

Five unique risks that impact business income

40%

OF BUSINESSES NEVER REOPEN
AFTER A DISASTER*

65%

OF SMALL BUSINESSES CALL
A SHUTDOWN A TOP CONCERN**

51%

OF BUSINESSES DON'T HAVE A
BUSINESS CONTINUITY PLAN IN PLACE***

Key risks to consider

1 Operational seasonality or primary customer

- Identify and document peak sales data
- Determine worse case scenarios for extra expense limits



2 Unique critical equipment

- Secure equipment rental options
- Keep spare parts
- Pre-arrange outsourcing



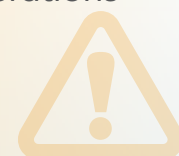
3 Interdependent locations

- How does an interruption at one facility affect other locations?
- Does one location have 40% or greater impact to production?



4 Time to return to full operations

- Natural catastrophe which limits labor/materials
- Zoning changes
- Long lead times



5 Unique location, building or processes

- Special building structures for storage, controls or machinery storage
- Proximity to critical suppliers or customers or availability of utilities
- Special permits for building reconstruction



Steps to take today

- Make sure businesses have continuity plans
- Review business income insurance at each renewal
- Visit our business income resource page at [hanover.com/BI](https://www.hanover.com/BI)



* FEMA

** Hanover Small Business Risk Report

*** Mercer

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