

R.A.G.E.



Riders Against Government Exploitation

RAGE Counter Proposal to
SGI 2026–2027 Rate Review Application

Motorcycles and Riders Are Not the Problem

The SGI Model for Registering Motorcycles Is

The Problem

SGL continues to rely on rate increases while ignoring the ever-changing core drivers' registration behaviours that are directly related to increasing rates

This narrow focus of relying on increasing rates to fix everything is having a direct effect on SGL's three components they consider when determining rates for the motorcycle class of vehicle:

1. Adequate premium rates to break even
2. Fairness in rating
3. Maintaining adequate capital

Repeating a Failed Model

2009 → 2012 → 2013 → 2014 → 2021 → 2026

Same logic applied by SGI

Same outcome

What's Been Happening Since 2009

Rate Increases → Plating
Behavior Change → Revenue
Instability

SGL's Critical Error

SGL overstated the motorcycle class shortfall in the 2013 rate justification

The error was tied to **how costs were allocated (at-fault / loss transfer issues)**

Once corrected, a **significant portion of costs shifted away from motorcycles**

Result:

Motorcycle claim costs dropped from **~\$9.8M → ~\$5.9M (~40% reduction)**

“When cost allocation was corrected, motorcycles were carrying costs that didn’t belong to them.”

Safety Improved

Since 2014 the data clearly shows:

Collisions ↓

Injuries ↓

50%+ reduction

Riders are more than 50% safer today than in the past while overall motorcycle presence on the road has remained relatively stable

Key Reality

Riders are NOT riding less

Motorcycle usage has remained fairly stable

Riders are still on the road at similar levels as
2013

What Changed

How riders pay to ride:

Shift to permits only when able to ride, which puts a heavier financial burden on those who plate for the whole month, riding season, or year

Fewer insured for full months, the riding season, or the year

Riders have adapted their registration behaviour in response to pricing pressures

The SGI Feedback Loop

Higher rates → fewer registrations → lower revenue

Customer feedback isn't being listened to.

If it was the customer feedback loop would have SGI finding a different model to use for the separate class of vehicle they created – the motorcycle class

Economic Impact

~\$80M industry impact

There has been a significant economic impact across the powersports industry in Saskatchewan due to pricing pressures

SGL rates affect more than the motorcycle owner

Policy Issue

Motorcycles forced to stand alone – 1.7% of total Auto Fund exposure – isolated from broader risk pool that uses highways and roads legally

This creates disproportionate pressure on a very small segment and amplifies volatility instead of stabilizing it

A highly reactive pricing model is being applied to 1.7% of the system while ignoring systemic impacts driven by the remaining 98.3%

What Worked

When the focus was on safety and behaviour, accidents and injuries decreased and the motorcycle pool even reached surplus

Back to Old Model

Despite past success, customer feedback via registration/plating behaviour has been consistently ignored, and the only approach has reverted to increasing rates

If risk was the only issue, we would see it reflected in increasing accidents and injuries

It's Not About Risk or Severity of Claims

If risk were the primary issue, we would
see it reflected in increasing accidents and
injuries

We don't

Manitoba Comparison

Seasonal pricing works

Manitoba has aligned seasonal pricing with actual riding behaviour, successfully

A proven seasonal pricing model exists and has existed for over a decade

It has not been implemented in Saskatchewan

Missed Opportunity

SGL previously identified a seasonal model in 2014 that could reduce motorcycle rates by over 40% (similar to pre-2009 rates)

Nothing has been done to pursue this further

This is not a Risk Problem

This is a pricing model problem

The Solution

Seasonal pricing

Motorcycle specific permits with limits

Behavior focus

***A sustainable solution improves aligning pricing
with usage and continuing to focus on safety***

Outcome

Stable revenue with predictability and fairness

Full participation

No surprises for riders at future rate reviews

Final Statement

Repeating a known failed model
is not risk management

– it is risk creation

Closing

**When the only tool
in your toolbox is a
HAMMER...**

**...every problem
looks like a
NAIL**

It's time to get better tools and better solutions!