



INTERRUPTION UNDERWRITING AGENCIES

Hypothetical Comparison based on an actual claim

Claim Comparison 22 Weeks

	BizPak	IUA
Standard Turnover	\$ 2,000,000.00	\$ 2,000,000.00
Cost of Sales	\$ 835,000.00	\$ 900,000.00
Insured Gross Margin	58.25%	55%
Sum Insured	\$ 1,165,000.00	\$ 1,100,000.00
	Indemnity Period 52 Weeks	Indemnity Period 52 Weeks
Co-Insurance (Average)	Nil	Nil
Anticipated Turnover - 22 Weeks	\$ 846,153.85	\$ 846,153.85
Actual Turnover	\$ 75,528.00	\$ 75,528.00
Shortfall	\$ 770,625.85	\$ 770,625.85
Apply Rate of Gross Profit	\$ 448,889.56	\$ 423,844.22
	58.25%	55%
Less; Savings		
Rent	\$ 63,461.54	
Light & Power	\$ 4,230.77	
Casual Wages	\$ 33,846.15	
Delivery Expenses	\$ 10,576.92	
Advertising	\$ 6,346.15	
Bank Fees	\$ 220.00	
	<u>\$ 118,681.54</u>	\$ NIL
Claim Payment	\$ 330,208.02	\$ 423,844.22
<i>(before average)</i>		
	\$ 93,636.20 (29%) difference in Payment	
Signage	\$ 2,950.00	\$ 2,950.00
Advertising	\$ 10,280.00	\$ 10,280.00
MD Claims Preparation	\$ 45,000.00	\$ 45,000.00
	<u>\$ 388,438.02</u>	<u>\$ 482,074.22</u>