



changes to auto insurance in B.C.

conversation guide for fleet customers

To get the car insurance system back on track and better for B.C., we're making changes to it. Starting September 1, we're moving to an insurance model that's more driver-based where each driver's experience and crash history will play a bigger role in determining premiums.

Do these changes impact my fleet insurance policy?

For the most part, fleet policies will continue to be rated the same. Key points include:

- You will not be required to list the drivers that use your fleet vehicles.
- At-fault crashes will continue to be factored into your policy which looks at the loss ratio of the fleet.
- At-fault crashes will not impact your driver (employee), regardless of rate class.
- Claim repayment rules will not change for fleet owners. You will still be able to repay a claim regardless of the amount, as long as the claim has not already impacted your fleet renewal premiums.
- There are changes to the non-fleet claim repayment rules which may allow for individual drivers to repay claims.
- Two new discounts are available for fleets. A discount for vehicles driven less than 5,000 km per year and a discount for vehicles equipped with autonomous emergency braking.

To help communicate this change to your employees/members...

- ICBC is making a change to their new insurance model so that at-fault crashes that occur in a fleet vehicle will not impact the driver's ICBC premiums.
- As you may recall, ICBC made changes in August to help fleet customers transition to their new insurance rating model – only fleet claims with a date of loss on or after January 1, 2020 could have potentially impacted the at-fault driver's insurance premium. Since then, some of our fleet customers asked ICBC – and the government – to reconsider the impacts. They listened and have made the decision **not to** implement the change at this time.
- This means at-fault crashes that occur in a fleet vehicle will not impact the driver's ICBC premiums, including their personal policy or other policies where they are listed as a driver. The at-fault crash will also have no impact on the driver's crash forgiveness eligibility.

Tell me more about the low kilometre discount

Fleet customers will benefit from a new 10% Basic insurance discount for vehicles that are driven less than 5,000 kilometres per year. Customers who think they have a vehicle that may qualify for the discount are encouraged to provide their Autoplan broker with proof of the vehicle's current odometer reading at their annual renewal. This discount recognizes vehicles that are used rarely, and that are therefore less likely to be involved in an at-fault crash.

Tell me more about the discount for autonomous emergency braking

Fleet customers will benefit from a new 10% Basic insurance discount for vehicles that have original manufacturer-installed autonomous emergency braking (AEB). AEB was selected as it is a technology proven by external studies to mitigate crashes up to 56%, unlike warning systems or other crash avoidance systems that can be easily turned off or ignored by the driver.

Impact of at-fault fleet claims on driver's ICBC premiums

At-fault crashes that occur in a fleet vehicle will **not** impact the driver's ICBC premiums, including their personal policy or any policy where they are listed as a driver. The at-fault crash will also have no impact on the driver's crash forgiveness eligibility.

Claim repayment rules

Fleet customers will continue to be able to repay a claim, regardless of the amount or date of loss. Individuals continue to be able to repay fleet claims with no dollar limit, as long as the claim has not already impacted their fleet renewal premiums.

What should I do to get ready for these changes?

- Contact your Autoplan broker with questions, including the two new discounts and what you'll need when you renew your policy.
- Talk to your employees or customers so that they are aware that at-fault crashes in a fleet vehicle will not impact their ICBC premiums or their crash forgiveness eligibility.