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.

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.

### ABOUT THE SURVEY

Africa
- 7 partners (18%)

Asia
- 2 partners (5%)

Europe
- 27 partners (67%)

Latin America & the Caribbean
- 4 partners (10%)

### PRODUCTION

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

### SALES

Fewer businesses are reporting sales decreases compared to the start of the pandemic.

### WORKFORCE

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

### LIQUIDITY & FINANCING

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

### DECISIONS

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

**Cash remains king**

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