



## 2014 LIXI Forum a great success!

I am pleased to say that the LIXI Forum, held at the Cockle Bay Wharf, was a great success. LIXI enjoyed the support of two new sponsors, NetSol Technologies and ZipID, who joined with our long term supporter, Simpology, to deliver an excellent day for the 140 registered delegates. We have received very positive feedback from those who attended.

Members, and their guests, enjoyed a number of technical and business sessions, including an opening address from co-founder and Chief Technology Officer of SocietyOne, Greg Symons. Peer to Peer lending in the Australian market is certainly picking up and it was good to get an overview of how it works from one of the pioneers in the Australian market. Other key sessions touched on how electronic guidebooks will change the way lenders interact with 3rd party distribution channels, and how the new safe harbour rules around Verification of Identity can be met using ZipID's multi-channel face to face solutions.

Attendees heard from 15 speakers, who addressed specific industry topics or participated in panel discussions, expertly moderated by Andrew Stabback, of AB+F. Our survey showed 100% of respondents found the topics relevant and 80% said they would recommend the Forum to others. Overall satisfaction with the LIXI Forum was at a very pleasing 90%!

It was great to see the response to Zip ID's electronic direct mail sent to our mailing list following their involvement in this year's LIXI Forum. The ZipID mail out enjoyed an open rate of 27.6% and a click rate of 8.2% (compared to industry averages of 19% and 2.8% respectively). Clearly ZipID's VOI solution has whet the market's appetite .

## 2015 LIXI Board

LIXI's annual general meeting was held during the LIXI Forum. The new board of directors for 2015 comprises the following industry participants:

- Paul Lahiff - Chairman

- Martyn Beer - Sandstone Technology
- John McDonald – Aussie Home Loans
- Jason Millett – Westpac Banking Corporation NZ
- Lisa Claes – ING Direct
- Rachel Copley – Commonwealth Bank of Australia
- Neill Rose-Innes – Mortgage Choice
- Glenn Haslam – Australia and New Zealand Banking Group
- Mark Newton – Genworth Mortgage Insurance
- Phil Quin-Conroy – PLAN Australia

Our sincere thanks go to those members who contributed to LIXI during 2014, especially to those who served on our Board, Sub-Committees and Working Groups.

## LIXI in 2015

2015 is shaping up to be a busy, and exciting, year for LIXI. We are well on the way to having Backchannel released, following the final meeting of the working group last week. In addition, we are looking to publish Electronic Guidebooks following its contribution by Simpology, announced at the Forum.

LIXI is pleased to announce that Connective Broker Services has been issued the first CAL 2.0 licence level L2-O3 for 2015. It will be exciting to see the benefits of the LIXI 2 initiative flowing to stakeholders as the common data standard is embraced.

The Conversation Series for 2015 is shaping up nicely. In the first quarter we are looking at a discussion around social media; how to embrace it safely; keeping your message simple and consistent and how to respond to negative comments. If you have a topic or subject which you believe would be conducive to a LIXI Conversation Series please let me know. I look forward to receiving your suggestions.

On behalf of LIXI, I wish you, and your family, a happy and healthy festive season. I look forward to working with you in 2015 to enable further efficiencies in the lending industry.

**Bruce Treloar**  
LIXI CEO

### New Members

- \* Decision Intellect
- \* Nucleus Software Exports

### New Licensees

- \* Australian Computer Technology - V1

