

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:

Position in the company:

Address:

Telephone:

Facsimile number:

E-mail address of contact person:

Factory:

Address:

Telephone:

Facsimile number:

E-mail address of contact person

Answer:

Please contact with the following nominated person for the purposes of this investigation:

Contact person: [REDACTED]

Head Office: Road N1, An Thanh Production Area, An Thanh Ward,
Thuan An Town, Binh Duong Province, Vietnam

Position in the company: Deputy General Director.

E-mail address of contact person: [REDACTED]

Factory: [REDACTED]

Address: Road N1, An Thanh Production Area, An Thanh Ward, Thuan An Town, Binh Duong Province, Vietnam

E-mail address of contact person: [REDACTED]

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:

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.

Answer:

Nam Kim appoints the following representative to assist us in this investigation:

Mr. Nguyen Van Hai

Email: hai.nguyen@mayerbrownjmsm.com

Mayer Brown JSM

Suite 1705-1709, 17/F, Saigon Tower

29 Le Duan Street, District 1

Ho Chi Minh City, Vietnam

Please free to release confidential material to, or discussed with above representative.

A-3 Company information

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

Answer:

Nam Kim Steel Joint Stock Company was officially established on 23/12/2002 in Binh Duong Province, Vietnam as a joint stock company owned by its shareholders. In 2011, Nam Kim was listed on Ho Chi Minh Stock Exchange. Nam Kim uses only its business name as "Nam Kim" to sell the goods under investigation.

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).

Answer:

As a joint stock company, Nam Kim is owned by its shareholders. Nam Kim provides at [Exhibit A - 3.2](#) a list of Nam Kim's shareholders holding 5% or more of Nam Kim's shares.

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

Answer:

Nam Kim is not a subsidiary of any other company.

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

Answer:

This question is not applicable because Nam Kim is not a subsidiary of any other company.

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

Answer:

Nam Kim may be considered as being affiliated with [REDACTED] since this entity own Nam Kim's shares. The ownership percentage of each of this company may be found at [Exhibit A - 3.2](#). Nam Kim notes that since it is a listed company, any investors are able to buy Nam Kim's stock on the Ho Chi Minh Stock Exchange and thus, becoming Nam Kim's shareholders. Nam Kim does not hold any shares in this company.

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

Answer:

This question is not applicable because (i) Nam Kim is not a subsidiary of any other company; (ii) other than normal business relationship, Nam Kim and its entity shareholders do not share any management with each other.

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

Answer:

Nam Kim is a steel manufacturer in Vietnam. The company engages in manufacturing various metal products including galvanised steel (GI), GL, PPGL, PPGL.

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

Answer:

During the investigation period, Nam Kim performed all of the above-mentioned functions in relation to the goods under consideration.

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

Answer:

Exhibit A – 3.9 is Nam Kim's organisation chart. The functions performed by each group are summarised as below:

- The Board of Directors manages the operation of the company as the whole.
- Production group is in charge of production operation and product development of each manufacturing facility.
- Accounting & Financing is in charge of financing and accounting matters.
- Marketing & Sale group has function to perform selling activity, marketing.
- Purchasing & Supply Chain group has function to sourcing, purchasing the material, equipment, .etc and distributing them to each units.

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

Answer:

Exhibit A – 3.10 is Nam Kim's 2015 annual report.

A-4 General accounting/administration information

1. Indicate your accounting period.

Answer:

Nam Kim's accounting period is 1 January to 31 December.

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

Answer:

Nam Kim's financial records are kept at the address located at Road N1, An Thanh Production Area, An Thanh Ward, Thuan An Town, Binh Duong Province, Vietnam.

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.

Answer:

Nam Kim provides at [Exhibit A – 4.3](#) the following documents as requested:

- Chart of accounts
- Annual audited financial statements for 2014 and 2015;
- Audited financial statement for the first 6 months of 2016-11-17

Nam Kim would like to note that, in accordance with generally accepted accounting principles in Vietnam, (i) the company does not change its chart of accounts over time; (ii) financial statements are prepared on a company-wide basis and not specific to any particular division.

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.

Answer:

This question is not applicable because Nam Kim is providing its audited financial statements with this submission of Section A questionnaire response.

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

Answer:

No, they do not. Nam Kim is required to follow the Vietnamese Accounting Standards (VAS) - the generally accepted accounting principles (GAAP) in Vietnam.

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 (e.g. last in first out –LIFO, first in first out- FIFO, weighted average);

Answer:

Nam Kim uses the weighted average method to value raw materials, work-in process, and finished goods inventories.

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

Answer:

Overhead cost is allocated based on the production quantity while selling and administration expenses are allocated by revenue.

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

Answer:

Damaged or sub-standard goods are valued as the same as prime goods.

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

Answer:

Scraps may be either used as packing materials or sold in the domestic market. The valuation of scraps based on the factory norms and in comparison with actual production yield observation.

- valuation and revaluation methods for fixed assets;

Answer:

Fixed assets are stated at the historical cost. During the using time, fixed assets are recorded at cost, accumulated depreciation and net book value.

Cost of fixed assets comprises its purchase price and any directly attributable costs of bringing the asset into use. The cost of procurement, upgrade and renewal of fixed assets are converted into fixed assets, the cost of maintenance and repairs is recorded as expense in the current year.

When the liquidation of assets, the cost and accumulated depreciation of assets are written off in the financial statements and any loss arising from the disposal are recorded in the statement of business.

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

Answer:

Nam Kim assigns the average useful life of 10 years to all production equipments and employs the straight-line depreciation method with annual depreciation rate of 10 %.

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

Answer:

Exchange rate difference (gains/looses) is the difference occurring from exchange or revaluing foreign currency monetary items in different exchange rate at the transaction time and when revaluing item in foreign currencies at the financial statement.

Exchange rate difference is recorded to financial income (if gains) or financial expense (if loss) at the incurred time. Particularly 100% State's capital company which has project implementation, major national projects, exchange rate differences from the previous period of the business activities are reflected on the Balance sheet and gradually allocate into financial income or financial expense.

- inclusion of general expenses and/or interest;

Answer:

General expense included labour cost, social and health insurance, unemployment fund, union cost of employee management, office material expense, tools, depreciation of assets, management, land rental, business license tax, bad debt provision, outsourcing expense and other cash expense .. etc.

Interest expense is calculated based on the agreed interest rates under relevant facility agreements.

- provisions for bad or doubtful debts;

Answer:

Nam Kim makes provisions for bad and doubtful debts when preparing its financial statements and provisions for bad and doubtful debts are recorded as administration expense during a given fiscal period. For those bad debts that age many years despite of Nam Kim's efforts to collect them, Nam Kim may have to consider selling them to debt purchase companies or to write off pursuant to the applicable regulations and the company's Charter.

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

Answer:

Nam Kim does not incur the expense for idle equipment and/ or plant shut-downs.

- costs of plant closure;

Answer:

Nam Kim does not incur the cost of plant closure.

- restructuring costs;

Answer:

Nam Kim does not incur the restricting costs.

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

Answer:

Nam Kim does not generate any by-product from its production, scraps could be heavy defective which absorb from various stage of production, which cannot be used for next step production or sell as finished material type.

- effects of inflation on financial statement information.

Answer:

Nam Kim's accounting does not record effects of inflation.

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.

Answer:

There has no change in Nam Kim's accounting methods over the last two years.

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	
	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 "**A-5 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.

Answer:

Nam Kim has prepared and reported the income statement chart in the enclosed "A-5 Income statement".

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	
	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 "**A-6 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.

Answer:

Nam Kim has prepared and reported the turnover chart in the enclosed "A-6 TURNOVER".

LIST OF EXHIBITS

1. A-3.2: List of Shareholders Owning 5% or more
2. A-3.9: Organisation Chart
3. A-3.10: 2015 Annual Report
4. A-4.3: Financial and Accounting Documents
5. A-5: Income Statement
6. A-6: Turnover

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).

Answer:

Nam Kim sold GI to the following customers in Australia during the investigation period:

1. Customer name: [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

2: Customer name: [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

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

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

Answer:

The goods are containerised into 20" container at Nam Kim's factory and then transported by truck to Ho Chi Minh port to be loaded on board the vessel that transport the goods to the port of discharge in Australia. The voyage normally takes up to 20 - 25 days from port of loading to port of discharge. The ocean freight might be prepaid by Nam Kim under CFR term or collected from the Customer account under FOB pricing term.

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.

Answer:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

There was no commission paid upon these export sale transactions into Australia during that period. This expense is stated clearly in spreadsheet named "**B-4 Australian sales**" of this section.

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.

Answer:

During the investigation period, Nam Kim sold the goods to the Australia under either FOB or CFR term.

Where sales are made under FOB term, Nam Kim recognises sale revenue upon the loading of goods on board the vessel at the port of loading and this is the point when Nam Kim considers that title to goods passes to its customer.

Where sales are made under CFR term, Nam Kim recognises sale revenue upon goods pass the ship rail for unloading at the port of discharge and this is the point when Nam Kim considers that title to goods passes to its customer.

Nam Kim did not use DDP term for its sales to Australia during the investigation period.

The ownership of the goods at each stage of the distribution chain follow the Incoterm 2010 regulation based on the contract price term.

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

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

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

Answer:

[REDACTED]

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

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

B-4 Prepare a spreadsheet named “**B-4 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.
Grade	Reports the steel grade of Galvanised steel. The steel grade determines the guaranteed or typical mechanical properties of the product. The Australian standard AS 1397 range of steel grades are noted in bold with the equivalent Japanese standard JIS 3302 steel grades

	noted alongside unbolded.
Base Steel (hot rolled or cold rolled)	Whether the galvanised steel substrate is a hot rolled base or whether it is a cold rolled base (i.e. hot rolled further processed via pickling, side trimming and cold reduction).
Hot Dipped coating type	The type of zinc coating on the steel surface. This is either a hot dipped coating of zinc or a coating of zinc that has been converted to a zinc/iron alloy post the hot dip process (excludes electro galvanised steel). The common term for zinc/iron alloy galvanised steel is Galvanneal for this product.
Coating mass (weight)	The amount of zinc (Z) or zinc/iron (ZF) coating that has been applied to the base steel. This is expressed as the total (both top and bottom sides) in grams/square metre of surface area. The designated coating mass is a guaranteed minimum value. Note: JIS 3302 expresses coating mass in a shortened manner compared to AS 1397 (i.e. AS 1397 coating of Z275 (g/m ²) = Z27 in the JIS 3302 standard and AS 1397 coating of ZF100 (g/m ²) = F10 in the JIS 3302 standard).
Thickness (BMT)	The Base Metal Thickness (BMT) of the substrate steel before the zinc coating or the zinc/iron coating is applied. For galvanised steel of the same coating mass, the thinner the base metal, the more square metres per tonne and therefore more coating metal is required to be applied and higher the cost and selling price.
Width	The width of the galvanised steel. In general narrow steel product requires extra processing via a slitting operation and incurs a price extra.
Form (Coil or Sheet)	The final shape of the galvanised steel - either in coil form or in sheet form. Sheeted product requires extra processing via a shearing operation and incurs a price extra
Prime / Non Prime	Whether the product is prime or non-prime (secondary) product. Non-prime could also be described as not meeting the intended or applicable specification.
Invoice	invoice number

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 e.g. CIF, C&F, FOB, DDP (in accordance with Incoterms)
Payment terms	agreed payment terms e.g. 60 days=60 etc.
Quantity	Quantity in units shown on the invoice. Show basis e.g. 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 rate	Indicate the exchange rate used to convert the currency of the 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.

Answer:

Nam Kim has prepared a sale listing in the spreadsheet named "B-4 Australian sales" enclosed with this submission.

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.

Answer:

[REDACTED]

[REDACTED]

[REDACTED].

B-6 For each type of discount, rebate, and 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.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

B-8 If the delivery terms make you responsible for arrival of the goods at an agreed point within Australia (e.g. 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)

Answer:

This question is not applicable because all Nam Kim's sales to Australia during the investigation period were made on either FOB or CFR term thereby, Nam Kim was not responsible to deliver the goods to a place within Australia.

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.

Answer:

Nam Kim provides the requested documents at Exhibit B-9 hereto.

LIST OF EXHIBIT

1. B-4: Spreadsheet named "**B-4 Australian sales**"
2. B-9: Two Australian shipments document sets

SECTION C EXPORTED GOODS & LIKE GOODS

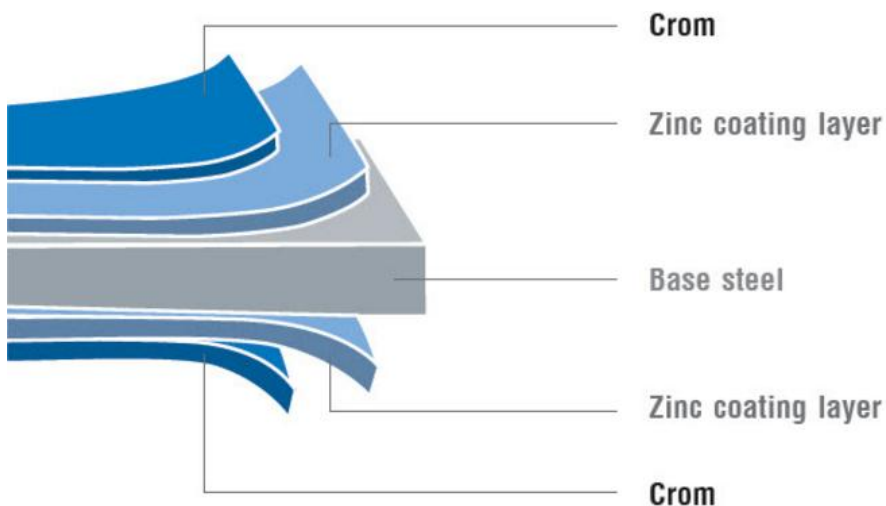
C-1 Fully describe all of the goods you have exported to Australia during the investigation period. Include specification details and any technical and illustrative material that may be helpful in identifying, or classifying, the exported goods.

Answer:



Please refer the below illustration that demonstrates the characteristic, technical, specification of goods under investigation.

HOT DIPPED GALVANIZED STEEL SHEET IN COIL PRODUCT



Standard: JIS 3302 or equivalent standard

Technology: NOF – Continuous Hot Dipped Coating

Thickness Range: [REDACTED]

Width: Various

Grade: [REDACTED]

Zinc Coating: [REDACTED]

Passivation: Chromium treatment

Surface treatment: Tension Leveler, Non-skinpassed

Quality: Prime

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).

Answer:

[REDACTED]

Please see the list each type of goods exported to Australia and nominal thickness range at [Exhibit C – 2](#) hereto. This list covers all types listed in the Section B sale listing.

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 (i.e. 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

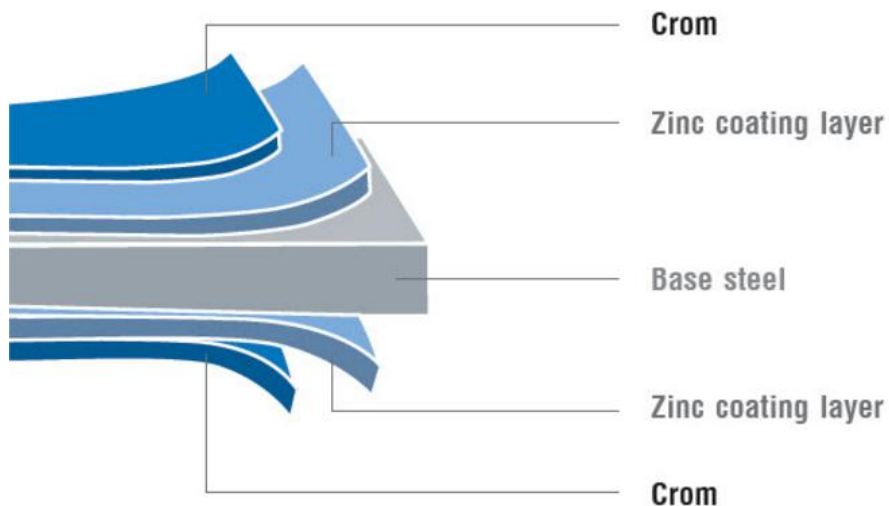
Answer:

Nam Kim sold like goods in domestic market. Please find the information on [Exhibit C – 3](#) spreadsheet named “**C-3 Like Goods**”.

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.

Answer:

The goods sold in domestic market have specification that is either identical to or lightly different from the goods exported to Australia terms of coating mas, width, thickness. Please see a below illustration for the type of goods sold domestically:

HOT DIPPED GALVANIZED STEEL SHEET IN COIL PRODUCT

Standard: JIS 3302 or equivalent standard

Technology: NOF – Continuous Hot Dipped Coating

Thickness Range: [REDACTED]

Width: Various

Grade: [REDACTED]

Zinc Coating: [REDACTED]

Passivation: Chromium treatment

Surface treatment: Tension Leveler, Non-skinpassed

Quality: Prime & Non Primer

The description of manufacturing goods is the same said in answering C-1 above.

LIST OF EXHIBITS

1. C-2: List of types of goods exported to the Australia & thickness range
2. C-3: Spreadsheet named "C-3 Like Goods"

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.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

D-4 Prepare a spreadsheet named “**D-4 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.
Grade	Reports the steel grade of Galvanised steel. The steel grade determines the guaranteed or typical mechanical properties of the product. The Australian standard AS 1397 range of steel grades are noted in bold with the equivalent Japanese standard JIS 3302 steel grades noted alongside unbolded.
Base Steel (hot rolled or cold rolled)	Whether the galvanised steel substrate is a hot rolled base or whether it is a cold rolled base (i.e. hot rolled further processed via pickling, side trimming and cold reduction).
Hot Dipped coating type	The type of zinc coating on the steel surface. This is either a hot dipped coating of zinc or a coating of zinc that has been converted to a zinc/iron alloy post the hot dip process (excludes electro galvanised steel). The common term for zinc/iron alloy galvanised steel is Galvanneal for this product.

Coating mass (weight)	The amount of zinc (Z) or zinc/iron (ZF) coating that has been applied to the base steel. This is expressed as the total (both top and bottom sides) in grams/square metre of surface area. The designated coating mass is a guaranteed minimum value. Note: JIS 3302 expresses coating mass in a shortened manner compared to AS 1397 (i.e. AS 1397 coating of Z275 (g/m ²) = Z27 in the JIS 3302 standard and AS 1397 coating of ZF100 (g/m ²) = F10 in the JIS 3302 standard).
Thickness (BMT)	The Base Metal Thickness (BMT) of the substrate steel before the zinc coating or the zinc/iron coating is applied. For galvanised steel of the same coating mass, the thinner the base metal, the more square metres per tonne and therefore more coating metal is required to be applied and higher the cost and selling price.
Width	The width of the galvanised steel. In general narrow steel product requires extra processing via a slitting operation and incurs a price extra.
Form (Coil or Sheet)	The final shape of the galvanised steel - either in coil form or in sheet form. Sheeted product requires extra processing via a shearing operation and incurs a price extra
Prime / Non Prime	Whether the product is prime or non-prime (secondary) product. Non-prime could also be described as not meeting the intended or applicable specification.
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 e.g. 60 days=60 etc.

Quantity	quantity in units shown on the invoice e.g. 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.

Answer:

Nam Kim has prepared the spreadsheet named "D-4 Domestic sales" enclosed in [Exhibit D - 4](#) with this submission.

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.

Answer:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED].

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.

Answer:

[REDACTED]

[REDACTED]

[REDACTED].

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.

Answer:

Please find the requested complete set of documentation for two domestic sales in [exhibit D – 7.](#)

LIST OF EXHIBITS

1. D-4: Spreadsheet named "D-4 Domestic sales"
2. D-7: Two domestic sales document sets

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 (i.e. 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.

Answer:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

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.

Answer:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

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 e.g., 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.

Answer:

[REDACTED]

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'.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

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:

Answer:

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.

[REDACTED]

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.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

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**”.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

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.

Answer:

[REDACTED]

[REDACTED]

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*.

Answer:

[REDACTED]

[REDACTED]

[REDACTED]

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.

Answer:

[REDACTED]

Exhibit List

[REDACTED]
[REDACTED]
[REDACTED]

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 e.g. 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 e.g. 60 days=60 etc.
Shipment terms	Typical shipment terms to customers in the third country e.g. CIF, FOB, ex-factory, DDP etc.

Supply this information in spreadsheet file named "Third country"

Answer:

Nam Kim does apply the Commission instruction in this F-1, in order to fill up the information into spreadsheet file named **"Third country"**.

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

Answer:

[REDACTED]

LIST OF EXHIBITS

1. F-1: Spreadsheet named “Third country”

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) - i.e. 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 (e.g. 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.

Answer:

Please see [Exhibit G – 1.1](#) for a flowchart of the production process (CRC & Coating). The process for the production of the goods under investigation may be summarised as below:

Stage 1: PO (Picked and Oiled Coil) production

The raw material HRC is cleaned by the hot water and chemical liquid to remove all dust or rust on its surface. After that, the cleaned PO coil will be applied the light oil to protect the coil during a warehousing period and do trimming to cut off the broken or damage on both edges. The scrap in this stage could be the cut off part of PO coil, no by-product generated.

Stage 2: CRC (Coil Rolled Coil) production

The PO coil is moved to cold rolling mill machine (6 High Reversing Technology) to roll down the PO coil thickness to the base metal thickness (BMT) in required order. The time of passing through the cold roller set depends on the required BMT and the grade of finished coated steel. This process also can help the surface of metal become more smoothly, appropriate for next coating step. The scrap in this stage could be the non-qualified PO length part, which is not suitable for cold rolling production (if any), no by product generated.

Stage 3: Coating production

The CRC coil is brought into coating line where it will be cleaned to ensure the surface of base metal will be free of any dust or rust. After that the metal sheet is entering the annealing furnace (NOF technology) to control the hardness of finished coated material match with required grade of the order. In the end of annealing period, the temperature of metal sheet should be controlled as approximately with the temperature of hot zinc coating pot. While the metal sheet is dipped into the hot smelted zinc pot, the chemical reaction is happening to assist the metal sheet surface be coated by pure zinc. The coating mass is controlled by the air knives equipment. The output coated material then applying tension levelling and going through chemical pot whereas it is enhanced protection by passivation chemical like chromium liquid, and kept it dried before be recoiled in the end of production line. The scrap in this stage could be the non-qualified CRC length part, which is not suitable for coating production or either serious defective goods which could not evaluate at non-prime quality product, no by product generated.

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

	PREVIOUS FINANCIAL YEAR	MOST RECENT FINANCIAL YEAR	Investigation Period
A – Production capacity (eg kg, tonnes)*			
B – Actual production in volume (e.g. kg, tonnes)			
C – Capacity utilisation (%)			

(B/A x 100)			
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* 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**".

Answer:

Please see the information on a spreadsheet named "G-2 Production" in [Exhibit G – 2](#).

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.

Answer:

[REDACTED]

[REDACTED]

- 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 (i.e. differences between standard and actual production costs) have been allocated to the goods - and describe how those variances have been allocated.

Answer:

[REDACTED]

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

Answer:

[REDACTED]

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

Answer:

[REDACTED]

- 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.

Answer:

[REDACTED]

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

Answer:

[REDACTED]

[REDACTED]

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

Answer:

[REDACTED]

- 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.

Answer:

[REDACTED]

[REDACTED]

[REDACTED]

- 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.

Answer:

[REDACTED]

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.¹

1. 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.

Answer:

Nam Kim has prepared the spreadsheet named "**G-4 Domestic CTMS**" with the required information

2. 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.

	Quarter 1	Quarter 2	Quarter 3	Quarter 4
Like Domestic Model/Type – from spreadsheet LIKE GOOD				

¹ 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.

(section C-3)				
Production Volume				
Material Costs ¹				
Thickness (BMT)				
Coating mass (weight)				
Base Steel (hot rolled or cold rolled)				
Form (Coil or Sheet)				
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 "**G-4 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.

Answer:

Nam Kim has prepared a spreadsheet named "G-4 Domestic CTMS" in Exhibit G – 4 as requested.

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.

	Quarter 1	Quarter 2	Quarter 3	Quarter 4
Model/Type exported to Australia – from spreadsheet LIKEGOOD				
Material Costs ¹				
Thickness (BMT)				
Coating mass (weight)				
Base Steel (hot rolled or cold rolled)				
Form (Coil or Sheet)				
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 "**G-5 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.

Answer:

Nam Kim has prepared the spreadsheet named "**G-5 Australian CTMS**" in [Exhibit G - 5](#) as requested.

- 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.

Answer:

- 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.

Answer:

- 3 In calculating the unit cost to make and sell, provide an explanation if the allocation method used (e.g. number, or weight etc.) to determine the unit cost differs from the prior practice of your company.

Answer:

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 (e.g. 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.

Answer:

[REDACTED]

Please see list major raw material costs, which individually account for 10% or more of the total production cost in [exhibit G-6](#).

LIST OF EXHIBITS

[REDACTED]

SECTION H SUBSIDISATION

The applicant alleges that producers of galvanised steel in Vietnam have benefited from a number of subsidies granted by the Government of Vietnam (the GOV)¹, and that these subsidies are countervailable.

THE FOLLOWING PROGRAMS ARE BEING INVESTIGATED

Program no.	Program Title
1	Preferential Import Tariff Rates contingent upon Localisation Ratios with respect to products and Parts of Mechanical-Electric-Electronic Industries (updating Program II of Notification of Subsidies period 2003-2004);
2	Support for the Implementation of Projects Manufacturing Priority Industrial Products (Updating Programme III of 2003-2004)
3	Investment Incentives Contingent upon Export Performance For Domestic Businesses (Updating Programme IV of 2003-2004)
4	Other Investment Incentives for Domestic Businesses (Updating Program V of Period 2003-2004)
5	Investment Incentives Contingent upon Export Performance for Foreign Invested Enterprises (Updating Programme VI of the Period 2003-2004)
6	Other Investment Incentives for Foreign Invested Enterprises (Updating Programme VII for Period 2003-2004)
7	Preferential Investment Credit for Development Contingent upon Export Criteria (Updating Programme VIII of Period 2003-2004)
8	Preferential Development Credit for Investment Contingent Upon Localisation Ratios (Updating Programme IX of Period 2003-2004)
9	Other Preferential Investment Credit for Development (Updating Program X of Period 2003-2004)
10	Export Promotion (Updating Program XII of Period 2003-2004)
11	Trade Promotion (Updating of Programme XIII of Period 2003-2004)
12	Support for Mechanical Products (Updating Program XV of Period 2003-2004)
13	Support for Shipbuilding Industry (Updating of Programme XV of Period 2003-2004)
14	Assistance for Commercial Development in Mountainous, Island and Ethnic Minority Areas (Updating Programme XVI of Period 2003-2004)
15	Assistance to Enterprises Facing Difficulties Due to Objective Reasons (Updating of Programme XVII of Period 2003-2004)

¹ Meaning any level of government – refer to the Glossary of Terms for further information

16	Incentives for Investment Projects in Science and Technology (Updating Programme XVIII of Period 2003-2004)
	Program alleged to have benefited Hoa Sen Steel
17	Preferential Import Tariff Rates for enterprises investing in regions or sectors entitled to investment incentives
18	Incentives on corporate income tax for enterprises operating in regions or sectors entitled to incentives
19	Incentives on Non-Agricultural Land Use Tax to encourage enterprises to invest in sectors or regions which require investment

The Commission has categorised the alleged programs into following three categories.

CATEGORY H-1: PREFERENTIAL TAX PROGRAMS

Programs 1, 17, 18 and 19

Please complete the following questions a spreadsheet named "**H-1.1 Income Tax Programs**"

1. Did your business or any company/entity related to your business receive any benefit² under the any of the above tax programs identified above during the investigation period (1 July 2015 to 30 June 2016)?

Answer:

[REDACTED]

[REDACTED]

[REDACTED]

² Refer to the Glossary of Terms for a definition of benefit in this context.

[REDACTED]

[REDACTED]

[REDACTED]

2. It is our understanding that the general tax rate for enterprises in Vietnam between 2011 and 2013 was 25% and from 2014 to current date is 22%. Confirm whether this is correct and if not, please identify the general tax rate for enterprises in Vietnam from 1 July 2011, indicating any changes in the taxation rate over the period July 2011 – June 2016.

Answer:

General enterprise income tax rate for the period 2011 through present is as below:

Period	Rate
2011 - 2013	25%
2014 - 2015	22%
01/01/2016 - current	20%

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

Answer:

[REDACTED]

4. 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 the questions 5 -18 below in relation to the income tax rate reduction.

Answer:

[REDACTED]

For **each program** that you have identified above as conferring benefit on your entity, answer the following.

5. Provide complete details of the amount of the benefit received, including whether it was received in total or in instalments.

Answer:

[REDACTED]

[REDACTED]

6. 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).

Answer:

[REDACTED]

7. Describe the application and approval procedures for obtaining a benefit under the program.

Answer:

[REDACTED]

8. 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 GOV in relation to the program.

Answer:

[REDACTED]

9. Outline the fees charged to, or expenses incurred by your business for purposes of receiving the program.

Answer:

[Please see the answer in spreadsheet named "H-1.1 Income Tax Programs"](#)

10. Outline the eligibility criteria your business had to meet in order to receive benefits under this program.

Answer:

[REDACTED]

[REDACTED]

[REDACTED]

11. State whether your eligibility for the program was conditional on one or more of the following criteria:
- a) whether or not your business exports or has increased its exports;
 - b) the use of domestic rather than imported inputs;
 - c) the industry to which your business belongs; or
 - d) the region in which your business is located.

Answer:

[REDACTED]

12. If the benefit was provided in relation to a specific activity or project of your entity, please identify the activity and provide supporting documentation.

Answer:

[REDACTED]

13. 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.

Answer:



14. Indicate where benefits under this program can be found in your accounting system (i.e., specify the ledgers or journals) and financial statements.

Answer:

Nam Kim records this benefit to its account 421.

15. To your knowledge, does the program still operate or has it been terminated?

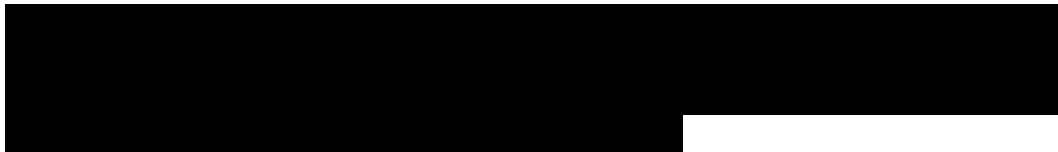
Answer:

The program still operates.

16. If the program has been terminated, please provide details (including when and 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 Part H-1 above in relation to this program.

Answer:



17. For each taxation year from 2011 to 2016, complete the "H1.2 Preferential Tax Program" tab

Answer:

[REDACTED]

18. Provide a copy, bearing the official stamp of the appropriate level of the GOV of all

- corporate income tax acknowledgement form(s) and the income tax return(s) that your company filed for the 2011, 2012, 2013, 2014, 2015 and 2016 tax years; and
- income tax instalment payment receipts, and all applicable income tax forms and schedules for the 2011, 2012, 2013, 2014, 2015 and 2016 tax years.

Note: If your company did not file an income tax return in any of the tax years indicated, provide an explanation stating the reasons why you were exempt from filing such a return and the applicable section[s] of the Income Tax Act under which you were exempt from doing so.

Answer:

[REDACTED]

[REDACTED]

It is our understanding that certain enterprises in Vietnam are eligible for exemption from the payment of import duty on imported inputs, technologies and machinery, and Duty exemption/Remission schemes, credit for Credit for Service Tax Reimbursement on certain resources and goods.

If your business or any company/entity related to your business received benefits under any such program during the period 1 July 2005 to 30 June 2016, please answer the following questions.

Answer:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

For the following questions, please provide responses to questions in the **"H-1.3 Tariff Programs"**

1. Did your company receive any benefit under the programs listed above or any other program related to exemptions/refunds/Duty drawback/Credit etc. for Service Tax paid exemptions or refunds?

Answer:

[REDACTED]

2. What type of benefit was received (provide a list):
(a) e.g. Tariff exemption,

Answer:

[REDACTED]

3. What was the amount of benefit received?

Answer:

Please see the answer in spreadsheet named "H-1.3 Tariff Programs".

4. Was the benefit received as a lump sum payment or in multiple instalments?

Answer:

[REDACTED]

5. Describe the application and approval procedures for obtaining a benefit under the program.

Answer:

Please see the answer in spreadsheet named "H-1.3 Tariff Programs".

6. 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 GOV in relation to the program.

Answer:

Please see the answer in spreadsheet named "H-1.3 Tariff Programs".

7. Outline the fees charged to, or expenses incurred by your business for purposes of receiving the program.

Answer:

Please see the answer in spreadsheet named "H-1.3 Tariff Programs".

8. Outline the eligibility criteria your business had to meet in order to receive benefits under this program.

Answer:

[REDACTED]

9. State whether your eligibility for the program was conditional on one or more of the following criteria:

- a) whether or not your business exports or has increased its exports;
- b) the use of domestic rather than imported inputs;
- c) the industry to which your business belongs; or
- d) the region in which your business is located.

Answer:

[REDACTED]

10. If the benefit was provided in relation to a specific activity or project of your entity, please identify the activity and provide supporting documentation.

Answer:

[REDACTED]

11. 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.

Answer:

[REDACTED]

12. Indicate where benefits under this program can be found in your accounting system (i.e., specify the ledgers or journals) and financial statements.

Answer:

[REDACTED]

13. To your knowledge, does the program still operate or has it been terminated?

Answer:

[REDACTED]

[REDACTED]

14. If the program has been terminated, please provide details (including when and 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?

Answer:

[REDACTED]

15. If the program terminated has been substituted for by another program, identify the program.

Answer:

[REDACTED]

16. Were the materials and/or equipment that were entitled to a refund of VAT /State tax (or any other form of tax) used in the production of the goods during the investigation period? If yes, provide the following information for each item that received a refund:

- (a) type of inputs;
- (b) cost of inputs;
- (c) quantity of inputs; and
- (d) amount of VAT/Sales tax (or any other form of tax) refunded.

Answer:

[REDACTED]

17. Has your company received exemption from payment of or refunds and/or exemption of import duty imported material inputs at any time that were used in the production of the goods during the investigation period? If yes, provide the following information for each transaction:

- (a) description of imported product;
- (b) country of origin;
- (c) quantity of imported product;
- (d) purchase price;
- (e) terms of purchase (e.g. FOB, CIF);

- (f) ocean freight;
- (g) value for duty of imported product;
- (h) regular rate of taxes and/or duties;
- (i) concessionary rate of taxes and/or duties;
- (j) amount of duties and taxes normally applicable;
- (k) amount of duties and taxes paid;
- (l) amount of duties and taxes exempt;
- (m) date of importation;
- (n) tariff classification number;
- (o) customs entry number; and
- (p) application fee.

Answer:

[REDACTED]

18. Provide sample documents for two items from two different quarters in the investigation period included in your response to Question 17. The sample documents should include:
- (a) copies of import entry documents (for example: bill of entry, invoice from supplier, etc.) for each type of importation covering duty-exempt inputs and duty-paid inputs imported for use in the manufacturing of the subject goods,
 - (b) any applications submitted to and/or approval document received from the GOV relating to the exemption from the payment of import duty and exemption of duty on imported inputs and in relation to the duty refunded on the exportation of the subject goods.
 - (c) copies of reports and audits by the GOV authority responsible for administering the duty rebate or duty drawback scheme with respect to the verification of the importation and use of inputs and the remittance or drawback of the related duty paid or payable.

Answer:

[REDACTED]

CATEGORY H-2: FINANCIAL GRANT PROGRAMS

Programs 2-6 and 10-16

The Commission understands that the Government of Vietnam may be providing grants to enterprises in Vietnam including the above programs (as identified by the applicant).

For the following questions, please provide responses to questions in the "**H-2 Grants**".

1. Did your business or any company/entity related to your business receive any benefit under the above programs during the period **1 July 2011 to 30 June 2016**?

Answer:

[REDACTED]

2. Did your business receive benefits under any other grant program during the period **1 July 2011 to 30 June 2016**?

Answer:

[REDACTED]

For each program identified in your answer to 1 and 2 above, answer the following questions:

Answer:

[REDACTED]

CATEGORY H-3: PREFERENTIAL LOANS

Programs 7, 8 and 9

It is our understanding that certain enterprises in Vietnam benefit from low (subsidised) interest rates from state owned commercial banks (SOCB) and government banks in accordance with the GOV policy to support and develop the expansion of the Vietnamese steel industry.

If your business or any company/entity related to your business received benefits under any such program during the period 1 July 2011 to 30 June 2016, answer the following questions.

Answer:

CATEGORY H-4 ANY OTHER PROGRAMS

Provide answers to the following questions in the "**H-5 Any Other programs**" tab.

1. Provide a list of all the economic zones in which you have business operations (including locations of factories, sales offices, or other places of business).

Answer:

[Please see the answer in spreadsheet named the "H-5 Any Other programs".](#)

2. Are you aware of any programs of the Government of Vietnam, any of its agencies or any other authorised body, that benefits³ manufacturers of galvanised steel that have not been accounted for in this questionnaire? Provide the name of those programs you are aware of (even if your company is not eligible to receive benefit under the program.)

Answer:

3. Indicate the location of the program by state, region, province or municipal level.

Answer:

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

[REDACTED]

4. Indicate the type of program, for example:

- a) the provision of grants, awards or prizes;
- b) the provision of goods or services at a reduced price (e.g. electricity, gas, raw materials (including, for example, zinc), transport);
- c) the reduction of tax payable including income tax, state tax and sales tax;
- d) reduction in land use fees;
- e) loans from Policy Banks at below-market rates; or
- f) any other form of assistance.

Answer:

[REDACTED]

For **each program** that you have identified, answer the following.

5. Indicate whether your company benefited from any of the listed programs.

Answer:

[REDACTED]

6. 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).

Answer:

[REDACTED]

7. Describe the application and approval procedures for obtaining a benefit under the program.

Answer:

[REDACTED]

8. 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 of Vietnam in relation to the program.

Answer:

[REDACTED]

9. Outline the fees charged to, or expenses incurred by your business for purposes of receiving the program.

Answer:

[REDACTED]

10. Outline the eligibility criteria your business had to meet in order to receive benefits under this program.

Answer:

[REDACTED]

11. State whether your eligibility for the program was conditional on one or more of the following criteria:

- a) whether or not your business exports or has increased its exports;
- b) the use of domestic rather than imported inputs;
- c) the industry to which your business belongs; or
- d) the state in which your business is located.

Answer:

[REDACTED]

12. If the benefit was provided in relation to a specific activity or project of your entity, please identify the activity and provide supporting documentation.

Answer:

[REDACTED]

13. 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.

Answer:

[REDACTED]

14. Indicate where benefits under this program can be found in your accounting system (i.e., specify the ledgers or journals) and financial statements.

Answer:

[REDACTED]

15. To your knowledge, does the program still operate or has it been terminated?

Answer:

[REDACTED]

16. If the program has been terminated, please provide details (including when and 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 Category H-5 in relation to this programme.

Answer:

[REDACTED]

LIST OF EXHIBITS & ENCLOSURES

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

SECTION I

PARTICULAR MARKET SITUATION

The applicant claims that a 'particular market situation' exists in respect of galvanised steel (the goods) in Vietnam due to government influence on both the prices of the goods and the major raw material inputs including hot rolled coil (HRC), iron ore, coal, and cold-rolled steel used in the manufacture of the goods.

The existence of a 'particular market situation' could affect the Commission's approach to calculating the normal value within its dumping assessment.

In broad terms, it is generally the case that the normal value of the goods is the price paid for like goods sold for home consumption in the country of export. One of the exceptions to using domestic selling prices for this purpose is if the Minister is satisfied that a situation in the market has rendered domestic selling prices unsuitable for establishing normal values (i.e. a 'particular market situation' exists).

These situations may be where the domestic selling prices in the country of export have been materially influenced by the government rendering those prices unsuitable for use in establishing normal values.

Through this section of the questionnaire, the Commission is seeking information from your business, supported by evidence, in assessing the market situation claims made by the applicant. All document provided must be accompanied with a translated English version as well as the original version.

It may be necessary for the Commission to request additional information following receipt and review of your responses.

PART I-1 GENERAL INFORMATION

1. Ownership and management

- a) Has the Government of Vietnam (GOV)¹ anytime in the previous 5 years been a shareholder (or invested either directly or indirectly) in your business? If so, provide details of shareholding and/or investments.

Answer:

GOV has not held any interest or share in Nam Kim during the last 5 years.

- b) List all the directors and major shareholders of your business and identify any common directors and executive officers between your business and related businesses.

Answer:

Below is a list all Nam Kim's directors:

1	1	1
2	2	2
3	3	3
4	4	4
5	5	5
6	6	6
7	7	7

List of major shareholders

¹ References to the GOV include any government authorities at any level (e.g. National, Provincial, Regional, Local), agency, party, or otherwise associated entity.

- c) Are any directors or major shareholders, employees, or otherwise affiliated with the GOV? If so, identify the individuals, their role and their affiliation with the GOV.

Answer:

[REDACTED]

- d) Are any directors or employees of your business appointed, managed or recommended by the GOV? If so, identify the government department(s) they were recommended by.

Answer:

[REDACTED]

- e) Provide details of any significant changes in the ownership structure of your business over the last 5 years.

Answer:

[REDACTED]

Identify all positions within your business that are appointed or designated to act on behalf of GOV authorities.

Answer:

[REDACTED]

- f) Explain whether there are any GOV requirements by law and/or any internal business policy to have GOV representation in your business. If so explain their role.

Answer:

[REDACTED]

- g) Does the GOV representative(s) or the person(s) appointed by the GOV have any VETO rights for any decisions made by the Board and/or the senior executives of your business? If so explain how and when such powers are exercised.

Answer:

[REDACTED]
[REDACTED].

- h) Who has the ability to reward, hire, fire or discipline your business' senior managers and executives?

Answer:

[REDACTED]
[REDACTED]
[REDACTED]

- i) Do any of your business' senior managers hold positions in any GOV departments or organisations, associations or Chambers of Commerce? If so describe the nature of their positions.

Answer:

[REDACTED]
[REDACTED]
[REDACTED].

- j) Is your business publicly listed and traded on a securities exchange?

Answer:

Yes, Nam Kim has been listed on Ho Chi Minh Stock Exchange since January 14, 2011.

- k) If so, identify all types of securities listed and name all securities exchange's on which they are traded.

Answer:

Nam Kim has only common shares that are listed and publicly traded on Ho Chi Minh Stock Exchange (HOSE).

- l) Are there any restrictions to trade these securities (e.g. restricted only to Chinese nationals etc.)?

Answer:

Nam Kim's securities are publicly traded on HOSE and both local and foreign investors are free to trade Nam Kim's stocks in accordance with the HOSE applicable trading rules.

2. Business planning

- a) Explain your business' decision-making process in general and in respect of steel products in relation to:
- i. what goods are produced;
 - ii. how the goods are produced;
 - iii. how much is produced;
 - iv. the quantity of inputs (such as raw materials and energy) purchased and how it is allocated to the manufacture of different products;
 - v. how price of the goods is determine in the domestic market;
 - vi. the location of your production facility;
 - vii. does your company supply the goods certain regions only
 - viii. how your business' profit is distributed (e.g. dividends, share buyback etc.); and
 - ix. how you make decisions regarding your companies' growth target and other strategic decisions (e.g. expansions, mergers, acquisitions, restructures).
 - x. Has there any changes to your business model since 2010.

Answer:

- Answer:**

Answer:

None of government departments/offices involves in Nam Kim's manufacture, sale or purchase of steel products.

- d) Provide copies of the minutes of your Board of Directors and Board of Shareholders meetings over the investigation period.

Answer:

Nam Kim provides copies of GSM's and Board of Directors' minutes of meetings during the investigation period at [Exhibit 2](#).

- e) Provide copies of the notes to business meetings where pricing decisions on steel products have been made over the investigation period.

Answer:

As explained before, the price committee did not achieve the copies of the notes to business meeting.

- f) Provide the copies of your Business and/or Corporate Plan that were effective during the Investigation period.

Answer:

Nam Kim provides its 2015 and 2016 annual business plans at Exhibit 3.

- g) Has your business been involved in any mergers and/or acquisitions in the last 5 years? Is so, provide details.

Answer:

No, Nam Kim has not involved in any mergers and/or acquisitions in the last 5 years.

- h) Has your business undergone any major restructuring in the last 5 years? Is so, provide details.

Answer:

No, Nam Kim has not been undergone any major restructuring in the last 5 years.

- i) Is your business currently, or in the last 5 years, been involved in a joint venture? If so, provide details.

Answer:

No, Nam Kim not and has not been involved in a joint venture in the last 5 years.

3. Licensing

- a) Provide a copy of your business license(s).

Answer:

The licenses that apply to Vietnam-established companies like Nam Kim are currently the enterprise registration certificates ("**ERC**"). Nam Kim provides at Exhibit 4 its current ERC.

- b) Identify the GOV departments or offices responsible for issuing the license(s).

Answer:

Nam Kim's ERC was issued by the Business Registration Division under the Department of Planning and Investment in Binh Duong province.

- c) Describe the procedures involved in applying for your business license(s).

Answer:

The procedure for applying for an ERC is provided for under Chapter IV of the Government's Decree No. 78/2015/ND-CP. Accordingly, to register a company, the applicant must follow the process below:

- Step 1: Preparing the application dossier;
- Step 2: Submit the application dossier to the Business Registration Division under the Department of Planning and Investment of the province where the company-to-be-established is located;
- Step 3: the licensing authority reviews the application and issues the ERC. Otherwise, it will notify the applicant of any further clarifications/documents to be submitted.

Nam Kim provides at Exhibit 5 an English version of Decree 78/2015/ND-CP for the Commission's reference.

- d) Describe all requirements and/or conditions that must be met in order to obtain the license(s).

Answer:

The submission of a full and complete application and the payment of the application fee would suffice for the issuance of the ERC.

- e) Describe any sanctions and/or restrictions imposed on your business if you act outside the scope of your business license(s).

Answer:

Vietnamese companies are free to engage in any businesses that are not prohibited by law. A list of prohibited businesses is provided for under the Law on Investment and that includes, among the other things, prostitution or human trafficking.

The Law on Investment also provides for a list of conditional business sectors. Companies wishing to engage in a particular conditional business sector must apply for a specific license that allows them to engage in such a sector. The application must demonstrate that the applicant satisfies the applicable conditions. For example, companies wishing to engage in the real estate business must prove to the licensing authority that they have a minimum capital of VND20 billion.

Generally, once being established (i.e. having obtained the ERC), a company wishing to engage in any listed conditional sector shall apply for the relevant license prior to actually engaging in that sector. Failing to do so may result in certain fines as currently provided for under Decree 124/2015/NĐ-CP. Please refer to Article 1.8 of Decree 124/2015/NĐ-CP at Exhibit 5.

Nam Kim also provides a copy of the Law on Investment at Exhibit 5.

- f) Describe and explain any rights or benefits conferred to your business under the license(s).

Answer:

Companies are able to conduct their business soon as they obtain ERC. For companies that engage in the conditional business sectors, they are allowed to conduct that sector only after they have obtained the applicable license.

- g) Describe the circumstances under which your business license(s) can be revoked, and who has the authority to revoke the license(s).

Answer:

The company's ERC may be revoked under the circumstances listed in Article

211 of the Law on Enterprises. Specifically, ERC may be revoked in either of following circumstances:

- The information provided in the application for ERC is false;
- The enterprise is established by persons banned from establishing enterprise as prescribed in Clause 2 Article 18 of the Law on Enterprises such as government officials;
- The ERC is suspended for 01 year without notifying the business registration authority and tax authority;
- The enterprise fails to submit reports in relation to the law compliance as requested by the business registration authority within 06 months from the deadline or from the receipt of a written request;
- Other cases decided by the Court.

h) What are the on-going conditions and/or requirements of your business license? Name the authority that manages the compliance of these conditions and/or requirements?

Answer:

There is no specific on-going regulatory conditions and/or requirements of the ERC. As long as the company engages in lawful business and does not commit the revocation circumstances as mentioned above, the ERC remains in full force and effect.

i) What licensing arrangement / regulations exist for accessing major raw materials used in the production of steel?

Answer:

There is no licensing arrangement/regulation on accessing major raw materials used in the production of steel.

4. Capital investment activities

a) List all capital investment activities (e.g. new production line, upgrades) your business has undertaken in the last 5 years and provide details of the approval process and any conditions placed upon the approval. Provide all relevant documentation, including copies of application forms and approval letters.

Answer:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

- b) If an application for your capital investment activity was not approved, provide details and documentation for the refusal.

Answer:

All applications for Nam Kim's capital investment activities in the last 5 years were approved.

- c) Identify all relevant authorities responsible for approving capital investments including the office address, phone and fax numbers. Also provide a brief description of the role of the authority in the approval process.

Answer:

Binh Duong Industrial park Board of Management is the licensing authority that approves Nam Kim's capital investment. Their contact information as below:

Binh Duong Industrial park Board of management:

- Telephone: 0650. 3 831 215 – 0650. 3 837 027
- Fax: 0650. 3 823 984
- Email: bqlkc@binhduong.gov.vn

Binh Duong Industrial Park Board of Management is responsible for licensing all the projects that are located within industrial zones/industrial parks in Binh Duong Province.

- d) Provide details of approval process from state, regional, provincial, local government etc. indication including how the bodies at different levels interact.

Answer:

The approval process for Nam Kim's capital investment in projects located within the industrial zones in Binh Duong is as follows:

Step 1: Nam Kim prepares and submits an application for investment certificate to Binh Duong Industrial Park Board of Management.

Step 2: Binh Duong Industrial Park Board of Management reviews the application and at the same time, seeks for comments from the relevant ministries. Since Nam Kim's investment projects were related to steel industry, the Ministry of Industry and Trade (MOIT) also reviewed the application.

Step 3: Nam Kim may be required to submit further documents/information or to clarify certain issues pertaining to the initial application.

Step 4: Should Binh Duong Industrial Park Board of Management consider the application full and complete, it will issue the investment certificate after having obtained consent letter from the MOIT.

- e) For capital investments undertaken since 2010, what were key factors driving each investment and how the investment was undertaken i.e. internal or externally funded, undertaken through joint venture or as separate company or subsidiary. Please provide details.

Answer:

Key factors that drove each investment made by Nam Kim since 2010 are all purely related to its business strategies.

First, Nam Kim considered there was a huge potential demand in domestic market since the local steel consumption was about 140 Kg per person, much lower than the world average consumption at 240 Kg per person. Vietnam is a developing country, and the steel consumption is going up significantly to meet the requirement of economic growing up. Therefore, the demand for flat roll coated steel coil is not exceptional of this essential steel demanding.

Second, in addition to domestic market, Nam Kim foresaw the potential in the South East Asia countries where Nam Kim brand had been familiar. Also, Nam Kim's long term strategy is to expand its market to Europe and America, using the advanced production technology.

All capital investments in the last 5 years were funded by Nam Kim's equity and loans.

5. Financing and investment activities

- a) How is your business debt funded? Provide a list of all major lenders.

[REDACTED]

- b) What is the rate of interest paid by your business on all debt instruments over the last 5 years?

Answer:

[REDACTED]

- c) Has your business benefited from any concessional interest rates for your loans/debts in the last 5 years? If so, provide details.

Answer:

Nam Kim simply sourced funds from commercial banks and the interest rates were subject to lending market and negotiation with the lenders. Nam Kim has not received benefit from any concessional interest rates for its loans in the last 5 years.

- d) Has your business raised any capital using issuance of shares, preferential shares, rights issue, bonds, warrants, debentures, sub-ordinate loans or any other debt and/or equity instruments in the last 5 years? If so:
- i. explain what instruments were used;
 - ii. identify the type (e.g. government guarantee) and provider of the security; and
 - iii. explain the reasons for raising the capital.

Answer:

To partially fund its investment projects in the last 5 years, Nam Kim issued common shares to certain strategic shareholders, existing shareholders and to the company's employees pursuant to ESOP program (Employee Stock Ownership Plan). There was no security provider involved in those Nam Kim's fundraisings.

- e) Does your business have policies on how cash reserves are to be invested? If so, provide details.

Answer:

Nam Kim does not have policies on cash reserves are to be invested.

- f) Has your business invested in either government or non-government debt securities (such as bonds, quasi-government bonds)? If so provide details (e.g. type of instrument, amount invested and the expected rate of return).

Answer:

Nam Kim has not invested in either government or non-government debt securities.

- g) Was there any restriction placed of capital provided by particular institution(s)? if so provide details explaining the type of restriction, who placed the restriction and reasons for the restriction.

Answer:

The lenders who provide loans to Nam Kim certainly requires that the use of loan provided by them must be strictly for the purposes of the loan as specified under the underlying facility agreements. Other restrictions that are typical to lending market such as prior notification to the lenders upon a change of control are also provided for under the relevant facility agreements.

Other than that, no unusual restriction was placed on loans provided to Nam Kim.

6. Industry associations

- a) Are you a member of any industry association (either governmental or non-governmental)? If so, for each association provide details including:
 - i. The name of the association.
 - ii. When your business joined the association.
 - iii. Whether there are any membership fees.
 - iv. The purpose of the association.
 - v. The benefits of the association.
 - vi. Any restrictions or conditions placed on your business by being a member of the association.
 - vii. Any other on-going requirements for the association.

Answer:

Nam Kim has been a member of Vietnam Steel Association (VSA) since 2012. There is membership fee of 1000 USD per annum.

VSA is a non-governmental organisation and steel companies may voluntarily join it at any time. VSA, like any other industry associations, has the main purpose in assisting its members in various administration matters such as providing industry information, organising training workshops/seminars/conferences, providing certain technical assistances, etc.

There is no restriction or condition placed on Nam Kim's business by being a member of VSA. As reported above, any steel company may join VSA, subject to full payment of membership fee and members are required to timely pay their membership fee in order to maintain their membership status.

7. Interaction with the GOV

- a) Provide details of all interactions that your business has with the GOV including reporting requirements to the GOV.

Answer:

There are two governmental agencies with which Nam Kim work on a regular basis: customs authority and tax authority. The liaisons with these governmental agencies are done on an ordinary basis for the purposes of customs clearance procedures for import and export and for submitting tax returns as required under Vietnamese law.

Other than that, Nam Kim does not have any particular interactions with GOV during its normal course of business.

- b) Provide contact details of any GOV departments, bureaus or agencies that your business has had any dealings with that are responsible for the administration of measures in the steel industry.

Ensure that your response includes contact information regarding the following areas:

- i. industrial policy and guidance on the steel industry sector;
- ii. market entry criteria for the steel industry sector;
- iii. environmental enforcement for the steel industry sector;
- iv. management of land utilization;
- v. investigation and inspection of new steel expansion facilities;; and
- vi. import licensing for HRC, iron ore, steel and other steel raw materials.

Answer:

As reported above, other than conducting customs clearance and tax reports, Nam Kim has not had any particular dealings with GOV during its normal course of business.

- c) How has the GOV's *National Steel Policy*² impacted on your business and how do you ensure compliance with this policy?

Answer:

Nam Kim is not even aware of any such policy and Nam Kim is not aware of

² also referred to as the Steel and Iron Industry Development Policy, as well as by several other titles

any impacts that policy may have on Nam Kim's business.

Have you had dealings or communications with the government department and/or relevant ministry in the last 5 years? If so, provide details.

Answer:

As reported above, other than conducting customs clearance and tax reports, Nam Kim has not had any particular dealings with GOV during its normal course of business.

- h) Provide details of all the taxes paid by your business in the last 5 years (e.g. company tax, sales tax, levies, royalties). Ensure that you include the tax rate, whether it is a reduced rate and the name of the authority that it is paid to.

Answer:

In the last 5 years, Nam Kim paid the following taxes:

- Company income tax: this tax rate has changed over the last 5 years from 25% to 20% currently. Please refer to our Section H questionnaire response for more information.
- Value-added-tax (VAT): 10%
- Import duty: rate varies, depending on the particular imported goods.

Taxes are paid to the following governmental authorities:

Tax Category	Paid to
Corporate income tax	General Department of Taxation in Binh Duong Province
Output VAT tax on domestic sale	General Department of Taxation in Binh Duong Province
Input VAT tax on importing goods	General Department of Vietnam Customs in Binh Duong Province
Import duty	General Department of Vietnam Customs in Binh Duong Province

- i) List and describe all reports that are required to be submitted to the GOV? How often such reports are required? Identify the government department/office where each report is filed.

Answer:

Nam Kim is required to periodically submit the following tax report to the Binh Duong Department of Taxation:

- Monthly VAT return
- Annual company income tax return
- Annual audited financial statements

- j) Does your business provide selling price information or participate in surveys to an external agency? If so, provide details.

Answer:

Information on selling price is sensitive to Nam Kim and Nam Kim would not provide its selling price information to external agency.

- k) Are there any licensing requirements to access key inputs or capital? If so provide details.

Answer:

There are no licensing requirements to access key inputs or capital.

PART I-2 THE GALVANISED STEEL

1. Sales and production

- a) Provide a list of all your domestic customers of the goods, include the location (city, state or province) of the customer and indicate whether each customer is a State Invested Entity (SIE) and/or State Owned Entity (SOE).

Answer:

Please see the list of Nam Kim's domestic customers at [Exhibit 6](#). To the best of Nam Kim's knowledge, none of Nam Kim's domestic customers is State Invested Entity (SIE) and/or State Owned Entity (SOE).

- b) Does your business need to obtain approval or a licence to manufacture and sell the goods? If so, provide details.

Answer:

Nam Kim does not need to obtain approval or a licence to manufacture and sell the goods.

- c) Are there any restrictions and/or conditions in relation to the quality or quantity of the production of the goods placed upon your business? If so, provide details.

Answer:

There is no restriction and/or conditions in relation to the quality or quantity of the production of the goods placed upon our business.

- d) Does your business require an export licence? If so, provide details.

Answer:

Our business does not require export licence.

- e) Are the goods sold by your business subject to any export restrictions and/or limits during the previous 5 year? If so, provide details.

Answer:

The goods sold by our business are not a subject to any export restrictions and/or limits during the previous 5 years by Vietnamese government.

- f) Provide details regarding any other restrictions (e.g., geographic/regional, downstream, end use) placed upon your business on the sale of the goods.

Answer:

This question is not applicable because there are no other restrictions placed upon our business on the sale of the goods.

- g) Have there been any changes to your production capacity of the goods over the last 5 years? If so, provide details.

Answer:

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]

Note: The overall production capacity is measured under the normal working condition of the machine with standard in maintenance schedule and other factors.

2. Selling price

- a) Describe in detail how the selling price of the goods is determined. In particular, provide details of any restrictions, limitations, or other considerations imposed on your business.

Answer:

[REDACTED]
[REDACTED]
[REDACTED]

- b) Which organisation/business entity do you consider as the price leader of the goods?

Answer:

Vietnamese GI market is competitive and there can be no single entity that could

influence the market price.

- c) Does your business have a pricing committee in respect of the goods? If so provide the names and positions of all members of the Committee.

Answer:

Nam Kim has a pricing committee in respect of the goods. The members of the Committee including:

For export pricing

[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]

For domestic pricing

[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]

- d) How often does the pricing committee meet to discuss selling prices of the goods? Provide the minutes or any other relevant documents of all meetings of the pricing committee during the investigation period.

Answer:

[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

- e) Identify the person who authorises the sales terms, prices and other contract provisions for the sale of the goods by your business.

Answer:

[REDACTED]

[REDACTED]

[REDACTED]

- f) If you have production facilities of the goods in more than one state, region and/or province, are the laws and regulations in each region the same with respect to pricing of the goods? If not, provide details on the differences.

Answer:

All Nam Kim's production facilities are located in Binh Duong province, Vietnam.

3. HRC purchases

Only answer the following questions if your business, or related businesses, purchase HRC

- a) Provide a detailed listing of your HRC purchases by completing the **I-2.3 HRC Purchases** tab of the attached spreadsheet.

Answer:

Nam Kim has completed a detailed listing of HRC purchases as spreadsheet named "I-2.3 HRC Purchases" tab.

- b) Do you have more than one supplier of HRC? If so, provide an explanation of the reasons of price differences between these suppliers?

Answer:

Yes, Nam Kim has numerous suppliers of HRC. The price for HRC is subject to negotiation between Nam Kim and its suppliers, taking into account of relevant market factors such as the order quantity, delivery time, etc.

- c) Describe in detail your business' purchase procedures of HRC and the considerations in selecting a supplier. If it is by tenders, provide details of the criteria/conditions.

Answer:

[REDACTED]

d) If HRC is imported by your business, or related businesses:

- i. Provide details including a description of the HRC imported, the supplier and country of origin.
- ii. Explain the process required to import HRC (e.g. obtaining an import licence, import declarations).
- iii. Provide details of any conditions to importing the HRC (e.g. customs and/or quarantine).
- iv. Is your business eligible for a duty drawback? If so, provide details.

Answer:

[REDACTED]

PART I- 3 HOT ROLLED COIL STEEL

1. Sales and production

Only answer the following questions if your business, or related businesses, sell HRC

Answer:

Nam Kim does not sell HRC. Thus, the questions that follow are deleted from Nam Kim's questionnaire response.

PART I-4 RAW MATERIAL PURCHASES

Only answer the following questions if your business, or related businesses, manufacture HRC

Answer:

Nam Kim does not manufacture HRC. Thus, the questions that follow are deleted from Nam Kim's questionnaire response.

LIST OF EXHIBITS

- 1. List of Major Shareholders**
- 2. Copies of Minutes of Meetings**
- 3. Business Plans**
- 4. Enterprise Registration Certificate**
- 5. Laws and Regulations**
- 6. List of Domestic Customers**
- 7. HRC Purchases**

**SECTION J
EXPORTER'S DECLARATION**

I hereby declare that **Nam Kim Steel Joint Stock Company** 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

Quang Trong Lang

Signature



Position in

Company : Deputy General Director

Date

: 19 November, 2016

SECTION K 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 – Subsidy Programs	<input checked="" type="checkbox"/>
Section I – Particular Market Situation	<input checked="" type="checkbox"/>
Section J – Declaration	

Electronic Data	Please tick if you have provided spreadsheet
INCOME STATEMENT	<input type="checkbox"/>
TURNOVER – sales summary	<input type="checkbox"/>
AUSTRALIAN SALES – list of sales to Australia	<input type="checkbox"/>
DOMESTIC SALES – list of all domestic sales of like goods	<input type="checkbox"/>
THIRD COUNTRY – third country sales	<input type="checkbox"/>
PRODUCTION – production figures	<input type="checkbox"/>
DOMESTIC COSTS – costs of goods sold domestically	<input type="checkbox"/>
AUSTRALIAN COSTS – costs of goods sold to Australia	<input type="checkbox"/>
INCOME TAX PROGRAMS	<input type="checkbox"/>
PREFERENTIAL TAX PROGRAMS	<input type="checkbox"/>
TARIFF PRGRAMS	<input type="checkbox"/>
GRANTS	<input type="checkbox"/>
RAW MATERIAL PURCHASES	<input type="checkbox"/>
OTHER PROGARM	<input type="checkbox"/>
ALL OTHER PROGRAMS	<input type="checkbox"/>