From: Dargie, Cathy GCPE:EX

Sent: Wednesday, October 9, 2019 1:36 PM **To:** Nelson, Tiffany AG:EX; Cairns, Holly AG:EX

Cc: Groot, Jeff GCPE:EX

Subject: For approval please - ICBC DRAFT response to Rob Shaw - OOP and New Residents

Attachments: RobShaw-New Residents-EN.docx

Importance: High

Hi Tiffany and Holly:

Can you please review ICBC's draft response to Rob Shaw re: OOP and New Residents as soon as you can and let me know if it meets your approval, or if you'd like to made additional changes? Tim has reviewed and his edits are included (track changes on). Tim is awaiting info. on two outstanding issues from ICBC but asked that I start moving this now. Thanks very much for your help!

Cathy

From: Chu, Timothy GCPE:EX Sent: October 9, 2019 1:12 PM

To: Groot, Jeff GCPE:EX; Dargie, Cathy GCPE:EX

Subject: RE: DRAFT to Rob Shaw - OOP and New Residents

Hey Cathy,

Here are my edits. There are still two outstanding issues that I've asked ICBC but can you start to move this up the chain?

Cheers,

Τ

From: Groot, Jeff GCPE:EX Sent: October 9, 2019 12:53 PM

To: Dargie, Cathy GCPE:EX < Cathy.Dargie@gov.bc.ca >; Chu, Timothy GCPE:EX < Timothy.Chu@gov.bc.ca >

Subject: FW: DRAFT to Rob Shaw - OOP and New Residents

See attached for my comments as you guys work through any others on your side.

From: Linsangan, Joanna < Joanna.Linsangan@icbc.com>

Sent: October 9, 2019 12:04 PM

To: Groot, Jeff GCPE:EX < Jeff.Groot@gov.bc.ca >; Chu, Timothy GCPE:EX < Timothy.Chu@gov.bc.ca >; Dargie, Cathy

GCPE:EX < Cathy.Dargie@gov.bc.ca >; Duffus, Robert GCPE:EX < Robert.Duffus@gov.bc.ca >

Cc: XT:Henderson, Doug GCPE:IN < Doug. Henderson@icbc.com >; Danard, Susan < Susan. Danard@icbc.com >; XT:Taylor,

Hello! May you kindly review the draft below? Rob is expecting something today. Thanks! Hi Rob, Overall, drivers who only drive occasionally in BC pose a greater risk when compared to permanent BC residents. Similarly, drivers who have recently moved to B.C., also pose a greater risk of getting into a crash. While we've seen some individual examples in the media, insurance pricing is based on the overall risk level of groups of drivers – and, for our new model, we've identified that new residents and drivers who don't regularly drive in B.C. as a higher risk group. OUT-OF-PROVINCE DRIVERS (CUSTOMERS WHO DON'T LIVE IN BC, BUT INSURE A CAR IN BC) • Under the old model, people who weren't BC residents but had insured a vehicle here, benefited greatly through the old model. The old model was a vehicle-based insurance model, meaning that you didn't even need a BC driver's licence to receive safe driving discounts – you just needed to insure a vehicle in BC, even if you didn't live here permanently. • Under the old model, these savings were subsidized by British Columbians who were living in and driving safely in our province, and who ended up paying more than their fair share as a result. • Now that we've moved to a driver-based model that heavily considers driving experience in our province, drivers who insure a vehicle but don't hold B.C. licence will not see the same level of discounts as they previously had. • Instead of insuring their vehicle for driving use the whole year, short-term visitors may want to consider purchasing a storage policy for when the vehicle isn't in use and to purchase short-term policies for when it is. ICBC sells temporary operating permits that last up to 15 days, as well as three-month policies. • Out-of-province drivers are eligible for discounts if their vehicles have automatic emergency braking, and if they drive fewer than 5,000 kilometres in a year.
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Joanna Linsangan Media Relations Phone: 604-250-1155

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Hi Rob,

s.13

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s.13

- <u>s.13</u>
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s.13

s.13

s.13; s.22

From: Cairns, Holly AG:EX

Sent: Wednesday, October 9, 2019 1:55 PM

To: Nelson, Tiffany AG:EX

Subject: RE: With edits: For approval please - ICBC DRAFT response to Rob Shaw - OOP and New Residents

No, it looks fine to me. Thanks

From: Nelson, Tiffany AG:EX

Sent: Wednesday, October 9, 2019 1:42 PM

To: Cairns, Holly AG:EX

Subject: With edits: For approval please - ICBC DRAFT response to Rob Shaw - OOP and New Residents

Importance: High

Hi Holly – a few minor edits from me below. Pls let me know if you have any others to relay.

Thanks

From: Dargie, Cathy GCPE:EX

Sent: Wednesday, October 9, 2019 1:36 PM

To: Nelson, Tiffany AG:EX <Tiffany.Nelson@gov.bc.ca>; Cairns, Holly AG:EX <Holly.Cairns@gov.bc.ca>

Cc: Groot, Jeff GCPE:EX < Jeff.Groot@gov.bc.ca >

Subject: For approval please - ICBC DRAFT response to Rob Shaw - OOP and New Residents

Importance: High

Hi Tiffany and Holly:

Can you please review ICBC's draft response to Rob Shaw re: OOP and New Residents as soon as you can and let me know if it meets your approval, or if you'd like to made additional changes? Tim has reviewed and his edits are included (track changes on). Tim is awaiting info. on two outstanding issues from ICBC but asked that I start moving this now. Thanks very much for your help!

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From: Chu, Timothy GCPE:EX Sent: October 9, 2019 1:12 PM

To: Groot, Jeff GCPE:EX < ! Dargie, Cathy GCPE:EX < Cathy.Dargie@gov.bc.ca>

Subject: RE: DRAFT to Rob Shaw - OOP and New Residents

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Cheers,

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Cc: XT:Henderson, Doug GCPE:IN < Doug. Henderson@icbc.com >; Danard, Susan < Susan. Danard@icbc.com >; XT:Taylor,

Kathy GCPE:IN <kathy.taylor@icbc.com>; Gelinas, Stephanie <Stephanie.Gelinas@icbc.com>

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s.13; s.22

Joanna Linsangan

Media Relations Phone: 604-250-1155

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From: Nelson, Tiffany AG:EX

Sent: Wednesday, October 9, 2019 1:59 PM

To: Dargie, Cathy GCPE:EX

Cc: Groot, Jeff GCPE:EX; Cairns, Holly AG:EX

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Sent: Wednesday, October 9, 2019 1:42 PM

To: Cairns, Holly AG:EX

Subject: With edits: For approval please - ICBC DRAFT response to Rob Shaw - OOP and New Residents

Attachments: RobShaw-New Residents-EN.docx

Importance: High

Hi Holly – a few minor edits from me below. Pls let me know if you have any others to relay.

Thanks

From: Dargie, Cathy GCPE:EX

Sent: Wednesday, October 9, 2019 1:36 PM **To:** Nelson, Tiffany AG:EX; Cairns, Holly AG:EX

Cc: Groot, Jeff GCPE:EX

Subject: For approval please - ICBC DRAFT response to Rob Shaw - OOP and New Residents

Importance: High

Hi Tiffany and Holly:

Can you please review ICBC's draft response to Rob Shaw re: OOP and New Residents as soon as you can and let me know if it meets your approval, or if you'd like to made additional changes? Tim has reviewed and his edits are included (track changes on). Tim is awaiting info. on two outstanding issues from ICBC but asked that I start moving this now. Thanks very much for your help!

Cathy

From: Chu, Timothy GCPE:EX Sent: October 9, 2019 1:12 PM

To: Groot, Jeff GCPE:EX < Jeff.Groot@gov.bc.ca>; Dargie, Cathy GCPE:EX < Cathy.Dargie@gov.bc.ca>

Subject: RE: DRAFT to Rob Shaw - OOP and New Residents

Hey Cathy,

Here are my edits. There are still two outstanding issues that I've asked ICBC but can you start to move this up the chain?

Cheers,

Т

From: Groot, Jeff GCPE:EX Sent: October 9, 2019 12:53 PM To: Dargie, Cathy GCPE:EX < Cathy.Dargie@gov.bc.ca >; Chu, Timothy GCPE:EX < Timothy.Chu@gov.bc.ca >

Subject: FW: DRAFT to Rob Shaw - OOP and New Residents

See attached for my comments as you guys work through any others on your side.

From: Linsangan, Joanna < Joanna.Linsangan@icbc.com >

Sent: October 9, 2019 12:04 PM

To: Groot, Jeff GCPE:EX < Jeff.Groot@gov.bc.ca; Chu, Timothy GCPE:EX < Timothy.Chu@gov.bc.ca; Dargie, Cathy

GCPE:EX <<u>Cathy.Dargie@gov.bc.ca</u>>; Duffus, Robert GCPE:EX <<u>Robert.Duffus@gov.bc.ca</u>>

Cc: XT:Henderson, Doug GCPE:IN < Doug.Henderson@icbc.com >; Danard, Susan < Susan.Danard@icbc.com >; XT:Taylor,

Kathy GCPE:IN <kathy.taylor@icbc.com>; Gelinas, Stephanie <Stephanie.Gelinas@icbc.com>

Subject: DRAFT to Rob Shaw - OOP and New Residents

Hello!

May you kindly review the draft below? Rob is expecting something today.

Thanks!

Hi Rob,

Overall, drivers who only drive occasionally in B.C. pose a greater risk when compared to permanent B.C. residents. Similarly, drivers who have recently moved to B.C. also pose a greater risk of getting into a crash. While we've seen some individual examples in the media, insurance pricing is based on the overall risk level of groups of drivers – and, for our new model, we've our analysis has identified that new residents and drivers who don't regularly drive in B.C. as a higher risk group.

OUT-OF-PROVINCE DRIVERS (CUSTOMERS WHO DON'T LIVE IN B.C., BUT INSURE A CAR IN B.C.)

- Under the old model, people who weren't B.C. residents but had insured a vehicle here, benefited greatly through the old model. The old model was a vehicle-based insurance model, meaning that you didn't even need a BC driver's licence to receive safe driving discounts you just needed to insure a vehicle in B.C., even if you didn't live here permanently.
- Under the old model, these savings were subsidized by British Columbians who were living in and driving safely in our province, and who ended up paying more than their fair share as a result.
- Now that we've moved to a driver-based model that heavily considers driving experience in our province, drivers who insure a vehicle but don't hold B.C. licence will not see the same level of discounts as they previously had.
- Instead of insuring their vehicle for driving use the whole year, short-term visitors may want to consider purchasing a storage policy for when the vehicle isn't in use and to purchase short-term policies for when it is. ICBC sells temporary operating permits that last up to 15 days, as well as three-month policies.
- Out-of-province drivers are eligible for discounts if their vehicles have automatic emergency braking, and if they drive fewer than 5,000 kilometres in a year^{s.13}
- ICBC's mandate is to provide universal auto insurance for all British Columbians.

NEW RESIDENTS

- New residents to B.C. are now credited with up to 15 years of non-B.C. driving experience under the new model, up from the current former eight years.
- Furthermore, new residents will no longer be asked to provide a record of their claims history from previous insurers, a process that was challenging for many customers. Now, ICBC only requires proof of your years of driving experience how long you've held a full driver's licence.
- Crash data shows that new residents represent a higher risk for the first three years of driving in B.C. To account for this, the model applies a risk premium in their first three years of driving in B.C. A basic risk premium of 15% will apply for a new resident's first year of driving, 10% in the second year, and 5% in the third year. After three years, this premium no longer applies.

•	New residents will have 90 days to switch to a B.C. driver's licence. They'll have 30 days to register, licence and insure their vehicles after they arrive in B.C.
s.13; s	.22
	nna Linsangan
	dia Relations
Pho	one: 604-250-1155
<u>Sig</u> ı	n up to receive ICBC's new customer newsletter!
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