

# Report

# Current Impacts of COVID-19

Feedback from April 2020  
Membership Survey

Connecting and empowering the world of  
infrastructure and project financing.



# Introduction

We circulated a survey to our network to gather insights and feedback during the COVID-19 pandemic, looking at how the crisis is impacting you and also to determine how we can best shape our services to respond to your concerns and needs during this time.

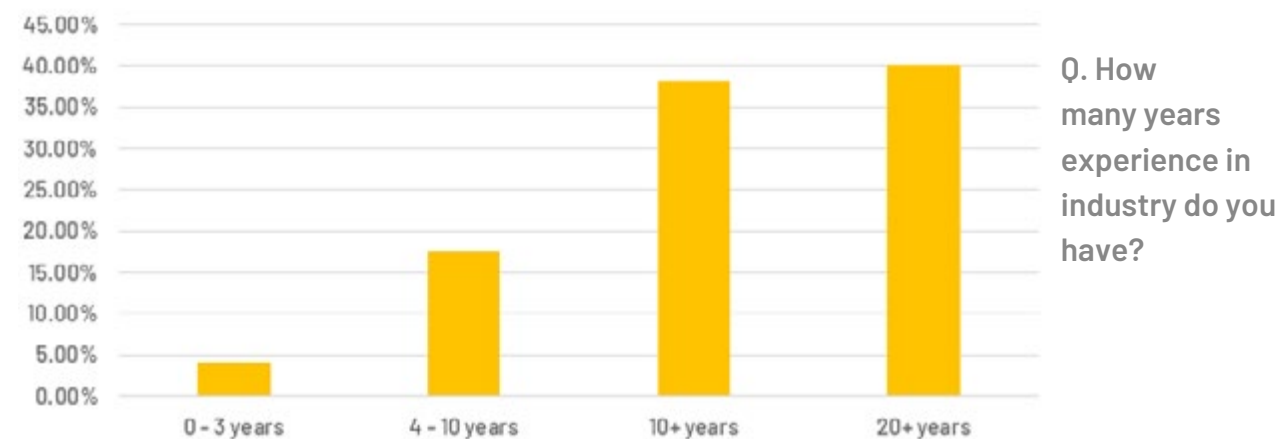
This is the first of a series of surveys coming out of our CV19 Hub, which serves as a central point of information on the current and future impact of COVID-19 on our industry. Future surveys will delve into some of the key issues raised in this month's results and will ask what does the outward path look like for you? What do you see happening over the next 18 months?

# COVID-19 Current Impacts Survey Results (April 2020)

## Who took part?

Responses to this survey represent 21 countries, including: Australia, Belgium, Brazil, Canada, France, Germany, India, Ireland, Italy, Japan, Oman, Philippines, Poland, Saudi Arabia, Singapore, South Africa, Sweden, The Netherlands, Turkey, United Kingdom, United States.

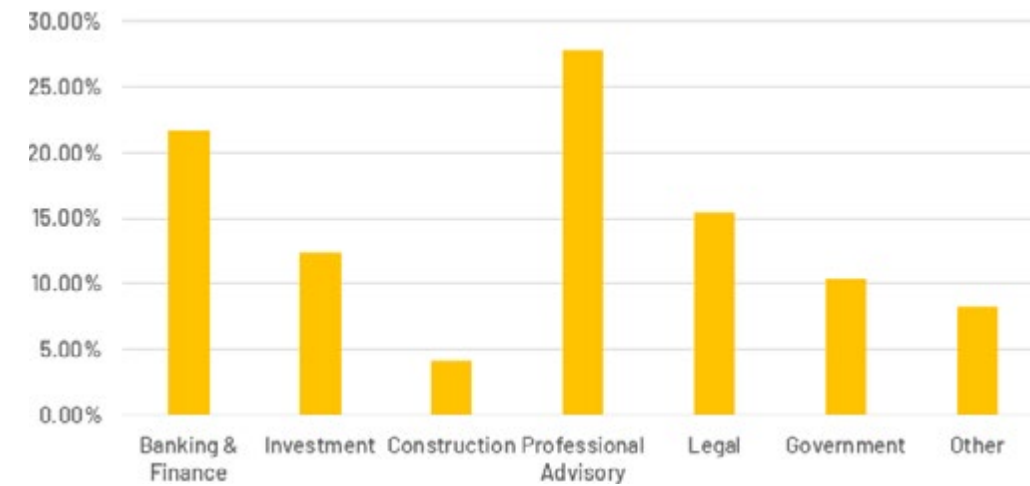
78% of respondents have at least 10 years industry experience or more.



Q. How many years experience in industry do you have?

Graph showing percentage of respondents per experience brackets.

We saw good representation across industry sectors.



Q. Which industry are you in?

Graph showing percentage of responders per industry sector.

## What are the current impacts of COVID-19?



Overall respondents agreed the impact has been somewhat negative.

38% believe it will take 6-12 months to reach normal operations, with 23% suggesting it could take as little as 3-6 months.



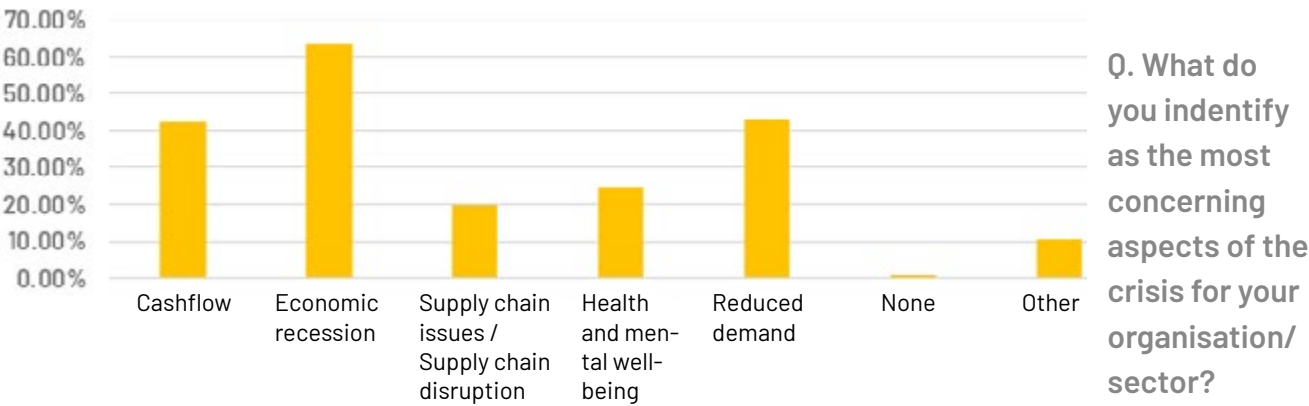
Q. How long do you predict it will take to reach normal operations?

Graph showing percentage of responders per timeframe for operations to recover.

When comparing senior to more junior respondents, more 'Future Leaders' (38%) selected 3-6 months.

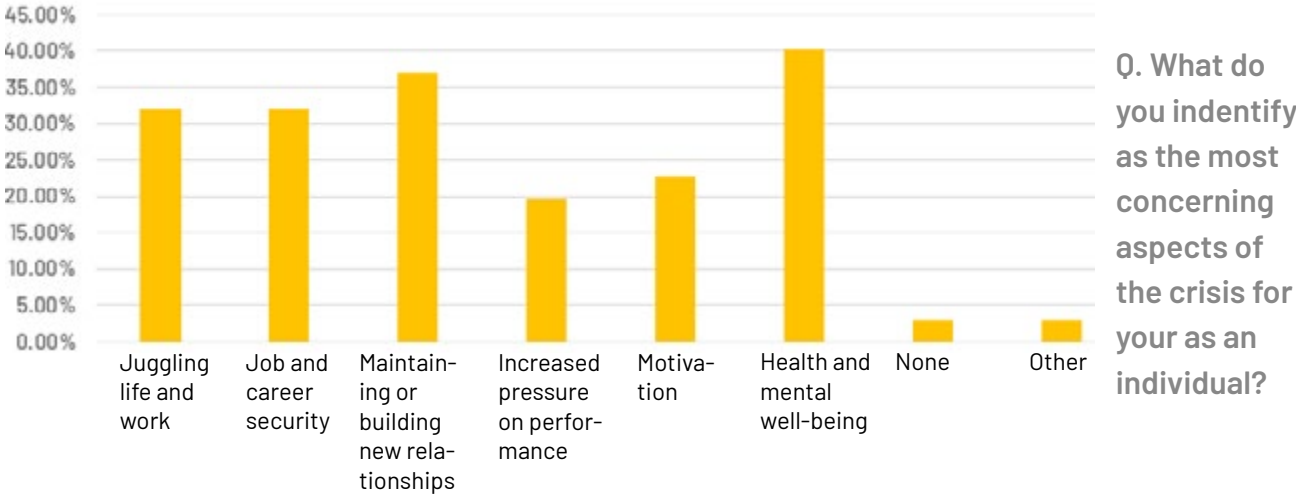
### What are the current impacts of COVID-19?

Economic recession (64%), followed by reduced demand (43%) and cashflow (42%) were identified as the most concerning aspects of the crisis for organisations / sectors.



Graph showing percentage of responders per the concerning aspects of the crisis for the organisation / sector.

### What are the current impacts of COVID-19 for the individual?

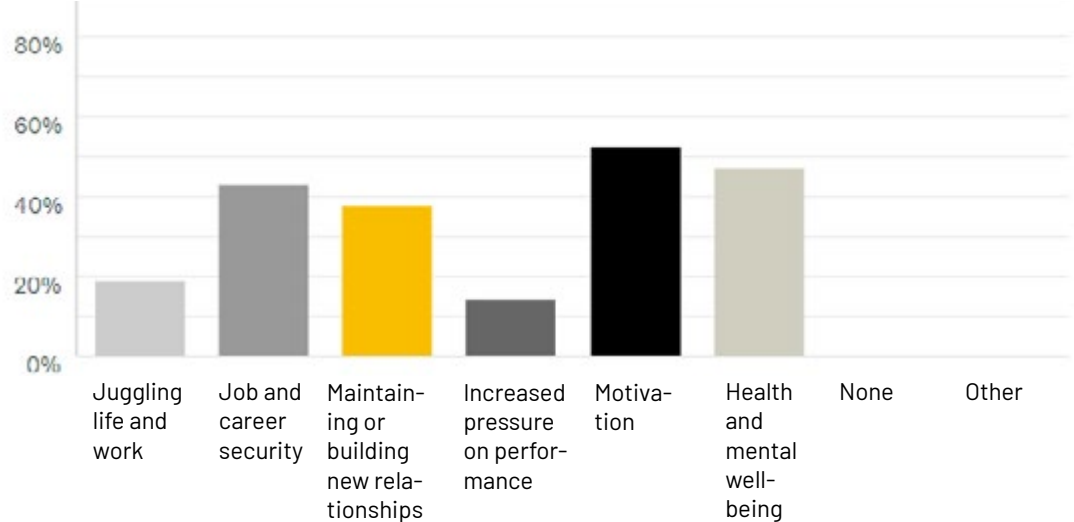


Graph to show percentage of responders per the concerning aspects of the crisis for the individual.

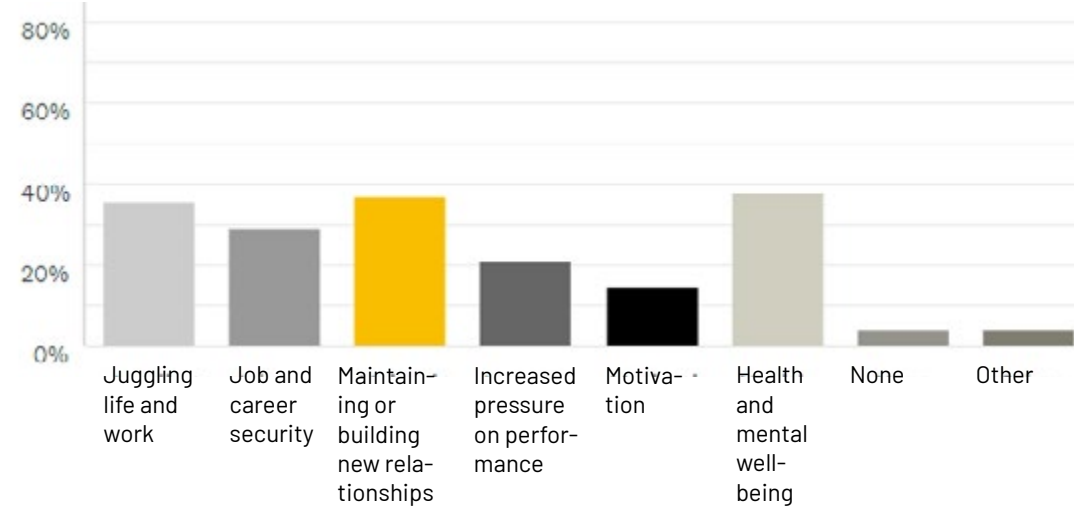
Respondents selected various concerning aspects of the crisis related to individuals, including health & mental well-being (40%), maintaining relationships (37%), juggling work & life (32%) and job and career security (32%). With just 3 selecting 'none' (3%).

### What are the current impacts of COVID-19 for the individual?

When comparing senior to more junior respondents, only 14% of Experienced Professionals (EPs) selected motivation in contrast to 52% of Future Leaders (FLs).  
 36% of EPs identified juggling life and work compared to 19% of FLs.  
 29% of EPs selected career security compared to 43% of FLs.



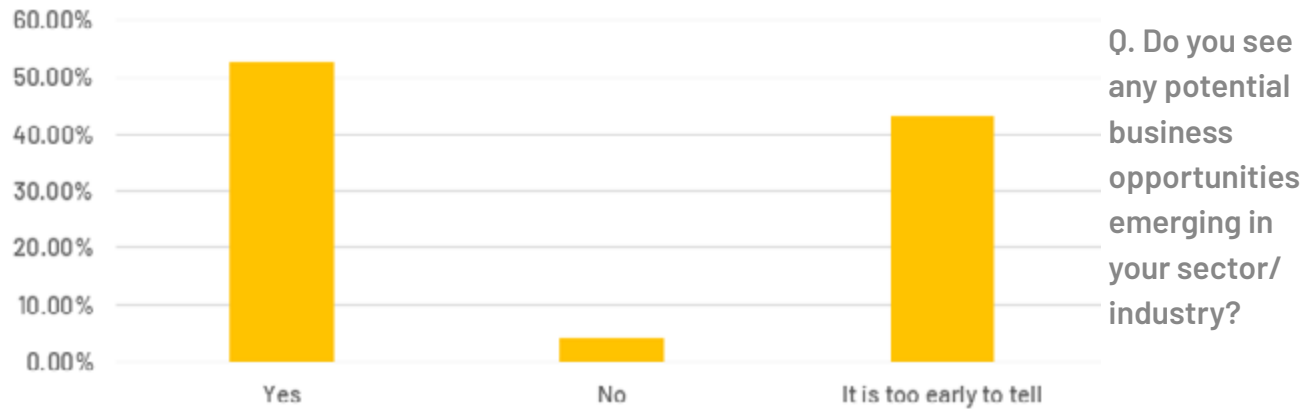
Graph to show percentage of Future Leader responses per the concerning aspects of the crisis for the individual.



Graph to show Experienced Practitioner responses per the concerning aspects of the crisis for the individual.

### Are there any potential business opportunities?

53% agree there are opportunities and 43% are uncertain as it is too early to tell.



Graph to show percentage of responders who see potential business opportunities emerging.

### The key business opportunities perceived include

1. Kick-starting the economy / accelerated pipeline
2. Supporting clients in crises
3. Demand for projects
4. Digital infrastructure
5. Opportunities to address risk mitigation

### Summary of key business opportunities per region

#### Americas

- Kick-start to economy / accelerated pipeline
- Supporting clients in crisis Telecommunications sector
- Emphasis on energy sector
- Opportunities to address risk mitigation
- Distressed asset purchases
- Reform of working practices

#### APAC

- Kick-start to economy / accelerated pipeline
- Supporting clients in crisis
- Business transformation
- Restructuring & refinancing
- Increased need for support from multilateral banks

#### EMEA

- Kick-start to economy / accelerated pipeline
- Supporting clients in crisis
- Emergence of digital infrastructure
- Restructuring & refinancing
- Key role for banks due to increased need for financial assistance
- Hedging requirements mean opportunities for banks
- Increased construction projects in healthcare and education sectors
- Increased off-balance sheet projects
- Accelerated push towards net-zero targets

### What are the key issues that should be addressed as we emerge from the COVID-19 crisis?

The key issues highlighted by respondents are:

1. Working with Governments on priorities and pipelines
2. Rapid deployment of projects, whilst ensuring compliance
3. Viability of supply chains
4. Cashflow / liquidity
5. Quantifying the impact of COVID-19 and recovery
6. Address pandemic related risks
7. Digitalisation / digital infrastructure
8. Public debt



## Summary of the 'top of the agenda' issues as we emerge from the COVID-19 crisis, per region

### APAC

- Kick-starting economy with infrastructure projects
- Governments using PPP/PF procurement models
- Viability of supply chains
- Maximising the stimulus impact of new infrastructure projects
- Funding certainty, counterparty credit risk, demand risk
- Rapid deployment of projects, whilst ensuring compliance
- Resiliency, flexibility, and trust

### EMEA

- Kick-starting economy with infrastructure projects
- Governments using PPP/PF procurement / Understanding government plans
- Cashflow / liquidity
- Address pandemic related risks
- Viability of pure merchant renewables projects
- Rapid deployment of projects, whilst ensuring compliance
- Digitalisation / digital infrastructure
- Rescuing demand-based businesses such as airports and toll roads
- Quantifying the impact of COVID-19 and recovery
- Managing new demand levels due to social distancing
- Maintaining and ensuring resilience for businesses
- Green financing and emerging markets
- Achieving net-zero
- Decentralised infrastructure
- Optimization of distressed assets
- Dealing with project disruption
- Securing materials and resource to restart projects
- Risk of subsequent infection waves
- Resiliency, flexibility, and trust

### Americas

- Kick-starting economy with infrastructure projects
- Prioritising infrastructure development
- Cashflow / liquidity
- Funding & resiliency
- Rapid deployment of projects, whilst ensuring compliance
- Supply chain
- Mitigating merchant & demand risk
- Force majeure
- Availability of credit from non-US project finance banks
- Running a global business with restrictions in place and managing new risks
- Dealing with project disruption
- Claims
- Public debt

Please note, this survey report presents comments from respondents per region, but does not necessarily reflect the entire region.

We are committed to connecting, empowering and representing our members in order for our industry to come together. We would like to thank all members who took part for your contribution.

Keep an eye out on our CV19 Hub webpage for updates on our activities and to see when our next survey is open (scheduled to be released mid-June).

[www.ipfa.org/cv19-hub](http://www.ipfa.org/cv19-hub)

### Contributing to the CV19 Hub

Do you have materials to share? Through collaboration with our members, whether that is via a webinar, podcast, interview, report, Q&A session, thought leadership piece or a virtual discussion, we can share your industry insights with our global network and continue our engaging discussions online.

If you would like to host, participate, or contribute content for this Hub to share with fellow members, let us know at [connect@ipfa.org](mailto:connect@ipfa.org)



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