

Insurer Monthly Report



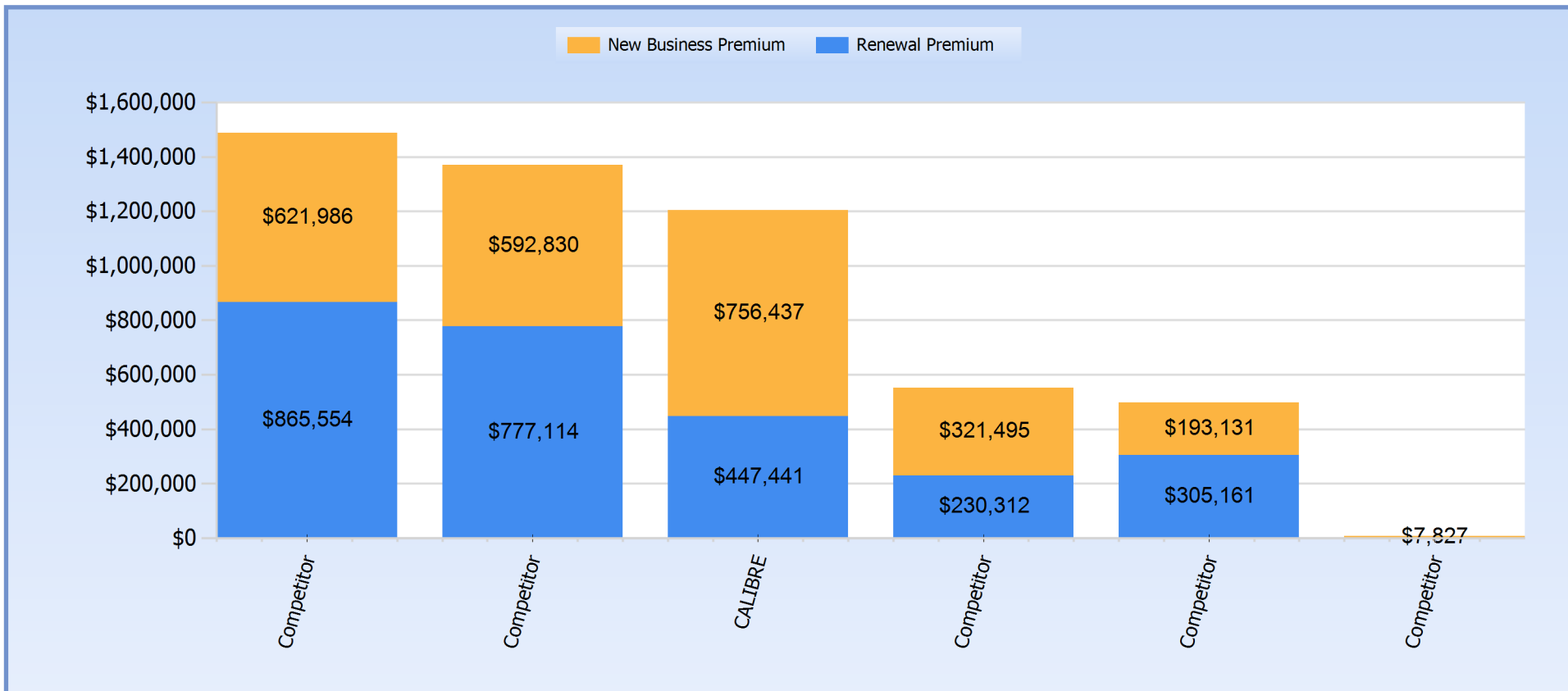
Report Period : August 2016

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: \$2,493,706

Total Bound Premium for New Business for CALIBRE : \$756,437

Average Bound Premium for New Business for all Insurers : \$1,256

Renewal

Total bound premium for Renewals for all insurers : \$2,625,582

Total bound premium for Renewals for CALIBRE : \$447,441

Average Bound Premium for Renewals for all Insurers : \$1,527

Bound Opportunities

Number of opportunities bound in August by all insurers : 5603

Number of opportunities bound in August by CALIBRE : 1377

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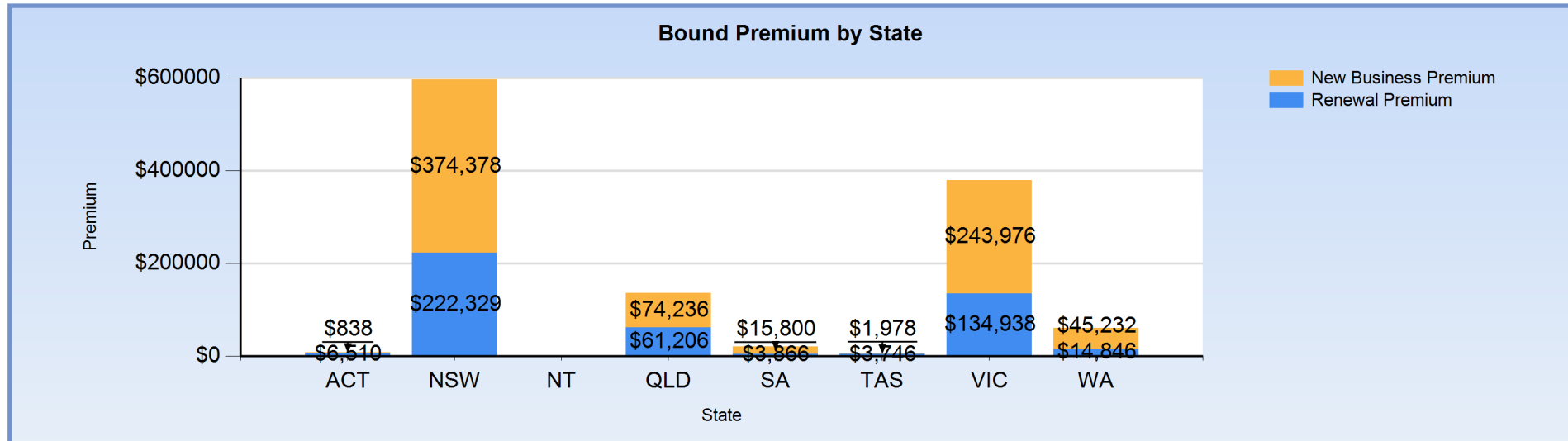


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Bound Premium Summary by State



State	Total New Business bound Premium for CALIBRE	Total Renewal bound Premium for CALIBRE
ACT	\$838	\$6,510
NSW	\$374,378	\$222,329
NT	\$0	\$0
QLD	\$74,236	\$61,206
SA	\$15,800	\$3,866
TAS	\$1,978	\$3,746
VIC	\$243,976	\$134,938
WA	\$45,232	\$14,846

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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 : 11860

Number of opportunities presented to CALIBRE : 8063

Value of opportunities presented to all insurers as determined by quotes from all insurers : \$14,673,220

Value of opportunities presented to CALIBRE as determined by quotes from all insurers : \$12,074,211

Value of opportunities presented to CALIBRE as determined by quotes from CALIBRE : \$5,233,724

Average quoted premium for all insurers as determined by quotes from all insurers : \$1,237

Average quoted premium for CALIBRE as determined by quotes from all insurers : \$1,497

Average quoted premium for CALIBRE as determined by quotes from CALIBRE : \$649

Number of opportunities bound in August by all insurers : 5603

Number of opportunities presented in August and bound in August by all insurers : 3944

Number of opportunities presented in Previous Months and bound in August by all insurers : 1659

Number of opportunities bound in August by CALIBRE : 1377

Number of opportunities presented in August and bound in August by CALIBRE : 1019

Number of opportunities presented in Previous Months and bound in August by CALIBRE : 358

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 : 47

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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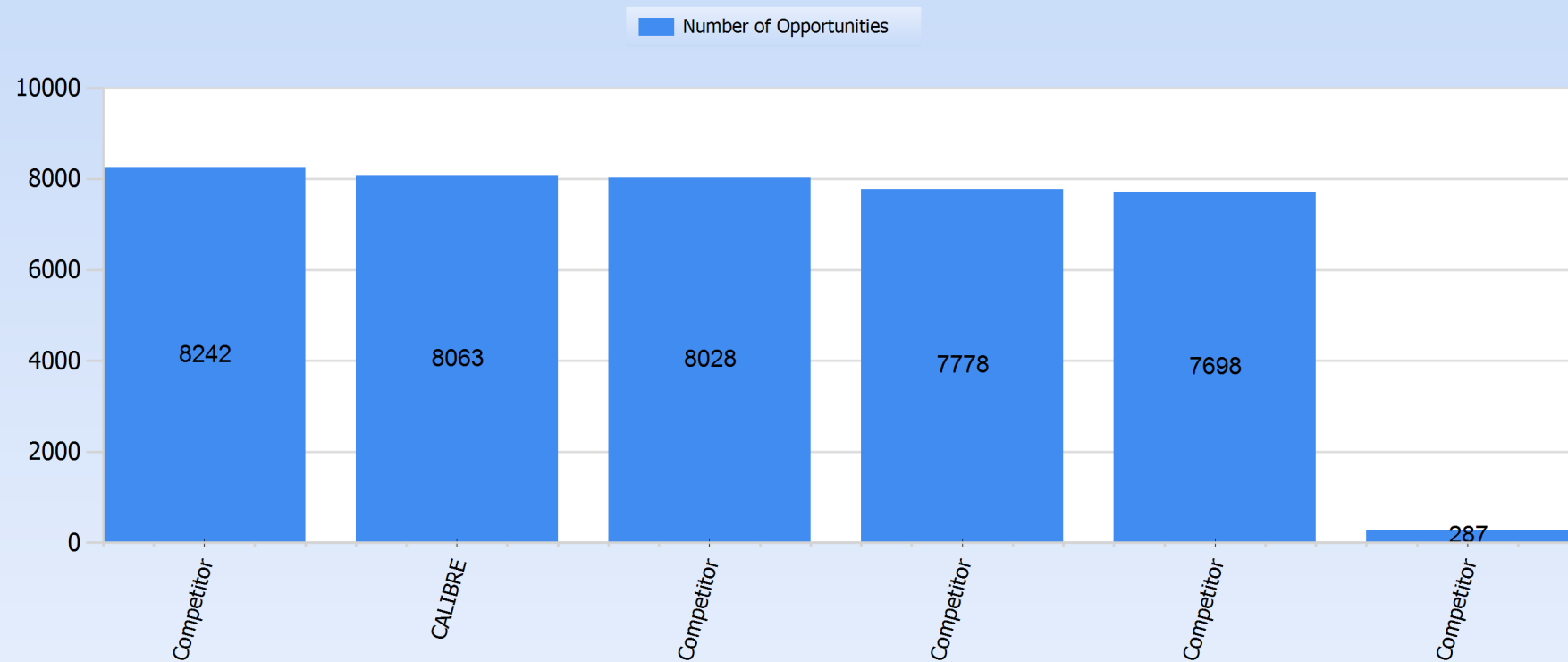


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Opportunities Presented in this Month



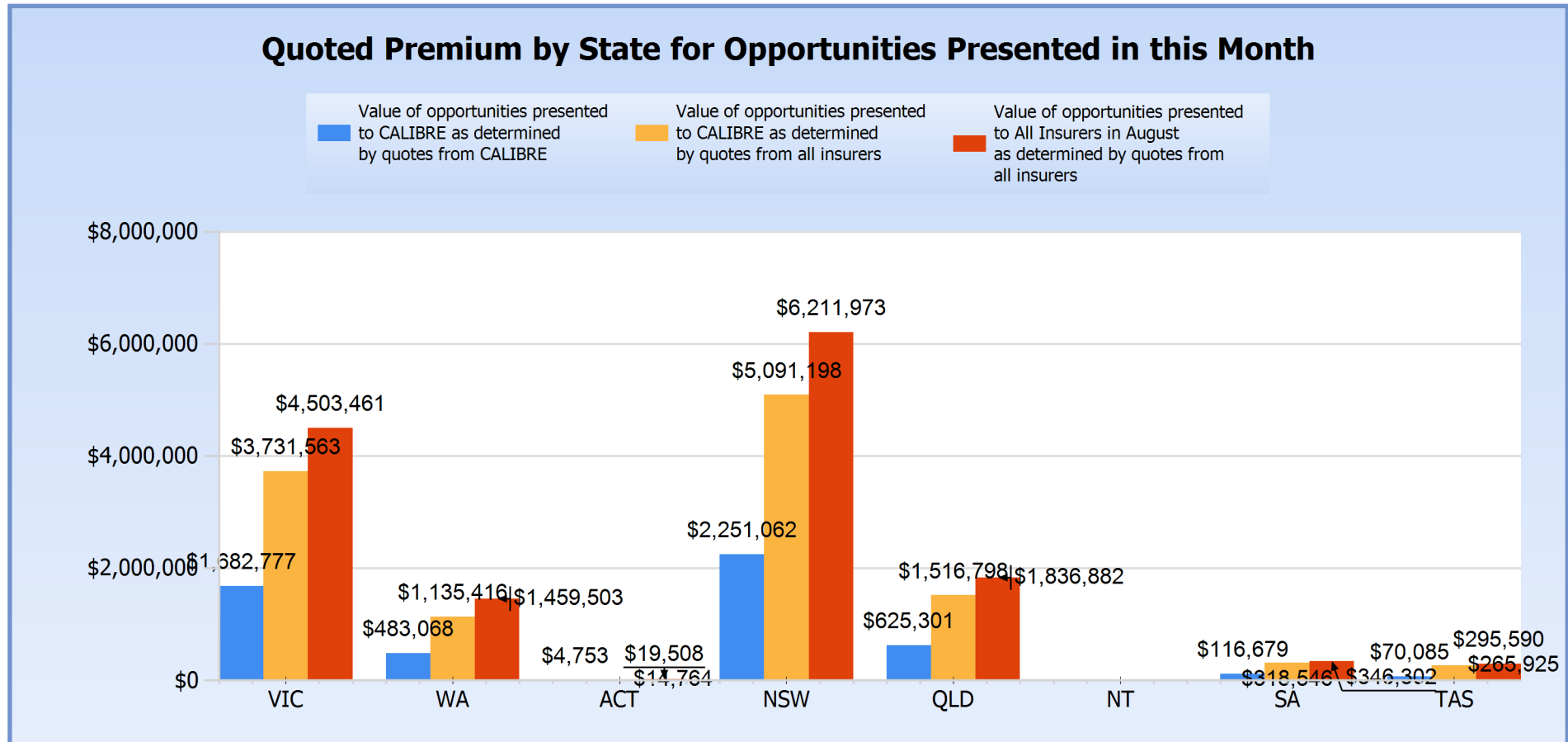
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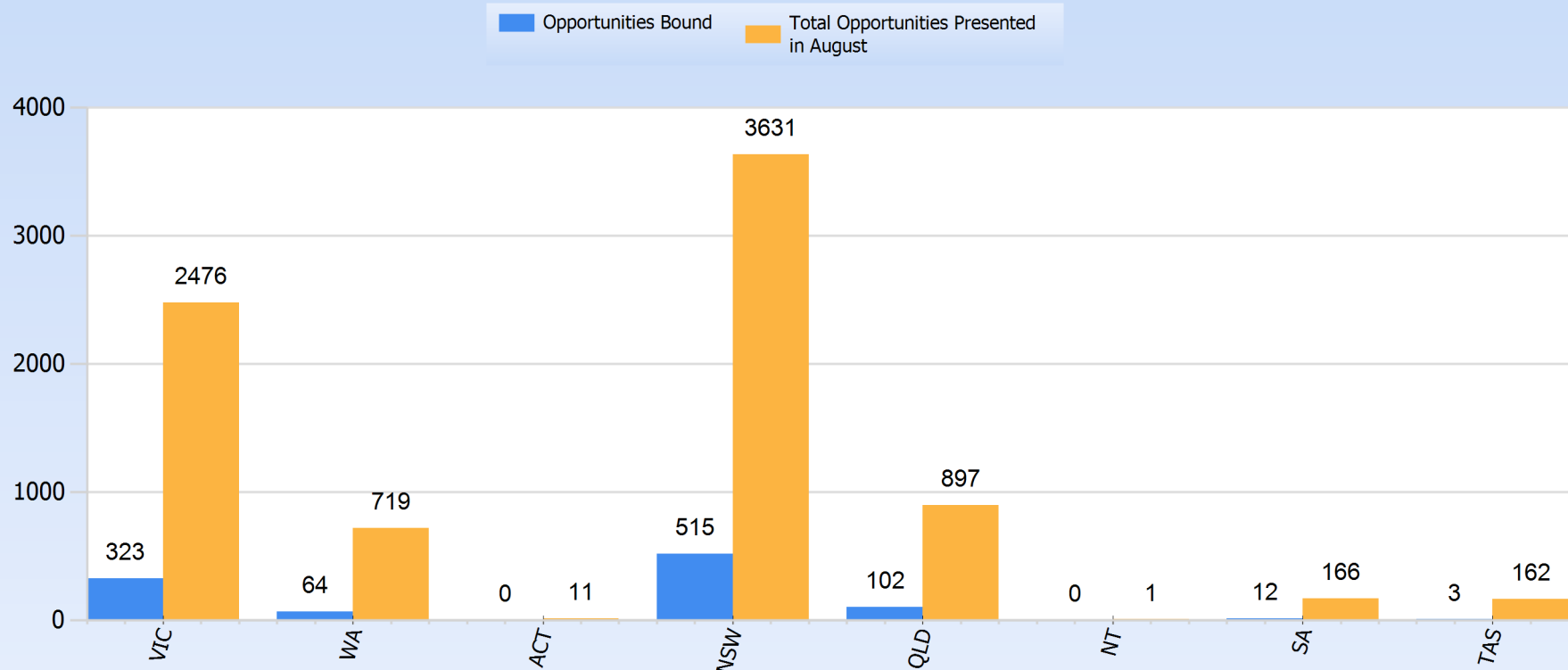


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Opportunities Presented in and Bound in this Month by State



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

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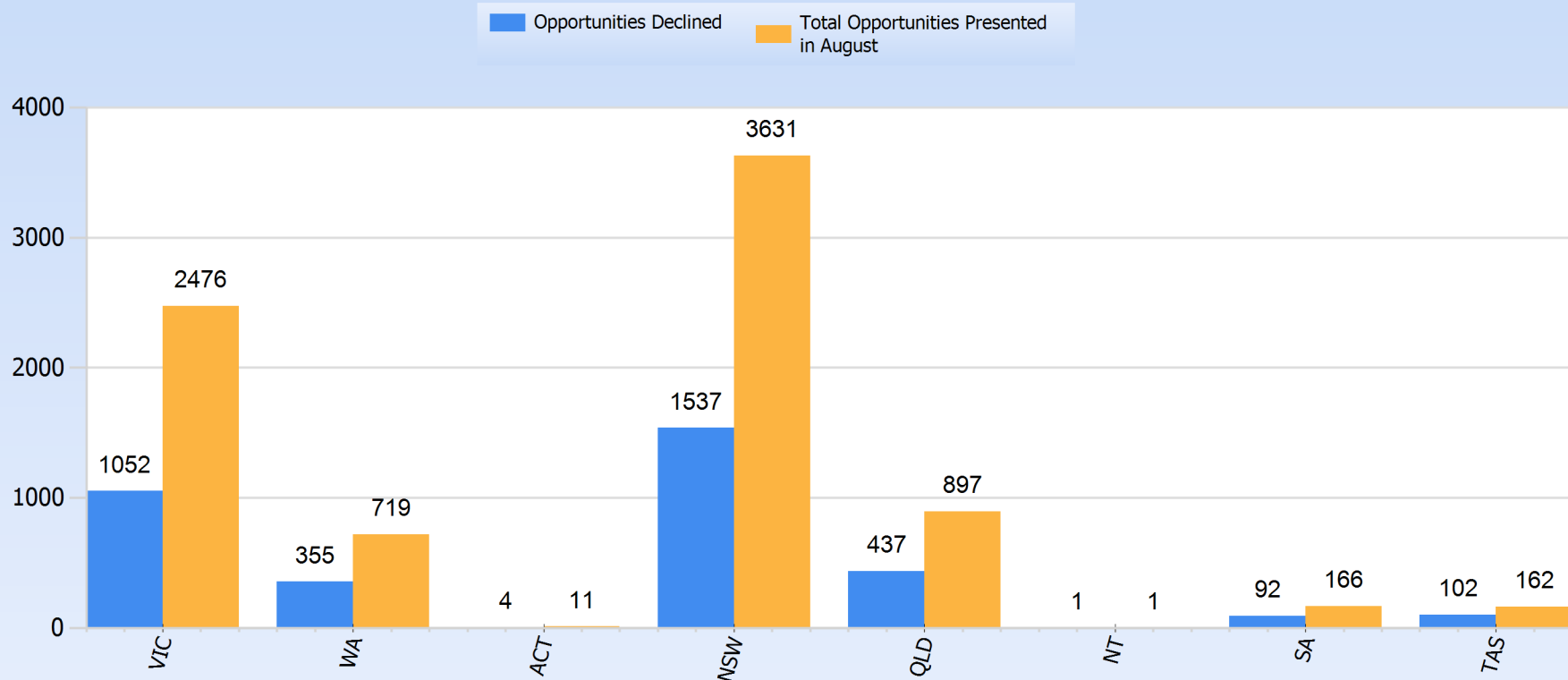


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Opportunities Presented in and Declined in this Month by State



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

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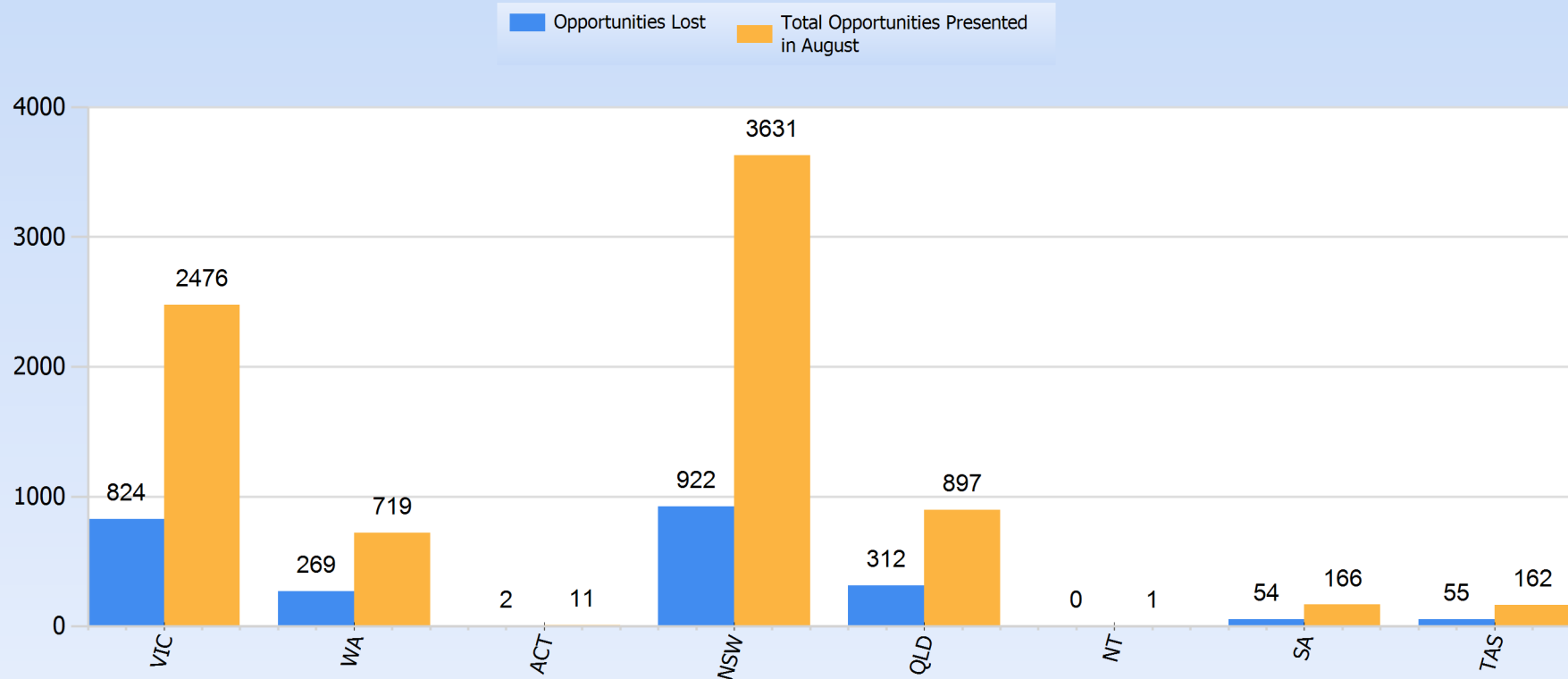


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Opportunities Presented in and Lost in this Month by State



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

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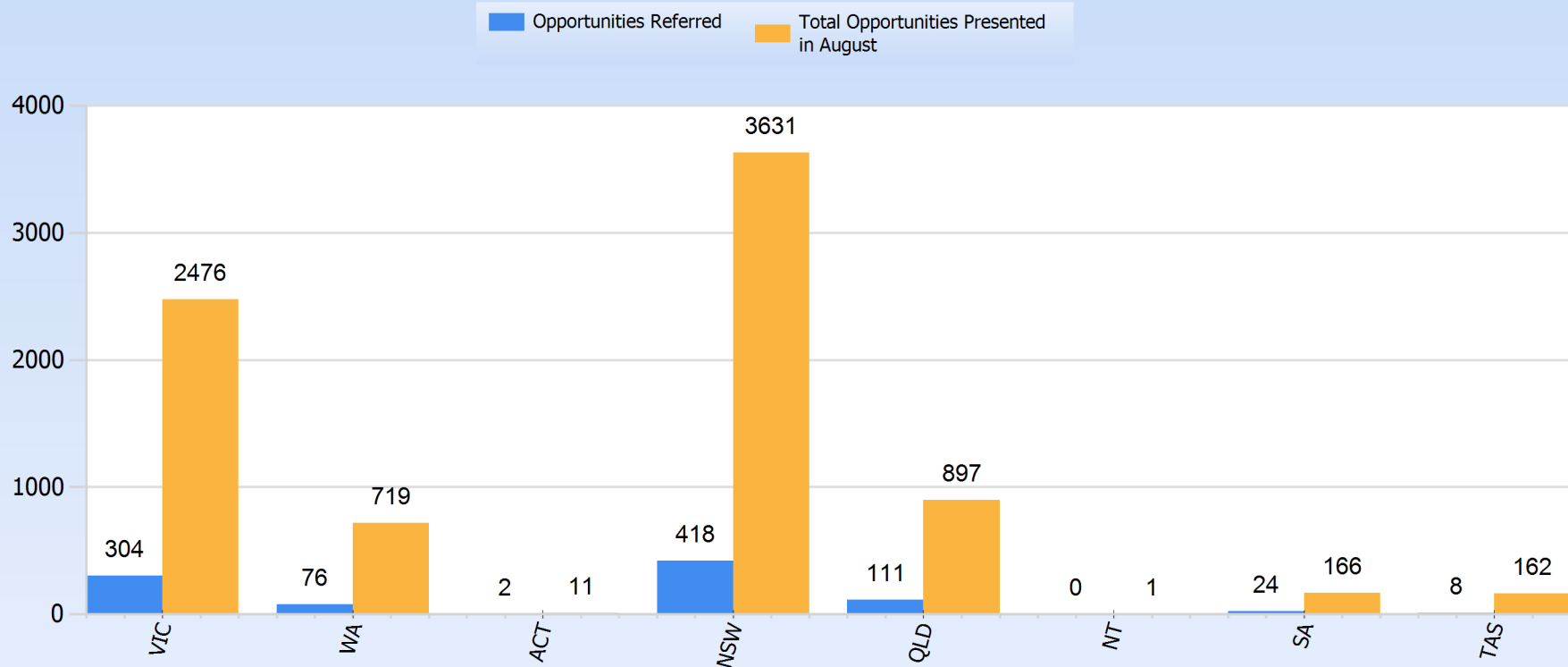


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Opportunities Presented in and Referred in this Month by State



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

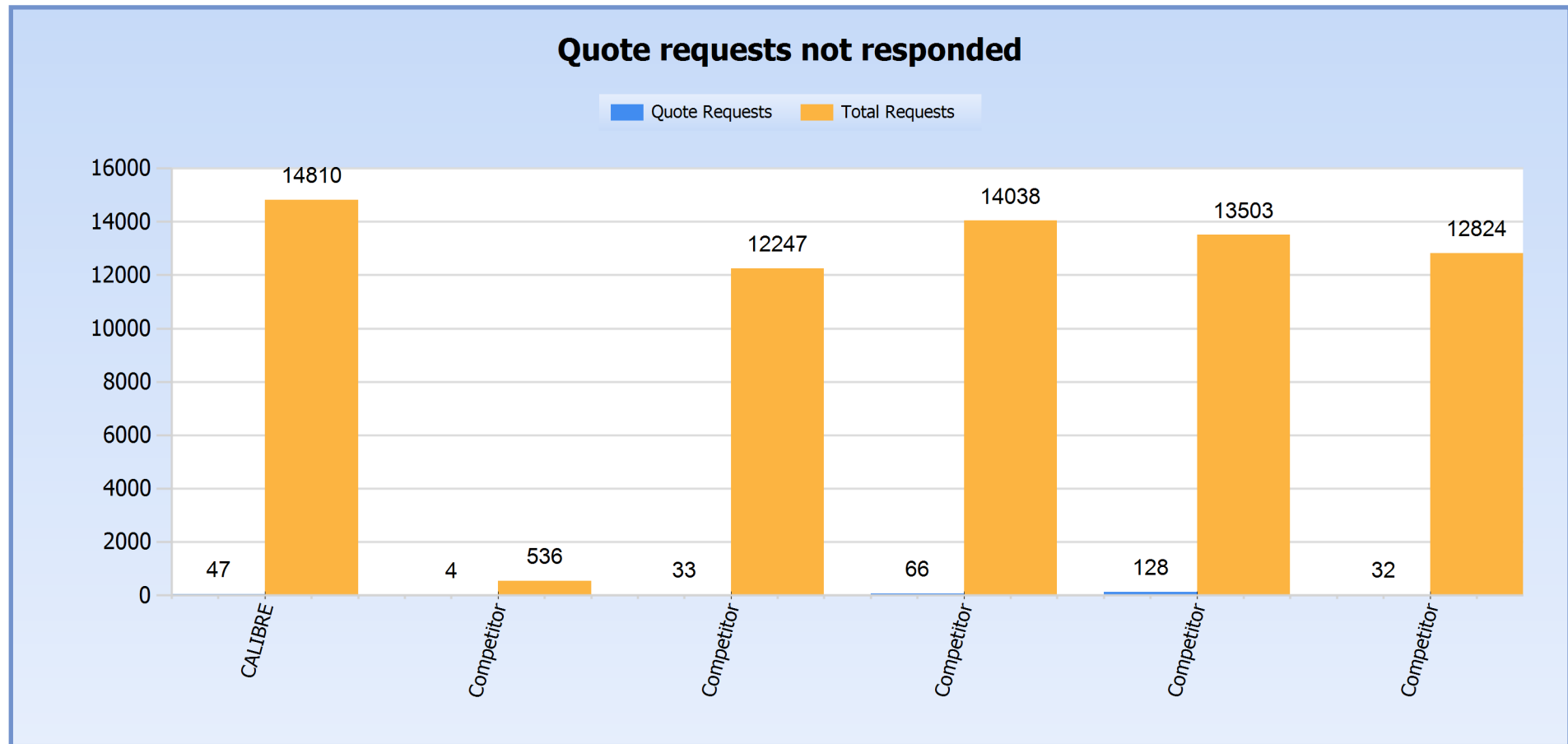
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Quote requests submitted in the reporting period but not responded to by the end of the reporting period.

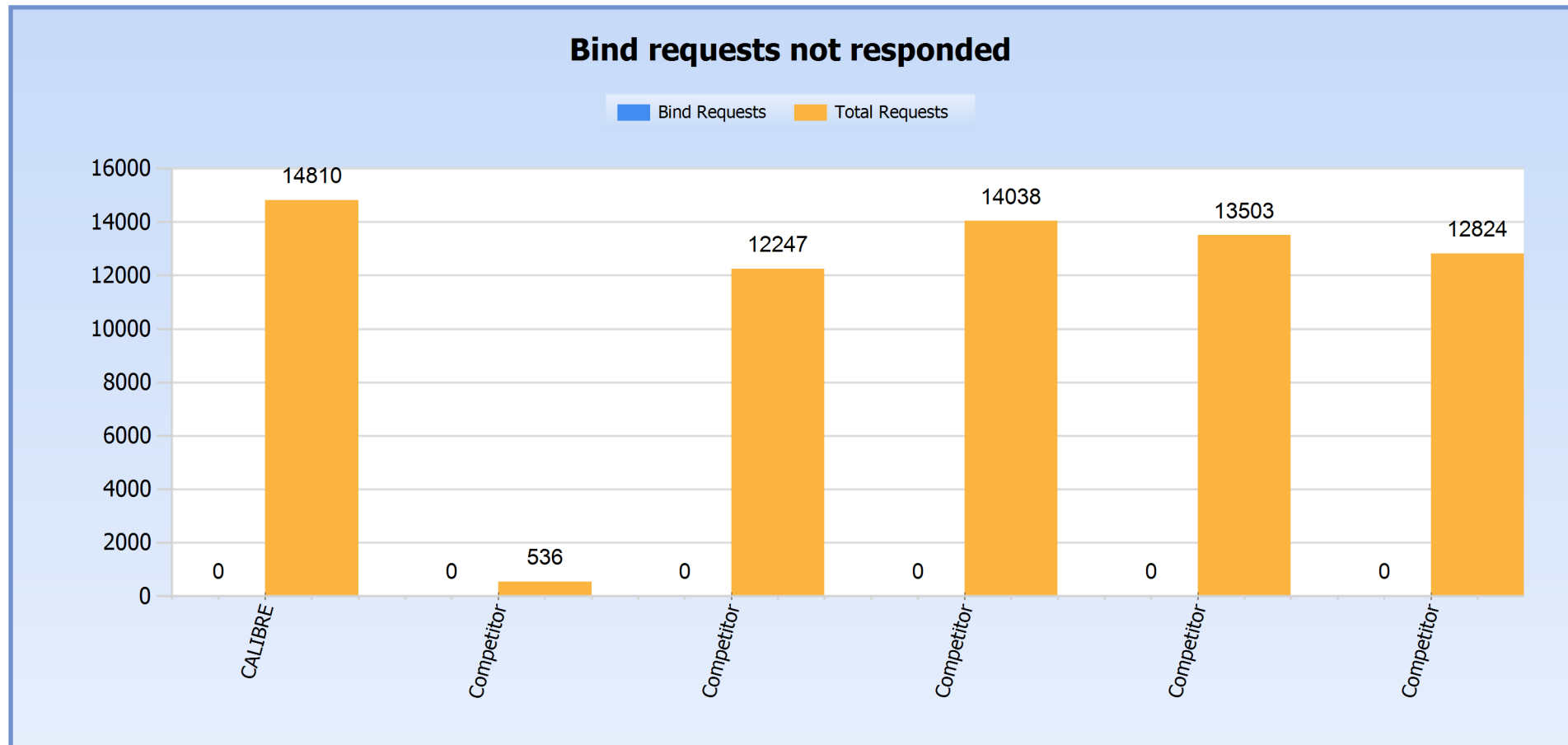
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Bind requests submitted in the reporting period but not responded to by the end of the reporting period.

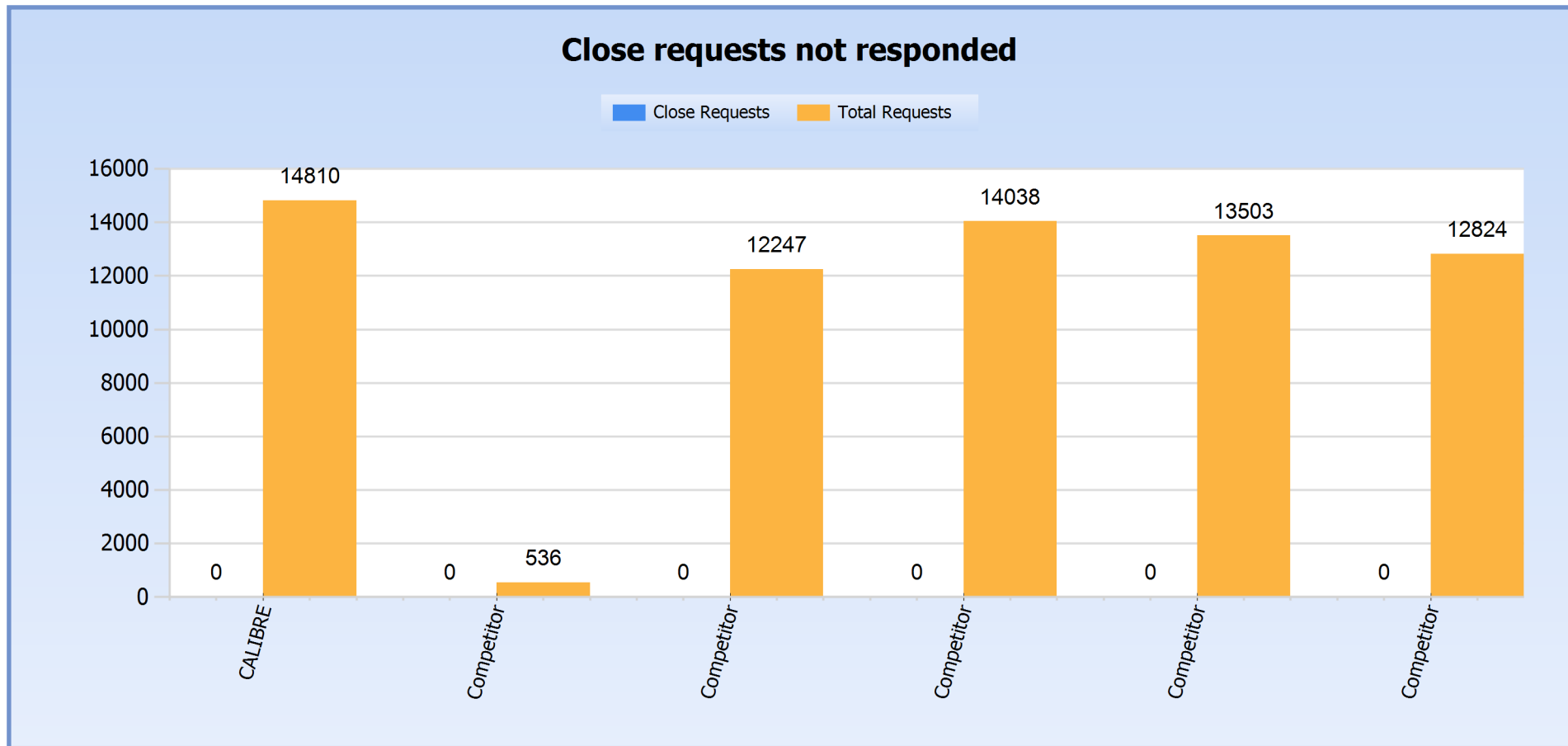
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Close requests submitted in the reporting period but not responded to by the end of the reporting period.