

Canadian
Commercial
Lines
Exchange

Bourse des
assurances
des entreprises
du Canada



UPDATE
DECEMBER 2021

CCLX OVERVIEW



WHY? Canadian Commercial Lines insurers are struggling to find enough data to properly price and underwrite their business. Historically, statistical plans were available to pool data together, but through the years, this data has been eliminated or become very limited. The acquisition of additional third-party data for commercial properties and businesses in Canada can also be challenging due to limited availability and high costs.

MISSION: “Provide Canadian commercial lines insurers a platform to share and access data about commercial risks that will help them improve their competitive position in the market.”

APPROACH: Using a comprehensive data management approach (REAL), build the CCLX Ecosystem (COBRA roadmap) and “Brick by Brick”* Risk Profiles (COMPLETE Scouting Reports) for all Canadian commercial properties and businesses.

* “Brick by Brick” approach consists of continuously adding time-stamped information as it becomes available.

CCLX OVERVIEW – WHY?



“... this is a great idea and one that could be very helpful for smaller/midsize companies such as us...”

“The concept is interesting and definitely responds to a need...”

“This sounds very interesting and we would love to participate...”

“I would love to participate personally...”

“That would be great. We are definitely interested...”

“Many of the items outlined below are of interest to us...”

“This is an exciting new project...”

“Very interesting ...”

THE COBRA ECOSYSTEM ROADMAP

COLLECT

Identify, research & acquire

INDUSTRY DATA

LICENSED DATA

PUBLIC DATA

ORGANIZE

Store, secure and organize

DATA REPOSITORY

BUILD

Build a database for reports & data extracts

HISTORICAL DATABASE

REPORT

Create management & other reports

COMPLETE RISK PROFILES

HISTORICAL & MANAGEMENT REPORTS

PROSPECTING REPORTS

ANALYZE

Add science to reports and data

RISK FACTORS

COMPLETE RISK PROFILES

COMPLETE



COMPLETE SCOUTING REPORTS

SELECT ADDRESS: STREET ADDRESS, UNIT, CITY, PROVINCE, COUNTRY, POSTAL CODE | DATE SELECTED: YYYYMMDD

CONSTRUCTION	OCCUPANCY	MARKET	PROTECTION	LIABILITY	ENDORSEMENTS	TITLE	EXPOSURE
TYPE	INDUSTRY CODE	PROVINCE	INTERNAL FIRE PROTECTION	LIMIT TYPE	CONTENTS	BUSINESS NAME	AREA
YEAR BUILT	BUILDING USE	MAJOR CLASS	MUNICIPAL FIRE PROTECTION	LIMIT AMOUNT	LIABILITY	OWNERSHIP TYPE	ANNUAL REVENUE
EFFECTIVE YEAR	DESIGN USE	INDUSTRY CLASS	WILDFIRE	DEDUCTIBLE TYPE	FLOOD	LIENS	PAYROLL
FLOORS	PARKING	LATITUDE / LONGITUDE	CRIME	DEDUCTIBLE AMOUNT	SEWER BACKUP	BANKRUPTCY	NUMBER OF EMPLOYEES
FIRST FLOOR AREA	STREET EXPOSURE	CRESTA ZONE	FLOOD	CYBER RISK	STATUTORY CONDITIONS	CREDIT SCORE	FLOOD RISK
SECOND FLOOR AREA	CORNER LOT	FLOOD ZONE	INTERNAL WATER DAMAGE	EXPOSURE UNIT TYPE	MACHINE BREAKDOWN	LAST MLS LISTING DATE	CRIME RISK
ROOF TYPE	FLOOR LEVEL	CRIME ZONE	EARTHQUAKE	EXPOSURE AMOUNT	EARTHQUAKE	OWNERSHIP CHANGE DATE	WILDFIRE RISK
MORE...	MORE...	MORE...	MORE...	MORE...	MORE...	MORE...	MORE...

THE REAL DATA MANAGEMENT PLAYBOOK

 RELIABLE	 EXPECTED	 ACCURATE	 LEGITIMATE
SOURCE	COMPLETE	VERIFIED	VALIDATED
DATA CAPTURE PROCESS	RECONCILED	TESTED	CONSISTENT
GUIDELINES	REASONABLE	MULTI-SOURCED	AUTHORIZED
QUALITY REVIEW	PROFILED	MONITORED	CURRENT
 RELIABILITY INDEX	 EXPECTATION INDEX	 ACCURACY INDEX	 LEGITIMACY INDEX

CCLX ACCIS SURVEYS

Commercial Lines insurers want to know:

What happened to Commercial Loss Ratios and Claims Frequencies between 2019 and 2021? What changes can we expect to see in Commercial Rates in 2022? Are the changes more pronounced in Property or Casualty?

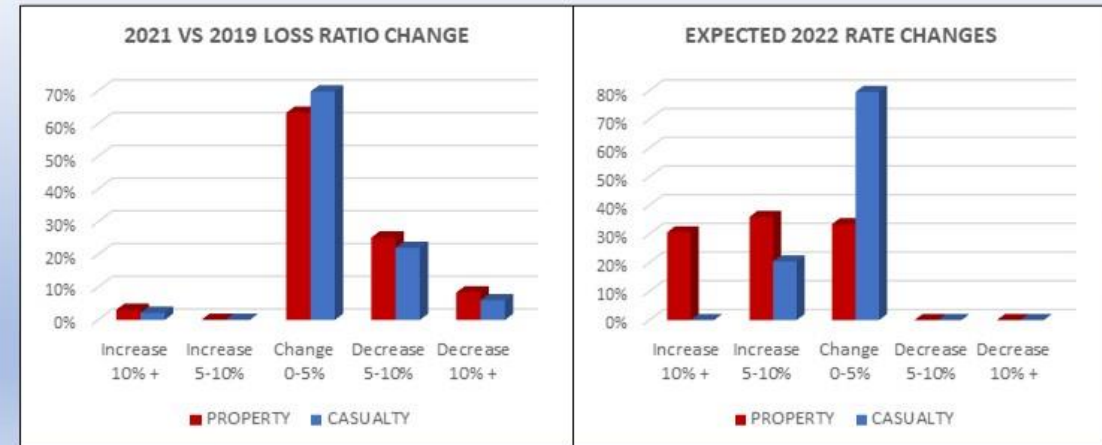
CCLX is currently receiving and compiling information from several Canadian Commercial Lines insurers participating in the CCLX ACCIS Survey. Results of the survey will provide early indications to participating insurers on Frequency changes by Major Industry Groups, Loss Ratio Changes by Province and Expected 2022 Rate Changes. Consolidated results will be available to participating insurers.



SAMPLE INDUSTRY GROUP



SAMPLE PROVINCE



ROCH LACROIX, MANAGING DIRECTOR



Managing Director and Founder of CCLX and Indatech, Roch Lacroix, has 30 years of unique experience in the Canadian insurance market. Roch started as an actuarial professional with the Insurance Bureau of Canada, and prior to recently founding the Canadian Commercial Lines Exchange (CCLX), he held senior positions with:

- CoreLogic (Property valuation, hazard risks and claims estimating)
- Verisk Analytics (Insurance Services Office)
- EagleEye Analytics (now part of Guidewire)
- Mitchell (Vehicle Damage Estimating and Repair industry)
- Insurance Bureau of Canada, including the Actuarial, Vehicle Information Centre of Canada (VICC) and Insurance Information Centre of Canada divisions

As Principal Consultant with Indatech, Roch provided expert services to many clients, including several top 10 insurance companies, various associations and service providers. His services included strategic and marketing plans, data integration projects, actuarial analyses and business development services.

During his early roles with IBC, Roch worked with insurers across Canada in the reporting and analysis of data through various statistical plans, including Commercial Property and Liability. During several business development roles, Roch worked closely with several insurers to assist them with the selection and implementation of data and technology solutions.

INDATECH



Through 30 years of wide-ranging industry experience, Indatech provides a crucial link between business and technology for any insurance organization. We provide on-demand short-term or long-term assistance to lead, support or review your strategies and projects for all lines of business relating to:

- Commercial Lines data preparation and requirements
- Data Management Strategy
- Predictive Analytics and Business Intelligence
- Evaluation and selection of new or existing data and technology
- Risk Management support
- Reconciliation of financial and statistical systems
- Data preparation and integration projects
- Vehicle Rating review and support
- KPI and Management Reports

Principal Consultant, Roch Lacroix: an experienced advisor to advance your data-related initiatives. He has provided expert consulting services to several top 10 insurers, service providers and associations.

CONTACT INFORMATION

For more information or to schedule an individual presentation regarding participation in the CCLX Ecosystem Proof of Concept Project, or regarding Indatech Services, contact:

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REAL
Data Management Playbook

COBRA
Ecosystem Roadmap



Indatech
Vehicle
Analytics

COMPLETE
Scouting Reports