



Australian Government
Department of Industry, Science,
Energy and Resources

Anti-Dumping Commission

Exporter Questionnaire



Case number: 582

Product: Clear float glass

From: Malaysia and the United Arab Emirates

Inquiry period: 1 April 2020 to 31 March 2021 (the period)

Response due by: 3 June 2021

Extended to 1 July 2021

Return completed questionnaire to: Investigations3@adcommission.gov.au

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

Responses to the exporter questionnaire must be submitted via SIGBOX. Please contact the Commission on the above email address to request access to SIGBOX.

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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 clear float glass exported to Australia from Malaysia and the United Arab Emirates (UAE).

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 clear float glass is dumped.

Any information provided may be used by the Commission for any purpose consistent with its statutory functions.

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 Commission 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 Commission, 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.

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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

Responses to the exporter questionnaire should be lodged via SIGBOX, a secure online document repository. Please contact the Commission on the email address listed on the cover page to request access to SIGBOX.

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 considered as an uncooperative exporter.

Confidential and non-confidential responses

You are required to lodge a confidential version (OFFICIAL: Sensitive) and a non-confidential version (for publishing on the 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 "**OFFICIAL: Sensitive**" or "**PUBLIC RECORD**".

All information provided to the Commission in confidence will be treated accordingly. The public record version of your questionnaire will be placed on the public record, and must contain sufficient detail to allow a reasonable understanding of the substance of the information without breaching confidentiality.

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 questionnaires are required to have a bracketed explanation of deleted or blacked out information for the public record version of the questionnaire. 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 requested to resubmit your response with the required level of detail or, if deadlines have passed, the Commission may not have regard to it.

Verification of the information that you supply

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

The verification 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.

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The verification may include Commission staff visiting your company to conduct on onsite verification¹. Any onsite verification typically commences approximately 2 to 4 weeks after the due date of the response to the exporter questionnaire. To assist with the planning of a verification, please contact the Commission as soon as possible for a potential verification date to be scheduled.

The onsite verification is usually conducted over 4 days. However, in complex cases, it may be scheduled over 5 days. A verification 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.

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

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, which details the outcomes of the verification. 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.

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. To the extent that the foreign language version differs, the English translation will be given priority as a matter of interpretation in Australia.
- 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.

¹ The Commission has temporarily suspended onsite verification due to the COVID-19 pandemic (refer to Anti-Dumping Notice No. 2020/29). However, your response to the exporter questionnaire may still be subject to onsite verification should the suspension of onsite verifications be lifted.

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- If you cannot present electronic data in the requested format contact the case officer as soon as possible.
- Where possible, electronic data should be shared with the Commission via SIGBOX, a secure online document repository. Please contact the Commission 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	✓
Section B Export sales to Australia	✓
Section C Exported goods & like goods	✓
Section D Domestic sales	✓
Section E Due allowance	✓
Section F Third country sales	✓
Section G Cost to make and sell	✓

Attachments	Please tick if you have provided spreadsheet
B-2 Australian sales	✓
B-4 Upwards sales	✓
B-5 Upwards selling expenses	✓
D-2 Domestic sales	✓
F-2 Third country sales	✓
G-3 Domestic CTM	✓
G-4.1 SG&A listing	✓
G-4.2 Dom SG&A calculation	✓
G-5 Australian CTM	✓
G-7.2 Raw material CTM	✓
G-7.4 Raw material purchases	✓
G-8 Upwards costs	✓
G-10 Capacity Utilisation	✓

GOODS UNDER CONSIDERATION

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

The goods subject to anti-dumping measures (the goods) are:

Clear float glass (CFG) in nominal thickness of 3 to 12 millimetres (mm).

The tolerances for each of these thicknesses are set out in the following table.

Nominal thickness (mm)	Acceptable tolerances (mm)	
	Minimum	Maximum
3	2.80	3.50
4	3.51	4.50
5	4.51	5.50
6	5.51	7.00
8	7.01	9.00
10	9.01	11.00
12	11.01	12.30

The goods have the following characteristics:

- transparent;
- flat; and
- rectangular or square in shape.

Glass with the following characteristics is not the goods the subject of the original notice:

- coated, coloured, tinted or opaque;
- absorbent, reflective or non-reflective layer;
- wired;
- bent, edge-worked, engraved, drilled, enamelled or otherwise worked;
- framed or fitted with other materials;
- toughened (tempered) or laminated;
- acid etched; or

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- low iron.

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.

Category	Sub-category	Identifier	Sales data	Cost data
Nominal thickness	3 mm	3	Mandatory	Mandatory
	4 mm	4		
	5 mm	5		
	6 mm	6		
	8 mm	8		
	10 mm	10		
	12 mm	12		

The MCCs will be used to 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 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 considered deficient.

SECTION A COMPANY INFORMATION

A-1 Company representative and location

1. Please nominate a contact person within your company:

Name:	[CONFIDENTIAL TEXT DELETED]
Position in the company:	
Telephone:	
E-mail address:	

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

Name:	Mr Charles Zhan
Address	Moulis Legal 6/2 Brindabella Circuit Brindabella Business Park Canberra International Airport Australian Capital Territory 2609
Telephone:	+61 2 6163 1000
E-mail address:	charles.zhan@moulislegal.com
All communications in relation to this matter should be directed to Moulis Legal in the first instance.	

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 your company's financial records are held.

The location of the company's financial records are held at Plot 23A & B, Elkay Industrial Park, Lipat Kajang, 77000 Jasin, Melaka, Malaysia.
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4. Please provide the location of the where your company's production records are held.

The same as above a A-2.3.

5. Please provide the location of your company's production plant manufacturing the goods under consideration.

The same as above a A-2.3.

A-2 Company information

1. What is the legal name of your business?

The legal name is Xinyi Energy Smart (Malaysia) Sdn Bhd (hereinafter, "Xinyi ESM").

2. Does your company trade under a different name and/or brand? If yes, provide details.

Xinyi ESM does not trade under a different name or brand.

3. Was your company ever known by a different legal and/or trading name? If yes, provide details

No.

4. Provide a list of your current board of directors and any changes in the last two years.

Xinyi ESM's current directors are [CONFIDENTIAL TEXT DELETED – names of directors]. There have been no changes in the last two years.

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

Xinyi ESM is [CONFIDENTIAL TEXT DELETED – details of corporate structure]. Please see Confidential Attachment A-2-5 Ownership Structure for a full list of Xinyi group of companies.

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 shareholders²

If no, please provide:

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

The ultimate holding company, Xinyi Glass Holdings Limited is listed on the Hong Kong Stock Exchange (Stock Code: 00868.HK). The principal shareholders as at 31 December 2020 are:

- Realbest Investment Limited (17.95%);

² 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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- **High Park Technology Limited (6.60%); and**
- **Copark Investment Limited (6.11%).**

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

Xinyi ESM is a private company registered in Malaysia. Our main business is manufacturing and selling of glass products in both domestic and export markets. Xinyi ESM produces and sell a range of glass products, including clear float glass, coated float glass, tinted float glass, and clear silver mirror. During the investigation period Xinyi ESM sold clear float glass to over 60 countries.

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.

Xinyi ESM performed all of the above functions during the investigation period.

9. Provide your company's internal organisation chart.

Please see Xinyi ESM's internal organisation chart at Attachment A-2-9 Internal Organisation Chart.

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

Please refer to Xinyi ESM's internal organisation chart, and the notes provided therein.

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

Please see Attachment A-2-11 Glass Catalogue for a product catalogue of clear float glass.

A-3 General accounting information

1. What is your financial accounting period?

The financial accounting period for Xinyi ESM is 1 January to 31 December.

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

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Yes. Xinyi ESM's financial accounts have been audited by [CONFIDENTIAL TEXT DELETED – name of auditor].

3. What currency are your accounts kept in?

Xinyi ESM's accounts are kept in Ringgit Malaysia (RM).

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

Xinyi ESM adopts the [CONFIDENTIAL TEXT DELETED – name of integrated system].

5. What is the name of your sales system?

Xinyi ESM adopts the [CONFIDENTIAL TEXT DELETED – name of integrated system].

6. What is the name of your production system?

Xinyi ESM adopts the [CONFIDENTIAL TEXT DELETED – name of integrated system].

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, in that Xinyi ESM uses the same integrated [CONFIDENTIAL TEXT DELETED – name of integrated system] for all of its accounting, sales, and production records.

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

Xinyi ESM's accounting practices are in accordance with the Malaysian Financial Reporting Standards (MFRS), International Financial Reporting Standards and the requirements of the Companies Act 2016 in Malaysia.

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

There has been no change to the accounting practices or policies over the last two years.

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 Confidential Attachments A-4-1 Audit Report 2019 and A-4-1 Audit Report 2020.

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

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- (b) reconciliation of the revenue, cost of goods sold, and net profit before tax between the financial statements and tax returns.

The financial reports provided in A-4.1 are audited reports.

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
 - (b) the period.

Xinyi ESM does not maintain different profit centres.

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.

Please refer to Confidential Attachment A-4-4 Periodic Income Statements covering POI. Please find screenshots of Xinyi ESM's income statements:

- **For December 2020 and showing full year period 2020;**
- **For March 2020, which include the information pertaining to the January to March 2020 quarter; and**
- **For March 2021, which include the information pertaining to the January to March 2021 quarter.**

5. Please provide a copy of your company's trial balance (in Excel) covering the period and the most recent financial year.

Please see Confidential Attachments A-4-5 Trial Balance 2020-04 to 2021-03 and A-4-5 Trial Balance 2020-01 to 2020-12.

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

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

Please see Confidential Attachment A-4-6 Chart of Accounts.

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 representatives (e.g. agents) including:

- (a) Marketing and advertising activities
- (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
- (g) Payment terms and process

Xinyi ESM's typical export sales process can be summarised as follows:

[CONFIDENTIAL TEXT DELETED – sales process details].

2. In what currency do you invoice your customers for goods exported to Australia? If it is not in your local currency:

- (a) Do your customers pay you into a foreign currency denominated account? If yes, provide details;
- (b) Do you use forward contracts to lock in the foreign exchange rate relating to the export sales? If yes, provide details;
- (c) How is the exchange rate determined in your accounting system and how often is it updated?

Xinyi ESM issued invoices to Australian customers in [CONFIDENTIAL TEXT DELETED – details of invoicing currency].

3. Are there any customers of the goods exported to Australia 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.

Xinyi ESM's Australian sales of the goods were [CONFIDENTIAL TEXT DELETED – pricing policy].

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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.

[CONFIDENTIAL TEXT DELETED – pricing policy].

6. Did you provide on-invoice discounts and/or off-invoice rebates to any customer or an associate of the customer in relation to the sale of the goods exported to Australia 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 and/or rebate.

[CONFIDENTIAL TEXT DELETED – pricing policy].

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 exported to Australia during the period? If yes, provide details of the credit/debit notes including the reasons the credit/debit notes were issued.

Please see Confidential Attachment B-1-7 Australia Sales – Credit Note and Debit Note for details of credit notes and debit notes issued to Australian customers during the investigation period.

8. In establishing the date of sale, the Commission will normally use the date of invoice as it best reflects the material terms 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?

Xinyi ESM advises that the date of sale for its Australian sales is the date when the contract is signed between Xinyi ESM and its customers, being the date of the *proforma* invoice. The issuance of the *proforma* invoice reflects the point when all material terms of sale are confirmed, agreed, and therefore established between Xinyi ESM and its customers. These terms then bind both parties to the sale and are carried through until the sale is completed. For sales that require advanced payment, the signing of the *proforma* invoice also commences the customer's obligation to make payment shortly after the date of the *proforma* invoice.

B-2 Australian sales listing

1. Complete the worksheet named "B-2 Australian sales"
- This worksheet lists all sales (i.e. transaction by transaction) exported to Australia of the goods invoiced within the period. This includes exports to Australia sold through a domestic customer.
 - 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.

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- 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.

Please see Xinyi ESM Confidential EQ Spreadsheet - B-2 Australian Sales

2. Complete worksheet "B-2.2 Australian sales source" showing the relevant source of the data used for each column of worksheet "B-2 Australian sales".

Please see Xinyi ESM Confidential EQ Spreadsheet - B-2.2 Australian sales source.

B-3 Sample export documents

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

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

Please see Confidential Attachments B-3-1 [CONFIDENTIAL TEXT DELETED – details of invoices] for source documents relating to the two largest invoices by value during the investigation period.

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.

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- 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, 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.
 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; and
 - provide the account code and sub-account code (if applicable) at column E of the worksheet.

Please see Xinyi ESM Confidential EQ Spreadsheet - B-4 Upwards sales.

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.
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.
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; and
 - provide the account code and sub-account code (if applicable) at column D of the worksheet.

Please see Xinyi ESM Confidential EQ Spreadsheet - B-5 Upwards selling expense.

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.

The goods Xinyi ESM exported to Australia during the period are clear float glass with thickness range from 3mm to 12mm.

Please see Xinyi ESM's clear float glass product brochure in Attachment A-2-11 Glass Catalogue for further details.

2. The Commission understands that CFG is produced and sold according to a range of international standards with varying tolerances on thickness, dimensions, spot defects, etc. Please identify the standard to which the goods exported to Australia are produced and sold.

Xinyi ESM produced and sold CFG to its own standard, which are designed to exceed and meet multiple international standards. Please refer to Confidential Attachment C-1-2 Malaysia Tempering Quality Standards.

3. 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.

Please see a list of the MCCs of the goods Xinyi ESM exported to Australia during the investigation period:

- 3
- 4
- 5
- 6
- 8
- 10
- 12

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.

The goods Xinyi ESM sold locally during the period are clear float glass with thickness range from 3mm to 12mm.

2. The Commission understands that CFG is produced and sold according to a range of international standards with varying tolerances on thickness, dimensions, spot defects, etc. Please identify the standard to which like goods sold on the domestic market are produced and sold.

Xinyi ESM produced and sold CFG to its own standard, which are designed to exceed and meet various domestic and internationally recognised standards. Please refer to Confidential Attachment C-1-2 Malaysia Tempering Quality Standards.

3. 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.

Please see a list of the MCCs of like goods Xinyi ESM sold on the domestic market during the investigation period:

- 3
- 4
- 5
- 6
- 8
- 10
- 12

C-3 Internal product codes

1. Does your company use product codes or stock keeping unit (SKU) codes?

If yes:

- (a) 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.
- (b) Provide details on how you mapped the product or SKU codes to the MCC for the purpose of completing this questionnaire.
- (c) Provide a table of showing the product or SKU codes for each MCC.

If no:

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

Please see Confidential Attachment C-3-1 Internal Product Code Ruling.

2. Provide the conversion table your company uses to convert between m² and tonnes for each thickness exported to Australian and sold on the domestic market.

The conversion formula used by Xinyi ESM is as follows:

[CONFIDENTIAL TEXT DELETED – conversion formula].

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
 - (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
 - (g) Payment terms and process

**Xinyi ESM's domestic sales process is basically the same as the export sales, that is:
[CONFIDENTIAL TEXT DELETED – domestic sales 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.

No.

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

[CONFIDENTIAL TEXT DELETED – pricing policy].

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.

[CONFIDENTIAL TEXT DELETED – pricing policy].

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 customer to obtain the discount and/or rebate.

[CONFIDENTIAL TEXT DELETED – pricing policy].

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.

Refer to Confidential Attachment D-1-6 Domestic Sales - Credit Note and Debit Note.

7. In establishing the date of sale, the Commission will normally use the date of invoice as it best reflects the material terms 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?

Xinyi ESM advises that the date of sale for its domestic sales is the date when the contract is signed between Xinyi ESM and its customers, being the date of *proforma* invoice. The issuance of *proforma* invoice reflect the point when all material terms of sale are confirmed, agreed, and therefore established between Xinyi ESM and its customers. These terms then bind both parties to the sale and are carried through until the sale is completed. For sales that require advanced payment, the signing of *proforma* invoice also commences the customer's obligation to make payment shortly after the date of *proforma* invoice.

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.

Please see Xinyi ESM Confidential EQ Spreadsheet - D-2 Domestic sales.

Xinyi ESM confirms that the *proforma* invoice date reflect the date of sale for its domestic and Australian sales. As such, Xinyi ESM provide additional domestic sales from [CONFIDENTIAL TEXT DELTED – sales period], in order to allow proper matching and comparison with the goods exported to Australia during the investigation period with date of sales preceding the investigation period, at Xinyi ESM EQ Spreadsheet - D-2.b Domestic sales pre-POI.

2. Complete worksheet "D-2.2 domestic sales source" listing the source of the data used for each column in worksheet "D-2 domestic sales".

Please see Xinyi ESM EQ Spreadsheet - D-2.2 domestic sales source

D-3 Sample domestic sales documents

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

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- Contracts
- Purchase order and order confirmation
- Commercial invoice and packing list
- Proof of payment and accounts receivable ledger
- Documents showing bank charges
- Delivery invoices

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

Please see Confidential Attachments D-3-1 [CONFIDENTIAL TEXT DELETED – details of invoices].

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.

Please see D-3-1 attachments with annotation provided.

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 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; and
 - provide the account code and sub-account code (if applicable) at column E of the worksheet.

Please refer to B-4 Upwards sales.

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?

As shown in D-2, Xinyi ESM's domestic customers were given [CONFIDENTIAL TEXT DELETED – details of credit arrangements].

Xinyi ESM did not provide rolling credit facilities for the domestic customers.

[CONFIDENTIAL TEXT DELETED – details of financing arrangements].

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 Australian customer (credit sales divided by the average accounts receivable).
 - ii. Calculate the average credit term for each Australian 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. Do you have 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?

As shown in B-2, Xinyi ESM's domestic customers were given [CONFIDENTIAL TEXT DELETED – details of credit arrangements].

Please see responses above regarding credit facility and term deposits.

E-2 Packaging

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

The packing methods used for domestic sales of like goods can be classified into two broad types, being nude or “neutral” packing and wooden crates packing.

The first involves covering the glass with plastic film, paper, foam etc, and fixed onto the container with strappings. The second involves packing the glass with plastic film etc, and then further packed with wooden crates to provide additional security and protection.

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

Packaging for goods exported to Australia can also be classified into the nude and wooden crates packing methods.

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

As noted above, the nude/natural packing and the wooden crates type of packing are used for both export sales and domestic sales. Export sales in nude packing typically require additional protection by securing the glass on steel frames inside of the container. Xinyi ESM captures the actual cost of packaging based on the types of packing and have reported the respective costs in the B-2 and D-2 spreadsheets.

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?

Yes. The actual transportation cost as incurred for each transaction is reported in D-2.

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

[CONFIDENTIAL TEXT DELETED – delivery terms].

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?

The actual inland transport and port changes incurred for each shipment is reported in B-2.

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?

The actual ocean freight cost incurred for each shipment is reported in B-2.

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?

Marine insurance is reported based on the actual premium charged, being [CONFIDENTIAL TEXT DELETED - details of marine insurance rate].

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?

Not applicable, in that Xinyi ESM's Australian sales during the period were based on either FOB or CIF terms.

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.

[CONFIDENTIAL TEXT DELETED – sales commissions]

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?
 - How is VAT accounted for in your records in relation to sales of the goods and like goods?
 - Do you receive a VAT refund in relation to sales of the goods and/or like goods?
 - Do you receive a remission or drawback of import duties on inputs consumed in the productions of the goods or like goods?

There are no differences in tax liability between Xinyi ESM's domestic and export sales.

3. 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

Direct selling expenses are identified in D-2 Domestic sales and B-5. Please see further information on cost allocation at G-4.1 below.

4. 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

Direct selling expenses are identified in B-2 Australian sales and B-5. Please see further information on cost allocation at G-4.1 below.

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 15 of the *Dumping and Subsidy Manual (November 2018)* for more information.

Xinyi ESM reserves the right to continue to check its records and sales practices to bring forward and establish any further identified adjustments required during verification to ensure a fair comparison.

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.

No, the sales processes are essentially the same.

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.

The following third country sales customers are related to Xinyi ESM:

[CONFIDENTIAL TEXT DELETED – names of related entities].

Selling prices are determined on a market price basis.

3. In establishing the date of sale, the Commission will normally use the date of invoice as it best reflects the material terms 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?

Xinyi ESM reported its third country sales during the investigation period based on the Estimated Delivery date maintained in its financial system, which is similar to the date when invoices are sent to customer. Xinyi ESM notes that its domestic sales of like goods will provide sufficient basis for the calculation of normal value.

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.

Please see Xinyi ESM Confidential EQ Spreadsheet - F-2.

2. Complete worksheet “F-2.2 third country sales source” listing the source of the data for each column in the worksheet “F-2 third country sales”.

Please see Xinyi ESM Confidential EQ Spreadsheet - F-2.2.

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.

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.

Please refer Confidential Attachment G-1-1 Xinyi Malaysia's Production Flowchart for the explanation of production activities.

The production process can also be demonstrated as follows based on the facilities involved:

Production Facilities	Production Activities
Mixer Cullet System	Mixing
Furnace Ventilation System Furnace	Melting
Tin Bath	Floating/Forming
Lehr	Annealing
Cold End Equipment Inspection System	Cooling

By-products and scrap generated in the production of the goods are mainly glass cullet. Xinyi ESM recycles the glass cullet into the production for CFG.

2. 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.

The following entities related to Xinyi ESM were involved as “suppliers” of certain equipment, spare parts and materials for Xinyi ESM during the investigation period:

[CONFIDENTIAL TEXT DELETED – names of related entities].

G-2. Cost accounting practices

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

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Xinyi ESM's cost accounting system is based on actual costs.

2. If your 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.

Not applicable, in that Xinyi ESM's cost record are kept on an actual cost basis.

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 TEXT DELETED – accounting practices].

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

[CONFIDENTIAL TEXT DELETED – accounting practices].

5. Are there any costs for management accounting purposes valued differently to financial accounting purposes? If yes, provide details of the differences.

[CONFIDENTIAL TEXT DELETED – accounting practices].

6. Has your company engaged in any start-up operations in relation to the goods? 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.

[CONFIDENTIAL TEXT DELETED – accounting practices].

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

[CONFIDENTIAL TEXT DELETED – production costing details]

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

[CONFIDENTIAL TEXT DELTED – production costing details]

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

Please see above with respect to glass cullet generated as part of production of the goods.

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

[CONFIDENTIAL TEXT DELTED – management fees/corporate allocations]

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.
- 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.

Please see Xinyi ESM Confidential EQ Spreadsheet - G-3 Domestic CTM.

As noted above, Xinyi ESM confirms that the *proforma* invoice date reflects the date of sale for its domestic and Australian sales. As such, Xinyi ESM provides additional CTM data pertaining to [CONFIDENTIAL TEXT DELTED – periods], at Xinyi ESM EQ Spreadsheet - G-3.b Domestic CTM pre-POI.

2. Complete worksheet titled "G-3.2 domestic CTM source" listing the source of the data for each column of the worksheet "G-3 domestic CTM".

Please see Xinyi ESM Confidential EQ Spreadsheet - G-3.2 Domestic CTM source.

G-4 Selling, General & Administration expenses

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

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- 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.

Please see Xinyi ESM Confidential EQ Spreadsheet - G-4.1 SG&A listing

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.

Please see Xinyi ESM Confidential EQ Spreadsheet - G-4.2 Dom SG&A calculation.

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.

Please see Xinyi ESM Confidential EQ Spreadsheet - G-5 Australian CTM.

2. Complete worksheet titled "G-5.2 Australian CTM source" listing the source of the data for each column of worksheet "G-5 Australian CTM".

Please see Xinyi ESM Confidential EQ Spreadsheet - G-5.2 Australian CTM source.

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
- (b) Labour
- (c) Manufacturing overheads

These costs are allocated based on production tonnage.

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.

Please refer to Confidential Attachment G-6-2 Cost Allocation Demo.

G-7 Major raw material costs

1. What are the major raw materials used in the manufacture of the goods?

The main raw materials used for the production of the GUC are [CONFIDENTIAL TEXT DELTED – raw materials].

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 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.

Xinyi ESM did not source any raw materials as part of an integrated production process or from a subsidiary company which it exercise control during the investigating period.

As noted above, Xinyi ESM did recycle glass cullet generated from its production of the goods back to the production of clear float glass.

[CONFIDENTIAL TEXT DELETED – details of supply chain and names of related entities].

3. Using the domestic cost data in “G-3 Domestic CTM” (use “G-5 Australian CTM” if you have no domestic production of like goods), calculate the weighted average percentage of each raw material cost (listed in G-7.1) as a proportion of total cost to make.

Please see the percentage information in G-3 Domestic CTM.

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.

As mentioned above, [CONFIDENTIAL TEXT DELETED – raw materials] at Xinyi ESM Confidential EQ Spreadsheet – G-7.4 Raw material purchase.

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

Please refer to Xinyi ESM Confidential EQ Spreadsheet - G-3.2 domestic CTM source and G-5.2 Australian CTM source.

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

Please see required documents at Confidential Attachments G-7-6 [CONFIDENTIAL TEXT DELETED – details of invoices].

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.

[CONFIDENTIAL TEXT DELETED – names of related entities] related to Xinyi ESM. The price of supply was on a market price plus fee basis reflecting [CONFIDENTIAL TEXT DELETED – details of supply chain and names of related entities].

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.

Please see Xinyi ESM Confidential EQ Spreadsheet – G-8 Upward costs.

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.

Please see Xinyi ESM Confidential EQ Spreadsheet – G-8 Upward costs worksheet, with screenshots of the cost of goods sold also included.

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; and
 - provide the account number and sub-account number (if applicable) at column E of the worksheet.

G-9 Production of the goods under consideration

1. Describe your company’s practices for capturing the production quantities reported at worksheets “G-3 domestic CTM” and “G-5 Australian CTM”. Consider using a flowchart in answering this question.

Please see Confidential Attachment G-9-1 Flowchart - Finished Products.

2. Outline the types of source documents kept by the company in relation to production quantities and how the production quantities are entered into the accounting system. Consider using a flowchart in answering this question.

Please see Confidential Attachment G-9-1 Flowchart - Finished Products.

3. Briefly explain the reasons for any differences between:
 - (a) the production quantities reported at worksheet “G-3 domestic CTM” and the sales volumes reported at worksheet “D-2 domestic sales”; and
 - (b) the production quantities reported at worksheet “G-5 Australian CTM” and the sales volumes reported at worksheet “D-2 domestic sales”.

Xinyi ESM advises that the production quantities reported at G-3 and G-5 are the same – being Xinyi ESM’s total production of the goods during the investigation period.

The total production quantity, being [CONFIDENTIAL TEXT DELETED – production volume] for the investigation period is slightly different to the total sales quantity during the same period being [CONFIDENTIAL TEXT DELETED – sales volume] mainly due to inventory in and out.

4. Do you have warehousing facilities for the goods exported to Australia or sold domestically? If no, what do you do with excess inventory? If yes, please outline:
 - (a) the volume capacity of these facilities;

- (b) the monthly amount of inventory maintained during the period; and
- (c) the average period of time that inventory is retained, and how this is calculated.

Xinyi ESM has warehousing facilities with the capacity of storing [CONFIDENTIAL TEXT DELETED – storage capacity] of float glass located in Melaka, Malacca.

The monthly amount of inventory (in MYR terms) maintained during the investigation period are as follows:

[CONFIDENTIAL TEXT DELETED – monthly inventory].

The average period of time that inventory is retained at Xinyi ESM is [CONFIDENTIAL TEXT DELETED – average inventory]. This is based on the following formula:

$$\text{average inventory} \div \text{cost of goods sold} \times 365 \text{ days}$$

For the investigation period, this means: [CONFIDENTIAL TEXT DELETED – average inventory calculation].

G-10 Capacity Utilisation

1. Please complete the worksheet named “G-9 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.

Refer Xinyi ESM Confidential EQ Spreadsheet G-10 Capacity Utilisation.

2. Explain how the production capacity and capacity utilisation has been calculated.

Production capacity is the installed capacity which allowed the maximum daily output.

Production capacity is calculated by the daily melting tonnage capacity multiply with number of days and standard yield ratio. For the investigation period, Xinyi has also taken into account the number of days affected by Covid-19 pandemic related disruptions and removed the affected capacity from the total production capacity for the investigation period.

Capacity utilisation is based on actual production divided by production capacity.

SECTION H COUNTERVAILING

The following programs are being investigated

Category	Program number	Program name
Provision of goods at less than adequate remuneration	1	Gas at less than adequate remuneration
Preferential tax policies	2	Income tax reductions (“Pioneer Status”)
	3	Income tax allowance
	4	Double deductions for export credit insurance
	5	Reinvestment allowance

H-1 General

1. Complete the worksheet named “H-1 Company turnover”
 - This worksheet is a table of the total company revenue over the period and split into:
 - Total revenue for Australian sales, domestic sales and third country sales
 - Revenue of the goods for Australian sales, domestic sales and third country sales
 - You must provide this table in electronic format using the template provided.
 - If you have used formulas to complete this worksheet, these formulas must be retained.

Please refer to Xinyi ESM Confidential EQ Spreadsheet - H-1 Company turnover.

H-2 Provision of goods at less than adequate remuneration

1. Did your business or any related business receive any benefit under Program 1 during the period? If yes, provide details.

Xinyi ESM did not receive any benefit under Program 1 during the period.

[CONFIDENTIAL TEXT DELETED – details of supply chain]. There is neither preferential nor specific pricing for Xinyi ESM.

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2. Did your business receive any reduction/reduced price for the purchase of natural gas during the investigation period? If so, describe the eligibility criteria, application and approval procedures for obtaining a benefit under the program.

As mentioned above, Xinyi ESM paid the full standard market price applicable to any users at the [CONFIDENTIAL TEXT DELETED – details of supply chain] level of consumption. Accordingly, Xinyi ESM did not receive any reduction or reduced price for the purchase of natural gas during the investigation period.

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

Not applicable, in that Xinyi ESM has not received any assistance or benefit with respect to its procurement of natural gas during the investigation period.

4. If your business purchased natural gas in relation to the production of CFG, whether for power generation or other processes relating to the production of CFG, was the gas utility company a wholly state owned enterprise (SOE) or a state invested enterprise (SIE)? Please provide the names of the companies that supplied your company's natural gas during the investigation period, and indicate the nature of the supplier, e.g. SOE, SIE or private.

Xinyi ESM purchased natural gas for the furnace heating process to melt the raw materials into molten glass. The supplier is [CONFIDENTIAL TEXT DELETED – name of supplier].

Based on publicly available information, [CONFIDENTIAL TEXT DELETED – shareholders of supplier].

5. Provide a summary of all payments made for natural gas during the investigation period in the attached spreadsheet labelled "H-2 Natural Gas Purchases" and provide copies of invoices and evidence of payment.

Please see invoices and payment proof applicable to the investigation period at Confidential Attachments H-2-5 Gas Invoices and H-2-5 Gas Payment Proof.

6. Please provide copies of any relevant contracts or purchase agreements relating to your suppliers of natural gas listed in your response to H-2.5.

Please see the Gas Supply Agreement between Xinyi ESM and [CONFIDENTIAL TEXT DELETED – name of supplier] at Confidential Attachment H-2.6 Gas Supply Agreement.

7. Does your business or related business lease or purchase land use rights in relation to land from a SOE or SIE? If so provide a copy of the agreement(s).

Xinyi ESM respectfully refers the Commission to the advice above – that Xinyi ESM's natural gas procurement are completely market based, [CONFIDENTIAL TEXT DELETED – details of supply chain]. Therefore, Xinyi ESM respectfully submits that this question has no relevance to the alleged LTAR program subject to the investigation. The allegation that Xinyi somehow received subsidised natural gas due to its land acquisition is simply false and not based on any facts.

In the spirit of collaboration, [CONFIDENTIAL TEXT DELETED – details of assets purchases].

Xinyi ESM can confirm that these purchases did not give rise to Xinyi ESM being “subsidised” nor did the purchases allow Xinyi ESM to receive a benefit with respect to its purchase of natural gas. Instead, as demonstrated above at H-2-1 and H-2-5, Xinyi ESM purchased natural gas at the standard market rate in Malaysia.

H-3 Preferential tax policies

1. Complete the worksheet named “H-3 Income Tax”

- This worksheet is a table of your company’s income tax liability over the last three financial years.
- You must provide this table in electronic format using the template provided.
- If you have used formulas to complete this worksheet, these formulas must be retained.

Please refer to Xinyi ESM Confidential EQ Spreadsheet - H-3 Income Tax.

2. Provide a copy of your company’s annual tax return for the last three financial years. If the documents are not in English, please provide a translation of the documents.

Xinyi ESM provides the annual income tax assessment documentation pertaining to 2018 and 2019 at Confidential Attachments H-3-2 Tax Assessment 2018 and H-3-2 Tax Assessment 2019. For 2020, Xinyi ESM advises that the annual tax return is due in August 2021. Xinyi ESM will provide the tax return for verification as soon as it is completed.

Further, with respect to 2020, Xinyi ESM can confirm that [CONFIDENTIAL TEXT DELTED – tax position].

3. Provide proof of your company’s tax payments to your tax authority over the last three financial years, including any progress payments made and related forms submitted to reconcile the annual tax return.

Please see Confidential Attachment H-3-3 Income Tax Payment Proof 2018, 2019 and 2020.

Please also see Confidential Attachment H-3-3 Tax Refund 2018. Xinyi ESM has not received the tax refund for 2019 yet and is in the process of finalising its tax return for 2020.

4. What is the general tax rate for enterprises (also referred to as the company or corporate tax rate) during the previous two financial years?

The general corporate tax rate in Malaysia, being the tax rate applicable for Xinyi ESM, has been 24% in recent years.

5. Did your company pay less than the general tax rate for enterprises referred to in question H-3.4?

No. As mentioned above, during the investigation period, Xinyi ESM paid the general tax rate of 24%. That is, [CONFIDENTIAL TEXT DELTED – tax position].

If yes:

- a. What tax rate did your company pay?

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- b. Was the reduction in the tax paid or payable related to any of the preferential income tax programs in the table at the top of Section H above?
- c. What is the name of the program?
- d. What is the name of the authority granting your company the reduced tax rate?
- e. What is the eligibility criteria to benefit from the reduced tax rate?
- f. Provide details of the application process
- g. Provide a copy of the blank application form. If the documents are not in English, please provide a translation of the documents.
- h. Provide a copy of your company's completed application form, including all attachments to the application form. If the documents are not in English, please provide a translation of the documents.
- i. Provide a copy of any confirmation or other correspondence from the authority approving your company for the reduction in tax rate. If the documents are not in English, please provide a translation of the documents.
- j. Outline the fees charged to, or expenses incurred by your business for purposes of receiving the program.

Not applicable, in that the generally applicable 24% corporate tax rate applies to Xinyi ESM during the investigation period.

H-4 Financial grants

1. Complete the worksheet named "H-4 Grants"
 - This worksheet is a table of the grants received by company over the period plus the two preceding years.
 - You must provide this table in electronic format using the template provided.
 - If you have used formulas to complete this worksheet, these formulas must be retained.

Please refer to Xinyi ESM Confidential EQ Spreadsheet - H-4 Grants.

2. Provide a copy of your company's non-operating income and/or other business income ledgers, extracted directly from your accounting system, for the period covering the period plus the 2 preceding years.

Please see Confidential Attachments H-4-2 Non-Operating Income and H-4-2 Other Operating Income.

3. Did your company receive any grants (or any other financial contribution) from any level of government during the period plus the two preceding years?

[CONFIDENTIAL TEXT DELETED – grants]

If yes:

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- a. Were any of the grants related to any program listed in the table at the top of Section H above? If yes, identify the program.

[CONFIDENTIAL TEXT DELETED – grants]

- b. Were any of the grants related to programs not listed in the table at the top of Section H above? If yes, provide the names of the programs.

[CONFIDENTIAL TEXT DELETED – grants]

4. For each of the grants listed in H-4.3:

- a. What is the name of the grant?

Special Wage Subsidy Programme.

- b. What is the name of the authority providing the grant?

The Social Security Organisation (PERKESO).

- c. What is the eligibility criteria to receive the grant?

Wage Subsidy Programme is special subsidy program due to Covid-19 pandemic. The eligibility criteria are as follows:

- 1) Employers and employees must register or contribute with SOCSO before 1 April 2020.
- 2) Employers have registered with the Companies Commission of Malaysia SSM - Companies Commission of Malaysia or Local Authorities (PBT) before 1 January 2020.
- 3) Employers must start operations before 1 January 2020.
- 4) Local Employees earning RM 4,000 and below per month.
- 5) For employers with 76 employees and above, the employers experienced a 50% decrease in income compared to January 1, 2020 or the subsequent months.

- d. Is the grant directly related to the goods under consideration, export sales to Australia and/or export sales generally?

No, the subsidy was provided for all eligible Malaysian companies affected by Covid-19.

- e. Provide details of the application process.

[CONFIDENTIAL TEXT DELETED – grants]

- f. Provide a copy of the blank application form. If the documents are not in English, please provide a translation of the documents.

The application must be lodged on the PERKESO website at <<https://psu.perkeso.gov.my/>>.

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- g. Provide a copy of your company's completed application form, including all attachments to the application form. If the documents are not in English, please provide a translation of the documents.

[CONFIDENTIAL TEXT DELETED – grants]

- h. Provide a copy of any confirmation or other correspondence from the authority approving the grant. If the documents are not in English, please provide a translation of the documents.

[CONFIDENTIAL TEXT DELETED – grants]

- i. Provide proof of payment of your company receiving the grant (e.g. bank statements).

[CONFIDENTIAL TEXT DELETED – grants]

- j. Provide a copy of the accounting journal entries relating to the grant.

[CONFIDENTIAL TEXT DELETED – grants]

- k. Outline the fees charged to, or expenses incurred by your business for purposes of receiving the grant.

[CONFIDENTIAL TEXT DELETED – grants]

H-5 Other Programs

- 1. Provide a list of all the provinces in which you have business operations (including locations of factories, sales offices, or other places of business).

All of Xinyi ESM's premises in Malaysia are located in Melaka.

- 2. Are you aware of any programs of the Government of Malaysia, any of its agencies or any other authorised body that benefits manufacturers of the goods that have not been accounted for in this questionnaire? Provide the name of those programs you are aware of (even if your company is not eligible to receive benefit under the program.)

Xinyi ESM is a private company in Malaysia and does not consider itself qualified to provide information beyond the regulatory programs to which it has direct experiences with. As mentioned above, from Xinyi ESM's perspective, the only subsidy program it has benefited during the investigation period is the special wage subsidy, as explained above in H-4, which is not accounted for in this questionnaire.

Xinyi ESM understands that the Government of Malaysia will provide full collaboration with the Commission in this investigation. Accordingly, the Commission is respectfully requested to refer to the relevant information as provided by the Government of Malaysia in its response to the Government Questionnaire. Nonetheless, Xinyi ESM is committed to provide its cooperation at its best ability and will continue to provide further information as the Commission considers to be relevant and necessary for the purpose of investigating the alleged subsidisation.

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3. Indicate the location of the program by region, province or municipal level.

Please refer to Xinyi's response at H-5.2 above.

4. Indicate the type of program, for example:

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

Please refer to Xinyi's response at H-5.2 above.

For **each program** that you have identified, answer the following.

Please refer to Xinyi's response at H-5.2 above.

5. Indicate whether your company benefited from any of the listed programs during the period.
6. Indicate which goods you produced that benefited from the program (e.g. the program may have benefited all production or only certain products that have undergone research and development).
7. Describe the application and approval procedures for obtaining a benefit under the program.
8. Where applicable, provide copies of the application form or other documentation used to apply for the program, all attachments and all contractual agreements entered into between your business and the Government of Malaysia in relation to the program.
9. Outline the fees charged to, or expenses incurred by your business for purposes of receiving the program.
10. Outline the eligibility criteria your business had to meet in order to receive benefits under this program.
11. State whether your eligibility for the program was conditional on one or more of the following criteria:
 - a) whether or not your business exports or has increased its exports;
 - b) the use of domestic rather than imported inputs;
 - c) the industry to which your business belongs; or
 - d) the region in which your business is located.
12. If the benefit was provided in relation to a specific activity or project of your entity, please identify the activity and provide supporting documentation.

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13. What records does your business keep regarding each of the benefits received under this program? Provide copies of any records kept in relation to the program.
14. Indicate where benefits under this program can be found in your accounting system (i.e., specify the ledgers or journals) and financial statements.
15. To your knowledge, does the program still operate or has it been terminated?
16. If the program has been terminated, please provide details (including when and why). When is the last date that your business could apply for or claim benefits under the program? When is the last date that your business could receive benefits under the program?

If the program terminated has been substituted for by another program, identify the program and answer all the questions in Part H-5 in relation to this programme.

EXPORTER'S DECLARATION

I hereby declare that **Xinyi Energy Smart (Malaysia) Sdn Bhd** 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	Sin Ket Hin
Signature	
Position in Company	Finance Director
Date	29 June 2021

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)

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

CPT	carriage paid to
CIP	carriage and insurance paid to

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.