



Exporter Questionnaire

Case number: 515

Product: High density polyethylene (HDPE)

From: Republic of Korea, the Republic of Singapore, the Kingdom of Thailand and the United States of America

Investigation period: 1 April 2018 to 31 March 2019 (the period)

Response due by: 31 July 2019

Case manager: Roman Maevsky

Phone: (03) 8539 2440

Return completed questionnaire to:
investigations1@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 high density polyethylene (HDPE) (exported to Australia from Republic of Korea, the Republic of Singapore, the Kingdom of Thailand and the United States of America).

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 HDPE is 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.

More information on extensions can be found in the Customs (Extension of Time and Non-cooperation) Direction 2015 at <https://www.legislation.gov.au/Details/F2015L01736>.

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

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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-

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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-4.6)
- 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.

Section	Please tick if you have responded to all questions
Section A Company information	<input checked="" type="checkbox"/>
Section B Export sales to Australia	<input checked="" type="checkbox"/>
Section C Exported goods & like goods	<input checked="" type="checkbox"/>
Section D Domestic sales	<input checked="" type="checkbox"/>
Section E Due allowance	<input checked="" type="checkbox"/>
E-1 Credit expense 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: <div> <div>(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: Calculate the accounts receivable turnover for each domestic customer (credit sales divided by the average accounts receivable). [The information is confidential and cannot be provided]</div> <div> <div>i. Calculate the average credit term for each domestic customer by dividing 365 by the accounts receivable turnover [The information is confidential and cannot be provided]</div> </div> </div> <div>(b) Do you have short term borrowings or an overdraft facility? If yes, what is the interest rate, or average of interest rates? [Average interest rate for short term borrowings or an overdraft facility]</div> <div>(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? No</div>	<input checked="" type="checkbox"/>
2. Do you provide credit to any Australian customers in relation to sales of the goods	

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(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).

[Amount of account receivable turnover for each Australian customer]

ii. Calculate the average credit term for each domestic customer by dividing 365 by the accounts receivable turnover

[Amount of average credit term for each Australian customer]

(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?

No

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?

No

[For questions E1.1 and E1.2, reference is made to IRPC's statement of credit expense. The attachments are not provided in the Public Record version. The attachments are not provided in the Public Record version.]

E-2 Packaging

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

Products are packed in a 25 and/or 750 kg bags

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<p>2. What is the packaging used for your export sales of the goods to Australia?</p> <p style="color: red;">Products are packed in a 25 kg bag, a 750 kg bag and/or a sea bulk</p> <p>3. If there are distinct differences in packaging between your domestic and export sales:</p> <p style="padding-left: 40px;">(a) Provide details of the differences</p> <p style="padding-left: 80px;">Domestic : Products are packed in a 25 and/or 750 kg bags</p> <p style="padding-left: 80px;">Export : Products are packed in a 750 kg Bag and/or a sea bulk</p> <p style="padding-left: 40px;">(b) Calculate the weighted average packaging cost for each model sold on the domestic market</p> <p style="padding-left: 80px;">25 kg bag = THB [amount] per piece.</p> <p style="padding-left: 80px;">750 kg bag = THB [amount] per piece (for 2018) and THB [amount] per piece (for 2019).</p> <p style="padding-left: 40px;">(c) Calculate the weighted average packaging cost for each model exported to Australia</p> <p style="padding-left: 80px;">25 kg bag = THB 7 per piece.</p> <p style="padding-left: 80px;">750 kg bag = THB [amount] per piece (for 2018) and THB [amount] per piece.</p> <p style="padding-left: 80px;">Sea bulk = THB [amount] per piece (for 2018) and THB [amount] per piece (for 2019)</p> <p>E-3 Delivery</p> <p>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?</p> <p style="color: red;">Yes, costs are varied depending on the distance between IRPC's warehouse and the customer's delivery destination. [Reference is made to the table showing transportation cost calculation. The attachments are not provided in the Public Record version.]</p> <p>2. What are the delivery terms of the export sales of the goods to Australia?</p> <p style="color: red;">Delivery terms are (i) FOB, and (ii) CIF.</p> <p>3. If the delivery terms of the Australian sales includes delivery to the port, how were the</p>	
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<p>inland transport and port charges calculated in the Australian sales listing in B-2?</p> <p>[Reference is made to the table showing delivery cost calculation. The attachments are not provided in the Public Record version.]</p> <p>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?</p> <p>[Reference is made to a table showing delivery cost calculation. The attachments are not provided in the Public Record version.]</p> <p>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?</p> <p>[Reference is made to a table showing delivery cost calculation. The attachments are not provided in the Public Record version.]</p> <p>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?</p> <p>Delivery terms of Australian sales does not include delivered duty paid.</p> <p>E-4 Other direct selling expenses</p> <p>1. Do you provide sales commissions for domestic sales of like goods and/or export sales of the goods? If yes, provide details. No</p> <p>2. Are there any differences in tax liability between domestic and export sales? If yes, provide details, for example:</p> <ul style="list-style-type: none"> • What is the rate of value-added tax (VAT) on sales of the goods and like goods? Domestic VAT : 7% Export VAT : 0% • How is VAT accounted for in your records in relation to sales of the goods and like goods? VAT is added to the purchase price and is recorded in the Tax Invoice issued to the customer. • Do you receive a VAT refund in relation to sales of the goods and/or like goods? 	
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<p style="color: red;">No</p> <ul style="list-style-type: none"> Do you receive a remission or drawback of import duties on inputs consumed in the productions of the goods or like goods? <p style="color: red;">No</p> <p>3. Are there any other direct selling expenses incurred by your company in relation to domestic sales of like goods?</p> <ul style="list-style-type: none"> These direct selling expenses must be included in the reconciliation of direct selling expenses in B-5 <p style="color: red;">Yes. They are provided in Spreadsheet B-5 and also in D-2.</p> <p>4. Are there any other direct selling expenses incurred by your company in relation to export sales of the goods to Australia?</p> <ul style="list-style-type: none"> These direct selling expenses must be included in the reconciliation of direct selling expenses in B-5 <p style="color: red;">Yes. They are provided in Spreadsheet B-5 and also in B-2.</p> <p>E-5 Other adjustment claims</p> <p>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.</p> <p style="color: red;">No.</p> <ul style="list-style-type: none"> An adjustment will only be made where there is evidence that the difference affects price comparability. Refer to Chapter 15 of the <i>Dumping and Subsidy Manual (November 2018)</i> for more information. <p>Section F Third country sales</p>	
Section G Cost to make and sell	<input checked="" type="checkbox"/>
Exporter's declaration	<input checked="" type="checkbox"/>
Non-confidential version of this response	<input checked="" type="checkbox"/>

Attachments	Please tick if you have provided spreadsheet
B-2 Australian sales	<input checked="" type="checkbox"/>
B-4 Upwards sales	<input checked="" type="checkbox"/>
B-5 Upwards selling expenses	<input checked="" type="checkbox"/>
D-2 Domestic sales	<input checked="" type="checkbox"/>

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F-2 Third country sales	<input checked="" type="checkbox"/>
G-3 Domestic CTM	<input checked="" type="checkbox"/>
G-4.1 SG&A listing	<input checked="" type="checkbox"/>
G-4.2 Dom SG&A calculation	<input checked="" type="checkbox"/>
G-5 Australian CTM	<input checked="" type="checkbox"/>
G-7.2 Raw material CTM	<input checked="" type="checkbox"/>
G-7.4 Raw material purchases	<input checked="" type="checkbox"/>
G-8 Upwards costs	<input checked="" type="checkbox"/>

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:

High density polyethylene (HDPE). HDPE is a polymer of ethylene in primary form having a specific gravity of 0.94 grams or more per cubic centimetre.

Model Control Code

Details of the model control code (MCC) structure for the goods are detailed in the table below. Export sales data (Section B-2), domestic sales data (Section D-2) and cost to make and sell data (Section G-3, G-4 & G-5) submitted in this response must follow this MCC structure. At a minimum, the data must report sales and cost data separately for each of the mandatory MCC categories identified by the Commission.

Item	Category	Sub-category	Identifier	Sales Data	Cost Data	Key Category
1	Specification	Prime	A	Mandatory	Mandatory	Yes
		Non-Prime	B			
2	Application	Pipe	P	Mandatory	Optional	Yes
		Injection	I			
		Blow moulding	B			
		Film	F			
		Tape and monofilament (may also be described as Yarn)	T			
3	Other additives	Colour	C	Mandatory	Mandatory	Yes
		Other	O			
		None	N			

In constructing a MCC, use a "-" between each category. For example: **A-P-C**

The MCCs will be used to model match export models to the identical or comparable domestic models. In addition, the MCCs will be used to determine the profitability of domestic sales in the ordinary course of trade test by comparing domestic selling prices to the corresponding cost to make and sell. The MCC may also be used to compare the export price to the cost to make the exported model as part of the constructed normal value.

If there are models manufactured and sold by your company that do not align within the MCC structure above, this should be raised by lodging a submission with the Commission as soon as is practicable, but no later than the time this questionnaire is due, otherwise the response may be deemed deficient.

Additionally, you will be required to provide the specification details for each sale including grades, melt index and density, as well as information concerning typical end uses of the relevant grade.

SECTION A COMPANY INFORMATION

1. Please nominate a contact person within your company:
Name: Mrs.Viparat Wattanakij
Position in the company: Division Sales Manager
Telephone: (+66) 81 734 5101
E-mail address: viparat.w@irpc.co.th
2. If you have appointed a representative, provide the their contact details:
Name: Mr.John McDermott
Address: PO Box 3414, Belconnen Act 2617, Canberra, Australia
Telephone: (+61) 412 543 792
E-mail address: jmcd49@optusnet.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.
555/2 Energy Complex Building B, 8th Floor, Vibhavadi Rangsit Road, Chatuchak District, Bangkok, 10900, Thailand. Tel. (+66) 2 765 7000
4. Please provide the location of the where the company's production records are held.
299 Moo 5, Sukhumvit Rd., Chen Nern Sub-district, Muang District, Rayong Province 21000, Thailand. Tel. (+66) 38 611 333, (+66) 38 613 571-80

A-2 Company information

1. What is the legal name of your business?
IRPC Public Company Limited ("IRPC")
2. Does your company trade under a different name and/or brand? If yes, provide details.
Yes, IRPC trades petrochemical plastic products under the trademark "Polimaxx".
3. Was your company ever known by a different legal and/or trading name? If yes, provide details
Yes, IRPC's former name is Thai Petrochemical Industry Public Company Limited (or "TPI"). TPI was formed in 1978, and subsequently transformed into a public company limited on 10 October 1994, and changed its name to IRPC in 2006.
4. Provide a list of your current board of directors and any changes in the last two years
Please refer to Attachment A-2.4 List of Board of Directors 2017-2019.
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
Please refer to Attachment A-2.5(a) List of Complete Ownership Structure of IRPC.
 - (b) A list of all related companies and its functions
Please refer to Attachment A-2.5(b) List of Complete Ownership Structure of Related Companies.

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6. Is your company or parent company publically listed?
If yes, please provide:

(a) The stock exchange where it is listed; and

IRPC and its parent company, PTT Public Company Limited ("**PTT Pcl.**"), are listed on the Stock Exchange of Thailand.

(b) Any principle shareholders¹

IRPC's principle shareholders are as follows:

- PTT Pcl.
- Thai NDVR Company Limited

PTT Pcl.'s principle shareholders are as follows:

- Ministry of Finance of Thailand
- Thai NDVR Company Limited
- Vayupak Fund by MFC Asset Management Plc.
- Vayupak Fund by Krungthai Asset Management Plc.

If no, please provide:

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

Not Applicable. The company and its parent company are publicly listed.

7. 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.

IRPC conducts petroleum and petrochemical businesses. IRPC operates a refinery business, manufactures and trades petroleum and petrochemical products, and is also a provider of infrastructure to support operation of deep sea port, oil depot and power plant businesses.

Petroleum products of the company consist of the following:

- Refined Oil: Refined oil is comprised of gasoline, high-speed diesel, LPG
- Lube base oil: Lube base oil used as a main raw material in the production of various grades of lubricant.
- Naphtha: Naphtha is the light petroleum products, used as feedstock for petrochemical plants
- Long residue or ATB: Long residue or ATB is the heavy oil, used as a main raw material in the production of lube base oil.
- Asphalt: Asphalt is the heaviest petroleum products; it is used for road construction.

Petrochemical products of the company consist of following;

- Olefins: Olefins comprising ethylene, propylene and Butadiene are the major raw materials for the company's petrochemical plants with partial sales to external customers.

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.

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- Aromatics: Aromatics, consisted of benzene, toluene and xylene whereby benzene is the raw material for intermediate petrochemical plants and toluene and xylene are sold externally.
- Polymers: Polymers, comprising HDPE, PP, ABS/SAN, PS, EPS, are sold as raw materials to plastic converters.
- Additionally, IRPC also offers raw materials of the aforementioned products to its customers.

IRPC sells the above products in Thailand and to the following countries:

	Petroleum	Petrochemical
1	Singapore	China & Hong Kong
2	Malaysia	Singapore
3	Laos	Vietnam
4	Cambodia	Indonesia
5	Myanmar	Australia

Please refer to Attachment A-2.7 Description of Business of IRPC for more information.

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:
- (a) produce or manufacture;
 - (b) sell in the domestic market;
 - (c) export to Australia; and
 - (d) Export to countries other than Australia.

Not Applicable. IRPC performs all functions listed above.

9. Provide your company's internal organisation chart.

Please refer to Attachment A-2.9 Internal Organization Chart.

10. Describe the functions performed by each group within the organisation.

Please refer to Attachment A-2.9 Internal Organization Chart.

11. Does your company produce brochures, pamphlets or other promotional material? If yes, please provide them.

IRPC does not produce brochures, pamphlets or other promotional materials. IRPC provides information regarding the products which are provided on its marketing website which can be accessed at www.irpcmarket.com.

A-3 General accounting information

1. What is your financial accounting period?

Starting From 1st January and ending 31st December.

2. Are your financial accounts audited? If yes, who is the auditor?

Yes, the auditor is Deloitte Touche Tohmatsu Jaiyos Audit Co., Ltd.

3. What currency are your accounts kept in?

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THB

4. What is the name of your financial accounting system?

ERP-SAP

5. What is the name of your sales system?

ERP-SAP

6. What is the name of your production system?

ERP-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.

Not Applicable. Our financial accounting, sales and production systems are the same i.e. ERP-SAP.

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

No.

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

No.

A-4 Financial Documents

1. Please provide the two 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.

Please refer to the following attachments:

- Attachment A-4.1 IRPC Annual Report 2017
- Attachment A-4.1 IRPC Annual Report 2018
- [Reference is made to IRPC's Financial Statements. The attachments are not provided in the Public Record version]

IRPC does not have any other related companies involved in the production and sale of the goods.

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

Not Applicable. We have provided the completed annual reports and financial statements above. Also, our financial statements are audited.

3. Does your company maintain different profit centres? If yes, provide profit & loss statements for the profit centre that the goods falls into for:
- (a) the most recent financial year; and

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(b) the period.

[Reference is made to IRPC's profit and loss statement for profit centres. The attachments are not provided in the Public Record version]

4. If the period is different to your financial period, please provide:
 - (a) Income statements directly from your accounting information system covering the most recent financial period and the period; or
 - (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 (in Excel) covering the period and the most recent financial year.

[Reference is made to IRPC's trial balance sheet. The attachments are not provided in the Public Record version.]

6. Please provide your company's chart of accounts (in Excel).

[Reference is made to IRPC's trial balance sheet. The attachments are not provided in the Public Record version.]

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

IRPC arranges both customer visits in Australia and incentive trips to Thailand for Australian customers.

- (b) Price determination and/or negotiation process

The price is determined on a case-by-case basis, depending on the negotiation between the parties. A price list is also used as reference.

[Reference is made to IRPC's export price list. The attachments are not provided in the Public Record version.]

- (c) Order placement process

A purchase order is submitted by the customer to IRPC and processed in IRPC's internal system (i.e. B2B system), and then IRPC will issue a Proforma Invoice to the customer.

- (d) Order fulfilment process and lead time

After receiving the purchase order from customers, IRPC's sales representative will issue a Purchase Order Requirement and a Purchase Order in the system to confirm the sales quantity.

After the order placement process is completed, IRPC's sales representative will set up a delivery plan and process the delivery for the customers accordingly. Then, IRPC will take the products from its stock to prepare for shipment, or in case of advance selling, prepare and schedule the production of the products.

In addition, IRPC's sales team works together with IRPC's marketing team to arrange a meeting every week to set up a production schedule according to the purchase order submitted by the customers.

The lead time for order fulfilment is varied depending on the agreement between the parties, but it is generally completed within 60 days from the date of issuing the purchase order.

- (e) Delivery terms and process

Delivery terms are (1) CIF, and (2) FOB.

Delivery process are as follows:

1. Receive an order confirmation from the customer
2. Check and verify stock availability
3. Book a shipping time and available vessel slot with the shipping company
4. Load the goods into container and take the container to the port for shipment
5. Prepare and courier shipping documents directly to customers to collect payment.

- (f) Invoicing process

The company sends the invoice to the customer together with shipping documents.

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(g) Payment terms and process

Payment terms and process depends on each transaction which include T/T, L/C and relevant credit terms agreed with the customer.

2. In what currency do you invoice your Australian customers? If it is not in your local currency:
 - (a) Do your customers pay you into a foreign currency denominated account? If yes, provide details;
Yes, payments are made by customers in USD.
 - (b) Do you use forward contracts to lock in the foreign exchange rate relating to the export sales? If yes, provide details;
No.
 - (c) How is the exchange rate determined in your accounting system and how often is it updated?
IRPC calculates the exchange rates on a daily basis based on the exchange rates provided by the Bank of Thailand.

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.

No.

4. If sales are in accordance with price lists or price extras list, provide copies of these lists.

[Reference is made to IRPC's export price list. The attachments are not provided in the Public Record version.]

However, the price is determined on a case-by-case basis, depending on the negotiation between the parties.

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.

Yes. [Reference is made to a spreadsheet containing information on Australian sales. The attachments are not provided in the Public Record version.]

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.

No.

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.

Yes. [Reference is made to IRPC's list on credit note for export. The attachments are not provided in the Public Record version.]

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?

The invoice date is taken to be the date of sale.

B-2 Australian sales listing

1. Complete the worksheet named “B-2 Australian sales”
 - This worksheet lists all export sales (i.e. transaction by transaction) to Australia of the goods invoiced within the period.
 - 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.

Completed. [Reference is made to the spreadsheet containing a list of sales transaction with Australian customers. The attachments are not provided in the Public Record version.]

2. Provide a table listing the source of the data for each column in the “B-2 Australian sales” listing.

The source is embedded in spreadsheet B-2.

B-3 Sample export documents

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

[Reference is made to IRPC's sample of contracts for international sales. The attachments are not provided in the Public Record version]

- Purchase order and order confirmation-

[Reference is made IRPC's sample of purchase orders and order confirmations. The attachments are not provided in the Public Record version.]

- Commercial invoice and packing list -

[Reference is made to IRPC's sample of commercial invoices and packing lists. The attachments are not provided in the Public Record version.]

- Proof of payment and accounts receivable ledger -

[Reference is made to IRPC's sample of proofs of payment and statement showing bank charges]

- Documents showing bank charges -

[Reference is made to IRPC's sample of proofs of payment and statement showing bank charges. The attachments are not provided in the Public Record version.]

- Invoices for inland transport -

[Reference is made to IRPC's sample of invoices for inland transport. The attachments are not provided in the Public Record version.]

- Invoices for port handling and other export charges -

[Reference is made to IRPC's sample of statements of ocean freight, port handling and marine insurance fees. The attachments are not provided in the Public Record version.]

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- Bill of lading -

[Reference is made to IRPC's sample of bills of lading. The attachments are not provided in the Public Record version.]

- Invoices for ocean freight & marine insurance (if applicable) -

[Reference is made to IRPC's sample of statements of ocean freight, port handling and marine insurance fees. The attachments are not provided in the Public Record version.]

- Country of origin certificates (if applicable) -

[Reference is made to IRPC's sample of certificates of origin. The attachments are not provided in the Public Record version.]

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 "B-2 Australian sales" listing to the source documents in B-3.1.

The details under spreadsheet B-2, the source of which are from the attachments referred in B-3.1 are highlighted in light blue colour.

B-4 Reconciliation of sales to financial accounts

1. Please complete the worksheet named "B-4 Upwards sales" to demonstrate that the sales listings in B-2, D-2 and F-2 are complete.
 - 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.

Completed.

2. Please provide all documents, other than those in A-4, B-2 and D-2, required to complete the "B-4 Upwards sales" worksheet. If the documents include spreadsheets, all formulas used must be retained.

We confirm that there are no additional documents to be provided for completing B-4 Upward Sales.

3. For any amount in the "B-4 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 D of the worksheet; and
 - highlight or annotate the amount shown in the source document.

Completed. The amount under spreadsheet B-4 which are hard coded and shown in the source document referred in Column D are highlighted in yellow colour.

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.
 - 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.

Completed.

PUBLIC RECORD

2. Please provide all documents, other than those in A-4, B-2 and D-2, required to complete the "B-5 Upwards selling expense" worksheet. If the documents include spreadsheets, all formulas used must be retained.

We confirm that there are no additional documents to be provided for completing B-5 Upward Selling Expenses.

3. For any amount in the "B-5 Upwards selling expense" 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 C of the worksheet; and
 - highlight or annotate the amount shown in the source document.

Completed. The amount under spreadsheet B-5 which are hard coded and shown in the source document referred in Column C are highlighted in yellow colour.

SECTION C

EXPORTED GOODS & LIKE GOODS

The Commission considers the MCC structure in and of itself is not likely to be commercially sensitive information. Any claim that disclosing the MCC information is confidential or would adversely affect your business or commercial interests must be raised by lodging a submission as soon as practicable, but no later than the time this questionnaire is due.

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.

During the period, the company exported the following goods to Australia:

P901BK

Specification	Application	Other Additives	MCC	Melt Index	Density
A	P	C	A-P-C	0.20-0.32	0.957-0.963

P702BK

Specification	Application	Other Additives	MCC	Melt Index	Density
A	P	C	A-P-C	1.3-1.7	0.964-0.971

P901C

Specification	Application	Other Additives	MCC	Melt Index	Density
A	P	C	A-P-C	0.20-0.50	0.94 or more

Please refer to the following attachments for further information:

- Attachment C-2.1 Product Information (P901BK)
- Attachment C-2.1 Product Information (P702BK)

2. Provide a list of MCCs of the goods exported to Australia. This must cover all MCCs listed in the Australian sales listing in B-2.
 - This list must be disclosed in the public record version of the response.

All exported products' MCC are APC. Please see further details in our response to C-1.1 above.

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.

During the period, the company sold the following goods in the domestic market:

- AM3245
- AM3250
- BM3245
- GB3245

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- **GM2860**
- **OGH**
- **OGHS**
- **P301BK**
- **P502**
- **P702**
- **P901BK**
- **P901BK-LS**
- **R1760**
- **V1160**
- **V7030**
- **Z1060**

However, the main product sold in the domestic market is P901BK.

Please refer to the following attachments for further information:

- Attachment C-2.1 Product Information (AM3245)
- Attachment C-2.1 Product Information (BM3245PC)
- Attachment C-2.1 Product Information (BM3245PCF)
- Attachment C-2.1 Product Information (GB3245)
- Attachment C-2.1 Product Information (GB3245 F022)
- Attachment C-2.1 Product Information (GM2860)
- Attachment C-2.1 Product Information (P301BK)
- Attachment C-2.1 Product Information (P702BK)
- Attachment C-2.1 Product Information (P901BK)
- Attachment C-2.1 Product Information (P901BK-LS)
- Attachment C-2.1 Product Information (P901BL)
- Attachment C-2.1 Product Information (P901OR)
- Attachment C-2.1 Product Information (R1760)
- Attachment C-2.1 Product Information (V1160)
- Attachment C-2.1 Product Information (V7030J)
- Attachment C-2.1 Product Information (Z1060)

2. Provide a list of MCCs of like goods sold on the domestic market. This must cover all MCCs listed in the domestic sales listing in D-2.

- This list must be disclosed in the public record version of the response.

- ABC
- ABO
- A-C
- AFC
- AFO
- AIC
- AIN
- AIO
- APC
- BBO
- BIO
- BPC

C-3 Internal product codes

1. Does your company use product codes or stock keeping unit (SKU) codes?
 - (a) If yes: Provide details of the product or SKU coding system for the goods, such as a legend or key of the meaning for each code within the product or SKU code.

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1. Product name determines the group and grade of the product.
2. Lot Number determines the production period, production line and production order.

Reference is made to IRPC's manual on how to name and read the names of the products. The attachments are not provided in the Public Record version.]

- (b) Provide details on how you mapped the product or SKU codes to the MCC for the purpose of completing this questionnaire.
 IRPC's products have a code specifying product names and lot numbers for production verification. The code provides the following information.

Grade Name 2 series

First series, example: V1160, GB3245 F022

Group 1

Letter 1 : Level MFI of product
 Digit 1 : Degree of homogeneity
 Digit 2 : Additive recipe
 Digit 3-4 : The second and third decimal of density value product

Group 2 : Internal code for expand, color code

Second series example P901BK/JB, P301BK

Letter 1 : Polyethylene
 Digit 1-2 : Additive recipe
 Digit 3 : Level MFI of product
 Letter 2 : Internal code for expand
 /JB : Jumbo bag packaging
 /SB : Sea bulk packaging

Lot Number 10 Digits, Example 7190306002

7 = Jumbo packaging
 19 = Production year
 03 = Production month
 06 = Production line
 002 = Running number

- (c) Provide a table of showing the product or SKU codes for each MCC.

ABC	GB3245 B013
	GB3245 B016
	GB3245 F022
	GB3245 F037
	GB3245 F037BK
	GB3245 G002
	GB3245 G003
	GB3245 H002
	GB3245 H003
	GB3245 I005
	GB3245 I008
	P301BK
	P301BK/750
ABO	GB3245
	GM2860
	GM2860/750

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AFC	P502BK
	P502BK/750
AFO	P502
	P401N
AIC	R1760 F011
	V1160 F047
AIN	Z1060/20
AIO	R1760
	R1760XGA6
	V1160
	V1160/750
	V7030J
	V7030J/600
APC	AM3245F A015
	AM3250BL
	AM3250PC
	BM3245PCF
	P802BK-HE
	P901BL
	P901BL/750
	P901C A021/750
	P901C-6019
	P901C-9010
	P901OR
	P901OR/750
	AM3245
	AM3245PC
	AM3245PC/750
	AM3250
	BM3245PC
	BM3245PC/750
	P702BK
	P702BK/750
	P901BK
	P901BK/750
	P901BK/SB
	P901BK-LS/750
BPC	P901BLSUB
	P901ORSUB
	AM3245PCSUB
	AM3245PCSUB/750
	AM3245SUB
	BM3245PCSUB
	BM3245PCSUB/750
	OGH
	OGHS
BBO	GM2860SUB

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	GM2860SUB/750
BIO	R1760SUB
	V1160SUB

If no:

- (a) Provide details on the method used to identify the MCC in the sales and cost spreadsheets.

Not Applicable. Please see our responses above.

SECTION D DOMESTIC SALES

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
IRPC arranges incentive trips for its valued customers and hosts other marketing activities to promote its brand and products.
 - (b) Price determination and/or negotiation process
The price is determined on a case-by-case basis, depending on the negotiation between the parties.

[Reference is made to IRPC's domestic sale price list. The attachments are not provided in the Public Record version.]
 - (c) Order placement process
A purchase order is submitted by the customer to and processed in our internal system (i.e B2B system).
 - (d) Order fulfilment process and lead time
After receiving the purchase order from customers, IRPC's sales representative will issue a Purchase Order Requirement and a Purchase Order in the system to confirm the sales quantity.

After the order placement process is completed, IRPC's sales representative will set up a delivery plan and process the delivery for the customers accordingly. Then, IRPC will take the products from its stock to prepare for shipment, or in case of advance selling, prepare and schedule the production of the products.

In addition, IRPC's sales team works together with IRPC's marketing team to arrange a meeting every week to set up a production schedule according to the purchase order submitted by the customers.

The lead time for order fulfilment is varied depending on the agreement between the parties, but it is generally completed within 1 - 6 months from the date of issuing the purchase order, depending on the volume of products ordered and the complexity of the instruction given in each project.
 - (e) Delivery terms and process
Delivery terms are as follows:
 1. Ex-work – customers arrange for the truck to pick up the products from IRPC's warehouse at their costs.
 2. Godown – IRPC provides a truck and deliver the products to the customer's warehouse
 - (f) Invoicing process
Commercial Invoice is issued to the customer after the delivery is made to the customer.
 - (g) Payment terms and process
Generally, the payment must be made in cash or by way of cheque before the delivery. However, credit terms of 5 or 7 days may be granted on a case-by-case basis.
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.
No.

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3. If sales are in accordance with price lists or price extras list, provide copies of these lists.
[Reference is made to IRPC's domestic sale price list. The attachments are not provided in the Public Record version.]
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.
Yes. [Reference is made to the spreadsheet containing information regarding IRPC's domestic sales. The attachments are not provided in the Public Record version.]
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.
No.
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.
[Reference is made to IRPC's list of credit note for domestic sales. The attachments are not provided in the Public Record version.]
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 reflects the material terms of sale?

The invoice date is taken to be the date of sale.

D-2 Domestic sales listing

1. Complete the worksheet named "D-2 Domestic sales"
 - 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 B-1.8 and/or 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 "D-2 domestic sales" listing.

Completed.

Completed.

D-3 Sample domestic sales documents

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

[Explanation on the details of the two largest invoices by value of domestic sales. The attachments are not provided in the Public Record version.]

- Contracts
There are no contracts.

PUBLIC RECORD

- Purchase order and order confirmation

[Reference is made to IRPC's sample of purchase orders and order confirmations. The attachments are not provided in the Public Record version.]

There is no separated order confirmation because IRPC asked the customers to sign the Purchase order form to confirm the order and return the form to IRPC.

- Commercial invoice and packing list

[Reference is made to IRPC's sample of commercial invoices and packing lists. The attachments are not provided in the Public Record version.]

- Proof of payment and accounts receivable ledger

[Reference is made to IRPC's sample of proofs of payments. The attachments are not provided in the Public Record version.]

- Documents showing bank charges

There are no bank charges.

- Delivery invoices

[Reference is made to IRPC's sample of delivery invoices. The attachments are not provided in the Public Record version.]

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 "D-2 Domestic sales" listing to the source documents in D-3.1.

Completed.

D-4 Reconciliation of sales to financial accounts

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

We have not completed this section as we have completed B-4.

1. Please complete the worksheet named "B-4 Upwards sales" to demonstrate that the sales listings in D-2 and F-2 are complete.
 - 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, other than those in A-4, D-2 and F-2, required to complete the "B-4 Upwards sales" worksheet. If the documents include spreadsheets, all formulas used must be retained.
3. For any amount in the "B-4 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 D of the worksheet; and
 - highlight or annotate the amount shown in the source document.

SECTION E DUE ALLOWANCE

E-1 Credit expense

3. 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:
Calculate the accounts receivable turnover for each domestic customer (credit sales divided by the average accounts receivable).
[The information is confidential and cannot be provided]
 - i. Calculate the average credit term for each domestic customer by dividing 365 by the accounts receivable turnover
[The information is confidential and cannot be provided]
 - (b) Do you have short term borrowings or an overdraft facility? If yes, what is the interest rate, or average of interest rates?
[Average interest rate for short term borrowings or an overdraft facility]
 - (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?
No
4. 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).
[Amount of account receivable turnover for each Australian customer]
 - ii. Calculate the average credit term for each domestic customer by dividing 365 by the accounts receivable turnover
[Amount of average credit term for each Australian customer]
 - (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?
No
 - 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?
No

[For questions E1.1 and E1.2, reference is made to IRPC's statement of credit expense. The attachments are not provided in the Public Record version. The attachments are not provided in the Public Record version.]

E-2 Packaging

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

Products are packed in a 25 and/or 750 kg bags

PUBLIC RECORD

5. What is the packaging used for your export sales of the goods to Australia?

Products are packed in a 25 kg bag, a 750 kg bag and/or a sea bulk

6. If there are distinct differences in packaging between your domestic and export sales:
(a) Provide details of the differences

Domestic : Products are packed in a 25 and/or 750 kg bags
Export : Products are packed in a 750 kg Bag and/or a sea bulk

- (b) Calculate the weighted average packaging cost for each model sold on the domestic market

25 kg bag = THB [amount] per piece.
750 kg bag = THB [amount] per piece (for 2018) and THB [amount] per piece (for 2019).

- (c) Calculate the weighted average packaging cost for each model exported to Australia

25 kg bag = THB 7 per piece.
750 kg bag = THB [amount] per piece (for 2018) and THB [amount] per piece.
Sea bulk = THB [amount] per piece (for 2018) and THB [amount] per piece (for 2019)

E-3 Delivery

7. 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?

Yes, costs are varied depending on the distance between IRPC's warehouse and the customer's delivery destination. [Reference is made to the table showing transportation cost calculation. The attachments are not provided in the Public Record version.]

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

Delivery terms are (i) FOB, and (ii) CIF.

9. 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?

[Reference is made to the table showing delivery cost calculation. The attachments are not provided in the Public Record version.]

10. 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?

[Reference is made to a table showing delivery cost calculation. The attachments are not provided in the Public Record version.]

11. 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?

[Reference is made to a table showing delivery cost calculation. The attachments are not provided in the Public Record version.]

12. 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?

Delivery terms of Australian sales does not include delivered duty paid.

E-4 Other direct selling expenses

5. Do you provide sales commissions for domestic sales of like goods and/or export sales of the goods? If yes, provide details.
No
6. 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?
Domestic VAT : 7%
Export VAT : 0%
 - How is VAT accounted for in your records in relation to sales of the goods and like goods?
VAT is added to the purchase price and is recorded in the Tax Invoice issued to the customer.
 - Do you receive a VAT refund in relation to sales of the goods and/or like goods?
No
 - Do you receive a remission or drawback of import duties on inputs consumed in the productions of the goods or like goods?
No
7. Are there any other direct selling expenses incurred by your company in relation to domestic sales of like goods?
- These direct selling expenses must be included in the reconciliation of direct selling expenses in B-5
Yes. They are provided in Spreadsheet B-5 and also in D-2.
8. Are there any other direct selling expenses incurred by your company in relation to export sales of the goods to Australia?
- These direct selling expenses must be included in the reconciliation of direct selling expenses in B-5
Yes. They are provided in Spreadsheet B-5 and also in B-2.

E-5 Other adjustment claims

2. 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.
No.
- An adjustment will only be made where there is evidence that the difference affects price comparability.
 - Refer to Chapter 15 of the *Dumping and Subsidy Manual (November 2018)* for more information.

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.

IRPC sales process is similar for customers in every country including Australia.

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.

[Explanation regarding the name of the related third country customer and the relationship structure between IRPC and the related third country customer]

The selling price for PM is determined using the same formula as other non-related customers of IRPC.

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 reflects the material terms of sale?

The invoice date is taken to be the date of sale.

F-2 Third country sales listing

1. Complete the worksheet named "F-2 Third country sales"
 - 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.

Completed.

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

Completed.

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.

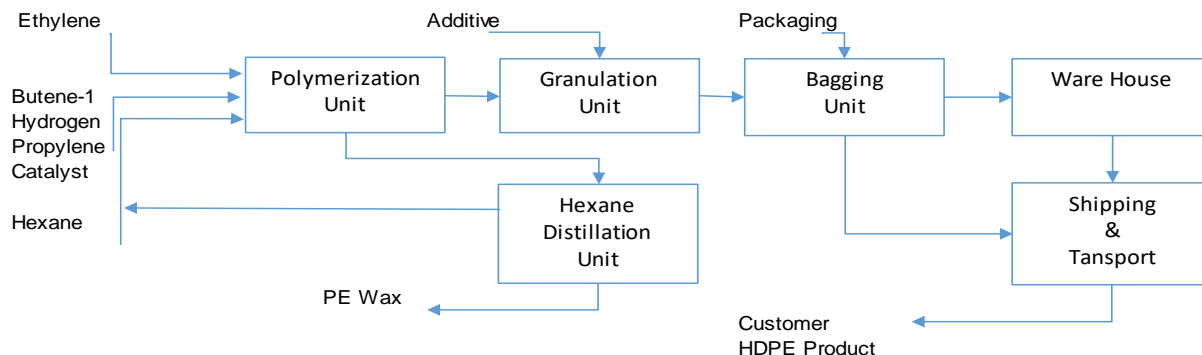
There is no difference between sales to other countries and sales to Australia.

SECTION G

COST TO MAKE AND SELL

G-1. Production process

- 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.



- 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.

Yes, please see in the table below the suppliers that are related to the company and the supplied goods.

Raw Material Type	Raw Material Name	Supplier
Raw Material	[Name of raw material]	[Supplier]
	[Name of raw material]	[Supplier]
	[Name of raw material]	[Supplier]
Chemical Purchase	[Name of chemical]	[Supplier]
	[Name of chemical]	[Supplier]
	[Name of chemical]	[Supplier]
	[Name of chemical]	[Supplier]
	[Name of chemical]	[Supplier]
	[Name of chemical]	[Supplier]
	[Name of chemical]	[Supplier]
	[Name of chemical]	[Supplier]
	[Name of chemical]	[Supplier]

G-2. Cost accounting practices

- Is your company's cost accounting system based on actual or standard costs (budgeted)?
Standard Cost.
- If your company uses standard costs:
 - Were standard costs used as the basis of actual costs in your responses G-3.1 & G-5.1?
Yes.

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- (b) Have all variances (i.e. differences between standard and actual production costs) been allocated to the goods?
Yes.
- (c) How were those variances allocated?
Production variance allocated by marketable value method.
- (d) Provide details of any significant or unusual cost variances that occurred during the period.
Process order, material movement, and opening stock variances.
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.
No.
4. To what level of product specificity (models, grades etc.) does your company's cost accounting system normally record production costs?
Products are specified according to their grades.
5. Are there any costs for management accounting purposes valued differently to financial accounting purposes? If yes, provide details of the differences.
No.
6. Has your company engaged in any start-up operations in relation to the goods?
No.
If yes:
- (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)?
Weighted average method.
8. What are the valuation methods for damaged or sub-standard goods generated at the various stages of production?
Valuation methods are the same as valuation methods using for prime-grade products.
9. What are the valuation methods for scrap, by products, or joint products?
Fixed cost is used for valuation.
10. Are any management fees/corporate allocations charged to your company by your parent or related company? If yes, provide details
No.

G-3 Cost to make on domestic market

1. Complete the worksheet named "G-3 Domestic CTM".
- This worksheet lists the quarterly cost to make the domestic models of like goods by MCC manufactured within the period, even if they are models not exported to Australia.
 - The costs must be based on actual cost of production (i.e. not standard costs or cost of goods sold) for each MCC.
 - 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.
 - You must provide this list in electronic format using the template provided.

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- If you have used formulas to complete this worksheet, these formulas must be retained.
- If you have claimed in B-1.8 and/or D-1.7 that the date of sale is one other than the invoice date, then provide the cost for the quarters that all domestic sales are made within your claimed date of sale, even if doing so means that such cost data predates the commencement of the period.

Completed.

2. Provide a table listing the source of the data for each column of the "G-3 Domestic CTM" listing.

Completed.

G-4 Selling, General & Administration expenses

1. Complete the worksheet named "G-4.1 SG&A listing".
 - 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.

Completed.

2. Complete the worksheet named "G-4.2 Domestic SG&A calculation".
 - This worksheet calculates the unit domestic SG&A for each MCC.
 - You must provide this list in electronic format using the template provided.
 - Please use the formulas provided.

Completed.

G-5 Cost to make the goods exported to Australia

1. Complete the worksheet named "G-5 Australian CTM".
 - This worksheet lists the quarterly cost to make the Australian models of the goods under consideration by MCC manufactured within the period.
 - The costs must be based on actual cost of production (i.e. not standard costs or cost of goods sold) for each MCC.
 - 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 quarters 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.

Completed.

2. Provide a table listing the source of the data for each column of the "G-5 Australian CTM" listing.

Completed.

G-6 Cost allocation methodology

1. What is the allocation methodology used to complete in G-3 domestic CTM and G-5 Australian CTM for:
 - (a) Raw materials

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Production variance allocated by marketable value method

- (b) Labour
Activity Base Costing
- (c) Manufacturing overheads
Activity Base Costing

2. Select the domestic model (export model if you have no domestic production of like goods) with the largest production volume 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.

Structure of Production Costing

Raw Materials Cost	
Main Raw Material	
Ethylene	xx
Other Materials cost	
Propylene	xx
Butene-1	xx
Hexane	xx
Chemicals & Utilities consumption	
Chemicals cost	xx
Utilities cost	xx
Packaging cost	xx
Direct Manufacturing Expense	
Direct Labor Cost	xx
Direct Maintenance Cost	xx
Direct Depreciation Cost	xx
Direct Overhead Other Cost	xx
Indirect Manufacturing Expense	
Indirect Labor Cost	xx
Indirect Maintenance Cost	xx
Indirect Depreciation Cost	xx
Indirect Overhead Other Cost	<u>xx</u>
<u>Less</u>	
By products	
Used Hexane	(xx)
Off Gas	(xx)
Wax	<u>(xx)</u>
Total Manufacturing cost	<u>xxx</u>

G-7 Major raw material costs

1. What are the major raw materials used in the manufacture of the goods?
Ethylene.
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, complete the worksheet named "G-7.2 Raw material CTM" for these raw materials.
 - This worksheet lists the quarterly cost to make the raw material manufactured within the period.
 - The costs must be based on actual cost of production (i.e. not standard costs or cost of goods sold).
 - If any imputation tax (e.g. value-added tax) is payable on the purchase of goods or services to manufacture the raw material, report the costs excluding the imputation tax. All other taxes

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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.

Completed.

3. Using the domestic cost data in "G-3 Domestic CTM", calculate the weighted average percentage of each raw material cost (listed in G-7.2) as a proportion of total cost to make.

Raw material cost (listed in G-7.1) is Ethylene. Ethylene is account for 100% of raw material cost.

4. For each raw material identified in G-7.3 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.

Raw material is Ethylene (G-7.3), which produces from the feed stock (Naphtha) of Ethylene Plant (G-7.2) Information in G-7.4 Raw Material Purchase are shown as information under "Other Material" in Column L of Spreadsheet G-3 Domestic CTM.

5. Provide a table listing the source of the data for each column of the "G-7.4 Raw material purchases" listing.

The source of data is from SAP.

6. For each raw material:
 - (a) Select the two largest invoices by value and provide the commercial invoice and proof of payment.

[Reference is made to two sample invoices in the spreadsheet.]

- (b) Reconcile the total value listed in "G-7.4 Raw material purchases" listing to relevant purchase ledgers or trial balances in your accounting system. Provide copies of all documents used to demonstrate the reconciliation.

[Explanation on calculation of reconciliation of the total costs for raw material purchase. Reference is made to the documents to support the calculation. The attachments are not provided in the Public Record version.]

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

[Explanation regarding the supplier who is related to IRPC and reference is made to the table showing a formula for calculation of the raw material purchase price proposed by the referred supplier. The attachments are not provided in the Public Record version.]

G-8 Reconciliation of cost to make to audited financial statements

1. Please complete the worksheet named "G-8 Upwards costs" to demonstrate that the cost listings in G-3 and G-5 are complete.
 - 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.

Completed.

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2. Please provide any documents, other than those in A-4, G-3 and G-5, required to complete the "G-8 Upwards costs" worksheet.

Completed.

3. For any amount 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 D of the worksheet; and
 - highlight or annotate the amount shown in the source document.

Completed.

G-9 Capacity Utilisation

4. 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.

Completed.

EXPORTER'S DECLARATION

I hereby declare that IRPC Public Company Limited 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 :.....

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 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)
CPT	the terms CFR and CIF are only used where goods are carried by sea or waterway transport
CIP	carriage paid to carriage and insurance paid to the terms CPT and CIP are used as alternatives to CFR and CIF where the goods are carried by air, road, rail etc.
DAF	delivered at frontier (goods carried by rail or road and cleared for export at the named place at the frontier. Pay costs until delivered at the frontier plus any discharge costs incurred to place the goods at the customer's 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)

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.

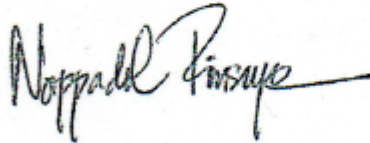
The expenses must, however, reflect the selling, general and administration costs of the goods. Administrative and selling expenses include: director's fees, management salaries and benefits, office salaries and benefits, office supplies, insurance, promotion, entertainment, depreciation and corporate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

EXPORTER'S DECLARATION

I hereby declare that IRPC PUBLIC COMPANY LIMITED 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 : Mr. Noppadol Pinsupa

Signature

A handwritten signature in black ink, appearing to read 'Noppadol Pinsupa', with a long horizontal stroke extending to the right.

Position : President

Company : IRPC Public Company Limited

Date