

Partnering for Innovation

**COVID-19 PARTNER SURVEY RESULTS:
LIQUIDITY AND FINANCING**

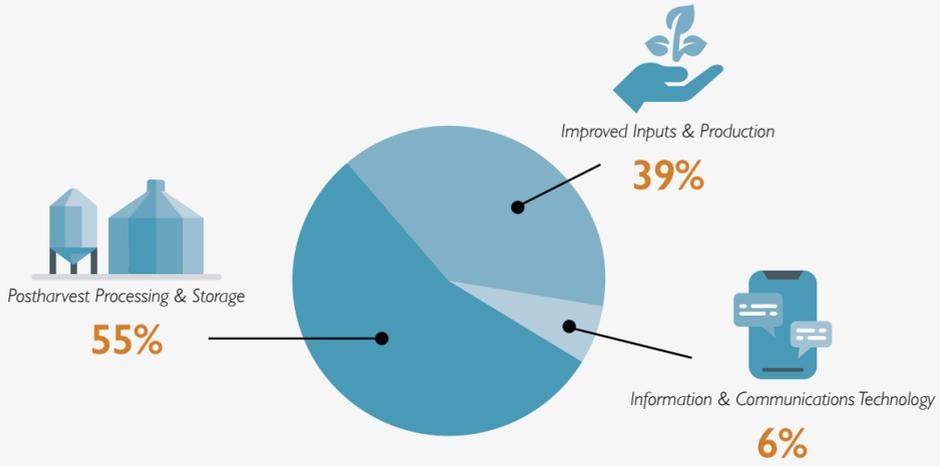
COVID-19 has amplified liquidity and financing challenges faced by agribusinesses in emerging markets. Lower sales and higher costs linked to supply chain disruptions have placed significant constraints on cash flow and cash holdings. Partnering for Innovation surveyed 44 of its private sector partners in 19 countries to gain a deeper understanding of how they are managing the financial health and stability of their businesses in the current environment.

IMPACT ON LIQUIDITY AND FINANCING



have **3 months or less** in current cash flow and cash holdings to maintain operations.

Businesses operating at the end of supply chains were the hardest hit in terms of liquidity and financing. Of the businesses with three months or less in cash flow and cash holdings, **the majority operated in the postharvest processing and storage sector.**

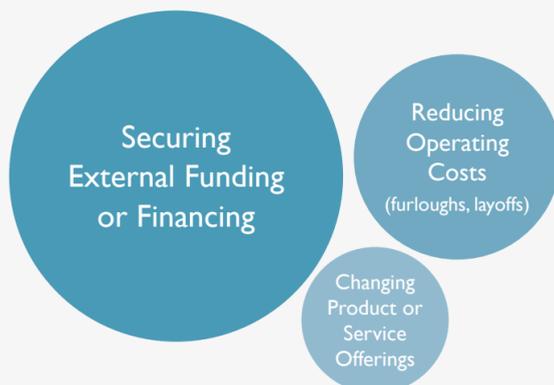


Businesses are struggling to meet routine financial obligations due to falling sales and increasing costs. **Their top three financial concerns are:**

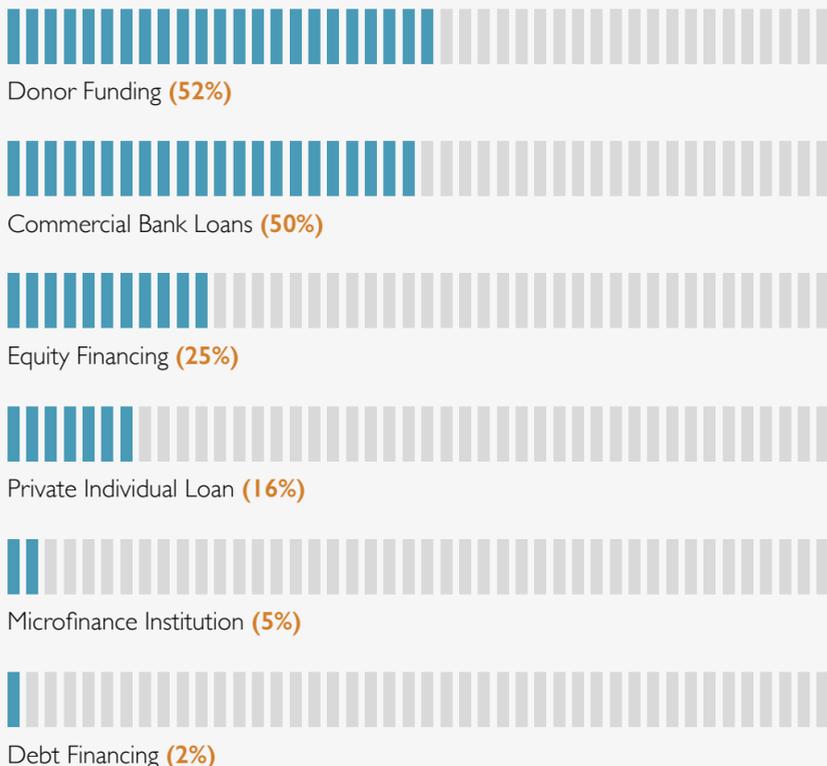


QUEST FOR FINANCING

Faced with financial pressures, businesses are pursuing different strategies to stabilize their cash flow and cash holdings. **The vast majority are seeking to secure external funding or financing.**



Business are turning to a variety of sources, particularly **donors and commercial banks**, to obtain external funding or financing.



Businesses are interested in securing **US\$645,500** on average. Many of them, especially micro- and small enterprises, face significant challenges in accessing this financing.

Top challenges include:



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.