

Figure BMK- 7 2020-21 Comparative Benchmark Report

Line No.	Performance Measurement	SGI Auto Fund	MPI Basic Compulsory	ICBC
1	Headcount Analysis			
2	1. FTEs per \$100 Million of Gross Premiums Written	97.2	119.3	91.5
3	2. Mgmt FTEs per \$100 Million of Gross Premiums Written	14.8	8.9	10.4
4	3. Staff FTEs per \$100 Million of Gross Premiums Written	82.4	110.4	81.0
5	Span of Control Analysis			
6	4. Ratio of Staff to Management	5.6	12.4	7.8
7	Premium Metrics			
8	5. Total Gross Expenses as a % of Gross Premiums Written	17.4%	12.2%	10.2%
9	6. Average Gross Premiums Written (000's)	988,696	1,158,693	3,257,925
10	7. Gross Premiums Written per FTE	1,029,000	838,371	1,093,424
11	8. Gross Premiums Written Growth	2.7%	1.3%	-9.0%
12	9. Net Premiums Written as a % of Gross Premiums Written	99.0%	98.8%	100.0%
13	10. Total Net Expenses as a % of Net Premiums Written	17.6%	12.4%	10.2%
14	Policy Metrics			
15	11. Adjusted Policies In Force per FTE	976.8	866.0	1297.0
16	12. Total Gross Expenses per Adjusted Policy In Force	183.8	118.5	85.7
17	Traffic Safety Measurements			
18	13. Total Traffic Safety Expenses (000's)	39,808	7,708	\$ 29,822
19	14. Total Traffic Safety Expenses as a % of Gross Premiums Written	4.0%	0.7%	0.9%
20	Other Performance Measurements			
21	15. Pure Loss Ratio	63.3%	58.4%	59.0%
22	16. Loss Adjustment Expense Ratio	18.4%	12.6%	16.5%
23	17. Total Gross Expenses per FTE	179,000	102,617	111,111

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July 12, 2022

2023 GENERAL RATE APPLICATION
Part III - BMK Appendix 4

Figure BMK App 4-1 2020-21 Comparative Benchmark Report

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