<https://www.mckinsey.com/~/media/McKinsey/Featured%20Insights/Middle%20East%20and%20Africa/Safeguarding%20Africas%20food%20systems%20through%20and%20beyond%20the%20crisis/Safeguarding-Africas-food-systems-through-and-beyond-the-crisis-vF.pdf>

In the medium to long term, loss of jobs and overall economic contraction also imply an overall reduction in household consumption across Africa of between $60 billion and $90 billion. In a recent survey with middle-income consumers in Kenya and Nigeria in early May, we found that around 60 percent of respondents expected to be financially worse off in the next three months, 65 to 70 percent reported having less than four months’ worth of savings to see them through the crisis, and about 25 percent reported having less than a month’s worth of savings (Exhibit 2).

**That doesn’t bode well…..**

**Questions for Guy:**

**What is the Go to market strategy?**

**What is the Moat ?**

**What is the plan to integrate with whatsapp etc?**

**How do you plan to become a unicorn?**

**As it stands you have onboarded ~120 restaurants and hav ~1000 on your waitlist. Do you have a clear path to onboard the rest? By the end of the year ? is that realistic**

**Besides Jumia have you begun conversations with other food delivery operators?**

**Besides your eventual plan to serve pharmacies have you considered partnerships with grocery stores? What is you time line of this?**

[**https://www.flandersinvestmentandtrade.com/export/sites/trade/files/market\_studies/Food%20%26%20Beverage%20Nigeria-2020.pdf**](https://www.flandersinvestmentandtrade.com/export/sites/trade/files/market_studies/Food%20%26%20Beverage%20Nigeria-2020.pdf)

**What is your process for collecting cash payments?**

**Still paying 1500 USD per location per year.**

**What did you mean by virtual accounts.**

**10% of Logistics**

**10 Naira of CRM ( 10 naira per location ? per customer?)**

**3.5% of every payment**

* **How many people have actually signed up for the in restaurant dining optionWHat is the**