



Exporter Questionnaire (Malaysia)

Product: Aluminium extrusions

From: Malaysia and the Socialist Republic of Vietnam

Period of Investigation: 1 July 2015 to 30 June 2016

Response due by: 22 September 2016

Important note: The timeliness of your response is important. Please refer below for more information.

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E-mail: operations3@adcommission.gov.au

Anti-Dumping Commission website: www.adcommission.gov.au

**Return completed
questionnaire to:**

operations3@adcommission.gov.au

OR

Anti-Dumping Commission
GPO Box 1632
Melbourne
Victoria 3000
Australia

Attention: Director Operations 3

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: [Alice Kyo](#)

Position in the company: [PA to Director](#)

Address: [Lot 946, Sungai Choh Mukim Serendah, 48000 Rawang, Selangor, Malaysia](#)

Telephone: [+603-60921128](#)

Facsimile number: [+603-60926128](#)

E-mail address of contact person: mesb@milleonextruder.com

Factory:

Address: [Lot 946, Sungai Choh Mukim Serendah, 48000 Rawang, Selangor, Malaysia](#)

Telephone: [+603-60921128](#)

Facsimile number: [+603-60926128](#)

E-mail address of contact person: mesb@milleonextruder.com

A-2 Representative of the company for the purpose of investigation [Not applicable](#)

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

Name:

Address:

Telephone:

Facsimile/Telex number:

E-mail address of contact person:

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.
[Milleon Extruder Sdn Bhd – Private Limited Company](#)

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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).
Mr. Kyo Yan Choon – 23.09%
Madam. Lee Pek Lin – 70.09%
Chiang Jiang Aluminium Sdn Bhd - 6.82%
3. If your company is a subsidiary of another company, list the principal shareholders of that company.
Not applicable
4. If your parent company is a subsidiary of another company, list the principal shareholders of that company.
Not Applicable
5. Provide a diagram showing all associated or affiliated companies and your company's place within that corporate structure.
 - a) Investment in Subsidiary - MCJ Aluminium (90%) – Currently is a dormant company which no longer has any operations.
 - b) Investment in Associates – Milleon Micron Precision Sdn Bhd (25%) – Have sold the shares in this company effective July 2016.
 - c) Investment in Associates – Milleon Jaya Precision Fabrication Sdn Bhd (50%)
6. Are any management fees/corporate allocations charged to your company by your parent or associated company?
Not applicable
7. Describe the nature of your company's business. Explain whether you are a producer or manufacturer, distributor, trading company, etc.
A manufacturer that manufacturing aluminium products.
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.We performed all the above.
9. Provide your company's internal organisation chart. Describe the functions performed by each group within the organisation.
XXXXXXXXXX
10. Provide a copy of your most recent annual report together with any relevant brochures or pamphlets on your business activities.
Not applicable. Website: <http://www.milleonextruder.com>

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A-4 General accounting/administration information

1. Indicate your accounting period.
[1st January to 31st December](#)
2. Indicate the address where the company's financial records are held.
[Lot 946, Sungai Choh Mukim Serendah, 48000 Rawang, Selangor, Malaysia](#)
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;
[A4-3-ChartOfAccounts.pdf](#)
 - audited consolidated and unconsolidated financial statements (including all footnotes and the auditor's opinion);
[A4-3-Milleon Extruder SB - Audited Report 2014.pdf](#)
[A4-3-Milleon Extruder SB - Audited Report 2015.pdf](#)
 - internal financial statements, income statements (profit and loss reports), and management reports, that are prepared and maintained in the normal course of business for the goods under consideration.

[N/A](#)

[The internal financial statements/income statements/management reports are inclusive of all products. No separate record for goods under consideration.](#)

[Internal financial statements are for official use only](#)
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.
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.
[Not applicable. Audited company accounts will need to be submitted and filed to Companies Commission Malaysia \(Suruhanjaya Syarikat Malaysia – SSM\) annually](#)
5. Do your accounting practices differ in any way from the generally accepted accounting principles in your country? If so, provide details.
[No. Accounting are recorded as accordance to applicable Approved Accounting Standards and the Companies Act 1965 in Malaysia.](#)
6. Describe:

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

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- 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);
Priced fixed at beginning of the year and being used throughout the year
- 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);
Not applicable
- valuation methods for damaged or sub-standard goods generated at the various stages of production;
Classified as scrap and scrap value fixed at beginning of the year and being used throughout the year
- valuation methods for scrap, by products, or joint products;
Not applicable
- valuation and revaluation methods for fixed assets;
Not applicable
- average useful life for each class of production equipment and depreciation method and rate used for each;
Plant & Machinery 10%
Factory & Building 2%
Motor Vehicles 20%
Furnitures and Fittings 10%
Tools & Equipment 10%
Computer software & equipment 25%
All the above are being depreciated using Straight Line Method
- treatment of foreign exchange gains and losses arising from transactions;
At every month end, will input the closing exchange rate given from Central Bank of Malaysia and the system will auto calculate the foreign gain/losses (realised/unrealised) in the P&L
- treatment of foreign exchange gains/losses arising from the translation of balance sheet items;
At every month end, will input the closing exchange rate given from Central Bank of Malaysia and the system will auto calculate the foreign gain/losses (realised/unrealised) in the Balance Sheet
- inclusion of general expenses and/or interest;
As incurred and Interest (Loan/HP/Trade Finance) given by the financial institution
- provisions for bad or doubtful debts;
Rarely and expensed out as when it happened
- expenses for idle equipment and/or plant shut-downs;
- Not applicable as no plant shuts down

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- costs of plant closure;
- Not applicable as no plant closure
 - restructuring costs;
- Not applicable as no restructuring
 - by-products and scrap materials resulting from your company's production process; and
Classified as scrap and scrap value fixed at beginning of the year and being used throughout the year and scrap will be sent to smelter to turn it to billets (raw materials) and use for production.
 - effects of inflation on financial statement information. - Not applicable
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. No changes in accounting method.

A-5 Income statement

Prepare the information required in the table on the spreadsheet named "**A-5 income statement**".

The table 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.

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.

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.

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A-6 Sales

Prepare the information required in the table in the spreadsheet named "**A-6 turnover**".

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. Use the format provided.

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.

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).

Customer	Address	Contact	PIC	Trade Level
XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX
XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX
XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX
XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX
XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX
XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX
XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX

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

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

By Containers via sea freight

Factory – local forwarder – Malaysia Port – Australia Port – Australia Forwarder – Customer warehouse

- (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.

Local forwarder – haulage, container transportation, fumigation, freight, documentations

Australia forwarder – custom clearance, port services, container transportation

Commission are paid to the export sales manager upon receiving full payment from customers.

- (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.

According to terms in FOB/CIF

- (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).

Not applicable

- (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.

Assigned export manager to handle all the negotiation. Selling Price = xxxxxxxxxxxx) per tonne for mill finish. Premium varies depending on value. Term is xxxxxxxxxxxx upon shipment.

- (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).

Not applicable

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

Not applicable

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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.

Yes. Only for customer xxxx that using LME + USDxxxx. Other customers are using LME + USDxxx

B-4 Prepare the information required in the table in the spreadsheet named "**B-4 Australian sales**".

List 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 all information required in the format given.

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.

Export related costs are further explained in section E-1.

B-5 If there are any other costs, charges or expenses incurred in respect of the exports listed, which have not been identified in the table provided, then 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.

Not applicable

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

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B4 and provide this calculation in a spreadsheet. If they vary by customer or level provide an explanation.

Not applicable

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** already been reported as a discount or rebate.

Credit notes issued only for sub-standard and rejected goods.

Credit notes details are for official use only.

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)

Not applicable

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.
- Documents are for official use only

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

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**SECTION C
EXPORTED GOODS AND 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.

Refer to C-1 Drawings for all the specification and technical details for the goods exported to Australia specific to each customer.

- XXXXXXXXXX

C-2 List each type of goods exported to Australia (these types should cover all types listed in spreadsheet "**B-4 Australian sales**" – see section B of this questionnaire).

C-3 Prepare the information required in the table in the spreadsheet named "**C-3 like goods**".

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. Use the format provided.

- Please refer to XXXXXXXXXX & XXXXXXXXXX for technical differences.

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

For domestic and export markets, we are selling with the same specifications which include:

a) alloy type – 6063/6061/6005A/1100/1050/1070

b) Temper – TF/T4/T5/T52/T6

c) Finishing – mill finished/anodised/powder coat

d) Length – standard length at 6.1m/5.8m

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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's 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), 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;
We sell direct to
stockist/manufacturer/intermediary/contractor/fabricator
- information concerning the functions/activities performed by each party in the distribution chain; and
Stockist – buy-stock-retail
Manufacturer – direct usage
Intermediary – Buy and resell
Contractor/fabricator – buy-fabricate-install
- a copy of any agency or distributor agreements, or contracts entered into.
Not applicable

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.

Chiang Jiang Aluminium Sdn Bhd (Our Preference Shareholder). We only performed tolling and charge them tolling charges. Raw materials provided by them.

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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.

Yes. Prices vary according to:-

- a) quantity
- b) complexity
- c) quality required
- d) term of payment

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.

- Monthly price is set based on average LME for Raw material price + Billet Premium + General Manufacturing cost.
- General manufacturing cost = Varies from RMxx-RMxx/kg depending on D-2 for mill finished.
- Additional RMxx/kg to RMxx/kg depending on required micron and colour finishing
- Term of payment – Cash/30 days/60days/90 days or beyond 90 days
- Price – ex state of Selangor

Process:

- Received purchase order – key in as sales order upon price confirmed – production planning – production – packing – warehouse – delivery planning - issue invoice and delivery order – delivery to customer – payment received according to terms agreed.

D-4 Prepare the information required in the table in the spreadsheet named "**D-4 domestic sales**".

List all domestic sales of like goods in that occurred in the investigation period. You must provide this list in electronic format. Include all information required in the format given.

Costs associated with domestic sales are explained in section E-2.

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 provided, then add a column for

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

Not applicable

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.

Not applicable

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** already been reported as a discount or rebate.

Credit notes issued on sub-standard/rejected goods/mistakes in invoicing.

- Credit notes details are for official use only

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.

- Required documents for official use only

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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, then 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.

Cost provided by our forwarder ie LapGlobal Logistics.
General ledger account – 7000/506 & 7000/506G

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 referred to 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.

All charges are inclusive in the Premium charged.
Partial are in labour cost and partial are in the forwarding cost.

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.

No credit terms given for export to Australia.

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 costs included in the premium charged unless special packing required.

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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. [Commissions paid to assigned Company Export Manager upon received full payment from customer. Refer to General ledger account code of 9037/000](#)

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.

[Not applicable](#)

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.

[Not applicable as all are inclusive in our P&L irregardless of domestic/export sales. Our export manager on freelance basis is paid based on USDxxx/metric tonne](#)

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.

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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.

[Based on D-2 and according prevailing market demand & supply forces.](#)

2. **Import charges and indirect taxes – Not applicable**

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;

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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.

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);

[Entertainment – Food & beverage expense](#)

[General entertainment charges for the period RMxxxx](#)

- the cost of carrying out these activities in respect of like goods;

PUBLIC RECORD

- for each activity, whether your firm carries out the same activity when selling to importers in Australia;

Entertainment – Food & beverage expense

General entertainment charges for the period RMxxxx

Travelling – claim of airtickets/local travelling / accommodation

Expenses

General travelling claims for the period RMxxxxx

-
- 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.

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 borrowing's 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.

Not applicable. No interest charge to customers.

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.

PUBLIC RECORD

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.

Year 2015 (January – December)

Total Net Revenue = MYR xxxxxxxx

Average Accounts receivables = (MYRxxxx + MYRxxxxx)/2
= MYRxxxxxx

Accounts Receivable Turnover Ratio = xxxxx/xxxx= xxxxtimes

2. *Calculate the average credit period*

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

Average credit period = 365 / xxx = ~xxxdays

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:

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.

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.

PUBLIC RECORD

This is included as a monthly expenses basis in our transport charges in P&L. No detail costing been done.

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.

This is included as a monthly expenses basis in our labour charges in P&L. No detail costing been done.

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**”.

This is included as a monthly expenses basis in our packing / labour charges in P&L. No detail costing been done.

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**”.

General ledger account – 9037/000 & 9037/GST

Commission varies from RMxx to RMxx per metric tonne and paid upon received full payment from customers.

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.

Not applicable

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;

PUBLIC RECORD

- *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*.

Not applicable

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 duplications

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 Prepare the information required in the table on the spreadsheet named "**F-1 third country**". Provide the information in the format given.

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

[Singapore – credit terms extended to Singapore customer](#)

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

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.

[G1-Manufacturing Processes.pdf](#)

PUBLIC RECORD

G-2. Production capacity

Prepare the information required in the table in the spreadsheet named "G-2 production".

The table requires information concerning your company's total production

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.
No separate cost accounting was done and kept. We only performed and keep financial accounting whether management or audited accounts. Refer to financial accounting statements/audited accounts given.
All manufacturing cost are recorded in the manufacturing accounts.
All management accounts are same as audited financial statements.

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.
Not applicable. Recorded actual cost as incurred into the accounting system.

3. Provide details of any significant or unusual cost variances that occurred during the investigation period.
Not applicable. No significant or unusual cost variances

4. Describe the profit/cost centres in your company's cost accounting system.
Not applicable

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.
Not applicable

6. Describe the level of product specificity (models, grades etc) that your company's cost accounting system records production costs.
Not applicable. Records actual production costs according to the goods produced

7. List and explain all production costs incurred by your company which are valued differently for cost accounting purposes than for financial accounting purposes.
Not applicable. Records actual production cost as same in the financial accounting.

PUBLIC RECORD

- 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.
Not applicable. Not engaged in any start-up operations in relation to the goods under consideration.
- 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.
Not applicable

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

1. Prepare the information required in the table in the spreadsheet named "**G-4 domestic CTMS**".

Provide 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.

2. Indicate the source of cost information (account numbers etc) and/or methods used to allocate cost to the goods. Provide the relevant documentation and the calculations supporting your methods.

No separate accounting records were made in relation to the production of material for domestic and export sales. Costing information is same as accounting information. Therefore we could only provide separate costing for domestic & export based on best estimates.

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.

1. Prepare the information required in the table in the spreadsheet named "**G-5 Australian CTMS**".

Provide the actual unit cost to make and sell each model/type (identified in section C) of the goods sold to Australia. Provide this cost data for each quarter over the investigation period. If your company calculates costs monthly, provide monthly costs.

² The Commission applies the tests set out in s.269TAA 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.

PUBLIC RECORD

2. 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.

Domestic – using local lorry/truck for delivery

Export – using forwarder and load the goods into container with steel trolley

3. 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.

Not applicable as actual cost recorded.

4. 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.

Refer to xxxxx spreadsheets for details.

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.

SECTION H SUBSIDISATION

The applicant alleges that producers of aluminium extrusions in Malaysia have benefited from a number of subsidies, and that these subsidies are countervailable.

INVESTIGATED PROGRAMS

The following are programs that the Commission is currently investigating:

Program number	Program name	Program type
1	Income Tax Reductions	Tax
2	Investment Tax Allowance	Tax

Please answer the questions within part H-1 in relation to these programs.

H-1 Programs 1 and 2: Income Tax Reductions and Investment Tax Allowance

1. Did your business or any company/entity related to your business receive any benefit³ under the above tax program during the investigation period **1 July 2015 to 30 June 2016**? **No**
2. It is the Commission's understanding that the general tax rate for enterprises in Malaysia during the investigation period was 22 per cent. Confirm whether this is correct and if not, please identify the general tax rate for enterprises in Malaysia during the investigation period. **Corporate tax rate is 25%**
3. Provide a copy, bearing the official stamp of the appropriate level of the government, of all corporate income tax acknowledgement form(s) and the income tax return(s) that your company filed for the last three completed financial years.

XXXXXXXXXXXXXX

Note: *If your company did not file an income tax return in the last three financial years, provide an explanation stating the reasons why you were exempt from filing such a return and the applicable section[s] of the relevant law under which you were exempt from doing so.*

4. If your business currently pays corporate income tax at a rate less than 22 per cent (or whatever the rate of general tax is as required above), or paid at a rate less than that during the investigation period, please indicate whether the reduced rate relates to any of the tax programs identified above.

Not applicable

³ Refer to the Glossary of Terms for a definition of benefit in this context.

PUBLIC RECORD

5. If the income tax rate of less than the general rate does not relate to any of the programs identified above, please provide an explanation for the reduced income tax rate and answer all the questions in this part in relation to the income tax rate reduction.

Not applicable

For **each program** that you have identified above as conferring benefit on your entity, answer the following. Not applicable

6. Provide complete details of the amount of the benefit received, including whether it was received in total or in instalments.
7. Indicate which goods you produced that benefited from the program (e.g. the program may have benefited all production or only certain products).
8. Describe the application and approval procedures for obtaining a benefit under the program.
9. Where applicable, provide copies of the application form or other documentation used to apply for the program, all attachments and all contractual agreements entered into between your business and the government in relation to the program.
10. Outline the fees charged to, or expenses incurred by your business for the purposes of receiving the program.
11. Outline the eligibility criteria your business had to meet in order to receive benefits under this program.
12. State whether your eligibility for the program was conditional on one or more of the following criteria:
- whether or not your business exports or has increased its exports;
 - the use of domestic rather than imported inputs;
 - the industry to which your business belongs; or
 - the region in which your business is located.
13. If the benefit was provided in relation to a specific activity or project of your entity, please identify the activity and provide supporting documentation.
14. What records does your business keep regarding each of the benefits received under this program? Provide copies of any records kept in relation to the program.
15. Indicate where benefits under this program can be found in your accounting system (i.e. specify the ledgers or journals) and financial statements.
16. To your knowledge, does the program still operate or has it been terminated?

PUBLIC RECORD

17. If the program has been terminated, please provide details (when, why). When is the last date that your business could apply for or claim benefits under the program? When is the last date that your business could receive benefits under the program?

If the terminated program has been substituted for by another program, identify the program and answer all the questions in this part in relation to this programme.

18. For each of your last three completed taxation years, complete the table as described below.

Prepare the information required in the table in the spreadsheet named "income tax".

H-2 Any other programs **Not applicable**

If the government, any of its agencies or any other public body or authorised body has provided any other benefit⁴ under any other assistance programs to your entity not previously addressed, identify the program(s).

This may have included:

- *the provision of grants, awards or prizes;*
- *the provision of goods or services at a reduced price (e.g. electricity, gas, raw materials (including, for example, transport, etc));*
- *the reduction of tax payable including income tax and VAT;*
- *reduction in land use fees;*
- *loans at below-market interest rates; or*
- *any other form of assistance or benefit.*

For **each program** that you have identified above as conferring benefit on your entity, answer the following. **Not applicable**

1. Indicate which goods you produced that benefited from the program (e.g. the program may have benefited all production or only certain products that have undergone research and development).
2. Describe the application and approval procedures for obtaining a benefit under the program.
3. Where applicable, provide copies of the application form or other documentation used to apply for the program, all attachments and all contractual agreements entered into between your business and the government in relation to the program.

⁴ Refer to the Glossary of Terms for a definition of benefit in this context.

PUBLIC RECORD

4. Outline the fees charged to, or expenses incurred by your business for purposes of receiving the program.
5. Outline the eligibility criteria your business had to meet in order to receive benefits under this program.
6. State whether your eligibility for the program was conditional on one or more of the following criteria:
 - whether or not your business exports or has increased its exports;
 - the use of domestic rather than imported inputs;
 - the industry to which your business belongs; or
 - the region in which your business is located.
7. If the benefit was provided in relation to a specific activity or project of your entity, please identify the activity and provide supporting documentation.
8. What records does your business keep regarding each of the benefits received under this program? Provide copies of any records kept in relation to the program.
9. Indicate where benefits under this program can be found in your accounting system (i.e., specify the ledgers or journals) and financial statements.
10. To your knowledge, does the program still operate or has it been terminated?
11. If the program has been terminated, please provide details (when, why). When is the last date that your business could apply for or claim benefits under the program? When is the last date that your business could receive benefits under the program?

If the program terminated has been substituted for by another program, identify the program and answer all the questions in this part in relation to this programme.