



Australian Government

**Australian Customs and
Border Protection Service**

NON CONFIDENTIAL

PUBLIC
FILE

84

International Trade Remedies Branch

Exporter Questionnaire

Product: Hot rolled coil steel

From: Japan, the Republic of Korea, Malaysia
and Taiwan

Investigation period: 1 April 2011 to 31 March 2012

Response due by: **15 August 2012**

Investigation case manager: Lydia Cooke

Phone: +61 2 6245 5434

Fax: +61 2 6275 6990

E-mail: itrops1@customs.gov.au

Australian Customs and Border Protection website:

www.customs.gov.au

**Return completed
questionnaire to:** International Trade Remedies Branch
Australian Customs and Border
Protection Service
5 Constitution Avenue
Canberra ACT 2601
AUSTRALIA

Attention: Director Operations 1

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GOODS UNDER CONSIDERATION

The goods under consideration (the goods) i.e. the goods exported to Australia, allegedly at dumped prices, is hot rolled coil. The applicant provided further details as follows:

General description

The application specifies that:

Hot rolled coil (including in sheet form), a flat rolled product of iron or non-alloy steel, not clad, plated or coated (other than oil coated).

Goods excluded from this application are hot rolled products that have patterns in relief (known as checker plate) and plate products.¹

Hot Rolled Coil ("HRC") is supplied in a range of thicknesses, all of which are covered by this application.

¹ Application for the publication of a dumping duty notice for Hot Rolled Coil exported from Japan, the Republic of Korea, Malaysia and Taiwan (Application), page 10.

INSTRUCTIONS

Why you have been asked to fill out this questionnaire?

Customs and Border Protection is responsible for investigating the allegation that hot rolled coil has been exported to Australia from the Republic of Korea (Korea), Taiwan, Japan and Malaysia at dumped prices and is causing, or are threatening to cause, material injury to an Australian industry producing like goods.

Customs and Border Protection will use the information you provide to determine normal values and export prices over the investigation period. This information will determine whether hot rolled coil is dumped. You may make separate submissions concerning any other matter, for example injury.

Customs and Border Protection investigation will be carried out under the provisions of the Part XVB of the *Customs Act 1901*.

What happens if you do not respond to this questionnaire?

You do not have to complete the questionnaire. However, if you do not respond, Customs and Border Protection may be required to rely on information supplied by other parties (possibly information supplied by the Australian industry).

If you do not provide all of the information sought, or if you do not allow Customs and Border Protection to verify the information, we may deem that you did not cooperate with the investigation. In that case we may assess a dumping margin for your company based upon normal values that may be the highest determined in your country during the investigation period.

It is in your interest, therefore, to provide a complete submission.

Due date for response

Manufacturers and exporters are requested to respond to this questionnaire and return it to Customs and Border Protection within the time specified on the cover page. There is a statutory time limit imposed for the investigation. Customs and Border Protection may not be able to consider submissions received after the due date.

If you cannot lodge your submission by the due date please advise the investigation case manager as soon as possible.

Confidential and non-confidential submissions²

You are required to lodge one confidential and two non-confidential versions of your submission by the due date. Please ensure that *each page* of information you provide is clearly marked either "IN-CONFIDENCE" or "NON-CONFIDENTIAL".

² The term "submissions" also refers to questionnaire responses.

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All information provided to Customs and Border Protection in-confidence will be treated accordingly. The non-confidential version of your submission will be placed on the public record.

Please note, Australia's anti-dumping and countervailing legislation requires that to the extent that information given to Customs and Border Protection is claimed to be confidential or whose publication would adversely affect a business or commercial interest, the person giving the information must ensure that a summary of that information contains sufficient detail to allow a reasonable understanding of the substance of the information, but does not breach confidentiality nor adversely affect those interests.

The legislation allows that a person is not required to provide a summary for the public record if Customs and Border Protection can be satisfied that no such summary can be given that would allow a reasonable understanding of the substance of the information. However, such a summary would add considerably to an interested party's understanding of information contained in a document.

As provided for in Australia's anti-dumping and countervailing legislation, all submissions are required to have a bracketed explanation of deleted or blacked out information for the non-confidential version of the submission. Note that if such an explanation is not provided, Customs and Border Protection may disregard the information in the submission. An example of a statement to accompany deleted/blacked out text is:

[explanation of cost allocation through the divisions].

If, for some reason, you cannot produce a non-confidential summary, please contact the investigation case manager.

Exporter's declaration

At section H, you are required to make a declaration that the information contained in your submission is complete and correct. Alternatively, if you did not export the goods during the investigation period, you may make a declaration to that effect. You must return a signed declaration with your response to the questionnaire.

Verification of the information that you supply

Customs and Border Protection will seek to verify the information provided in your submission. The purpose of the visit is to verify the information submitted in response to this questionnaire. It is not meant to be a chance for you to provide new or additional information. Customs and Border Protection expects your response to the questionnaire to be complete and accurate.

Verification visits may take several days. We will want to examine in detail your company's records in respect of the goods and will ask for copies of documents relating to the manufacture and sale of the goods. We will need to consult with your staff, particularly your financial controller (or accountant) and your domestic and export sales people. We may also need to see your factory, in which case we will need to consult with your operational managers.

After gathering the information we will prepare a report of the visit. We will provide you with a draft of the report and provide you with an opportunity to review the report for accuracy. We will also ask you to prepare a non-confidential copy of the report for the public record.

If you do not manufacture the goods

You may export but not produce or manufacture the goods (for example, you are a trading company, broker, or vendor dealing in the goods).

In such cases it is important that you forward a copy of this questionnaire to the relevant manufacturers **immediately**. You should also inform the investigation case officer of the contact details for these manufacturers.

You should complete those sections of the questionnaire that you are reasonably able to complete. If, for example, you are unable to supply details of production costs, you should clearly explain why the section does not apply to your company.

If you do not export the goods

Depending on the arrangement for sale of the goods to Australia through an intermediary, Customs and Border Protection will have to determine who the exporter of the goods is for the purpose of this investigation.

In any case, information (such as cost of production data) supplied by the manufacturer will be relevant to establishing the normal value of the goods. In the absence of verified information, Customs and Border Protection may use other available information. This information may result in a decision less favourable to your company.

Outline of information required by this questionnaire

Section	Explanation
Section A	General information relating to your company including financial reports.
Section B	A complete list of your company's exports to Australia over the investigation period.
Section C	A list of goods sold on the domestic market of the country of export (like goods) that may be compared to the goods.
Section D	A detailed list of all of your company's sales of like goods in your domestic market.
Section E	Information to allow a fair comparison between export and domestic prices.
Section F	Information in relation to your company's exports of like goods to countries other than Australia.
Section G	Costs to make and sell, for exports to Australia and for the domestic market.
Section H	Your declaration.
Section I	A checklist.
Appendix 1	A glossary of terms used in this questionnaire

Some general instructions for preparing your response

- When answering the questionnaire please carefully read all instructions. Customs and Border Protection requires a response to *all* sections of this

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questionnaire. Please provide an explanation if a question is not relevant to your situation.

- Answer questions in the order presented in the questionnaire. Please ensure that information submitted conforms to the requested format and is clearly labelled. Please repeat the question to which you are responding and place your answer below it.
- Identify source documents and advise where they are kept. During on-site verification you should be prepared to substantiate all the information you have submitted. Every part of the response should be traceable to company documents that are used in the ordinary course of business.
- We recommend that you retain all work sheets used in answering the questionnaire, in particular those linking the information supplied with management and accounting records. This will help us to verify the information.
- Clearly identify all units of measurement and currencies used. Apply the same measurement consistently throughout your response to the questionnaire.

Instructions on providing electronic data

- It is important that information is submitted in electronic format.
- Electronic data should be emailed or submitted on a CD-ROM, in IBM/MS-DOS format, or another operating system whose disk format is compatible with this MS-DOS version.
- The data must be created as spreadsheet files, preferably in Microsoft Excel, or alternatively in an Excel compatible format (for example, Excel can normally access data in Dbase or as an ASCII file).
- The Excel files must be compatible to the USA version.
- If you cannot present electronic data in the requested format contact the investigation case officer as soon as possible.

Further information

Before you respond to the questionnaire you should read all the documentation enclosed with this application including the applicant's non-confidential submission, the booklet *Australia's Anti-Dumping and Countervailing Administration* and the Australian Customs Dumping Notice notifying the initiation of the investigation. We also advise that you read the attached glossary of terms.

If you require further assistance, or you are having difficulties completing your submission, please contact the investigation case manager. Customs and Border Protection will need to know the reasons.

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: HYUNDAI STEEL COMPANY

Name: S.J Moon

Position in the company: Assistant Manager

Address: 231 Yangjae-Dong, Seocho-Gu, Seoul, Republic of Korea

Telephone: +82-2-3464-6464

Facsimile number: +82-2-3464-6460

E-mail address of contact person: moon7300@hyundai-steel.com

Factory: Dangjin plant

Address: 167-32 Godae-Ri, Songak-Myun, Dangjin-Gun, Chungchungnam-Do, Republic of Korea

Telephone: +82-2-3464-6473

Facsimile number: +82-2-3464-6310

E-mail address of contact person: imsang@hyundai-steel.com

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

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

Name: Andrew Hudson

Address: Level 26, 385 Bourke Street, Melbourne VIC 3000

Telephone: 03 8602 9231

Facsimile/Telex number: 03 8602 9229

E-mail address of contact person: ahudson@hunthunt.com.au

Note that in nominating a relating to your company in this investigation may be freely released to, or discussed with, that representative.

A-3 Company information

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

<Answer>

HYUNDAI STEEL COMPANY (hereinafter "the Company") was established in September 1964 in accordance with the Commercial Laws of the Republic of Korea. "The Company" was listed on the Korean Stock Exchange in May 1987.

"The Company" runs three manufacturing facilities in Dangjin, Incheon, and Pohang to produce various kinds of steel products in Korea. The hot-rolled coils (hereinafter "HRC"), the goods under consideration (hereinafter "the GUC"), are produced only at Dangjin Plant.

Also, it should be noted that "the Company" uses "HYUNDAI STEEL COMPANY" when it exports and/or sells goods.

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

<Answer>

The principal shareholders of "the Company" who have 5% or more of the maximum amount of votes as of December 31, 2011 are as follows;

Name of Shareholder	Percentage of Shareholding	Activity

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

<Answer>

As mentioned above, the largest shareholder of "the Company" is [].
The principal shareholders of [] having 5% or more of the maximum amount of votes as of December 31, 2011 are as follows;

Name of Shareholder	Percentage of Shareholding	Activity

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

<Answer>

As mentioned above, the largest shareholder of [] is [].
The principal shareholders of [] having 5% or more of the maximum amount of votes as of december 31, are as follows.

Name of Shareholder	Percentage of Shareholding	Activity

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

<Answer>

"The Company" is a member company of Hyundai Motor Group through a cross-ownership. Hyundai Motor Group is composed of []

pursuant to the monopoly regulations and fair trade law of the Republic of Korea.

A diagram of ownership among the companies of Hyundai Motor Group is provided in Appendix A-1.

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

<Answer>

Since any of management fees/corporate allocations is not charged to "the Company" by any of its parent or related companies, this question is not applicable to the Company.

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

<Answer>

"The Company" is a typical producer of steel products. "The Company" produces a wide variety of products, such as reinforcing bar, H section, angle, channel, HRC, heavy plate, stainless steel and other steel products.

8. If your business does not perform all of the following functions in relation to the goods, 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>

Since "the Company" performs producing and selling activities by itself, this question is not applicable to "the Company".

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

<Answer>

An internal organization chart of "the Company" as of December 31, 2011 is provided in Appendix A-2. As stated above, "HRC" is solely produced at Dangjin Plant. By the way, the sales of "HRC" are performed by the Sales Department which are located in Seoul, Korea. Under the Sales Department, the Export Sales Team is responsible for export sales of "HRC", while the Domestic Sales Team manages the sales of "HRC" on the domestic market.

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

<Answer>

The most recent annual report of "the Company" is provided in Appendix A-3.

A-4 General accounting/administration information

1. Indicate your accounting period.

<Answer>

The accounting period of "the Company" is a calendar basis. That is, the accounting period of "the Company" starts on January 1 and ends on December 31.

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

<Answer>

The accounting records of "the Company" are primarily held at its Seoul Office of which address is 231, Yangjae-Dong, Seocho-Gu, Seoul 137-938, Korea.

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); and
- 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.

These documents should relate to:

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

<Answer>

A chart of accounts of "the Company" is provided in Appendix A-4. Also, the audited consolidated and unconsolidated financial statements for the two most recently completed financial years are provided in Appendix A-6 and A-5, respectively. Lastly, consolidated financial statements for the first quarter of 2012 are provided in Appendix A-7.

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>

Since the above-mentioned financial statements are audited, this question is not applicable to "the Company".

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

<Answer>

Since the accounting practices that "the Company" uses are pursuant to the generally accepted accounting principles in Korea, this question is not applicable to "the Company".

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>

(1) Finished Goods and Work-in-Progress: []

(2) Raw Materials and Supplies: []

(3) Material-in-transit: []

- 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>

All of the costs including material, labor and overhead costs for indirect cost centers are allocated to direct cost centers based on [].

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

<Answer>

The Company's value for damaged or sub-standard goods written down to [] due to losses occurring in the normal course of

business is recognized as cost of goods sold and is deducted as an allowance from the carrying value of inventories.

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

<Answer>

Since there is no by-product produced on manufacturing process. And Most of steel scraps that result from producing the goods are reintroduced to the steel making process. The Company calculates the scrap revenue based on the [].

- valuation and revaluation methods for fixed assets;

<Answer>

Fixed assets are valued at cost, less subsequent accumulated depreciation and accumulated impairment losses.

Subsequent costs are recognized at carrying amount of an asset or as an asset if it is probable that future economic benefits associated with the assets will flow to the Company and the cost of an asset can be measured reliably.

The Company reviews the carrying amounts of its fixed assets to determine whether there is any indication that those assets have suffered an impairment loss when there has been an event to suspect such impairment.

If, and only if, the recoverable amount of an asset is less than its carrying amount, the carrying amount of the asset shall be reduced to its recoverable amount.

[]

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

<Answer>

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Depreciation is computed using the straight-line method based on the estimated useful lives for each class of production equipment as follows:

production equipment	Production Process
Buildings	
Structures	
Machinery	
Vehicles	
Tools and Equipment	

The Company reviews the depreciation method, the estimated useful lives and residual values of property, plant and equipment at the end of each annual reporting period. If expectations differ from previous estimates, the changes are accounted for as a change in accounting estimate.

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

<Answer>

Any transaction occurred in currency other than its functional currency will be recorded in translated amount using the exchange rate of the transaction.

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

<Answer>

At the end of the reporting period, all monetary assets and liabilities will be translated using the exchange rate. Meanwhile, non-monetary assets and liabilities measured at fair value will be retranslated using the exchange rate of the day of fair value evaluation, whereas non-monetary assets and liabilities measured at historical cost will not be translated.

- inclusion of general expenses and/or interest;

<Answer>

General expenses and/or interest are recognized occurred expenses, not included in the cost of inventories.

Interest is measured at effective yield basis in long-term financial assets and liabilities.

- provisions for bad or doubtful debts;

<Answer>

Allowance for doubtful accounts is estimated based on an analysis of individual accounts and past experiences of collection and presented as a deduction from trade receivables.

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

<Answer>

As the Company did not have any idle equipment and / or plant shutdowns during the POI, this question is not applicable to the Company.

- costs of plant closure;

<Answer>

As the Company did not have any closure costs, this question is not applicable to the Company.

- restructuring costs;

<Answer>

As the Company did not have any restructuring during the POI, this question is not applicable to the Company.

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

<Answer>

The scrap generated during the production process in the current year is evaluated based on the the [] for the scrap. The evaluated cost of scrap is deducted from the cost of manufacturing.

- effects of inflation on financial statement information.

<Answer>

As an inflationary trend has been low for considerable period of time, the Company has not considered the 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>

"The Company" adopted the Korean International Financial Reporting Standards ("K-IFRS") for the annual period beginning on January 1, 2011, which is currently the generally accepted accounting principle in Korea. In accordance with K-IFRS 1101, "First-Time Adoption of International Financial Reporting Standards", the transition date to K-IFRS is January 1, 2010. The reconciliations of the effect of the transition to K-IFRS are described in detail in Note 3 of the consolidated financial statements provided in Appendix A-6.

A-5 Income statement

Please fill in the following table. It requires information concerning all products produced and for the goods. You should explain how costs have been allocated.

	Most recent completed financial year (specify)		Investigation period	
	All products	The goods	All products	The goods
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)				
G&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 best reflects your financial reporting.

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

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

<Answer>

"Income Statement" is separately provided in an electronic format in Attachment I-1. Since the sales volume of the "GUC" is different from the production volume of the "GUC", for purpose of reporting "Total Cost to Make" and "SG&A Expenses" in "Income Statement" spreadsheet, "the Company" multiplied a unit average cost of "Total Cost to Make" and "SG&A Expenses" reported in Section G by the sales volume of the "GUC". The same methodology is used for calculating the figures in line (16), (17), (18), and (19).

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				

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

Prepare this information in a spreadsheet named "Turnover".

This information will be used to verify the cost allocations to the goods 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>

"Turnover" is separately provided in an electronic format. The figures for the turnover of the goods on the domestic market in "Turnover" spreadsheet are tied to the figures reported on "Domestic Sales Listing" in Section D. However, it should be noted that such figures reported on "Turnover" spreadsheet may be [].

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 Customs and Border Protection may also compare prices at the ex factory level.

*You should report prices of **all** 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>

A list of the customers related to the export sales to Australia is provided in Appendix B-1. As shown in Appendix B-1, all of the Australian customers are local distributors in Australia.

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>

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During the investigation period, the export sales to Australia were made on either an []. In case where the sales were made on an [] the "GUC" to Australia. On the other hand, when the sales were made on [] the "GUC" to the Australian port.

- 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>

During the investigation period, the export sales of the "GUC" were made to Australia through [] channels as follows;

- 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>

The ownership of the "GUC" depends on the delivery 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>

As stated above, since there were not any agency agreements in relation to the export sales of the “GUC” to Australia, this question is not applicable to “the Company”.

- 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>

When the Australian customers firstly contact "the Company" to purchase the "GUC", "the Company" negotiates the sales terms with its Australian customers such as price, volume, delivery term, payment term, etc. Based on the mutual agreement, "the Company" begins to produce the "GUC" and when the production is completed, "the Company" arranges for the transportation of the "GUC". Then, "the Company" issues an invoice to its Australian customers. In case where the payment term of the export sales is a letter of credit, "the Company" negotiates with the banks and collects the payment. [

]

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

<Answer>

Since "the Company" is not related to any of its Australian customers, this question is not applicable to "the Company".

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

<Answer>

As of August 15, 2012, none of the forward orders of the "GUC" are remained.

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>

As described above, since the export selling prices are determined on a [], consistent and distinct differences depending on trade levels do not exist.

- B-4 Prepare a spreadsheet named "Australian sales" listing all shipments (i.e. transaction by transaction) to Australia of the goods 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 of the goods identified. Explain the product codes in your submission.
Invoice number	Invoice number
Invoice date	Invoice date
Date of sale	Refer to the explanation at the beginning of this section. If you consider that a date other than the invoice date best establishes the material terms of sale, report that 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.
Packaging type	E.g. coil, sheet
Gross invoice value	Gross invoice value shown on invoice in the currency of sale, excluding taxes.

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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	Expenses for after sale services, such as technical assistance or

assistance & other services*	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.

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

** 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.

<Answer>

"Australian Sales" listing is separately provided in an electronic format, pursuant to the above-mentioned instructions. Among the columns on **"Australian Sales"** listing, explanations on some columns are as follows;

(1) Model/Grade/Type

"The Company" has reported specifications, thickness, and width in this column. For example, if the specification of the product having [] is [], [] has been reported in this column.

(2) Product Code

"The Company" manufactures and sells the "GUC" of many kinds of specifications with a very wide range of thickness and width. []

(3) Thickness Range

The code described above has been reported in this column.

(4) Width Range

The code described above has been reported in this column.

(5) Pickled and/or Oiled?

During the investigation period, "the Company" made export sales of "not" pickled and oiled products to Australia, and thus all of the export sales are coded as [] in this column.

(6) Mill Edged or Trimmed Edge?

As described above, all of the export sales are coded as [].

(7) Skin Passed or as Rolled?

The code described above is reported in this column.

(8) Invoice Date

[] is reported in this column. In case of the export sales through Korean trader, the date of [] is reported in this column.

(9) Date of Sale

Since "the Company" does not claim a date other than the invoice date as a date of sale, the date reported in "Invoice Date" is also reported in this column.

(10) Order Number

Since "the Company" does not claim a date other than the invoice date as a date of sale, pursuant to the instructions described on the questionnaire, "the Company" reports "N/A" in this column.

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>

In addition to the expenses identified in the table in question B-4, "Credit Cost" column is newly added on "Australian Sales" listing, for a purpose of a fair comparison. When "the Company" collects the payment at its negotiating bank, the bank pays "the Company" net of interest expenses which is calculated based on the credit period from the date of collection through the date of the maturity date of L/C. Such interest expenses are called "exchange commission charges" and are reported in "Credit Cost" column on "Australian Sales" listing.

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

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

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

<Answer>

Since there was not any type of discount or rebates in relation to the export sales to Australia, this question is not applicable.

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

<Answer>

Since "the Company" did not issue credit notes in relation to the export sales to Australia, this question is not applicable.

- 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.

<Answer>

Since all of the export sales to Australia were made either on an [] basis during the investigation period, this question is not applicable to "the Company".

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)

- 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;
- any technical material in respect of the goods;
- 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.

Customs and Border Protection will select additional shipments for payment verification at the time of the visit.

<Answer>

The documentations related to the export sales of the "GUC" to Australia for two samples in different quarters of the investigation period are provided in Appendix B-6.

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>

As reported on "Australian Sales" listing, the specifications related to the export sales to Australia are []. A product catalogue explaining specification details, technical characteristics, and chemical components is provided in Appendix C-1.

- 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>

A list of product codes which are reported on "Australian Sales" is provided in Appendix C-2.

- C-3** If you sell like goods on the domestic market, for each type that your company has exported to Australia during the investigation period, list the most comparable model(s) sold domestically;

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

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

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			documents which outline differences
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Prepare this information on a spreadsheet named "Like goods".

<Answer>

"Like Goods" spreadsheet is separately provided in an electronic format. The "Product Code" reported in "Exported Type" and "Domestic Type" column comes from the product code reported on "Australian Sales" listing and "Domestic Sales" listing.

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>

Please refer to Appendix C-1 for the technical illustrative material.

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 Customs and Border Protection requirements. If agreement cannot be reached as to the appropriate method Customs and Border Protection may not visit your company.*

Customs and Border Protection 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 Customs and Border Protection 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;

<Answer>

During the investigation period, the domestic sales of the "GUC" were made through [] channels as follows;

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- [
- information concerning the functions/activities performed by each party in the distribution chain; and

<Answer>

"The Company" primarily performs most of selling functions on domestic market through []. That is, regardless of the distribution channel, "the Company" is mainly responsible for transporting the "GUC" to its domestic customers.

- a copy of any agency or distributor agreements, or contracts entered into.

<Answer>

Since there were not any agency or distributor agreements, this question is not applicable to the Company.

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>

During the investigation, "the Company" made sales of the "GUC" to its associated customers on the domestic market. A list of the associated customers is as follows;

[

]

Since the sales price of the "GUC" is determined on a [] regardless of the association, this question is not applicable to the Company.

- 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>

Since the sales price of the "GUC" is determined on [] regardless of the distribution channel, this question is not applicable to the Company.

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>

As stated above, the category of the domestic customers of "the Company" is either []. However, a significant difference in the sales process between [] does not exist. The price lists which are directly tied to the final sales price do not exist. As mentioned above, the sales price is determined on a [], in consideration of [] with [] and other factors. In most cases, "the Company" is responsible for transporting the "GUC" to the designated place. In such case, the delivery cost is normally included in the sales price. Even though shipments are made on a daily basis, an invoice is normally issued to the domestic customers at []. The payment is normally made based on an agreed payment term.

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

Column heading	Explanation
Customer name	Names of your customers. If an English version of the name is not easily produced from your automated systems show a customer code number and in a separate table list each code and name.
Level of trade	The level of trade of your domestic customer
Model/grade/type	Commercial model/grade or type of the goods
Product code	Code used in your records for the model/grade/type of the goods identified. Explain the product codes in your submission.
Invoice number	Invoice number

Invoice date	Invoice date
Date of sale	Refer to the explanation at the beginning of this section. If you consider that a date other than the invoice date best establishes the material terms of sale and should be used, report that 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	E.g. 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. litres or kilos.
Packaging type	E.g. coil, sheet
Gross Invoice value	Gross value shown on invoice in the currency of sale, 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	Warranty & guarantee expenses

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 (including VAT) 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>

"Domestic Sales" listing spreadsheet is separately provided in an electronic format, pursuant to the above-mentioned instructions. Among the columns on "Domestic Sales" listing, explanations on some columns are as follows;

(1) Model/Grade/Type

Please refer to the descriptions in Section B.

(2) Product Code

Please refer to the descriptions in Section B.

(3) Thickness Range, Width Range, Pickled and/or Oiled?, Mill Edged or Trimmed Edge?, Skin Passed or as Rolled?

Please refer to the descriptions in Section B.

(4) Invoice Date

The date of a [] is reported in this column.

(5) Date of Sale

Since "the Company" does not claim a date other than the invoice date as a date of sale, the date reported in "Invoice Date" is also reported in this column.

(6) Order Number

[NON CONFIDENTIAL]

Since "the Company" does not claim a date other than the invoice date as a date of sale, pursuant to the instructions described on the questionnaire, "the Company" reports "N/A" in this column.

(7) Discounts on the Invoice

In case where a domestic customer [], the unit discount value is firstly calculated based on the following formula;

-Unit Discount Value []

The unit discount value is multiplied by sales volume per each transaction made in the [], and the result is reported as "Discounts on the Invoice" column for the sales made in []. As a result, it should be noted that the total sales value reported on "Domestic Sales" listing may be different from the sales value recorded on the accounting books for the investigation period.

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>

In addition to the expenses identified in the table in question D-4, following columns are newly added on "Domestic Sales" listing, for a purpose of a fair comparison;

(1) Credit Cost

Credit refers to the cost of the time the customer is given to pay the "GUC", i.e. agreed in the terms of payment at the time of sale. The credit cost reported in this column is calculated based on the following formula;

-Credit Cost : []

A worksheet showing the calculation of the short-term interest rate denominated in KRW is provided in Appendix D-1.

(2) Advertising Cost

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For a purpose of expediting sales on the domestic market, "advertising cost" is incurred. [], the advertising cost reported in this column is calculated based on the following formula;

-Advertising Cost : []

A worksheet showing the calculation of the unit advertising cost is provided in Appendix D-2.

(3) Payment Guarantee Charges

In case where certain domestic customers get []. Thus, for a fair comparison between export sales and domestic sales, such payment guarantee charges should be deducted. The payment guarantee charges in this column are calculated based on the following formula;

-Payment Guarantee Charges : []

A worksheet showing the calculation of the unit payment guarantee charges is provided in Appendix D-3.

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>

With respect to the discounts on the invoice, please refer to the above-mentioned descriptions. Regarding credit notes, some credit notes were issued for returned goods during the investigation period. In order to report these credit notes, following columns are created next to "Net Invoice Value in the Currency of the Exporting Country" column ;

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(1) Credited Quantity

The quantity of the returned goods is reported in this column.

(2) Credited Value

The value of the returned goods is reported in this column.

(3) Net Quantity

The quantity reported in this column is the net quantity subtracting credited quantity from "Quantity" column.

(4) Net Turnover

The value reported in this column is the net value subtracting credited value from "Net Invoice Value in the Currency of the Exporting Country" column.

[

]

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.)

Customs and Border Protection will select additional sales for verification at the time of our visit.

<Answer>

The documentations related to the domestic sales of the "GUC" on the domestic market for two samples in different quarters of the investigation period are provided in Appendix D-4.

SECTION E - FAIR COMPARISON

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

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

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

To be able to quantify the level of any adjustment it will usually be necessary to examine cost differences between sales in different markets. Customs and Border Protection 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 Customs and Border Protection 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. Customs and Border Protection 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>

The actual inland transportation costs are reported in "Inland Transportation Costs" column on "Australian Sales" listing. The transportation cost table has been provided in Appendix B-6.

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>

The sum of [] is reported in "Handling, Loading & Ancillary Expenses" column on "Australian Sales" listing. The relevant supporting documentations have been provided in Appendix B-6.

3. **Credit**

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

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

<Answer>

As described in Section B, exchange commission charges are reported in "Credit Cost" column on "Australian Sales" listing. Also, supporting documentations for this credit cost for sampled transactions are provided in Appendix B-6.

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>

It should be noted that the packing method for the export sales to Australia is []. Thus, the same unit packing cost is applied to both "Australian Sales" and "Domestic Sales" listings.

A worksheet showing the calculation of the unit packing cost is provided in Appendix E-1.

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>

Since any commission was not paid in relation to the export sales to Australia during the investigation period, this question is not applicable.

6. Rebates

For any rebates 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 "Rebates or any other allowances". Identify the general ledger account where the expense is located

<Answer>

Since there were not any rebates or any other allowances in relation to the export sales to Australia during the investigation period, this question is not applicable.

7. 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>

Since there were not any expenses incurred by warranties, guarantees, and after sales services in relation to the export sales to Australia during the investigation period, this question is not applicable.

8. 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>

In addition to the expenses described above, there are not costs affecting price comparability and thus this question is not applicable to "the Company".

9. 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 investigation period (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>

For Australian Customs and Border Protection Service's reference, a list of daily exchange rate between the US Dollar and KRW during the investigation period is provided in Appendix E-2.

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

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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>

Since it is not practically possible to evaluate the market value of the difference of the physical characteristics, "the Company" does not claim the physical characteristics adjustment.

2. Import charges and indirect taxes

If exports to Australia:

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

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

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

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

In substantiating the drawback claim the following information is required:

- a copy of the relevant statutes/regulations authorising duty exemption or remission, translated into English;

- the amount of the duties and taxes refunded upon exportation and an explanation how the amounts were calculated and apportioned to the exported goods;
- an explanation as to how you calculated the amount of duty payable on imported materials is borne by the goods sold domestically but is not borne by the exports to Australia;

Substitution drawback systems

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

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

<Answer>

Since the invoice value reported on "Domestic Sales" listing is reported as net of Value Added Tax, this question is not applicable to "the Company". Also, since "the Company" does not claim a negligible duty drawback, this question is not applicable to "the Company".

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.

[NON CONFIDENTIAL]

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>

Since "the Company" does not claim a level of trade adjustment, this question is not applicable to "the Company".

4. **Credit**

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

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

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

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

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 system³, 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:

³ 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.

- 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>

In reporting "Credit Cost" on "Domestic Sales" listing, an agreed payment term is used. Also, the average interest rate for short-term borrowings denominated in KRW is used for calculating the credit cost. Please refer to Section D for more details.

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>

The actual inland transportation costs are reported on "Domestic Sales" listing. A transportation price table is provided in Appendix D-2 as supporting documentations.

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>

Since "the Company" does not claim any handling, loading and ancillary expenses in relation to the domestic sales of the "GUC", this question is not applicable to "the Company".

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>

It should be noted that the packing method for the export sales to Australia is []. Thus, the same unit packing cost is applied to both "Australian Sales" and "Domestic Sales" listings.

A worksheet showing the calculation of the unit packing cost is provided in Appendix E-1.

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>

Since there were not any commissions paid during the investigation period, this question is not applicable to "the Company".

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>

Warranty expenses related to the defected products were incurred in relation to the domestic sales during the investigation period. In reporting this warranty expenses, a unit average warranty expense per each customer is calculated based on the following formula;

-Unit Average Warranty Expense : []

A worksheet showing the unit average warranty expense per each customer is provided in Appendix E-3.

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>

As described in Section D, in addition to the above-mentioned expenses, advertising costs and payment guarantee charges have been reported on “Domestic Sales” listing for a fair comparison. A worksheet showing the calculation of the unit advertising costs and payment guarantee charges has been provided in Appendix D-2 and Appendix D-3, respectively.

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>

Since there were not any duplicated expenses, this question is not applicable to "the Company".

SECTION F - EXPORT SALES TO COUNTRIES OTHER THAN AUSTRALIA (THIRD COUNTRY SALES)

Your response to this part of the questionnaire may be used by Customs and Border Protection 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. Customs and Border Protection may seek more detailed information on particular third country sales where such sales are likely to be used as the basis for determining normal value.

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

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

Supply this information in spreadsheet file named "Third country"

<Answer>

"Third Country" spreadsheet is separately provided in an electronic format.

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

<Answer>

Since a significant difference in sales to between Australia and third countries does not exist, this question is not applicable to the Company.

SECTION G - COSTING INFORMATION AND CONSTRUCTED VALUE

The product flow charts for [] are provided in Appendix G-1.

There is no by-product produced on the [] area.

Most of steel scraps that result from producing the goods are reintroduced to the steel making process but very few portions of steel scrap were sold out to the customers.

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 (eg kg, tonnes)			
C - Capacity utilisation (%) (B/A x 100)			

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

Provide this information on a spreadsheet named "Production".

The Company provides the spread sheet named "Production" in Appendix G-2.

G-3 Cost accounting practices

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

The Company provides a flowchart of its cost accounting system maintained by the Company in Appendix G-3.

[]

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

The Company's cost accounting system is based on actual process cost accounting system, and all actual costs are captured in the cost centers on an actual basis rather than standard costs.

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

There were no significant or unusual cost variances that occurred during the investigation period.

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

The cost centers are constituted by direct cost centers (for the manufacturing process) and indirect cost centers (for the supporting process) in the Company's cost accounting system.

16. For each profit/cost centre describe in detail the methods that your company normally uses to allocate costs to the goods. 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.

All of the costs including material, labor and overhead costs for indirect cost centers are allocated to direct cost centers based on [].
[]

The Company calculates the cost of manufacturing [] and so all of the amortised or depreciated are calculated based on [].

All of the capital expenses are captured on the Interest expenses included in the Income Statements and the capitalized development costs are amortised

during [] and the amortised amount is classified to the amortised expenses.

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

The Company maintains [] in order to calculate the cost of manufacture for the specific products. The [] includes [] information.

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

The Company's production costs are transferred to the cost accounting system and the costs included in the cost accounting system are transferred to the financial accounting system. And so there is no difference between production costs in the cost accounting system and financial accounting system.

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

The Company started the production of the product concerned from 2005 fiscal year.

20. 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.

The Company started the production of the product concerned from 2005 fiscal year. And so the costs of the start-up operation are not related with 2011 year's costs.

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 trade⁴.

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

The Company provides the cost to make and sell on domestic market for each quarter over the investigation period bases on each model/type (identified in Section C) of the like goods sold on the domestic market.

22. 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 X	Quarter X	Quarter X	Quarter X
Like domestic model/type – from spreadsheet "like goods"				
Material costs ¹				
Direct labour				
Manufacturing overheads				
Other costs ²				
Total cost to make				
Selling costs				
Administration costs				
Financial costs				
Delivery expenses ³				
Other costs ³				
Unit cost to make and sell				

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

The Company provides "Domestic CTMS" for each quarter over the investigation period bases on each "Product Code" (identified in Section C) of the like goods sold on the domestic market.

And the Company provides the sample "Product Code" (identified in Section C) cost calculation worksheet in Appendix G-4.

⁴ Customs 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.

And the Company provides the calculation worksheet for the selling, general, administration, financial, delivery and other costs rate in **Appendix G-5**.

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.

If your financial information does not permit you to present information in accordance with this table please present the information in a form that best reflects your financial reporting.

Please specify unit of currency.

G-5 Cost to make and sell 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 X	Quarter X	Quarter X	Quarter X
Model/type exported to Australia— from spreadsheet "like goods"				
Material costs ¹				
Direct labour				
Manufacturing overheads				
Other costs ²				
Total cost to make				
Selling costs				
Administration costs				
Financial costs				
Delivery expenses ³				
Other costs ³				
Unit cost to make and sell				

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

The Company provides "Australian CTMS" for each quarter over the investigation period bases on each "Product Code" (identified in Section C) of the like goods sold on the Australian market.

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 investigation period.

If your financial information does not permit you to present information in accordance with this table please present the information in a form that best reflects your financial reporting.

Please specify unit of currency.

23. 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.

There is no difference between goods sold to the domestic market and those sold for export.

24. 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.

There are no significant differences between the costs shown. All of the costs reported on the cost database are generated from normal cost accounting system of the Company. And so there is no difference arising from movements in inventory level. The Company's cost accounting system is based on the actual process cost rather than standard cost.

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

Please refer to Appendix G-4 (sample "Product Code" Cost calculation worksheet).

G-6 Major raw material costs

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

For these major inputs:

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

Where the major input is produced by an associate of your company Customs and Border Protection 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.

If the major input is purchased from an integrated production process you should provide detailed information on the full costs of production of that input.

The raw material that is provided by a related party is "steel scrap". During the period of investigation, the Company purchased a small quantity of steel scrap from its related companies, most of the related company's scrap from [] and small portions of the related company's scrap from [] hereinafter "Related Suppliers"). The Company and Related Suppliers are member companies of Hyundai Motors Group through a cross-ownership.

In line with the purchase of steel scrap from Related Suppliers, a worksheet providing the total value of the purchases of steel scrap from all of the suppliers and the total value and volume of the purchase of steel scrap from Related Suppliers on a POI basis is provided in Appendix G-6. As demonstrated by Appendix G-7, the price of the purchase from [] and other Related Suppliers are reflective and representative of a fair market price.

And the Company provides the percentage of the scrap from Related Suppliers in the total cost of production in Appendix G-6, too.

SECTION H - EXPORTER'S DECLARATION

I hereby declare that HYUNDAI STEEL COMPANY.....(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

: Moon Seong Jun

Signature

: [Signature]Position in
Company: Manager

Date

: 15. August. 2012.

SECTION I - CHECKLIST

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

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

Electronic Data	Please tick if you have provided 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"/>

NOTE: the above spreadsheets are Confidential hence are not provided in the Non-Confidential Exporter Questionnaire.

[NON CONFIDENTIAL]

APPENDIX - GLOSSARY OF TERMS

This glossary is intended to provide you with a basic understanding of technical terms that appear in the questionnaire.

Adjustments

To enable a fair comparison between the export price and the normal value Australian legislation provides for the adjustment of the domestic price paid for like goods. Adjustments are made to account for sales occurring at different times, specification differences, and differences in the terms or circumstances of the sales. The adjustment to the normal value may be upward or downward. Areas where you believe an adjustment is necessary should be identified. Section E of the questionnaire refers.

Examples of adjustments that may be made include: *sales occurring at different times*

(it is sometimes necessary to compare domestic and export sales made at different times - in these circumstances an adjustment may be made to reflect price movements during that time); *specification differences; packaging; taxes; level of trade; advertising; servicing/warranty; inland freight; warehousing; export charges; credit terms; duty drawback; commissions.*

Adjustments may also be required where the normal value is based upon costs to make and sell.

Arms length

Sales are not considered to be at "arms length" on your domestic market if there is any consideration payable for the goods other than their price, or there is an association between the buyer and the seller which affects the price, or there will be a reimbursement, compensation or benefit for, or in respect of, the price.

Constructed value

In cases where domestic prices paid for the goods under consideration in the country of export cannot be used for the determination of normal value, i.e. when there are no or insufficient sales or where such sales were not made in the ordinary course of trade, normal value may be based on a constructed value. Constructed value is calculated on the basis of the cost of production of the goods under consideration plus a reasonable amount for selling, general and administration costs, and for profits, that are associated with sales on the domestic market of the country of export.

Cost of production/manufacturing

The cost of production or manufacture consists of all manufacturing costs associated with the goods. It is the sum of direct materials, direct labour and factory overheads.

Cost to make and sell

The cost to make and sell is the sum of the cost of production or manufacture, and the selling, general and administration costs associated with the sale of those goods.

Country of origin

The country in which the last significant process in the manufacture or production of the goods was performed.

Date of sale

Customs and Border Protection will normally use the invoice date as recorded in the exporter or producer's records. Another date may be used if this better reflects the material terms of sale. The questionnaire directs attention to matching data sets of domestic and export sales where some other date is used, as well as matching cost information.

Direct labour cost

Direct labour is categorised as a variable cost, ie. the value varies with the level of production.

Dumping

Dumping occurs when the products of one country are exported to another country at a price less than their normal value.

Dumping margin

Where the export price is less than the normal value the dumping margin is the amount of the difference. It can be expressed as a value or as a percentage of the export price.

Export price

The export price of the goods is usually the price paid or payable to the exporter in arms length transactions, in most instances calculated at the Free on Board (FOB) level.

Exporting country

The country of export is normally the country of origin from which the goods are shipped. The country of export may be an intermediate country, except where the products are merely transhipped through that country, or the products concerned are not produced in that country, and there is no comparable price in that country.

Factory overheads

Factory overheads consist of variable costs eg. power, supplies, indirect labour and fixed costs eg. factory rent, factory insurance, factory depreciation etc.

Goods under consideration (the goods)

The goods to which the application for anti-dumping action relates. That is, the goods that you have exported to Australia allegedly at dumped prices.

Incoterms

The following abbreviations are commonly used (comment is provided concerning costs that are normally borne by the seller):

- EXW** ex works (the seller's minimum obligation as costs relate to goods being made available at the sellers premises)
- FCA** free carrier (main carriage not paid by seller. Pay costs until such time that the goods have been delivered at the named point into custody of a carrier named by the seller. Customs formalities, taxes etc paid if required)
- FAS** free alongside ship (main carriage not paid by seller. Deliver the goods alongside the ship)
- FOB** free on board (main carriage not paid by seller. Deliver the goods on board, provide export clearance if required, pay loading costs to the point the goods have passed the ship's rail, pay customs formalities, taxes etc payable upon exportation)
- CFR** cost and freight (main carriage paid by seller. Pay all costs until delivered as well as freight, loading and unloading, pay customs formalities, taxes etc payable upon exportation)
- CIF** cost, insurance and freight (main carriage paid by seller. Pay all costs as under CFR as well as marine insurance)
- the terms CFR and CIF are only used where goods are carried by sea or waterway transport
- CPT** carriage paid to
- CIP** carriage and insurance paid to
- the terms CPT and CIP are used as alternatives to CFR and CIF where the goods are carried by air, road, rail etc
- DAF** delivered at frontier (goods carried by rail or road and cleared for export at the named place at the frontier. Pay costs until delivered at the frontier plus any discharge costs incurred to place the goods at the customers disposal)
- DES** delivered ex ship (goods made available to the buyer on board the ship uncleared for import at the named port of destination. Pay all costs incurred in placed at the disposal of the buyer, pay customs formalities, taxes etc payable upon exportation, and where necessary for transit through another country)

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- DDU delivered duty unpaid (Pay all costs for carriage to the agreed point, pay customs formalities, taxes etc payable upon exportation, and where necessary for transit through another country)
- DDP delivered duty paid (goods made available at the named place in the country of importation – all risks and costs being incurred by the seller including duties, taxes etc incurred upon importation)

Investigation period

A period defined by Customs and Border Protection over which importations of the goods are examined.

Like goods

Like goods are goods sold on the domestic market of the country of export (or to a third country) that are identical in all respects to the goods under consideration or that, although not alike in all respects have characteristics closely resembling those of the goods under consideration. The term 'like goods' also refers to the goods produced by the Australian industry allegedly being injured by dumped imports.

Normal value

Australian legislation sets out several ways to assess "normal value".

The preferred method is to use the price paid for like goods sold for domestic consumption in the country of export. Usually, these sales are made by you, but there may be circumstances where it is appropriate to use sales made by other sellers on the domestic market.

Sale prices must be at arms length and in the ordinary course of trade. In the absence of relevant or suitable domestic sales, the normal value may be determined by constructing a price based upon all costs to make and sell the goods. Profit may also be included if the sales on the domestic market are profitable. Alternatively the normal value may be ascertained using the price paid for like goods sold in the ordinary course of trade at arms length to customers in a country other than Australia, however this option is rarely used.

Finally, when a normal value cannot be ascertained by any of the above methods, or if no information is provided, Customs and Border Protection will determine the normal value by considering all the relevant information, including the applicant's information. This allows the applicant's information to be used where sufficient information has not been furnished or is not available.

Where domestic price generally, and the trade of the exporting country are determined or substantially influenced by the government of the exporting country, an alternative/surrogate market economy is selected by Customs and Border Protection and the normal value is determined as if the surrogate country were the export source.

Ordinary course of trade

Testing for "ordinary course of trade" includes a comparison of the selling price and the unit cost to make and sell for the same period. If sales in respect of a substantial quantity of goods over an extended period of time, usually 12 months, do not recover all costs and these losses are not likely to be recovered within a reasonable period of time (again usually 12 months) then the sales are regarded as being not in the ordinary course of trade.

There may be circumstances where it is appropriate to use a period other than 12 months in assessing whether sales are in the ordinary course of trade.

Unprofitable sales are to be taken to have occurred in substantial quantities during an extended period where the unprofitable sales amount to 20% or more of the total volume of sales of the goods by the exporter over the period. An extended period of time is usually taken to be a period not less than 12 months. Where unprofitable sales are rejected, normal value is based upon remaining profitable sales provided they occur in sufficient number. Where all sales have been made at a loss, or profitable sales are insufficient, the normal value may be constructed from costs to make and sell.

Selling, general and administration expenses (SG&A)

The SG&A expenses includes all selling, distribution, general and administration expenses including finance costs that would be incurred if the goods were sold for domestic consumption in the country of export. The amounts are determined in each case using all the available information and may include expenses incurred in:

- domestic sales of like goods;
- sale of goods of the same general category by the exporter; or
- sales in the industry in the country of export.

The expenses must, however, reflect the selling, general and administration costs of the goods. Administrative and selling expenses include: director's fees, management salaries and benefits, office salaries and benefits, office supplies, insurance, promotion, entertainment, depreciation and corporate overheads.