**Questions**

The questions section of this **Federal Register** notice is split into four parts: (a) General, (b) Financing, (c) Economic Outlook, and (d) Competition.

**General**

1. From the Covered Technology Categories referenced in the Background of this **SUPPLEMENTARY INFORMATION** section, please select at least one Category that best represents your company.

2. What is the 6-digit North American Industry Classification System (NAICS) code for your business? If your business has more than one NAICS code, please list those associated with the Covered Technology Categories noted in your response to Question 1.

3. Does your company largely produce, integrate, or otherwise use equipment and/or services for a purpose that aligns with any of the Covered Technology Categories enumerated in the Background section? Please list each Covered Technology Category and define the relationship.

4. What are the primary technology asset(s)/equipment utilized in your sector for production or provision of services? What is the typical useful life of these technology equipment/assets?

5. Is there a secondary market for the technology equipment/asset(s) noted in Question 4? If so, how is the secondary market value typically established ( *e.g.,* public benchmark, appraisals, etc.)?

6. If applicable, how are these technology equipment/asset(s) transported from the source of origin to your facilities (airship, sea ship, rail, trucks)? If shipped via sea, are you/or your supplier able to transport them on a U.S.-flagged vessel?

7. How long has your company been in business? How many years has your firm operated in the specified Covered Technology Category?

8. What was your company's annual revenue over the past five years? (Please list each year and the respective annual value).

9. What were your company's earnings before interest and taxes (EBIT), and EBIT margins from the past five years? (Please list each year and the respective annual value).

10. What is your company's actual or implied Credit Rating Agency rating ( *e.g.* BB+, Ba1, etc.)?

11. What is the current size of your company by employee count?

12. In which city, state, and countries are your company's headquarters, and manufacturing plants located?

13. In which geographies are your suppliers most concentrated? Please specify the state(s) or country(ies) if foreign.

14. In which geographies are your customers most concentrated? Please specify the state(s) or country(ies) if foreign.

15. Who are the major lenders in your market segment ( *e.g.,* banks, specialty firms, private credit)? Please specify the institutions.

16. What percentage of your annual revenue has been spent on Research and Development (R&D) over the past five years? (Please list each year and the respective annual value).

17. What percentage of your annual revenue has been spent on capital expenditures (CapEx) over the past five years? (Please list each year and the respective annual value).

18. How often is capital expenditure (CapEx) funding usually needed ( *e.g.,* once every three years)?

**Financing**

19. Have you previously used any form of U.S. Government funding? If so, please specify which funding tool(s) your company used and how ( *e.g.,* loans, loan guarantees, etc.). If not, please specify why.

20. Have you ever accessed or attempted to obtain Federal credit ( *e.g.,* direct loans or loan guarantees) in the past, or are you considering it in the future? If so, please specify the Federal credit programs or institutions.

21. Have Federal credit programs been able to successfully address the funding needs in your market segment? Please explain.

22. Which types of debt financing are currently available to your company for the purposes of working capital, capital/equipment lease or purchases, and acquisition?

23. What are the sources of debt financing in your market segment ( *e.g.,* Banks, Credit Unions, Non-Bank Lenders, Funds, etc.)?

24. On average, how long does it take a company in your market segment to secure the needed debt funding for working capital, capital/equipment purchases or leases, acquisitions, etc.? How critical is the speed of funding availability in your line of business?

25. What are the typical terms for such debt instruments ( *e.g.,* debt/equity ratio, repayment tenor, fund availability period, grace period, amortization structure, security/collateral package, covenants, interest rates, credit spreads, etc.)?

26. What are the limitations with existing forms of debt capital available to your company or sector ( *e.g.,* type, cost, availability, covenants, eligibility, etc.)?

27. What are the typical debt instruments used to fund the procurement of the technology assets/equipment in your sector?

28. What forms of working capital funding are available to companies in your market?

29. Have you deferred production expansion due to lack of access to capital or the cost of capital?

30. What is the seniority level of the typical debt instrument in your market? Are there any covenant restrictions preventing additional borrowing that is pari-passu or senior to existing debt on your balance sheet (if any)?

31. What are some of the limitations or challenges in accessing funding in your sector?

32. Are there any niche areas in your sub-sector that struggle with accessing the needed debt capital? Please describe the reasons for this.

33. Would you benefit from OSC offering any of the following types of loan or loan guarantees: working capital loans or lines of credit, asset-backed loans, equipment financing, or acquisition financing?

34. Subject to the criteria and eligibility requirements to be determined by OSC, what factors should OSC consider important when reviewing applications for the DoD Loan Program?

**Economic Outlook**

35. What is your outlook on the five-year macroeconomic projection for your industry? What macroeconomic headwinds/tailwinds are most impacting you?

**Competition**

36. Who are the main competitors in your space? Where are they located geographically? Please list the city and state, if known. If the competitor is located overseas, please list the city and country.

37. Do you have foreign competition in your industry? Foreign competition is defined as a competing firm with headquarters outside of the United States. If yes, please list the firm(s) as well as the country they are headquartered in.

38. Are you aware of or facing competition backed by foreign government financing? If so, please identify the competition and the type of foreign government financing provided.