



August 20, 2025

**Hello everyone,**

I'm pleased to share we've finalized details on the new Exotic vehicle repair rate (Exotic rate) noted in my [communication earlier this summer](#). I also want to share an update on the requirements of OEM price matching.

## The new Exotic rate

The new Exotic rates can be applied to eligible vehicle repairs as outlined below and includes:

- All unpaid repairs in-progress with a vehicle-in date of **June 1, 2025, or later**
- All new estimates written on **August 20, 2025, or later**

Exotic vehicles are defined as rare, limited-production and high-priced vehicles including, but not limited to, manufacturers such as Rolls Royce, Bugatti and McLaren, and may be eligible for a higher repair rate.

The following hourly Rate Differentials can be added in addition to the Program Rates on repairs for eligible vehicles:

Exotic Vehicle Repair Rate Schedule		
Rate Type	Rate Differential	Total including materials
Body	\$29.53/hour	\$126.04
Structural Aluminum (rate adjusted to match exotic Body rate)	\$11.64/hour	\$126.04
Frame	\$33.74/hour	\$143.06
Mechanical	\$37.96/hour	\$160.06
Feather, Prime & Block	\$29.53/hour	\$134.38

Please note the Exotic rate does not apply to refinish labour processes.



A complete [current rate table, including a separate schedule for facilities under the Development Rate](#), is available on the Business Partners Page.

## **Eligible vehicles**

To be eligible for the Exotic rate, the vehicle you're working on must meet the definition of "exotic vehicle" as noted in the [new policy](#) and be deemed eligible by ICBC.

Vehicles that are insured under an APV274 Special Risk Own Damage coverage policy are automatically eligible for the Exotic rate. [Certain other specific vehicle makes and models](#) may also be eligible for the Exotic rate.

Exotic rate applied to ineligible vehicles is subject to adjustment and recovery.

## **Applying the exotic rate in Mitchell Cloud Estimating (MCE)**

Please refer to the [Apply the exotic vehicle repair rate to an estimate](#) policy for a complete guide on how to add the Exotic rate to your estimate in MCE.

## **Updates to requirements for OEM price matching**

Also effective immediately, you'll no longer need to include a note in MCE indicating an OEM supplier has matched the price of a recycled or aftermarket part. This change has been made to help simplify and streamline your operations.

Previously, failure to include a note indicating OEM price match in MCE may have been reflected on your Quality Assurance assessment (QA). Our audit teams will no longer look for a note on the estimate documenting there is an OE price match.

Please refer to the updated [Parts selection and pricing policy](#) on the ICBC business partners page for further details.

## Questions? We're here to help

If you have any questions, please reach out to your MD Account Services representative. They'll be happy to assist you.

We hope these enhancements contribute positively to your business and support your continued success. Thank you for your ongoing support and for providing our mutual customers with quality services.

Sincerely,

**Shane Loiselle**

Manager, MD Programs Services