

Detailed personal auto industry
benchmarking — *delivered fast*

Gain a current view of your results against the industry — and compare sub-segments specific to your market — to help you identify and act on emerging trends more quickly and confidently with LexisNexis® Insurance Market Insights.

Timely insights to help you more accurately measure performance

With an ever-evolving market space and competition intensifying, your organization needs a current view of market trends to guide business strategies effectively — especially during times of unprecedented or erratic market activity. But most industry reporting lags significantly behind your needs, with benchmark data updating between 6–12 months after the fact.

LexisNexis® Insurance Market Insights is a suite of industry benchmarking reports that provide a current view of market activity — delivering insights up to 60–80% faster than the industry standard.



Improve your decision-making abilities with better market data

Simply put, Insurance Market Insights helps you figure out if what you're doing is working or not. With detailed **personal auto claims and shopping insights**, you can identify and act on emerging trends more quickly and confidently.

The Insurance Market Insights platform is designed to help you:

- ✓ Compare claim frequency, severity and duration to industry-level data
- ✓ Understand customer shopping and switching trends within the market
- ✓ Measure success of new initiatives months ahead of time (vs. industry standards)
- ✓ Validate strategic decisions (or pivot if needed) with segment-specific comparisons
- ✓ Evaluate how economic conditions are impacting your business and the market as a whole

How the LexisNexis® Insurance Market Insights platform works

We're putting our industry-wide contributory databases to work for you — along with a rich dataset of deep proprietary shopping insights.

Our auto claims and policy contributory databases represent 99% and 94% of the industry, respectively

With the most recent benchmarking data available in the market today, drawn from anonymized data contributed by your peers, you get access to:



Underwriting Insights:

- Policy mix of business
- Loss frequency



Claims Insights:

- Claim severity
- Claim duration

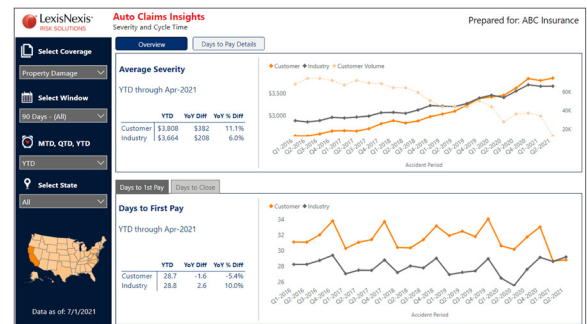
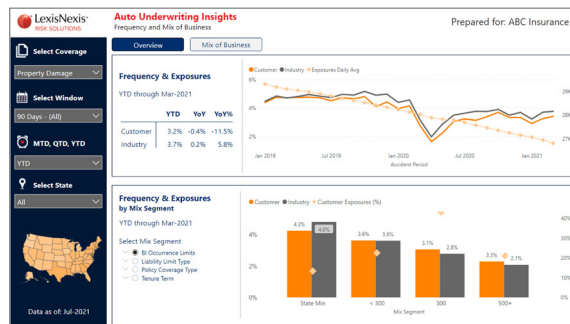


Shopping Insights:

- Shopping activity
- Switching activity

When purchased together, you get access to the combined **Executive Summary Dashboard**

Note: The Shopping Insights report is only available via bulk data file delivery currently.



Accessible through our Insurance Solutions portal, the Auto Underwriting and Auto Claims Insight Dashboards can filter data by coverage, state, metropolitan statistical areas (MSA), segment, channel and new/renewal business — with more filters in development.



Example Use Case: Faster performance insights help a carrier adapt quickly

ABC Insurance added a new rating element to its quoting process to help price risk more effectively. The new element improved its premium pricing accuracy, but it had an unintended side effect in one of its key segments.

With more effective benchmarking from Insurance Market Insights, ABC Insurance was able to identify the issue within the first few months after rolling out the new rating plan and adjust its strategy accordingly.

More accurate data + faster access = better decisions

The richness of LexisNexis® Market Insights reporting tools will help you:

- Compare your performance against the competition in every market.
- Evaluate your strategies with precision in order to achieve your key targets.
- Better understand your frequency and severity of claims, so you can grow your auto book of business profitability by controlling overall claims results.

	Insurance Market Insights	Industry Standard
Data delivery	Faster reporting with some data updated in as little as 7–30 days after event	Wait 6 to 12 months for data
Side-by-side data comparisons	See total industry and sub-segment results in just a few clicks	Resource and time intensive to compare internal/external data
Accuracy and consistency of benchmarking	A single source of normalized carrier and industry data supports apples-to-apples comparisons	Different data sources have different rules, leading to inconsistent comparisons
Data slicing options	Multiple options to drill down to the views you need	Limited views; not relevant to your market segments or channels

Ready to get started with LexisNexis® Insurance Market Insights? Schedule your benchmarking assessment by contacting your representative today.

Or contact us at
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Shown:
Auto Executive
Summary Dashboard



About LexisNexis Risk Solutions

LexisNexis® Risk Solutions harnesses the power of data and advanced analytics to provide insights that help businesses and governmental entities reduce risk and improve decisions to benefit people around the globe. We provide data and technology solutions for a wide range of industries including insurance, financial services, healthcare and government. Headquartered in metro Atlanta, Georgia, we have offices throughout the world and are part of RELX (LSE: REL/ NYSE: RELX), a global provider of information-based analytics and decision tools for professional and business customers. For more information, please visit www.risk.lexisnexis.com and www.relx.com.

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