

## WHAT IS LIXI?

- An industry-owned data standard enabling electronic transfer of data between multiple parties.
- A critical player in facilitating the development and maintenance of data standards.
- A member-based, not-for-profit organisation, that enables members to collaboratively address industry-wide issues.
- An enabler of flexibility, efficiency and scalability to the lending process through enhancements to the standards.



## LIXI'S VISION

Collaboratively develop and maintain data standards, for the lending industry, enabling cost efficient and scalable processing of customer transactions.

## LIXI'S OBJECTIVES

- Reduce the cost of working with business partners
- Increase the ability to bring new products to market and maintain differentiation
- Provide agility to respond to changes quickly and efficiently
- Liberate the lending industry by providing a collaborative, standards-based environment for commercial providers and suppliers

**"LIXI 1 DELIVERED AUTOMATION, LIXI 2 DELIVERS STANDARDISATION"**



*"LIXI has created a forward-looking, collaborative environment that allows Australian lenders to exchange transaction data with current, and future, business partners quickly and efficiently."*

Bruce Treloar, LIXI CEO



*"The tools we have developed will lower the cost and complexity of LIXI implementations and upgrades. In particular our automated customisation by restriction framework provides an integrated workflow for our licensees to lifecycle manage their interactions with different version of LIXI standards."*

Shane Rigby, LIXI CTO

## DEVELOPMENT OF THE LIXI STANDARDS

In 2000 the mortgage broker aggregators were asked by lenders to lodge residential mortgage applications through an electronic gateway. Each lender used different data formats, which potentially required aggregators to have different interfaces for each lender.

Through consultation with the lenders, mortgage broker aggregators and key industry participants the Credit Application Language (CAL) and the Data Dictionary were developed to resolve this issue.

- **CAL** standardised the format of the information collected; and
- the **Data Dictionary** defined each data item unambiguously.

The development of these two assets allowed brokers to lodge residential mortgage applications to all lenders electronically, using the LIXI data standard. The first versions of the data standard are collectively referred to as **LIXI 1.x** (releases 1.1, 1.2, 1.3c, 1.4c, 1.5d and 1.6a) of the standard.

Currently, there are 13 releases of the data standard in use. Multiple releases mean change is costly, time-consuming and slow to implement.

- **costly** — because every change is duplicated in each version, by each licensee;
- **time-consuming** — as updates must be built and tested against all interfaces. This is dependent upon the availability of counterparts to complete any changes on their side; and
- **slow to implement** — the resources available to complete this work are finite. If multiple users have the same provider, their solution will be completed in the order in which they are received.

### LIXI 2 — the next generation of lending standards.

**LIXI 2 delivers true standardisation to the lending industry. It enables improved process efficiency and addresses the issue of multiple versions of the standard.**

Ensuring that all changes are made through the LIXI change management process, LIXI 2 keeps the industry standard the same for all users. It reduces the cost of change, increases agility and enables innovation by giving each market participant the ability to adapt as and when it suits them.

The benefits are amplified in LIXI 2 and include:

- **lowering cost** of implementation and maintenance — industry wide changes can be implemented with a single change to the standard;
- **cost efficient change management** — continuous integration and scheduled release cycles will minimise the impact of breaking changes (i.e. ones that do not work with earlier versions);
- **greater data consistency and quality** — as the standard is the same for all users - lenders will be able to control business rule changes themselves; and
- **customisation by restriction** — will reduce the impact of change and will allow documentation to be customised to each licensee's needs.

## WHAT LIXI DELIVERS TO THE INDUSTRY

Industry Issue	Solution	Benefits
Brokers were asked to lodge loan applications through multiple electronic gateways, using different data formats.	LIXI developed the Credit Application Language (CAL) to standardise the information collected, and a Data Dictionary, which defined data items unambiguously, to allow electronic lodgements.	Reduced errors & re-keying; Reduced costs; and Enabled automation.
Many uncontrolled versions of the standards are used.  Change and evolution are expensive, slow and time consuming to implement.	LIXI's new frameworks enable rapid and controlled changes to the standard whilst insulating licensees from changes that are not relevant to them.	Industry standardisation; Implementation and innovation costs are reduced; Removes duplication; Enables continuous integration; and Adds data quality/consistency.
Market participants want flexible, end-to-end solutions that work across the industry.	LIXI 2 has demonstrated how easily data transfers between 3rd party service providers can be made.	Scalable solution; Competitive pricing; and Single industry solution.
CAL 1 is inflexible and expensive to change.  Standards become outdated, causing errors and rework.	"Customisation by restriction" quarantines users from changes that do not affect them and provides flexibility to meet project deadlines.	Change management is: <ul style="list-style-type: none"> <li>• timely;</li> <li>• cost efficient; and</li> <li>• relevant</li> </ul>
Changes to lenders guidebooks are slow and costly.	The LIXI Electronic Guidebook (EGB) standard enables a lender to share all requirements to complete a loan submission with their distribution channel.	EGB's enable a lender to control their own guidebook; and B2B efficiencies achieved by true standardised messages.

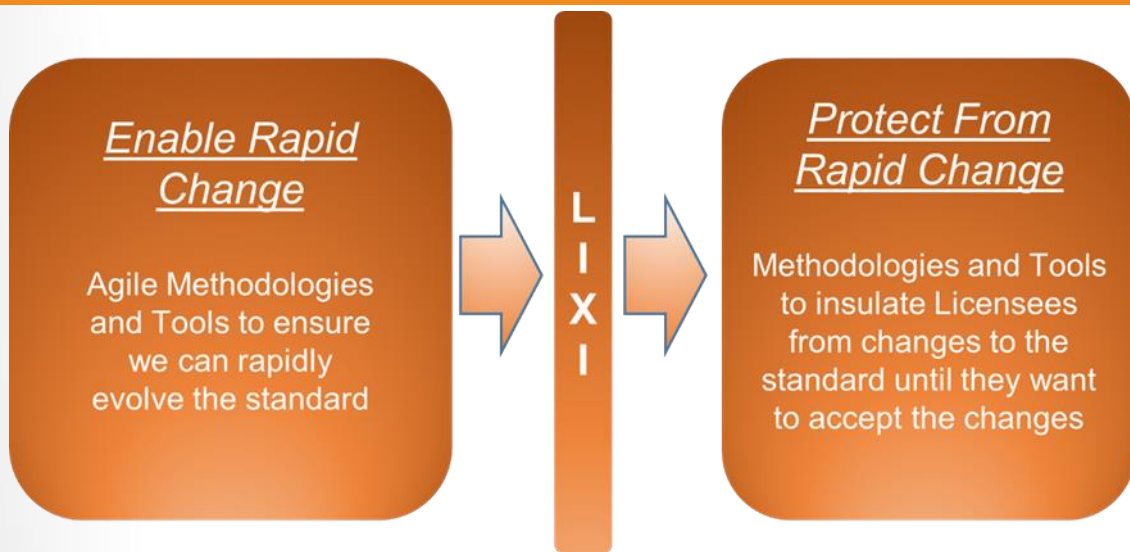
## LIXI DATA STANDARDS

Credit Application (CAL)	Backchannel	Documents and Settlements (DAS)	Electronic Guidebook (EGB)
CAL 2.5.0 CAL 1.2—1.6a	CAL 2.5.0 Backchannel 1.5	DAS 2.1.0 Settlements 1.2a	EGB 2.0.0

Mortgage Insurance	Valuations	Commissions	Other Processes
Lenders Mortgage Insurance (LMI)	Valuations 1.5—1.6	Commissions 1.1—1.2	Consumer Credit Insurance Credit Decision Title Insurance Products

## LIXI'S DELIVERY STRATEGY



## CUSTOMISATION BY RESTRICTION

Users of the LIXI message manually create customised LIXI schema and documentation when implementing B2B messaging. Every time a LIXI update is issued, the manual process of creating the schema, and updating the documentation, is repeated at great cost and resource commitment.

Customisation by restriction, our new automated framework, delivers customised schema, and its associated documentation, in seconds. This significantly reduces the cost of change and reduces the time and cost of implementation.

## SUPPORTING TOOLS

LIXI is using many innovative tools and frameworks to lower the cost of delivery, increase quality, and increase speed to market of our standards.





## LIXI MEMBERS AND LICENSEES — “THE LIXI COMMUNITY”

<a href="#">Access Canberra</a>	eChoice Services Pty Ltd (Firstfolio)	MVS Valuers Australia
<a href="#">Adaptra Group</a>	<a href="#">FBAA</a>	<a href="#">My Local Broker</a>
<a href="#">Allette Systems</a>	<a href="#">First American Title Insurance</a>	<a href="#">MyState Bank</a>
Allstate Home Loans	<a href="#">First Mortgage Services</a>	<a href="#">National Australia Bank (NAB)</a>
<a href="#">AMAL Asset Management Limited</a>	First Point NB	<a href="#">National Financial Solutions</a>
<a href="#">AMP Bank Limited</a>	<a href="#">FirstMac Limited</a>	National Mortgage Company
Arab Bank Australia	Flongle / Zippler	<a href="#">NetSol Technologies</a>
Arch LMI	Fluent Group	<a href="#">Newcastle Permanent</a>
Astill Legal Group	<a href="#">Future Financial</a>	<a href="#">NextGen.Net</a>
<a href="#">Auscred Pty Ltd</a>	Gadens	<a href="#">Nucleus Software</a>
<a href="#">Aussie Home Loans</a>	<a href="#">Galilee Solicitors</a>	Opteon Property Group
<a href="#">ANZ Bank</a>	Gateway Credit Union	<a href="#">Oriinate</a>
<a href="#">Australia Finance Group Limited (AFG)</a>	<a href="#">Genworth Mortgage Insurance Australia</a>	Pepper Australia
Australian Computer Technologies	<a href="#">Heritage Bank</a>	<a href="#">PinnacleQM</a>
Auswide Bank	<a href="#">Herron Todd White</a>	<a href="#">PLAN Australia</a>
Bank Australia	<a href="#">Homeloans</a>	<a href="#">Police &amp; Nurses Bank (P&amp;N Bank)</a>
Bank of Queensland	<a href="#">HomeStart Finance</a>	<a href="#">Pontifx</a>
<a href="#">Bankwest</a>	<a href="#">HP Enterprise Services Australia</a>	<a href="#">Preston Rowe Paterson (e-Valuers)</a>
<a href="#">Bendigo and Adelaide Bank</a>	<a href="#">HSBC Bank Australia</a>	Propell a JLL Company
<a href="#">Better Mortgage Management</a>	<a href="#">ING Bank (Australia)</a>	<a href="#">QBE Lenders' Mortgage Insurance</a>
Beyond Bank Australia	International Decision Systems (IDS)	QT Mutual Bank Limited (QTMB)
Bluebay Homeloans	<a href="#">IRESS Wealth Management</a>	Qudos Bank
<a href="#">Bluestone Group</a>	<a href="#">Keystart Loans</a>	RateSetter Australia
Brokerpad	<a href="#">La Trobe Financial</a>	RESI Mortgage
<a href="#">Capsicum Business Architects</a>	<a href="#">Landmark White Group</a>	<a href="#">Resimac</a>
CBRE	<a href="#">LeadPoint Mortgage Services</a>	<a href="#">Rubik Financial</a>
<a href="#">Citigroup</a>	<a href="#">Lending Technologies Services (LTX)</a>	<a href="#">Sandstone Technology</a>
CJA Lee Property Partnership	Liberty Financial	SAP
<a href="#">CAFBA</a>	Loan Avenue	<a href="#">Simpology</a>
<a href="#">Commonwealth Bank of Australia (CBA)</a>	Loan Market Group	<a href="#">Smartline Home Loans</a>
Computershare Services	<a href="#">Loanworks Technologies</a>	<a href="#">Suncorp Bank</a>
<a href="#">Connective Broker Services</a>	<a href="#">LXM Pty Ltd (Insyston)</a>	<a href="#">Tata Consultancy Services</a>
<a href="#">CoreLogic (RP Data Ltd)</a>	<a href="#">Macquarie Bank</a>	Taylor Byrne
<a href="#">Credit Objects</a>	Members Equity Bank (ME Bank)	Teachers Mutual Bank
Credit Union Australia Ltd (CUA)	<a href="#">MFAA</a>	Think Tank Group
<a href="#">CSN Technology</a>	<a href="#">Mortgage Choice</a>	<a href="#">UlyssesIT</a>
<a href="#">Data Action</a>	<a href="#">Mortgage Ezy</a>	<a href="#">ValuePRO Software</a>
<a href="#">Decision Intellect</a>	Mortgage House	<a href="#">Veda Advantage</a>
Defence Housing Australia	<a href="#">Moula Money</a>	<a href="#">WBP Property Group</a>
		<a href="#">Westpac Banking Corporation (WBC)</a>

Licensee only

KEY: [Member & Licensee](#)

[Member only](#)

List correct on 10th August 2016

## WHAT INDUSTRY USERS SAY ABOUT LIXI...



*"LIXI makes good business sense from an enterprise and customer perspective. The efficiency dividend of broad industry standardisation benefits all those involved, especially our customers."*

• Neill Rose-Innes, Mortgage Choice



*"LIXI enables an industry collaborative approach to standardise lending data requirements therefore simplifying processes. Standardisation also reduces the cost of adding new lending data requirements to a process."*

• Rachel Copley, Commonwealth Bank Australia



*"LIXI plays an important role in standardising the way we do business across the mortgage market. Being part of the LIXI family enables us to help shape the future in this area."*

• Phil White, QBE Australia



*"By standardising core components of data exchange, LIXI has played a key role in introducing significant efficiencies to our business and to that of our partners. This has led to the ultimate aim of an improved experience for our customers, our partners and our staff."*

• Lisa Claes, ING Direct Bank



*"LIXI ensures that lenders and brokers work towards the same goals. Their role in ensuring this is important"*

• Gary O'Sullivan, Westpac Banking Group

## ENGAGING WITH LIXI

### Become a member

- Complete a membership application and pay an annual fee.
- Participate in the LIXI community via events, working groups, sub-committees or the board of directors.
- Improve standards by raising change requests.
- Attend the annual LIXI forum. Complimentary entry for all members.

### Explore the schema

- Complete an application for a free developer licence.
- Follow the links to explore the schema.
- Talk to our CTO to learn more about the schemas and tools.

### Get a licence

- Complete a licence application.
- Explore and implement the LIXI standard.
- Fees are payable only when live transactions commence.
- Self-assess your volume.

### Propose a new standard or change request

- Members may propose, or second, a new standard working group.
- Raise an issue that requires resolution and thus shape the standard.

### Join a working group

- Working groups develop and refine the LIXI standards.
- Working groups are constituted from the LIXI membership and are formed once there is sufficient support to warrant a new initiative.

### Join the board

- Those interested in guiding the direction of LIXI are invited to nominate for a board position via the director nomination form.

### Join a sub-committee

- Four sub-committees, Business, Technical, Intellectual Property and Communications, help guide LIXI's strategy and operations.



*"The LIXI CAL and Data Dictionary enables brokers to lodge residential mortgage applications to all lenders electronically..."*

*LIXI 2 addresses the issue of multiple versions of the standard being used and delivers true standardisation to the lending process."*



**Bruce Treloar, LIXI CEO**