Exporter Questionnaire

Case number: Investigation 507

Product: Power Transformers

From: The People's Republic of China

Investigation period: 1 January 2016 to 31 December 2018 (the period)

Response due by: 24 April 2019

Case manager: Reuben McGovern

Phone: +61 3 8539 2437

Return completed questionnaire to:
investigations3@adcommission.gov.au

Anti-Dumping Commission website: www.adcommission.gov.au
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INSTRUCTIONS

Why you have been asked to fill out this questionnaire?

The Anti-Dumping Commission (the Commission) is conducting an investigation into power transformers (also referred to as 'the goods') exported to Australia from the People's Republic of China (China).

The Commission will use the information you provide to determine normal values and export prices over the investigation period (the period). This information will determine whether the power transformers are dumped.

If you do not manufacture the goods

If you play a role in the export of the goods but do not produce or manufacture the goods (for example, you are a trading company, broker, or vendor dealing in the goods), it is important that you forward a copy of this questionnaire to the relevant manufacturers and inform the case manager of the contact details for these manufacturers immediately.

The Commission will still require your company to complete this exporter questionnaire except Section G – Cost to make and sell.

What happens if you do not respond to this questionnaire?

You do not have to complete the questionnaire. However, if you do not respond, do not provide all of the information sought, do not provide information within a reasonable time period, or do not allow the Commission to verify the information, we may deem your company to be an uncooperative exporter. In that case the Commission must determine a dumping margin having regard to all relevant information.

Therefore, it is in your interest to provide a complete and accurate response to this exporter questionnaire, capable of verification.

Extension requests

If you require a longer period to complete your response to this exporter questionnaire, you must submit a request to the case manager, in writing, for an extension to the due date for all or part of the questionnaire. This request must be made prior to the due date. A request for extension will be rejected if received after the due date.

When considering the extension request, the Commission will have regard to:
- the Commission's responsibility to conduct the case in a timely and efficient manner;
- the reasons why you could not provide a response within the whole period and not only the period remaining between the request and the due date;
- ordinary business practices or commercial principles;
- the Commission's understanding of the relevant industry;
- previous correspondence and previous dealings with your company; and
- information provided by other interested parties.


You will be informed of the decision whether your request for an extension has been rejected, granted in full or granted in part. For example, you may be granted an extension to submit all sections except for Section A or you may be granted a shorter extension than you requested.

A summary of any requests and grants of extensions to submit a response to this exporter questionnaire will be published in the public record.
Submitting a response to the exporter questionnaire

Responses to the exporter questionnaire should be lodged by email listed on the cover page. In submitting the response to the exporter questionnaire, you must answer all questions, include all attachments and spreadsheets, and provide a non-confidential version of your response to this exporter questionnaire.

If your response to this exporter questionnaire contains major deficiencies that, in the Commissioner's view, cannot be quickly and easily rectified in a further response, then your company may be deemed as an uncooperative exporter.

Confidential and non-confidential responses

You are required to lodge a confidential version (for official use only) and a non-confidential version (for public record) of your response to this exporter questionnaire by the due date. Please ensure that each page of information you provide is clearly marked either "FOR OFFICIAL USE ONLY" or "PUBLIC RECORD".

All information provided to the Commission in confidence will be treated accordingly. The non-confidential version of your submission will be placed on the public record, and must contain sufficient detail to allow a reasonable understanding of the substance of the information, but does not breach confidentiality nor adversely affect those interests.

A person is not required to provide a summary for the public record if the Commission can be satisfied that no such summary can be given that would allow a reasonable understanding of the substance of the information.

All submissions are required to have a bracketed explanation of deleted or blacked out information for the non-confidential version of the submission. An example of a statement to accompany deleted/blacked out text is:

[Explanation of cost allocation through the divisions, by reference to machine hours or weight].

If such an explanation is not provided, the Commission may disregard the information in the submission. Where the public record version of your response to the exporter questionnaire does not contain sufficient detail, your company may be deemed to have significantly impeded the case and be deemed an uncooperative exporter.

Verification of the information that you supply

The Commission may wish to conduct a visit to your company to verify your questionnaire response for completeness, relevance and accuracy of the information to your company's records.

The verification visit is not meant to be a chance for you to provide new or additional information. The Commission expects your response to the questionnaire to be relevant, complete and accurate.

Any verification visit typically commences approximately 2 to 4 weeks after the due date of the response to the exporter questionnaire. To assist with planning of a verification visit, please contact the case manager as soon as possible for a potential verification date to be scheduled.

Verification is usually conducted over 4 days. However, in complex cases, a verification visit may be scheduled over 5 days. A verification visit will include a detailed examination of your company's records and we will collect copies of relevant documents. The verification will require the participation of key staff, including your financial accountant, production manager and sales staff. A tour of the manufacturing facility may also be required during the verification visit.

Note that the Commission may disregard any data or information that is not verified, including new or additional information provided after the verification visit.

A report will be prepared following the verification visit, which details the outcomes of the visit. This report will be placed on the public record and may include the publication of the preliminarily-
assessed dumping margin. The Commission considers that the dumping margin is not confidential information, but rather an aggregate figure derived from confidential data.

You will be provided with an opportunity to comment on the accuracy and confidentiality of the verification report prior to its publication on the public record.

The Commission may elect to undertake an alternative verification methodology than an on-site verification to satisfy itself of the completeness, relevance and accuracy of the data.

For information on the Commission’s verification procedures, refer to Anti-Dumping Notice No. 2016/30 available on the Commission’s website.

Important instructions for preparing your response

- All questions in this exporter questionnaire must be completed. If a question is not applicable to your situation, please answer the question with “Not Applicable” and provide an explanation as to why.

- All questions must be answered in English. An English translation must be provided for documents not originally in English.

- Clearly identify all units of measurement (e.g. KG) and currencies (e.g. AUD) used. Apply the same measurement consistently throughout your response to the questionnaire.

- Label all attachments to your response according to the section of the questionnaire it relates to (e.g. label the chart of accounts as Attachment A-5.6).

- The data must be created as spreadsheet files in Microsoft Excel.

- If you have used formulas to complete spreadsheets, these formulas must be retained and not hard-coded.

- You must retain all worksheets used in answering the questionnaire. Be prepared to provide these worksheets during the Commission’s verification of your data.

- If you cannot present electronic data in the requested format contact the case officer as soon as possible.

- Where possible, electronic data should be emailed or shared with the Commission via SIGBOX, a secure online document repository. Please contact the case manager to request access to SIGBOX if required.
CHECKLIST

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

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<td>G-9 Capacity utilisation</td>
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GOODS UNDER CONSIDERATION / GOODS SUBJECT TO ANTI-DUMPING MEASURES

The goods under consideration (the goods) i.e. the goods exported to Australia, allegedly at dumped prices, are:

_Liquid dielectric power transformers with power ratings of equal to or greater than 10 MVA (mega volt amperes) and a voltage rating of less than 500kV (kilo volts) whether assembled or unassembled, complete or incomplete._

Incomplete transformers are sub-assemblies consisting of the active part and any other parts attached to, imported with or invoiced with the active parts of power transformers. The active part of a power transformer consists of one or more of the following when attached to or otherwise assembled with one another:

- the steel core;
- the windings;
- electrical insulation between the windings; and
- the mechanical frame.

The product definition includes step-up transformers, step-down transformers, autotransformers, interconnection transformers, voltage regulator transformers, rectifier transformers, traction transformers, trackside transformers and power rectifier transformers.

Distribution transformers are not the subject to the measures.
SECTION A
COMPANY INFORMATION

A-1 Company representative and location

1. Please nominate a contact person within your company:

   Name:  **Echo DENG**  
   Position in the company:  **Lead Tendering Engineer**  
   Telephone:  **+86 27 89669642**  
   E-mail address:  **echo.deng@ge.com**

2. If you have appointed a representative, provide the their contact details:

   Name:  **Russell Wiese**, **Hunt & Hunt Lawyers**  
   Address:  **Level 5, 114 William Street, Melbourne, Vic, 3000**  
   Telephone:  **03 8602 9231**  
   E-mail address:  **rwiese@huntvic.com.au**

   *In nominating a representative, you are granting authority to the Commission to discuss matters relating to the case with the nominated representative, including your company’s confidential information.*

3. Please provide the location of the where the company’s financial records are held.
   **GE reply:** Financial records are held in the factory, No.92 Hanshi Road, Yangluo Development Zone, Wuhan, Hubei, China.

4. Please provide the location of the where the company’s production records are held.
   **GE reply:** Financial records are held in the factory, No.92 Hanshi Road, Yangluo Development Zone, Wuhan, Hubei, China.

A-2 Company information

1. What is the legal name of your business?
   **GE reply:** Legal name is: **GE High Voltage Equipment (Wuhan) Co., Ltd**

2. Does your company trade under a different name and/or brand? If yes, provide details.
   **GE reply:** Not Applicable.

3. Was your company ever known by a different legal and/or trading name? If yes, provide details
   **GE reply:** Yes. Up until 19 April 2017 the company was known as **Alstom High Voltage Equipment (Wuhan) Co., Ltd**

4. Provide a list of your current board of directors and any changes in the last two years.
   **GE reply:** Latest board of directors was revised in Jul. 2018 as per the below list. Please refer to appendix "A-2.4 record filing notice of foreign-funded enterprise" for more details.
   **Chairman:** [REDACTED]
   **Supervisor:** [REDACTED]
   **General Manager:** [REDACTED]
   **Director:** [REDACTED]

   [NAME OF CHAIRMAN, SUPERVISOR, GENERAL MANAGER AND DIRECTORS]  
   [DOCUMENT CONFIDENTIAL]

5. Is your company part of a group (e.g. parent company with subsidiaries, common ownership, joint-ventures)? If yes, provide:
   (a) A diagram showing the complete ownership structure; and
   (b) A list of all related companies and its functions
GE reply: GE High Voltage Equipment (Wuhan) Co., Ltd (hereafter named as "GE Wuhan") is wholly foreign owned enterprises.

Neither a complete ownership structure diagram or a description on all related companies and functions has not been provided due to the size and nature of General Electric Company. This includes the fact that General Electric company has many different business areas completely unrelated to the production of power transformers. We have noted in other parts of this questionnaire if goods or services are provided by related companies.

Please let us know if the Commission requires any other information about General Electric Company.

6. Is your company or parent company publically listed?

If yes, please provide:

(a) The stock exchange where it is listed, and
(b) Any principle shareholders

If no, please provide:

(a) A list of all principal shareholders and the shareholding percentages.

The ultimate holding company is General Electric Company which is listed on the New York Stock Exchange. The principal shareholders of that company are Vanguard Group Inc, Blackrock Inc, State Street Corp and FMR LLC.

What is the overall nature of your company's business? Include details of the products that your company manufacture and sell and the market your company sells into.

The Company provides its products and services into the following markets:

7. 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:

(a) produce or manufacture;
(b) sell in the domestic market;
(c) export to Australia, and

1 Principal shareholders are those who are 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.
(d) export to countries other than Australia.

GE reply: The Company performs all of the above functions.

8. Provide your company's internal organisation chart.

GE reply: Internal organization chart as below:

[DESCRIPTION OF THE FUNCTIONS AND SERVICES PERFORMED IN EACH GROUP WITHIN THE COMPANY]

Describe the functions performed by each group within the organisation.
9. Does your company produce brochures, pamphlets or other promotional material? If yes, please provide them
GE reply: leaflet refer to appendix "A-2.10_Wuhan ID card 2018".

[DOCUMENT CONFIDENTIAL]

A-3 General accounting information

1. What is your financial accounting period?
GE reply: Financial accounting period is calendar year from 01 Jan. to 31 Dec.

2. Are your financial accounts audited? If yes, who is the auditor?
GE reply: yes, auditor of years 2016 to 2018 was [NAME OF AUDITOR]

3. What currency are your accounts kept in?
GE reply: currency is CNY.

4. What is the name of your financial accounting system?
GE reply: financial accounting system is SAP.

5. What is the name of your sales system?
GE reply: sales system is SAP.

6. What is the name of your production system?
GE reply: production system is SAP.
7. If your financial accounting, sales and production systems are different, how do the systems interact? Is it electronically or manual? Please provide a detailed explanation and include diagrams.
   GE reply: Not Applicable.

8. Do your accounting practices differ in any way from the generally accepted accounting principles in your country? If yes, please provide details.
   GE reply: no difference.

9. Have there been any changes to your accounting practices and/or policies over the last two years? If yes, please provide details.
   [REDACTED]

[DETAILS OF INTERNAL ACCOUNTING PRACTICES]

A-4 Financial Documents

1. Please provide the four (4) most recently completed annual reports and/or financial statements for your company and any other related companies involved in the production and sale of the goods.
   GE reply: please refer to appendix A-4.1 for four most recently completed annual reports of GE Wuhan being 2014 - 2017. Only the financial reports of the Company are listed as no related companies are involved in the production and sale of the goods by the Company.

[DOCUMENTS ARE CONFIDENTIAL]

2. If the financial statements in A-4.1 are unaudited, provide for each company:
   (a) the tax returns relating to the same period; and
   (b) reconciliation of the revenue, cost of goods sold, and net profit before tax between the financial statements and tax returns.
   GE reply: Not Applicable.

3. Does your company maintain different profit centres? If yes, provide profit & loss statements for the profit centre that the goods falls into for the financial years ending 2014 through to 2018. If your financial year does not end on 31 December, then provide data up to 31 December 2018.
   GE reply: No.

4. If the period is different to your financial period, please provide:
   GE reply: Not Applicable.
   (a) Income statements directly from your accounting information system covering the most recent financial period and the period;
   (b) Quarterly or half yearly income statements directly from your accounting system covering the most recent financial period and the period.

5. Please provide a copy of your company’s trial balance covering the 4 most recent financial years. If your financial year does not end on 31 December, then provide data up to 31 December 2018.
   GE reply: trial balance from 2015 to 2018 please refer to appendix A-4.5 TB.

[DOCUMENTS ARE CONFIDENTIAL]

6. Please provide your company’s chart of accounts.
   GE reply: chart of accounts please refer to appendix A-4.6

[DOCUMENTS ARE CONFIDENTIAL]

If any of the documents are not in English, please provide a complete translation of the documents.
SECTION B
EXPORT SALES TO AUSTRALIA

B-1  Australian export sales process

1. Provide details (and diagrams if appropriate) of the export sales process of your company and any entities (e.g. agents) including:
   (a) Marketing and advertising activities

   [CONFIDENTIAL INFORMATION ABOUT TENDERING AND SUPPLY PROCESS]

   (b) Price determination and/or negotiation process
(c) Order placement process

(d) Order fulfilment process and lead time

(e) Delivery terms and process
(f) Invoicing process
GE reply: There are 2 scenarios for invoice process from 2016 to 2018. Please see below table:

<table>
<thead>
<tr>
<th>Year</th>
<th>2016-2017</th>
<th>2018</th>
</tr>
</thead>
</table>

(g) Payment terms and process

2. In what currency do you invoice your Australian customers? If it is not in your local currency:
   GE reply: currency is CNY.
   (a) Do your customers pay you into a foreign currency denominated account? If yes, provide details; No applicable
   (b) Do you use forward contracts to lock in the foreign exchange rate relating to the export sales? If yes, provide details; Not applicable
(c) How is the exchange rate determined and how often is it updated in your accounting system? Not applicable

3. Are there any Australian customers related to your company? If yes, please provide a list of each related customer and provide details on how the selling price is set.

[DETAILS OF AUSTRALIAN CUSTOMERS]

Prices are set as detailed in B-1.1.(b)

4. If sales are in accordance with price lists or price extras list, provide copies of these lists.
   GE reply: Each power transformer is unique and made to order. There are no price lists.

5. Do your export selling prices vary according to the distribution channel identified? If yes, provide details. Real differences in trade levels are characterised by consistent and distinct differences in functions and prices.

[DEScribes different distribution channels and the impact on price]

6. Did you provide on-invoice discounts and/or off-invoice rebates to any Australian customer or an associate of the customer in relation to the sale of the goods during the period? If yes, provide a description and explain the terms and conditions that must be met by the customer to obtain the discount.

[DETAILS OF COMPANY PRICING]

7. Did you issue any credit or debit notes (directly or indirectly) to the customer or associate of the customer in relation to the sale of the goods during the period? If yes, provide details of the credit/debit notes including the reasons the credit/debit notes were issued.

[DETAILS OF COMPANY PRICING]

8. The invoice date will normally be taken to be the date of sale. If you are making a claim that a different date should be taken as the date of sale:

   (a) What date are you claiming as the date of sale?
   (b) Why does this date best reflect the material terms of sale?
B-2 Australian sales listing

1. Complete the worksheet named "B-2 Australian sales"
   GE reply: Please refer to worksheet "B-2".

   [DOCUMENT CONFIDENTIAL]

   - This worksheet lists all export sales (i.e. transaction by transaction) to Australia of the goods invoiced within the period (1 January 2016 to 31 December 2016).
   - Where a contract has been won during the investigation period but the goods are not yet shipped, provide details of these goods with any expenses incurred to date and the scheduled delivery date specified in the contract.
   - If you have claimed in B-1.8 that the date of sale is one other than the invoice date, then add the sales within your claimed date of sale.
   - You must provide this list in electronic format using the template provided.
   - If you have used formulas to complete this worksheet, these formulas must be retained.
   - If there are any direct selling expenses incurred in respect of the exports to Australia not listed in the spreadsheet, add a column. For example, if the delivery terms make you responsible for arrival of the goods at an agreed point within Australia (e.g. delivered duty paid), insert additional columns in the spreadsheet for all other costs incurred.

2. Provide a table listing the source of the data for each column in the export sales listing (B-2.1).
   GE reply: source of data: contracts, SAP.
B-3 Sample export documents

1. Select the two largest invoices by value and provide the following documentation:
   GE reply: please find supporting documents. [DOCUMENTS CONFIDENTIAL]
   - Contracts
   - Purchase order and order confirmation
   - Commercial invoice and packing list
   - Proof of payment and accounts receivable ledger
   - Documents showing bank charges
   - Invoices for inland transport
   - Invoices for port handling and other export charges
   - Bill of lading
   - Invoices for ocean freight & marine insurance (if applicable)
   - Country of origin certificates (if applicable)

   If the documents are not in English, please provide a translation of the documents.

2. For each document, please annotate the documents or provide a table reconciling the details in the export listing (in B-2) to the source documents (in B-3.1).
   GE reply: Details as below
B-4 Reconciliation of sales to financial accounts

1. Please complete the worksheet named "B-4 Upwards sales" to demonstrate that the sales listing in B-2, D-2 and F-2 are complete.
   GE reply: worksheet B-4 completed. [DOCUMENTS CONFIDENTIAL]
   • You must provide this list in electronic format using the template provided.
   • Please use the currency that your accounts are kept in.
   • If you have used formulas to complete this worksheet, these formulas must be retained.

2. Please provide all documents (e.g. general ledgers, trial balances), other than those in A-5, B-2 and D-2, required to complete the "Upwards sales" worksheet. If the documents include spreadsheets, all formulas used must be retained.
   GE reply: supporting files are provided. [DOCUMENTS CONFIDENTIAL]

3. For any amount in the "Upwards sales" worksheet that is hard coded (i.e. not a formula), please cross-reference by providing:
   GE reply: Not Applicable.
   • the name of the source document, including the relevant page number, in column F of the worksheet; and
   • highlight or annotate the amount shown in the source document.

B-5 Reconciliation of direct selling expenses to financial accounts

1. Please complete the worksheet named "B-5 Upwards selling expense" to demonstrate that the direct selling expenses (e.g. Inland transport) in B-2 and D-2 are complete.
   GE reply: worksheet B-5 completed. [DOCUMENTS CONFIDENTIAL]
   • You must provide this list in electronic format using the template provided.
   • Please use the currency that your accounts are kept in.
   • If you have used formulas to complete this worksheet, these formulas must be retained.

2. Please provide all documents (e.g. general ledgers, trial balances), other than those in A-5, B-2 and D-2, required to complete the "Upwards SG&A" worksheet. If the documents include spreadsheets, all formulas used must be retained.
   GE reply: data exported from . [DETAILS OF INTERNAL ACCOUNTING PROCESSES]

3. For any amount in the "Upwards sales" worksheet that is hard coded (i.e. not a formula), please cross-reference by providing:
   GE reply: Not Applicable.
   • the name of the source document, including the relevant page number, in column F of the worksheet; and
   • highlight or annotate the amount shown in the source document.
SECTION C
EXPORTED GOODS & LIKE GOODS

C-1 Models exported to Australia

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

[CONFIDENTIAL PRODUCT INFORMATION]

2. List each unique unit of goods exported to Australia (these types should cover all types listed in spreadsheet “B-2 Australian sales” — see section B of this questionnaire).

<table>
<thead>
<tr>
<th>EXPORT TYPE</th>
<th>Mega volt amperes (MVA)</th>
<th>Kilo volts (kV)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product code of each unique unit of the goods exported to Australia</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

GE comment: List filled. (product code is project number.)

[CONFIDENTIAL PRODUCT INFORMATION]

C-2 Models sold in the domestic market

1. Fully describe all like goods your company sold on the domestic market during the period. Include specification details and any technical and illustrative material that may be helpful in identifying, or classifying, the like goods sold on the domestic market.

[CONFIDENTIAL PRODUCT INFORMATION]

2. List each unique unit of power transformer sold on the domestic market during the investigation period.

<table>
<thead>
<tr>
<th>DOMESTIC TYPE</th>
<th>Mega volt amperes (MVA)</th>
<th>Kilo volts (kV)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product code of each unique unit of the goods sold domestically</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

GE comment: List filled. (product code is project number.)

[CONFIDENTIAL PRODUCT INFORMATION]

3. 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.
GE reply: for power rating and voltage ratio please refer to worksheet "D-2 Domestic sales". Outline drawings are included for each type for information.

[DOCUMENTS CONFIDENTIAL]
D-1 Domestic sales process

1. Provide details (and diagrams if appropriate) of the domestic sales process of your company and any other related entities including:
   (a) Marketing and advertising activities

   [CONFIDENTIAL INFORMATION ABOUT TENDERING AND SUPPLY PROCESS]

   (b) Price determination and/or negotiation process

   [CONFIDENTIAL INFORMATION ABOUT TENDERING AND SUPPLY PROCESS]

   (c) Order placement process

   [CONFIDENTIAL INFORMATION ABOUT TENDERING AND SUPPLY PROCESS]

   (d) Order fulfilment process and lead time

   [CONFIDENTIAL INFORMATION ABOUT TENDERING AND SUPPLY PROCESS]
2. Are any domestic customers related to your company? If yes, please provide a list of each related customer and provide details on how the selling price is set.
   GE reply: No.

3. If sales are in accordance with price lists or price extras list, provide copies of these lists.
   GE reply: Each power transformer is unique and there are no price lists.

4. Do your domestic selling prices vary according to the distribution channel identified? If yes, provide details. Real differences in trade levels are characterised by consistent and distinct differences in functions and prices.
   GE reply: No variance in distribution channel.

5. Did you provide on-invoice discounts and/or off-invoice rebates to the customer or an associate of the customer in relation to the sale of the like goods during the period? If yes, provide a description; and explain the terms and conditions that must be met by the importer to obtain the discount.
   GE reply: [DETAILS OF COMPANY PRICING]

6. Did you issue any credit or debit notes (directly or indirectly) to the customer or associate of the customer in relation to the sale of the like goods during the period? If yes, provide details of the credit/debit notes including the reasons the credit/debit notes were issued.
   GE reply: [DETAILS OF COMPANY PRICING]

7. The invoice date will normally be taken to be the date of sale. If you are making a claim that a different date should be taken as the date of sale:

   (a) What date are you claiming as the date of sale?
   (b) Why does this date best reflect the material terms of sale?

   GE reply: [CONFIDENTIAL INTERNAL ACCOUNTING INFORMATION]
D-2 Domestic sales listing

1. Complete the worksheet named "D-2 Domestic sales"

   GE reply: refer to worksheet "D-2 Domestic sales"
   [DOCUMENT CONFIDENTIAL]

   - This worksheet lists all domestic sales (i.e. transaction by transaction) of like goods invoiced within the period, even if they are models not exported to Australia.
   - If you have claimed in D-1.7 that the date of sale is one other than the invoice date, then add the sales within your claimed date of sale.
   - You must provide this list in electronic format using the template provided.
   - If you have used formulas to complete this worksheet, these formulas must be retained.
   - 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-2 above, add a column for each item. For example, certain other selling expenses incurred.

2. Provide a table listing the source of the data for each column in the domestic sales listing (D-2.1).

   ![Table Image]

   [INTERNAL ACCOUNTING PROCESSES, COSTS AND PRICING]

D-3 Sample domestic sales documents

1. Select the two largest invoices by value and provide the following documentation:

   GE reply: [Please find supporting documents.]
   [DOCUMENT CONFIDENTIAL]

   - Contracts
   - Purchase order and order confirmation
   - Commercial invoice and packing list
   - Proof of payment and accounts receivable ledger
PUBLIC RECORD

- Documents showing bank charges
- Delivery invoices

*If the documents are not in English, please provide a translation of the documents.*

2. For each document, please annotate the documents or provide a table reconciling the details in the domestic sales listing (in D-2) to the source documents (in D-3.1).

GE reply: Details as below:

[[INTERNAL ACCOUNTING INFORMATION, COSTS AND PRICING]]

D-4 Reconciliation of sales to financial accounts

This section is not required if you have completed B-4.

1. Please complete the worksheet named "B-4 Upwards sales" to demonstrate that the sales listing in D-2 is complete.

GE reply: worksheet B-4 completed. [DOCUMENT CONFIDENTIAL]

- You must provide this list in electronic format using the template provided.
- Please use the currency that your accounts are kept in.
- If you have used formulas to complete this worksheet, these formulas must be retained.
2. Please provide all documents (e.g. general ledgers, trial balances), other than those in A-5 and D-2, required to complete the "Upwards sales" worksheet. If the documents include spreadsheets, all formulas used must be retained.  
GE reply: supporting files are provided. [DOCUMENT CONFIDENTIAL]

3. For any amount in the "Upwards sales" worksheet that is hard coded (i.e. not a formula), please cross-reference by providing:
   
   - the name of the source document, including the relevant page number, in column F of the worksheet; and
   - highlight or annotate the amount shown in the source document.
GE reply: Not Applicable.
SECTION E
DUE ALLOWANCE

E-1 Credit expense

1. Do you provide credit to any domestic customers in relation to sales of like goods (i.e. payment terms that are not on a cash or pre-payment basis)? If yes:

   (a) Do you provide a rolling credit facility to your domestic customers (i.e. no specific payment terms agreed at the time of sale)? If yes:
      i. Calculate the accounts receivable turnover for each domestic customer (credit sales divided by the average accounts receivable).
      ii. Calculate the average credit term for each domestic customer by dividing 365 by the accounts receivable turnover

   (b) Do you have short term borrowings or an overdraft facility? If yes, what is the interest rate, or average of interest rates?

   (c) Do you have term deposits or other cash product (e.g. bonds)? If yes, what is the interest rate, or average of interest rates?

[CONFIDENTIAL CREDIT INFORMATION]

2. Do you provide credit to any Australian customers in relation to sales of the goods (i.e. payment terms that are not on a cash or pre-payment basis)? If yes:

   (a) Do you provide a rolling credit facility to your Australian customers (i.e. no specific payment terms agreed at the time of sale)? If yes:
      i. Calculate the accounts receivable turnover for each domestic customer (credit sales divided by the average accounts receivable).
      ii. Calculate the average credit term for each domestic customer by dividing 365 by the accounts receivable turnover

   (b) If your Australian customers pay you into a foreign currency denominated account (question B-1.2(a) refers):
      i. Do you have short term borrowings or an overdraft facility denominated in the same foreign currency? If yes, what is the interest rate, or average of interest rates?
      ii. What is the interest rate, or average of interest rates, applying to term deposits or other cash product (e.g. bonds) denominated in the same foreign currency? If yes, what is the interest rate, or average of interest rates?

[CONFIDENTIAL CREDIT INFORMATION]

E-2 Packaging

1. What is the packaging used for your domestic sales of like goods?

[DETAILS OF INTERNAL PROCESSE ADOPTED IN PACKING GOODS]

2. What is the packaging used for your export sales of the goods to Australia?
3. If there are distinct differences in packaging between your domestic and export sales:
   (a) Provide details of the differences
   (b) Calculate the weighted average packaging cost for each model sold on the domestic market
   (c) Calculate the weighted average packaging cost for each model exported to Australia

GE reply: no distinct difference.

E-3 Delivery

1. Are any domestic sales of like goods delivered to the customer? If yes, how were the transportation costs calculated in the domestic sales listing in D-2?

[CONFIDENTIAL SALES INFORMATION]

2. What are the delivery terms of the export sales of the goods to Australia?

[CONFIDENTIAL SALES INFORMATION]

3. If the delivery terms of the Australian sales includes delivery to the port, how were the inland transport and port charges calculated in the Australian sales listing in B-2?

[CONFIDENTIAL SALES INFORMATION]

4. If the delivery terms of the Australian sales includes ocean freight, how was the ocean freight cost calculated in the Australian sales listing in B-2?

[CONFIDENTIAL SALES INFORMATION]

5. If the delivery terms of the Australian sales includes marine insurance, how was the marine insurance calculated in the Australian sales listing in B-2?

[CONFIDENTIAL SALES INFORMATION]

6. If the delivery terms of the Australian sales includes delivered duty paid, how were the Australian importation and delivery costs calculated in the Australian sales listing in B-2?

GE reply: Not Applicable.
E-4 Other direct selling expenses

1. Do you provide sales commissions for domestic sales of like goods and/or export sales of the goods? If yes, provide details.
   [DETAILS OF SALES PROCESS]

2. Are there any differences in tax liability between domestic and export sales? If yes, provide details, for example:
   - What is the rate of value-added tax (VAT) on sales of the goods and like goods? [DETAILS OF SALES PROCESS]
   - How is VAT accounted for in your records in relation to sales of the goods and like goods? [DETAILS OF SALES PROCESS]
   - Do you receive a VAT refund in relation to sales of the goods and/or like goods? [DETAILS OF SALES PROCESS]
   - Do you receive a remission or drawback of import duties on inputs consumed in the productions of the goods or like goods? [DETAILS OF SALES PROCESS]

3. Are there any other direct selling expenses incurred by your company in relation to domestic sales of like goods? [DETAILS OF COMPANY’S ROLE IN SELLING GOODS]
   - These direct selling expenses must be included in the reconciliation of direct selling expenses in B-5

4. Are there any other direct selling expenses incurred by your company in relation to export sales of the goods to Australia? [DETAILS OF COMPANY’S ROLE IN SELLING GOODS]
   - These direct selling expenses must be included in the reconciliation of direct selling expenses in B-5

E-5 Other adjustment claims

1. Are there any other adjustments required to ensure a fair comparison between the export price and the normal value (based on domestic sales, costs and/or third country sales)? If yes, provide details.
   - An adjustment will only be made where there is evidence that the difference affects price comparability.
   - Refer to Chapter 14 of the Dumping and Subsidy Manual for more information.

GE reply: No other adjustment if similar transformer parameters (rated power, rated voltage, impedance, tapping range etc) and components
SECTION F
THIRD COUNTRY SALES

F-1 Third country sales process

1. Are your sales processes to any third country (i.e. exports to countries other than Australia) different to the sales process described in B-1.1? If yes, provide details of the differences.
   GE reply: No difference for all export countries.

2. Are there any third country customers related to your company? If yes, please provide a list of each related customer and provide details on how the selling price is set.
   [DETAILS OF CUSTOMERS AND PRICE SETTING]

3. The invoice date will normally be taken to be the date of sale. If you are making a claim that a different date should be taken as the date of sale:
   (a) What date are you claiming as the date of sale?
   (b) Why does this date best reflect the material terms of sale?
   [CONFIDENTIAL SALES INFORMATION]

F-2 Third country sales listing

1. Complete the worksheet named "F-2 Third country sales"
   GE reply: worksheet F-2 completed. [DOCUMENT CONFIDENTIAL]
   - This worksheet lists all export sales, summarised by country and customer, to third countries of like goods invoiced within the period.
   - If you have claimed in F-1.3 that the date of sale is one other than the invoice date, then add sales with your claimed date of sale.
   - You must provide this list in electronic format using the template provided.
   - If you have used formulas to complete this worksheet, these formulas must be retained.

2. Provide a table listing the source of the data for each column in the export sales listing (F-2.1).
   GE reply: Source of data details as below.

<table>
<thead>
<tr>
<th>F-2.1</th>
<th>source of data</th>
</tr>
</thead>
<tbody>
<tr>
<td>country</td>
<td>SAP</td>
</tr>
<tr>
<td>customers</td>
<td>SAP</td>
</tr>
<tr>
<td>level of trade</td>
<td>PO</td>
</tr>
<tr>
<td>units sold</td>
<td>PO</td>
</tr>
<tr>
<td>value of sales</td>
<td>SAP</td>
</tr>
<tr>
<td>currency: in Chinese YUAN</td>
<td>SAP</td>
</tr>
<tr>
<td>payment terms</td>
<td>PO</td>
</tr>
<tr>
<td>shipping terms</td>
<td>PO</td>
</tr>
</tbody>
</table>

F-3 Differences in sales to third countries
1. Are there any differences in sales to third countries which may affect their comparison to export sales to Australia? If yes, provide details.

GE reply: No.
SECTION G
COST TO MAKE AND SELL

G-1. Production process

1. Describe the production process for the goods and 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.

[CONFIDENTIAL PRODUCT DETAILS]

Are any of your suppliers related to your company (regardless of whether it is relevant to the manufacture of the goods)? If yes, please provide details including the product or services supplied by the related company.

[SUPPLIER INFORMATION]

G-2. Cost accounting practices

1. Is your company's cost accounting system based on actual or standard costs (budgeted)?

[DETAILS OF INTERNAL ACCOUNTING PROCESSES]

2. If you company uses standard costs:

(a) Were standard costs used as the basis of actual costs in your responses G-3.1 & G-5.1?
(b) Have all variances (i.e. differences between standard and actual production costs) been allocated to the goods?
(c) How were those variances allocated?
(d) Provide details of any significant or unusual cost variances that occurred during the period.

[DETAILS OF INTERNAL ACCOUNTING PROCESSES]

3. Do you have different cost centres in your company's cost accounting system? If yes, list the cost centres, provide a description of each cost centre and the allocation methodology used in your accounting system.

[CONFIDENTIAL ACCOUNTING INFORMATION]

4. To what level of product specificity (models, grades etc.) does your company's cost accounting system normally record production costs?

[CONFIDENTIAL ACCOUNTING INFORMATION]
5. Are there any costs for management accounting purposes valued differently to financial accounting purposes? If yes, provide details of the differences. 
GE reply: No.

6. Has your company engaged in any start-up operations in relation to the goods? If yes: 
GE reply: No.
   
   (a) Describe in detail the start-up operation giving dates (actual or projected) of each stage of the start-up operation. 
   (b) 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.

7. What is the method of valuation for raw material, work-in-process, and finished goods inventories (e.g. last in first out – LIFO, first in first out – FIFO, weighted average)?

[CONFIDENTIAL ACCOUNTING INFORMATION]

8. What are the valuation methods for damaged or sub-standard goods generated at the various stages of production?

[CONFIDENTIAL ACCOUNTING INFORMATION]

9. What are the valuation methods for scrap, by products, or joint products?

[CONFIDENTIAL ACCOUNTING INFORMATION]

10. Are any management fees/corporate allocations charged to your company by your parent or related company? If yes, provide details

[CONFIDENTIAL ACCOUNTING INFORMATION]

G-3 Cost to make and sell on domestic market

1. Complete the worksheet named "G-3 Domestic CTMS". 
   GE reply: worksheet G-3 completed. [DOCUMENT CONFIDENTIAL]
   - Please provide the actual cost to make and sell each model/type (as identified in section C) of the like goods sold on the domestic market. Provide this cost data for each unique unit of the goods invoiced during the investigation period.
   - Indicate the source of cost information (account numbers etc) and/or methods used to allocate to the goods. Provide documentation and worksheets supporting your calculations. 
   Source of cost information from SAP. Please refer to supporting worksheet. [DOCUMENT CONFIDENTIAL]
   - If any imputation tax (e.g. value-added tax) is payable on the purchase of goods or services to manufacture like goods, report the costs excluding the imputation tax. All other taxes payable (e.g. import duty) must be included as 'other costs' if not already included, for example, under material costs. 
   Imputation tax excluded.
   - You must provide this list in electronic format using the template provided.
   - If you have used formulas to complete this worksheet, these formulas must be retained.

2. Provide a table listing the source of the data for each column of the "Domestic CTMS" listing (G-3.1).
G-4 Selling, General & Administration expenses

1. Complete the worksheet named "G-4.1 SG&A listing".
   GE reply: worksheet G-4.1 completed. [DOCUMENT CONFIDENTIAL]
   - This worksheet lists all selling, general and administration expenses by account code for the most recent accounting period and the period.
   - You must provide this list in electronic format using the template provided.
   - If you have used formulas to complete this worksheet, these formulas must be retained.

2. Complete the worksheet named "G-4.2 Domestic SG&A calculation".
   GE reply: worksheet G-4.2 completed. [DOCUMENT CONFIDENTIAL]
   - This worksheet calculates SG&A as a percentage of revenue.
   - You must provide this list in electronic format using the template provided.
   - Please use the formulas provided.

G-5 Cost to make and sell the goods exported to Australia

1. Complete the worksheet named "Australian CTMS".
   GE reply: worksheet G-5 completed [DOCUMENT CONFIDENTIAL]
   - Please provide the actual cost to make and sell each model/type (as identified in section C) exported to Australia.
   - Provide this information for all goods invoiced during the investigation period and for all goods the subject of a contract that was entered into during the investigation period, but invoiced or delivered outside of the investigation period. Where actual costs are not yet incurred, provide an estimate of these costs, such as for example, the estimate of the costs that formed the basis of your winning tender bid.
   - Provide this information for each unique unit of the goods contracted for sale or invoiced during the period of the investigation. For example, if one contract specifies production of two different types of the goods, provide this information for each type of the goods.
   - If any imputation tax (e.g. value-added tax) is payable on the purchase of goods or services to manufacture the goods, report the costs excluding the imputation tax. All other taxes payable (e.g. import duty) must be included as ‘other costs’ if not already included, for example, under material costs.
   - You must provide this list in electronic format using the template provided.
   - If you have used formulas to complete this worksheet, these formulas must be retained.
   - If you have claimed in B-1.8 that the date of sale is one other than the invoice date, then provide the cost for the duration that all Australian sales are made within your claimed date of sale, even if doing so means that such cost data predates the commencement of the period.

2. Provide a table listing the source of the data for each column of the "Australian CTMS" listing (G-5.1).
   GE reply: source of data: SAP only. Please see supporting worksheets.

G-6 Cost allocation methodology

1. What is the allocation methodology used to complete in G-3 Domestic CTMS and G-5 Australian CTMs for:
   (a) Raw materials
   (b) Labour
   (c) Manufacturing overheads
2. Select the domestic model (export model if you have no domestic production of like goods) with the largest production cost over the period and provide worksheets demonstrating the allocation methodology described in G-6.1 from your normal cost accounting system to the cost for that model reported in G-3.1.

GE reply: Domestic model of like goods with the largest production cost: details as attached worksheet. Allocation methodology in G-6.1 is in line with accounting system in G-3.1.

Please see attached spreadsheet G6-2 for actual allocation of costs for this project.

G-7 Major raw material costs

1. What the major raw materials used in the manufacture of the goods? List the raw materials (or components) and suppliers in the worksheet named G-7.1.

GE reply: please refer to worksheet G-7.2 for domestic projects in G-3.

2. Are any raw materials sourced as part of an integrated production process or from a subsidiary company which your company exercise control? If yes, provide details of these in worksheet G-7.2.

GE reply: No.

3. Using the domestic cost data in G-3, calculate the weighted average percentage of each raw material cost (listed in G-7.1) as a proportion of total cost to make.

GE reply: weighted average percentage of each raw material cost of domestic projects over the period is as bellowing:

[DETAILS OF MATERIALS AND COST PERCENTAGE]

4. For each raw material identified in G-7.1 which individually account for 10% or more of the total cost to make, complete the worksheet named "G-7.4 Raw material purchases".

- This worksheet lists all raw material purchases (i.e. transaction by transaction) purchased by your company within the period.
- You must provide this list in electronic format using the template provided.
- If you have used formulas to complete this worksheet, these formulas must be retained.
5. Provide a table listing the source of the data for each column of the "Raw material purchases" listing (G-7.4).

GE reply: source of data as below table:

<table>
<thead>
<tr>
<th>Column 1</th>
<th>Column 2</th>
<th>Column 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value 1</td>
<td>Value 2</td>
<td>Value 3</td>
</tr>
<tr>
<td>Value 4</td>
<td>Value 5</td>
<td>Value 6</td>
</tr>
</tbody>
</table>

6. For each raw material:

GE reply: Please refer to appendices for details.

(a) Select the two largest invoices by value and provide the commercial invoice and proof of payment. ->invoices are attached. [DOCUMENTS CONFIDENTIAL]

Reconcile the total value listed of the purchases in G-7.4 to relevant purchase ledgers or trial balances in your accounting system. Provide copies of all documents used to demonstrate the reconciliation. A table setting out a reconciliation is below.

[CONFIDENTIAL ACCOUNTING AND PRODUCT INFORMATION]

7. Are any of the suppliers listed in G-7.4 related to your company? If yes, please provide details on how the price is set.

[CONFIDENTIAL INTERNAL PROCESS INFORMATION]
G-8 Reconciliation of cost to make to audited financial statements

1. Please complete the worksheet named "Upwards costs".
   GE reply: worksheet G-8 completed. [DOCUMENT CONFIDENTIAL]
   - You must provide this list in electronic format using the template provided.
   - Please use the currency that your accounts are kept in.
   - If you have used formulas to complete this worksheet, these formulas must be retained.

2. Please provide any documents, other than those in A-5, G-3 and G-5, required to complete the "Upwards costs" worksheet.
   GE reply: supporting files are provided. [DOCUMENT CONFIDENTIAL]

3. For any amount that is hard coded (i.e. not a formula), please cross-reference by providing:
   GE reply: Not Applicable. [DOCUMENT CONFIDENTIAL]
   - the name of the source document, including the relevant page number, in column F of the worksheet; and
   - highlight or annotate the amount shown in the source document.

G-9 Capacity Utilisation

1. Please complete the worksheet named "Capacity Utilisation".
   - You must provide this list in electronic format using the template provided.
   - If you have used formulas to complete this worksheet, these formulas must be retained.
   GE reply: please refer to worksheet G-9. [DOCUMENT CONFIDENTIAL]
EXPERTER'S DECLARATION

I hereby declare that GE High Voltage Equipment (Wuhan) Co., Ltd (company) 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 : Sergio SUN

Signature :

Position in
Company : Tendering Leader

Date : 6 May 2019
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 on 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 prices paid for like goods sold in the country of export cannot be used for the determination of normal value, i.e. when there are no or insufficient sales or where such sales were not made in the ordinary course of trade, normal value may be based on a constructed value. Constructed value is calculated on the basis of the cost of production of the goods under consideration plus a reasonable amount for selling, general and administration costs, and for profits, that are associated with sales on the domestic market of the country of export.

Cost of production/manufacturing

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

Cost to make and sell

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

Country of origin

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

Date of sale

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, i.e. 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 e.g. power, supplies, indirect labour and fixed costs e.g. factory rent, factory insurance, factory depreciation etc.

**Goods under consideration (the goods)**

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

**Incoterms**

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

- **EXW**
  - ex works (the seller’s minimum obligation as costs relate to goods being made available at the seller’s 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)

- **CPT**
  - the terms CFR and CIF are only used where goods are carried by sea or waterway transport

- **CIP**
  - carriage and insurance paid to

- **DAF**
  - the terms CPT and CIP are used as alternatives to CFR and CIF where the goods are carried by air, road, rail etc.

- **DES**
  - 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 customer’s disposal)

- **DDU**
  - delivered duty paid (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)

**The 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 or that, although not alike in all respects have characteristics closely resembling those of the goods. 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 on all costs to make and sell the goods, and an amount for profit. 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.