

Insurer Monthly Report



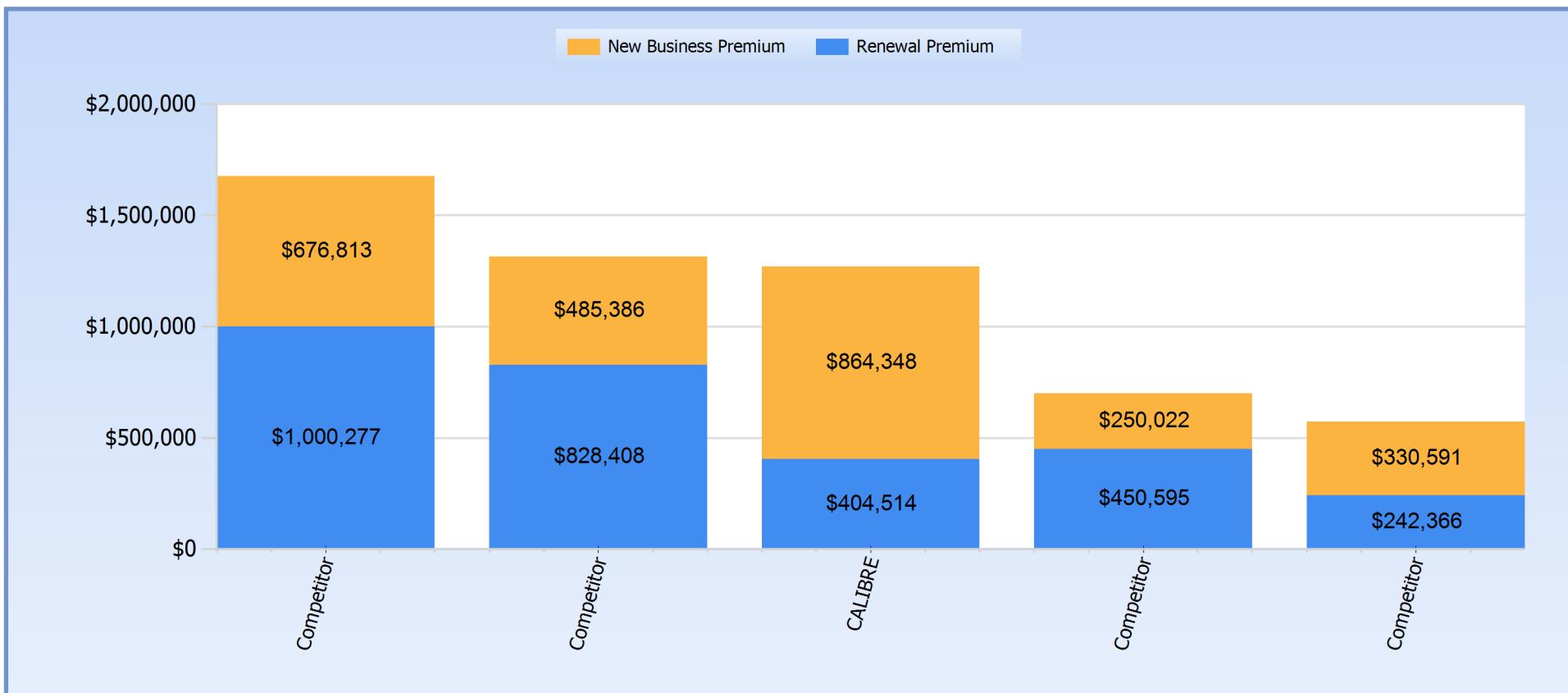
Report Period : June 2016

Insurer: CALIBRE

Product : Business Pack

Bound Premium Summary for all Insurers

New Business and Renewal bound responses via Virtual Underwriter Bound premium means base premium excluding all fees, levies and charges



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New Business

Total Bound Premium for New Business for all Insurers: \$2,607,160

Total Bound Premium for New Business for CALIBRE : \$864,348

Average Bound Premium for New Business for all Insurers : \$1,325

Renewal

Total bound premium for Renewals for all insurers : \$2,926,160

Total bound premium for Renewals for CALIBRE : \$404,514

Average Bound Premium for Renewals for all Insurers : \$1,581

Bound Opportunities

Number of opportunities bound in June by all insurers : 5625

Number of opportunities bound in June by CALIBRE : 1368

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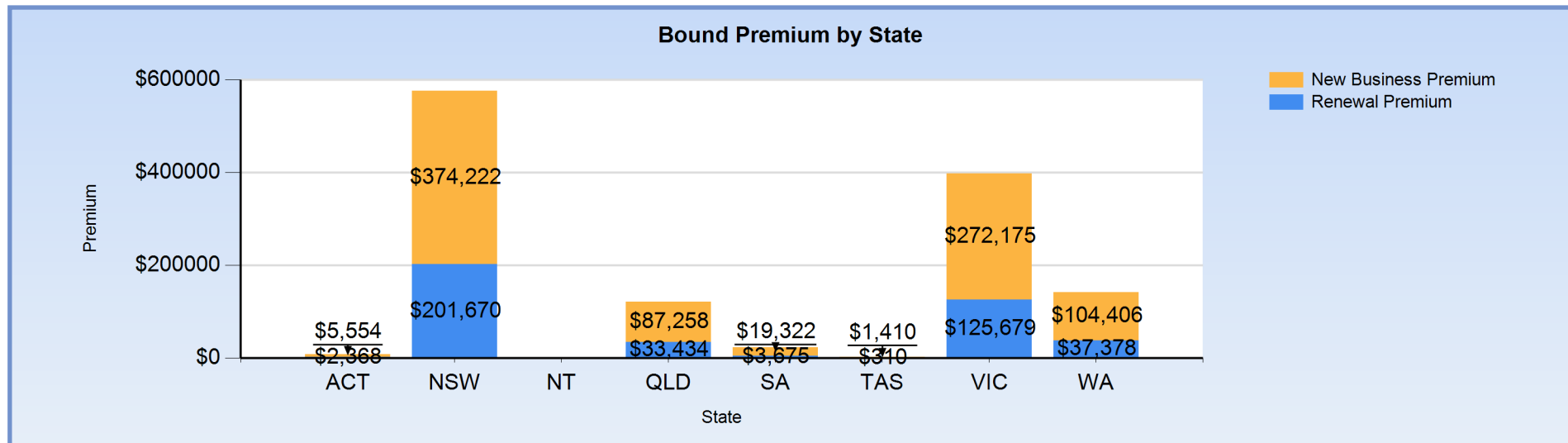


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Bound Premium Summary by State



State	Total New Business bound Premium for CALIBRE	Total Renewal bound Premium for CALIBRE
ACT	\$5,554	\$2,368
NSW	\$374,222	\$201,670
NT	\$0	\$0
QLD	\$87,258	\$33,434
SA	\$19,322	\$3,675
TAS	\$1,410	\$310
VIC	\$272,175	\$125,679
WA	\$104,406	\$37,378

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Opportunities Summary

The average quoted premium value is calculated using only responses with a status of 'Quoted' and includes base premium, excluding all fees, levies and charges.

Number of opportunities presented to all insurers : 11557

Number of opportunities presented to CALIBRE : 7880

Value of opportunities presented to all insurers as determined by quotes from all insurers : \$15,108,070

Value of opportunities presented to CALIBRE as determined by quotes from all insurers : \$12,296,638

Value of opportunities presented to CALIBRE as determined by quotes from CALIBRE : \$5,292,467

Average quoted premium for all insurers as determined by quotes from all insurers : \$1,307

Average quoted premium for CALIBRE as determined by quotes from all insurers : \$1,560

Average quoted premium for CALIBRE as determined by quotes from CALIBRE : \$672

Number of opportunities bound in June by all insurers : 5625

Number of opportunities presented in June and bound in June by all insurers : 3764

Number of opportunities presented in Previous Months and bound in June by all insurers : 1861

Number of opportunities bound in June by CALIBRE : 1368

Number of opportunities presented in June and bound in June by CALIBRE : 1027

Number of opportunities presented in Previous Months and bound in June by CALIBRE : 341

Average number of insurers an opportunity is presented to: 3

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Outstanding Requests Summary

The following 3 items identify requests submitted in the reporting period but not responded to by the end of the reporting period. This is not indicating that there is a problem unless the numbers seem high in relation to the number of requests. I.E. For manual products and referral processing it is assumed that a small number of requests could be reported here and not represent an issue.

Quote requests submitted in the reporting period but not responded to by the end of the reporting period : 120

Bind requests submitted in the reporting period but not responded to by the end of the reporting period : 0

Close requests submitted in the reporting period but not responded to by the end of the reporting period : 0

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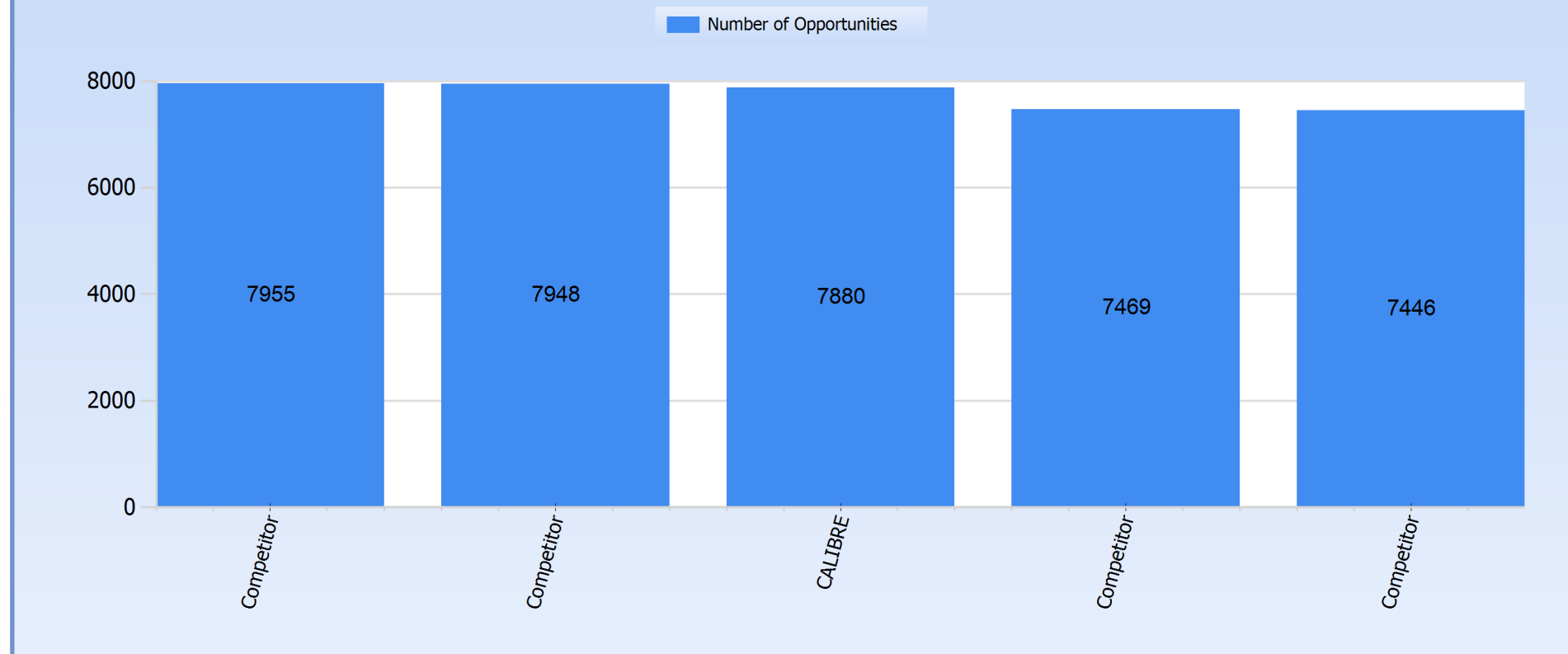


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Opportunities Presented in this Month



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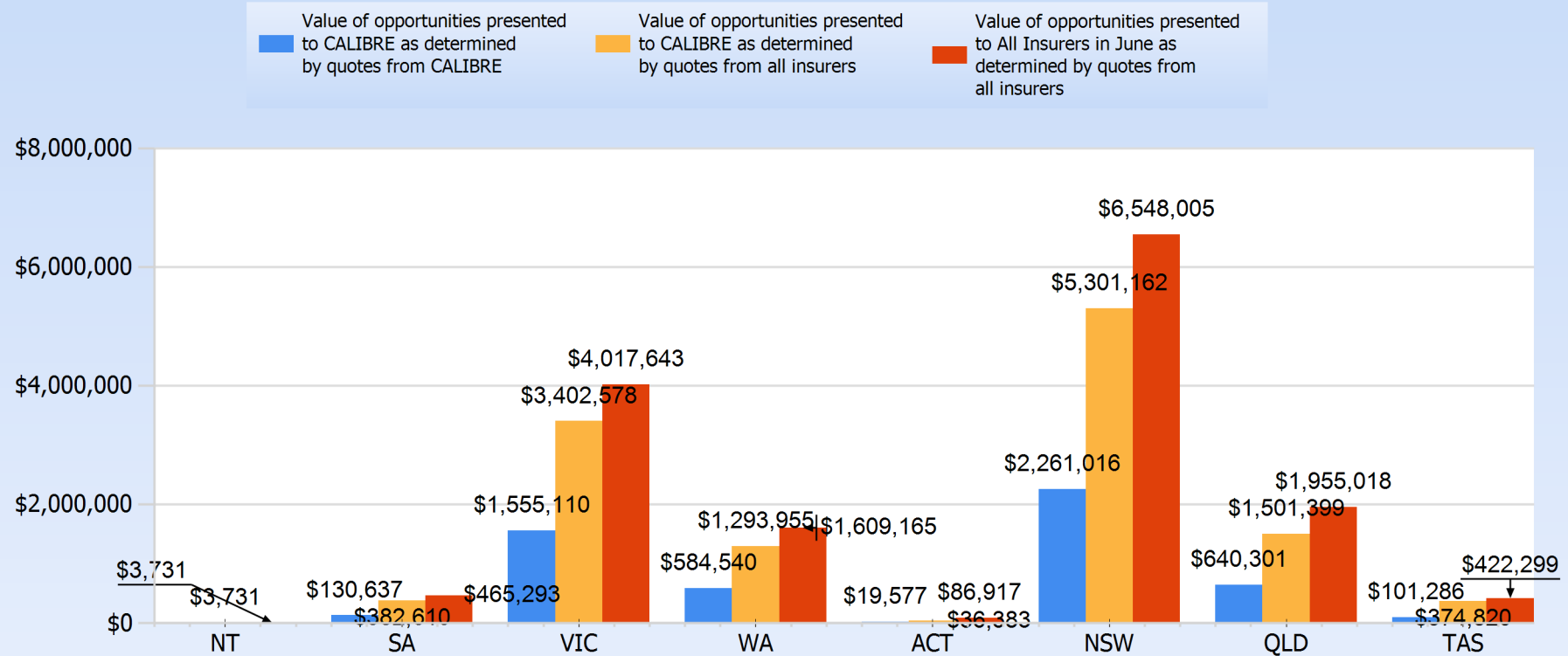


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Quoted Premium by State for Opportunities Presented in this Month



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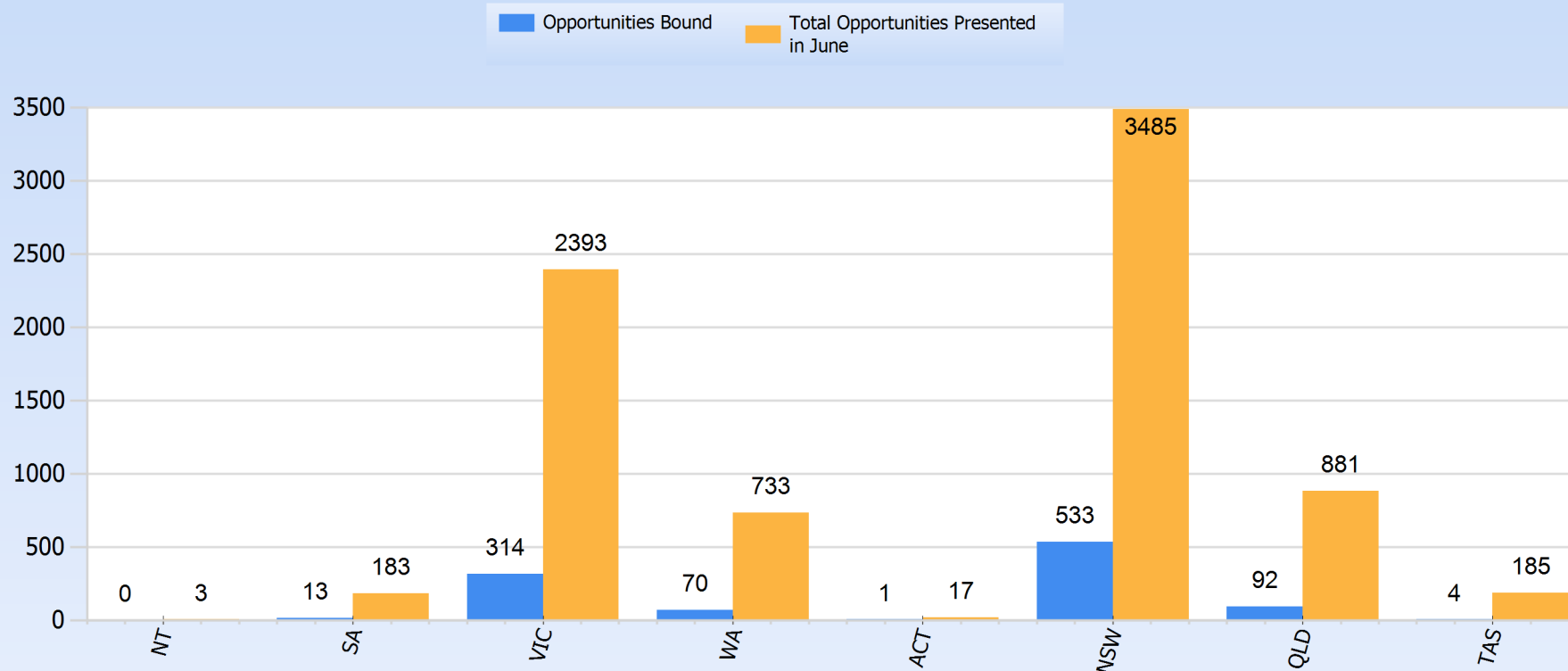


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Opportunities Presented in and Bound in this Month by State



"Opportunities Bound" means those opportunities, presented in June, where a bind response with a status of "Bound" was returned.

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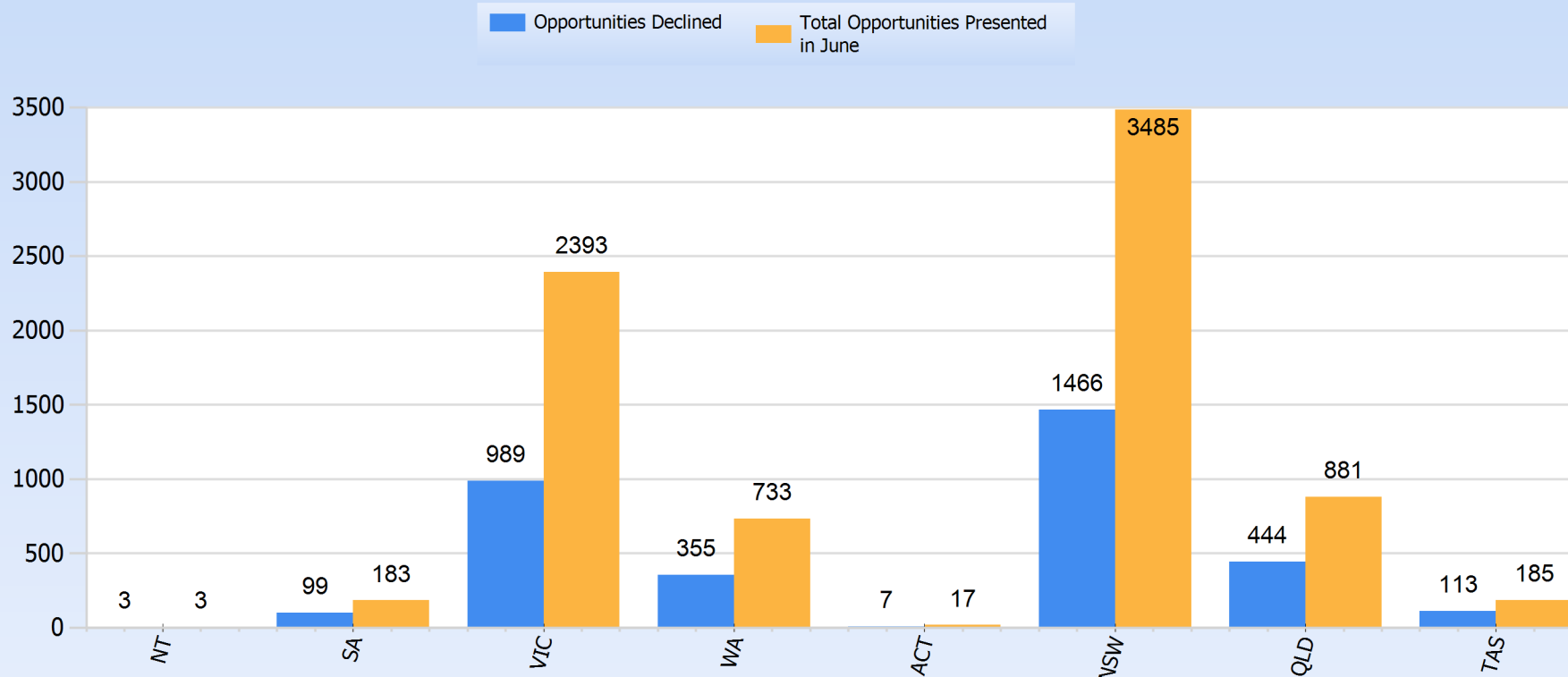


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Opportunities Presented in and Declined in this Month by State



"Opportunities Declined" means those opportunities, presented in June, where one or more quote responses with a status of "Declined" was returned.

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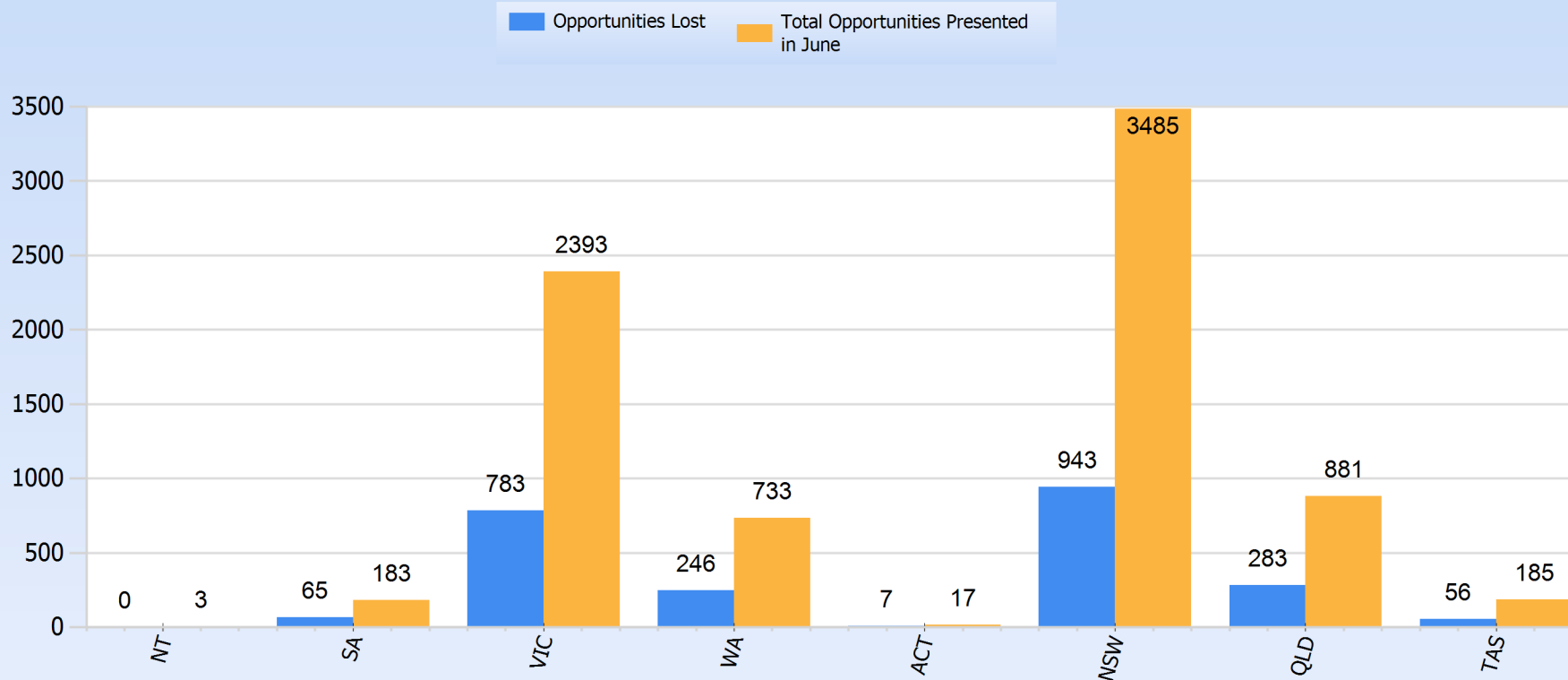


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Opportunities Presented in and Lost in this Month by State



"Opportunities Lost" means those opportunities, presented in June, that have not been declined and a quote loss notification has been received by the underwriter.

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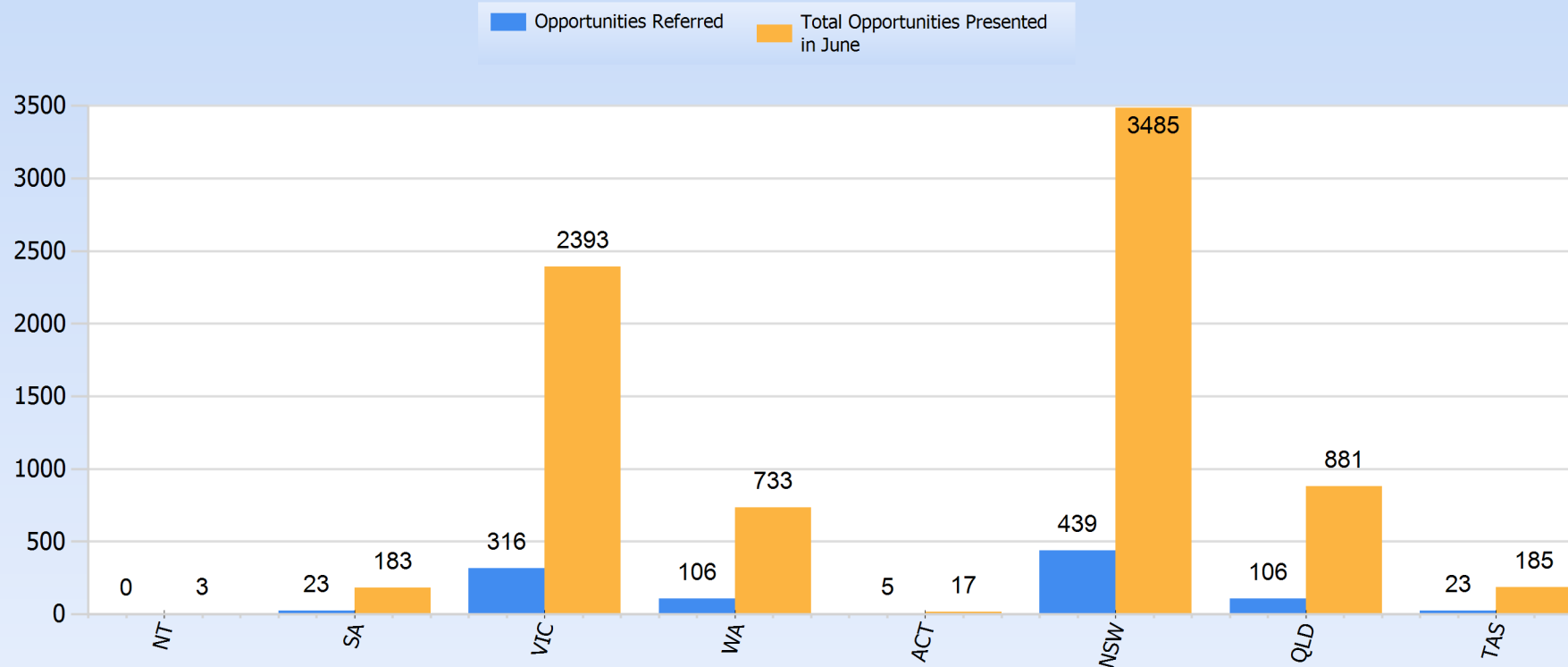


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Opportunities Presented in and Referred in this Month by State



"Opportunities Referred" means those opportunities, presented in June, where one or more quote responses with a status of "Information" or "Referral Required" was returned.

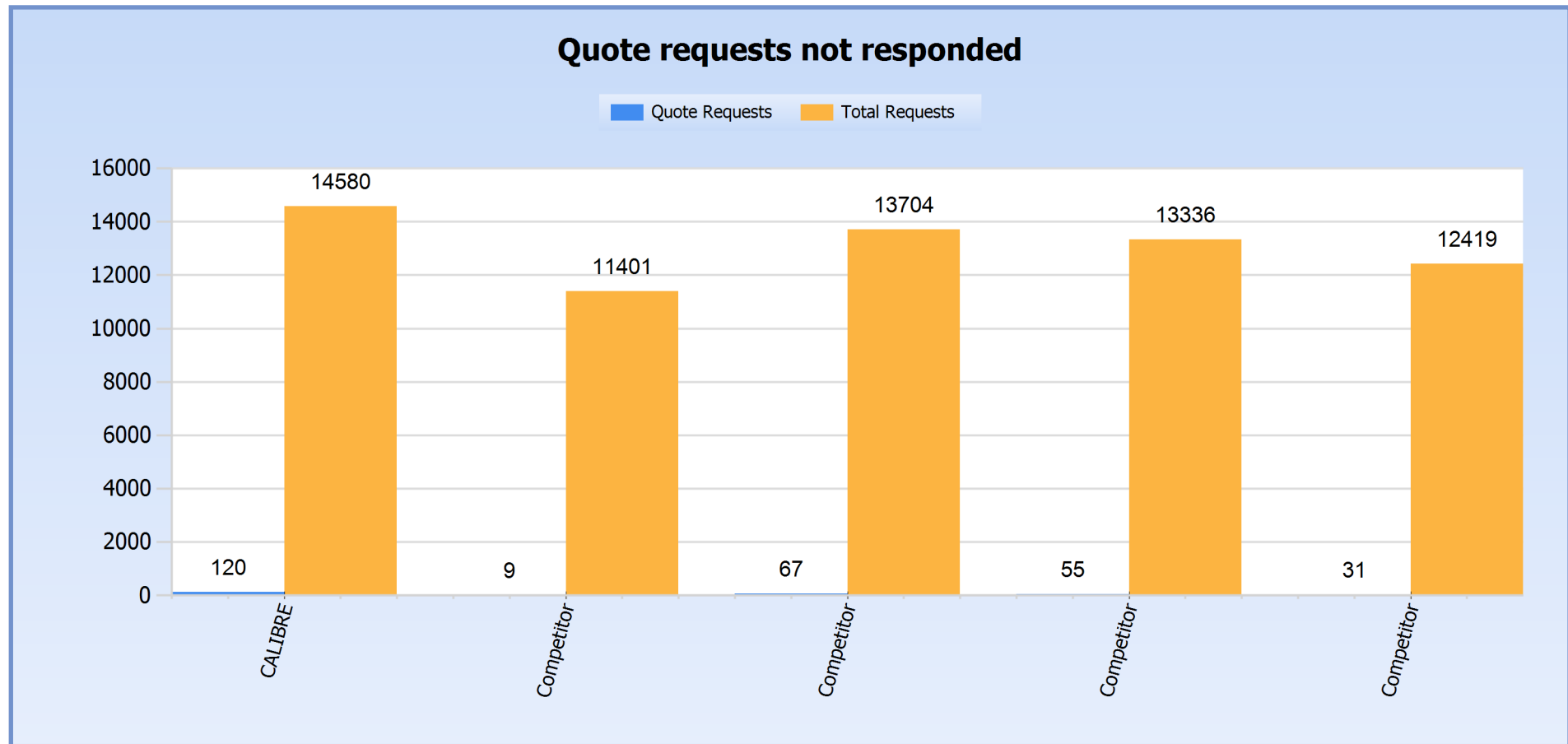
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Quote requests submitted in the reporting period but not responded to by the end of the reporting period.

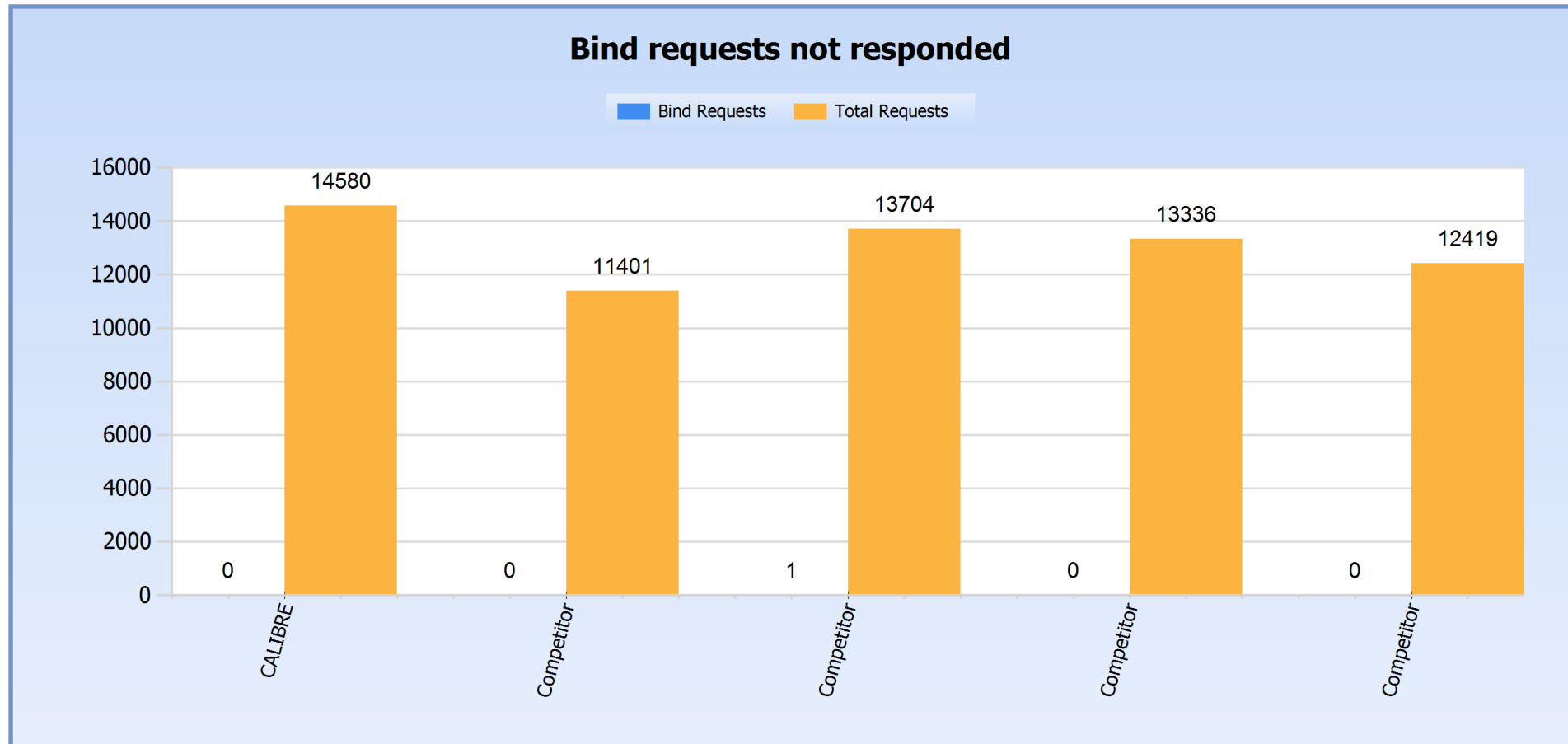
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Bind requests submitted in the reporting period but not responded to by the end of the reporting period.

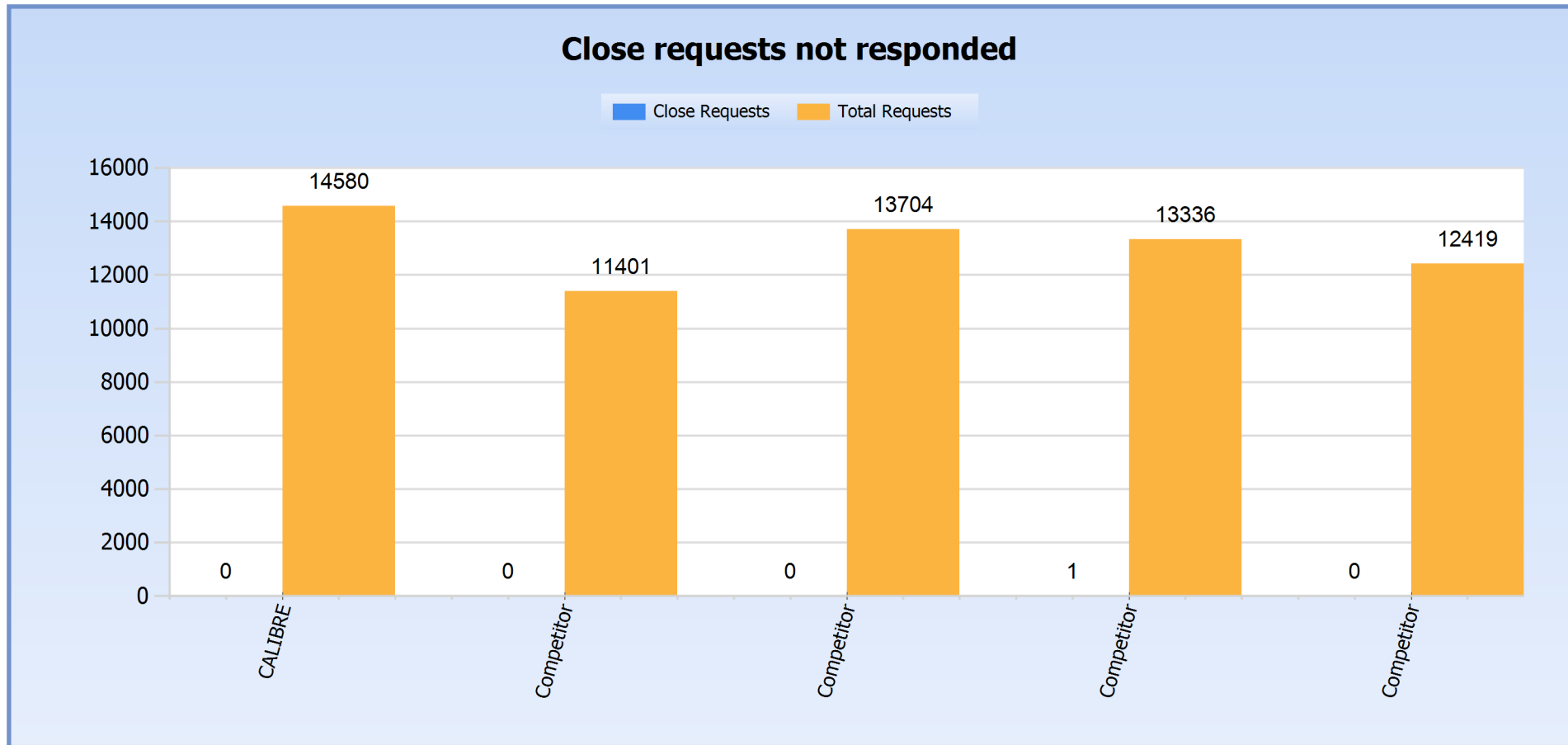
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Close requests submitted in the reporting period but not responded to by the end of the reporting period.