



USAGE HAS INCREASED

Based on the P&C 2 filings there was a significant increase - 11% - in Canadian Binding Authority premiums processed via Lineage in 2010 compared to 2009. Figures for the first quarter of 2011 confirm this trend with an increase of 12% over the first quarter of 2010. This will bring Lineage usage to an unprecedented level of 58% of all Canadian binding authority premiums.

At present, Lineage is mainly used for the following types of business:

Liability
Commercial Property
Habitational
Automobile

Amongst the initiatives that have contributed to the increase are:

- Yearly Coverholder meetings where Canadian Coverholders have the chance to identify any enhancements they would like to see in Lineage. Many of the suggestions have been implemented resulting in reduced effort by Coverholders when entering data in Lineage.
- Meetings of the London Lineage User Group which provide a forum for Syndicates and Brokers to express their views as to what enhancements could be introduced. A number of requests have been implemented including:
 - In force report based on ACORD 3001
 - Earlier availability of the Risk extract – now available on 6th day following month end (Claims to follow in June 2011)
 - Addition of new mandatory fields for populating exposure models
 - More rigorous validation of risk location information
- Promotion of electronic data uploads to Lineage. As of the end of 2010, 33% of the transactions relating to Commercial Property/ Liability were uploaded directly into Lineage from broker management systems eliminating the need for Coverholders to manually enter the information in Lineage
- Information on Lineage made available during the Coverholder approval process.
- Promotion of Lineage training both in Canada and in the UK. There were over 40 training sessions organised in 2010 and so far, in 2011, the number is in excess of 35 .
- Unswerving support of Lineage by some Managing Agents and Brokers as its usage by their Coverholders significantly reduces their workload and standardizes the data they receive.

For more information on Lineage and Lineage training, please contact lineage@lloyds.ca.