



Exporter Questionnaire



Product:	Newsprint
From:	France and the Republic of Korea
Period of Investigation:	1 April 2013 to 31 March 2014
Response due by:	29 May 2014
	<div>Extended to 12 June 2014</div>
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Return completed questionnaire to:	Anti-Dumping Commission Customs House 5 Constitution Avenue Canberra ACT 2600 Attention: Director Operations 1

GOODS UNDER CONSIDERATION

The goods under consideration (the goods) ie the goods exported to Australia, allegedly at dumped prices and/or in receipt of subsidies, are:

Newsprint in roll or sheet form having a weight within the range 40 grams per square meter (gsm) to 46 gsm (inclusive) and brightness below a measure of 70 ISO.

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SECTION A

COMPANY STRUCTURE AND OPERATIONS

This section requests information relating to company details and financial reports.

A-1 Identity and communication

Please nominate a person within your company who can be contacted for the purposes of this investigation:

Head Office:

Name:	Park, Sang-Jun
Position in the company:	Director, Head of Export Sales
Address:	6th Floor, KCCI Building, 39 Sejong-Daero, Seoul 100-743, Korea
Telephone:	+82 2 6050 2642
Facsimile number:	+82 2 6050 2619
E-mail address of contact person:	maister@jeonjupaper.com

Jeonju Mill:

Address:	Palbok-ro 59, Deokjin-gu, Jeonju-si, Jeonbuk, Korea
Telephone:	+82 2 6050 2642
Facsimile number:	+82 2 6050 2619
E-mail address of contact person:	maister@jeonjupaper.com

Cheongwon Mill:

Address:	Sangjeongssangcheong-ro 171, Osong-eup, Cheonwon-gun, Choongbuk, Korea
Telephone:	+82 2 6050 2642
Facsimile number:	+82 2 6050 2619
E-mail address of contact person:	maister@jeonjupaper.com

A-2 Representative of the company for the purpose of investigation

If you wish to appoint a representative to assist you in this investigation, provide the following details:

Name:	Daniel Moulis and Charles Zhan
Address	Moulis Legal 6/2 Brindabella Circuit Brindabella Business Park Canberra International Airport Australian Capital Territory Australia 2609
Phone:	+61 2 6163 1000
Facsimile	+61 2 6162 0606
Email address	charles.zhan@moulislegal.com
All communication should be directed to Moulis Legal in the first instance.	

Note that in nominating a representative, the Commission will assume that confidential material relating to your company in this investigation may be freely released to, or discussed with, that representative.

A-3 Company information

1. What is the legal name of your business? What kind of entity is it (eg. company, partnership, sole trader)? Please provide details of any other business names that you use to export and/or sell goods.

Jeonju Paper Corporation (hereinafter “Jeonju”) is a limited liability corporation under the laws of Korea.

Jeonju is owned by two private investment funds named “MSPE Tattoo Holdings AB” and SHPE Holdings One LLC”.

Jeonju does not use any other business names for the exportation or other selling of goods.

2. Who are the owners and/or principal shareholders? Provide details of shareholding percentages for joint owners and/or principal shareholders. (List all shareholders able to cast, or control the casting of, 5% or more of the maximum amount of votes that could be cast at a general meeting of your company).

Jeonju is a public company under the Korean Commercial Law.

Jeonju was originally founded in January 1965, when it was named “Saehan Paper”. Since September 11, 2008, MSPE Tattoo Holdings AB and SHPE Holdings One LLC hold a [CONFIDENTIAL TEXT DELETED - number]% and a [CONFIDENTIAL TEXT DELETED - number]% stake in

Jeonju respectively.

3. If your company is a subsidiary of another company, list the principal shareholders of that company.

Jeonju is not a subsidiary of another company.

4. If your parent company is a subsidiary of another company, list the principal shareholders of that company.

Please see A-3.3 above.

5. Provide a diagram showing all associated or affiliated companies and your company's place within that corporate structure.

Jeonju has two wholly owned subsidiaries named Jeonju Energy Corporation ("Jeonju Energy") and Hanvit Green Environment Corporation ("Hanvit Green Environment"). They produce solid fuels from waste (wood and vinyl waste) and provide them to Jeonju. Jeonju uses these solid fuels to generate electricity for its own use, and to sell electricity to outside customers.

6. Are any management fees/corporate allocations charged to your company by your parent or related company?

[CONFIDENTIAL TEXT DELETED – inter-company arrangements]

7. Describe the nature of your company's business. Explain whether you are a producer or manufacturer, distributor, trading company, etc.

Jeonju is principally engaged in manufacture, distribution and sale of newsprint products, print and writing papers, and electricity.

8. If your business does not perform all of the following functions in relation to the goods under consideration, then please provide names and addresses of the companies which perform each function:

- produce or manufacture
- sell in the domestic market
- export to Australia, and
- export to countries other than Australia.

Jeonju performs all of the above functions in relation to the goods.

9. Provide your company's internal organisation chart. Describe the functions performed by each group within the organisation.

Please see Attachment 1 - internal organisation chart [CONFIDENTIAL ATTACHMENT]

10. Provide a copy of your most recent annual report together with any relevant brochures or pamphlets on your business activities.

Please see a copy of Jeonju's company brochure at Attachment 2.

A-4 General accounting/administration information

1. Indicate your accounting period.

Jeonju's accounting period is the calendar year - 1 January to 31 December.

2. Indicate the address where the company's financial records are held.

Jeonju's financial accounting records and cost accounting records are held at [CONFIDENTIAL TEXT DELETED – location of accounting records].

3. Please provide the following financial documents for the two most recently completed financial years plus all subsequent monthly, quarterly or half yearly statements:

- chart of accounts;
- audited consolidated and unconsolidated financial statements (including all footnotes and the auditor's opinion);
- internal financial statements, income statements (profit and loss reports), or management accounts, that are prepared and maintained in the normal course of business for the goods under consideration.

These documents should relate to:

- the division or section/s of your business responsible for the production and sale of the goods under consideration; and
- the company.

Please see Attachment 3 – Jeonju chart of accounts [CONFIDENTIAL ATTACHMENT].

Please see Jeonju's audited unconsolidated financial statements including all footnotes and the auditor's opinion for the two most recently completed financial years (2012 and 2013) at Attachments 4 and 5 [CONFIDENTIAL ATTACHMENTS]. Jeonju does not have consolidated financial statements.

Also attached is a copy of Jeonju's internal management report for January to March 2014, at Attachment 6 – 2014Q1 Balance sheet and Attachment 7 – 2014Q1 Income Statement. [CONFIDENTIAL ATTACHMENTS]

Jeonju does not issue any divisional financial statement in relation to the goods.

4. If you are not required to have the accounts audited, provide the unaudited financial statements for the two most recently completed financial years, together with your taxation returns. Any subsequent monthly, quarterly or half yearly statements should also be provided.

Jeonju is required to have its accounts audited.

5. Do your accounting practices differ in any way from the generally accepted accounting principles in your country? If so, provide details.

Jeonju's accounting practices do not differ from the Korean GAAP.

6. Describe:

The significant accounting policies that govern your system of accounting, in particular:

- the method of valuation for raw material, work-in-process, and finished goods inventories (eg last in first out –LIFO, first in first out- FIFO, weighted average);

Jeonju values raw materials, work-in-process and finished goods on a weighted average method by month. Except for goods-in-transit (ie, materials ordered and shipped to Jeonju but not yet received), costs are stated in accordance with the actual cost, based on the specific identification method that captures the material costs at its actual purchase value.

- costing methods, including the method (eg by tonnes, units, revenue, direct costs etc) of allocating costs shared with other goods or processes (such as front office cost, infrastructure cost etc);

Jeonju uses process costing system based on actual cost. Jeonju's accounting system is structured to ensure that all costs incurred at its production facilities are recorded as production costs. Costs incurred in the selling divisions, administration and other corporate departments are classified as selling, general and administrative expenses.

Please see responses below at Section G for further details of the cost accounting practices.

- valuation methods for damaged or sub-standard goods generated at the various stages of production;

Damaged/sub-standard goods are recycled as raw materials are recorded as scrap recovery and as raw material for new production at their production costs. Where such goods are sold as scrap, it is valued in accordance with the market value.

- valuation methods for scrap, by products, or joint products;

Jeonju does not produce by-products or co-products as a result of the production of the goods. Paper scrap resulting from production of the goods is collected at each production line and used as raw material for new production. The costs of production for the scrap are deducted from production cost as scrap recovery and recorded as manufacturing cost for new product.

- valuation and revaluation methods for fixed assets;

Jeonju's fixed assets are valued at their acquisition cost. Significant

additions or improvements extending useful lives of assets are capitalized. However normal maintenance and repairs are expensed.

- average useful life for each class of production equipment and depreciation method and rate used for each;

Jeonju uses the straight-line method of depreciation over the estimated useful lives of the asset concerned.

Name	Useful lives	Name	Useful lives
[CONFIDENTIAL TEXT DELETED – types of assets and numbers]			

- treatment of foreign exchange gains and losses arising from transactions;

Foreign exchange gains and losses may be incurred on foreign currency transactions due to exchange rate fluctuations between the time an expense is incurred in a foreign currency and the time of payment. Such gains and losses are reported as “gains/losses on foreign currency transactions” when payment accrued.

- treatment of foreign exchange gains/losses arising from the translation of balance sheet items;

Non-monetary assets and liabilities denominated in a foreign currency are translated at the effective rate at the time of acquisition. Monetary assets and liabilities denominated in a foreign currency are translated at the effective exchange rate on the date of the balance sheets.

- inclusion of general expenses and/or interest;

General expenses and interest expenses are debited to the income statements of the corresponding year.

- provisions for bad or doubtful debts;

The provision for bad debt is estimated based on ageing analysis and risk of collectability for individual accounts receivable.

- expenses for idle equipment and/or plant shut-downs;

There were no such expenses during the period of investigation.

- costs of plant closure;

There were no such costs during the period of investigation.

- restructuring costs;

There were no restructuring costs during the period of investigation.

- by-products and scrap materials resulting from your company's production process; and

Please refer to Jeonju's answer in relation to by-products and scrap, above.

- effects of inflation on financial statement information.

Not applicable, in that Jeonju did not have to account for effects of inflation during the period of investigation.

7. In the event that any of the accounting methods used by your company have changed over the last two years provide an explanation of the changes, the date of change, and the reasons for it.

Not applicable, in that there have been no such changes.

A-5 Income statement

Please fill in the following table. It requires information concerning all products produced and for the goods under consideration (*'goods under consideration'* (the goods) is defined in the Glossary of Terms in the appendix to this form). You should explain how costs have been allocated.

	Most recent completed financial year (specify)		Investigation period -1 April 2013 to 31 March 2014	
	All products	Goods Under Consideration	All products	Goods Under Consideration
Gross Sales (1)				
Sales returns, rebates and discounts (2)				
Net Sales (3=1-2)				
Raw materials (4)				
Direct Labour (5)				
Depreciation (6)				
Manufacturing overheads (7)				
Other operating expenses (8)				
Total cost to make (9=4+5+6+7+8)				
OPERATING INCOME (10=3-9)				
Selling expenses (11)				
Administrative & general expenses (12)				

Financial expenses (13)				
SG&A expenses (14)=(11+12=13)				
INCOME FROM NORMAL ACTIVITIES (15)=(10-14)				
Interest income (16)				
Interest expense (enter as negative) (17)				
Extraordinary gains and losses – enter losses as negative (18)				
Abnormal gains and losses – enter losses as negative (19)				
PROFIT BEFORE TAX (20)=(15+16+17+18+19)				
Tax (21)				
NET PROFIT (22)=(20-21)				

Note: if your financial information does not permit you to present information in accordance with this table please present the information in a form that closely matches the table.

Prepare this information on a spreadsheet named "**Income statement**".

This information will be used to verify the completeness of cost data that you provide in Section G. If, because of your company's structure, the allocations would not be helpful in this process, please explain why this is the case.

Please see [Income Statement and the supporting worksheet at Attachment 8 \[CONFIDENTIAL ATTACHMENT\]](#).

A-6 Sales

State your company's net turnover (after returns and all discounts), and free of duties and taxes. Use the currency in which your accounts are kept, in the following format:

	Most recent completed financial year (specify)		Investigation period 1 April 2013 to 31 March 2014	
	Volume	Value	Volume	Value
Total company turnover (all products)				

Domestic market				
Exports to Australia				
Exports to Other Countries				
Turnover of the nearest business unit, for which financial statements are prepared, which includes the goods under consideration				
Domestic market				
Exports to Australia				
Exports to Other Countries				
Turnover of the goods under consideration				
Domestic market				
Exports to Australia				
Exports to Other Countries				

Prepare this information in a spreadsheet named "TURNOVER".

This information will be used to verify the cost allocations to the goods under consideration in Section G.

Also, you should be prepared to demonstrate that sales data shown for the goods is a complete record by linking total sales of these goods to relevant financial statements.

Please Attachment 9 - Turnover [CONFIDENTIAL ATTACHMENT].

SECTION B

SALES TO AUSTRALIA (EXPORT PRICE)

This section requests information concerning your export practices and prices to Australia. You should include costs incurred beyond ex-factory. Export prices are usually assessed at FOB point, but the Commission may also compare prices at the ex factory level.

*You should report prices of **all** goods under consideration (the goods) **shipped** to Australia during the investigation period.*

The invoice date will normally be taken to be the date of sale. If you consider:

- *the sale date is not the invoice date (see 'date of sale' column in question B4 below) and;*
- *an alternative date should be used when comparing export and domestic prices*

*you **must** provide information in section D on domestic selling prices for a matching period - even if doing so means that such domestic sales data predates the commencement of the investigation period.*

B-1 For each customer in Australia to whom you shipped goods in the investigation period list:

- name;
- address;
- contact name and phone/fax number where known; and
- trade level (for example: distributor, wholesaler, retailer, end user, original equipment).

[CONFIDENTIAL TEXT DELETED – Australian customers]

B-2 For each customer identified in B1 please provide the following information.

Before dealing with the individual questions in B-2 below, Jeonju provides the following table to show the main sales terms for the different customers.

[CONFIDENTIAL TABLE DELETED – commercial terms]

- (a) Describe how the goods are sent to each customer in Australia, including a diagram if required.

For all Australian customers, the goods were shipped directly from Kwangyang or Busan ports under [CONFIDENTIAL TEXT DELETED – trading terms] terms.

For [CONFIDENTIAL TEXT DELETED – trading terms] the Australian customer.

- (b) Identify each party in the distribution chain and describe the functions performed by them. Where commissions are paid indicate whether it is

a pre or post exportation expense having regard to the date of sale.

Jeonju used a freight company, [CONFIDENTIAL TEXT DELETED – identification of service provider], for [CONFIDENTIAL TEXT DELETED – transportation arrangements].

Customs clearance and Australian inland transportation are [CONFIDENTIAL TEXT DELETED – transportation arrangement].
[CONFIDENTIAL TEXT DELETED – commercial arrangement]

- (c) Explain who retains ownership of the goods at each stage of the distribution chain. In the case of DDP sales, explain who retains ownership when the goods enter Australia.

In case of [CONFIDENTIAL TEXT DELETED – trading term] delivery terms, the ownership of the GUC was transferred at [CONFIDENTIAL TEXT DELETED – trading term].

For [CONFIDENTIAL TEXT DELETED – trading term] delivery terms, the ownership of the GUC was transferred to the Australian customer at [CONFIDENTIAL TEXT DELETED – trading term].

- (d) Describe any agency or distributor agreements or other contracts entered into in relation to the Australian market (supply copy of the agreement if possible).

[CONFIDENTIAL TEXT DELETED – commercial arrangement]

- (e) Explain in detail the process by which you negotiate price, receive orders, deliver, invoice and receive payment. If export prices are based on price lists supply copies of those lists.

[CONFIDENTIAL TEXT DELETED – process of negotiation, contracting, ordering, shipping to customers]

- (f) State whether your firm is related to any of its Australian customers. Give details of any financial or other arrangements (eg free goods, rebates, or promotional subsidies) with the customers in Australia (including parties representing either your firm or the customers).

Jeonju is not related to any of its Australian customers.

- (g) Details of the forward orders of the goods under consideration (include quantities, values and scheduled shipping dates).

Please see Attachment 11 – Forward orders [CONFIDENTIAL ATTACHMENT].

- B-3** Do your export selling prices vary according to the distribution channel identified? If so, provide details. Real differences in trade levels are characterised by consistent and distinct differences in functions and prices.

[CONFIDENTIAL TEXT DELETED – commercial arrangement]

- B-4** Prepare a spreadsheet named “Australian sales” listing all shipments (i.e. transaction by transaction) to Australia of the goods under consideration in the investigation period. You must provide this list in electronic format. Include the following export related information:

Column heading	Explanation
Customer name	names of your customers
Level of trade	the level of trade of your customers in Australia
Model/grade/type	commercial model/grade or type
Product code	code used in your records for the model/grade/type identified. Explain the product codes in your submission.
Invoice number	invoice number
Invoice date	invoice date
Date of sale	refer to the explanation at the beginning of this section. If you consider that a date <i>other than</i> the invoice date best establishes the material terms of sale, report that date. For example, order confirmation, contract, or purchase order date.
Order number	if applicable, show order confirmation, contract or purchase order number if you have shown a date other than invoice date as being the date of sale.
Shipping terms	Delivery terms eg. CIF, C&F, FOB, DDP (in accordance with Incoterms)
Payment terms	agreed payment terms eg. 60 days=60 etc
Quantity	Quantity in units shown on the invoice. Show basis eg kg.
Gross invoice value	gross invoice value shown on invoice <i>in the currency of sale, excluding taxes.</i>
Discounts on the invoice	if applicable, the amount of any discount deducted on the invoice on each transaction. If a % discount applies show that % discount applying in another column.
Other charges	any other charges, or price reductions, that affect the net invoice value. Insert additional columns and provide a description.
Invoice currency	the currency used on the invoice
Exchange	Indicate the exchange rate used to convert the currency of the

rate	sale to the currency used in your accounting system
Net invoice value in the currency of the exporting country	the net invoice value expressed in your domestic currency as it is entered in your accounting system
Rebates or other allowances	the amount of any deferred rebates or allowances paid to the importer in the currency of sale
Quantity discounts	the actual amount of quantity discounts not deducted from the invoice. Show a separate column for each type of quantity discount.
Ocean freight**	the actual amount of ocean freight incurred on each export shipment listed.
Marine insurance	Amount of marine insurance
FOB export price**	the free on board price at the port of shipment.
Packing*	Packing expenses
Inland transportation costs*	inland transportation costs included in the selling price. For export sales this is the inland freight from factory to port in the country of export.
Handling, loading & ancillary expenses*	handling, loading & ancillary expenses. For example, terminal handling, export inspection, wharfage & other port charges, container tax, document fees & customs brokers fees, clearance fees, bank charges, letter of credit fees, & other ancillary charges incurred in the exporting country.
Warranty & guarantee expenses*	warranty & guarantee expenses
Technical assistance & other services*	expenses for after sale services, such as technical assistance or installation costs.
Commissions*	Commissions paid. If more than one type is paid insert additional columns of data. Indicate in your response to question B2 whether the commission is a pre or post exportation expense having regard to the date of sale.
Other factors*	any other costs, charges or expenses incurred in relation to the exports to Australia (include additional columns as required). See question B5.

** FOB export price and Ocean Freight:

FOB export price: An FOB export price must be calculated for each shipment - regardless of the shipping terms. FOB price includes inland transportation to the port of exportation, inland

insurance, handling, and loading charges. It excludes post exportation expenses such as ocean freight and insurance. Use a formula to show the method of the calculation on each line of the export sales spreadsheet.

Ocean freight: as ocean freight is a significant cost it is important that the actual amount of ocean freight incurred on each exportation be reported. If estimates must be made you must explain the reasons and set out the basis - estimates must reflect changes in freight rates over the investigation period.

Freight allocations must be checked for consistency.

* All of these costs are further explained in section E-1.

Please see Attachment 12 - Australian Sales spreadsheet [CONFIDENTIAL ATTACHMENT]. Also attached is a detailed description of the field layout of the spreadsheet, at Attachment 13 [CONFIDENTIAL ATTACHMENT].

Jeonju considers the [CONFIDENTIAL TEXT DELETED – commercial arrangement] to be the date that best reflects the material terms of the transaction between it and its Australian customers.

For Column T “Net invoice value” in the Australian sales spreadsheet, Jeonju reported the invoice value in Korean Won by converting the invoice currency [CONFIDENTIAL TEXT DELETED – commercial arrangements].

Jeonju’s sales to overseas markets comprise [CONFIDENTIAL TEXT DELETED – proportion of export sales]. Overseas sales are paid for with foreign currencies. [CONFIDENTIAL TEXT DELETED – commercial arrangements] Please see Attachment 14 Australian sales net invoice conversion for detailed calculation [CONFIDENTIAL ATTACHMENT]. Also attached is a copy of the [CONFIDENTIAL TEXT DELETED – commercial arrangements], please see Attachment 15 [CONFIDENTIAL ATTACHMENT].

- B-5** If there are any other costs, charges or expenses incurred in respect of the exports listed above which have not been identified in the table above, add a column (see “other factors” in question B-4) for each item, and provide a description of each item. For example, other selling expenses (direct or indirect) incurred in relation to the export sales to Australia.

Jeonju reported the credit expenses in relation to its Australian sales at Column AG of Australian Sales spreadsheet. Please refer to the answers at E-1.3 below for further details.

- B-6** For each type of discount, rebate, allowance offered on export sales to Australia:

- provide a description; and
- explain the terms and conditions that must be met by the importer to obtain the discount.

Where the amounts of these discounts, rebates etc are not identified on the sales invoice, explain how you calculated the amount shown in your response to question B4. If they vary by customer or level provide an explanation.

[CONFIDENTIAL TEXT DELETED – commercial arrangements with customers]

- B-7** If you have issued credit notes (directly or indirectly) to the customers in Australia, in relation to the invoices listed in the detailed transaction by transaction listing in response to question B4, provide details of each credit note if the credited amount has **not** been reported as a discount or rebate.

[CONFIDENTIAL TEXT DELETED – commercial arrangements with customers]

- B-8** If the delivery terms make you responsible for arrival of the goods at an agreed point within Australia (eg. delivered duty paid), insert additional columns in the spreadsheet for all other costs incurred. For example:

Import duties	Amount of import duty paid in Australia
Inland transport	Amount of inland transportation expenses within Australia included in the selling price
Other costs	Customs brokers, port and other costs incurred (itemise)

[CONFIDENTIAL TEXT DELETED – commercial arrangements]

- B-9** Select two shipments, in different quarters of the investigation period, and provide a complete set of all of the documentation related to the export sale. For example:

- the importer's purchase order, order confirmation, and contract of sale;
- commercial invoice;
- bill of lading, export permit;
- freight invoices in relation to movement of the goods from factory to Australia, including inland freight contract;
- marine insurance expenses; and
- letter of credit, and bank documentation, proving payment.

The Commission will select additional shipments for payment verification at the time of the visit.

Please see Attachments 16 and 17 for two sets of sample Australian sales documents [CONFIDENTIAL ATTACHMENTS].

SECTION C

EXPORTED GOODS & LIKE GOODS

- C-1** Fully describe all of the goods you have exported to Australia during the investigation period. Include specification details and any technical and illustrative material that may be helpful in identifying, or classifying, the exported goods.

The goods Jeonju exported to Australia during the investigation period were [CONFIDENTIAL TEXT DELETED – product specification] newsprint.

Please see Attachment 18 [CONFIDENTIAL ATTACHMENT] for the product classification method. Jeonju identified the goods exported to Australia and those sold in its domestic market based on [CONFIDENTIAL TEXT DELETED – product specification].

- C-2** List each type of goods exported to Australia (these types should cover all types listed in spreadsheet “**Australian sales**” – see section B of this questionnaire).

The types of goods exported to Australia were as follows:
[CONFIDENTIAL TABLE DELETED – product specification]

- C-3** If you sell like goods on the domestic market, for each type that your company has exported to Australia during the investigation period, list:

- the most comparable model(s) sold domestically;
- and provide a detailed explanation of the differences where those goods sold domestically (ie. the like goods – see explanation in glossary) are not identical to goods exported to Australia.

EXPORTED TYPE	DOMESTIC TYPE	IDENTICAL?	DIFFERENCES
Product code of each model of the goods exported to Australia	Product code of comparable model sold on the domestic market of the country of export	If goods are identical indicate “YES”. Otherwise “NO”	Where the good exported to Australia is not identical to the like goods, describe the specification differences. If it is impractical to detail specification differences in this table refer to documents which outline differences

Jeonju’s Australian sales of the goods are of [CONFIDENTIAL TEXT DELETED – product specification] newsprint. The [CONFIDENTIAL TEXT DELETED – product specification] newsprint is the main product sold to the Australian market.

In the domestic market, [CONFIDENTIAL TEXT DELETED – domestic sales and product specification].

Jeonju considers [CONFIDENTIAL TEXT DELETED – product

specification and comparison].

Please see Attachment 19 – Like goods comparison [CONFIDENTIAL ATTACHMENT].

C-4 Please provide any technical and illustrative material that may be helpful in identifying or classifying the goods that your company sells on the domestic market.

Please see responses above at C1 to C3.

SECTION D DOMESTIC SALES

This section seeks information about the sales arrangements and prices in the domestic market of the country of export.

*All domestic sales made during the investigation period must be listed transaction by transaction. If there is an extraordinarily large volume of sales data and you are unable to provide the complete listing electronically you **must** contact the case officer **before** completing the questionnaire. If the case officer agrees that it is not possible to obtain a complete listing he or she will consider a method for sampling that meets the Commission requirements. If agreement cannot be reached as to the appropriate method the Commission may not visit your company.*

The Commission will normally take the invoice date as being the date of sale in order to determine which sales fall within the investigation period.

If, in response to question B4 (Sales to Australia, Export Price), you have reported that the date of sale is not the invoice date and you consider that this alternative date should be used when comparing domestic and export prices –

*you **must** provide information on domestic selling prices for a matching period - even if doing so means that such domestic sales data predates the commencement of the investigation period.*

If you do not have any domestic sales of like goods you must contact the case officer who will explain the information the Commission requires for determining a normal value using alternative methods.

D-1 Provide:

- a detailed description of your distribution channels to domestic customers, including a diagram if appropriate;
- information concerning the functions/activities performed by each party in the distribution chain; and
- a copy of any agency or distributor agreements, or contracts entered into.

If any of the customers listed are associated with your business, provide details of that association. Describe the effect, if any, that association has upon the price.

Korea has over 1000 newspaper publishers. During the investigation period, [CONFIDENTIAL TEXT DELETED – commercial arrangements].

None of Jeonju's domestic sales of the goods were made to related companies during the investigation period.

D-2 Do your domestic selling prices vary according to the distribution channel identified? If so, provide details. Real differences in trade levels are characterised by consistent and distinct differences in functions and prices.

[CONFIDENTIAL TEXT DELETED – commercial arrangements and

pricing]

D-3 Explain in detail the sales process, including:

- the way in which you set the price, receive orders, make delivery, invoice and finally receive payment; and the terms of the sales; and
- whether price includes the cost of delivery to customer.

If sales are in accordance with price lists, provide copies of the price lists.

[CONFIDENTIAL TEXT DELETED – process of negotiation, contracting, ordering and shipping to customers]

D-4 Prepare a spreadsheet named “**domestic sales**” listing **all** sales of like goods made during the investigation period. The listing must be provided on a CD-ROM. Include all of the following information.

Column heading	Explanation
Customer name	names of your customers. If an English version of the name is not easily produced from your automated systems show a customer code number and in a separate table list each code and name.
Level of trade	the level of trade of your domestic customer
Model/grade/type	commercial model/grade or type of the goods
Product code	code used in your records for the model/grade/type of the goods identified. Explain the product codes in your submission.
Invoice number	invoice number
Invoice date	invoice date
Date of sale	refer to the explanation at the beginning of this section. If you consider that a date <i>other than</i> the invoice date best establishes the material terms of sale and should be used, report that date. For example, order confirmation, contract, or purchase order date.
Order number	show order confirmation, contract or purchase order number if you have shown a date other than invoice date as being the date of sale.
Delivery terms	eg ex factory, free on truck, delivered into store
Payment terms	payment terms agreed with the customer eg. 60 days=60 etc
Quantity	quantity in units shown on the invoice eg kg.
Gross Invoice value	gross value shown on invoice <i>in the currency of sale</i> , net of taxes.

Discounts on the Invoice	the amount of any discount deducted on the invoice on each transaction. If a % discount applies show that % discount applying in another column.
Other charges	any other charges, or price reductions, that affect the net invoice value. Insert additional columns and provide description.
Net invoice value in the currency of the exporting country	the net invoice value expressed in your domestic currency as recorded in your accounting system
Rebates or other allowances	the actual amount of any deferred rebates or allowances in the currency of sale
Quantity discounts	the actual amount of quantity discounts not deducted from the invoice. Show a separate column for each type of quantity discount.
Packing*	packing expenses
Inland transportation costs*	amount of inland transportation costs included in the selling price.
Handling, loading And ancillary Expenses*	handling, loading & ancillary expenses.
Warranty & Guarantee expenses*	warranty & guarantee expenses
Technical assistance & other services*	expenses for after sale services such as technical assistance or installation costs.
Commissions*	commissions paid. If more than one type is paid insert additional columns of data.
Other factors*	any other costs, charges or expenses incurred in relation to the domestic sales (include additional columns as required). See question D5.

Costs marked with * are explained in section E-2.

Please see Attachment 21 – Domestic Sales spreadsheet [CONFIDENTIAL ATTACHMENT].

Also attached is a detailed description of the field layout of the spreadsheet, at Attachment 22 [CONFIDENTIAL ATTACHMENT].

D-5 If there are any other costs, charges or expenses incurred in respect of the sales listed which have not been identified in the table in question D-4 above

add a column for each item (see “other factors”). For example, certain other selling expenses incurred.

Jeonju reported the credit expense in relation to its domestic sales at Column Y of the domestic sales spreadsheet. Please refer to the responses to question E-2.4 below for further details.

D-6 For each type of commission, discount, rebate, allowance offered on domestic sales of like goods:

- provide a description; and
- explain the terms and conditions that must be met by the customer to qualify for payment.

Where the amounts of these discounts, rebates etc are not identified on the sales invoice, explain how you calculated the amounts shown in your response to question D4.

If you have issued credit notes, directly or indirectly to the customers, provide details if the credited amount has **not** been reported as a discount or rebate.

[CONFIDENTIAL TEXT DELETED – commercial arrangements]

D-7 Select two domestic sales, in different quarters of the investigation period, that are at the same level of trade as the export sales. Provide a complete set of documentation for those two sales. (Include, for example, purchase order, order acceptance, commercial invoice, discounts or rebates applicable, credit/debit notes, long or short term contract of sale, inland freight contract, bank documentation showing proof of payment.)

The Commission will select additional sales for verification at the time of our visit.

Please see Attachments 23 and 24 for two sets of sample domestic sales documents [CONFIDENTIAL ATTACHMENTS].

SECTION E

FAIR COMPARISON

Section B sought information about the export prices to Australia and Section D sought information about prices on your domestic market for like goods (ie. the normal value).

Where the normal value and the export price are not comparable adjustments may be made. This section informs you of the fair comparison principle and asks you to quantify the amount of any adjustment.

As prices are being compared, the purpose of the adjustments is to eliminate factors that have unequally modified the prices to be compared.

To be able to quantify the level of any adjustment it will usually be necessary to examine cost differences between sales in different markets. The Commission must be satisfied that those costs are likely to have influenced price. In practice, this means that the expense item for which an adjustment is claimed should have a close nexus to the sale. For example, the cost is incurred because of the sale, or because the cost is related to the sale terms and conditions.

Conversely, where there is not a direct relationship between the expense item and the sale a greater burden is placed upon the claimant to demonstrate that prices have been affected, or are likely to have been affected, by the expense item. In the absence of such evidence the Commission may disallow the adjustment.

Where possible, the adjustment should be based upon actual costs incurred when making the relevant sales. However, if such specific expense information is unavailable cost allocations may be considered. In this case, the party making the adjustment claim must demonstrate that the allocation method reasonably estimates costs incurred.

A party seeking an adjustment has the obligation to substantiate the claim by relevant evidence that would allow a full analysis of the circumstances, and the accounting data, relating to the claim.

The investigation must be completed within strict time limits therefore you must supply information concerning claims for adjustments in a timely manner. Where an exporter has knowledge of the material substantiating an adjustment claim that material is to be available at the time of the verification visit. The Commission will not consider new claims made after the verification visit.

E-1 Costs associated with export sales

(These cost adjustments will relate to your responses made at question B-4, 'Australian sales')

1. Transportation

*Explain how you have quantified the amount of inland transportation associated with the export sale ("**Inland transportation costs**"). Identify the general ledger account where the expense is located. If the amount has been determined from contractual arrangements, not from an account item, provide details and evidence of payment.*

Transportation costs associated with Jeonju's Australian sales of the goods are of [CONFIDENTIAL TEXT DELETED – number] types:

- [CONFIDENTIAL TEXT DELETED – commercial arrangements]

Each of these costs is explained as follow:

[CONFIDENTIAL TEXT DELETED – commercial arrangements and invoicing]

2. Handling, loading and ancillary expenses

List all charges that are included in the export price and explain how they have been quantified (“**Handling, loading & ancillary expenses**”). Identify the general ledger account where the expenses are located. If the amounts have been determined using actual observations, not from a relevant account item, provide details.

The various export related ancillary costs are identified in the table at question B4, for example:

- terminal handling;
- wharfage and other port charges;
- container taxes;
- document fees and customs brokers fees;
- clearance fees;
- bank charges, letter of credit fees
- other ancillary charges.

For all Australian sales of the goods during the investigation period, Jeonju has reported the actual handling charges related to the Australian sales at Column AC of the Australian Sales spreadsheet.

Please see a sample calculation document for the handling and other expenses at in Attachment 29 [CONFIDENTIAL ATTACHMENT].

Further, in relation to Australian sales with [CONFIDENTIAL TEXT DELETED – trading term] term, Jeonju reported the [CONFIDENTIAL TEXT DELETED – commercial arrangements]

3. Credit

The cost of extending credit on export sales is not included in the amounts quantified at question B4. However, the Commission will examine whether a credit adjustment is warranted and determine the amount. Provide applicable interest rates over each month of the investigation period. Explain the nature of the interest rates most applicable to these export sales eg, short term borrowing in the currency concerned.

If your accounts receivable shows that the average number of collection days differs from the payment terms shown in the sales listing, *and if* export prices are influenced by this longer or shorter period, calculate the average number of collection days. See also item 4 in section E-2 below.

Jeonju reported the credit expense related to its Australian sales of the goods during the investigation period based on the actual credit period

for each transaction, in accordance with the following formula:

[CONFIDENTIAL TEXT DELETED – commercial arrangements]

Please see Attachment 31 for a sample calculation of the credit expenses. [CONFIDENTIAL ATTACHMENT] The short-term interest rate calculation is provided at Attachment 32 [CONFIDENTIAL ATTACHMENT].

4. Packing costs

List material and labour costs associated with packing the export product. Describe how the packing method differs from sales on the domestic market, for each model. Report the amount in the listing in the column headed ‘**Packing**’.

Packing cost is recorded [CONFIDENTIAL TEXT DELETED – cost accounting]. For reporting purpose, Jeonju calculated the unit packing cost from its statement of manufacturing report as follows:

[CONFIDENTIAL TEXT DELETED – packing arrangements]

Please see Attachment 33 for the packing cost calculation [CONFIDENTIAL ATTACHMENT].

5. Commissions

For any commissions paid in relation to the export sales to Australia:

- provide a description; and
- explain the terms and conditions that must be met.

Report the amount in the sales listing in question B-4 under the column headed “**Commissions**”. Identify the general ledger account where the expense is located.

[CONFIDENTIAL TEXT DELETED – commercial arrangements]

6. Warranties, guarantees, and after sales services

List the costs incurred. Show relevant sales contracts. Show how you calculated the expenses (“**Warranty & guarantee expenses**” and “**Technical assistance & other services**”), including the basis of any allocations. Include a record of expenses incurred. Technical services include costs for the service, repair, or consultation. Where these expenses are closely related to the sales in question, an adjustment will be considered. Identify the ledger account where the expense is located.

[CONFIDENTIAL TEXT DELETED – commercial information concerning warranties, etc].

7. Other factors

There may be other factors for which an adjustment is required if the costs affect price comparability – these are identified in the column headed “**Other factors**”. For example, other variable or fixed selling expenses, including salesmen’s salaries, salesmen’s travel expenses, advertising and promotion,

samples and entertainment expenses. Your consideration of questions asked at Section G, concerning domestic and export costs, would have alerted you to such other factors.

[CONFIDENTIAL TEXT DELETED – commercial arrangements]

8. Currency conversions

In comparing export and domestic prices a currency conversion is required. Fluctuations in exchange rates can only be taken into account when there has been a 'sustained' movement during the period of investigation (see article 2.4.1 of the WTO Agreement). The purpose is to allow exporters 60 days to adjust export prices to reflect 'sustained' movements. Such a claim requires detailed information on exchange movements in your country over a long period that includes the investigation period.

Not applicable

E-2 Costs associated with domestic sales

(These cost adjustments will relate to your responses made at question D-4, "domestic sales")

The following items are not separately identified in the amounts quantified at question D-4. However you should consider whether any are applicable.

1. Physical characteristics

The adjustment recognises that differences such as quality, chemical composition, structure or design, mean that goods are not identical and the differences can be quantified in order to ensure fair comparison.

The amount of the adjustment shall be based upon the market value of the difference, but where this is not possible the adjustment shall be based upon the difference in cost plus the gross profit mark-up (i.e. an amount for selling general and administrative costs (S G & A) plus profit).

The adjustment is based upon actual physical differences in the goods being compared and upon the manufacturing cost data. Identify the physical differences between each model. State the source of your data.

As presented in response to question C-3 above, Jeonju provided a comparable matching table to correlate between the products exported to Australia and the products sold in the domestic market.
[CONFIDENTIAL TEXT DELETED – product specification and comparison]

2. Import charges and indirect taxes

If exports to Australia:

- are partially or fully exempt from internal taxes and duties that are borne by the like goods in domestic sales (or on the materials and components physically incorporated in the goods), or
- if such internal taxes and duties have been paid and are later remitted upon exportation to Australia;

the price of like goods must be adjusted downwards by the amount of the taxes and duties.

The taxes and duties include sales, excise, turnover, value added, franchise, stamp, transfer, border, and excise taxes. Direct taxes such as corporate income tax are not included as such taxes do not apply to the transactions.

Adjustment for drawback is not made in every situation where drawback has been received. Where an adjustment for drawback is appropriate you must provide information showing the import duty borne by the domestic sales. (That is, it is not sufficient to show the drawback amount and the export sales quantity to Australia. For example, you may calculate the duty borne on domestic sales by quantifying the total amount of import duty paid and subtracting the duty refunded on exports to all countries. The difference, when divided by the domestic sales volume, is the amount of the adjustment).

In substantiating the drawback claim the following information is required:

- a copy of the relevant statutes/regulations authorising duty exemption or remission, translated into English;
- the amount of the duties and taxes refunded upon exportation and an explanation how the amounts were calculated and apportioned to the exported goods;
- an explanation as to how you calculated the amount of duty payable on imported materials is borne by the goods sold domestically but is not borne by the exports to Australia;

Substitution drawback systems

Annex 3 of the WTO Agreement on Subsidies provides: *“Drawback systems can allow for the refund or drawback of import duties on inputs which are consumed in the production process of another product and where the export of this latter product contains domestic inputs having the same quality and characteristics as those substituted for the imported inputs”*

If such a scheme operates in the country of export adjustments can also be made for the drawback payable on the substituted domestic materials, provided the total amount of the drawback does not exceed the total duty paid.

[CONFIDENTIAL TEXT DELETED – commercial information regarding raw material purchasing]

3. Level of trade

Question D-4 asks you to indicate the level of trade to the domestic customer. To claim an adjustment for level of trade differences you will need to quantify the amount by which level of trade influences price.

Trade level is the level a company occupies in the distribution chain. The trade level to which that company in turn sells the goods and the functions carried out distinguish a level of trade. Examples are producer, national distributor, regional distributor, wholesaler, retailer, end user, and original equipment.

It may not be possible to compare export prices and domestic prices at the same level of trade. Where relevant sales of like goods at the next level of trade must be used to determine normal values an adjustment for the difference in level of trade may be required where it is shown that the difference affects price comparability.

The information needs to establish that there are real trade level differences, not merely nominal differences. Real trade level differences are characterised by a consistent pattern of price differences between the levels and by a difference in functions performed. If there is no real trade level differences all sales are treated as being at the same level of trade.

A real difference in level of trade (may be adjusted for using either of the following methods:

- (a) *costs arising from different functions*: the amount of the costs, expenses etc incurred by the seller in domestic sales of the like goods resulting from activities that would not be performed were the domestic sales made at the same level as that of the importer.

This requires the following information:

- a detailed description of each sales activity performed in selling to your domestic customers (for example sales personnel, travel, advertising, entertainment etc);
- the cost of carrying out these activities in respect of like goods;
- for each activity, whether your firm carries out the same activity when selling to importers in Australia;
- an explanation as to why you consider that you are entitled to a level of trade adjustment.

or

- (b) *level discount*: the amount of the discount granted to purchasers who are at the same level of trade as the importer in Australia. This is determined by an examination of price differences between the two levels of trade in the exporter's domestic market, for example sales of like goods by other vendors or sales of the same general category of goods by the exporter. For this method to be used it is important that a clear pattern of pricing be established for the differing trade levels. Such pattern is demonstrated by a general availability of the discounts to the level - isolated instances would not establish a pattern of availability.

[CONFIDENTIAL TEXT DELETED – commercial information regarding type of customers]

4. Credit

The cost of extending credit on domestic sales is not included in the amounts quantified at question D-4. However, the Commission will examine whether a credit adjustment is warranted and determine the amount. An adjustment for credit is to be made even if funds are not borrowed to finance the accounts receivable.

The interest rate on domestic sales in order of preference is:

- the rate, or average of rates, applying on actual short term borrowings by the company; or
- the prime interest rate prevailing for commercial loans in the country for credit terms that most closely approximate the credit terms on which the sales were made; or
- such other rate considered appropriate in the circumstances.

Provide the applicable interest rate over each month of the investigation period.

If your accounts receivable shows that the average number of collection days differs from the payment terms shown in the sales listing, and if domestic prices are influenced by this longer or shorter period, calculate the average number of collection days.

Where there is no fixed credit period agreed at the time of sale the period of credit is determined on the facts available. For example, where payment is made using an open account system¹, the average credit period may be determined as follows:

1. *Calculate an accounts receivable turnover ratio*

This ratio equals the total credit sales divided by average accounts receivable.

(It is a measure of how many times the average receivables balance is converted into cash during the year).

In calculating the accounts receivable turnover ratio, credit sales should be used in the numerator whenever the amount is available from the financial statements. Otherwise net sales revenue may be used in the numerator.

An average accounts receivable over the year is used in the denominator. This may be calculated by:

- using opening accounts receivable at beginning of period plus closing accounts receivable at end of period divided by 2, or
- total monthly receivables divided by 12.

2. *Calculate the average credit period*

The average credit period equals 365 divided by the accounts receivable turnover ratio determined above at 1.

The resulting average credit period should be tested against randomly selected transactions to support the approximation.

The following items are identified in the amounts quantified at question D-4:

Jeonju collected the payments for its domestic sales of the goods
[CONFIDENTIAL TEXT DELETED – commercial arrangements with

¹ Under an open account system, following payment the balance of the amount owing is carried into the next period. Payment amounts may vary from one period to the next, with the result that the amount owing varies.

customers].

Please see Attachment 35 for the domestic credit expense calculation [CONFIDENTIAL ATTACHMENT].

5. Transportation

Explain how you have quantified the amount of inland transportation associated with the domestic sales (“**Inland transportation Costs**”). Identify the general ledger account where the expense is located. If the amount has been determined from contractual arrangements, not from an account item, provide details and evidence of payment.

Domestic sales of the goods were delivered to Jeonju’s customers from Jeonju’s mills at Jeonju and Cheongwon, [CONFIDENTIAL TEXT DELETED – logistic arrangement]. The freight company charges Jeonju in relation to [CONFIDENTIAL TEXT DELETED – commercial arrangements].

Jeonju calculated the unit domestic transportation expenses for each transaction based on yearly average transportation costs for the investigation period.

Please see Attachment 36 for a sample domestic transportation cost calculation worksheet [CONFIDENTIAL ATTACHMENT]. The domestic inland transportation costs are recorded in [CONFIDENTIAL TEXT DELETED –accounting method].

6. Handling, loading and ancillary expenses

List all charges that are included in the domestic price and explain how they have been quantified (“**Handling, loading and ancillary Expenses**”). Identify the general ledger account where the expense is located. If the amounts have been determined using actual observations, not from a relevant account item, provide details.

Jeonju did not incur any additional handling, loading or ancillary costs in relation to domestic sales of the goods during the investigation period apart from the transportation costs as described above.

7. Packing

List material and labour costs associated with packing the domestically sold product. Describe how the packing method differs from sales on the domestic market, for each model. Report the amount in the listing in the column headed “**Packing**”.

Please see above at E-1. 4.

8. Commissions

For any commissions paid in relation to the domestic sales:

- provide a description
- explain the terms and conditions that must be met.

Report the amount in the sales listing under the column headed

“Commissions”. Identify the general ledger account where the expense is located.

[CONFIDENTIAL TEXT DELETED – commercial arrangements]

9. **Warranties, guarantees, and after sales services**

List the costs incurred. Show relevant sales contracts. Show how you calculated the expenses (**“Warranty & Guarantee expenses”** and **“Technical assistance & other services”**), including the basis of any allocations. Include a record of expenses incurred. Technical services include costs for the service, repair, or consultation. Where these expenses are closely related to the sales in question, an adjustment will be considered. Identify the ledger account where the expense is located.

[CONFIDENTIAL TEXT DELETED – commercial information concerning warranties]

10. **Other factors**

There may be other factors for which an adjustment is required if the costs affect price comparability – these are identified in the column headed **“Other factors”**. List the factors and show how each has been quantified in per unit terms. For example:

- *inventory carrying cost*: describe how the products are stored prior to sale and show data relating to the average length of time in inventory. Indicate the interest rate used;
- *warehousing expense*: an expense incurred at the distribution point;
- *royalty and patent fees*: describe each payment as a result of production or sale, including the key terms of the agreement;
- *advertising*; and
- *bad debt*.

As discussed at D-3 above, [CONFIDENTIAL TEXT DELETED – commercial arrangements]

Jeonju reserves the right to quantify and to bring any other adjustment factors to the attention of the Commission for evidencing and verification.

E-3 **Duplication**

In calculating the amount of the adjustments you must ensure that there is no duplication.

For example:

- adjustments for level of trade, quantity or other discounts may overlap, or
- calculation of the amount of the difference for level of trade may be based upon selling expenses such as salesperson’s salaries, promotion expenses, commissions, and travel expenses.

Separate adjustment items must avoid duplication.

An adjustment for quantities may not be granted unless the effect on prices

for quantity differences is identified and separated from the effect on prices for level of trade differences.

No duplication has been identified.

SECTION F

EXPORT SALES TO COUNTRIES OTHER THAN AUSTRALIA (THIRD COUNTRY SALES)

Your response to this part of the questionnaire may be used by the Commission to select sales to a third country that may be suitable for comparison with exports to Australia.

Sales to third countries may be used as the basis for normal value in certain circumstances. The Commission may seek more detailed information on particular third country sales where such sales are likely to be used as the basis for determining normal value.

F-1 Using the column names and column descriptions below provide a summary of your export sales to countries other than Australia.

Column heading	Explanation
Country	Name of the country that you exported like goods to over the investigation period.
Number of customers	The number of different customers that your company has sold like goods to in the third country over the investigation period.
Level of trade	The level of trade that you export like goods to in the third country.
Quantity	Indicate quantity, in units, exported to the third country over the investigation period.
Unit of quantity	Show unit of quantity eg kg
Value of sales	Show net sales value to all customers in third country over the investigation period
Currency	Currency in which you have expressed data in column SALES
Payment terms	Typical payment terms with customer(s) in the country eg. 60 days=60 etc
Shipment terms	Typical shipment terms to customers in the third country eg CIF, FOB, ex-factory, DDP etc.

Supply this information in spreadsheet file named "Third country"

Please see Attachment 41 – Third country sales [CONFIDENTIAL ATTACHMENT]

F-2 Please identify any differences in sales to third countries which may affect their comparison to export sales to Australia.

[CONFIDENTIAL TEXT DELETED – sales practices]

In any case Jeonju believes that it has been fully cooperative with this investigation, and will remain so. Therefore the Commission will be able to undertake normal value determination for comparison with export prices to Australia without reference to third country export sales.

SECTION G

COSTING INFORMATION AND CONSTRUCTED VALUE

The information that you supply in response to this section of the questionnaire will be used for various purposes including:

- *testing the profitability of sales of like goods on the domestic market;*
- *determining a constructed normal value of the goods under consideration (the goods) - ie of the goods exported to Australia; and*
- *making certain adjustments to the normal value.*

You will need to provide the cost of production of both the exported goods (the goods) and for the like goods sold on the domestic market. You will also need to provide the selling, general, and administration costs relating to goods sold on the domestic market; the finance expenses; and any other expenses (eg. non-operating expenses not included elsewhere) associated with the goods.

In your response please include a worksheet showing how the selling, general, and administration expenses; the finance expenses; and any other expenses have been calculated.

If, in response to question B4 (Sales to Australia, Export Price) you:

- *reported that the date of sale is not the invoice date and consider that this alternative date should be used when comparing domestic and export prices, and*
- *provided information on domestic selling prices for a matching period as required in the introduction to Section D (Domestic Sales)*

you must provide cost data over the same period as these sales even if doing so means that such cost data predates the commencement of the investigation period.

At any verification meeting you must be prepared to reconcile the costs shown to the accounting records used to prepare the financial statements.

G-1. Production process and capacity

1. Describe the production process for the goods. Provide a flowchart of the process. Include details of all products manufactured using the same production facilities as those used for the goods. Also specify all scrap or by-products that result from producing the goods.

Jeonju has two production facilities, namely “Jeonju Mill” and “Cheongwon Mill”. These two mills have the same type of production line for the purposes of DIP (de-inked pulp), paper making and rewinding. Jeonju Mill has [CONFIDENTIAL TEXT DELETED – number] such production lines, and Cheongwon Mill has [CONFIDENTIAL TEXT DELETED – number]. The goods under consideration were produced at both mills during the investigation period.

Please see Attachment 42 for the details of the production process [CONFIDENTIAL ATTACHMENT].

Paper scrap that results from producing the goods is recycled and used as raw material for new production. The costs of scrap are deducted from production cost as scrap recovery and recorded as

manufacturing cost for new product.

G-2. Provide information about your company's total production in the following table:

	PREVIOUS FINANCIAL YEAR	MOST RECENT FINANCIAL YEAR	Investigation Period 1 April 2013 to 31 March 2014
A – Production capacity (eg kg, tonnes)*			
B – Actual production in volume (eg kg, tonnes)			
C – Capacity utilisation (%) (B/A x 100)			

* rather than showing a 'name-plate' optimal capacity it is more meaningful to show the maximum level of production that may reasonably be attained under normal operating conditions. For example assuming: normal levels of maintenance and repair; a number of shifts and hours of operation that is not abnormally high; and a typical production mix.

Provide this information on a spreadsheet named "**Production**".

Please see Attachment 43 - Production [CONFIDENTIAL ATTACHMENT].

G-3. Cost accounting practices

1. Outline the management accounting system that you maintain and explain how that cost accounting information is reconciled to your audited financial statements.

All costs incurred at Jeonju's production facilities are recorded as production costs. Costs incurred in the selling, administration and other corporate departments are classified as selling, general and administrative expenses.

Jeonju's cost accounting systems are an integral part of the overall accounting system. The system records the cost of sales and inventory, etc in accordance with the generally accepted accounting principles of Korea. These accounting standards are not different from the international accounting standards.

As described in the notes to financial statements (see Jeonju's auditors' report), the accounting principles and practices applied are fully compliant with international standards.

2. Is your company's cost accounting system based on standard (budgeted) costs? State whether standard costs were used in your responses to this questionnaire. If they were state whether all variances (ie differences between standard and actual production costs) have been allocated to the

goods - and describe how those variances have been allocated.

Jeonju's cost accounting system is based on an actual process costs accounting system.

- 3 Provide details of any significant or unusual cost variances that occurred during the investigation period.

There were no such variances during the investigation period.

- 4 Describe the profit/cost centres in your company's cost accounting system.

The cost centres in the cost accounting system captures the principal processes of production, including [CONFIDENTIAL TEXT DELETED – cost centre and cost accounting method].

Please refer to Attachment 44 for further details [CONFIDENTIAL ATTACHMENT].

[CONFIDENTIAL TEXT DELETED – profit centre].

- 5 For each profit/cost centre describe in detail the methods that your company normally uses to allocate costs to the goods under consideration. In particular specify how, and over what period, expenses are amortised or depreciated, and how allowances are made for capital expenditures and other development costs.

Jeonju uses the process cost accounting system to calculate the cost of manufacturing for each specific product.

All of the direct costs incurred in the specific production line are captured at the direct cost centres. The cost captured at indirect cost centres such as environment, general affairs and accounting are allocated to direct cost in accordance with the production quantity of each production line.

Raw material cost is allocated based on [CONFIDENTIAL TEXT DELETED – cost accounting method] for the specific product. Labor and manufacturing overhead costs are captured at [CONFIDENTIAL TEXT DELETED – cost accounting method]

Depreciation of tangible assets and amortization of intangible asset are debited monthly during the useful lives of the assets, as set out in A-4 above.

Please see Attachment 45 for a detailed diagram for the cost calculation method [CONFIDENTIAL ATTACHMENT].

- 6 Describe the level of product specificity (models, grades etc) that your company's cost accounting system records production costs.

Jeonju's cost accounting system records [CONFIDENTIAL TEXT DELETED – cost accounting method]

- 7 List and explain all production costs incurred by your company which are valued differently for cost accounting purposes than for financial accounting

purposes.

Jeonju's cost accounting is an integral part of its financial accounting, there is no difference between the costs in the two systems.

- 8 State whether your company engaged in any start-up operations in relation to the goods under consideration. Describe in detail the start-up operation giving dates (actual or projected) of each stage of the start-up operation.

Start-up operations were not undertaken during the investigation period.

- 9 State the total cost of the start-up operation and the way that your company has treated the costs of the start-up operation in its accounting records.

Start-up operations were not undertaken during the investigation period.

G-4 Cost to make and sell on domestic market

This information is relevant to testing whether domestic sales are in the ordinary course of trade.²

- Please provide (in the format shown in the table below) the actual unit cost to make and sell each model/type* (identified in section C) of the like goods sold on the domestic market. Provide this cost data for each quarter over the investigation period. If your company calculates costs monthly, provide monthly costs.
- Indicate the source of cost information (account numbers etc) and/or methods used to allocate cost to the goods. Provide documentation and worksheets supporting your calculations.

	Investigation period 1 April 2013 to 31 March 2014			
	Quarter X	Quarter X	Quarter X	Quarter X
Like Domestic Model/Type – from spreadsheet LIKE GOOD (section C-3)				
Material Costs ¹				
Direct Labour				
Manufacturing Overheads				
Other Costs ²				

² The Commission applies the tests set out in s.269TAAD of the Customs Act 1901 to determine whether goods are in ordinary course of trade. These provisions reflect the WTO anti-dumping agreement – see Article 2.2.1.

Total Cost to Make				
Selling Costs				
Administration Costs				
Financial Costs				
Delivery Expenses ³				
Other Costs ³				
Unit Cost to Make and Sell				

Prepare this information in a spreadsheet named "**Domestic CTMS**".

¹ Identify each cost separately. Include indirect material costs as a separate item only if not included in manufacturing overheads.

² Relating to costs of production only; identify each cost separately.

³ Identify each cost separately. Please ensure non-operating expenses **that relate to the goods under consideration** are included. Where gains/losses due to foreign currency exchange are incurred, please provide detail of the amounts separately for transaction and translation gains/losses.

Provide this information for each quarter (or month if your company calculates costs on a monthly basis) over the period of the investigation.

Provide the information broken down into fixed and variable costs, and indicate the % total cost represented by fixed costs.

If you are unable to supply this information in this format, please contact the case officer for this investigation at the address shown on the cover of this questionnaire.

Please specify unit of currency.

Please see Attachment 46 – Domestic CTMS [CONFIDENTIAL ATTACHMENT]. Please see Attachment 47 for the detailed cost calculation and supporting account documents [CONFIDENTIAL ATTACHMENT].

The calculation and allocation of SG&A, financial and other expenses are provided at Attachment 48 [CONFIDENTIAL ATTACHMENT].

G-5 Cost to make and sell goods under consideration (goods exported to Australia)

The information is relevant to calculating the normal values based on costs. It is also relevant to calculating certain adjustments to the normal value.

	Investigation period 1 April 2013 to 31 March 2014			
	Quarter X	Quarter X	Quarter X	Quarter X
Model/Type exported to Australia – from spreadsheet LIKEGOOD				

Material Costs ¹				
Direct Labour				
Manufacturing Overheads				
Other Costs ²				
Total Cost to Make				
Selling Costs				
Administration Costs				
Financial Costs				
Delivery Expenses ³				
Other Costs ³				
Unit Cost to Make and Sell				

Prepare this information in a spreadsheet named "**Australian CTMS**".

¹ Identify each cost separately. Include indirect material costs as a separate item only if not included in manufacturing overheads.

² Relating to costs of production only; identify each cost separately.

³ Identify each cost separately. Please ensure non-operating expenses **that relate to the goods** are included. Where gains/losses due to foreign currency exchange are incurred, please provide detail of the amounts separately for transaction and translation gains/losses.

Provide this information for each quarter (or month if your company calculates costs on a monthly basis) over the period of the investigation.

Provide the information broken down into fixed and variable costs, and indicate the % total cost represented by fixed costs.

If you are unable to supply this information in this format, please contact the case officer for this investigation at the address shown on the cover of this questionnaire.

Please specify unit of currency.

- 1 Where there are cost differences between goods sold to the domestic market and those sold for export, give reasons and supporting evidence for these differences.
- 2 Give details and an explanation of any significant differences between the costs shown, and the costs as normally determined in accordance with your general accounting system. Reference should be made to any differences arising from movements in inventory levels and variances arising under standard costing methods.
- 3 In calculating the unit cost to make and sell, provide an explanation if the allocation method used (eg number, or weight etc) to determine the unit cost differs from the prior practice of your company.

Please see Attachment 49 - Australian CTMS [CONFIDENTIAL]

ATTACHMENT].

Please see Attachments 47 and 48 for further details of the cost calculation [CONFIDENTIAL ATTACHMENTS].

There are no significant differences between the costs shown, and the costs as normally determined in accordance with the general accounting system.

G-6 Major raw material costs

List major raw material costs, which individually account for 10% or more of the total production cost.

For these major inputs:

- identify materials sourced in-house and from associated entities;
- identify the supplier; and
- show the basis of valuing the major raw materials in the costs of production you have shown for the goods (eg market prices, transfer prices, or actual cost of production).

Where the major input is produced by an associate of your company the Commission will compare your purchase price to a normal market price. If the associate provides information on the cost of production for that input such cost data may also be considered.

Normal market price is taken to be the price normally available in the market (having regard to market size, whether the input is normally purchased at 'spot prices' or under long term contracts etc).

The term associate is defined in section 269TAA of the *Customs Act*. Included in that definition are companies controlled by the same parent company (a company that controls 5% or more of the shares of another is taken to be an associated company); companies controlled by the other company; and companies having the same person in the board of directors.

Important note: If the major input is sourced as part of an integrated production process you should provide detailed information on the full costs of production of that input.

The major raw materials for the production of the goods which account for more than 10% of the total cost of production are ONP (old newspaper) and woodchips. None of the major raw materials were purchased from related parties.

Please see Attachment 50 – major raw material purchases [CONFIDENTIAL ATTACHMENT].

SECTION H
EXPORTER'S DECLARATION

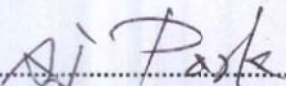


I hereby declare that Jeonju Paper Corporation did, during the period of investigation export the goods under consideration and have completed the attached questionnaire and, having made due inquiry, certify that the information contained in this submission is complete and correct to the best of my knowledge and belief.



I hereby declare that.....(company) did not, during the period of investigation, export the goods under consideration and therefore have not completed the attached questionnaire.

Name : Park, Sang-Jun

Signature : 

Position in Company : Director, Head of Export Sales

Date : 12th of June, 2014

SECTION I CHECKLIST

This section is an aid to ensure that you have completed all sections of this questionnaire.

Section	Please tick if you have responded to all questions
Section A – general information	<input checked="" type="checkbox"/>
Section B – export price	<input checked="" type="checkbox"/>
Section C – like goods	<input checked="" type="checkbox"/>
Section D – domestic price	<input checked="" type="checkbox"/>
Section E – fair comparison	<input checked="" type="checkbox"/>
Section F – exports to third countries	<input checked="" type="checkbox"/>
Section G – costing information	<input checked="" type="checkbox"/>
Section H - declaration	<input checked="" type="checkbox"/>

Electronic Data	Please tick if you have provided spread sheet
INCOME STATEMENT	<input checked="" type="checkbox"/>
TURNOVER – sales summary	<input checked="" type="checkbox"/>
AUSTRALIAN SALES – list of sales to Australia	<input checked="" type="checkbox"/>
DOMESTIC SALES – list of all domestic sales of like goods	<input checked="" type="checkbox"/>
THIRD COUNTRY – third country sales	<input checked="" type="checkbox"/>
PRODUCTION – production figures	<input checked="" type="checkbox"/>
DOMESTIC CTMS – cost to make and sell domestic goods	<input checked="" type="checkbox"/>
AUSTRALIAN CTMS – cost to make and sell goods sold to Australia	<input checked="" type="checkbox"/>