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A7.1 - Your Company's Products

Case no.:	AD0047
Company name:	SANY Heavy Machinery Limited

- Please complete the table below for all PCN codes identified for both your domestic and export markets
- If there are a number of models within each PCN then please list each PCN/model separately (or by similar group of models) so as to provide meaningful characteristics.
- If an associated company produces or sells the like goods/goods concerned, indicate their name in the associated party column, otherwise please write not applicable (N/A).

List of PCNs that your company produces 公司自产产品对应的 PCN		
PCN	Company code CCN equivalent	Associated party*, if applicable
PCN	公司产品编码	是否为关联公司生产
S	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
M	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
L	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
XL	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]

Product Similarities 产品相似性			
Characteristics of your company's product 公司产品特性	Identical to other products available in the UK? (Yes/No) 是否与英国产品相同? (Yes/No)	If No, explain the differences 如不相同, 请解释差异	Whether sold to UK during the POI 调查期内是否销往英国
[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
[Redacted – personal information which identifies individuals]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]

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A7.2 - Other Goods	
Case no.:	AD0047
Company name:	SANY Heavy Machinery Limited

- Please complete the table below for all goods you produce which are not the like goods / goods concerned
- If goods belong to a similar product group, please include the generic name for the product type in the "Grouping"

General information		
Other goods	Description	Grouping (if applicable)
[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	Earth-moving machinery
[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	Piling machinery

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B1.1 Upward sales reconciliation	
Case no.:	AD0047
Company name:	SANY Heavy Machinery Limited

- Please fill in the white cells only - except where explanations to variances are required
- Please ensure the table is completed using your accounting currency
- Please reference source documents used where applicable

Description	Value	Volume (kg)	Volume (Unit)	Source Documents
Revenue in Income Statement	[Redacted – commercially sensitive information]			[Redacted – commercially sensitive information]
Variance	[Redacted – commercially sensitive information]			Please provide an explanation of the variance here
Total sales revenue of all goods during the accounting period	[Redacted – commercially sensitive information]			[Redacted – commercially sensitive information]
Difference between Investigation and Accounting Periods	[Redacted – commercially sensitive information]			[Redacted – commercially sensitive information]
Total sales of all goods during the POI as stated in your management accounts	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
Variance	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	Please provide an explanation of the variance here
Summary of all products sold	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Goods Concerned / Like Goods	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Other products A- Excavators under 11 tonnes	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Other products B-Loaders	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Other products C-piling machine	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Other products D-parts	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Other - waste and service	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Goods Concerned / Like Goods	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Domestic Sales	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- UK Sales	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Third country sales	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
Sales of own production in POI	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Total sales of the goods concerned to the UK	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Total sales of the goods concerned on the domestic market	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Total sales of the goods concerned to all other countries	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
Resales in POI	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Resales of the goods concerned to the UK	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Resales of the goods concerned on the domestic market	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Resales of the goods concerned to all other countries	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]

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D1 - Turnover	
Case no.:	AD0047
Company name:	SANY Heavy Machinery Limited

Currency
RMB

	1 July 2019 - 30 June 2020			1 July 2020 - 30 June 2021			1 July 2021 - 30 June 2022			POI (1 July 2022 - 30 June 2023)		
	Volume Kg	Volume Unit	Value	Volume Kg	Volume Unit	Value	Volume Kg	Volume Unit	Value	Volume Kg	Volume Unit	Value
Sales to independent customers												
Total turnover (All goods)	78	71	66	91	109	89	10	8	10	33	26	32
Domestic market	77	71	65	90	108	87	7	6	6	27	22	25
Exports to the UK	0	0	0	0	0	0	0	0	0	0	0	0
Exports to third countries	1	0	1	1	1	2	3	2	4	6	4	7
Turnover of goods concerned/like goods	47	17	36	54	26	47	8	3	7	26	9	24
Domestic market	47	17	35	54	26	46	5	2	5	20	7	19
Exports to the UK	0	0	0	0	0	0	0	0	0	0	0	0
Exports to third countries	1	0	1	0	0	0	2	1	2	5	2	5
Turnover of other goods	31	54	31	37	83	42	3	5	4	7	17	8
Domestic market	31	54	30	37	83	41	2	4	2	6	14	6
Exports to the UK	0	0	0	0	0	0	0	0	0	0	0	0
Exports to third countries	0	0	0	1	0	1	1	1	2	1	2	2
Sales to associated customers												
Total turnover (All goods)	22	17	34	36	40	51	85	98	88	67	74	68
Domestic market	13	10	26	21	21	34	59	64	59	25	25	25
Exports to the UK	0	0	0	0	0	0	1	2	1	1	3	1
Exports to third countries	9	8	8	15	18	16	26	32	28	41	46	42
Turnover of goods concerned/like goods	15	6	10	25	14	20	56	27	46	47	20	39
Domestic market	9	4	6	15	8	11	38	17	31	18	7	13
Exports to the UK	0	0	0	0	0	0	0	0	0	0	0	0
Exports to third countries	6	3	4	10	6	9	17	9	15	29	12	25
Turnover of other goods	7	11	24	11	26	31	29	71	42	20	54	29
Domestic market	3	6	20	6	13	23	20	47	28	8	18	12
Exports to the UK	0	0	0	0	0	0	0	2	1	1	2	1
Exports to third countries	3	5	4	5	13	8	9	22	13	12	34	16
Sales to all customers												
Total turnover (All goods)	100	89	100	127	149	140	95	106	98	100	100	100
Domestic market	90	81	91	111	130	121	66	70	65	52	47	50
Exports to the UK	0	0	0	0	0	0	1	2	1	1	3	1
Exports to third countries	10	8	9	16	19	18	29	33	32	47	51	49
Turnover of goods concerned/like goods	63	23	46	79	40	67	64	30	52	72	29	63
Domestic market	56	21	41	68	34	58	44	19	35	38	15	32
Exports to the UK	0	0	0	0	0	0	0	0	0	0	0	0
Exports to third countries	7	3	5	10	6	9	19	10	17	34	14	31
Turnover of other goods	37	65	54	48	110	73	32	76	46	28	71	37
Domestic market	34	60	50	43	96	64	22	51	30	14	32	18
Exports to the UK	0	0	0	0	0	0	0	2	1	1	2	1
Exports to third countries	4	6	4	6	13	9	9	23	15	13	36	18

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D4 - Upwards Cost Reconciliation	
Case no.:	AD0047
Company name:	SANY Heavy Machinery Limited

- Please fill in the white cells only - except where explanations to variances are required
- Please ensure the table is completed using your accounting currency
- Please reference source documents used where applicable

Description	Value	Volume Kg	Source Documents
Total Cost of sales/ cost of goods sold	[Redacted – commercially sensitive information]		[Redacted – commercially sensitive information]
Variance	[Redacted – commercially sensitive information]		[Redacted – commercially sensitive information]
Accounting Period of Cost of Sales/Cost of Goods Sold	[Redacted – commercially sensitive information]		[Redacted – commercially sensitive information]
Difference in cost of the goods sold during investigation period and goods sold during accounting periods	[Redacted – commercially sensitive information]		[Redacted – commercially sensitive information]
Total of cost of all goods sold during the POI as stated in your management accounts	[Redacted – commercially sensitive information]		[Redacted – commercially sensitive information]
Variance	[Redacted – commercially sensitive information]		[Redacted – commercially sensitive information]
- Change in finished goods inventory	[Redacted – commercially sensitive information]		[Redacted – commercially sensitive information]
Total cost of production/quantity of all goods during the POI as stated in your management accounts	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
Variance	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
Summary of the cost of production for all goods	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Goods concerned	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Other goods A-excavators under 11 tonnes	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Other goods B-loaders	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Other goods C-piling rigs	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Other goods D-parts	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Other-waste and service	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
Cost of production for the goods concerned	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Domestic Sales	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- UK Sales	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
- Third Country Sales	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]

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D5 - Capacity	
Case no.:	AD0047
Company name:	SANY Heavy Machinery Limited

	1 July 2019 - 30 June 2020	1 July 2020 - 30 June 2021	1 July 2021 - 30 June 2022	POI (1 July 2022 - 30 June 2023)
	2019.7.1-2020.6.30	2020.7.1-2021.6.30	2021.7.1-2022.6.30	2022.7.1-2023.6.30
Total production capacity of goods concerned/like goods (KG)	100	150	123	118
Total production capacity of goods concerned/like goods (Unit)	100	159	120	95
Total of actual production of the goods concerned/like goods (KG)	100	159	125	121
Total of actual production of the goods concerned/like goods (Unit)	100	168	122	97
Total capacity utilisation for goods concerned/like goods (%)	100	105	102	102
Index for goods concerned/like goods (If 20xx = 100)	100	101	99	99

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D6 - Stocks	
Case no.:	AD0047
Company name:	SANY Heavy Machinery Limited

Currency
RMB

	1 July 2019 - 30 June 2020	1 July 2020 - 30 June 2021	1 July 2021 - 30 June 2022	POI (1 July 2022 - 30 June 2023)	
	2019.7.1-2020.6.30	2020.7.1-2021.6.30	2021.7.1-2022.6.30	2022.7.1-2023.6.30	
Stock produced by the company 自产产品库存					
Goods concerned/like goods in volume (Units) 数量控制数量 (台/套)					
Opening stock	期初库存	274	539	559	388
(+) Opening goods in transit	期初发出商品	32	6	259	732
(+) Production	产量	7,577	12,702	9,276	7,349
(-) Domestic sales	国内销售	6,484	10,552	5,697	9,546
(-) Export sales	出口销售	853	1,878	3,277	4,618
(-) Transfers	自用	-	-	-	-
(-) Others (e.g. wastage, expiration, theft)	其他 (如损耗等)	-	-	-	-
(-) Closing goods in transit	期末发出商品	8	259	732	206
Closing stock	期末库存	539	559	388	100
Goods concerned/like goods in volume (Kg) 数量控制数量 (公斤)					
Opening stock	期初库存	75	147	186	133
(+) Opening goods in transit	期初发出商品	8	3	68	201
(+) Production	产量	2,078	3,294	2,588	2,509
(-) Domestic sales	国内销售	1,796	2,772	1,707	1,284
(-) Export sales	出口销售	215	417	801	1,396
(-) Transfers	自用	-	-	-	-
(-) Others (e.g. wastage, expiration, theft)	其他 (如损耗等)	-	-	-	-
(-) Closing goods in transit	期末发出商品	3	68	201	63
Closing stock	期末库存	147	186	133	100
Goods concerned/like goods in value 价值控制数量					
Opening stock	期初库存	187	352	636	256
(+) Opening goods in transit	期初发出商品	15	7	183	472
(+) Production	产量	4,750	7,403	6,317	6,096
(-) Domestic sales	国内销售	4,084	5,990	4,515	3,458
(-) Export sales	出口销售	508	974	1,874	3,122
(-) Transfers	自用	-	-	-	-
(-) Others (e.g. wastage, expiration, theft)	其他 (如损耗等)	-	-	-	-
(-) Closing goods in transit	期末发出商品	7	163	472	143
Closing stock	期末库存	352	636	256	100
Stock purchased by the company 外购产品					
Goods concerned/like goods in volume (Units) 数量控制数量 (台/套)					
Opening stock	期初库存	-	-	-	-
(+) Purchase	外购	-	1	95	420
(-) Domestic sales	国内销售	-	1	95	320
(-) Export sales	出口销售	-	-	-	-
(-) Transfers	自用	-	-	-	-
(-) Others (e.g. wastage, expiration, theft)	其他 (如损耗等)	-	-	-	-
Closing stock	期末库存	-	-	-	100
Goods concerned/like goods in volume (Kg) 数量控制数量 (公斤)					
Opening stock	期初库存	-	-	-	-
(+) Purchase	外购	-	1	125	549
(-) Domestic sales	国内销售	-	1	125	449
(-) Export sales	出口销售	-	-	-	-
(-) Transfers	自用	-	-	-	-
(-) Others (e.g. wastage, expiration, theft)	其他 (如损耗等)	-	-	-	-
Closing stock	期末库存	-	-	-	100
Goods concerned/like goods in value 价值控制数量					
Opening stock	期初库存	-	-	-	-
(+) Purchase	外购	-	1	89	420
(-) Domestic sales	国内销售	-	1	89	320
(-) Export sales	出口销售	-	-	-	-
(-) Transfers	自用	-	-	-	-
(-) Others (e.g. wastage, expiration, theft)	其他 (如损耗等)	-	-	-	-
Closing stock	期末库存	-	-	-	100
All stock held by the company 库存 (自动汇总上面的单元格)					
Goods concerned/like goods in volume (Kg) 数量控制数量 (公斤)					
Opening stock	期初库存	38	68	115	151
(+) Production & purchase	自产及外购	941	1,491	1,204	1,281
(-) Domestic sales	国内销售	813	1,251	806	699
(-) Export sales	出口销售	97	189	363	632
(-) Transfers	自用	-	-	-	-
(-) Others (e.g. wastage, expiration, theft)	其他 (如损耗等)	-	-	-	-
Closing stock	期末库存	68	115	151	100
Goods concerned/like goods in value 价值控制数量					
Opening stock	期初库存	43	76	168	153
(+) Production & purchase	自产及外购	999	1,558	1,373	1,488
(-) Domestic sales	国内销售	859	1,261	993	884
(-) Export sales	出口销售	107	205	394	657
(-) Transfers	自用	-	-	-	-
(-) Others (e.g. wastage, expiration, theft)	其他 (如损耗等)	-	-	-	-
Closing stock	期末库存	76	168	153	100

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D9 - Profitability	
Case no.:	AD0047
Company name:	SANY Heavy Machinery Limited

• *Please enter your figures as percentages*

Profit margins	1 July 2019 - 30 June 2020	1 July 2020 - 30 June 2021	1 July 2021 - 30 June 2022	POI (1 July 2022 - 30 June 2023)
	2019.7.1-2020.6.30	2020.7.1-2021.6.30	2021.7.1-2022.6.30	2022.7.1-2023.6.30
Overall profitability of the company	100	71	171	35
Profitability of goods concerned and the like goods	141	112	145	39
Profitability of domestic sales of the like goods	141	112	145	39
Profitability of export sales of goods concerned	141	112	145	39

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D10.1 - CTM in the People's Republic of China	
Case no.:	AD0047
Company name:	SANY Heavy Machinery Limited

Currency 币种
RMB

- Provide the total cost to make by cost type, by PCN in the tables below for the like goods produced for the domestic market during the POI
- Include the total cost to make for all goods produced during the POI
- Input figures into the white cells only - the yellow cells contain formulas
- All figures should be reported net of recoverable tax
- Add additional lines where necessary e.g. additional material costs
- Adapt the headings of each row (e.g., raw materials, energy) to suit the naming conventions of your own cost accounting system
- Create more PCN columns where necessary

	All goods	All PCNs	PCN 1-S	PCN 2-M	PCN 3-L	PCN 4-XL
(I) Manufacturing costs						
(A) Direct costs						
Raw materials						
Material 1	13	8	1	0.4	0.2	7
Material 2	9	6	1	0.2	0.1	5
Material 3	3	2	0.2	0.1	0.05	2
Other materials	67	48	6	2	1	39
Auxiliary materials	2	1	0.2	0.04	0	1
Direct labour	2	1	0.2	0.05	0	1
Total for (A)	97	66	8	3	1	55
(B) Manufacturing overheads						
Indirect labour	0	0	0	0	0	0
Rent/lease	0	0	0	0	0	0
Maintenance & repairs	0	0	0	0	0	0
Energy costs	0	0	0	0	0	0
Depreciation	1.3	0.5	0.1	0.04	0	0.4
Others (specify)	1	1	0.1	0.02	0	0.5
Direct labour surplus	0.5	0.3	0.04	0.01	0	0.2
Total for (B)	3	1	0.3	0.1	0	1
(C) Total of manufacturing cost (A+B)	100	67	8	3	1	56
Quantity produced (Unit)	100	27	8	2	1	17
Quantity produced (Kg)	100	70	7	2	2	59
Manufacturing cost per unit	100	97	111	117	88	95

