Historically the insurance industry has made great strides in using data and analytics to drive decisions... however, a recent LexisNexis® Risk Solutions survey of nearly 500 U.S. insurance professionals, revealed that there is a big opportunity when it comes to connected data sources.

Most insurers are not using data from IoT sources, but a large majority agree that it is important.

20% of insurers currently collect IoT data (categories of sources shown below), but only 5% of them actually use it; while... 70% say gathering IoT data is important to their company’s insurance strategy.

Sources of IoT data for Insurance are all around us

<table>
<thead>
<tr>
<th>WEARABLES</th>
<th>CONNECTED CAR</th>
<th>CONNECTED HOME</th>
<th>CONNECTED BUSINESS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fitness Tracker</td>
<td>Fleet Analytics</td>
<td>Security System</td>
<td>Driver Tracking</td>
</tr>
<tr>
<td>Heart Rate Monitor</td>
<td>Security System</td>
<td>Smart Home Monitoring</td>
<td>Security System</td>
</tr>
<tr>
<td>Smart Pacemaker</td>
<td>Plant Analytics</td>
<td>Internet of Things</td>
<td>Driver Tracking</td>
</tr>
<tr>
<td>119 BPM, 15K steps</td>
<td>Environment Monitoring</td>
<td>70%</td>
<td>Low risk driving style</td>
</tr>
<tr>
<td>5th run this week</td>
<td>82% low-risk drivers</td>
<td>94%</td>
<td>Truck not used at night</td>
</tr>
<tr>
<td>20%</td>
<td>3 new driver alerts</td>
<td>10%</td>
<td>Tight cornering</td>
</tr>
<tr>
<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

By 2020, up to 50 billion connected devices will be generating 194,000 exabytes per month around the world.¹

Carriers think IoT data collection and usage will shape the direction of the insurance industry:

- Nearly half think insights from IoT data will give carriers a competitive edge:
- More than 6 in 10 predict they'll have a strategy in 5 years, but only half expect it to have a major influence.

Barriers exist for carriers today

With a majority having a defined IoT strategy, even fewer have resources dedicated to IoT today:

- 66% have a defined IoT strategy
- 10% have resources dedicated to IoT today
- 84% have resources dedicated to IoT today

¹ Cisco; Aite, May 2017

Be ready for the Internet of Things

LexisNexis can help you get the insights you need from big data. Our advanced analytics capabilities and proprietary platform let insurers execute today with tomorrow in mind.

Click to compare perceptions of line of business with the overall total.

Use the circles to compare perceptions of line of business with the overall total.

Click the circles to compare perceptions of line of business with the overall total.

* Interactive PDF features are best viewed on a computer (using Acrobat, Chrome or Internet Explorer) vs. mobile device.

About LexisNexis Risk Solutions:

At LexisNexis Risk Solutions, we believe in the power of data and advanced analytics for better risk management. With over 40 years of expertise, we are the trusted data analytics provider for organizations seeking actionable insights to manage risks and improve results while upholding the highest standards for security and privacy. Headquartered in metro Atlanta USA, LexisNexis Risk Solutions serves customers in more than 100 countries and is part of RELX Group, a global provider of information and analytics for professional and business customers across industries. For more information, please visit www.lexisnexis.com/risk.