ABOUT IFC

IFC—a member of the World Bank Group—is the largest global development institution focused on the private sector in emerging markets. We work in more than 100 countries, using our capital, expertise, and influence to create markets and opportunities in developing countries. In fiscal year 2020, we invested $22 billion in private companies and financial institutions in developing countries, leveraging the power of the private sector to end extreme poverty and boost shared prosperity. For more information, visit www.ifc.org.

FIJI PARTNERSHIP

IFC’s work in Fiji is supported by the governments of Australia and New Zealand under the Fiji Partnership to unlock private sector investment, promote sustainable economic growth and boost shared prosperity in Fiji.

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OVERVIEW

Tropical Cyclone Yasa crossed Fiji on December 17th-19th 2020. The cyclone was one of the strongest cyclones recorded in the Pacific and the second category 5 cyclone to hit Fiji amid the COVID-19 pandemic. The most destructive winds of Tropical Cyclone Yasa were borne by the Northern region, buffeting the island of Vanua Levu on the evening of the 17th, and leaving a devastating impact on homes and crops.

The Fijian Government understands Tropical Cyclone Yasa impacted businesses across Fiji. In order to better understand how businesses have been impacted, and to better support businesses through the recovery, the Ministry of Commerce, Trade, Tourism and Transport (MCTTT) and the International Finance Corporation (IFC) partnered to conduct a brief survey of business owners and managers.

The objective of the survey was to identify the impact of Tropical Cyclone Yasa on Fijian businesses, and to determine what additional resources and support businesses might require during the recovery period.

Methodology

- Rapid response survey for Fijian businesses
- Online survey mode using Survey Monkey
- Data collected via physical survey and telephone using MSME Fiji database and other sources.
- Survey was conducted from December 21st to January 27th
- Non-random sample survey and therefore cannot be extrapolated to entire private sector
- All results are shown in aggregate form
- Input received from IFC, World Bank and multiple government ministries and agencies
KEY TAKEAWAYS

Business impacts

• 92% businesses surveyed were impacted by TC Yasa
• The Northern region was the most impacted by the cyclone:
  • Bua: 98% businesses impacted
  • Macuata: 96% businesses impacted
  • Cakaudrove: 88% businesses impacted
• Prior to TC Yasa, 80% businesses surveyed were saving profits or growing, and only 2% were in decline. Post-TC Yasa, during the survey period, 29% were hibernating or permanently closed, and only 47% fully functioning
• The total loss reported across all businesses surveyed, including assets and sales losses, was FJ$25,121,443
• The agriculture, manufacturing and vehicle-services industries encountered the greatest losses per business, with medians of $9,000, $7,400 and $11,985 per business respectively
• Wholesale and retail reported the largest loss overall with $15,075,976 in total for the industry (due to the high response rate of this industry)

Top impacts on businesses surveyed:

• Loss of sales (31%)
• Damage to stock/inventory (17%)
• Damage to structure (13%)
• Loss of electricity (11%)
• Temporary closure (10%)

Most useful operational support to businesses surveyed:

• Expert advice on business recovery strategies (3.42/5)
• Training for upskilling entrepreneurs and staff (3.1/5)
• Building materials for repairs and maintenance (3.06/5)

*On a 5 point scale with 1 being not useful at all and 5 being extremely useful
KEY TAKEAWAYS

Business Debt and Financing (% of respondents)

- 99% businesses do not have cyclone insurance
- Of those that do have insurance, the majority are not sure if it will cover the damage, or the damage was too small to submit a claim
- 48% businesses have an existing loan; small businesses are most likely to have an existing loan (63%)
- The most common loan types are MSME Concessional Loans from the government (52%), or loans from the Fiji Development Bank (17%)
- 53% own their business property outright and 38% are leasing
- 42% of businesses are able to service their existing debt for at least the next four months but 21% are unsure about how long they will be able to service their debt

Most useful financing support to businesses during recovery:* 

- Grant for working capital or infrastructure repairs** (4.7/5)
- Loan for working capital requirements and infrastructure repairs (3.43/5)
- Rental deferral (2.74/5)

*On a 5 point scale with 1 being not useful at all and 5 being extremely useful
** Infrastructure repairs includes repairs for structural damages of business property and assets.
KEY TAKEAWAYS

Respondent Profile
- 1,554 businesses responded
- Respondents were primarily in the wholesale and retail (51%), agriculture (18%), and food and beverage industries (10%)
- 96% respondents were from the Northern region of Fiji
- Majority (86%) are micro businesses, with turnover of less than FJ $50,000 per year

Employment and Ownership
- Businesses surveyed provided jobs to a total of 3,257 full time staff, and 994 part time staff
- Of all staff covered in the survey (4,251), 69% are male, 31% are female
- Micro businesses are the biggest employers of female staff, and the most likely to have a female owner (40%); where as small (13%) and medium (8%) sized businesses are much less likely to be owned by female. This indicates challenges that female micro-entrepreneurs may have challenges in scaling their businesses

Business size based on total turnover per annum (FJD)
- Micro = Not exceeding $50,000
- Small = $50,000 and $300,000
- Medium = $300,000 and $1,250,000
- Large = More than $1,250,000
RECOMMENDATIONS

Debt Servicing and Financing

- Improve access to cash flow and working capital for businesses
- Provide moratoriums on MSME Concessional Loans repayment
- Short-term coverage for the informal sector in government relief programs
- Support roll of out climate related insurance products currently being developed by UNDP and Ministry of Economy. This should include products that cover damage by cyclones at varying levels
- Progress on updating insolvency and bankruptcy reforms to provide support to those businesses unable to service their debt

Business Technical Support

- Strengthen business advisory support and training, to formal and informal sectors, on recovery strategies and business resilience including those by MSME Fiji, Fiji Commerce and Employers Federation and Business Link Pacific. Focus specifically on women-owned micro-businesses to assist them with scaling up
- Encourage local spending and strengthen local supply chains to boost spend at impacted businesses through communications and marketing campaigns
- Create supply chain linkage and marketing programs to encourage residents from Viti Levu to purchase more products from the Northern Division, including e-commerce platforms, shipping solutions, and marketing campaigns
- Provide guidance on insurance programs for businesses and conduct communication campaigns to increase uptake of suitable insurance products
- Work to ensure building materials are easily accessible in the regions
- Provide additional financial literacy training focused on recovery responses
1. RESPONDENT PROFILE
Note: locations with 0% responses were removed from chart.
PRIMARY SECTOR OF ALL RESPONDENTS

- Wholesale & Retail: 860 (51%)
- Agriculture: 313 (18%)
- Food & Beverage: 162 (10%)
- Fisheries: 65 (4%)
- Transportation: 50 (3%)
- Cultural industries*: 41 (2%)
- Manufacturing: 36 (2%)
- Vehicle Services**: 36 (1%)
- Health & Human Services: 24 (1%)
- Construction: 17 (1%)
- Forestry: 14 (1%)
- Utilities & Infrastructure: 9 (1%)
- Tourism Accommodation, Activities, Tours or Attractions: 9 (1%)
- Other (please specify): 56 (3%)

Note: sectors with 0% responses were removed from chart
* Cultural industries includes: handicraft, tailoring, art, performing arts, fashion, music
** Vehicle services includes: car washing, garages, spare parts stores, service station
PRIMARY SECTOR BY RESPONDENT LOCATION

- Wholesale & Retail: 788 respondents
- Agriculture: 306 respondents
- Food & Beverage: 153 respondents
- Fisheries: 63 respondents
- Transportation: 49 respondents
- Cultural industries: 39 respondents
- Vehicle Services: 36 respondents
- Manufacturing: 33 respondents
- Health & Human Services: 24 respondents
- Construction: 16 respondents
- Forestry: 14 respondents
- Utilities & Infrastructure: 9 respondents
- Tourism Accommodation, Activities, Tours or Attractions: 9 respondents
- Consultancy Business: 4 respondents
- Mining & Quarrying: 2 respondents
- ICT: 3 respondents
- Other (please specify): 53 respondents

Number of Respondents

Western
Northern
Eastern
Central
RESPONDENTS THAT PRIMARILY SERVICE THE TOURISM INDUSTRY AS SUPPLIERS OR PROVIDERS

- Wholesale & Retail, 46%
- Agriculture, 12%
- Food & Beverage, 11%
- Health & Human Services, 2%
- Construction, 2%
- Fisheries, 6%
- Transportation, 4%
- ICT, 1%
- Manufacturing, 3%
- Cultural industries, 3%
- Vehicle Services, 1%
- Other (please specify), 1%

12% of total respondents

Note: n=184
RESPONDENT BUSINESS INFORMATION

**Business Registration Type**
- Sole Trader: 82%
- Company: 15%
- Partnership: 3%
- Unregistered/Informal: 2%
- Co-operative: 4%

**Business Size**
- Micro: 86%
- Small: 3%
- Medium: 2%
- Large: 10%

**Total Turnover (FJD)**
- Micro = Not exceeding $50,000
- Small = $50,000 and $300,000
- Medium = $300,000 and $1,250,000
- Large = More than $1,250,000
BUSINESS OWNERSHIP

Gender of Business Owner

Female: 59%
Male: 36%
Both male and female owners: 4%
Prefer not to say: 5%

Gender of Business Owner by Business Size

- Micro: Female 40%, Male 3%, Both male and female owners 13%, Prefer not to say 12%
- Small: Female 75%, Male 13%, Both male and female owners 12%, Prefer not to say 4%
- Medium: Female 65%, Male 8%, Both male and female owners 4%, Prefer not to say 4%
- Large: Female 39%, Male 5%, Both male and female owners 5%, Prefer not to say 5%
RESPONDENT BUSINESS INFORMATION

Years in Business

<table>
<thead>
<tr>
<th>Average</th>
<th>Median</th>
<th>Minimum</th>
<th>Maximum</th>
</tr>
</thead>
<tbody>
<tr>
<td>8.12</td>
<td>5</td>
<td>Less than 1</td>
<td>63</td>
</tr>
</tbody>
</table>

EMPLOYMENT

Full and Part-Time Employees Covered in Survey in Nov 2020

Full Time
- Male: 30%
- Female: 78%
- Total: 3257

Part Time
- Male: 7%
- Female: 93%
- Total: 994

Employment by business size

Full Time Employees Covered in Survey in Nov 2020
- Large: 70%
- Medium: 74%
- Small: 74%
- Micro: 38%
- Total: 2129

Part Time Employees Covered in Survey in Nov 2020
- Large: 7%
- Medium: 19%
- Small: 81%
- Micro: 80%
- Total: 785
2. TROPICAL CYCLONE YASA IMPACT ON BUSINESSES
IMPACT OF TC YASA

Was your business affected by TC Yasa?

- Yes: 1413 (92%)
- No: 128 (8%)

Note: Central region not included due to lack of data.
IMPACT OF TC YASA

Breakdown of Northern Provinces

- Macuata: 96% Yes, 4% No
- Cakaudrove: 88% Yes, 12% No
- Bua: 98% Yes, 2% No
- Ra: 30% Yes, 70% No
- Lomaiviti: 80% Yes, 20% No
- Lau: 75% Yes, 25% No

Note: only provinces with over 10 respondents included.
**BUSINESS SITUATION**

**Before TC Yasa, what was your business growth?**

- Growing: 540 (35%)
- Stable with the ability to save profits: 704 (45%)
- Stable but operating at break even: 276 (18%)
- In decline: 33 (2%)

**What is your current business status? (After TC Yasa)**

- Active, fully functioning: 730 (47%)
- Active with significantly reduced staff: 370 (24%)
- Hibernating (temporarily closed): 435 (28%)
- Dissolved/Permanently closed: 18 (1%)

Number of Respondents
### BUSINESS IMPACTS FROM TC YASA

<table>
<thead>
<tr>
<th>Impact</th>
<th>Number of Respondents</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loss of sales</td>
<td>1137</td>
<td>31%</td>
</tr>
<tr>
<td>Damage to stock/inventory</td>
<td>630</td>
<td>17%</td>
</tr>
<tr>
<td>Damage to structure</td>
<td>459</td>
<td>13%</td>
</tr>
<tr>
<td>Loss of electricity</td>
<td>408</td>
<td>11%</td>
</tr>
<tr>
<td>Temporary closure</td>
<td>365</td>
<td>10%</td>
</tr>
<tr>
<td>Damage to equipment</td>
<td>186</td>
<td>5%</td>
</tr>
<tr>
<td>Loss of water</td>
<td>161</td>
<td>4%</td>
</tr>
<tr>
<td>Landscape damage</td>
<td>118</td>
<td>3%</td>
</tr>
<tr>
<td>Loss of equipment/tools</td>
<td>93</td>
<td>3%</td>
</tr>
<tr>
<td>Loss of telecommunications</td>
<td>4</td>
<td>1%</td>
</tr>
<tr>
<td>Other (please specify)</td>
<td>50</td>
<td>1%</td>
</tr>
</tbody>
</table>

*Loss of sales due to business closure before, during and after the cyclone which occurred during the Christmas shopping season.*
### Estimated Financial Value of TC Yasa Impact in Fiji Dollars

<table>
<thead>
<tr>
<th>Category</th>
<th>Total impact reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>Physical structures</td>
<td>$1,669,601</td>
</tr>
<tr>
<td>Equipment and tools</td>
<td>$974,412</td>
</tr>
<tr>
<td>Stock/inventory</td>
<td>$4,980,275</td>
</tr>
<tr>
<td>Lost sales (pre cyclone and immediately after)</td>
<td>$5,837,542</td>
</tr>
<tr>
<td>Anticipated lost sales (Jan – March 2021)</td>
<td>$11,659,613</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$25,121,443</strong></td>
</tr>
</tbody>
</table>

### Total financial value of TC Yasa impact by business size and region and industry

#### Business Size*

<table>
<thead>
<tr>
<th></th>
<th>Large</th>
<th>MSMEs</th>
<th>All</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median</td>
<td>$1,710</td>
<td>$5,000</td>
<td>$5,000</td>
</tr>
<tr>
<td>Mean</td>
<td>$13,120</td>
<td>$16,254</td>
<td>$16,166</td>
</tr>
<tr>
<td>Total impact</td>
<td>$577,280</td>
<td>$24,544,163</td>
<td>$25,121,443</td>
</tr>
</tbody>
</table>

#### Region

<table>
<thead>
<tr>
<th></th>
<th>Eastern</th>
<th>Northern</th>
<th>Western</th>
<th>All</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median</td>
<td>$1,225</td>
<td>$5,000</td>
<td>$0</td>
<td>$5,000</td>
</tr>
<tr>
<td>Mean</td>
<td>$3,315</td>
<td>$17,103</td>
<td>$1,721</td>
<td>$16,166</td>
</tr>
<tr>
<td>Total impact</td>
<td>$112,700</td>
<td>$24,902,043</td>
<td>$106,700</td>
<td>$25,121,443</td>
</tr>
</tbody>
</table>

Note: no financial loss data provided for Central region.

## FINANCIAL IMPACT OF TC YASA BY INDUSTRY

<table>
<thead>
<tr>
<th>Industry</th>
<th>Wholesale &amp; Retail (n=860)</th>
<th>Agriculture (n=313)</th>
<th>Food &amp; Beverage (n=162)</th>
<th>Fisheries (n=65)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median</td>
<td>$5,000</td>
<td>$9,000</td>
<td>$4,060</td>
<td>$2,600</td>
</tr>
<tr>
<td>Mean</td>
<td>$17,530</td>
<td>$23,552</td>
<td>$11,781</td>
<td>$9,987</td>
</tr>
<tr>
<td>Total impact</td>
<td>$15,075,976</td>
<td>$7,371,732</td>
<td>$1,908,442</td>
<td>$649,145</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Industry</th>
<th>Transport (n=50)</th>
<th>Cultural Industries (n=41)</th>
<th>Manufacturing (n=36)</th>
<th>Vehicle Services (n=36)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median</td>
<td>$3,500</td>
<td>$2,000</td>
<td>$7,400</td>
<td>$11,985</td>
</tr>
<tr>
<td>Mean</td>
<td>$15,054</td>
<td>$3,037</td>
<td>$24,773</td>
<td>$32,834</td>
</tr>
<tr>
<td>Total impact</td>
<td>$752,680</td>
<td>$1,245,520</td>
<td>$891,830</td>
<td>$1,182,030</td>
</tr>
</tbody>
</table>

Note: industries with less than 30 respondents excluded from analysis.
## Business Impact

### Financial Impact of TC Yasa by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Physical Infrastructure</th>
<th>Equipment and tools</th>
<th>Stock/Inventory</th>
<th>Lost sales</th>
<th>Anticipated lost sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Food &amp; Beverage</td>
<td>7%</td>
<td>3%</td>
<td>6%</td>
<td>26%</td>
<td>59%</td>
</tr>
<tr>
<td>Fisheries</td>
<td>15%</td>
<td>33%</td>
<td>6%</td>
<td>13%</td>
<td>33%</td>
</tr>
<tr>
<td>Transport</td>
<td>9%</td>
<td>9%</td>
<td>16%</td>
<td>32%</td>
<td>34%</td>
</tr>
<tr>
<td>Cultural Industries</td>
<td>3%</td>
<td>6%</td>
<td>5%</td>
<td>33%</td>
<td>54%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>10%</td>
<td>5%</td>
<td>4%</td>
<td>21%</td>
<td>60%</td>
</tr>
<tr>
<td>Vehicle Services</td>
<td>6%</td>
<td>6%</td>
<td>2%</td>
<td>21%</td>
<td>64%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Industry</th>
<th>Physical structures</th>
<th>Equipment and tools</th>
<th>Stock/inventory</th>
<th>Lost sales</th>
<th>Anticipated lost sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wholesale &amp; Retail</td>
<td>51%</td>
<td>23%</td>
<td>17%</td>
<td>3%</td>
<td>6%</td>
</tr>
<tr>
<td>Agriculture</td>
<td>32%</td>
<td>15%</td>
<td>46%</td>
<td>2%</td>
<td>6%</td>
</tr>
<tr>
<td>Food &amp; Beverage</td>
<td>$1,908,442</td>
<td>$649,145</td>
<td>$752,680</td>
<td>$124,520</td>
<td>$891,830</td>
</tr>
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<td>Fisheries</td>
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<td>Vehicle Services</td>
<td>$15,075,976</td>
<td>$7,371,732</td>
<td>$1,908,442</td>
<td>$1,182,030</td>
<td>$1,124,520</td>
</tr>
</tbody>
</table>
BUSINESS OPERATIONAL NEEDS

Average responses for ‘how useful are the following types of assistance to recommence or normalise operations? (1 = not useful at all; 5 = extremely useful)’

- Expert advice on business recovery strategies: 3.42
- Training for upskilling entrepreneurs and staff: 3.10
- Building Materials for repairs and maintenance: 3.06
- Restoration of basic utility (water, electricity, ICT): 2.86
- Improved domestic supply chains: 2.10
- Improved insurance products: 1.82

Note: Enumerator bias may have skewed responses to the extreme.
The majority of businesses of all sizes expected to be closed for more than a month: 88% large, 100% medium, 69% small, and 54% micro.
4. BUSINESS DEBT AND FINANCING
Do you have cyclone insurance for your business?

- Yes: 1%
- No: 99%

Do you anticipate that your cyclone insurance will cover the damage caused by TC Yasa?

- Yes, insurance covered all damage from TC Yasa: 1
- Yes, insurance covered part of the damage from TC Yasa: 1
- My insurance company rejected my claim to disburse for damage related to TC Yasa: 1
- I am still negotiating with my insurance company: 3
- Damage was too small to submit a claim: 3
- My property was not damaged in TC Yasa: 3
- I don’t know: 6
Do you have an existing loan?

- Yes: 740 (48%)
- No: 807 (52%)

Existing loan by business size:

- Large: Yes 55%, No 45%
- Medium: Yes 50%, No 50%
- Small: Yes 63%, No 37%
- Micro: Yes 46%, No 54%
DEBT & FINANCING

Fiji TC Yasa Business Survey

DEBT

Ownership of business property

- Own outright: 826 respondents (53%)
- Lease/rent: 592 respondents (38%)
- No physical business space: 36 respondents (2%)
- Own with a mortgage: 22 respondents (1%)
- Other (please specify): 78 respondents (5%)

Type of existing loan

- Working capital: 380 respondents (39%)
- Personal: 157 respondents (16%)
- Business expansion: 123 respondents (13%)
- Equipment financing (including vehicles): 106 respondents (11%)
- Inventory financing: 104 respondents (11%)
- Real estate financing: 2 respondents (0%)
- Import financing: 2 respondents (0%)
- Guarantee line: 1 respondent (0%)
- Export financing: 0 respondents (0%)
- Other (please specify): 98 respondents (10%)

Number of Respondents
DEBT

Existing loan providers

- MSME Concessional Loan (Government), * 52%
- Development Bank (FDB), 17%
- Owner/shareholder, 0%
- Commercial Banks (Such as ANZ, BSP, BOB, BRED, HFC, Westpac), 13%
- Credit Institution (Merchant Finance, Credit Corporation, Kontiki Finance), 8%
- MFI (SPBD), 5%
- Other (please specify), 4%
- Family/friends, 1%

* Managed by Reserve Bank of Fiji
FINANCING SUSTAINABILITY BY BUSINESS SIZE

For how long do you anticipate being able to service your existing debt? Percent of respondents that have loans.

GoF updates to insolvency/bankruptcy reforms will provide support to those businesses who may not be able to service their existing debts by mid-2021, as well as those unsure about their ability to do so.

- 4+ months: 309 (42%)
- 3 months: 78 (11%)
- 2 months: 49 (7%)
- 1 month: 34 (5%)
- I already cannot service my debt: 6 (1%)
- I don't know: 156 (21%)
- Other (please specify): 100 (14%)

Number of Respondents
FINANCING SUSTAINABILITY

For how long do you anticipate being able to service your existing debt?
Percent of respondents that have loans.

- Micro: 1% can't service debt, 4% after 1 month, 8% after 2 months, 12% after 3 months, 42% after 4+ months, 18% I don't know, 16% Other
- Small: 3% can't service debt, 9% after 1 month, 1% after 2 months, 6% after 3 months, 38% after 4+ months, 38% I don't know, 4% Other
- Medium: 0% can't service debt, 0% after 1 month, 0% after 2 months, 8% after 3 months, 46% after 4+ months, 38% I don't know, 8% Other
- Large: 0% can't service debt, 0% after 1 month, 0% after 2 months, 0% after 3 months, 75% after 4+ months, 25% I don't know, 0% Other
BUSINESS FINANCING NEEDS

Average responses for ‘how useful are the following types of assistance to recommence or normalise operations? (1 = not useful at all; 5 = extremely useful)’

<table>
<thead>
<tr>
<th>Assistance Type</th>
<th>Scale of Usefulness</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grant for working capital or infrastructure repairs</td>
<td>4.70</td>
</tr>
<tr>
<td>Loan for working capital requirements or infrastructure repairs</td>
<td>3.43</td>
</tr>
<tr>
<td>Rental deferral</td>
<td>2.74</td>
</tr>
<tr>
<td>Loan repayment moratorium (ease of loan repayment conditions)</td>
<td>2.70</td>
</tr>
<tr>
<td>Utility subsidies</td>
<td>2.63</td>
</tr>
<tr>
<td>Moratorium on council rates and other business regulatory fees</td>
<td>2.19</td>
</tr>
<tr>
<td>Further tax reductions or deferments</td>
<td>1.88</td>
</tr>
</tbody>
</table>

There will be coming demand for support for short term grants, loans, loan repay holiday, support from FCRS and relief payments as businesses learn about them. However, a number of businesses remain ineligible for these support programs due to informality.

Note: Enumerator bias may have skewed responses to the extreme.
5. ANNEXES
### FINANCIAL IMPACT OF TC YASA BY BUSINESS SIZE

#### Micro (n=1333)

<table>
<thead>
<tr>
<th></th>
<th>Physical structures</th>
<th>Equipment and tools</th>
<th>Stock/inventory</th>
<th>Lost sales (pre cyclone and immediately after)</th>
<th>Anticipated lost sales (Jan – March 2021)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median</td>
<td>$1,500</td>
<td>$1,000</td>
<td>$1,800</td>
<td>$1,000</td>
<td>$3,000</td>
</tr>
<tr>
<td>Mean</td>
<td>$2,970</td>
<td>$2,850</td>
<td>$6,854</td>
<td>$2,556</td>
<td>$5,810</td>
</tr>
<tr>
<td>Total impact</td>
<td>$1,131,601</td>
<td>$567,062</td>
<td>$3,940,790</td>
<td>$2,665,858</td>
<td>$4,665,619</td>
</tr>
</tbody>
</table>

#### Small (n=151)

<table>
<thead>
<tr>
<th></th>
<th>Physical structures</th>
<th>Equipment and tools</th>
<th>Stock/inventory</th>
<th>Lost sales (pre cyclone and immediately after)</th>
<th>Anticipated lost sales (Jan – March 2021)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median</td>
<td>$3,000</td>
<td>$2,250</td>
<td>$4,000</td>
<td>$5,000</td>
<td>$13,000</td>
</tr>
<tr>
<td>Mean</td>
<td>$6,661</td>
<td>$9,280</td>
<td>$12,009</td>
<td>$17,466</td>
<td>$35,181</td>
</tr>
<tr>
<td>Total impact</td>
<td>$399,650</td>
<td>$296,950</td>
<td>$804,575</td>
<td>$2,148,264</td>
<td>$3,869,894</td>
</tr>
</tbody>
</table>
## FINANCIAL IMPACT OF TC YASA BY BUSINESS SIZE

### Medium (n=26)

<table>
<thead>
<tr>
<th></th>
<th>Physical structures</th>
<th>Equipment and tools</th>
<th>Stock/inventory</th>
<th>Lost sales (pre cyclone and immediately after)</th>
<th>Anticipated lost sales (Jan – March 2021)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median</td>
<td>$3,000</td>
<td>$5,000</td>
<td>$5,000</td>
<td>$10,000</td>
<td>$54,000</td>
</tr>
<tr>
<td>Mean</td>
<td>$10,556</td>
<td>$15,100</td>
<td>$24,400</td>
<td>$34,704</td>
<td>$170,224</td>
</tr>
<tr>
<td>Total impact</td>
<td>$95,000</td>
<td>$75,000</td>
<td>$122,000</td>
<td>$867,600</td>
<td>$2,893,800</td>
</tr>
</tbody>
</table>

### Large (n=44)

<table>
<thead>
<tr>
<th></th>
<th>Physical structures</th>
<th>Equipment and tools</th>
<th>Stock/inventory</th>
<th>Lost sales (pre cyclone and immediately after)</th>
<th>Anticipated lost sales (Jan – March 2021)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median</td>
<td>$1,700</td>
<td>$1,350</td>
<td>$2,000</td>
<td>$300</td>
<td>$45,000</td>
</tr>
<tr>
<td>Mean</td>
<td>$4,335</td>
<td>$3,490</td>
<td>$4,516</td>
<td>$4,583</td>
<td>$46,060</td>
</tr>
<tr>
<td>Total impact</td>
<td>$43,350</td>
<td>$34,900</td>
<td>$112,910</td>
<td>$155,820</td>
<td>$230,300</td>
</tr>
</tbody>
</table>
## FINANCIAL IMPACT OF TC YASA BY REGION

### Eastern (n=34)

<table>
<thead>
<tr>
<th></th>
<th>Physical structures</th>
<th>Equipment and tools</th>
<th>Stock/inventory</th>
<th>Lost sales (pre cyclone and immediately after)</th>
<th>Anticipated lost sales (Jan – March 2021)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median</strong></td>
<td>$1,000</td>
<td>$0</td>
<td>$525</td>
<td>$1,000</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Mean</strong></td>
<td>$1,278</td>
<td>$1,429</td>
<td>$4,605</td>
<td>$2,034</td>
<td>$80</td>
</tr>
<tr>
<td><strong>Total impact</strong></td>
<td>$11,500</td>
<td>$10,000</td>
<td>$46,050</td>
<td>$400</td>
<td>$112,700</td>
</tr>
</tbody>
</table>

### Western (n=62)

<table>
<thead>
<tr>
<th></th>
<th>Physical structures</th>
<th>Equipment and tools</th>
<th>Stock/inventory</th>
<th>Lost sales (pre cyclone and immediately after)</th>
<th>Anticipated lost sales (Jan – March 2021)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median</strong></td>
<td>$0</td>
<td>$0</td>
<td>$5,000</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Mean</strong></td>
<td>$294</td>
<td>$1,111</td>
<td>$4,729</td>
<td>$33</td>
<td>$53</td>
</tr>
<tr>
<td><strong>Total impact</strong></td>
<td>$5,000</td>
<td>$20,000</td>
<td>$80,400</td>
<td>$500</td>
<td>$800</td>
</tr>
</tbody>
</table>
### Northern (n=1,456)

<table>
<thead>
<tr>
<th></th>
<th>Physical structures</th>
<th>Equipment and tools</th>
<th>Stock/inventory</th>
<th>Lost sales (pre cyclone and immediately after)</th>
<th>Anticipated lost sales (Jan – March 2021)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median</td>
<td>$3,00</td>
<td>$0</td>
<td>$900</td>
<td>$1,000</td>
<td>$3,000</td>
</tr>
<tr>
<td>Mean</td>
<td>$2,028</td>
<td>$1,391</td>
<td>$5,219</td>
<td>$4,572</td>
<td>$10,676</td>
</tr>
<tr>
<td>Total impact</td>
<td>$1,653,101</td>
<td>$944,412</td>
<td>$4,853,825</td>
<td>$5,792,292</td>
<td>$11,658,413</td>
</tr>
</tbody>
</table>