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## Exporter Questionnaire

**Product:** Aluminium extrusions

**From:** The People's Republic of China (China)

**Period of Investigation:** 1 July 2017 – 30 June 2018

**Response due by:** **20 August 2018** – **(Extended to 30 August 2018)**.

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

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**Anti-Dumping Commission website:** [www.adcommission.gov.au](http://www.adcommission.gov.au)

**Return completed  
questionnaire to:**

[operations3@adcommission.gov.au](mailto:operations3@adcommission.gov.au)

OR

Anti-Dumping Commission  
GPO Box 1632  
Melbourne  
Victoria 3001  
Australia

Attention: Director Operations 4

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## **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 review:

*Head Office:*

Name: [Mr Ryan Chan/Ms. Karen Chan](#)  
Position in the company: [Deputy Chief Financial Officer](#)  
Address: [Tangerine Garden, Guangshan Road, Licheng Town, Zengcheng City, Guangdong Province, 511300, PRC](#)  
Telephone: [\(853\) 2871 7031 \(English or Chinese\) or \(86\) 20 8263 1030 \(Chinese only\)](#)  
Facsimile number: [\(853\) 2871 7003 or \(86\) 20 8266-3183 \(Chinese Only\)](#)  
E-mail address of contact person:  
[ryan.chan@palum.com](mailto:ryan.chan@palum.com);  
[karen.chan@palum.com](mailto:karen.chan@palum.com)

*Factory:* [As above.](#)

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

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

Name: [Mr John Bracic – J.Bracic & Associates Pty Ltd](#)  
Address: [PO Box 3026, Manuka ACT 2603](#)  
Telephone: [+61 \(0\)499 056 729](#)  
Facsimile/Telex number: [N/A](#)  
E-mail address of contact person: [john@jbracic.com.au](mailto:john@jbracic.com.au)

*Note that in nominating a representative, the Commission will assume that confidential material relating to your company in this investigation may be freely released to, or discussed with, that representative.*

### **A-3 Company information**

1. What is the legal name of your business? What kind of entity is your business? Is it a sole proprietorship, a partnership, a limited liability company, a joint venture, a state-owned enterprise (SOE) (refer to this questionnaire's glossary for a definition of an SOE) or some other type of enterprise?

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Reply: PanAsia Aluminium (China) Limited (“PanAsia China”). PanAsia China is a limited liability company and is a wholly foreign owned subsidiary of PanAsia Aluminium Limited.

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).

Reply: PanAsia China is a wholly foreign owned subsidiary of PanAsia Aluminium Limited.

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

Reply: PanAsia Aluminium Limited is wholly owned by PanAsia Enterprises Group Limited. PanAsia Enterprises Group Limited is wholly owned by [REDACTED].

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

Reply: Please refer to **Confidential Exhibit A-3.5**.

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

Reply: Please refer to **Confidential Exhibit A-3.5**.

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

Reply: There are no management fees/corporate allocations charged to the Company.

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

Reply: PanAsia China manufactures the GUC for sale for home consumption in China and sells to OPAL (Macao Commercial Offshore) Limited (“OPAL”) for further sale to export markets including Australia.

8. If your business does not perform all of the following functions in relation to the goods under consideration, then please provide names and addresses of the companies which perform each function:

- produce or manufacture
- sell in the domestic market
- export to Australia, and
- export to countries other than Australia.

Reply: No. PanAsia China is a manufacturer of aluminium products and is directly involved in the sale of those goods on the domestic market in China. It does not directly export goods

to Australia or other markets. This function is performed by OPAL which is responsible for selling and arranging the exportation of goods.

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

Reply: Please refer to **Confidential Exhibit A-3.9 - Internal organisational chart of PanAsia China**.

10. Provide a list of your business' Board of Directors.

Reply: Please refer to **Confidential Exhibit A-3.10 - List of Board of Directors**.

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

Reply: PanAsia China does not prepare any annual report as it is not a publicly listed company. Please refer to **Confidential Exhibit A-3.11** for the audit report of PanAsia China in 2017.

12. Are any of your company's operations in a Special Economic Area, Economic and Technical Development Zone, Bonded Zone, Export Processing Zone, High Technology Industrial Development Zone, the Western Regions, or any other similarly designated area?

Reply: No.

13. If your answer to question A-3.12 above is 'yes':

- advise if any benefits (e.g. grants, reduced liabilities on commercial interest rates, etc) from the Government of China (GOC) (including central, provincial, municipal, county or any other level of government) accrue to your company because of being located in such an area;
- please explain the nature of the operations, identify the specific zone(s) [or other area(s)] and provide a brief overview of all of the benefits of operating within the specified zone(s) or area(s).

Reply: Not applicable

14. Provide details of all transactions between your company and all related parties. For example:

- Supplying/selling completed or partially completed products.
- Supplying/selling raw materials.
- Performing management functions (including any financial functions).
- Processing (including toll processing) of any raw materials, intermediary or completed products.
- Trading in products/materials supplied by related parties.

Reply: As explained earlier, PanAsia China manufactures aluminium products that are sold to OPAL, a related intermediary involved in selling products to export markets. Please refer to OPAL's questionnaire response for further details.

PanAsia China also sells aluminium products to the following related parties:

- 1) [REDACTED]
- 2) [REDACTED]

#### **A-4 General accounting/administration information**

1. Indicate your accounting period.

Reply: The accounting period is the calendar year, i.e., from 1 January through 31 December.

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

Reply: The financial records of PanAsia China are held at Tangerine Garden, Guangshan Road, Licheng Town, Zengcheng City, Guangdong Province, 511300, PRC.

3. Please provide the following financial documents for the two most recently completed financial years plus all subsequent monthly, quarterly or half yearly statements:

- chart of accounts;
- audited consolidated and unconsolidated financial statements (including all footnotes and the auditor's opinion);
- internal financial statements, income statements (profit and loss reports), or management accounts, that are prepared and maintained in the normal course of business for the goods under consideration.

These documents should relate to:

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

Reply:

- a) Chart of accounts is at **Confidential Exhibit A-4.3.1**;
- b) Audited financial statement for 2016 is at **Confidential Exhibit A-4.3.2**;
- c) Internal financial statements for the first half of 2018 ended 30 June 2018 is at confidential attachment **Confidential Exhibit A-4.3.3**.

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.

Reply: Not applicable

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

Reply: PanAsia China follows China Accounting Standards for Foreign Invested Enterprises, which is comprised of the GAAP of CHINA.

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 (eg last in first out –LIFO, first in first out- FIFO, weighted average);
- costing methods, including the method (eg by tonnes, units, revenue, direct costs etc) of allocating costs shared with other goods or processes (such as front office cost, infrastructure cost etc);

Reply: Inventories are stated at the lower of cost and net realizable value. Cost is determined using the [REDACTED] method. The cost of finished goods and work in progress comprises [REDACTED]. It excludes borrowing costs. Net realizable value is the estimated selling price in the ordinary course of business, less applicable variable selling expenses.

- valuation methods for damaged or sub-standard goods generated at the various stages of production;
- valuation methods for scrap, by products, or joint products;

Reply: There are no by-products from the production process. Scrap materials or damaged goods are [REDACTED].

- valuation and revaluation methods for fixed assets;

Reply: Property, plant and equipment are stated at historical cost less depreciation and impairment losses. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

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

Reply: Depreciation on fixed assets is calculated using straight-line method to allocate their costs less residual value over their estimated useful lives, as follows:



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| <u>Class of equipment</u> | <u>Residual value (%)</u> | <u>Estimated useful life</u> | <u>Depreciation rate (%)</u> |
|---------------------------|---------------------------|------------------------------|------------------------------|
| Buildings                 |                           | years                        |                              |
| Machinery                 |                           | years                        |                              |
| Computer equipment        |                           | years                        |                              |
| Transportation equipment  |                           | years                        |                              |

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

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

Reply: Exchange gains and losses resulting to foreign currency transactions or translation of balance sheet items are expensed or recognized as incurred during the period or at the end of the period respectively.

- inclusion of general expenses and/or interest;

Reply: Interest expenses are expensed as incurred and not capitalised in inventory or fixed assets.

- provisions for bad or doubtful debts;

Reply: A provision for impairment of trade and other receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or delinquency in payment are considered as indicators that the trade receivable is impaired. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. The amount of the provision is recognised in the income statement within 'administrative expenses'.

PanAsia China has no responsibility for bad or doubtful debts relating to export sales by OPAL.

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

Reply: Normally the expenses, particularly for idle equipment, plant closure, shut-down or restructuring are expensed as incurred. There were no such expenses incurred during the POI for the GUC.

- costs of plant closure;

See above.

- restructuring costs;

See above.

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

Reply: There are no by-products from the production process. [REDACTED]

- effects of inflation on financial statement information.

Reply: The effect of inflation on the financial statements is minimal as some of the balances were recorded at amortized cost. For those were recorded at fair value, inflation does not affect their fair values significantly.

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.

Reply: There are no changes in accounting methods used by the Company over the last two years.

## A-5 Income statement

Please fill in the following table. It requires information concerning all products produced and for the goods under consideration (*'goods under consideration'* (the goods) is defined in the Glossary of Terms in the appendix to this form). You should explain how costs have been allocated.

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.*

Reply: Please refer to **Confidential Exhibit A-5 – Income Statement**.

**A-6 Sales**

State your company's net turnover (after returns and all discounts), and free of duties and taxes. Use the currency in which your accounts are kept, in the following format:

Prepare this information in a spreadsheet named "TURNOVER".

*This information will be used to verify the cost allocations to the goods under consideration in Section G.*

*Also, you should be prepared to demonstrate that sales data shown for the goods is a complete record by linking total sales of these goods to relevant financial statements.*

Reply: Please refer to **Confidential Exhibit A-6 – Turnover**.

## SECTION B SALES TO AUSTRALIA (EXPORT PRICE)

*This section requests information concerning your export practices and prices to Australia. You should include costs incurred beyond ex-factory. Export prices are usually assessed at FOB point, but the Commission may also compare prices at the ex factory level.*

*You should report prices of **all** goods under consideration (the goods) **shipped** to Australia during the review 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 review period.*

**B-1** For each customer in Australia to whom you shipped goods in the review period list:

name;  
address;  
contact name and phone/fax number where known; and  
trade level (for example: distributor, wholesaler, retailer, end user, original equipment).

Reply: Please refer to [Confidential Exhibit B-1: Australian customers](#).

**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.
- (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.

Reply:



OPAL issues sales invoices to each customer in Australia and liaises with the customers in Australia for shipment arrangements.

**[Confidential description of OPAL's operational procedures]**

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

Reply: PanAsia China sells its goods to OPAL at [REDACTED]. OPAL sells the goods on a [REDACTED] basis to its Australian customers. Ownership of the goods passes to the customer upon [REDACTED].

- (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).

Reply: Not applicable

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

Reply:

Customers from overseas markets send their orders to OPAL, and

OPAL then orders from PanAsia China. During the period of review, OPAL invoiced the customers at [REDACTED].

[REDACTED].

Australian customers pay the invoice amount to OPAL by [REDACTED].

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

Reply: [REDACTED]. There is no financial or other arrangement.

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

Reply: Not applicable.

**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.

Reply: As majority of Australian sales are to distributors, there is little or no difference in selling prices in terms of level of trade of the customers.

**B-4** Prepare a spreadsheet named “Australian sales” listing all shipments (i.e. transaction by transaction) to Australia of the goods under consideration in the review period. You must provide this list in electronic format. Include the following export related information:

| Column heading   | Explanation   |
|--|---|
| Customer name  | names of your customers   |
| Level of trade   | the level of trade of your customers in Australia   |
| Model/grade/type   | commercial model/grade or type  |
| Product code   | code used in your records for the model/grade/type identified. Explain the product codes in your submission.  |
| Invoice number   | invoice number  |
| Invoice date   | invoice date  |
| Date of sale   | refer to the explanation at the beginning of this section. If you consider that a date <i>other than</i> the invoice date best establishes the material terms of sale, report that date. For example, order confirmation, contract, or purchase order date. |
| Quarter  | The quarter that the date of sale occurred  |
| 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 eg. CIF, C&F, FOB, DDP (in accordance with Incoterms)  |
| Payment terms  | agreed payment terms eg. 60 days=60 etc   |
| Quantity   | Quantity in units shown on the invoice. Show basis eg kg.   |
| Gross invoice value  | gross invoice value shown on invoice <i>in the currency of sale, excluding taxes.</i>   |
| Discounts on the invoice                                   | if applicable, the amount of any discount deducted on the invoice on each transaction. If a % discount applies show that % discount applying in another column.   |
| Other charges  | any other charges, or price reductions, that affect the net invoice value. Insert additional columns and provide a description.   |
| Invoice currency   | the currency used on the invoice  |
| Exchange rate  | Indicate the exchange rate used to convert the currency of the sale to the currency used in your accounting system  |
| Net invoice value in the currency of the exporting country | the net invoice value expressed in your domestic currency as it is entered in your accounting system  |
| Rebates or other allowances                                | the amount of any deferred rebates or allowances paid to the importer in the currency of sale   |
| Quantity discounts   | the actual amount of quantity discounts not deducted from the invoice. Show a separate column for each type of quantity discount.   |
| Ocean freight**  | the actual amount of ocean freight incurred on each export shipment listed.   |
| Marine insurance   | Amount of marine insurance  |
| FOB export   | the free on board price at the port of shipment.  |

|   |  |
|---|--|
| price**                                 |  |
| Packing*                                | Packing expenses   |
| Inland transportation costs*            | inland transportation costs included in the selling price. For export sales this is the inland freight from factory to port in the country of export.  |
| Handling, loading & ancillary expenses* | handling, loading & ancillary expenses. For example, terminal handling, export inspection, wharfage & other port charges, container tax, document fees & customs brokers fees, clearance fees, bank charges, letter of credit fees, & other ancillary charges incurred in the exporting country. |
| Warranty & guarantee expenses*          | warranty & guarantee expenses  |
| Technical assistance & other services*  | expenses for after sale services, such as technical assistance or installation costs.  |
| Commissions*                            | Commissions paid. If more than one type is paid insert additional columns of data. Indicate in your response to question B2 whether the commission is a pre or post exportation expense having regard to the date of sale.   |
| Other factors*                          | <b>any other</b> costs, charges or expenses incurred in relation to the exports to Australia (include additional columns as required). See question B5.  |

\*\* FOB export price and Ocean Freight:

FOB export price: An FOB export price must be calculated for each shipment - regardless of the shipping terms. FOB price includes inland transportation to the port of exportation, inland insurance, handling, and loading charges. It excludes post exportation expenses such as ocean freight and insurance. Use a formula to show the method of the calculation on each line of the export sales spreadsheet.

Ocean freight: as ocean freight is a significant cost it is important that the actual amount of ocean freight incurred on each exportation be reported. If estimates must be made you must explain the reasons and set out the basis - estimates must reflect changes in freight rates over the review period. Freight allocations must be checked for consistency.

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

[Reply: Please refer to Confidential Exhibit B-4 - Australian Sales.](#)

**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.

[Reply: All the associated costs incurred in the export sales to Australia have been reported in Exhibit B-4.](#)

**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.

Reply: 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.

Reply: Not applicable.

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

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

Reply: Not applicable.

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

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

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

Reply: Please refer to **Confidential Exhibit B-9: Sample export sales documents to Australia.**



## SECTION C EXPORTED GOODS & LIKE GOODS

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

Reply: These products with the same product type are basically taken as like product and thus comparable.

**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).

Reply: Please refer to response at C-1.

**C-3** If you sell like goods on the domestic market, for each type that your company has exported to Australia during the review 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 documents which outline differences |

Reply: Please refer to response at C-1.

**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.

Reply: Please refer to response at C-1.

## 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 review period must be listed transaction by transaction. If there is an extraordinarily large volume of sales data and you are unable to provide the complete listing electronically you **must** contact the case officer **before** completing the questionnaire. If the case officer agrees that it is not possible to obtain a complete listing he or she will consider a method for sampling that meets the Commission requirements. If agreement cannot be reached as to the appropriate method the Commission may not visit your company.*

*The Commission will normally take the invoice date as being the date of sale in order to determine which sales fall within the review 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 review period.*

*If you do not have any domestic sales of like goods you must contact the case officer who will explain the information the Commission requires for determining a normal value using alternative methods.*

### D-1 Provide:

- a detailed description of your distribution channels to domestic customers, including a diagram if appropriate;
- information concerning the functions/activities performed by each party in the distribution chain; and
- a copy of any agency or distributor agreements, or contracts entered into.

If any of the customers listed are associated with your business, provide details of that association. Describe the effect, if any, that association has upon the price.

Reply:

Please refer to **Confidential Exhibit D-1** for the Transaction Flow diagram.

PanAsia China has its own sales team to service domestic customers. Customers in domestic markets are mainly [REDACTED].

PanAsia China sells to the following related customers, [REDACTED]

[REDACTED]:

a) [REDACTED];

- b) [REDACTED]; and
- c) [REDACTED]

**D-2** Do your domestic selling prices vary according to the distribution channel identified? If so, provide details. Real differences in trade levels are characterised by consistent and distinct differences in functions and prices.

Reply: Selling prices in domestic market are based [REDACTED]  
[REDACTED]. Factors in determining the [REDACTED].

**D-3** Explain in detail the sales process, including:

- the way in which you set the price, receive orders, make delivery, invoice and finally receive payment; and the terms of the sales; and
- whether price includes the cost of delivery to customer.

Reply:

1. [Confidential procedures on receiving sales orders.]
2. [Confidential pricing policy.]
3. [Confidential production process.]
4. [Confidential goods delivery process.]
5. Customers pay PanAsia China according to agreed sales terms.

**D-4** Prepare a spreadsheet named “**domestic sales**” listing **all** sales of like goods made during the review period. The listing must be provided on a CD-ROM. Include all of the following information.

Costs marked with \* are explained in section E-2.

Reply: Please refer to **Confidential Exhibit D-4 – Domestic sales**.

**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.

Reply: All costs, expenses or charges incurred in respect of the domestic sale are reported in D-4.

**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.

Reply: PanAsia China does not offer any commission, discount, rebate or allowance in relation to domestic sales.

**D-7** Select two domestic sales, in different quarters of the review period, that are at the same level of trade as the export sales. Provide a complete set of documentation for those two sales. (Include, for example, purchase order, order acceptance, commercial invoice, discounts or rebates applicable, credit/debit notes, long or short term contract of sale, inland freight contract, bank documentation showing proof of payment.)

The Commission will select additional sales for verification at the time of our visit.

Reply: Please refer to **Confidential Exhibit D-7: Sample domestic sales documents**.

## **SECTION E FAIR COMPARISON**

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

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

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

*To be able to quantify the level of any adjustment it will usually be necessary to examine cost differences between sales in different markets. The Commission must be satisfied that those costs are likely to have influenced price. In practice, this means that the expense item for which an adjustment is claimed should have a close nexus to the sale. For example, the cost is incurred because of the sale, or because the cost is related to the sale terms and conditions.*

*Conversely, where there is not a direct relationship between the expense item and the sale a greater burden is placed upon the claimant to demonstrate that prices have been affected, or are likely to have been affected, by the expense item. In the absence of such evidence the Commission may disallow the adjustment.*

*Where possible, the adjustment should be based upon actual costs incurred when making the relevant sales. However, if such specific expense information is unavailable cost allocations may be considered. In this case, the party making the adjustment claim must demonstrate that the allocation method reasonably estimates costs incurred.*

*A party seeking an adjustment has the obligation to substantiate the claim by relevant evidence that would allow a full analysis of the circumstances, and the accounting data, relating to the claim.*

*The investigation must be completed within strict time limits therefore you must supply information concerning claims for adjustments in a timely manner. Where an exporter has knowledge of the material substantiating an adjustment claim that material is to be available at the time of the verification visit. The Commission will not consider new claims made after the verification visit.*

## E-1 Costs associated with export sales

(These cost adjustments will relate to your responses made at question B-4, 'Australian sales')

### 1. Transportation

Explain how you have quantified the amount of inland transportation associated with the export sale ("**Inland transportation costs**"). Identify the general ledger account where the expense is located. If the amount has been determined from contractual arrangements, not from an account item, provide details and evidence of payment.

Reply: The term of sales of PanAsia China is EXW, thus, it doesn't bear any export expenses out of the factory. The amount of inland all-in charges reported in the export sales stated in electronic spreadsheet marked "Australian Sales" are based on monthly total transportation costs for each shipment and allocated to each item based on sales quantity.

### 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.

Reply: Please see the answer to the previous question.

### 3. Credit

The cost of extending credit on export sales is not included in the amounts quantified at question B4. However, the Commission will examine whether a credit adjustment is warranted and determine the amount. Provide applicable interest rates over each month of the review 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.

Reply: PanAsia China does not extend credit to OPAL. Credit term granted to OPAL customer was [REDACTED] days.

**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**'.

Reply: The packing cost is booked as manufacturing cost rather than selling expenses. PanAsia China [REDACTED]. The packing manner is subject to the different requirements of the customer.

**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.

Reply: Not applicable.

**6. Warranties, guarantees, and after sales services**

List the costs incurred. Show relevant sales contracts. Show how you calculated the expenses ("**Warranty & guarantee expenses**" and "**Technical assistance & other services**"), including the basis of any allocations. Include a record of expenses incurred. Technical services include costs for the service, repair, or consultation. Where these expenses are closely related to the sales in question, an adjustment will be considered. Identify the ledger account where the expense is located.

Reply: Not applicable.

**7. Other factors**

There may be other factors for which an adjustment is required if the costs affect price comparability – these are identified in the column headed "**Other factors**". For example, other variable or fixed selling expenses, including salesmen's salaries, salesmen's travel expenses, advertising and promotion, samples and entertainment expenses. Your consideration of questions asked at Section G, concerning domestic and export costs, would have alerted you to such other factors.

Reply: Not applicable.

**8. Currency conversions**

In comparing export and domestic prices a currency conversion is required. Fluctuations in exchange rates can only be taken into account when there has been a 'sustained' movement during the period of investigation (see article 2.4.1 of the WTO Agreement). The purpose is to allow exporters 60 days to adjust export prices to reflect 'sustained' movements. Such a claim requires detailed information on exchange movements in your country over a long period that includes the review period.

Reply: Not applicable.

## E-2 Costs associated with domestic sales

(These cost adjustments will relate to your responses made at question D-4, "domestic sales")

*The following items are not separately identified in the amounts quantified at question D-4. However you should consider whether any are applicable.*

### 1. Physical characteristics

The adjustment recognises that differences such as quality, chemical composition, structure or design, mean that goods are not identical and the differences can be quantified in order to ensure fair comparison.

The amount of the adjustment shall be based upon the market value of the difference, but where this is not possible the adjustment shall be based upon the difference in cost plus the gross profit mark-up (i.e. an amount for selling general and administrative costs (S G & A) plus profit).

The adjustment is based upon actual physical differences in the goods being compared and upon the manufacturing cost data. Identify the physical differences between each model. State the source of your data.

Reply: Physical differences do exist between the various products sold to domestic customers and to products sold to OPAL for export to Australia. These tend to be reflected in terms of:

- the [redacted];
- [redacted] required by customer;
- [redacted].

### 2. Import charges and indirect taxes

If exports to Australia:

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



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

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

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.

[Reply: Not applicable.](#)

### **3. Level of trade**

Question D-4 asks you to indicate the level of trade to the domestic customer. To claim an adjustment for level of trade differences you will need to quantify the amount by which level of trade influences price.

Trade level is the level a company occupies in the distribution chain. The trade level to which that company in turn sells the goods and the functions carried out distinguish a level of trade. Examples are producer, national distributor, regional distributor, wholesaler, retailer, end user, and original equipment.

It may not be possible to compare export prices and domestic prices at the same level of trade. Where relevant sales of like goods at the next level of trade must be used to determine normal values an adjustment for the difference in level of trade may be required where it is shown that the difference affects price comparability.

The information needs to establish that there are real trade level differences, not merely nominal differences. Real trade level differences are characterised by a consistent pattern of price differences between the levels and by a difference in functions performed. If there is no real trade level differences all sales are treated as being at the same level of trade.

A real difference in level of trade (may be adjusted for using either of the following methods:

- (a) *costs arising from different functions*: the amount of the costs, expenses etc incurred by the seller in domestic sales of the like goods resulting from activities that would not be performed were the domestic sales made at the same level as that of the importer.

This requires the following information:

- a detailed description of each sales activity performed in selling to your domestic customers (for example sales personnel, travel, advertising, entertainment etc);
- the cost of carrying out these activities in respect of like goods;
- for each activity, whether your firm carries out the same activity when selling to importers in Australia;
- an explanation as to why you consider that you are entitled to a level of trade adjustment.

or

- (b) *level discount*: the amount of the discount granted to purchasers who are at the same level of trade as the importer in Australia. This is determined by an examination of price differences between the two levels of trade in the exporter's domestic market, for example sales of like goods by other vendors or sales of the same general category of goods by the exporter. For this method to be used it is important that a clear pattern of pricing be established for the differing trade levels. Such pattern is demonstrated by a general availability of the discounts to the level - isolated instances would not establish a pattern of availability.

Reply: Please refer to **Confidential Exhibit D-4 – Domestic sales**.

**4. Credit**

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

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

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

Provide the applicable interest rate over each month of the review 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 system<sup>1</sup>, the average credit period may be determined as follows:

1. *Calculate an accounts receivable turnover ratio*

This ratio equals the total credit sales divided by average accounts receivable. (It is a measure of how many times the average receivables balance is converted into cash during the year).

In calculating the accounts receivable turnover ratio, credit sales should be used in the numerator whenever the amount is available from the financial statements. Otherwise net sales revenue may be used in the numerator.

An average accounts receivable over the year is used in the denominator. This may be calculated by:

- using opening accounts receivable at beginning of period plus closing accounts receivable at end of period divided by 2, or
- total monthly receivables divided by 12.

2. *Calculate the average credit period*

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<sup>1</sup> 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.

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.

Reply: The cost of credit has been calculated and included in **Confidential Exhibit D-4** using the following formula:

$$=((\text{Net invoice value} * \text{[redacted]} \% * (\text{no of days credit} / 365)). \text{ The interest rate used is } \text{[redacted]} \% \text{ per annum.}$$

*The following items are identified in the amounts quantified at question D-4:*

**5. Transportation**

Explain how you have quantified the amount of inland transportation associated with the domestic sales (“**Inland transportation Costs**”). Identify the general ledger account where the expense is located. If the amount has been determined from contractual arrangements, not from an account item, provide details and evidence of payment.

Reply: Since PanAsia China doesn’t bear the export expenses, thus, all the freight as booked in its accounting record is incurred for domestic sales. Monthly transportation expenses are recorded in selling expenses of PanAsia China’s general ledger. Monthly transportation expenses are divided by total delivered domestic sales quantity (weight in kg) and allocated to each item based on the weight.

**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.

Reply: These items are included in the transportation expenses.

**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**”.

Reply: The packing cost is booked as manufacturing cost rather than selling expenses. PanAisa China [redacted]. The packing manner is basically subject to the different requirements of the customer.

**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.

Reply: **Not applicable.**

**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.

Reply: **Not applicable.**

**10. Other factors**

There may be other factors for which an adjustment is required if the costs affect price comparability – these are identified in the column headed “**Other factors**”. List the factors and show how each has been quantified in per unit terms. For example:

- *inventory carrying cost*: describe how the products are stored prior to sale and show data relating to the average length of time in inventory. Indicate the interest rate used;
- *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*.

Reply: **Not applicable.**

**E-3 Duplication**

In calculating the amount of the adjustments you must ensure that there is no duplication.

For example:

- adjustments for level of trade, quantity or other discounts may overlap, or
- calculation of the amount of the difference for level of trade may be based upon selling expenses such as salesperson’s salaries, promotion expenses, commissions, and travel expenses.

Separate adjustment items must avoid duplication.

An adjustment for quantities may not be granted unless the effect on prices for quantity differences is identified and separated from the effect on prices for level of trade differences.

Reply: Not applicable.

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

*Your response to this part of the questionnaire may be used by the Commission to select sales to a third country that may be suitable for comparison with exports to Australia.*

*Sales to third countries may be used as the basis for normal value in certain circumstances. The Commission may seek more detailed information on particular third country sales where such sales are likely to be used as the basis for determining normal value.*

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

| <b>Column heading</b> | <b>Explanation</b>  |
|-----------------------|---|
| Country               | Name of the country that you exported like goods to over the review period.   |
| Number of customers   | The number of different customers that your company has sold like goods to in the third country over the review 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 review 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 review 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"

[Reply: Please refer to Confidential Exhibit F-1 for the third country sales.](#)

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

[Reply: Not applicable.](#)

## SECTION G

### COSTING INFORMATION AND CONSTRUCTED VALUE

*The information that you supply in response to this section of the questionnaire will be used for various purposes including:*

- testing the profitability of sales of like goods on the domestic market;*
- determining a constructed normal value of the goods under consideration (the goods) - ie of the goods exported to Australia; and*
- making certain adjustments to the normal value.*

*You will need to provide the cost of production of both the exported goods (the goods) and for the like goods sold on the domestic market. You will also need to provide the selling, general, and administration costs relating to goods sold on the domestic market; the finance expenses; and any other expenses (eg. non-operating expenses not included elsewhere) associated with the goods.*

*In your response please include a worksheet showing how the selling, general, and administration expenses; the finance expenses; and any other expenses have been calculated.*

*If, in response to question B4 (Sales to Australia, Export Price) you:*

- reported that the date of sale is not the invoice date and consider that this alternative date should be used when comparing domestic and export prices, and*
- provided information on domestic selling prices for a matching period as required in the introduction to Section D (Domestic Sales)*

*you must provide cost data over the same period as these sales even if doing so means that such cost data predates the commencement of the review period.*

*At any verification meeting you must be prepared to reconcile the costs shown to the accounting records used to prepare the financial statements.*

#### **G-1. Production process and capacity**

1. Describe the production process for the goods. Provide a flowchart of the process. Include details of all products manufactured using the same production facilities as those used for the goods. Also specify all scrap or by-products that result from producing the goods.

**Reply: Please refer to Confidential Exhibit G-1 – Production and Diagram.**



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

|   | PREVIOUS FINANCIAL YEAR | MOST RECENT FINANCIAL YEAR | Review period |
|---|-------------------------|----------------------------|---------------|
| A – Production capacity (eg kg, tonnes)*        |                         |                            |               |
| B – Actual production in volume (eg kg, tonnes) |                         |                            |               |
| C – Capacity utilisation (%)<br>(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**".

Reply: Please refer to [Confidential Exhibit G-2 – Production](#).

**G-3. Cost accounting practices**

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

Reply: The audited financial statements are based on the management accounting system.

- 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.

Reply: PanAsia China uses the [redacted]. [cost details]

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

Reply: As the cost is based on [redacted]. [cost details]

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

Reply: Cost is allocated based [redacted]. [cost details]

- 5 For each profit/cost centre describe in detail the methods that your company normally uses to allocate costs to the goods under consideration. In particular specify how, and over what period, expenses are amortised or depreciated, and how allowances are made for capital expenditures and other development costs.

Reply: The Company allocates its expenses and cost to each product based on :

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

The accounting practice for recording the expenses is on [REDACTED]. [cost details].

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

Reply: There are no major differences among different type of products in terms of production process or material required. The only difference is the [REDACTED].

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

Reply: All production costs including raw materials are based on the [REDACTED].

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

Reply: Not applicable.

- 9 State the total cost of the start-up operation and the way that your company has treated the costs of the start-up operation in its accounting records.

Reply: Not applicable.

**G-4 Cost to make and sell on domestic market**

*This information is relevant to testing whether domestic sales are in the ordinary course of trade.<sup>2</sup>*

- 1 Prepare this information in a spreadsheet named "**Domestic CTMS**".
  - <sup>1</sup> Identify each cost separately. Include indirect material costs as a separate item only if not included in manufacturing overheads.
  - <sup>2</sup> Relating to costs of production only; identify each cost separately.
  - <sup>3</sup> Identify each cost separately. Please ensure non-operating expenses **that relate to the goods under consideration** are included. Where gains/losses due to foreign currency exchange are incurred, please provide detail of the amounts separately for transaction and translation gains/losses.

*Provide this information for each quarter (or month if your company calculates costs on a monthly basis) and over the period of the investigation.*

*If you are unable to supply this information in this format, please contact the case officer for this investigation at the address shown on the cover of this questionnaire.*

*Please specify unit of currency.*

**Reply:** Please refer to **Confidential Exhibit G-4 – Domestic cost to make and sell**. For the SG&A, please refer to Confidential Exhibit A-5 for the Income Statement as submitted. The SG&A ratio shall be added to the CTM in Exhibit G-3 so as to get CTMS.

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

**Reply:** Please refer to **Confidential Exhibit G-4 – Domestic cost to make and sell**.

## **G-5 Cost to make and sell goods under consideration (goods exported to Australia)**

*The information is relevant to calculating the normal values based on costs. It is also relevant to calculating certain adjustments to the normal value.*

- 1 Prepare this information in a spreadsheet named "**Australian CTMS**".
  - <sup>1</sup> Identify each cost separately. Include indirect material costs as a separate item only if not included in manufacturing overheads.
  - <sup>2</sup> Relating to costs of production only; identify each cost separately.
  - <sup>3</sup> 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) and over the period of the investigation.*

*If you are unable to supply this information in this format, please contact the case officer for this investigation at the address shown on the cover of this questionnaire.*

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<sup>2</sup> The Commission applies the tests set out in s.269TAAD of the Customs Act 1901 to determine whether goods are in ordinary course of trade. These provisions reflect the WTO anti-dumping agreement – see Article 2.2.1.

*Please specify unit of currency.*

Reply: Please refer to **Confidential Exhibit G-5 – Export cost to make and sell**

**G-6** 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.

Reply: There are no differences between goods sold to the domestic market and those sold to OPAL [REDACTED], except for the [REDACTED] and related export expenses.

**G-7** 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.

Reply: No significant difference.

**G-8** In calculating the unit cost to make and sell, provide an explanation if the allocation method used (e.g. number, or weight etc) to determine the unit cost differs from the prior practice of your business.

Reply: The allocation is based on the [REDACTED].

### **G-9 Major raw material costs**

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

Reply: The only major raw material cost which individually account for more than 10% of the total production cost is aluminium ingot.

For these major inputs:

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

Where the major input is produced by an associate of your company the Commission will compare your purchase price to a normal market price. If the associate provides information on the cost of production for that input such cost data may also be considered.

Normal market price is taken to be the price normally available in the market (having regard to market size, whether the input is normally purchased at 'spot prices' or under long term contracts etc).

The term associate is defined in section 269TAA of the *Customs Act*. Included in that definition are companies controlled by the same parent company (a company that controls 5% or more of the shares of another is taken to be an associated company); companies controlled by the other company; and companies having the same person in the board of directors.

**Important note: If the major input is sourced as part of an integrated production process you should provide detailed information on the full costs of production of that input.**

Reply: None of the aluminium ingot purchased by PanAsia China was sourced in-house or from associated entities. The basis of valuing aluminium ingot is the [REDACTED].

## SECTION H – COUNTERVAILING

*Following the original investigation the Commission found that producers in China of aluminium extrusions and upstream suppliers have benefited from a number of subsidies granted by the GOC (meaning any level of government – refer to the Glossary of Terms for further information), and that these subsidies are countervailable.*

### INVESTIGATED PROGRAMS

In the most recent Review of Measures into aluminium extrusions (Review 248) conducted by the Anti-Dumping Commission, the following programs were found to be countervailable in respect of aluminium extrusions exported from China to Australia:

| Program Number | Program Name  | Program Type                    |
|----------------|---|---------------------------------|
| 2              | One-time Awards to Enterprises Whose Products Qualify for 'Well-Known Trademarks of China' and 'Famous Brands of China' | Grant                           |
| 3              | Provincial Scientific Development Plan Fund   | Grant                           |
| 4              | Export Brand Development Fund   | Grant                           |
| 5              | Matching Funds for International Market Development for Small and Medium Enterprises (SME)                              | Grant                           |
| 6              | Superstar Enterprise Grant  | Grant                           |
| 7              | Research & Development (R&D) Assistance Grant   | Grant                           |
| 8              | Patent Award of Guangdong Province  | Grant                           |
| 9              | Training Program for Rural Surplus Labour Force Transfer Employment   | Grant                           |
| 15             | Aluminium provided at less than adequate remuneration   | Less than adequate remuneration |
| 18             | Preferential tax policies in the Western Regions  | Tax                             |
| 21             | Tariff and Value Added Tax (VAT) Exemptions on Imported Materials and Equipment   | Tariff and VAT Exemptions       |
| 26             | Innovative Experimental Enterprise Grant  | Grant                           |
| 29             | Special Support Fund for Non-State-Owned Enterprises  | Grant                           |
| 32             | Venture Investment Fund of Hi-Tech Industry   | Grant                           |

**PUBLIC VERSION**

| <b>Program Number</b> | <b>Program Name</b>  | <b>Program Type</b> |
|-----------------------|--|---------------------|
| 35                    | Grants for Encouraging the Establishment of Headquarters and Regional Headquarters with Foreign Investment | Grant               |
| 47                    | Preferential tax policies for high and new technology enterprises  | Tax                 |
| 48                    | Provincial Government of Guangdong (PGOG) tax offset for R&D   | Tax                 |
| 56                    | PGOG special fund for energy saving technology reform  | Grant               |
| 58                    | Development assistance grants from the Zhaoqing New and High Tech Industrial Development Zone (ZHTDZ)      | Grant               |

Please answer the questions within parts I-1 to I-9 in relation to these programs.

**PART I-1 Preferential income tax programs (programs 18, 47 and 48)**

1. Did your business or any company/entity related to your business receive any benefit<sup>3</sup> under the above detailed preferential income tax programs during the review period (1 January 2016 to 31 December 2016).

Reply: No.

2. It is our understanding that the general tax rate for enterprises in China during the review period was 25%. Confirm whether this is correct and if not, please identify the general tax rate for enterprises in China during the review period.

Reply: Correct. The general tax rate for enterprises in China is 25%.

3. Provide a copy, bearing the official stamp of the appropriate level of the GOC, of all corporate income tax acknowledgement form(s) and the income tax return(s) that your company filed for the last three completed financial years.

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

Reply: Please refer to **Confidential Exhibit H-I-1.3** for PanAsia China's annual income tax returns for years 2016 to 2018.6.

4. If your business currently pays corporate income tax at a rate less than 25% (or whatever the rate of general tax is as discussed above), or paid at a rate less than that during the review period, please indicate whether the reduced rate relates to any of the preferential income tax programs identified above.

Reply: Not applicable as PanAsia China pays corporate income tax at a rate of 25%.

5. If the income tax rate of less than the general rate does not relate to any of the programs identified above, please provide an explanation for the reduced income tax rate and answer the questions in Part I-1 above in relation to the income tax rate reduction.

Reply: Not applicable.

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

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<sup>3</sup> Refer to the Glossary of Terms for a definition of benefit in this context.



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

Reply: Not applicable.

7. Indicate which goods you produced that benefited from the program (e.g. the program may have benefited all production or only certain products).

Reply: Not applicable.

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

Reply: Not applicable.

9. Where applicable, provide copies of the application form or other documentation used to apply for the program, all attachments and all contractual agreements entered into between your business and the GOC in relation to the program.

Reply: Not applicable.

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

Reply: Not applicable.

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

Reply: Not applicable.

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

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

Reply: Not applicable.

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

Reply: Not applicable.

14. What records does your business keep regarding each of the benefits received under this program? Provide copies of any records kept in relation to the program.

Reply: Not applicable.

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

Reply: Not applicable.

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

Reply: Not applicable.

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

If the terminated program has been substituted for by another program, identify the program and answer all the questions in Part I-1 in relation to this programme.

Reply: Not applicable.

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

Prepare this information in the attached spreadsheet named "**I-1 Income Tax**" included as part of the *Exporter Questionnaire accompanying spreadsheet* provided with this questionnaire.

Reply: Please refer to **Confidential Exhibit H-1: Income Tax**.

**PART I-2 Grants and preferential policies (Programs 2, 3, 4, 5, 6, 7, 8, 9, 26, 29, 32, 35, 56 and 58)**

1. Did your business or any company/entity related to your business receive any benefit under the above programs during the period **1 July 2015 to 30 June 2018**?

Reply: No.

2. Did your business receive benefits under any other grant (including awards, prizes, funds) program during the period **1 July 2015 to 30 June 2018**?

Reply: Please refer to **Confidential Exhibit H-I-2.2 for the List of grants**.

For each program identified in your answer to I-2.1 and I-2.2 above, answer the following.

3. Provide complete details involving the amount of the grant received, including whether the grant was received in a lump sum or multiple instalments.

Reply: All of these grants were received in a lump sum.

4. Indicate which goods you produced that benefited from the program (e.g. the program may have benefited all production or only certain products that have undergone research and development).

Reply: The grant was for PanAsia China in general, not specific to any goods that it produced.

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

Reply: Not applicable.

6. Where applicable, provide copies of the application form or other documentation used to apply for the program, all attachments and all contractual agreements entered into between your business and the GOC in relation to the program.

Reply: Not applicable.

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

Reply: PanAsia China did not incur expenses for purpose of receiving these funds.

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

Reply: Not applicable.

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

Reply: No

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

Reply: The benefit is not in relation to a specific activity or project.

11. What records does your business keep regarding each of the benefits received under this program? Provide copies of any records kept in relation to the program.

Reply: All of these grants are booked under the Non-operating income-government subsidy. No other records are kept in relation to the program.

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

Reply: These benefits are recorded as "Subsidy income" in PanAsia China's ledger.

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

Reply: To our knowledge, the programs are still in operation.

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

If the program terminated has been substituted for by another program, identify the program and answer all the questions in Part I-1 in relation to this programme.

Reply: Not applicable

15. Identify the body responsible for administering the grant.

Reply: Please refer to Confidential Exhibit H-I-2.2 for the List of grants for the administering authority.

16. Identify the date of approval of the grant and the date the grant was received.

Reply: Please refer to Confidential Exhibit H-I-2.2 for the List of grants for the date of receipt. PanAisa has no knowledge of the date of approval of the grant.

Indicate where the grant was accounted for on your business' financial statements.

Reply: Yes, the grants were recorded in PanAsia China's financial statements.

### **PART I-3 Tariff and VAT Exemptions on Imported Materials and Equipment (Program 21)**

It is our understanding that certain enterprises in China are eligible for exemption from the payment of import duty and import VAT on imported inputs, technologies and equipment.

If your business or any company/entity related to your business received benefits under any such program during the period **1 July 2017 to 30 June 2018**, please answer the following questions.

Reply: Not applicable as PanAsia did not receive such exemptions. This part is not applicable.

1. Provide complete details involving the exemption of tariff and import VAT received, for any imported technologies and equipment.
2. Provide complete details involving the amount of the VAT refund received, including whether the refund was received in a lump sum or multiple instalments. Prepare this information in the attached spreadsheet named "**I-3 VAT and Tariff**" included as part of the *Exporter Questionnaire accompanying spreadsheet* provided alongside this questionnaire.
3. Describe the application and approval procedures for obtaining a benefit under these programs.
4. Where applicable, provide copies of the application form or other documentation used to apply for these programs, all attachments and all contractual agreements entered into between your business and the GOC in relation to the program.
5. Outline the fees charged to, or expenses incurred by your business for purposes of receiving these programs.
6. Outline the eligibility criteria your business had to meet in order to receive benefits under these programs.
7. State whether your eligibility for these programs was conditional on one or more of the following criteria:
  - a) whether or not your business exports or has increased its exports;
  - b) the use of domestic rather than imported inputs;
  - c) the industry to which your business belongs; or
  - d) the region in which your business is located.
8. If the benefit was provided in relation to a specific activity or project of your entity, please identify the activity and provide supporting documentation.

9. What records does your business keep regarding each of the benefits received under these programs? Provide copies of any records kept in relation to the program.
10. Indicate where benefits under these programs can be found in your accounting system (i.e., specify the ledgers or journals) and financial statements.
11. To your knowledge, do these programs still operate or have they been terminated?
12. If these programs have been terminated, please provide details (when, why). When is the last date that your business could apply for or claim benefits under the program? When is the last date that your business could receive benefits under the program?
13. If any of these programs have been terminated and is being substituted for by another program, identify the program and answer all the questions in Part I-1 in relation to this programme.
14. Were the materials and/or equipment that were entitled to a refund of VAT used in the production of the goods during the review period? If yes, provide the following information:
  - (a) type of inputs;
  - (b) cost of inputs;
  - (c) quantity of inputs; and
  - (d) amount of VAT refunded.

Has your company received exemption from payment, or refunds of import duty and import VAT, for imported material inputs including technologies and equipments at any time that were used in the production of the goods during the review period? If yes, provide the following information:

- (a) description of imported product;
- (b) country of origin;
- (c) quantity of imported product;
- (d) purchase price;
- (e) terms of purchase (f.o.b., c.i.f., etc);
- (f) ocean freight;
- (g) value for duty of imported product;
- (h) regular rate of taxes and duties;
- (i) concessionary rate of taxes and duties;
- (j) amount of duties and taxes normally applicable;
- (k) amount of duties and taxes paid;
- (l) amount of duties and taxes exempt;
- (m) date of importation;
- (n) tariff classification number;
- (o) customs entry number; and

(p) application fee.

15. Explain if (and how) the GOC determines which imported inputs are consumed by your business in the production of the subject goods and in what amounts, and the amount of duty paid or payable on the inputs (including any allowance for waste).
16. Explain how the GOC determined the percentage rate of duty exemption.

Please note that goods consumed in the production of exported goods (inputs) include:

- (a) goods incorporated into the exported goods; and
  - (b) energy, fuel, oil and catalysts that are used or consumed in the production of the exported goods.
17. Provide a representative sample of copies of import entry documents (for example: bill of entry, invoice from supplier, etc.) for each type of importation covering duty-exempt inputs and duty-paid inputs imported for use in the manufacturing of the subject goods.
  18. In addition to the import entry documents, you must also provide copies, if applicable, of any applications submitted to and/or approval document received from the GOC relating to the exemption from the payment of import duty and import VAT on imported inputs and in relation to the VAT that is refunded on the exportation of the subject goods.

Provide copies of reports and audits by the GOC authority responsible for administering the duty rebate or duty drawback scheme with respect to the verification of the importation and use of inputs and the remittance or drawback of the related duty paid or payable.



## **PART I-4 Aluminium provided by government at less than adequate remuneration (Program 15)**

In Review 248, the Anti-Dumping Commission found that public bodies (in the form of state-owned enterprises (SOEs)) were supplying aluminium, directly or indirectly, to manufacturers of aluminium extrusions at less than adequate remuneration. Aluminium is defined as all forms of aluminium, whether in pure form or alloyed.

The term SOE is defined in the glossary of this questionnaire.

In relation to this program, provide the following information.

1. Did your business or any company/entity related to your business receive any benefit under the above program during the review period 1 July 2017 to 30 June 2018?

Reply: No.

2. Does your business purchase primary aluminium from SOEs?

Reply: No.

3. Provide a list, including a contact name and address, of all your suppliers of aluminium. Indicate whether the supplier is a SOE and whether they supply pure aluminium, aluminium alloy, or both.

Reply: Please refer to **Confidential Exhibit H-4** for details of aluminium suppliers.

4. Provide a listing showing the purchase price of aluminium from each supplier during each month of the review period.

Prepare this information in the attached spreadsheet named "**I-4 Aluminium Purchases**" included as part of the *Exporter Questionnaire – CHINA – accompanying spreadsheet* provided alongside this questionnaire.

Please add more space for additional suppliers and aluminium categories as required.

Reply: Please refer to **Confidential Exhibit H-4 – Aluminium purchases**

5. Did your business receive any reduction/reduced price for the purchase of these goods/services during the review period? If so, describe the eligibility criteria that your business had to meet in order to qualify for any reduction in the price paid for the goods/services.

Reply: PanAsia China did not receive any reduction/reduced price for purchase of these goods/services.

6. Provide copies of all contractual agreements that detail the obligations of the SOE and your business with reference to the granting and receipt of the assistance/benefits.

Reply: Not applicable.

7. Did your business import any raw material during the review period? If yes, please provide details of all such imports, including date, source, type, amount and price.

Reply: No and not applicable.

Explain the reason/s for your business' decision to purchase imported over domestic raw materials, including the key factors affecting the decision such as price, availability etc.

Reply: Not applicable.

## PART I-5 Any other programs

If the GOC, any of its agencies or any other public body or authorised body has provided any other benefit<sup>4</sup> under any other assistance programs to your entity not previously addressed, identify the program(s).

Reply: Not applicable – PA China did not join any of these programs.

This may have included:

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

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

1. Indicate which goods you produced that benefited from the program (e.g. the program may have benefited all production or only certain products that have undergone research and development).
2. Describe the application and approval procedures for obtaining a benefit under the program.
3. Where applicable, provide copies of the application form or other documentation used to apply for the program, all attachments and all contractual agreements entered into between your business and the GOC in relation to the program.
4. Outline the fees charged to, or expenses incurred by your business for purposes of receiving the program.
5. Outline the eligibility criteria your business had to meet in order to receive benefits under this program.
6. State whether your eligibility for the program was conditional on one or more of the following criteria:
  - a) whether or not your business exports or has increased its exports;
  - b) the use of domestic rather than imported inputs;
  - c) the industry to which your business belongs; or
  - d) the region in which your business is located.

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<sup>4</sup> Refer to the Glossary of Terms for a definition of benefit in this context.

7. If the benefit was provided in relation to a specific activity or project of your entity, please identify the activity and provide supporting documentation.
8. What records does your business keep regarding each of the benefits received under this program? Provide copies of any records kept in relation to the program.
9. Indicate where benefits under this program can be found in your accounting system (i.e., specify the ledgers or journals) and financial statements.
10. To your knowledge, does the program still operate or has it been terminated?
11. If the program has been terminated, please provide details (when, why).  
When is the last date that your business could apply for or claim benefits under the program? When is the last date that your business could receive benefits under the program?

If the program terminated has been substituted for by another program, identify the program and answer all the questions in Part I-1 in relation to this programme.

SECTION I – EXPORTER/PRODUCER’S DECLARATION

I hereby declare that.....(company)  
did, during the assessment period 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.

or

I hereby declare that **PanAsia Aluminium (China) Limited** (company)  
did, during the assessment period, produce the goods under consideration  
which were exported to Australia by another company 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.

**Name** .....

**Signature** :.....

**Position in  
Company** :.....

**Date** :.....

## SECTION J - 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 – Countervailing             | <input checked="" type="checkbox"/>                |
| Section I – Declaration                | <input checked="" type="checkbox"/>                |

| Electronic Data   | Please tick if you have provided spreadsheet |
|---|--|
| <b>INCOME STATEMENT</b>   | <input checked="" type="checkbox"/>          |
| <b>TURNOVER</b> – sales summary   | <input checked="" type="checkbox"/>          |
| <b>AUSTRALIAN SALES</b> – list of sales to Australia                                      | <input checked="" type="checkbox"/>          |
| <b>LIKE GOODS</b> – comparison between goods sold domestically and exported to Australia. | <input checked="" type="checkbox"/>          |
| <b>DOMESTIC SALES</b> – list of all domestic sales of like goods                          | <input checked="" type="checkbox"/>          |
| <b>THIRD COUNTRY</b> – third country sales  | <input checked="" type="checkbox"/>          |
| <b>PRODUCTION</b> – production figures  | <input checked="" type="checkbox"/>          |
| <b>DOMESTIC CTMS</b> – costs of goods sold domestically                                   | <input checked="" type="checkbox"/>          |
| <b>AUSTRALIAN CTMS</b> – costs of goods sold to Australia                                 | <input checked="" type="checkbox"/>          |
| <b>INCOME TAX</b> – income tax paid, exempted or refunded                                 | <input checked="" type="checkbox"/>          |
| <b>VAT &amp; Tariff</b> – exemptions  | Not applicable.                              |

|   |                                     |
|---|-------------------------------------|
| <b>ALUMINIUM PURCHASES</b> – average aluminium raw material purchase prices | <input checked="" type="checkbox"/> |
|---|-------------------------------------|

## 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, ie. 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**

The Commission 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.

## **Government of China (GOC)**

Any level of Chinese government, including central, provincial, municipal, county or any other level of government.

## **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)<br>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<br>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) |
| 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)   |

## **Review period**

A period defined by the Commission 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, the Commission 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 the Commission 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 selling, general and administration 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.

## State Owned Enterprises (SOE)

For the purposes of this questionnaire, SOE refers to any company or enterprise that is operating under the direct or indirect control or influence of the GOC (as defined above). This includes any company which is effectively controlled by the GOC through laws, orders, regulations, directives or other similar mechanisms; or is operating in a partnership or joint venture capacity with the GOC; or whose shares, whether or not they are publicly traded, are wholly or majority owned by the GOC.

## Subsidy

In relation to goods that are exported to Australia, means:

- (a) a financial contribution:
  - (1) by a government of the country or export or country of origin of those goods; or
  - (2) by a public body of that country or of which government is a member; or
  - (3) by a private body entrusted or directed by that government or public body to carry out a governmental function;

that is made in connection with the production, manufacture or export of those goods and that involves:

- (4) a direct transfer of funds from that government or body to the enterprise by whom the goods are produced, manufactured or exported; or
- (5) a direct transfer of funds from that government or body to that enterprise contingent upon particular circumstances occurring; or
- (6) the acceptance of liabilities, whether actual or potential, of that enterprise by that government body; or
- (7) the forgoing, or non-collection, of revenue (other than an allowable exemption or remission) due to that government or body by that enterprise; or
- (8) the provision by that government or body of goods or services to that enterprise otherwise than in the course of providing normal infrastructure; or
- (9) the purchase by that government or body of goods provided by that enterprise; or

- (b) any form of income or price support as referred to in Article XVI of the General Agreement Tariffs and Trade 1994, that is received from such a government or body;

if that financial contribution or income or price support confers a benefit in relation to those goods.