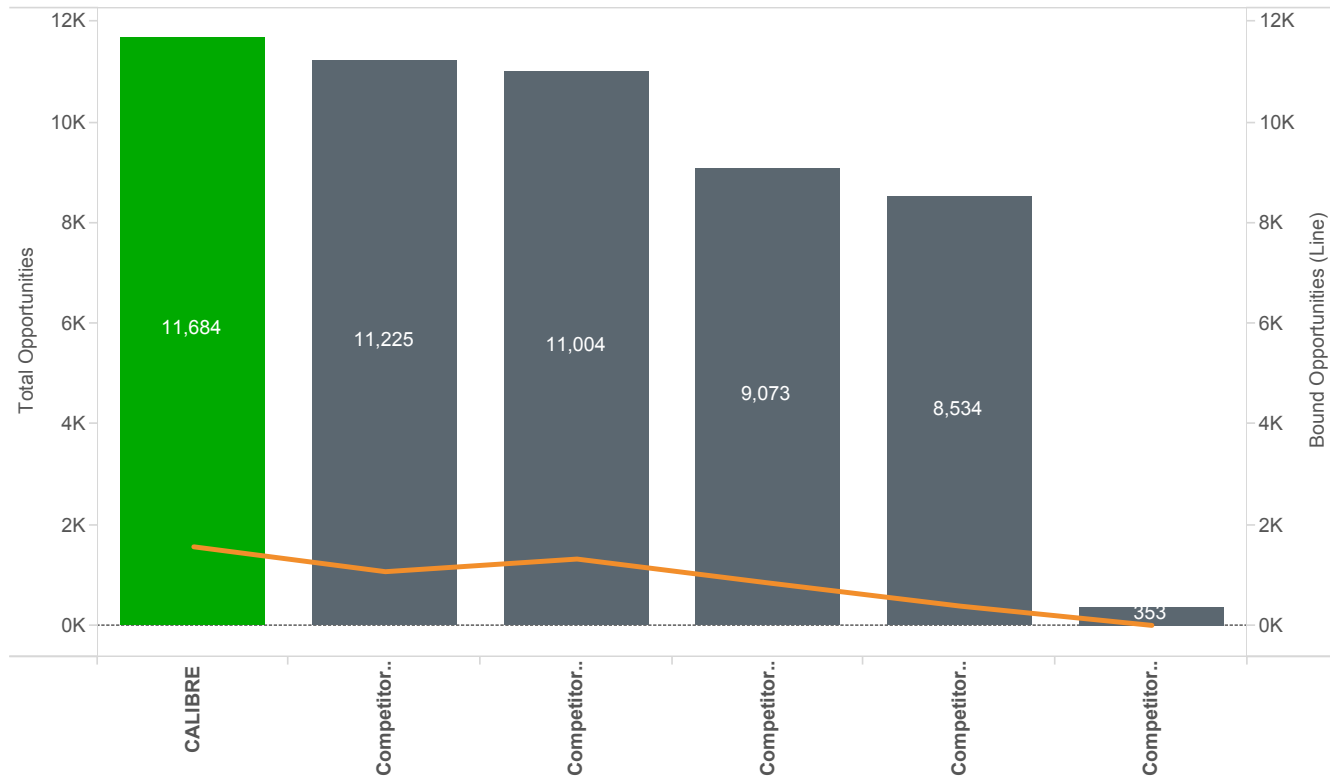
Bound Cancellations, February 2018



Opportunities and Bound Policies

February 2018

Opportunities Presented vs Bound Policies, February



Opportunities Presented, February 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	111	3,585	33	2,596	392	301	3,309	1,357	11,684
GWP	\$88,599	\$3,529,759	\$6,871	\$2,032,520	\$294,521	\$144,242	\$3,016,196	\$1,036,644	\$10,149,351
Average GWP	\$777	\$951	\$202	\$756	\$724	\$464	\$871	\$741	\$837

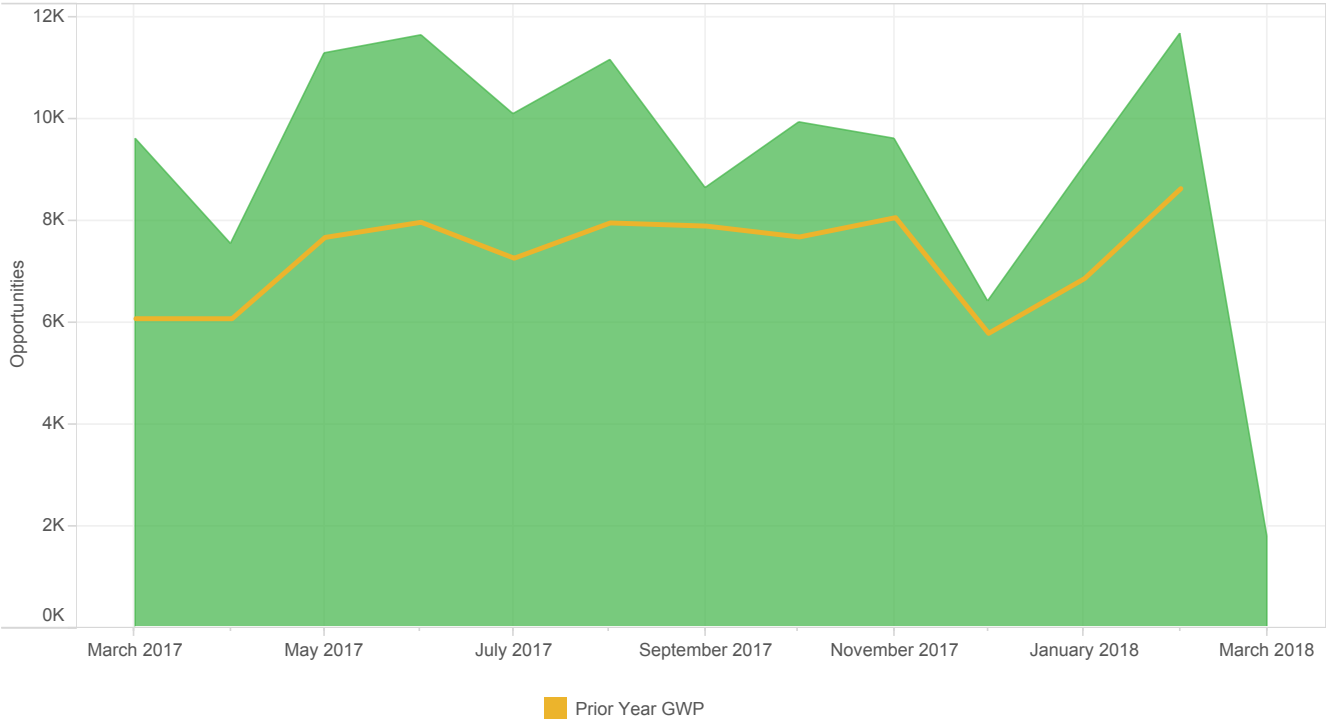
Bound Policies, February 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	25	780	1	462	72	15	731	233	2,319
BasePremiumAmo..	\$17,761	\$678,096	\$391	\$388,043	\$52,579	\$21,296	\$582,517	\$184,812	\$1,925,495
Average GWP	\$710	\$869	\$391	\$840	\$730	\$1,420	\$797	\$793	\$830

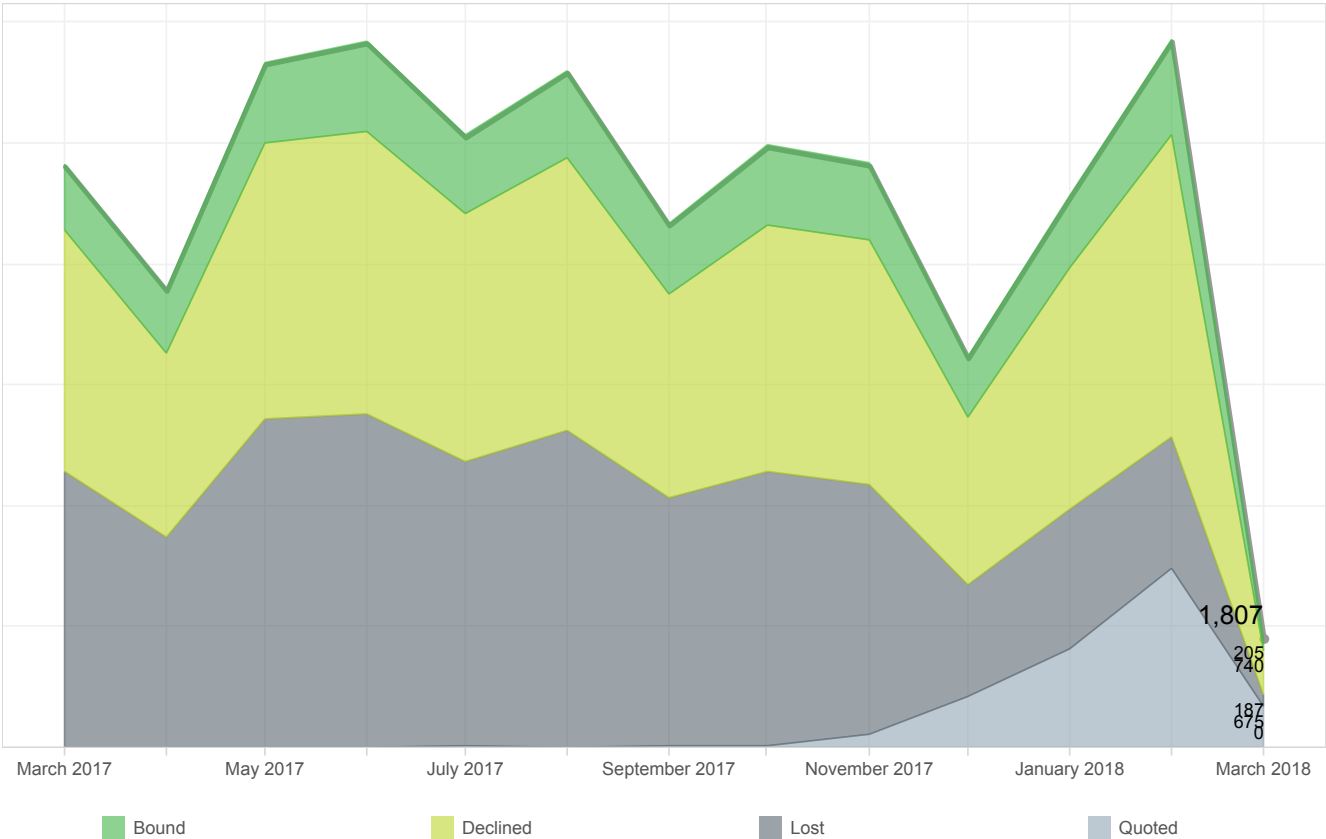
Lost Opportunities, February 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
Opportunities	13	662	3	416	57	48	710	251	2,160
GWP	\$17,954	\$1,017,282	\$2,175	\$540,137	\$78,756	\$47,044	\$956,452	\$317,448	\$2,977,250
Average GWP	\$1,381	\$1,537	\$725	\$1,298	\$1,382	\$980	\$1,347	\$1,265	\$1,378

CALIBRE Opportunity Time Series, 12 Month Rolling



CALIBRE Opportunity by status Time Series, 12 Month Rolling



State Activity

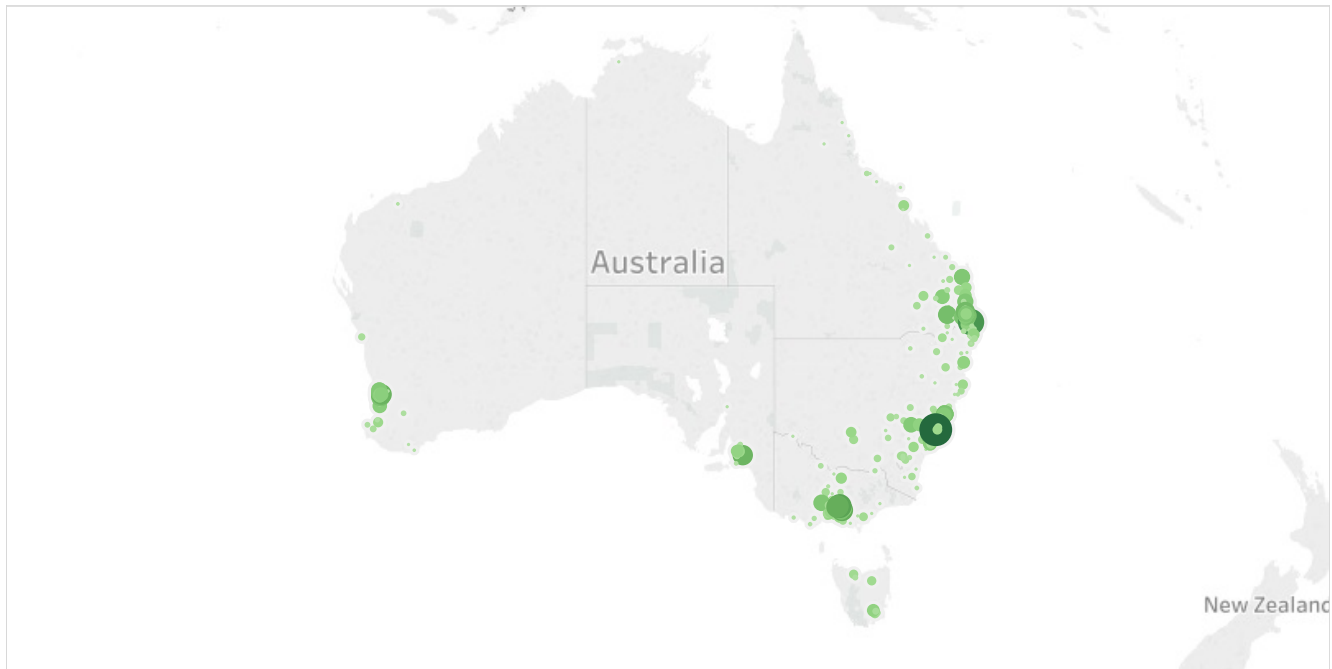


February 2018

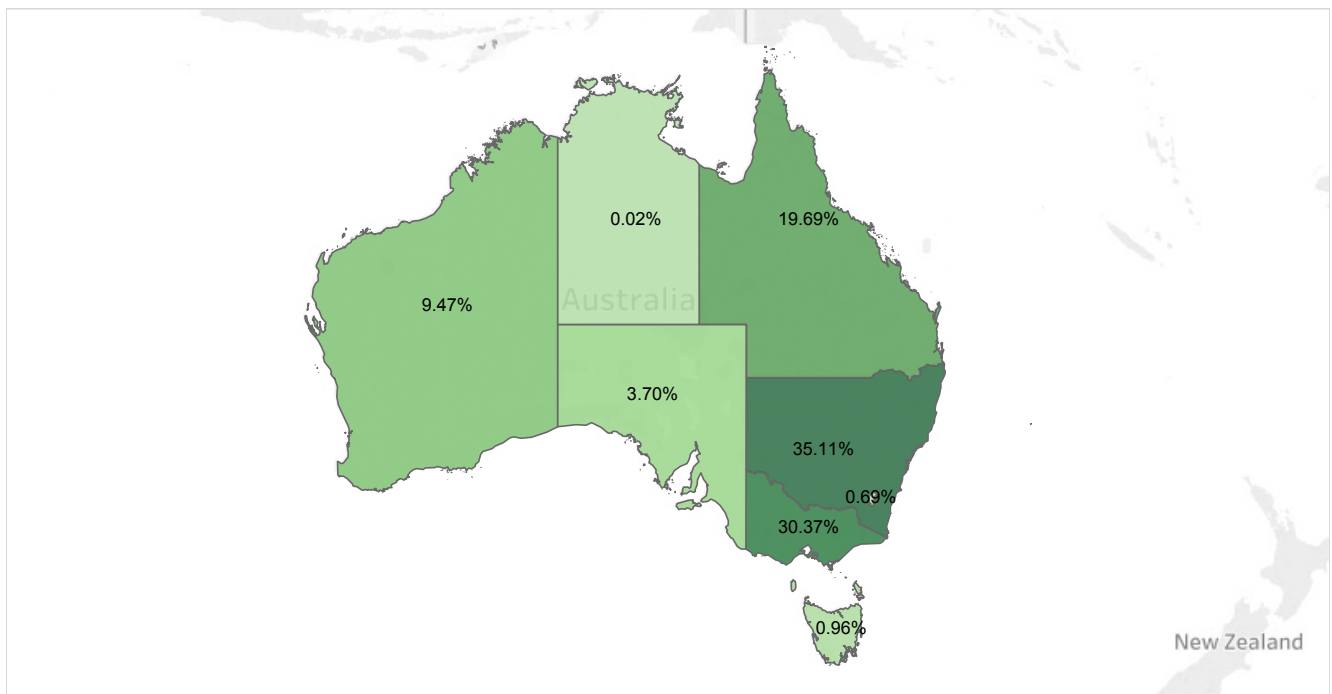
GWP by State, February 2018

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
New Business	\$4,933	\$390,004		\$161,580	\$47,951	\$10,080	\$395,141	\$88,861	\$1,098,549
Renewals	\$10,182	\$383,810	\$391	\$272,289	\$33,660	\$10,969	\$274,304	\$119,796	\$1,105,401
Total	\$15,114	\$773,813	\$391	\$433,869	\$81,611	\$21,049	\$669,445	\$208,658	\$2,203,950

Bound Policies by Post Code, February 2018



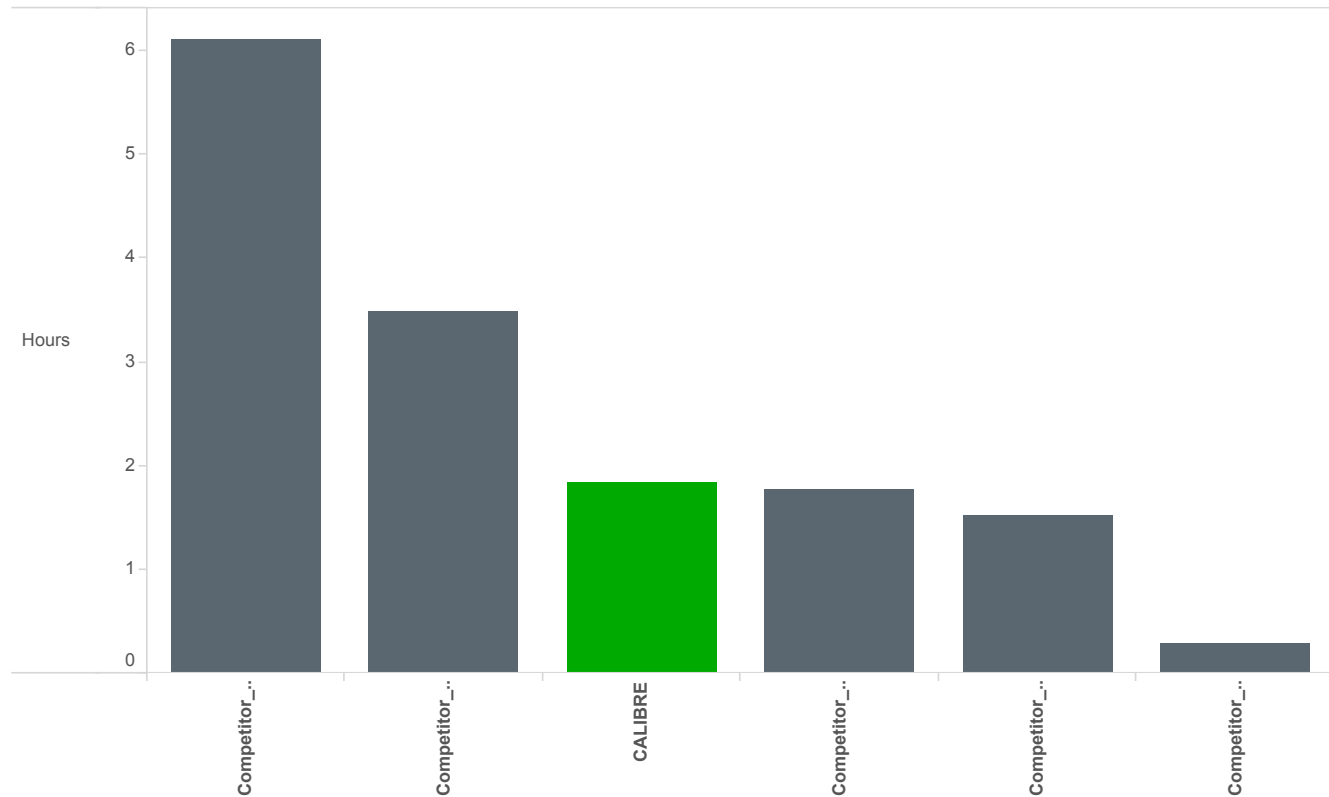
GWP Split by State, February 2018



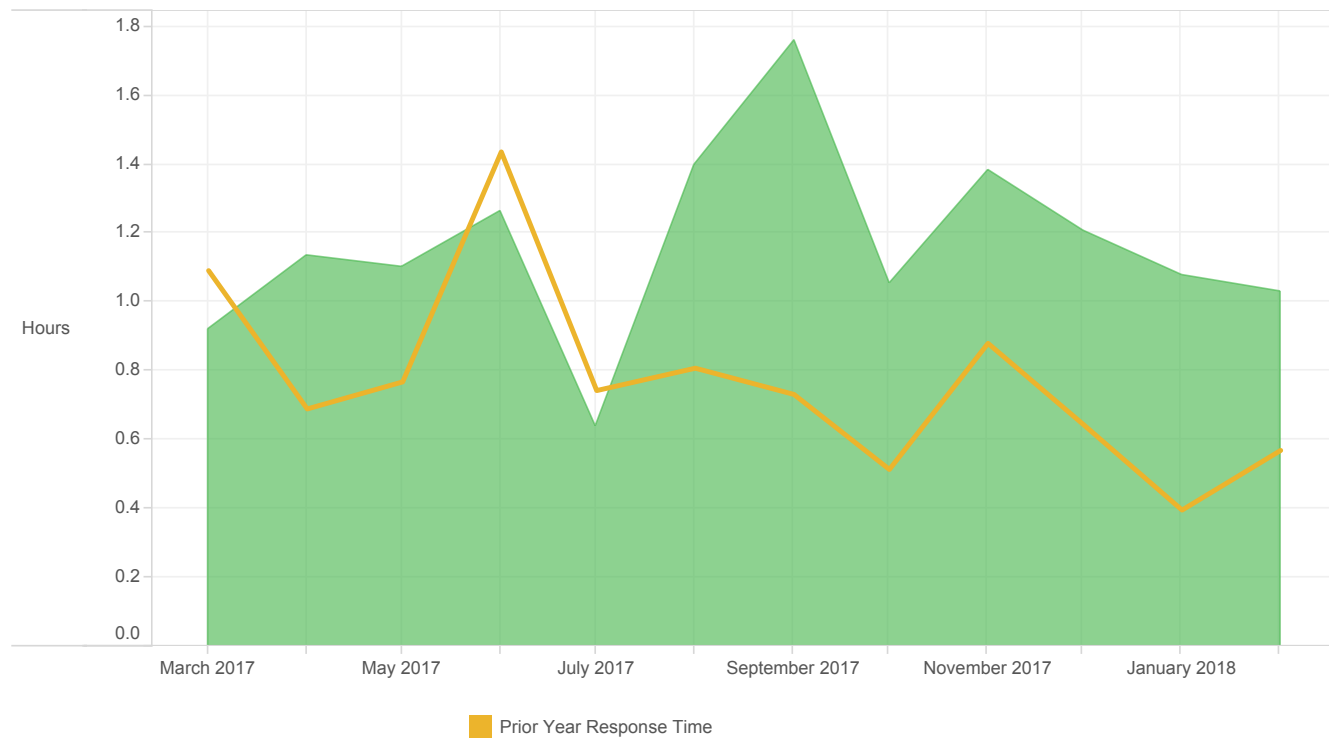
Opportunity Response Time

February 2018

Average Response Time Series, February 2018

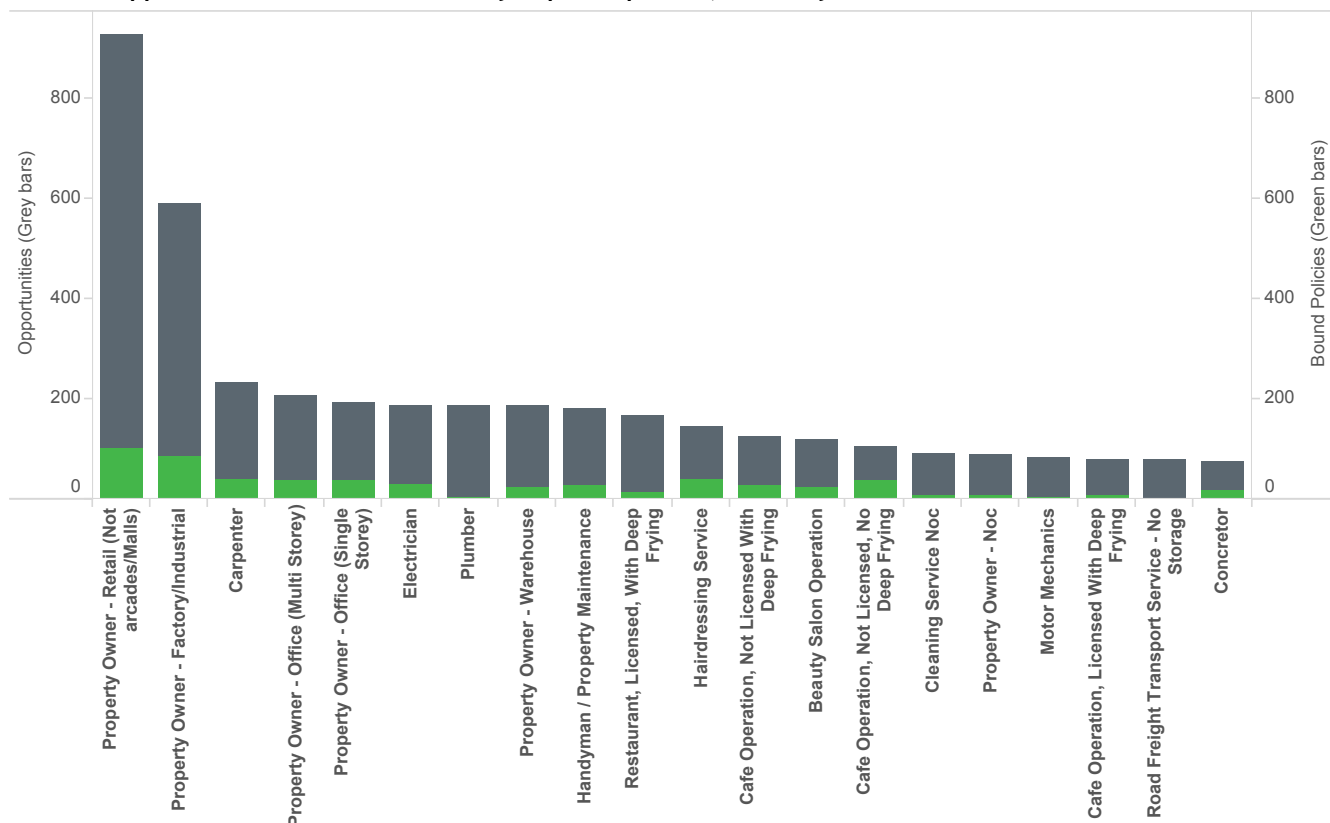


CALIBRE Average Response Time Series, 12 Month Rolling

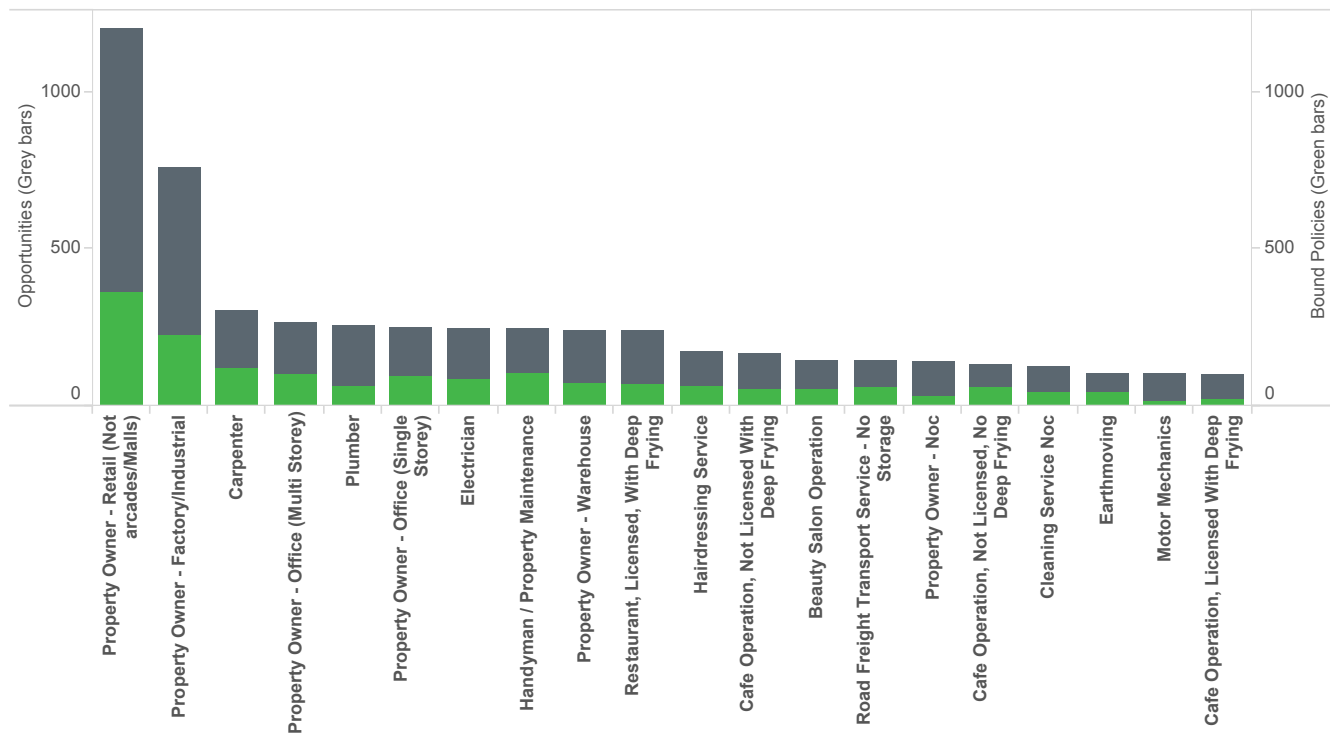


February 2018

CALIBRE Opportunities vs Bound Policies by Top Occupations, February 2018



All Insurers Opportunities vs Bound Policies by Top Occupations, February 2018



Broker Performance

February
2018

Top Brokerage by Bound Policies and GWP, February 2018

