

BT x TD Electric Vehicle Insurance – Segment Transcript

Melanie: Good morning and welcome back. You are watching Breakfast Television. Happy Friday to you. In case you didn't know April is Earth month and whether you're looking to save money on gas or you want to be more environmentally friendly, an electric vehicle may be the perfect way to start. So here to break down what you need to know when it comes to EV insurance is Bruno Jauernig, Vice President at TD Insurance. Good morning to you.

Bruno: Good morning.

Melanie: There is such an interest right now in that whole EV-hybrid realm. Can you talk a little bit about what you've seen from a coverage standpoint on what people are saying. How many people are rushing toward you?

Bruno: Yeah, I mean, EVs and hybrids, um you know, they can't make them fast enough these days and they're hard to find, so we've seen that the number of our customers who are looking for EVs and hybrids is doubled over the last couple of years. So we're excited to see that. But we're also seeing more and more questions come from our customers on EVs and what they should be aware of as it relates to EVs in general and insurance.

Melanie: Very good. Okay, so people are looking for the EVs, they're looking for the hybrids, but at the same time they're saying what does it mean for me when it comes to coverage? So what should they be aware of?

Bruno: Yeah, well the great thing is EVs and hybrids really it's the exact same process and it's the exact same coverage that you get so if you've ever gone through an auto insurance policy purchase, you'd be very very familiar with the process. At TD though, we're really big fans of the environment and really big fans of EVs, so we do offer a few extra things, specifically for EV and hybrid drivers. We have a greenwill discount so you can save 5% off your insurance rates just by driving an EV or a hybrid vehicle, and the great thing is that's combinable with other discounts. So if you bought your insurance policy online and save 10% you can add this in and for 15% savings right off the top which is really really great.

Melanie: You just said a 'ding ding ding' word that people like hearing and that is savings. Every penny counts these days, right?

Bruno: Absolutely

Melanie: It's very difficult for many people's wallets. Let's talk about this. The unfortunate scenario where let's say you drive an EV and you get into an accident, things happen. What is that process like then when it comes to your insurance?

Bruno: Well, getting into an accident is never a great experience. The thing to keep in mind with EVs is not all repair shops are equipped to properly repair EVs, so you do need to check into that in advance. A big question about repairs is actually the battery, because the battery is such an integral and expensive part of the vehicle, so at TD Insurance we will replace that battery if it's not repairable. We also have our network of auto centres, so again, getting into an accident and the stress of the accident claim is a tough

experience. We offer a one-stop-shop where you can talk to an advisor, get a rental vehicle and get your car repaired all in one place. And we'll even try to get you into an EV rental if your EV is in for repairs, which is great. Our auto shops are certified by a wide range of OEM manufacturers, including some of the EV manufacturers like Tesla, so you can really rest assured that you're well covered.

Melanie: It's one less thing to have to worry about, right? As you say should you get into an unfortunate situation of an accident, that you can say alright it's in your hands, you know where to send me. Where can we send our viewers right now if they want some more information? What's the website?

Bruno: They can head on over to tdinsurance.com/ev

Melanie: Okay, and there's going to be a lot of interest there, so thank you so much for that Bruno. And we'll put all of that on our website for you! We're going to take a quick break here, sitting at 7:50 right now. Got anything to celebrate this weekend?

Bruno: It's Earth Day tomorrow.

Melanie: There you have it. Bruno's got it. But we're also celebrating you with birthdays, everything. Anniversaries, everything you want to do. Happy Birthday Earth.