

**SECTION A****A-1 Identity**

Name : Gunato Gunawan  
 Position in Company: Export Import Director  
 Address : JL. Margomulyo no 29A, Grege, Asemrowo, Surabaya  
 Telephone : +62 31 7490598  
 Fax : +62 31 7482109  
 Email : [exportimport@gunawansteel.com](mailto:exportimport@gunawansteel.com)

Factory  
 Address : PT Gunawan Dianjaya Steel Tbk  
 Telephone : +62 31 7490598  
 Fax : +62 31 7482109  
 Email : [exportimport@gunawansteel.com](mailto:exportimport@gunawansteel.com)

**A-2 Representative of the Company for the purpose of investigation**

Staughtons Pty Ltd

**A-3 Company Information**

1. PT Gunawan Dianjaya Steel Tbk. We are public listed company
- 2.

Name of Shareholder	Percentage
Kellywood Holdings Limited	51,37%
Bavarian Venture Investment Limited	35,94%
PT. Jaya Pari Steel Tbk.	8,29%
Others/Public	4,40%
Total	100%

3. We are not subsidiary of others company.
4. N.A
5. N.A
6. N.A
7. We are reroller of hot rolled steel plate
8. N.A
9. Organisation Structure provided as Confidential Attachment.
10. Board of Director

Name	Position
[REDACTED]	President Director
[REDACTED]	Director
[REDACTED]	Director
[REDACTED]	Director
[REDACTED]	Director

11. Please refer to Conf Attachment.

12. N.A

A-4 General Accounting / Administration information

1. 1 January – 31 December
2. JL. Margomulyo no 29 A, Greges-Asemrowo, Surabaya
3. Chart of accounts provided as Conf Attachment.
4. N.A
5. We follow Indonesia General Accounting Procedure
6.
  - a) Weighted Average
  - b) Direct costing
  - c) Direct costing
  - d) Direct costing
  - e) No revaluation in 2012
  - f) 15 years
  - g)

7. N.A

A-5 Income Statement

Provided as Confidential Attachment A-5

A-6 Sales

Provided as Confidential attachment A-6.

A-7 Production Process and Capacity

1. We only produce hot rolled steel plate
2. Production flow chart provided as Confidential Attachment
3. Response as per Confidential Attachment.

**SECTION B**

B-1

Name : [REDACTED]

Address : [REDACTED]  
[REDACTED]

Contact Name :

Phone : [REDACTED]  
[REDACTED]

B-2

- a) Our sales term is FOB Jakarta. Australian customer arranges the vessel to Australia.
- b) N.A
- c) N.A
- d) N.A
- e) We have negotiate every inquiry from our distributor

[REDACTED] We are not related to [REDACTED]  
[REDACTED]

(details of outstanding orders)

B-3

N.A

B-4

Australian transactions provided as requested in Conf Attachment B-4

B-5

N.A

B-6

We do not give any discount, rebate, or allowance

B-7

N.A

B-8

N.A

B-9

Sample transaction documents provided as Conf Attachment B-9

## SECTION C

C-1

Our export to Australia :

[REDACTED]  
[REDACTED]

(DETAILS OF SPECS)

C-2

Response provided as Confidential Attachment.

C-3

Export Model	Domestic Model	Identical
██████████	██████████	████
██████████	██████████	████
██████████	██████████	████

(details on how export and domestic goods compare in terms of like goods)

C-4

N.A

**SECTION D**

D -1

We use ██████████ to distribute our products. These ██████████ were appointed according to their past performance in selling. These ██████████ distribute our product by selling ██████████

(level of trade description of domestic customers)

These ██████████ are not related to us, not by share, not by family. They are really independent.

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(names of domestic customers)

D – 2

The price to [REDACTED] is always lower than [REDACTED]. The [REDACTED] and international price effect the selling price to [REDACTED] (market dynamics on price setting)

D – 3

The selling term in domestic market is [REDACTED] of the customer. We [REDACTED]  
(delivery terms of domestic sales)

The step of selling to [REDACTED]

1. We offer quantity or the [REDACTED] request offers from us.
2. Negotiation of price and delivery time
3. Sales contract
4. Down payment [REDACTED] from the [REDACTED]
5. IOM ( Inter Office Memo ) is production instruction
6. Delivery
7. Account receivable
8. Payment for balance ( [REDACTED] days ).

D - 4

We have completed the spreadsheet in Exporter Questionnaire GDS Confidential.xls

D – 5

We have completed the spreadsheet in Exporter Questionnaire GDS Confidential.xls

D – 6

We have completed the spreadsheet in Exporter Questionnaire GDS Confidential.xls

D - 7

Copy docs of sample transaction provided as Confidential Attachments to D-7.

## SECTION E

E – 1

1. We put [REDACTED] cost into account of “[REDACTED]”

(Accounting for movement costs)

2. All [REDACTED] are put into account of [REDACTED]". However we sold to Australia in [REDACTED].

(Accounting for handling costs)

3. We sold in [REDACTED] [REDACTED]

(Payment terms)

- [REDACTED] We sold in [REDACTED]

(Packing details)

5. We sold [REDACTED]

(details on commissions paid)

6. We [REDACTED]

(details on warranties)

- [REDACTED] We sold [REDACTED]

(detail of any other factors)

- [REDACTED] We us [REDACTED]

(detail on exchange rates applied)

E – 2

We have completed the spreadsheet in Exporter Questionnaire GDS Confidential.xls

E – 3

N.A

## SECTION F

F - 1

We have completed the spreadsheet in Exporter Questionnaire GDS Confidential.xls

F - 2

N.A

## SECTION G

G – 2

1. We follow Indonesia General Accounting Procedure

2. We use direct costing.

3. N.A

4. N.A

5. N.A

6. N.A

7. N.A

8. N.A

9. N.A

G – 3

We have completed the spreadsheet in Exporter Questionnaire GDS Confidential.xls

G - 4

We have completed the spreadsheet in Exporter Questionnaire GDS Confidential.xls

G – 5

There are [REDACTED]  
(differences on goods sold in domestic and export market)

G – 6

N.A

G – 7

N.A

G – 8

We are re-roller mill. [REDACTED]  
(raw material used)

We have completed the spreadsheet “Raw Material Purchases” sheet in Exporter Questionnaire GDS Confidential.xls.

G – 9

We have completed the spreadsheet “Raw Material Purchases” sheet in Exporter Questionnaire GDS Confidential.xls.