

## Partnering for Innovation

### ROAD TO RECOVERY:

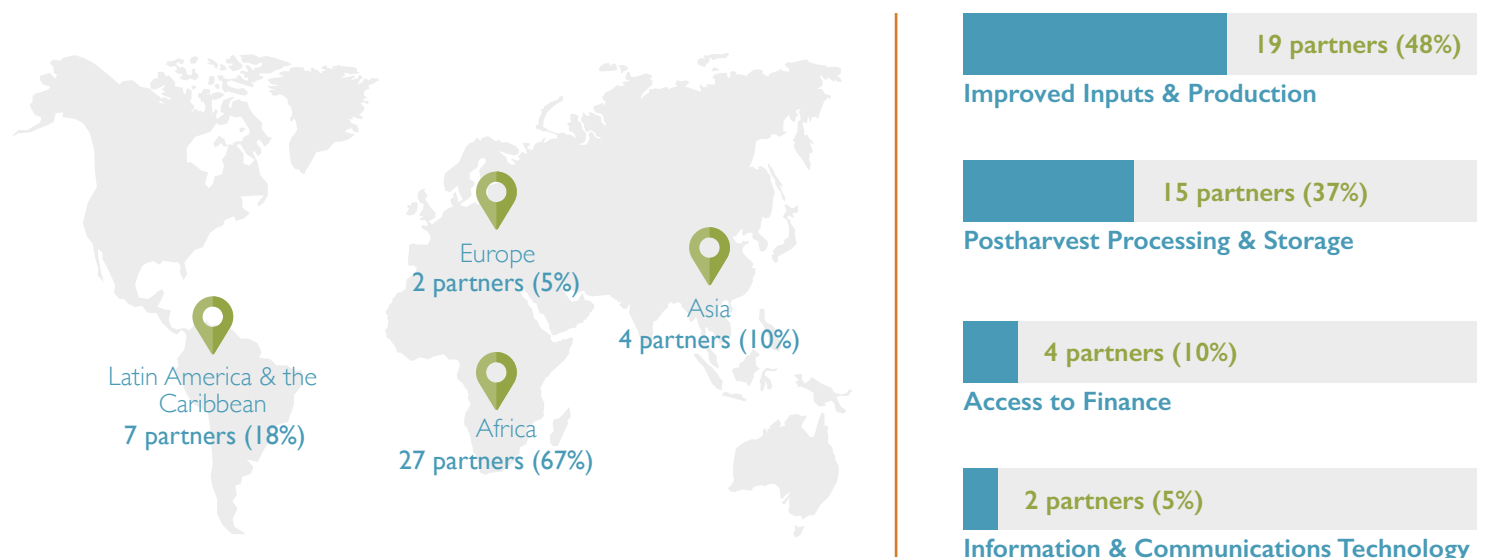
#### KEY FINDINGS FROM COVID-19 FOLLOW-UP PARTNER SURVEY

How has the COVID-19 pandemic impacted the bottom line of agribusinesses in emerging markets?  
Are owners able to pivot their operations to overcome unprecedented challenges?  
Can enterprises take advantage of a shifting business landscape to turn adversity into opportunity?

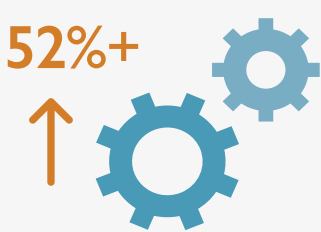
Months into the pandemic, Feed the Future Partnering for Innovation reached out once again to its global network of 65 private sector partners in 24 countries to answer these vital questions. Their responses reveal reason for optimism as many of them are slowly, but surely, starting to rebound.

#### ABOUT THE SURVEY

After launching our initial survey in May 2020 to assess the immediate economic impacts of COVID-19, Partnering for Innovation conducted a follow-up survey via e-mail in November 2020. Forty of our partners – working across 18 countries and 4 agribusiness sectors – provided valuable insights into how their businesses performed between May and October 2020 in five areas: production; sales; workforce; liquidity and financing; and decision-making.



#### PRODUCTION



##### Production picking up

Businesses face fewer production disruptions now compared to the start of the pandemic.

**52%** of businesses reported production levels similar to or greater than their pre-pandemic expectations - a **41% jump** since May.

#### SALES

##### Sales recovery underway

Fewer businesses are reporting sales decreases compared to the start of the pandemic. **7 out of 10 businesses saw a sales decrease between May and October - down from 9 out of 10 businesses in May.**

The share of businesses that lost more than half their sales **dropped by 36%** between the first month of the pandemic and the following six-month period.



#### WORKFORCE



##### Getting back to work

Struggling businesses laid off or furloughed **751** employees at the start of the pandemic - 8% of the total partner work force surveyed.

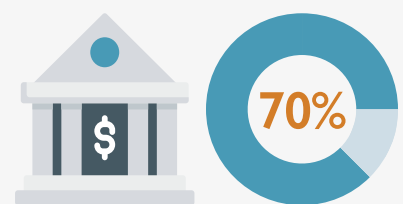
**515** of them have since been brought back.

#### LIQUIDITY & FINANCING

##### Business financial health is improving

**70%** of businesses have four months or more in cash flow and cash holdings to maintain operations - a **23% increase** from May.

**61%** of businesses have secured loans or other types of financing since the start of the pandemic.



#### DECISIONS

**26%**  
Advocacy

**74%**  
Cash Assistance

**21%**  
Information

**34%**  
Technical Assistance

##### Cash remains king

Businesses are recovering, but still need support to successfully navigate the pandemic.

**Cash** consistently ranks as the most desired type of support.

#### ABOUT FEED THE FUTURE PARTNERING FOR INNOVATION

Feed the Future Partnering for Innovation is a program funded by USAID's Bureau for Resilience and Food Security and implemented by Fintrac Inc. that builds partnerships with agribusinesses to help them sell new products and services to smallholder farmers, who represent a potential market of more than 500 million customers worldwide.