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| 企业资金需求调查问卷 |

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| 填报单位： 联系人： 联系电话：  |

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| **一、企业基本信息** |  |  |  |  |  |  |  |  |  |  |  |  |
| 1、贵企业规模类型 |  |  |  |  |  |  |  |  |  |  |  |  |
| a.大型民营企业 |  |  |  |  |  |  |  |  |  |  |  |  |
| b.中型民营企业 |  |  |  |  |  |  |  |  |  |  |  |  |
| c.小微民营企业 |  |  |  |  |  |  |  |  |  |  |  |  |
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| 2、贵企业所属行业： |  |

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| a．传统制造业（包括：食品饮料·纺织服装·建材家具·造纸印刷·黑色金属和有色金属冶炼及压延加工业·金属制品·交通运输设备·其它传统制造业等） |  |

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| b．高技术制造业（包括：医药制造·医疗仪器设备·航空航天器及设备·电子及通信设备·计算机及办工设备·仪器仪表制造·信息化学品制造等） |  |

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|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3、截至2018年末，贵企业自成立以来已运营（ ） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.少于3年 |  |  |  |  |  |  |  |  |  |  |  |  |
| b.3年（含）至5年之间 |  |  |  |  |  |  |  |  |  |  |  |  |
| c.5年（含）以上 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4、贵企业2018年总体经营状况（ ） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.较好 |  |  |  |  |  |  |  |  |  |  |  |  |
| b.一般 |  |  |  |  |  |  |  |  |  |  |  |  |
| c.困难 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5、贵企业2018年产能利用率的平均水平为（ ） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.50%以下  |  |  |  |  |  |  |  |  |  |  |  |  |
| b.50%（含）-70%  |  |  |  |  |  |  |  |  |  |  |  |  |
| c.70%（含）-90% |  |  |  |  |  |  |  |  |  |  |  |  |
| d.90%（含）以上 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6、贵企业2018年净利润率为( ） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.亏损 |  |  |  |  |  |  |  |  |  |  |  |  |
| b.0-10%（含） |  |  |  |  |  |  |  |  |  |  |  |  |
| c.10%-30%(含） |  |  |  |  |  |  |  |  |  |  |  |  |
| d.30%以上 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7、贵企业2018年末资产负债率为（ ） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.50%（含）以下  |  |  |  |  |  |  |  |  |  |  |  |  |
| b.50%-70% （含） |  |  |  |  |  |  |  |  |  |  |  |  |
| c.70%-90%（含） |  |  |  |  |  |  |  |  |  |  |  |  |
| d.90%以上 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 8、贵企业目前利息保障倍数为（ ） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.0.5以下  |   |  |  |  |  |  |  |  |  |  |  |  |
| b.0.5（含）至1 |  |  |  |  |  |  |  |  |  |  |  |  |
| c.1（含）至2  |  |  |  |  |  |  |  |  |  |  |  |  |
| d.2（含）以上  |  |  |  |  |  |  |  |  |  |  |  |  |
| e.不涉及 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 9、贵企业目前总体资金状况（ ） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.非常紧张,几乎不能维持正常经营  |  |  |  |  |  |  |  |  |  |  |  |  |
| b.比较紧张,但能维持正常经营 |  |  |  |  |  |  |  |  |  |  |  |  |
| c.不紧不松，比较正常  |  |  |  |  |  |  |  |  |  |  |  |  |
| d.资金比较宽松 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| **二、企业融资情况** |  |  |  |  |  |  |  |  |  |  |  |  |
| 1. 若贵企业存在融资需求，则所需资金主要用于（ ）

（可多选，最多选3项；不存在融资需求的企业不填） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.研发（R&D）、技改、新产品开发等  |  |  |  |  |  |  |  |  |  |  |  |  |
| b.扩大产能、建厂等 |  |  |  |  |  |  |  |  |  |  |  |  |
| c.环境污染治理 |  |  |  |  |  |  |  |  |  |  |  |  |
| d.购进原材料、支付工资等 |  |  |  |  |  |  |  |  |  |  |  |  |
| e偿还借款、账款等  |  |  |  |  |  |  |  |  |  |  |  |  |
| f.股权、项目并购等投资 |  |   |  |  |  |  |  |  |  |  |  |  |
| g.其他 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1. 若贵企业存在融资需求，则最希望以何种方式获得融资（ ）

（可多选，最多选3项；不存在融资需求的企业不填） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.银行贷款（含票据贴现融资）  |  |  |  |  |  |  |  |  |  |  |  |  |
| b.信用证、保函等 |  |  |  |  |  |  |  |  |  |  |  |  |
| c.应收账款融资 |  |   |  |  |  |  |  |  |  |  |  |  |
| d.信托、委托贷款  |  |  |  |  |  |  |  |  |  |  |  |  |
| e.融资租赁  |  |  |  |  |  |  |  |  |  |  |  |  |
| f.发行债券、银行间市场债务融资工具等 |   |  |  |  |  |  |  |  |  |  |  |  |
| g.发行股票等  |  |  |  |  |  |  |  |  |  |  |  |  |
| h.风险投资 |  |  |  |  |  |  |  |  |  |  |  |  |
| i.通过关联企业、集团内部等融资  |  |  |  |  |  |  |  |  |  |  |  |  |
| j.民间借贷（含互联网金融） |  |  |  |  |  |  |  |  |  |  |  |  |
| k.其他 （请说明） |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 12、贵企业选择融资方式时首要考虑的因素是（ ）（可多选，最多选择3项） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.融资门槛  |  |  |  |  |  |  |  |  |  |  |  |  |
| b.可获融资额  |  |  |  |  |  |  |  |  |  |  |  |  |
| c.融资成本  |  |  |  |  |  |  |  |  |  |  |  |  |
| d.资金使用期限  |  |  |  |  |  |  |  |  |  |  |  |  |
| e.融资便捷性  |  |  |  |  |  |  |  |  |  |  |  |  |
| f.融资时效性  |  |  |  |  |  |  |  |  |  |  |  |  |
| g.担保方式  |  |  |  |  |  |  |  |  |  |  |  |  |
| h.对融资方式的熟悉程度  |  |  |  |  |  |  |  |  |  |  |  |  |
| i.其他 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 13、2018年，贵企业融资需求总体满足程度（ ） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.100%  |  |  |  |  |  |  |  |  |  |  |  |  |
| b.80%（含）-100%  |  |  |  |  |  |  |  |  |  |  |  |  |
| c.50%（含）-80% |  |  |  |  |  |  |  |  |  |  |  |  |
| d.50%以下  |  |  |  |  |  |  |  |  |  |  |  |  |
| e.不涉及 |  |  |  |  |  |  |  |  |  |  |  |  |
| 注：融资满足程度=已获融资/申请融资金额 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 14、贵企业从不同融资渠道的融资余额及所有者权益情况（请填写下表，单位：万元） |  |  |  |  |  |  |  |  |  |  |  |  |
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| 项目 | 2017年末 | 2018年末 |
| 一、融资余额合计 |  |  |
| a.银行贷款余额 |  |  |
| b.发行债券融资余额 |  |  |
| c.发行股票融资余额 |  |  |
| d.应收账款融资余额 |  |  |
| e.民间借贷余额 |  |  |
| f.其他融资余额 |  |  |
| 二、所有者权益合计 |  |  |
| 其中： g.未分配利润 |  |  |
|  h.盈余公积 |  |  |

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| 1. 若贵企业2018年通过贷款、债券、应收账款等渠道发生过融资，

融资利率分别处于哪个区间（请在所对应区间的空格内打钩）： |  |  |  |  |  |  |  |  |  |  |  |  |
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| 融资渠道 选项  | a. 5%（含）以下 | b.5%-7%（含） | c.7%-9%（含） | d.9%-11%（含） | e.11%以上 | f.未通过此渠道融资 |
|
| （1） 银行贷款平均利率 |  |  |  |  |  |  |
| （2）发行债券平均利率 |  |  |  |  |  |  |
| （3）应收账款融资平均利率 |  |  |  |  |  |  |

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| 16、贵企业的财务费用占息税前利润的（ ） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.0—10%（含） |   |  |  |  |  |  |  |  |  |  |  |  |
| b.10%-30%(含） |  |  |  |  |  |  |  |  |  |  |  |  |
| c.30%-60%(含） |  |   |  |  |  |  |  |  |  |  |  |  |
| d.60%以上 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 17、2018年，贵企业没有申请贷款的原因是（ ）（可多选，最多选择3项，2018年没有申请贷款的企业填写） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.自身资金比较宽裕、周转顺畅 |  |  |  |  |  |  |  |  |  |  |  |  |
| b.已有贷款，尚未到期 |   |  |  |  |  |  |  |  |  |  |  |  |
| c贷款审批时间长、手续繁 |  |  |  |  |  |  |  |  |  |  |  |  |
| d.贷款利率过高 |  |  |  |  |  |  |  |  |  |  |  |  |
| e.中介评估等附加费用高 |  |  |  |  |  |  |  |  |  |  |  |  |
| f.自己知道不符合贷款条件  |  |  |  |  |  |  |  |  |  |  |  |  |
| g.已通过其他融资方式获得资金 |  |  |  |  |  |  |  |  |  |  |  |  |
| h.其他 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 18、贵企业在银行贷款融资过程中遇到的主要问题是（ ）（多选题，最多选择3项） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.手续繁琐  |  |  |  |  |  |  |  |  |  |  |  |  |
| b.抵押、担保要求过严  |  |  |  |  |  |  |  |  |  |  |  |  |
| c.企业信用等级要求过高  |  |  |  |  |  |  |  |  |  |  |  |  |
| d.审批时间长、时效性差  |   |  |  |  |  |  |  |  |  |  |  |  |
| e.附加条件较多  |  |  |  |  |  |  |  |  |  |  |  |  |
| f.融资成本高 |   |  |  |  |  |  |  |  |  |  |  |  |
| g.可获资金额度小  |  |  |  |  |  |  |  |  |  |  |  |  |
| h.期限较短  |  |  |  |  |  |  |  |  |  |  |  |  |
| i.产品单一、个性化不足  |  |  |  |  |  |  |  |  |  |  |  |  |
| j.续贷、转贷难度较大  |  |  |  |  |  |  |  |  |  |  |  |  |
| k.信贷政策不透明  |  |  |  |  |  |  |  |  |  |  |  |  |
| l.其他 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 19、若企业选择银行贷款融资，则能够提供的担保条件（ ）（可多选，最多选择3项） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.纯信用 |   |  |  |  |  |  |  |  |  |  |  |  |
| b.存货质押 |   |  |  |  |  |  |  |  |  |  |  |  |
| c.应收货款、账款等质押 |  |  |  |  |  |  |  |  |  |  |  |  |
| d.订单质押 |   |  |  |  |  |  |  |  |  |  |  |  |
| e.股权抵押 |   |  |  |  |  |  |  |  |  |  |  |  |
| f.专利、商标、技术等质押  |  |  |  |  |  |  |  |  |  |  |  |  |
| g.厂房抵押 |   |  |  |  |  |  |  |  |  |  |  |  |
| h.机器设备抵押  |  |  |  |  |  |  |  |  |  |  |  |  |
| i.私人房产或资产抵押 |  |  |  |  |  |  |  |  |  |  |  |  |
| j.担保公司担保  |  |  |  |  |  |  |  |  |  |  |  |  |
| k.其它企业或个人担保 |   |  |  |  |  |  |  |  |  |  |  |  |
| l.其他 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 20、贵企业认为开展应收账款融资的最大阻碍是什么？（ ） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.操作手续繁琐  |  |  |  |  |  |  |  |  |  |  |  |  |
| b.核心企业确权意愿不高 |  |  |  |  |  |  |  |  |  |  |  |  |
| c.企业应收账款减值风险较大  |  |  |  |  |  |  |  |  |  |  |  |  |
| d.融资成本太高  |  |  |  |  |  |  |  |  |  |  |  |  |
| e.金融机构积极度不够 |  |  |  |  |  |  |  |  |  |  |  |  |
| f. 企业自身对该业务不了解 |  |  |  |  |  |  |  |  |  |  |  |  |
| g.其他（请说明） |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 21、贵企业在股权、债券等融资过程中遇到的主要问题是( ) （多选题，最多选择3项） |  |  |  |  |  |  |  |  |  |  |  |  |
| a.准入门槛较高  |  |  |  |  |  |  |  |  |  |  |  |  |
| b.产品或服务供给不足 |   |  |  |  |  |  |  |  |  |  |  |  |
| c.附加条件较多 |  |  |  |  |  |  |  |  |  |  |  |  |
| d.对经营财务等指标要求较高  |  |  |  |  |  |  |  |  |  |  |  |  |
| e.融资成本高  |  |  |  |  |  |  |  |  |  |  |  |  |
| f.审批或等待时间长  |  |  |  |  |  |  |  |  |  |  |  |  |
| g.手续繁琐 |   |  |  |  |  |  |  |  |  |  |  |  |
| h.其他 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 感谢您的支持！ |  |  |  |  |  |  |  |  |  |  |  |  |