



Australian Government
Australian Customs and
Border Protection Service

FOR PUBLIC FILE

International Trade Remedies Branch

EXPORTER QUESTIONNAIRE – TAIWAN, JAPAN, THE REPUBLIC OF INDONESIA AND THE REPUBLIC OF KOREA

PRODUCT CONCERNED: HOT ROLLED PLATE STEEL FROM THE
PEOPLE'S REPUBLIC OF CHINA, THE
REPUBLIC OF KOREA, THE REPUBLIC
OF INDONESIA, JAPAN AND TAIWAN

INVESTIGATION PERIOD: 1 JANUARY TO 31 DECEMBER 2012

RESPONSE DUE BY: 21 MARCH 2013

ADDRESS FOR RESPONSE: International Trade Remedies Branch
Australian Customs and Border
Protection Service
5 Constitution Avenue
Canberra act 2601
Australia
Attention: Director Operations 3

CASE MANAGER: Mr Mick Kenna & Mrs Michelle Gibson
TELEPHONE: +61-2-6275-6544 (Mick Kenna)
+61-2-6275-6129 (Michelle Gibson)

FAX: +61-2-6275-6990
EMAIL: itrops3@customs.gov.au

Please note that a non-confidential version of the reply to this questionnaire must also be provided.

TABLE OF CONTENTS

Table of contents2

Section A - Company structure and operations3

Section B - Sales to Australia (export price)7

Section C – Exported Goods & Like goods..... 11

Section H – Exporter/Producer’s declaration 12

Section I - Checklist 13

SECTION A - COMPANY STRUCTURE AND OPERATIONS

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

A-1 IDENTITY AND COMMUNICATION

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

Head office:

Name: [Kazuya NOHARA](#)
 Position in the company: [Staff Deputy General Manager](#)
[Plate & Rail Sec.](#)
[Plate & Shape Steel Export Dept.](#)
 Address: [2-3, Uchisaiwai-cho 2-chome, Chiyoda-ku,](#)
[Tokyo 100-0011, Japan](#)
 Telephone: [+81-3-3597-3776](#)
 Facsimile number: [+81-3-3597-3294](#)
 E-mail address of contact person: k-nohara@ife-steel.co.jp

Factory:

Address:
 Telephone:
 Facsimile number:
 E-mail address of contact person:

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: [John Cosgrave](#)
 Organisation: [Minter Ellison Lawyers](#)
 Position: [Director, Trade Measures](#)
 Address: [Canberra ACT](#)
 Telephone: [61 2 6225 3781](#)
 Facsimile/Telex number:
 E-mail address of contact person: john.cosgrave@minterellison.com

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

A-3 COMPANY INFORMATION

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

FOR PUBLIC FILEAnswer:

The legal name of our business is JFE Steel Corporation.

JFE Steel is a stock company under the Companies Act of Japan.

JFE Steel does not have any other particular business names it uses to export and/or sell 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:

JFE Steel is a wholly owned subsidiary of JFE Holdings, Inc. (i.e. JFE Holdings, Inc. owns 100% of the shares in JFE Steel.)

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

Answer:

Please see Annex A-3.3.

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

Answer:

Our parent company, JFE Holdings, Inc. is not a subsidiary of another company.

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

Answer:

Please see Annex A-3.5.

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

Answer:

[Allocation Details]

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

FOR PUBLIC FILEAnswer:

JFE Steel is a steel manufacturer and engages in producing and selling of steel products.

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

JFE Steel is a manufacturer of steel products. JFE Steel sells steel products through trading companies in the domestic market as well as to Australia and other countries.

With regard to the names and addresses of trading companies, please see Annex A-3.8.

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

Answer:

Please see Annex A-3.9.

10. Provide a list of your business' Board of Directors, Managing Director (or CEO) and Senior Executives.

Answer:

Please see Annex A-3.10.

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

Answer:

Please see below website (JFE Group TODAY 2012) and brochure attached.

<http://www.jfe-holdings.co.jp/en/investor/library/group-today/index.html>

12. Provide details of all transactions between your company and all related parties. For example:
- Suppling/selling completed or partially completed products.
 - Suppling/selling raw materials.
 - Performing management functions (including any financial functions).

FOR PUBLIC FILE

- Processing (including toll processing) of any raw materials, intermediary or completed products.
- Trading in products/materials supplied by related parties.

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 another level (e.g. ex factory).

*You should report prices of **all GUC 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 explanation 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.*

In addition, if you have reported that the date of sale is not the invoice date, you should provide information on the lead times for domestic and export sales (from order confirmation to fulfilment), lead-time differences in raw material purchasing and delivery and/or in the production rolling schedules, so far as those differ between export and domestic sales.

- 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:](#)

[Please see Annex B-1.](#)

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

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

[Answer:](#)

[Please see Annex B-2\(1\).](#)

- (b) Identify each party in the distribution chain and describe the functions performed by them. Where commissions are paid indicate whether it is a pre or post exportation expense having regard to the date of sale.

[Answer:](#)

[Please see Annex B-2\(1\).](#)

FOR PUBLIC FILE

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

Answer:

[Details of ownership chain]

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

Answer:

JFE Steel has no agency or distributor agreements or other contracts.

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

Answer:

JFE Steel receives an inquiry from customers through trading companies and negotiates terms and conditions of sales, [Negotiation details]
[Order & Order confirmation details]

The order confirmation will identify trading companies' customer, as well as trading companies.

After the goods are ready for shipment, JFE Steel loads the goods on a vessel according to trading companies' order. Trading companies are also shipper for export declaration purposes.

JFE Steel invoices to trading companies by computer, usually within one day of shipment. JFE Steel ships the goods to the destination named in the order (often the destination of trading companies' customer). JFE Steel does not normally see invoice from trading companies to their customer.

JFE Steel does not invoice to trading companies before shipment. The date of shipment will appear on the invoice as the "Invoice Date".

After the vessel departs, trading companies arrange shipping documents such as invoice, bill of lading, packing list, mill certificate etc. in accordance with requirements of Letter of Credit issued by trading companies' customer and negotiate with the bank to receive payment.

JFE Steel receives payment from trading companies in accordance with agreed payment terms after shipment. [Details of payment terms]

- (f) State whether your firm is related to any of its Australian customers. Give details of any financial or other arrangements (e.g. free goods,

FOR PUBLIC FILE

rebates, or promotional subsidies) with the customers in Australia (including parties representing either your firm or the customers).

Answer:

JFE Steel is not related to any of its Australian customers.

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

Answer:

Please see Annex B-2(2).

- 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:

[Pricing levels]

- B-4** Complete the spreadsheet entitled '**Australian sales**' within the *Hot Rolled Plate Steel Exporter Questionnaire – Taiwan, Japan, Indonesia & Korea* – accompanying spreadsheet provided alongside this questionnaire.

Answer

Please see Attachment B-4

- 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 within the 'Australian sales' spreadsheet (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:

There are no other costs, charges or expenses incurred other than in table B-4.

- B-6** For each type of discount, rebate, or 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.

FOR PUBLIC FILE

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:

There are no discounts, rebates and allowances on export sales.

- 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:

We have not issued credit notes to the customers in Australia.

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

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

Answer:

[Delivery term details]

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

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

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

Answer:

Please see Annex B-9(1) and B-9(2).

FOR PUBLIC FILE**SECTION C – EXPORTED GOODS & LIKE GOODS**

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

[Answer:](#)

Please see Annex C-1.

- C-2** List each model/type of the good exported to Australia (these models should cover all models listed in spreadsheet “**Australian Sales**” – See section B of this questionnaire).

[Answer:](#)

Please see Annex C-2.

FOR PUBLIC FILE**SECTION H – EXPORTER/PRODUCER’S DECLARATION**

I hereby declare that(company) did, during the investigation period export the GUC 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.

or

I hereby declare that **JFE Steel Corporation** did, during the investigation period, produce the GUC which were exported to Australia by another company and have **partly** 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.

Name : Kazuya NOHARA

Signature:

**Position in
Company :**

Staff Deputy General Manager
Plate & Rail Sec.
Plate & Shape Steel Export Dept.

Date :

FOR PUBLIC FILE**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 | |
| Section B – export price | |
| Section C – like goods | |
| Section D – domestic price | |
| Section E – fair comparison | |
| Section F – exports to third countries | |
| Section G – costing information | |
| Section H - declaration | |

| Electronic Data | Please tick if you have provided spreadsheet |
|--|--|
| HRC & STEEL SLAB PURCHASES – purchase cost of Hot Rolled Coil and Steel Slab during the investigation period | |
| RAW MATERIAL PURCHASES – purchase cost of raw materials during the investigation period | |
| INCOME STATEMENT | |
| TURNOVER – sales summary | |
| AUSTRALIAN SALES – list of sales to Australia | |
| DOMESTIC SALES – list of all domestic sales of like goods | |
| THIRD COUNTRY – third country sales | |
| PRODUCTION – production figures | |
| DOMESTIC COST TO MAKE & SELL – costs of goods sold domestically | |
| AUSTRALIAN COST TO MAKE & SELL – costs of goods sold to Australia | |