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Webinar for Delegated Claims Administrators

September 2022

Faster Claims Payment solution powered by



Agenda

- □ Introductions Carey Bond, US Head of Claims, Lloyd's
- □ Faster Claims Payment
 - Rich Boyd, Lloyd's; Phillip McGriskin, Vitesse
 - □ What is FCP and why are we doing it
 - □ Vitesse: Who we are and the FCP solution
 - □ FCP cross market benefits
 - □ Successes and learnings from FCP pilot
 - Current status and plan
 - Guidance to the market
 - Adoption and training
- DA Claims Status Tracker Rich Boyd, Lloyd's
- □ Storm Season overview– Carey Bond, Lloyd's
 - □ MIS usage
 - Activity since land fall
 - Regulatory update
- Questions
- □ Appendix



FCP overview

Faster Claims Payment (FCP) is a new funding and payment solution which provides fast and direct payment of a claim to a policyholder. This solution decouples the payment of claims from the monthly BDX and loss fund top-up process. FCP facilitates direct access through the solution to insurer funds, via the Vitesse payment platform, decreasing any delay in payment.

Lloyd's FCP solution summary

- Faster Claims Payment (FCP) is a modern payment solution leveraging the Vitesse payment platform.
- FCP allows Delegated Claims Administrators (DCAs) to make payments upon request, drawing on managing agent funds directly, and removing the need for loss funds and the associated cash calls should these funds run out
- FCP is being implemented as part of the initial set of improvements being delivered that are focused on the delegated authority market
- FCP is moving us forward to the full digital processing solution under the joint venture with DXC and the IUA, delivering the future state payment solution across both open market and delegated authority business

Why FCP is important



Policyholder (beneficiary)



Removes delay in payment to policyholder by providing DCAs with direct access to MA funds



- ✓ Payments can be made in local currencies
- Enhances Lloyd's reputation as easy to do business with



- Managing Agent
- ✓ MAs have greater flexibility in their capital management through the return of loss funds to their accounts
- Loss fund management effort and capital requirement reduced
- Real-time visibility and control over claims payments
 - Overall reduction in volume of cash calls and the associated effort





✓ Removal of the effort to set up loss funds and participate in cash call processes



 Reduced costs of wire transfers to Delegated Claims Administrators





Reduction in number of bank accounts and associated account and transaction fees

Benefits for the market





Removal of DCA time to administer multiple bank accounts holding the loss funds for claims payments



Payment methods to suit the customer need including e-cheques and payment directly to credit / debit cards



Significant reduction and ultimately removal of cash call requests to the market to increase funding to enable claim payments



Instant and easy access to managing agent funds to pay claims through Vitesse



Reduction in bank fees associated with claim payments



Vitesse



Who are Vitesse?



Vitesse have been working with the Lloyd's of London market for over 6 years.



They are regulated in the UK and Europe.



They have a global domestic settlement payments platform to pay claims globally, quickly and cost effectively.



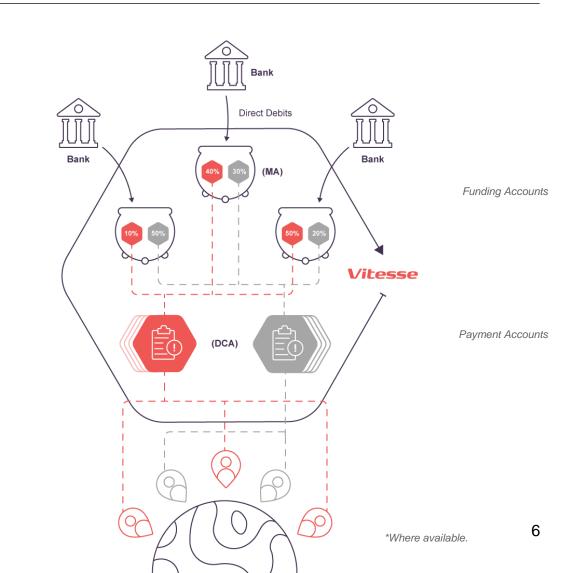
Vitesse have also recently completed a significant Series B fundraise to continue to invest in their insurance proposition.



FCP and Vitesse - Overview

- Removal of traditional Loss Funds altogether; MA holds small liquidity balances within a Funding Account, which are automatically topped up as needed
- Liquidity pulled in real time from each MA Funding Account depending on % split (as detailed in the binder) to fund the DCA approved payment from the Payment Account - splits are obtained via DCOM integration
- A claimant-focused settlement flow delivering funds real-time/same-day



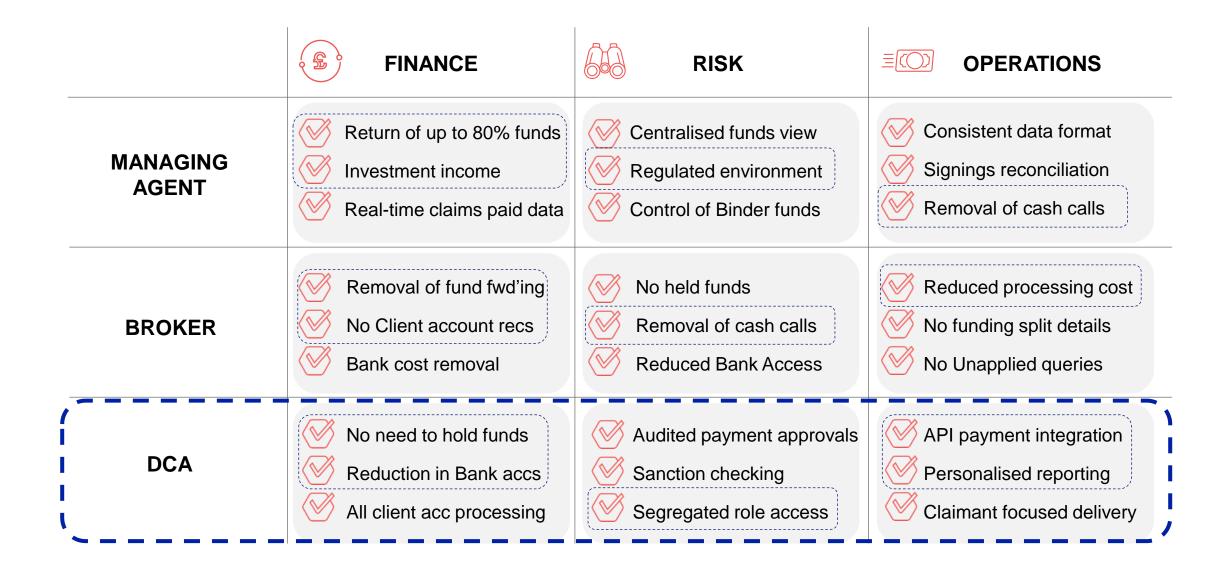




Payments processing Create a Payment Account and splits on binder creation. 1 Each MA holds an agreed 'own funds' Funding Account 2 (syndicate funding account) with Vitesse holding an agreement to top this up as required. The DCA processes a claim and instructs a pay-out. 3 The balance on the DCA **Payment Account(s)** is 0 and the 4 relevant funding split is drawn from each MA Funding Account to fund the pay-out. Full referencing is available on all transactions. ✓ The payment is executed in **real-time/same-day** using the Vitesse global network.

✓ Vitesse top up the Funding Account as required (weekly/by minimum bulk amount) and provide a full remittance report.

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The objectives of the FCP pilot were to test the viability of the solution within the delegated

authority market and to demonstrate that the stated benefits could be achieved.

Summary



The pilot ran from July 2021 through until March 2022 with three managing agents (MAs), two Delegated Claims Administrators (DCAs) and four brokers.



The pilot has demonstrated that the technology used is fit for purpose and can deliver the benefits targeted; it has also helped define further enhancements for the next phase of solution build.



The pilot has surfaced key learnings and opportunities to improve the overall DA claims process and the interaction between MAs and DCAs; these learnings have been embedded into onboarding material and guidance for implementation.

Outcomes

Solution

- ✓ Speed of payments has met expectations validating the technical solution
- ✓ Requirements for provision of binder splits from DCOM were defined, front and back-end reconciliation processes were documented and tested
- ✓ Solution build now in progress (with integration planned for phase two)

Benefits validation

- ✓ Use of Vitesse payment and funding accounts has removed the need for DCAs to hold loss funds
- ✓ Capital held in loss funds can be released and it is estimated 70% of this can be made available for reuse
- ✓ Urgent top-ups through cash-calls are no longer required due to the FCP replenishment process
- ✓ Over \$13m worth of claims were successfully processed in the first 9 months with all payments made within 4 hours

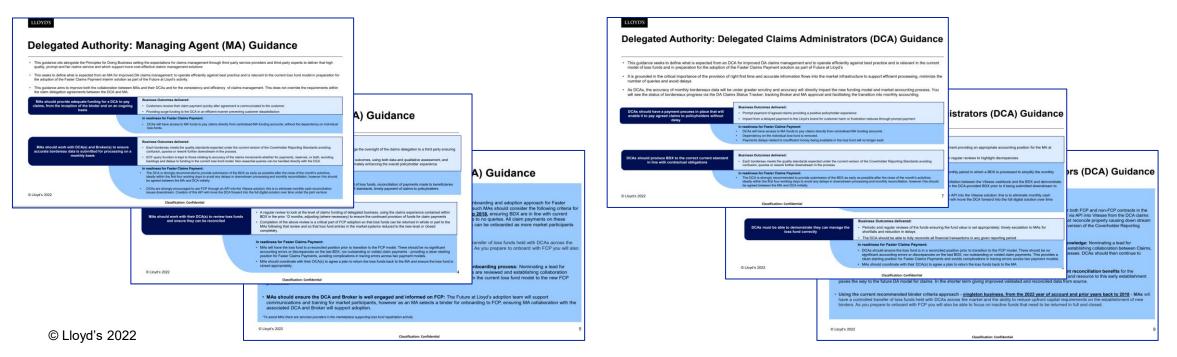
Process learnings

- ✓ Defined the processes DCAs need to adhere to under FCP to improve data quality and support smooth reconciliation of funds
- ✓ Understood the impact of FCP on MA and DCA internal processes to inform onboarding material and adoption planning
- ✓ The most effective way for the DCA to use the solution is to integrate with Vitesse via an API to reduce monthly cash reconciliation issues

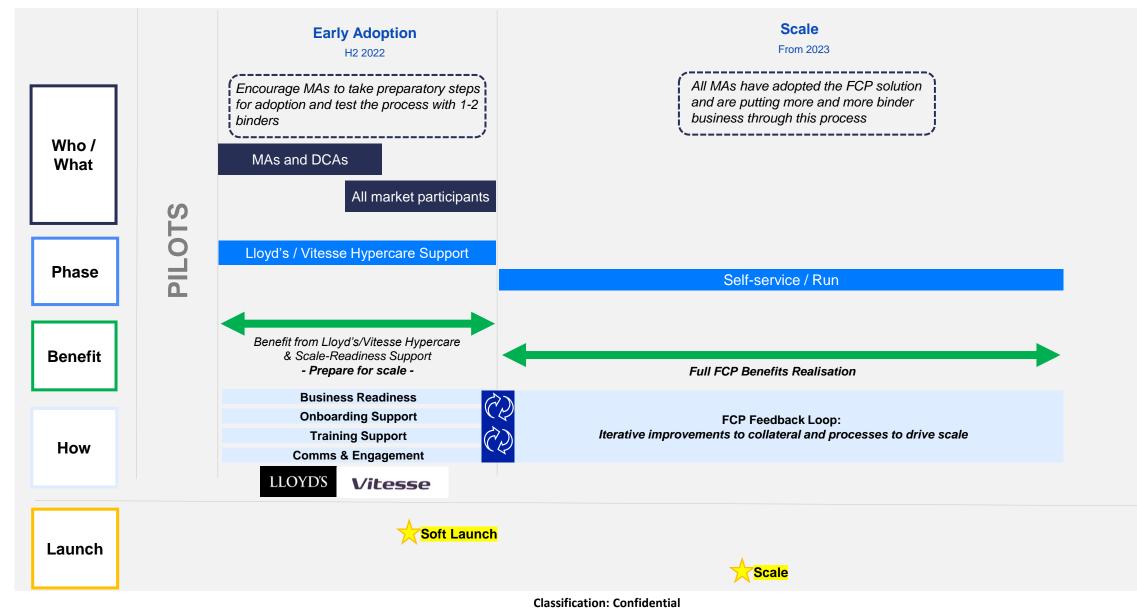
FCP Readiness - DA Guidance

In June 2022, Lloyd's published additional guidance to sit alongside the principles of conducting DA business, which sets the expectation for claims management through third party service providers and third-party experts to deliver that high quality, prompt and fair claims service to support more cost-effective claims management solutions.

The guidance can be found on <u>www.Lloyds.com/FCP</u> webpage, and seeks to define what is expected from a MA and a DCA for improved DA claims management, in preparation for the adoption of the FCP.



Roll-out & Adoption – Sequencing and Support



FCP Process Training Summary



The DA Claims Status Tracker

Providing transparency across the Delegated Authority claims process

Why is it important

Available through the Lloyd's Insights Hub, this dashboard tool is designed to clearly show the progress of claims bordereaux and cash calls, including which entity needs to take the next action on a specific transaction. The tracker draws on transactional data from Electronic Claims File (ECF) and is enriched with additional binder contract information held in our Delegated Contract and Oversight Manager (DCOM).

Benefits

The DA Claims Status Tracker provides transparency across the DA claims process, helping to minimise queries relating to status and reduce the operational effort across the market.

- Visibility on progress of BDX and cash submissions
- Reduce the need for cash calls and time spent on handling queries
- · Easily identify blockages to resolve
- Identify transaction status and next actions to be complete
- Track performance of claim processing

What's happening now?

- Status Tracker access was granted to all managing agents and brokers via the Insights Hub from Q4 2021. Almost all MAs, and the largest brokers, have begun to use the Tracker, and we are encouraging and supporting other brokers to sign up to the Lloyd's Insights Hub
- Insights Hub access is now available to all DCAs, to enable adoption of the DA Claims Status Tracker

Preparing for change

- Check for email communications with details on how your organisation can sign up to the Insights Hub for Status Tracker access. If you haven't received an email, get in touch with ClaimsLabFutureatLloyds@lloyds.com to arrange access.
- Watch the DA Claims Status Tracker demo and supporting video on the <u>Insights Hub</u> landing page.
- Begin to use the DA Claims Status Tracker dashboard, and email <u>ClaimsLabFutureatLloyds@lloyds.com</u> to arrange a demo of the tool



Storm season overview

Carey Bond, Lloyd's

MIS usage
Activity since land fall
Regulatory update



Questions

www.Lloyds.com/FCP FCP@lloyds.com

Vitesse

LLOYD'S

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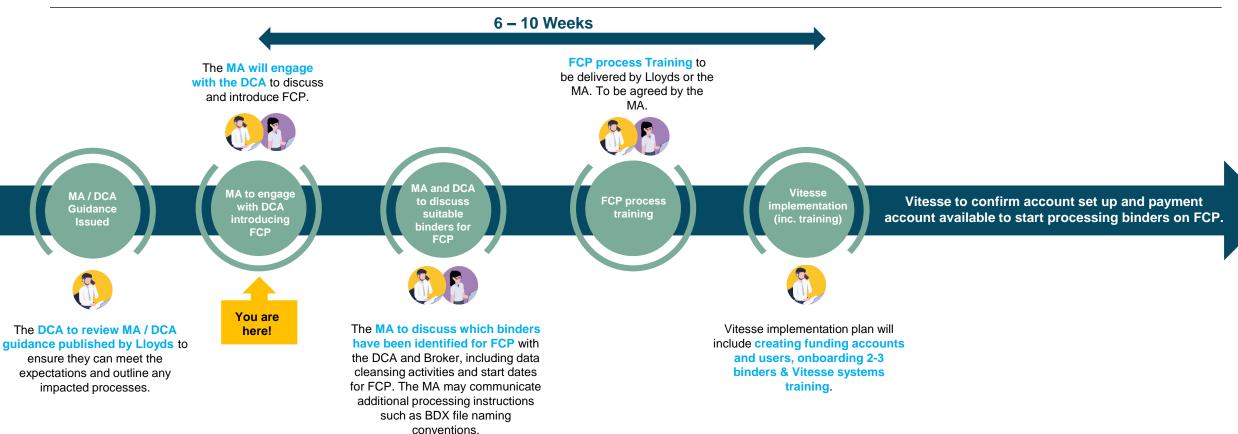


Appendix

DCAs

FCP Market Journey





Parallel Activity

DCA Outreach Strategy

Although the FCP onboarding approach is typically MA-led (i.e., a MA signs up to FCP and asks a DCA to follow suit as part of the binder selection process), we are also reaching out to DCAs directly to inform them and offer FCP training and guidance.

FCP Training: Summary Approach

Delivering consistent process training to DCAs, MAs, and brokers to support the market-wide adoption of FCP

Objectives

- Provide FCP process understanding to DCAs, MAs and brokers to prepare them for the early adoption & scale phase of the FCP roll-out
- Deliver self-service training materials to support the market with easy access to process knowledge and best practice
- Deliver a robust training approach that minimises market enquiries to the DA Claims team during Early Adoption and beyond

MA End-user Instructor-led Training (1-2-1, Group, In Person, Virtual)	DCA End-user Instructor-led Training (1-2-1, Group, In Person, Virtual)	Broker End-user Instructor-led Training (1-2-1, Group, In Person, Virtual)	Adoption Training 'Drop-In Clinics'	Full Knowledge Articles (Process Training Documentation, Hosted -)	Quick Reference Guides
Outcome – MA FCP champions ready to use/follow the new processes with their in-flight binders and encourage their DCAs to adhere to the DCA guidelines	Outcome – DCA FCP champions who have the knowledge needed to understand and utilise the FCP system & processes from start to finish	Outcome – Broker FCP champions who have the knowledge needed to understand the FCP system and the role they play	Outcome – Provide post go live support and guidance for end users to ask questions as they progress through the early adoption	Outcome – Provide self-service reference guides to easily support the market with process understanding	Outcome – Quick reference guides to support the market with understanding their role in the process
 In Person & Virtual training sessions (MS Teams) consisting of walk throughs of the different processes with Training Manager and dedicated SME Training sessions made available pre and post go-live to support market demand Training material available for self-study for modules which do not require a trainer 	 In Person & Virtual training sessions (MS Teams) consisting of walk throughs of the different processes with Training Manager and dedicated SME Training sessions made available pre and post go-live to support market demand Training material available for self- study for modules which do not require a trainer 	 In Person & Virtual training sessions (MS Teams) consisting of walk throughs of the different processes with Training Manager and dedicated SME Training sessions made available pre and post go-live to support market demand Training material available for self- study for modules which do not require a trainer 	 Virtual 'drop in' clinics run by Lloyd's training team. Opportunity for Market participants to raise any process queries Drop-in sessions to run in parallel with instructor-led training Duration and frequency of clinics will evolve in response to market feedback 	Full training material to be made available PDF format	 Quick reference guides to be available per role (MA, DCA and Broker) outlining their key actions throughout the process of an FCP claim
June – October	June – October	June – October	June – Ongoing	June – Ongoing	June – Ongoing
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Delegated Authority Claims

Guidance for Managing Agents and DCAs including Faster Claims Payments readiness

June 2022



Managing Agent guidance

Delegated Authority: Managing Agent (MA) Guidance

- This guidance sits alongside the Principles for Doing Business setting the expectations for claims management through third party service providers and third-party experts to deliver that high quality, prompt and fair claims service and which support more cost-effective claims management solutions
- This seeks to define what is expected from an MA for improved DA claims management; to operate efficiently against best practice and is relevant to the current loss fund model in preparation for the adoption of the Faster Claims Payment interim solution as part of the Future at Lloyd's activity.
- This guidance aims to improve both the collaboration between MAs and their DCAs and for the consistency and efficiency of claims management. This does not override the requirements within
 the claim delegation agreements between the DCA and MA.

MAs should provide adequate funding for a DCA to pay claims, from the inception of the binder and on an ongoing basis	 Business Outcomes delivered: Customers receive their claim payment quickly after agreement is communicated to the customer Providing surge funding to the DCA in an efficient manner preventing customer dissatisfaction 		
	 In readiness for Faster Claims Payment: DCAs will have access to MA funds to pay claims directly from centralised MA funding accounts, without the dependency on individual loss funds. 		
MAs should work with DCA(s) and Broker(s) to ensure accurate bordereau data is submitted for processing on a monthly basis	 Business Outcomes delivered: Each bordereau meets the quality standards expected under the current version of the Coverholder Reporting Standards avoiding confusion, queries or rework further downstream in the process. ECF query function is kept to those relating to accuracy of the claims movements whether for payments, reserves, or both, avoiding backlogs and delays to funding in the current loss fund model. Non-essential queries can be handled directly with the DCA 		
© Lloyd's 2022	 In readiness for Faster Claims Payment: The DCA is strongly recommended to provide submission of the BDX as early as possible after the close of the month's activities, ideally within the first four working days to avoid any delays in downstream processing and monthly reconciliation, however this should be agreed between the MA and DCA initially. DCAs are strongly encouraged to use FCP through an API into the Vitesse solution; this is to eliminate monthly cash reconciliation issues downstream. Creation of this API will move the DCA forward into the full digital solution over time under the joint venture 		

Delegated Authority: Managing Agent (MA) Guidance

MAs should work with their DCA(s) to review loss funds and ensure they can be reconciled Business Outcomes delivered: • A regular review to look at the level of claims BDX in the prior 12 months, adjusting (where of claims BDX in the prior 12 months, adjusting (where of claims provide the above review is a critical provide the prior of the above review and so that loss fund the prior of the above review and so that loss fund the prior of the above review and so that loss fund the prior of the above review and so that loss fund the prior of the above review and so that loss fund the prior of the above review and so the prior of th	nployed to manage the oversight of the claims delegation to a third party ensuring ard ce and customer outcomes, using both data and qualitative assessment, and nprovement, ultimately enhancing the overall policyholder experience	MAs should continue to monitor their DCA(s)' performance through appropriate oversight
 MAs should work with their DCA(s) to review loss funds and ensure they can be reconciled A regular review to look at the level of claims BDX in the prior 12 months, adjusting (where Completion of the above review is a critical problem following that review and so that loss fund errors for Faster Claims Payment: MAs will have the loss fund to a reconciled proceeding errors or discrepancies on the last 	ate management of loss funds, reconciliation of payments made to beneficiaries se of correct BDX standards, timely payment of claims to policyholders	
 MAs will have the loss fund to a reconciled p accounting errors or discrepancies on the last 	s funding of delegated business, using the claims experience contained within e necessary) to ensure the continued provision of funds for claim payments part of FCP adoption so that loss funds can be returned in whole or part to the MAs ntries in the market systems reduced to the new level or closed completely.	
 MAs should coordinate with their DCA(s) to a closed appropriately. 	position prior to transition to the FCP model. There should be no significant st BDX, nor outstanding or voided claim payments - providing a clean starting ng complications in tracing errors across two payment models. agree a plan to return the loss funds back to the MA and ensure the loss fund is	

Delegated Authority: Managing Agent (MA) Guidance

Additional guidance in readiness for Faster Claims Payment:

- MAs should work with the DCA to ensure binders are suitable to onboard onto FCP: The onboarding and adoption approach for Faster Claims Payments has been designed to enable testing and embedding of the new processes. As such MAs should consider the following criteria for initial use of FCP: <u>Singleton business, from the 2022 year of account and prior years back to 2018</u>, ensuring BDX are in line with current version of the Coverholder Reporting Standards and where the monthly cycle progresses with little to no queries. All claim payments on these binders must be able to be made by e-cheques or bank transfer. Subscription and co-lead binders can be onboarded as more market participants adopt FCP. At this point in time LIC contracts remain out of scope initially.
- Using the current recommended binder criteria approach above MA's will have a controlled transfer of loss funds held with DCAs across the market and the ability to reduce upfront capital requirements on the establishment of new binders. As you prepare to onboard with FCP you will also be able to focus on inactive funds that need to be returned in full and closed.*
- MAs should ensure their impacted stakeholders are aware of FCP and are involved in the onboarding process: Nominating a lead for onboarding and embedding of FCP, ensuring adequate training has been conducted and materials are reviewed and establishing collaboration between Claims, Finance, Operations and Underwriting around FCP will smooth the transition from the current loss fund model to the new FCP processes.
- MAs should ensure the DCA and Broker is well engaged and informed on FCP: The Future at Lloyd's adoption team will support
 communications and training for market participants, however as an MA selects a binder for onboarding to FCP, ensuring MA collaboration with the
 associated DCA and Broker will support adoption.

*To assist MAs there are services providers in the marketplace supporting loss fund repatriation activity.



Delegated Claims Administrator guidance

Delegated Authority: Delegated Claims Administrators (DCA) Guidance

- This guidance seeks to define what is expected from an DCA for improved DA claims management and to operate efficiently against best practice and is relevant in the current model of loss funds and in preparation for the adoption of the Faster Claims Payment solution as part of Future at Lloyd's
- It is grounded in the critical importance of the provision of right first time and accurate information flows into the market infrastructure to support efficient processing, minimize the number of queries and avoid delays
- As DCAs, the accuracy of monthly bordereaux data will be under greater scrutiny and accuracy will directly impact the new funding model and market accounting process. You will see the status of bordereaux progress via the DA Claims Status Tracker; tracking Broker and MA approval and facilitating the transition into monthly accounting.

DCAs should have a payment process in place that will enable it to pay agreed claims to policyholders without delay	 Business Outcomes delivered: Prompt payment of agreed claims providing a positive policyholder experience Impact from a delayed payment to the Lloyd's brand for customer harm or frustration reduces through prompt payment
	 In readiness for Faster Claims Payment: DCAs will have access to MA funds to pay claims directly from centralised MA funding accounts Dependency on the individual loss fund is removed. Payments delays related to insufficient money being available in the loss fund will no longer exist
DCAs should produce BDX to the correct current standard in line with contractual obligations	 Business Outcomes delivered: Each bordereau meets the quality standards expected under the current version of the Coverholder Reporting Standards avoiding confusion, queries or rework further downstream in the process.
	 In readiness for Faster Claims Payment: The DCA is strongly recommended to provide submission of the BDX as early as possible after the close of the month's activities, ideally within the first four working days to avoid any delays in downstream processing and monthly reconciliation, however this should be agreed between the MA and DCA initially.

Delegated Authority: Delegated Claims Administrators (DCA) Guidance

DCAs should be able to demonstrate they can reconcile payments made to beneficiaries against payments reported in the BDX when requested	 Business Outcomes delivered: Accurate and timely submissions of reserves and payment providing an appropriate accounting position for the MA at regular intervals Improvements to this process can be actioned through regular reviews to highlight discrepancies.
	 In readiness for Faster Claims Payment: DCA fees should be accounted for within the same monthly period in which a BDX is processed to simplify the monthly reconciliation process DCAs will be required to successfully complete reconciliation between the Vitesse cashbook and the BDX and demonstrate completion to their MA. This is to provide confidence in the DCA-provided BDX prior to it being submitted downstream to accounting and finance DCAs are strongly encouraged to use FCP through an API into the Vitesse solution; this is to eliminate monthly cash reconciliation issues downstream. Creation of this API will move the DCA forward into the full digital solution over time under the joint venture
DCAs must be able to demonstrate they can manage the loss fund correctly	 Business Outcomes delivered: Periodic and regular reviews of the funds ensuring the fund value is set appropriately; timely escalation to MAs for shortfalls and reduction in delays The DCA should be able to fully reconcile all financial transactions in any given reporting period
© Lloyd's 2022	 In readiness for Faster Claims Payment: DCAs should ensure the loss fund is in a reconciled position prior to transition to the FCP model. There should be no significant accounting errors or discrepancies on the last BDX, nor outstanding or voided claim payments. This provides a clean starting position for Faster Claims Payments and avoids complications in tracing errors across two payment models. MAs should coordinate with their DCA(s) to agree a plan to return the loss funds back to the MA

Delegated Authority: Delegated Claims Administrators (DCA) Guidance

Additional guidance in readiness for Faster Claims Payment:

- DCAs should be able to differentiate FCP and non-FCP binders: DCAs will still need to produce accurate BDX for both FCP and non-FCP contracts in the
 immediate future. If a binder is an FCP binder, payments should be requested via the Vitesse FCP payment portal (or via API into Vitesse from the DCA claims
 platform) otherwise there is a risk of incorrect payment to the beneficiary and the cash book for monthly activity will not reconcile properly causing down stream
 technical processing and reconciliation issues. Non-FCP binders and BDX still need to remain in line with the current version of the Coverholder Reporting
 Standards.
- DCAs should be competent using Vitesse and have an ongoing capability to train their staff and retain the knowledge: Nominating a lead for onboarding and embedding of FCP, ensuring adequate training has been conducted and materials are reviewed, and establishing collaboration between Claims, Finance, and Operations around FCP will smooth the transition from the current loss fund model to the new FCP processes. DCAs should then continue to ensure that the business is appropriately resourced to meet demands on a regular basis.
- DCA's early establishment of an API from their claims system to Vitesse will produce immediate and important reconciliation benefits for the downstream processing of payments made through Vitesse that are included within the monthly BDX. Investing time and resource to this early establishment paves the way to the future DA model for claims. In the shorter term giving improved validated and reconciled data from source.
- Using the current recommended binder criteria approach <u>singleton business, from the 2022 year of account and prior years back to 2018</u> MAs will
 have a controlled transfer of loss funds held with DCAs across the market and the ability to reduce upfront capital requirements on the establishment of new
 binders. As you prepare to onboard with FCP you will also be able to focus on inactive funds that need to be returned in full and closed.