GRASP Pakistan
GROWTH FOR RURAL ADVANCEMENT AND SUSTAINABLE PROGRESS

The competitiveness of rural MSMEs and their resilience to the COVID-19 crisis

Evidence from Sindh, Pakistan

July 2020
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Definition of MSME under GRASP

Any enterprise engaged in an economic activity irrespective of its legal form or registration status. This includes self-employed, family firms, partnerships and associations that may or may not be registered.

Enterprises that are either Farms/Farmer Groups or Agribusinesses in and around the selected value chains. Agribusinesses include input suppliers, collectors, traders, processors or retailers.

Agribusinesses or farms/farmer groups with less than 250 employees (State Bank of Pakistan).

With annual sales turnover of less than or equal to PKR 650 million ($4.2 million) (SME Policy 2019).

Micro: 1 – 9
Small: 10 – 49
Medium: 49 – 249
Farm Size Categorization – Sindh

**Horticulture:**
Small: Up to 16 acres
Medium: Above 16 acres to 64 acres
Large: Above 64 acres

*Source: State Bank of Pakistan*

**Livestock: (Cattle)**
Small: 1 – 5 animals
Medium: 6 – 25 animals
Large: Above 25 animals

*Source: Government of Sindh*

**Livestock: (Goats)**
Small: Less than 30 animals
Medium: 30 – 100 animals
Large: Above 100 animals

*Source: No official definition exists. This definition comes from the farm surveys conducted by ITC*
Surveyed Districts of Sindh

GRASP surveyed districts
Based on ITC’s SME Competitiveness Survey (SMECS), and captures a wide range of factors, which determine firm competitiveness and relationships among value chain actors. It serves as an instrument for SME-level data collection and baseline setting.

Objectives

To gain understanding of private sector activities (production of good and services), as well as horizontal and vertical business linkages in selected value chains.

To identify, deepen into and validate main challenges faced by agri-businesses involved in inputs and services provision, trading and/or primary and secondary agro-processing in and around select value chains.
Agribusiness Survey in a snapshot – Sindh

**SAMPLE SIZE: 144 Agribusinesses**

**Respondents by Main Sector of Operation**

- **Livestock**
  - Processor: 20
  - Input Supplier: 18
  - Collector/Trader: 35

- **Vegetable**
  - Processor: 8
  - Input Supplier: 6
  - Collector/Trader: 16

- **Fruits**
  - Processor: 11
  - Input Supplier: 11
  - Collector/Trader: 19

**Respondents by types of products**

- **Fruits**
  - Dates, 32%

- **Vegetables**
  - Onions, 50%
  - Tomatoes, 50%

- **Livestock**
  - Live Goats, 41%
  - Live Cattle, 40%

**70 Collectors/Traders**
- 39 Input Supplier
- 35 Processors
Agribusiness Survey in a snapshot – Sindh

Agribusinesses by District

- Thatta: 60% Collector/Trader, 40% Processor
- Tando Muhammad: 100% Input Supplier
- Tando AllahYar: 63% Collector/Trader, 31% Processor, 6% Input Supplier
- Sanghar: 59% Collector/Trader, 35% Processor, 6% Input Supplier
- Shaheed Benazirabad: 67% Collector/Trader, 33% Processor
- Tharparka: 63% Collector/Trader, 38% Processor
- Mirpurkhas: 64% Collector/Trader, 29% Processor, 7% Input Supplier
- Matiari: 50% Collector/Trader, 25% Processor, 25% Input Supplier
- Khairpur: 50% Collector/Trader, 25% Processor, 25% Input Supplier
- Karachi: 9% Collector/Trader, 9% Processor, 82% Input Supplier
- Hyderabad: 46% Collector/Trader, 15% Processor, 38% Input Supplier

Agribusinesses by Size (# of employees)

- Micro (1-9), 81%
- Small (10-49), 17%
- Medium (50-249), 1%
- Large (250+), 1%
The survey contributes to gathering information at farm level on production, access to markets and inputs, identifying main challenges, and assessing knowledge and practices in areas relevant to the GRASP programme, such as climate change and gender issues.

Objectives

To gain an understanding of the characteristics and performance of primary production in select value chains from a farm-level perspective.

To identify, deepen into and validate main challenges faced by farmers and farmer groups when engaging in the production, value addition and commercialization of select products.
Farm Survey in a snapshot – Sindh

District and share of respondents: farm survey

- Hyderabad: 22%
- Karachi: 5%
- Khairpur: 3%
- Makiari: 9%
- Mirpurkhas: 14%
- Tharparkar: 7%
- Shaheed: 13%
- Sanghar: 11%
- Tando Aliyar: 7%
- Tando: 4%
- Thatta: 5%

Size of the farm – Land Holdings

- Large Holding: 21%
- Medium Holding: 38%
- Small Holding: 41%

Main sector of activity

- Livestock: 49%
- Fruits: 28%
- Vegetable: 23%
**Annual Revenue**

- **FARMS – Annual Revenue**
  - PKR 20,000 – 200,000: 13%
  - PKR 200,000 – 2,000,000: 56%
  - PKR 2,000,000 – 20,000,000: 31%
  - Refuse to answer: 1%

- **AGRIBUSINESSES – Annual Revenue**
  - PKR 20,000 – 200,000: 52%
  - PKR 200,000 – 2,000,000: 23%
  - PKR 2,000,000 – 20,000,000: 7%
  - Refuse to answer: 2%
  - Do not know: 2%

*Annual Revenue from Sales*
FTE* = 40 hours/week is referred to as one FTE (2,080 hours/annum)

Number of Full-Time Employees*

**FARMS by Number of Full-Time Employees**
- Micro (1-9 employees), 64%
- Small (10-49 employees), 35%
- Medium (50-249 employees), 1%

**AGRIBUSINESSES by Number of Full-Time Employees**
- Micro (1-9 employees), 81%
- Small (10-49 employees), 17%
- Medium (50-249 employees), 1%
- Large (250+ employees), 1%
Climate Smart Agriculture
AGRIBUSINESS SURVEY:
• Only 1 agribusiness out of 144 reported that it has an environment certificate

FARM SURVEY:
• Just 1 of the 92 interviewed farmers implemented new technique/technology of water management practices in the past year

• Only 5 of the 92 interviewed farmers had adopted water and soil conservation measures. Out of the 5:
  ▪ 2 did Flood prevention
  ▪ 1 did Water conservation,
  ▪ 1 did Overgrazing prevention
  ▪ 1 followed Out-migration, i.e. leave and settle elsewhere
Use of mobile phones by FARMERS by activity

- Access to market pricing information: 80%
- Gaining knowledge on good agriculture practices: 17%
- Access to weather forecasting services: 25%
- Monitoring farm activities: 32%
- Do not use mobile digital technology: 9%
## Number of agribusiness firms saying they need help to deal with specified environmental issues

<table>
<thead>
<tr>
<th>Issue</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insuring your business</td>
<td>81%</td>
</tr>
<tr>
<td>Accessing finance</td>
<td>66%</td>
</tr>
<tr>
<td>Risk management methods</td>
<td>49%</td>
</tr>
<tr>
<td>Improving your logistics and shipping</td>
<td>29%</td>
</tr>
<tr>
<td>Accessing information and communication technology</td>
<td>20%</td>
</tr>
<tr>
<td>Training in climate smart agriculture</td>
<td>17%</td>
</tr>
<tr>
<td>Training in climate proofing infrastructural developments</td>
<td>13%</td>
</tr>
<tr>
<td>Increasing information sharing regarding environmental regulations</td>
<td>9%</td>
</tr>
</tbody>
</table>

46% of the respondents mentioned that access to finance is one of the top three key indicators they would be interested in receiving assistance in to deal with environmental issues.
Value Addition
Respondents reporting post-harvest losses

**FOR AGRIBUSINESS:** Only 2 firms out of 144 reported inadequate post-harvest handling was a top constraint for them.

**FOR FARMERS:**

- 86% of the surveyed farmers lost 10% or less of their output to spoilage and/or pest.
- 10% of the farmers lost between 11-20% of their total produce to spoilage and/or pest.
- While, a 4% of the 92 farmers surveyed lost nearly a substantial amount (21-30%) of their produce to spoilage and/or pest.

Proportion of output lost to spoilage/ pest (%)

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

- 0-10 %
- 11-20 %
- 21-30 %
More than half of the firms reported that they were involved in value addition. Quality Standards was the most popular value addition activity taking place, followed by firms adopting special variety seed or breed.
Firms involved in Value Addition - Agribusiness

With respect to processors:
- For fruits and vegetable processors, cutting/peeling in primary processing and juicing and pulping in secondary processing are the most popular.
- For livestock processors, ground meat is the most popular form of processing.

With respect to farmers:
- Only 2 of the 92 surveyed do any kind of chilling/freezing.

<table>
<thead>
<tr>
<th>Activities</th>
<th>Number of Processors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ground Meat, Smoke Meat and Sausages</td>
<td>12</td>
</tr>
<tr>
<td>Deboned/Cut/Packed</td>
<td>1</td>
</tr>
<tr>
<td>Other processed food</td>
<td>3</td>
</tr>
<tr>
<td>Processed Food and Snacks</td>
<td>1</td>
</tr>
<tr>
<td>Sauces/Chutneys</td>
<td>3</td>
</tr>
<tr>
<td>Juice/Pulp/Purree</td>
<td>6</td>
</tr>
<tr>
<td>Cut/Peel/Sort/Dry/Package</td>
<td>6</td>
</tr>
</tbody>
</table>
Farmers involved in Grading/Sorting – Farm

One-quarter of the farmers surveyed undertake grading and sorting activities in their farm for selling products.
Quality and Regulatory Management
Certified Firms – Agribusiness Survey

**LFM Indicators: Intermediate Outcome 2.1 and Output 2.2.3**

Intermediate Outcome 2.1: Number of targeted MSMEs including producers reporting compliance with food safety regulations and sustainability standards

Output 2.2.3: Number of MSMEs supported to comply with food safety and other SPS measures

- Out of those answering the questions, 20% of the respondents reported that they have at least one type of certification.
- Between those who hold any type of certification, the most popular certification held was Food Safety, followed by Quality.
Only 3% of the farmers have any type of certification, but none of them internationally recognized certification*

Just 9% of the farmers are planning to obtain certification
Agribusiness Management and Marketing
54% of the AGRIBUSINESSES have a brand recognised in Pakistan; while merely **8%** have brand recognised overseas.

31% of the AGRIBUSINESSES said that the training on MARKETING MANAGEMENT would useful for their business operations.

Number of respondent agribusinesses saying specified type of training would be useful for them:

- **Packaging**: 18
- **Storage management**: 25
- **Finance**: 28
- **Food safety and handling**: 28
- **Marketing**: 34
- **Quality management**: 47
- **Basic education (reading, writing, counting etc.)**: 74
Almost half of the total respondents directly market their products either through retail or export. Out of those directly marketing, most of them (39%) choose direct retail as their market channel.

*Firms that directly market more than or equal to 5% of their produce*
In the past year, on an average, among the surveyed farms responses:

- Less than 1% of the average sales was to processors and retailers combined
- Nearly 3% was sold directly to wholesalers and
- 10% directly to consumers
- However, an overwhelming majority (85%) sell indirectly through middlemen (Mainly Arthi, and Beoparis)

Note: “Others” category was excluded from this assessment
• 39% of the respondents were registered firms.  
• The highest rate of registration was found in livestock firms, followed by fruits firms.

• 68% of the farms interviewed had a registered their property.  
• A quarter of the 92 firms interviewed had not registered.
Almost half of the firms source from farmer or farmers groups.
• Most of the firms do not have a formal agreement with farmers/farmer groups.
• Most of those who do have contracts, the nature of their contracts is oral.
8 out of 143 AGRIBUSINESSES responding said that Dissemination of Market Information is amongst the top 3 constraints faced by them.
Most of the firms face some degree of obstacles due to the lack of access to finance. Firms usually source from their own savings or friends or family. Very few turn to commercial banks.
Farmers having a bank account – Farm Survey

- Yes, 51%
- No, 48%
- Do not know, 1%
Gender
Only 4% of the total respondents (i.e. 6 firms) reported that they employ full time female employees. However, firms employing women reported a balanced men-women ratio.

- 26% of the surveyed farms have full time women employees.
- Amongst the quarter farms that employ full time women employees, the proportion is quite substantial; on an average more than half (52%) of the farms employees are women farmers.
Institutions and Support Services
Firm-Public Institution Linkages

Agribusinesses’ Linkages with Public Institutions

- No, 78%
- Yes, 22%

- Government institution or agencies in charge of agriculture and livestock, 9%
- Government institution or agencies in charge of standards or certification, 3%
- Other government institutions, 10%
Access to and Quality of Advisory Services provided to agribusinesses by public institutions

- No access to advisory services, 68%
- Yes: Low Quality, 18%
- Yes: Medium Quality, 9%
- Yes: High Quality, 5%
- Yes, 32%
Of the total AGRIBUSINESSES, the following received support from public institutions:

- 9 for product development,
- 3 for business planning, and
- 2 for supply chain management.

A majority of 123 answered that no such services were provided by the public institutions.
Farm-Public Institution Linkages

42% of the FARMERS said that they have never accessed any public institution service.

Quality of services provided by public institutions to FARMERS:

- 46% Low
- 39% Medium
- 15% High

Quality of services by public institutions
Farm-Farm Association Linkages

Quality of services provided to farmers by farmers associations

- Do not belong to any associations, 77%
- No service provided, 8%
- Any service provided, 15%
  - Very Poor, 4%
  - Poor, 7%
  - Average, 4%
**Most popular types of advice provided by agribusiness firms to farmers**

<table>
<thead>
<tr>
<th>Service</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nutrition management</td>
<td>46%</td>
</tr>
<tr>
<td>Water management</td>
<td>21%</td>
</tr>
<tr>
<td>Crop focused/breed focused</td>
<td>16%</td>
</tr>
<tr>
<td>Training</td>
<td>10%</td>
</tr>
<tr>
<td>Land preparation, soil testing, planting</td>
<td>6%</td>
</tr>
</tbody>
</table>

**Services provided by AGribusinesSES to farmers or farmers group (in %)**

- No service provided: 75%
- Any service provided: 25%
- Finance in the form of loans, advanced payments or grants: 8%
- Market information: 7%
- Extension/Training: 5%
- Storage facilities: 3%
- Packaging material: 3%
Agriculture Extension Services – Farm Survey

Share of farmers accessing agricultural extension service

No 27%
Yes, 73%

Other farmers 27%
Private sector 6%
Government 3%
Collectors/ Traders 18%
Input suppliers 17%
Farmer association 1%
Agriculture Extension Services – Farm Survey

FARMERS: Support services by inputs suppliers

- No training from input supplier, 63%
- Training from input supplier, 37%

Use inputs e.g. fertilizers/pesticides, 26%
- Improve production techniques, 8%
- Sustainable practices of production, 3%
FARMERS: Support services by buyers

- No training/advice received, 83%
- Any training/advice received, 17%

- Identify quality inputs, 4%
- Improve production techniques, 5%
- Improve quality of production, 4%
- Add value to products eg. cleaning/sorting, 2%
- Improve storage facilities, 1%
- Understand market specifications, 1%

FARMERS: Support services by buyers, 17%

Any training/advice received, 17%
## Agriculture Extension Services – Farm Survey

### Type of training requested by livestock and horticulture farmers

<table>
<thead>
<tr>
<th>Training Area</th>
<th>Livestock Farmers</th>
<th>Horticulture Farmers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Animal health management</td>
<td>28</td>
<td></td>
</tr>
<tr>
<td>Housing of livestock</td>
<td>15</td>
<td></td>
</tr>
<tr>
<td>Animal nutrition management and feed formulation</td>
<td>13</td>
<td></td>
</tr>
<tr>
<td>Animal breeding</td>
<td>19</td>
<td></td>
</tr>
<tr>
<td>Methods of planting</td>
<td>16</td>
<td></td>
</tr>
<tr>
<td>Selecting and buying inputs</td>
<td>12</td>
<td></td>
</tr>
<tr>
<td>Use of fertilizers</td>
<td>17</td>
<td></td>
</tr>
<tr>
<td>Pest and disease control</td>
<td>17</td>
<td></td>
</tr>
</tbody>
</table>

First priority: Livestock farmers

Second priority: Horticulture farmers

Third priority: Livestock farmers
COVID-19 Business Impact
Assessing COVID-19 impact on agricultural MSMEs

**ASSESS** the impact on business operations, production capacities, and market access of MSMEs in horticulture and livestock in Sindh and Balochistan, and analyse government response...

**TO** feed into GRASP’s Rural MSME strategies, and policy briefs, and adapt GRASP’s planned support activities

**BY** generating empirical evidence

153 agribusinesses and 99 farmers were interviewed
Effect of Covid-19 pandemic on MSMEs

Proportion of MSMEs affected by COVID-19 pandemic

- Strongly affected: 42%
- Slightly affected: 21%
- Moderately affected: 30%
- Not affected: 2%

Proportion of agribusinesses and farms envisaging business closure

- 1 month or less: 7% (Agribusiness), 12% (Farm)
- 3 months: 24% (Agribusiness), 12% (Farm)
- 6 months or more: 25% (Agribusiness), 12% (Farm)
- Business closure not envisaged: 56% (Agribusiness), 52% (Farm)

Number of MSMEs reporting top effects of Covid-19 pandemic

- Temporary Shutdown: 116
- Employee absences due to sickness: 64, 28
- Reduced investment: 64, 31
- Increased administrative bottlenecks: 64, 43
- Reduced logistics services: 93
- Clients not paying their bills: 91
- Lower domestic sales to businesses: 78
- Lower domestic sales to consumers: 88
- Difficulty accessing inputs: 113
Coping Strategies Employed by MSMEs to combat COVID-19 challenges

Number of MSMEs employing coping strategies

- **Production and Marketing**
  - Increased marketing efforts: 42 Farm, 70 Agribusiness
  - Started sourcing from new suppliers: 12 Farm, 33 Agribusiness
  - Developed online sales: 2 Farm, 14 Agribusiness

- **Finance**
  - Used own-savings: 49 Farm, 85 Agribusiness
  - Borrowed from friend/family: 17 Farm, 64 Agribusiness
  - Sold off assets: 127 Farm, 2 Agribusiness

- **Employees**
  - Temporarily reduced employment: 46 Farm, 70 Agribusiness
  - Laid off/stopped paying daily wagers: 13 Farm, 24 Agribusiness
  - Laid off full time employees: 5 Farm, 9 Agribusiness

Impact of coping strategies on MSMEs

- **Major Negative Impact**: 6% Farm, 2% Agribusiness
- **Negative Impact**: 11% Farm, 13% Agribusiness
- **No Impact**: 49% Farm, 55% Agribusiness
- **Positive Impact**: 27% Farm, 26% Agribusiness
- **Major Positive Impact**: 6% Farm, 3% Agribusiness
<table>
<thead>
<tr>
<th>Policy Measure</th>
<th>Farmer</th>
<th>Agribusiness</th>
<th>Not aware of this measure</th>
<th>Helpful</th>
<th>Standard</th>
<th>Not helpful</th>
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</thead>
<tbody>
<tr>
<td>Relief to daily wage workers</td>
<td>33%</td>
<td>27%</td>
<td>14%</td>
<td>11%</td>
<td>42%</td>
<td></td>
</tr>
<tr>
<td>Accelerated tax refunds for exporters</td>
<td>74%</td>
<td>68%</td>
<td>2%</td>
<td>2%</td>
<td>22%</td>
<td></td>
</tr>
<tr>
<td>Cash transfers</td>
<td>9%</td>
<td>8%</td>
<td>32%</td>
<td>22%</td>
<td>37%</td>
<td></td>
</tr>
<tr>
<td>Financial support to MSMEs</td>
<td>37%</td>
<td>41%</td>
<td>26%</td>
<td>10%</td>
<td>27%</td>
<td></td>
</tr>
<tr>
<td>Relief in fuel prices</td>
<td>2%</td>
<td>8%</td>
<td>39%</td>
<td>25%</td>
<td>34%</td>
<td></td>
</tr>
<tr>
<td>Electricity bill payments</td>
<td>5%</td>
<td>5%</td>
<td>22%</td>
<td>17%</td>
<td>56%</td>
<td></td>
</tr>
<tr>
<td>Avoid laying off workers</td>
<td>58%</td>
<td>43%</td>
<td>4%</td>
<td>12%</td>
<td>26%</td>
<td></td>
</tr>
<tr>
<td>Permanent increase regulatory limit on extension of credit to SMEs</td>
<td>66%</td>
<td>55%</td>
<td>3%</td>
<td>9%</td>
<td>22%</td>
<td></td>
</tr>
<tr>
<td>Providing deferred interest payments</td>
<td>41%</td>
<td>35%</td>
<td>12%</td>
<td>15%</td>
<td>32%</td>
<td></td>
</tr>
<tr>
<td>Concessional Loans</td>
<td>38%</td>
<td>37%</td>
<td>22%</td>
<td>11%</td>
<td>29%</td>
<td></td>
</tr>
<tr>
<td>Providing reduction on interest rates</td>
<td>39%</td>
<td>35%</td>
<td>16%</td>
<td>17%</td>
<td>28%</td>
<td></td>
</tr>
<tr>
<td>The Ehsaas Emergency Cash Programme</td>
<td>9%</td>
<td>12%</td>
<td>38%</td>
<td>22%</td>
<td>31%</td>
<td></td>
</tr>
</tbody>
</table>
Government of Pakistan’s policy response to the COVID-19 pandemic (select graphs)

The Ehsaas Emergency Cash Programme

- Farmers: 31% Not helpful at all, 22% Somewhat helpful, 38% Helpful, 9% Not aware of this measure
- Agribusiness: 48% Not helpful at all, 25% Somewhat helpful, 15% Helpful, 12% Not aware of this measure

Electricity bill payment

- Farmers: 22% Very Helpful, 17% Somewhat helpful, 5% Not helpful at all, 5% Not aware of this measure
- Agribusiness: 56% Very Helpful, 55% Somewhat helpful, 5% Not helpful at all, 5% Not aware of this measure

Permanent increase regulatory limit on extension of credit to SMEs

- Agribusiness: 55% Not aware of this measure, 4% Helpful, 4% Standard, 37% Not helpful
- Farmer: 66% Not aware of this measure, 3% Helpful, 9% Standard, 22% Not helpful
MSME satisfaction and ease of access to information and benefits

Satisfaction with the policy response of the Government of Pakistan

<table>
<thead>
<tr>
<th>Category</th>
<th>Satisfied</th>
<th>Somewhat satisfied</th>
<th>Dissatisfied</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agribusiness</td>
<td>13%</td>
<td>33%</td>
<td>54%</td>
</tr>
<tr>
<td>Farm</td>
<td>20%</td>
<td>41%</td>
<td>39%</td>
</tr>
</tbody>
</table>

Ease of access to information and benefits on policy measures

<table>
<thead>
<tr>
<th>Category</th>
<th>Difficult</th>
<th>Somewhat easy</th>
<th>Easy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agribusiness</td>
<td>6%</td>
<td>26%</td>
<td>39%</td>
</tr>
<tr>
<td>Farmer</td>
<td>68%</td>
<td>26%</td>
<td>69%</td>
</tr>
</tbody>
</table>
### MSMEs needing specific Government policies to cope with COVID-19 challenges

#### Need for specific government policy to help cope with COVID-19

<table>
<thead>
<tr>
<th>Category</th>
<th>Policy</th>
<th>Agribusiness</th>
<th>Farm</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FINANCE</strong></td>
<td>Credit guarantees</td>
<td>28%</td>
<td>29%</td>
</tr>
<tr>
<td></td>
<td>Fee waivers on loans</td>
<td>19%</td>
<td>26%</td>
</tr>
<tr>
<td></td>
<td>Debt-write offs</td>
<td>18%</td>
<td>18%</td>
</tr>
<tr>
<td></td>
<td>Tax waivers or temporary tax breaks</td>
<td>18%</td>
<td>13%</td>
</tr>
<tr>
<td></td>
<td>Help in payroll expenses to retain employees</td>
<td>12%</td>
<td>7%</td>
</tr>
<tr>
<td></td>
<td>Interest free loans</td>
<td>6%</td>
<td>7%</td>
</tr>
<tr>
<td><strong>PRODUCTION</strong></td>
<td>Deferred payments for inputs</td>
<td>42%</td>
<td>53%</td>
</tr>
<tr>
<td></td>
<td>Build emergency food reserves or food banks</td>
<td>18%</td>
<td>20%</td>
</tr>
<tr>
<td></td>
<td>Tax waivers or temporary tax breaks</td>
<td>17%</td>
<td>11%</td>
</tr>
<tr>
<td></td>
<td>Hygienic and safe transport for workers</td>
<td>12%</td>
<td>8%</td>
</tr>
<tr>
<td></td>
<td>Reduction of tariffs on imported inputs</td>
<td>11%</td>
<td>8%</td>
</tr>
<tr>
<td><strong>OUTPUT AND DISTRIBUTION</strong></td>
<td>Protection against falling commodity prices</td>
<td>26%</td>
<td>29%</td>
</tr>
<tr>
<td></td>
<td>Purchase of unsold stocks of finished goods</td>
<td>19%</td>
<td>20%</td>
</tr>
<tr>
<td></td>
<td>Build collection centres near production site</td>
<td>15%</td>
<td>17%</td>
</tr>
<tr>
<td></td>
<td>Bridge the gap between price received by farmer and market price</td>
<td>15%</td>
<td>15%</td>
</tr>
<tr>
<td></td>
<td>Fully subsidize storage costs</td>
<td>14%</td>
<td>13%</td>
</tr>
<tr>
<td></td>
<td>Hygienic transport and distribution channels</td>
<td>7%</td>
<td>4%</td>
</tr>
<tr>
<td></td>
<td>Certification for handling, and storage of food</td>
<td>5%</td>
<td>1%</td>
</tr>
</tbody>
</table>

Note: This graph depicts the share of respondents over the total number of respondents per category – finance, production, and output and distribution – for both, agribusinesses and farmers respectively. The highlighted rows illustrate the most needed policy response per category.
Number of farms saying they need help to deal with specified COVID-19 challenges

<table>
<thead>
<tr>
<th>Access to Finance</th>
<th>No Need</th>
<th>Priority 1: Immediate Need</th>
<th>Priority 2: Medium-Term Need</th>
<th>Priority 3: Long-Term Need</th>
</tr>
</thead>
<tbody>
<tr>
<td>Develop new business models to continue sales</td>
<td>21</td>
<td>38</td>
<td>26</td>
<td>14</td>
</tr>
<tr>
<td>Train businesses in relevant financial literacy</td>
<td>34</td>
<td>38</td>
<td>20</td>
<td>7</td>
</tr>
<tr>
<td>Develop new financial models</td>
<td>47</td>
<td>18</td>
<td>18</td>
<td>16</td>
</tr>
<tr>
<td>Support in accessing existing loans and grants</td>
<td>31</td>
<td>44</td>
<td>15</td>
<td>9</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Market Access</th>
<th>No Need</th>
<th>Priority 1: Immediate Need</th>
<th>Priority 2: Medium-Term Need</th>
<th>Priority 3: Long-Term Need</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market Information Dissemination</td>
<td>47</td>
<td>47</td>
<td>39</td>
<td>8</td>
</tr>
<tr>
<td>Train value chain actors on new ways of business management</td>
<td>12</td>
<td>30</td>
<td>47</td>
<td>10</td>
</tr>
<tr>
<td>Develop new tools for selling/buying/market information</td>
<td>34</td>
<td>22</td>
<td>30</td>
<td>13</td>
</tr>
<tr>
<td>Access to existing online platforms for selling/buying/market information</td>
<td>63</td>
<td>7</td>
<td>15</td>
<td>14</td>
</tr>
<tr>
<td>Better Internet Connection</td>
<td>77</td>
<td>6</td>
<td>9</td>
<td>7</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Productivity, Quality, and Sustainability</th>
<th>No Need</th>
<th>Priority 1: Immediate Need</th>
<th>Priority 2: Medium-Term Need</th>
<th>Priority 3: Long-Term Need</th>
</tr>
</thead>
<tbody>
<tr>
<td>Train value chain actors on new ways of production</td>
<td>7</td>
<td>35</td>
<td>46</td>
<td>11</td>
</tr>
<tr>
<td>Increase and ease input availability and procurement</td>
<td>10</td>
<td>64</td>
<td>21</td>
<td>4</td>
</tr>
<tr>
<td>Support in obtaining certifications/compliance to be able to operate</td>
<td>34</td>
<td>12</td>
<td>24</td>
<td>29</td>
</tr>
<tr>
<td>Review of workplace safety standards</td>
<td>39</td>
<td>23</td>
<td>20</td>
<td>17</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Regulations and Policies</th>
<th>No Need</th>
<th>Priority 1: Immediate Need</th>
<th>Priority 2: Medium-Term Need</th>
<th>Priority 3: Long-Term Need</th>
</tr>
</thead>
<tbody>
<tr>
<td>Incubation for start-ups</td>
<td>15</td>
<td>40</td>
<td>33</td>
<td>11</td>
</tr>
<tr>
<td>Ensure Food Security</td>
<td>12</td>
<td>47</td>
<td>30</td>
<td>10</td>
</tr>
<tr>
<td>Support firms' survival during and post COVID</td>
<td>41</td>
<td>72</td>
<td>17</td>
<td>6</td>
</tr>
</tbody>
</table>

**NOTE:** Each respondent was asked to choose the urgency for each type of assistance they required from GRASP in the following categories: Regulations and Policies, Productivity, Quality, and Sustainability, Market Access, and Access to Finance. Each bar in the graphs shows the total number of respondents split into their chosen level of priority for each type of assistance in each of the categories.
### Agribusinesses needing help from GRASP with COVID-19 challenges

| Area                                           | Support in accessing existing loans and grants | Incubation for start-ups | Support firms’ survival during and post COVID | Market Information Dissemination | Access to existing online platforms for selling/buying/market... | Better Internet Connection | Review of workplace safety standards | Incubation for start-ups | Train value chain actors on new ways of production | Train value chain actors on new ways of business management | Develop new tools for selling/buying/market information | Develop new business models to continue sales | Train businesses in relevant financial literacy | Develop new financial models | Support in accessing existing loans and grants |
|-----------------------------------------------|-----------------------------------------------|---------------------------|-----------------------------------------------|----------------------------------|---------------------------------------------------------------|-----------------------------|--------------------------------------|---------------------------|-----------------------------------------------|-------------------------------------------------------------|----------------------------------------------------------|---------------------------------------------------|-----------------------------------------------|-----------------------------------------------|---------------------------------------------------|-----------------------------------------------|
| **Access to finance**                         |                                               |                           |                                               |                                  |                                                               |                             |                                      |                           |                                               |                                                             |                                                          |                                                   |                                               |                                 |                                                  |
| No Need                                       | Priority 1: Immediate Need                     | Priority 2: Medium-Term Need | Priority 3: Long-Term Need                    | No Need                         | Priority 1: Immediate Need                                     | Priority 2: Medium-Term Need | Priority 3: Long-Term Need            | No Need                                    | Priority 1: Immediate Need                     | Priority 2: Medium-Term Need                         | Priority 3: Long-Term Need                         | No Need                          | Priority 1: Immediate Need                    | Priority 2: Medium-Term Need                    | Priority 3: Long-Term Need | Priority 1: Immediate Need                     |
| **Market Access**                             |                                               |                           |                                               |                                  |                                                               |                             |                                      |                           |                                               |                                                             |                                                          |                                                   |                                               |                                 |                                                  |
| No Need                                       | Priority 1: Immediate Need                     | Priority 2: Medium-Term Need | Priority 3: Long-Term Need                    | No Need                         | Priority 1: Immediate Need                                     | Priority 2: Medium-Term Need | Priority 3: Long-Term Need            | No Need                                    | Priority 1: Immediate Need                     | Priority 2: Medium-Term Need                         | Priority 3: Long-Term Need                         | No Need                          | Priority 1: Immediate Need                    | Priority 2: Medium-Term Need                    | Priority 3: Long-Term Need | Priority 1: Immediate Need                     |
| **Productivity, Quality, and Sustainability** |                                               |                           |                                               |                                  |                                                               |                             |                                      |                           |                                               |                                                             |                                                          |                                                   |                                               |                                 |                                                  |
| No Need                                       | Priority 1: Immediate Need                     | Priority 2: Medium-Term Need | Priority 3: Long-Term Need                    | No Need                         | Priority 1: Immediate Need                                     | Priority 2: Medium-Term Need | Priority 3: Long-Term Need            | No Need                                    | Priority 1: Immediate Need                     | Priority 2: Medium-Term Need                         | Priority 3: Long-Term Need                         | No Need                          | Priority 1: Immediate Need                    | Priority 2: Medium-Term Need                    | Priority 3: Long-Term Need | Priority 1: Immediate Need                     |
| **Regulations and Policies**                  |                                               |                           |                                               |                                  |                                                               |                             |                                      |                           |                                               |                                                             |                                                          |                                                   |                                               |                                 |                                                  |
| No Need                                       | Priority 1: Immediate Need                     | Priority 2: Medium-Term Need | Priority 3: Long-Term Need                    | No Need                         | Priority 1: Immediate Need                                     | Priority 2: Medium-Term Need | Priority 3: Long-Term Need            | No Need                                    | Priority 1: Immediate Need                     | Priority 2: Medium-Term Need                         | Priority 3: Long-Term Need                         | No Need                          | Priority 1: Immediate Need                    | Priority 2: Medium-Term Need                    | Priority 3: Long-Term Need | Priority 1: Immediate Need                     |

**NOTE:** Each respondent was asked to choose the urgency for each type of assistance they required from GRASP in the following categories: Regulations and Policies, Productivity, Quality, and Sustainability, Market Access, and Access to Finance. Each bar in the graphs shows the total number of respondents split into their chosen level of priority for each type of assistance in each of the categories.