**The ConfidentialEdition**

**The Public Edition  
Ministry of Commerce of the People's Republic of China   
 Trade Relief Bureau**

Trade Remedy and Investigation Bureau

Ministry of Commerce

People's Republic of China

**Countervailing Dairy Products**

**Domestic Producers Questionnaire**

Please be in Beijing timeDecember2,202417:Before 00, reply to:

**2 Changan Street, Beijing, People's Republic of China 100731**

**Policy and Regulations of the Trade Relief Bureau of the Ministry of Commerce of the People's Republic of China**

**The phone:**(86)**-**10**-**65198196 65198054 65198760 85093421

**The fax:**(86)**-**10**-**65198172

**Company name:**

**The Site:**

**The Contacts: Functions of Contact Persons:**

**Contact the phone: The mobile phone:**

**The fax:**

**The postal code: The email address:**

**Delivery time of answer:** Year(Completed by the Investigation Authority upon receipt of the reply)

**The case is:**The relevant dairy countervailing cases were filed by the Dairy Industry Association of China and the Dairy Industry Association of China on July 29, 2024, the Ministry of Commerce of the People's Republic of China (hereinafter referred to as the Ministry of Commerce) in accordance with the provisions of the People's Republic of China Anti-subsidy Regulations on August 21, 2024, decided to carry out an anti-subsidy investigation of imported dairy products originating in the European Union.Industrial Damage Investigation Period:From January 1, 2020 to March 31, 2024.

**Products investigated**

1. Name:Related dairy products.The English name is:Certain dairy products.

(2) The tax number:The tax code in the import and export tax of the People's Republic of China is:04015000, 04061000, 04062000, 04063000, 04063000, å.

Product description:Related dairy products include fresh cheese (including whey cheese) and condensation, processed cheese (whether grounded or powdered), blue cheese and other cheeses produced by Loudi penicillus, other unlisted cheeses, milk and rare cream with unconcentrated and unsweetened or other sweet substances (more than 10% fat by weight).

4. Primary uses:It is mainly used as direct or processed food for human consumption.

5) Classification of products:On the basis of comprehensive consideration of applications and sampling questionnaires, the investigation authorities will conduct the "damage survey product classification" of the products surveyed and similar products, please see the table below.

|  |  |
| --- | --- |
| Category: Categories | The Description |
| 1 | The Cheese |
| 2 | Milk and rare creams that are not concentrated and unsweetened or other sweet substances (both appropriate)  More than 10% fat by weight) |

The "Damage Survey Product Classification" will be used to compare the prices of the products under investigation and the prices of similar products in China.In answering all questions related to product classification, your company provides information in accordance with the above-mentioned "Damage Survey Product Classification" in addition to its own product model and code.Throughout the responses, please use the above classification criteria accurately and consistently.

**Has your company produced products that are the same or similar to the product being investigated during the survey period?**

No (please sign in the following statement and immediately return this page of reply and affirmation to the Ministry of Commerce)

() Is (read the instructions carefully, sign in the following statement, complete all questionnaires, send all the answers back to the Ministry of Commerce)

**Does your company support this countervailing investigation?**

() (no)

() It is

(Without a position)

Please outline the reasons.

**During the investigation period, did your company import the products under investigation?**

No to ()

Yes - please contact the Trade Relief Investigation Bureau of the Ministry of Commerce as soon as possible to receive a domestic importer survey questionnaire or log in to the substation of the Trade Relief Investigation Bureau of the Ministry of Commerce and China Trade Relief Information Network download questionnaire.

Letter of Affirmation

The Company affirms that the information provided in this response is complete, accurate and substantiated and that the Company is aware that the information provided will be verified by the Ministry of Commerce, and agrees to the use of the Ministry of Commerce and its authorized staff in this countervailing investigation and ruling.

If you do not agree with the above, please explain below.

Hereby affirms.

(The company seals)

Signed by Authorized Contacts In the department. The job.

Contact the phone. It's a fax. The E-mail Address

Date of Date

**Questionnaire Notes and Related Definitions**

**I. Questionnaire Notes**

This questionnaire was formulated by the Ministry of Commerce in accordance with the provisions of the Countervailing Subsidy Regulations of the People's Republic of China to determine whether the domestic industry suffered damage during the investigation period and whether there is a causal relationship between subsidized imported products and damage.The information in this questionnaire will be used for the investigation and decision of the case.If there is no special indication, please provide relevant information during the investigation period.

Any interested party participating in the survey shall respond to this questionnaire and receive relevant verification and shall not make false statements.If it refuses to provide information, or fails to reflect the situation, or cannot fill out this questionnaire and the relevant material in the requested form or manner within the time specified by the Ministry of Commerce, or the information provided is incomplete and erroneous, which results in the relevant information cannot be used, or the information provided cannot be verified, or there are other serious impediments to the investigation, the Ministry of Commerce may make a determination on the basis of existing or other available information.A decision based on the above methods may be detrimental to your company.

The Ministry of Commerce will give full consideration to the legitimate right of stakeholders to keep the particular information submitted confidentially, while the Ministry of Commerce protects the right of interested parties to know the relevant information in accordance with the law.Any information that is inherently confidential (e.g. because the disclosure of the information will lead to substantial profit from other competitors or cause serious unhelpful effects on the provider or source of the information) or a stakeholder's request that it be confidential, such information as the relevant information is justified by the stakeholder, the Department of Commerce will keep the information confidential.Such information shall not be disclosed without the consent of the Provider.Stakeholders shall provide confidential information in writing the reasons for the application for confidentiality and provide a non-confidential summary of such information at the same time.

For the information requested for confidential processing in the answer, the public version shall state the reasons for confidentiality on a case-by-case basis and provide a non-confidential summary of the confidential information, which will be made public and accessible to other stakeholders.The non-confidential summary should be sufficiently detailed to ensure that other stakeholders have a reasonable understanding of the substance of the confidential information.

In exceptional circumstances and with the consent of the Ministry of Commerce, the interested party may not submit a non-confidential summary of certain confidential information, but must still submit a reasonable and sufficient written statement explaining the reasons why the confidential information cannot be summarized on a case-by-case basis.

Methods for providing non-confidential summaries include, but are not limited to, exponentializing data or indicating data intervals, summarizing and generalizing textual information.

The Ministry of Commerce will review non-confidential summaries provided by stakeholders, who may comment on non-confidential summaries.If it fails to reasonably reflect the substance of the confidential information or lacks a reasonable and sufficient reason for not being able to summarise, the Ministry of Commerce will inform the interested party of the deadline to correct it once.

If the Ministry of Commerce considers that the stakeholder's application for confidentiality is not justified and the interested party is unwilling to disclose information or authorize disclosure of information in summary form, the Ministry of Commerce may refrain from using such information at the time of its ruling.

In accordance with the above principles, the questionnaire should be submitted in a confidential and public version at the same time.The confidential version shall be a complete answer containing all information, including confidential information; The public version should be a non-confidential summary of public information and confidential information.The open version and the confidential version should be indicated on the first page of the answer.The part of the public version answer that does not apply for confidential processing should be fully consistent with the corresponding part of the confidential version.

The public and confidential versions should be mailed using two envelopes, placing the confidential version inside the envelope with the words "Content - open only by the recipient";The envelope of the coat must also be sealed, but not marked with confidential words.

In response, a separate paper note may be included as part of the answer to the questionnaire if certain items are not fully described.The contents of the paper note should clearly indicate the number of specific questions corresponding to the questionnaire.

The answer must be completed using standardized Chinese characters and digital symbols that meet national standards, except for special texts that are not legally translated into Chinese.For written answers provided by your company, please provide two copies of the public and confidential versions, as well as CD-ROMs made by thePDFandWPSversions or other computer carriers acceptable to the Department of Commerce's Trade Relief Investigation Bureau.Electronic versions should also be submitted through the Trade Relief Survey Information Platform (https://etrb.mofcom.gov.cn).The content of the electronic and book versions should be the same and the format should be consistent.

The Ministry of Commerce has the right to further collect information and information relating to this investigation by issuing additional questionnaires or other means.

Ask your company to fully retain the working draft and relevant documents to answer this questionnaire for verification by the Ministry of Commerce on the ground.

If the circumstances and evidence related to the answer of your company change, you should promptly notify the Ministry of Commerce and supplement the relevant materials, otherwise the Ministry of Commerce will not bear the consequences.

**Definitions Relevant to this Questionnaire**

**Products under investigation:**Refers to the imported products identified by the investigating organ in this case under this countervailing check.

**Domestic similar products:**Chinese domestic companies produce the same products as the products under investigation, or if the same product does not exist, are the most similar in terms of characteristics.

**3. Associated parties:**Both shall be considered as related parties in the following cases:A)One Party directly or indirectly controls the other;Bothparties aredirectly or indirectly controlled by a third party; Both parties directlyor indirectly control a third party and have reason to believe that the existence of this joint control relationship causes them to act differently from those who have no relationship.If one party is legally or operationally in a position to restrict or direct the other, the former shall be deemed to control the latter.

**Deadline for responses:**The reply should be delivered to the Ministry of Commerce on the date.Please submit this Questionnaire as of the date of submission of thequestionnaire 17:00 (Beijing time) previously sent to or sent directly to the address listed on the front page of this questionnaire, and should be submitted via the Trade Relief Investigations Platform (https://etrb.mofcom.gov.cn）) electronic version of thePDFandWPSversions,respectively.The Trade Relief Investigation Bureau of the Ministry of Commerce takes the time to receive the written answers and the electronic version submitted by the "Trade Relief Investigation Informatization Platform" as the time for submission of the paper.

**Period of investigation:**Refers to the time period during which industrial damage survey data is collected.

**Part One Company Basic Situation**

Your company's answer to this section of the contact person in the department's position Telephone Note:For questions in this section, please fill in the end period of the survey period (1 April 2023 to 31 March 2024).

(1) Description of your company's registered capital, economic nature, industry category, etc., and provide associated company composition.

2) Is your company a public company?

No to ()

Yes - fill in the following:

Name of Stock Exchange: Stock name and trading code:

If your company is not a listed company, but is incorporated into the parent company's listed segment, please indicate the parent's company name, stock exchange name, stock name and trading code, and when your company was incorporated into the parent company's listed segment.

Please fill in information about the owner of your company or the 10 largest shareholders and the proportion of investment (less than 10 in real terms).

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| The serial number. | Name of Investor | Proportion of investment | Mode of Investment | The address. | Contact the phone. |
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Have the owners or shareholders of your company changed during the investigation period?

The Nothing ()

Yes - please indicate the changes.

5, during the investigation period, whether your company or your company's domestic affiliates imported the products under investigation, or foreign (regional) related exported products to China?

No to ()

Yes - fill in the following:

Table I:

|  |  |  |  |
| --- | --- | --- | --- |
| Name of company | The address. | Contact the phone. | Relationship with your company. |
|  |  |  |  |
|  |  |  |  |

Table II: The unit:Kilograms, United States dollars, USD/kg

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| During the period | Amount of money | The number of | Average price (please indicate terms of trade, etc.) | Use of Products |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

During the investigation period, your company or your company's domestic affiliates have imported the same products from other countries (regions) outside the country under investigation, or foreign (regional) related to China export the same products as the products investigated in this case?

The Nothing ()

There is () - fill in the following:

Table I:

|  |  |  |  |
| --- | --- | --- | --- |
| Name of company | The address. | Contact the phone. | Relationship with your company. |
|  |  |  |  |
|  |  |  |  |

Table II: The unit:Kilograms, United States dollars, USD/kg

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| During the period | Amount of money | The number of | Average price (please indicate terms of trade, etc.) | Use of Products |
| The Year2020 |  |  |  |  |
| The2021 |  |  |  |  |
| 2022 |  |  |  |  |
| 2023 |  |  |  |  |
| January - March2023 |  |  |  |  |
| January - March2024 |  |  |  |  |

During the investigation period, does your company have domestic or foreign affiliates to produce the products or similar products under investigation?

The Nothing ()

There is () - fill in the following:

|  |  |  |  |
| --- | --- | --- | --- |
| Name of company | The address. | Contact the phone. | Relationship with your company. |
|  |  |  |  |
|  |  |  |  |

Please provide a chart of the organization settings within your company.The chart should list all departments engaged in the development, production and sales of similar products.

**Part II: Similar products in the country**

Your company responds to this section of the contact person in your department, office, phone number.

Provide descriptions of similar products produced by your company, including name, physical and chemical characteristics, use, consumer evaluation, national standards, industry standards, etc., and provide product specifications or promotional manuals.

Provide your company in the day-to-day management, the relevant dairy products sold according to quality, consumption grade or brand level, and provide relevant certification materials.

Please briefly describe whether the similar products produced by your company and imported products are the same in product characteristics (including physical and chemical characteristics, product appearance, packaging), product quality, use, production (including the use of materials and production devices, processes), sales conditions and sales channels, product specifications or type range, transportation conditions, consumer awareness and so on?Please explain one by one.

Please indicate whether similar products produced by your company and the products being investigated are replaceable?What's the substitution?

Please describe the main raw materials, fuel and power names for the production of similar products, and provide their respective unit quotas and actual consumption indicators in accordance with the table below.

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Name of Material | In 2020 | | In 2021 | | In 2022 | | In 2023 | | January-March 2023 | January-March 2024 | |
|  | Single - Bit Quantity | The Practical Depletion | Single - Bit Quantity | The Practical Depletion | The Unit  The quota | The Practical Depletion | The Unit Quantity | Real International Consumption |  | Single - Bit Quantity | The Practical Depletion |
|  |  |  |  |  |  |  |  |  |  |  |  |
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Please explain the origin of the main raw materials of similar products and the purchase of raw materials (such as raw material prices, transportation conditions, etc.), if there is import, please fill in the importing country (region), import port and import price.

The unit:Kilograms, Dollars (USDs), Dollars (USDs)/kg

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Name of raw materials | Volume of Purchases | Purchase amount (excluding taxes) | Purchase price (excluding taxes) | Origin and Transport Conditions |
| In 2020 |  |  |  |  |
| Among them:The Importation |  |  |  |  |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| In 2021 |  |  |  |  |
| Among them:The Importation |  |  |  |  |
| In 2022 |  |  |  |  |
| Among them:The Importation |  |  |  |  |
| In 2023 |  |  |  |  |
| Among them:The Importation |  |  |  |  |
| January-March 2023 |  |  |  |  |
| Among them:The Importation |  |  |  |  |
| January-March 2024 |  |  |  |  |
| Among them:The Importation |  |  |  |  |

14, explain the production equipment and equipment and production process of your company to produce similar products (please accompany the production flow chart).

**Part III Operational and Related Information**

Your company responds to the contact person in this section of the department job number 15, during the investigation period, has your company been damaged by the import of the products under investigation?

No to ()

Yes - which corporate subsidies do your company think is caused by the damage?And please.

Fill out the following form of data held by your company about the export of enterprises to China

The unit:Kilograms, United States dollars/kg

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Enterprise Name | The Country (Regional Area) | The address. | In 2020 | | In 2021 | | In 2022 | | In 2023 | In 2023  January - March | | January-March 2024 | |
| The Number of Quantities | The Price Character | The Number of Quantities | The Price Character | The Number of Quantities | The Price Character | Numerical Quantity | The Number of Quantities | The Price Character | The Number of Quantities | The Price Character |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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Indicate the quantity and price of similar products exported to China by other countries (regions) that were not investigated by your company during the investigation period.

During the investigation period, has your company been involved in opening new factories, relocations, expansions, acquisitions, mergers or closures related to the production of similar products?

No to ()

Is () - the time, cause, condition and production of similar products provided for the above changes

The impact.

During the investigation period, your company and associated parties have any of the following transactions related to the products under investigation or similar products;

(1) the procurement and sale of raw materials, main materials, fuel, power required for production;

The Nothing ()

Yes - please follow the table below to provide the number, unit price, amount, amount below (higher) market price per year during the survey period, as well as an indication of the relationship and the associated transaction process.

The unit:Kilograms, Dollars, Dollars/kg

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| During the period | Name of Material | The Number of Transactions | The Transaction Amount | The Average Price | Less than (beyond) market price |
| The Year2020 |  |  |  |  |  |
| The2021 |  |  |  |  |  |
| 2022 |  |  |  |  |  |
| 2023 |  |  |  |  |  |
| 2023  January - March |  |  |  |  |  |
| The year2024  January - March |  |  |  |  |  |

(2) the purchase and sale of products or similar products under investigation;

The Nothing ()

Yes - please follow the table below to provide the number, unit price, amount, amount below (higher) market price per year during the survey period, as well as an indication of the relationship and the associated transaction process.

The unit:Kilogram, dollar (USD), dollar (USD)/kg

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| During the period | Similar Products | The Number of Transactions | The Transaction Amount | The Average Price | Less than (beyond) market price |
| The Year2020 |  |  |  |  |  |
| The2021 |  |  |  |  |  |
| 2022 |  |  |  |  |  |
| 2023 |  |  |  |  |  |
| 2023  January - March |  |  |  |  |  |
| The year2024  January - March |  |  |  |  |  |

During the investigation period, do the equipment and devices used by your company to produce similar products also produce other products?

No to ()

Yes - fill in data on the distribution of production capacity for each product (including similar products).

The unit:Kilogram of kilogram

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| The product  The Name Period | Total Capacity of Devices | (Similar products) | |  | |  | |
| The number of | The Percentage | The number of | The Percentage | The number of | The Percentage |
| The Year2020 |  |  |  |  |  |  |  |
| The2021 |  |  |  |  |  |  |  |
| 2022 |  |  |  |  |  |  |  |
| 2023 |  |  |  |  |  |  |  |
| January - March2023 |  |  |  |  |  |  |  |
| January - March2024 |  |  |  |  |  |  |  |

Note to:If there is no data on the distribution of production capacity for each product (including similar products), please fill out the actual production of various products (including similar products) and the proportion of the actual production of all products produced by the equipment and installations, and apportion them accordingly.

20, in addition to producing similar products, does your company also produce other products?

No to ()

Is () - please provide the indicators of the production and operation of similar products (production, sales, sales revenue, gross sales profit) account for the proportion of the enterprise's corresponding overall indicators.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Production of % | Sales of % | Cost of production (or: Manufacturing costs) % | Sales revenue % | Sales of Maori % |
| The Year2020 |  |  |  |  |  |
| The2021 |  |  |  |  |  |
| 2022 |  |  |  |  |  |
| 2023 |  |  |  |  |  |
| January - March2023 |  |  |  |  |  |
| January - March2024 |  |  |  |  |  |

Note to:The proportion should be retained after four decimal points, such as 12.3456%.

(1) the proportion of output (%) = similar product output / enterprise production of all product output (including similar products) × 100%

Production of similar products = production of similar products in Title 41.

(2) the proportion of sales (%) = sales of similar products / the number of products sold by enterprises (including similar products) × 100%

Sales of similar products = "total sales volume" in Title 37.

The total number of products sold by enterprises shall include two parts of domestic sales and exports, which contain the amount of domestic sales and exports of similar products.

(3) The proportion of production cost (or manufacturing cost) (%) = the production cost of similar products / the production cost of enterprise production (including similar products) × 100%

The production cost (or manufacturing cost) of similar products here refers to the production cost (or manufacturing cost) of the finished product;The production cost of all products (including similar products) refers to the production cost of finished or unfinished products.

The production cost of similar products (or manufacturing costs) = "unit cost of production" in Title 43 × the output in Title 41.

(4) The proportion of sales revenue (%) = sales revenue of similar products / all revenue (including similar products) x 100%.

Revenue from the sale of similar products = "total sales revenue" in Title 38;

The company's entire product sales revenue (including similar products) shall be equal to the "main business income" in the audited profit statement.

(5) The proportion of gross profit on sales = gross profit on sales of similar products / all gross profit of enterprise sales products (including similar products) × 100%.

Gross profit on the sale of similar products = same product sales revenue - same product sales cost.

3) Revenue from the sale of similar products = "total sales revenue" in Title 38.

The cost of sale of similar products = "cost of sales of products" in Title 47.

The total gross profit of the company's sales of products (including similar products) = the sum of all product revenue from sales - the sum of all product costs.

The sum of sales of all product revenue shall be equal to the "main business income" in the profit statement, which should contain export sales revenue.

The sum of the total cost of selling the product shall be equal to the "main business cost" in the profit statement, which should include the cost of export sales.

21, does your company directly engaged in the production of similar products employees produce other products?

No to ()

Yes - fill in data on personnel and salary distribution for each product (including similar products).

The unit:People, Dollars

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Name of product  During the period | Factory (or workshop) | | Related dairy products | | |  | | |
| Total Salary of Salary | Number of Employees | The Shared Proportion | Total Salary of Salary | Number of Employees | The Shared Proportion | Total Salary of Salary | Number of Employees |
| The Year2020 |  |  |  |  |  |  |  |  |
| The2021 |  |  |  |  |  |  |  |  |
| 2022 |  |  |  |  |  |  |  |  |
| 2023 |  |  |  |  |  |  |  |  |
| January - March2023 |  |  |  |  |  |  |  |  |
| January - March2024 |  |  |  |  |  |  |  |  |

Note to:The number of employees is the corresponding data on the number of employees of your company directly engaged in the production of similar products.The proportion of these products accounts for the proportion of the production of all products (including similar products) in the production plant or workshop.The total salary shall be the total salary corresponding to the number of employees in this category.If the enterprise considers the method of assessment to be unreasonable, it may choose its reasonable assessment method according to the actual situation of the enterprise, but the rationale for the assessment shall be provided.

During the investigation period, has your company participated in the production of similar products under processing trade?

No to ()

Yes - fill in the following (please fill in by year) and provide the names of several major commissions.

The unit:Kilogram of kilogram

|  |  |
| --- | --- |
|  | Total number of quantities |
| The Year2020 |  |
| The2021 |  |
| 2022 |  |
| 2023 |  |
| January - March2023 |  |
| January - March2024 |  |

During the investigation period, is your company commissioned or commissioned to process similar products in the country?

No to ()

Yes - fill in the following (please fill out by year) and provide the names of several major commissioned, trustee companies.

The unit:Kilogram of kilogram

|  |  |  |
| --- | --- | --- |
| During the period | Processing methods (commissioned or entrusted) | Total number of quantities |
| The Year2020 |  |  |
| The2021 |  |  |
| 2022 |  |  |
| 2023 |  |  |
| January - March2023 |  |  |
| January - March2024 |  |  |

During the investigation period, whether your company has ceased production due to employee reasons, equipment failures or production accidents related to the production of similar products;Or reductions in production due to shortages of raw materials or funds or other operational and organizational changes related to the production of similar products.

No to ()

Is () - the time, cause, condition and resulting from the discontinuation or change mentioned above

The consequences.

25, does your company have similar products exported?

The Nothing ()

There is () - please indicate the names of the main exporting countries (regions) and the quantity of exports during the survey period.

The unit:Kilograms, United States dollars/kg

|  |  |  |  |
| --- | --- | --- | --- |
| During the period | Name of Principal Export Country/Region | Number of exports | Prices of exports |
| The Year2020 |  |  |  |
| The2021 |  |  |  |
| 2022 |  |  |  |
| 2023 |  |  |  |
| January - March2023 |  |  |  |
| January - March2024 |  |  |  |

26, the average production capacity and start rate of your company's similar products during the period.

The unit:Kilogram of kilogram

|  |  |  |  |
| --- | --- | --- | --- |
| During the period | Production of production | Average production capacity during the period | Operating rate (%) |
| The Year2020 |  |  |  |
| The2021 |  |  |  |
| 2022 |  |  |  |

|  |  |  |  |
| --- | --- | --- | --- |
| 2023 |  |  |  |
| January - March2023 |  |  |  |
| January - March2024 |  |  |  |

Note to:Operating rate = production/average production capacity × 100%

The average production capacity during the period is the sum of the monthly design capacity of equipment that has been put into production during the period, and the new production capacity is counted in the month of commissioning;

Monthly design production capacity = equipment design production capacity/12

(Start rate can also be expressed according to the starting time, etc.)

(1) Does your company plan to increase the production capacity of similar products at home or abroad?

No to ()

Yes - please elaborate.

(2) Are the growth and utilization of your company's similar products during the survey period?

No to ()

Yes - please describe the constraints.

The changes in wages and employment changes for all employees in your company.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | Gross salary (dollar) | Total Number of Employees | Per capita wage (dollar/person) | Average annual working hours (thousands of hours/person) | Number of Employees | Rate of change in employment (%) |
| The Year2020 |  |  |  |  |  |  |
| The2021 |  |  |  |  |  |  |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 2022 |  |  |  |  |  |  |
| 2023 |  |  |  |  |  |  |
| January - March2023 |  |  |  |  |  |  |
| January - March2024 |  |  |  |  |  |  |

Note to:(1) "total number of employees":Refers to the annual average of the total number of persons registered in the company corresponding to the total salary, but does not include discrete or retirees;If the enterprise pays to non-listed personnel, the "total number of employees" shall include this part of the personnel;If the enterprise does not pay salaries to non-listed personnel, the "total number of employees" should not include this part of the personnel.

Total number of employees = (number of employees at the beginning of the year + total number of employees at the end of the year)/2

(2) "Total Salary":The total salary corresponding to the total number of employees in this question;

(3) "wage per capita":= Total salary/total number of employees;

(4) "Employed Number":Corresponding to the topic "total number of employees", but does not include non-listed personnel;

(5) "The rate of change in employment":Refers to the changes in the number of employed persons in the current year and the number of employed in the previous year, the rate of change in employment = (the number of employees in the previous year - number of employed in the previous year) / last year × 100%.

The changes in wages and employment changes of employees who produce similar products.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | Total salary  Amount (dollar) | Total Number of Employees | Per capita wage (dollar/person) | Average annual working hours  (Thousands of hours/person) | Number of Employees | Rate of change in employment (%) |
| The Year2020 |  |  |  |  |  |  |
| The2021 |  |  |  |  |  |  |
| 2022 |  |  |  |  |  |  |
| 2023 |  |  |  |  |  |  |
| January - March2023 |  |  |  |  |  |  |
| January - March2024 |  |  |  |  |  |  |

Note: The total number of employees in this question = (number of employees at the beginning of the year + total number of employees at the end of the year)/2;

"Total Number of Employees":Refers to the total number of employees associated with similar products, including similar product manufacturers (or workshops) personnel and related auxiliary personnel and management personnel.If the same product production plant (or workshop) produces other products at the same time, the number of people in the same product manufacturer (or workshop) is the number of employees of the same product in Title 21;The number of auxiliary personnel and the number of managers refers to auxiliary personnel and management personnel other than the production plant (or workshop), calculated according to the proportion of the same product sales income in Title 20 (the denominator should not contain personnel data from auxiliary departments and management departments not related to similar products).

"Total salary":The total salary corresponding to the total number of employees in this question;

"Per capita wage":= Total salary/total number of employees;

Number of employed persons:Corresponding to the topic "total number of employees", but does not include non-listed personnel;

The rate of change in employment:Referring to the changes in the number of employed persons in the current year and the number of employed in the previous year, the rate of change in employment = (the number of employees in the previous year) / previous year employment × 100%.

29, the labor productivity of your company's production of similar products, please explain the reasons for its changes.

|  |  |  |  |
| --- | --- | --- | --- |
| During the period | Annual production (kilograms) | Total number of employees (persons) | Productivity of labour |
| The Year2020 |  |  |  |
| The2021 |  |  |  |
| 2022 |  |  |  |
| 2023 |  |  |  |
| January - March2023 |  |  |  |
| January - March2024 |  |  |  |

Note to: "Total Number of Employees" = "Total Number of Employees" in Title 28

"Annual production" = "annual production" in Title 26;

Labor productivity = annual output/total number of employees.

30, explain the product sales structure of your company's similar products in the Chinese market during the survey period (such as involving product models, completed according to the classification criteria for filing announcements), sales channels and geographical distribution of sales, and for the sales flow chart.

During the survey period, have there been any major changes in the marketing strategy and sales scope of your company's similar products?

How does your company think that during the survey period, the total market demand for related dairy products in China changed?Please explain with data.

|  |  |  |
| --- | --- | --- |
| During the period | Amount of Domestic Demand | Percentage of growth or decline |

|  |  |  |
| --- | --- | --- |
| The Year2020 |  |  |
| The2021 |  |  |
| 2022 |  |  |
| 2023 |  |  |
| January - March2023 |  |  |
| January - March2024 |  |  |

What are the main factors affecting changes in aggregate domestic demand?

How does your company think the price of imported products and similar domestic products changed during the survey period?Please use data or charts by classification of damage survey products.

What are the main factors affecting the price change of similar products in the country?Please describe the factors affecting the price in the transaction, including the price of the product being imported, the bargaining power of customers who purchased the products under investigation from your company, and the reference price of the customer's quotation, etc.

During the investigation period, whether your company has an impact on the investment or financing of similar products caused by the import of the products under investigation.

The Nothing ()

There is () - fill in the following and provide relevant evidence.

|  |  |  |
| --- | --- | --- |
| The Project | Please scribble, no. | The statement |

|  |  |  |
| --- | --- | --- |
|  | Please sweep x |  |
| Extension plans are on hold, delayed, or canceled |  |  |
| Investment plans are on hold, deferred or cancelled. |  |  |
| The bank loan was rejected. |  |  |
| Lower credit rating. |  |  |
| Stock or bond issuance frustrated. |  |  |
| The Others |  |  |

Note to:Please indicate the timing of the changes and provide evidence accordingly.

35 The customer situation.

Please list the names and addresses of the ten customers with the largest purchases of similar products in your company during the survey period, please provide the name and phone number of contacts and the number of similar products per customer purchased (please fill in order of purchase size).

Unit: kilograms

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Name of Client | Contacts | Address, postcode, telephone number | Purchases in 2020 | Customer nature (seller or end user) |
| 1 |  |  |  |  |  |
| 2 |  |  |  |  |  |
| 3 |  |  |  |  |  |
| 4 |  |  |  |  |  |
| 5 |  |  |  |  |  |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 6 |  |  |  |  |  |
| 7 |  |  |  |  |  |
| 8 |  |  |  |  |  |
| 9 |  |  |  |  |  |
| 10 |  |  |  |  |  |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Name of Client | Contacts | Address, postcode, telephone number | Purchases in 2021 | Customer nature (seller or end user) |
| 1 |  |  |  |  |  |
| 2 |  |  |  |  |  |
| 3 |  |  |  |  |  |
| 4 |  |  |  |  |  |
| 5 |  |  |  |  |  |
| 6 |  |  |  |  |  |
| 7 |  |  |  |  |  |
| 8 |  |  |  |  |  |
| 9 |  |  |  |  |  |
| 10 |  |  |  |  |  |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Name of Client | Contacts | Address, postcode, telephone number | Purchases in 2022 | Customer nature (seller or end user) |
| 1 |  |  |  |  |  |
| 2 |  |  |  |  |  |
| 3 |  |  |  |  |  |
| 4 |  |  |  |  |  |
| 5 |  |  |  |  |  |
| 6 |  |  |  |  |  |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 7 |  |  |  |  |  |
| 8 |  |  |  |  |  |
| 9 |  |  |  |  |  |
| 10 |  |  |  |  |  |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Name of Client | Contacts | Address, postcode, telephone number | Purchases in 2023 | Customer nature (seller or end user) |
| 1 |  |  |  |  |  |
| 2 |  |  |  |  |  |
| 3 |  |  |  |  |  |
| 4 |  |  |  |  |  |
| 5 |  |  |  |  |  |
| 6 |  |  |  |  |  |
| 7 |  |  |  |  |  |
| 8 |  |  |  |  |  |
| 9 |  |  |  |  |  |
| 10 |  |  |  |  |  |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Name of Client | Contacts | Address, postcode, telephone number | Purchases January-March 2023 | Customer nature (seller or end user) |
| 1 |  |  |  |  |  |
| 2 |  |  |  |  |  |
| 3 |  |  |  |  |  |
| 4 |  |  |  |  |  |
| 5 |  |  |  |  |  |
| 6 |  |  |  |  |  |
| 7 |  |  |  |  |  |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 8 |  |  |  |  |  |
| 9 |  |  |  |  |  |
| 10 |  |  |  |  |  |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Name of Client | Contacts | Address, postcode, telephone number | Purchases January-March 2024 | Customer nature (seller or end user) |
| 1 |  |  |  |  |  |
| 2 |  |  |  |  |  |
| 3 |  |  |  |  |  |
| 4 |  |  |  |  |  |
| 5 |  |  |  |  |  |
| 6 |  |  |  |  |  |
| 7 |  |  |  |  |  |
| 8 |  |  |  |  |  |
| 9 |  |  |  |  |  |
| 10 |  |  |  |  |  |

**Part IV Financial and Related Information**

Your company responds to the contact person in this part of the department's functions Telephone If your company's annual accounting report has been audited by the accounting firm, in principle, according to the audited data, please provide your company's balance sheet, profit statement and cash flow statement, if it has been audited, please provide the above statement after the audit.

Have your company's accounting policies and accounting estimates changed during the survey period? The Nothing ( It's a)

Yes, there is ( - Please briefly state the date, the reasons for the changes and their business

The impact of profits, especially on the profits of similar products.

37, the sales of similar products of your company during the survey period.If there is a self-use part, please fill in your own usage data and explain the specific purpose of your own use.

[Please fill in according to the classification criteria of the investigation organs according to the classification of damage survey products, and the specific product classification criteria can be found in the product classification in the questionnaire note.If your company in the day-to-day management, the relevant dairy products sold are classified according to quality, consumption grade or brand level, please fill in at the same time according to your company's grade classification.It's a verse.

The unit:Kilogram of kilogram

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| During the period | Total sales volume | Volume of domestic sales | Volume of exports | Self-use |
| The Year2020 |  |  |  |  |
| The2021 |  |  |  |  |
| 2022年 |  |  |  |  |
| 2023 |  |  |  |  |
| January - March2023 |  |  |  |  |
| January - March2024 |  |  |  |  |

Note to:Total sales = domestic sales + self-use + export volume.

Self-use refers to the internal use of your company's similar products for the production of downstream products, excluding the number of sales to affiliates.

38, your company's similar product sales revenue (excluding value-added tax) situation.

[Please fill in according to the classification criteria of the investigation organs according to the classification of damage survey products, and the specific product classification criteria can be found in the product classification in the questionnaire note.If your company in the day-to-day management, the relevant dairy products sold are classified according to quality, consumption grade or brand level, please fill in at the same time according to your company's grade classification.It's a verse.

The unit:The Dollar

|  |  |  |  |
| --- | --- | --- | --- |
| During the period | Domestic Sales Revenue | Export sales revenue | Total Sales Revenue |
| The Year2020 |  |  |  |
| The2021 |  |  |  |
| 2022 |  |  |  |
| 2023 |  |  |  |
| January - March2023 |  |  |  |
| January - March2024 |  |  |  |

Note: Total Sales Revenue = Domestic Sales Revenue + Export Sales Revenue.

If there is a return of sales, sales discounts must reduce the sales revenue of the current period.

Please fill in the domestic sales price of similar products of your company.

[Please fill in according to the classification criteria of the investigation organs according to the classification of damage survey products, and the specific product classification criteria can be found in the product classification in the questionnaire note.If your company in the day-to-day management, the relevant dairy products sold are classified according to quality, consumption grade or brand level, please fill in at the same time according to your company's grade classification.It's a verse.

The unit:Dollar / kilogram

|  |  |  |
| --- | --- | --- |
| During the period | Domestic sales price (excluding VAT) | Factory price (excluding freight, VAT, discounts, etc.) |
| The Year2020 |  |  |
| The2021 |  |  |
| 2022 |  |  |
| 2023 |  |  |

|  |  |  |
| --- | --- | --- |
| January - March2023 |  |  |
| January - March2024 |  |  |

Note to:The domestic sales price in this topic refers to the weighted average selling price without VAT in domestic sales of similar products, respectively.

Domestic Sales and Domestic Sales Revenue in Titles 37 and 38

Among them:Weighted average selling price = domestic sales revenue/domestic sales volume;

Domestic sales revenue = "domestic sales revenue" in Title 38;

Domestic sales = "domestic sales" in Title 37;

(1) Describe how the price of your company's sale of similar products is determined (e.g. through transaction negotiations, price list, etc.).Whether your company distinguishes between distributors and end users to adopt different pricing policies, if any, please elaborate.If your company issues a price list, please attach a copy of the price list for the year preceding the survey period and the years during the survey period.

(2) Please explain the sales commercial discount (e.g. 5%, 10%, etc.) of your company's similar products when selling according to the price list.

(3) What is your company's cash discount in order to encourage customers to return the payment as soon as possible?

(E.g. 2/10, n/30, etc.:The payment period is 30 days, and customers can enjoy the sale within 10 days.

A 2% discount on the price, such as paying the customer within 30 days to pay in full)

(4) Does your company have a price reduction situation during the investigation period?

No to ()

Yes () - Please provide price declines and calculation methods during the survey period, and please provide as much information as possible, such as documentation of lost revenue, including copies of documents such as modifications to sales contracts, invoices, customer letters, meeting minutes, etc.

Name of Client

Contacts

It's a phone.

Specific products involved

Date of initial offer

Number of involved

Quotes and reasons for which you were initially rejected (excluding shipping prices)

The offer you finally accept (excluding freight)

(5) What factors do your company think affect the price change of your company's similar products?

A brief description of the changes in raw materials, fuel and power prices (excluding taxes) of your company's similar products and their impact on the prices of similar products in your company.

41, the production of similar products of your company.

The unit:Kilogram of kilogram

|  |  |
| --- | --- |
| During the period | Production of production |
| The Year2020 |  |
| The2021 |  |
| 2022 |  |
| 2023 |  |
| January - March2023 |  |
| January - March2024 |  |

Note: The above output shall be the full actual completed production for each period of the same product.

42, the end-of-life inventory of your company's similar products and the reasons for the change.

The unit:Kilogram of kilogram

|  |  |
| --- | --- |
| During the period | Amount of stock |
| The Year2020 |  |
| The2021 |  |
| 2022 |  |
| 2023 |  |
| January - March2023 |  |
| January - March2024 |  |

Explain the reasons for the increase or decrease in your company's end-of-period inventory, as well as the reasonable inventory of your company and the industry.

43, the cost of your company's similar products.

The unit:Dollar / kilogram

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| During the period | Unit Direct Contact Materials | The Direct Artificial Unit | Unit fuel and power | Unit Costs | Unit Production Cost |
| The Year2020 |  |  |  |  |  |
| The2021 |  |  |  |  |  |
| 2022 |  |  |  |  |  |
| 2023 |  |  |  |  |  |
| January - March2023 |  |  |  |  |  |
| January - March2024 |  |  |  |  |  |

Note: If the above data are shown directly on the book of the enterprise, please fill it out according to the number of books;If it is not directly listed, please calculate the column according to the following formula.

(1) The unit production cost of similar products refers to the total unit production cost of the same product completion product, not included in the products and homemade semi-finished products, and is not related to the internal and export of similar products;

(2) unit production cost = unit direct material + unit direct labor + unit fuel and power + unit manufacturing cost;

Direct materials per quarter = total direct material consumed in the production of the same product completed in the quarter/production of similar products completed in the quarter; Product direct material per year = the total amount of direct materials consumed to produce similar products in that year/production of similar products completed in that year; (Subject to class).

(1) Please explain the carry-over method of unit sales cost of similar products (such as first out, then in, first-out method, weighted average method at the end of the month, etc.).

(2) Are the carry-over methods used by your company during the investigation period and the year before the investigation period are consistent?

(3) Please explain the calculation method of the unit production cost of similar products (such as variety method, batch method, step-by-step method, etc.);Whether the calculation method used by your company during the survey period and the year prior to the investigation period is consistent, please provide reasons for inconsistencies.

44, your company's similar products sales tax and additional information.

The unit:The Dollar

|  |  |  |  |
| --- | --- | --- | --- |
| During the period | Examples of assessments | Company's main business tax and additional | Similar products should be amortized sales tax and additional |
| The Year2020 |  |  |  |
| The2021 |  |  |  |
| 2022 |  |  |  |
| 2023 |  |  |  |
| January - March2023 |  |  |  |
| January - March2024 |  |  |  |

Note: (1) The "assessment ratio" in the table above shall be equal to the proportion of sales revenue in Title 20

(2) The "principal business tax and attachment" in the table above shall be equal to the "main business tax and attachment" in the audited profit statement.

(3) Similar products should be amortized sales tax and additional = the company's main business tax and additional x share ratio.

(4) If your company's sales tax on similar products and attached to the book are listed separately, please fill the data directly into the column "Similar products should be amortized sales tax and additional" without the above assessment.If not listed separately, please apportion your company's sales tax on similar products as required by the above form.

45, the cost of your company for three periods.

The unit:The Dollar

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| During the period | Costs of operation | Costs of administration | C. Financial costs | Total of |
| The Year2020 |  |  |  |  |
| The2021 |  |  |  |  |
| 2022 |  |  |  |  |
| 2023 |  |  |  |  |
| January - March2023 |  |  |  |  |
| January - March2024 |  |  |  |  |

Note to:The "operating costs", "administration expenses" and "financial costs" in the table above shall be equal to "operating expenses", "administration expenses", "financial costs" in the audited profit statement.

46, your company's similar products three-period expenses (operating expenses, administrative expenses, financial expenses) are divided.

The unit:The Dollar

|  |  |  |  |
| --- | --- | --- | --- |
| During the period | Proportion of assessments | Total company-period costs | Apportionment of the costs of the same product for the period |
| The Year2020 |  |  |  |
| The2021 |  |  |  |
| 2022 |  |  |  |
| 2023 |  |  |  |
| January - March2023 |  |  |  |
| January - March2024 |  |  |  |

Note to: The share is equal to the proportion of sales revenue in Title 20.

2. The cost of the same product shall be apportioned for the period = the total cost of the company period × the share ratio.

47, your company's similar product pre-tax profit.

The unit:The Dollar

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| During the period | Product Sales Income | Cost of Product Sales | Sales Taxes and Additions for Products | Cost of the product's due period | Pre-tax profits for products |
| The Year2020 |  |  |  |  |  |
| The2021 |  |  |  |  |  |
| 2022 |  |  |  |  |  |
| 2023 |  |  |  |  |  |
| January - March2023 |  |  |  |  |  |
| January - March2024 |  |  |  |  |  |

Note to: "Product Profit" = Product Sales Revenue - Cost of Sale of Products - Sales Taxes and Additional-Products Shared Period

The cost.

"Product Sales Revenue" = "Total Sales Revenue" in Title 38;

"Cost of product sales" refers to the cost of sales corresponding to "product sales revenue".

"Product sales tax and attachment" = "Similar products shall be amortized sales tax and attachment" in Title 44 = "Period expenses of the same product" = "Period expenses for similar products" in Title 46.

48, the return on investment of your company's similar products.

The unit:The Dollar

|  |  |  |  |
| --- | --- | --- | --- |
| During the period | Average amount of investment | Pre-tax profits | Rate of return on investment (%) |
| The Year2020 |  |  |  |
| The2021 |  |  |  |
| 2022 |  |  |  |
| 2023 |  |  |  |
| January - March2023 |  |  |  |
| January - March2024 |  |  |  |

Note to: The amount of investment is the value of all assets invested in the production of similar products.Due to the value of assets invested in the production of similar products

It is not presented separately on the book, so it should be distributed according to a certain method:

Average investment in the production of similar products = average total assets × share ratio;

Average total assets = (total assets at the beginning of the balance sheet + total balance sheet year-end assets)/2; Proportion of share = the proportion of production costs in 20 questions;

1. "Pre-tax profit" = "Product pre-tax profit" in Title 47;
2. Return on investment = pre-tax profit/average investment × 100%.

49, please follow the table below to fill out the relevant cash flow indicators of your company's similar products, and please submit a copy of the relevant cash flow statement.If the cash flow statement reflects significant changes in operating activities during the survey period, please provide a detailed explanation of why.

The unit:The Dollar

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | The Year2020 | The2021 | 2022 | 2023 | January - March2023 | January - March2024 |
| Cash inflows |  |  |  |  |  |  |
| Proportion of assessments 1 |  |  |  |  |  |  |
| Cash inflows allocated for similar products |  |  |  |  |  |  |
| Cash outflows |  |  |  |  |  |  |
| Proportion of assessments 2 |  |  |  |  |  |  |
| Cash outflows of similar products |  |  |  |  |  |  |
| Net cash flow allocated for similar products |  |  |  |  |  |  |

Note to:Cash inflows, cash outflows in the statement represent cash inflows and cash outflows for operating activities in cash flows, excluding cash flows from investment and financing activities.

"Net cash flow" = "cash inflow" - "cash outflow".

If your company's products operate only a single similar product, then "net cash flow distributed by similar products" = "net cash flow";If your company is a multi-variety product operation, the cash flow of similar product operations is not shown separately on the book, the "net cash flow distribution of similar products" in this questionnaire is calculated according to the following methods:

Net Cash Flow Distribution of Similar Products = Cash Inflows Distributed by Similar Products - Cash Outflows Distributed by Similar Products

Cash inflows distributed for similar products = cash inflows × share 1

Share 1 = proportion of sales revenue in Title 20

Cash outflows distributed for similar products = cash outflow x share 2

Share 2 = Proportion of production costs in Title 20

**Part V. Other issues to be addressed**

Your company responds to this section of the contact person in your department, office, phone number.

Please make a brief statement and assessment of the basic situation of the domestic industry.

Please describe, on a case-by-case basis, the following factors that may affect the state of the domestic industry, including:

(1) Changes in domestic demand;

(2) Changes in consumption patterns;

(3) Changes in the management of domestic industry;

(4) restrictive trade practices and competition between foreign (regions) and domestic producers;

(5) The development of technology;

(6) the status of domestic exports of similar products;

(7) the quantity and price of imported products not sold at subsidized prices;

(8) Force majeure factor;

(9) the impact of domestic capacity expansion;

(10) Other.

Please describe the relationship between your company's business, changes in financial indicators and imports of the products under investigation.

53, other matters that your company believes need further clarification, etc.