**中美合同能源管理合作项目U.S.- China EPC Cooperation Initiative**

**融资问卷调查**

**Financing Questionnaire**

This survey is intended to help identify and understand the challenges and constraints faced both by ESCOs in obtaining financing, and by financial institutions in funding viable EPC projects.

这项调查旨在帮助找到和理解ESCOs在获得融资方面以及金融机构在资助可行的EPC项目方面所面临的挑战和制约因素。

We intend to use the survey inputs to analyze common trends, concerns, and needs from both sides, and to hold a workshop on November 1, 2018, that will bring together workshop participants for a discussion aimed at addressing financing concerns, and for matchmaking, with the hope of providing feasible financial products for EPC projects.  Survey results will be used to develop the agenda for that workshop.

我们将利用调查的结果来分析双方的共同趋势、关注和需求，并拟于**2018年11月1日**召开一个研讨会，组织参会代表们为解决融资问题进行探讨，撮合相关合作，并寻找适用于EPC项目的金融产品。我们将基于调查结果来设计研讨会的议程。

The more detailed your answers, the better we can address the needs of–and identify potential solutions or opportunities for—your organization. We plan to address some specific concerns or issues raised in the survey responses at the workshop. Please be as detailed as possible in your responses. The deadline for the surveys is October 15, 2018. Please send back your response to [liuyy@state.gov](mailto:liuyy@state.gov) and [ywx@emca.cn](mailto:ywx@emca.cn)

如果您可以提供更加详细的信息，我们将能更好地满足您的需求，并为您所在的机构找到潜在的解决方案和机会。我们计划在研讨会上对本调查收集到的一些问题进行答复和响应。请尽可能详细地回答本调查中的问题。请于**2018年10月15日**前填写好调查问卷并发回[liuyy@state.gov](mailto:liuyy@state.gov) 和[ywx@emca.cn](mailto:ywx@emca.cn) 。

**基本信息Basic Information**

|  |  |  |  |
| --- | --- | --- | --- |
| **单位名称 Company/Financing Institute Name** |  | | |
| **填表人姓名 Name of the person filling this survey** |  | **职务Job Title** |  |
| **邮箱 Email** |  | **手机号Mobile Phone** |  |

**Questions for Pilot Projects/ESCOs 以下问题请示范项目/ESCOs回答**

General Information about your company 关于贵司的基本信息

What type of energy-efficiency improvements does your company provide, and in what sectors?

贵司为哪些行业提供哪些类型的能效提升服务？

How many related projects had you done before the pilot project?

在开展试点项目之前曾做过几个相关项目？

What is the size of your company, in terms of revenue and staffing? How long have you been in business?

贵司规模（营业额和员工数）如何？开展相关业务有多久了？

In what way, if at all, is your improvement technology unique?

贵司的能效提升技术是否有独特之处，如果有是什么？

Questions specifically about your pilot project 关于试点项目的具体问题

* Please briefly describe your pilot project
* 请简要介绍您的项目
* Projects seeking pilot project recognition must have an innovation in contract model, financing structure, and/or M&V approach? What was your project’s innovation?
* 获得试点项目资格的项目必须在合同模式、融资结构和/或测量与验证方式上有所创新。您的项目的创新是什么？
* What was your financing source for the project? What percentage was third-party financed?
* 您的项目资金来源是什么？第三方融资的比例占多少？
* If third-party financing was used, which financing structure did you ultimately use for the pilot project?
* 如果采用了第三方融资，您的试点项目最终使用的融资结构是什么？
* What structures, if any, were considered for the project, but your company either was unsuccessful in pursuing or ultimately decided to reject? 是否还考虑过使用其他融资结构，但是无法实施，或者最终决定放弃？
* What, if any, were some of your initial barriers to financing? 项目最初是否存在融资困难？如果有是什么？
* What were the drivers for selecting the financing model that you used? 什么原因驱使您选择了最终所采纳的融资模式？
* In your view, what were the key aspects of the project that enabled it to overcome traditional market barriers? (Please identify the barrier and the aspect of success). For financing barriers, please also consider any revisions that needed to be made to the project, including the contracting, your company’s financials, bringing in partners, debt structure, etc.
* 在您看来，什么原因能使项目打破传统的市场壁垒？（请说出项目所面临的困难和以及使项目克服困难取得成功的原因）。请针对融资困难考虑是否可以对项目进行改进，包括合同、贵公司的财务情况、引入合作伙伴、以及债务结构等。
* What “matchmaking” tools offered by the Chinese government, EMCA, or other source, did you use in financing the project? 在项目融资过程中，使用了由中国政府、EMCA或其他机构提供的哪种“撮合”工具？
  + If you used a government subsidy for EPA, please explain how doing so was beneficial to your project.
  + 如果使用了政府资助开展合同能源管理项目，请说明这样做对项目有哪些好处。
  + What support do you believe is needed to better enable financing?
  + 您认为有哪些支持可以帮助您进行更好的融资？
* Lessons learned in financing the pilot project.
* 通过试点项目融资获得的教训。

**Questions for financing entities: 以下问题请金融机构回答：**

How would you rate your knowledge in energy performance contracting, on a scale of 0 (no knowledge) to 10 (expert)?

以0（完全不了解）到10（专家水平）分计，您对合同能源管理项目的了解可以打几分？

Has your organization financed any EPC projects in China? 贵机构是否为中国的合同能源管理项目提供过融资？

1. How many projects, and over what period of time? What is the percentage of EPC financing within your organization’s total investment portfolio? 为几个项目提供过融资？融资期多久？为合同能源管理项目提供的资金占贵机构总投资额的百分之多少？
   1. Experiences of successful financing cases? 简述所参与的成功融资项目的经验
   2. Experiences of unsuccessful financing cases?简述所参与的失败融资项目的经验
   3. Challenges that your organization is facing that are unique to financing EPC projects? 您认为贵机构在为合同能源管理项目提供融资时所面对的独特挑战有哪些?
2. What products/financing vehicles have you used? 您使用过哪些产品/融资工具？
   1. What have been the drivers for using these products/vehicles? 促使您采用这些产品/工具的因素是什么？
   2. Are any of these products aimed specifically at energy efficiency improvement projects? 这些产品中是否有专门用于能效提升项目的？
      1. Which have been the most successful? Which have been the least successful? In what sense? 哪个产品最成功？哪个最不成功？从什么角度来评价？
      2. How do the parameters of these targeted products differ from other types of projects? 用于能效提升项目的产品参数与其他项目产品有什么不同？
3. Do you have any new and/or innovative products tailored to efficiency improvement in general—and EPC projects specifically—that you are rolling out? Can you please provide specifics on those products? 贵机构有针对能效提升项目和专门针对EPC项目的新产品和/或创新产品吗？能否具体介绍一下这些产品？

What type of EPC projects are you willing to finance? 贵机构愿意为哪类的合同能源管理项目提供融资服务？

1. What, if any, contract models would you prefer/prioritize? 贵机构是否有比较倾向使用的合同模式？如果有是什么？
2. Is there a minimum percentage of project costs that you expect the ESCO to have secured funding for before your institution is willing to finance the project? 是否需要ESCO自筹到一定比例的资金后，贵机构才愿意为该项目提供融资？
   1. What other limitations or caps does your institution have on the percentage of a project you are willing to finance? 贵机构对是否对为项目提供融资的的百分比有限制或者有融资上限？
   2. What type of ESCOs are you willing to work with? Are there any type of ESCOs that you generally do not work with? Why? 您愿意和哪类ESCOs合作？通常不和哪类ESCOs合作？为什么？
3. What, if any, is the minimum project value threshold that you would expect to see in a project that your organization is considering financing? 您是否对贵机构拟提供融资项目有预期的最小项目价值阈值？是什么？
4. What, if any, is the minimum or maximum project lifespan that you would expect to see? 您是否对项目最短或最长周期有预期？是多久？

What are the most common reasons for your organization to reject applications to finance an EPC project that might otherwise look attractive to you? (e.g., project proposals and paperwork that is not sufficiently mature/complete; insufficient collateral; poor or unknown credit status of companies; limited credit history of companies; lack of reliable measurement and verification protocols, etc.) 贵机构拒绝为EPC项目提供融资的最常见的原因是什么？(例如，项目建议书和文件不够成熟/完整；担保不足；公司信用状况差或未知；公司信用史太短；缺乏可靠的测量和验证方法等。)

What obstacles or barriers may keep your organization from using certain financing vehicles? 哪些障碍或困难会阻止贵机构使用某些特定的融资工具时？

What policies, resources, or tools offered by the Chinese government, EMCA, or other source, has your organization used in conducting due diligence on an EPC financing proposal? What resources/tools would you like to have available? 在对一个EPC融资计划书进行尽职调查的时候，贵机构使用了由中国政府、EMCA或其他机构所提供的哪些政策、资源或工具？您希望获得什么样的资源/工具？

Lessons learned? 经验教训？