

Guidance	
Case no.:	AD0071
Company name:	Tata Steel UK

Please complete this Annex in conjunction with the corresponding sections in the Questionnaire

The years relevant to this investigation are as follows:

Last financial year before the POI	Period of Investigation (POI)
01/04/2023 to 31/03/2024	01/04/2024 to 31/03/2025

The accounting currency is:

GBP

The unit for volume is:

Metric Tonnes

For all numerical figures, where appropriate, express every third number with a comma.
(e.g. '1,300' for one-thousand three hundred, '1,300,000' for one million and three-hundred thousand)

Please limit all sales/currency/income figures to two decimal places, apply a full point as a decimal separator and use the appropriate currency symbol or abbreviation.
(e.g. 1,300.00)

Where possible, keep all sales prices on a CIF value basis.

Display all dates in the format DD/MM/YYYY.
(e.g. 23/05/2019)

In order to determine which sales fall within the investigation period, the invoice date should normally be used as the date of sale.

Note that there may be formulae already in the sheet
Cells containing formulae are highlighted in yellow:
Please do not overwrite these cells



Please do not leave blank spaces - if the requested information cannot be provided then enter N/A (for questions which require a text response) or 0 (for questions which require a numerical response)

The TRA will seek to verify the data provided in this questionnaire and the methodology used to compile it.
Please provide us with all formulas and steps used in your calculations and keep a record of these and all related material/documentation for any verification visit.

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Annex 2 - PCN comparison	
Case no.:	AD0071
Company name:	Tata Steel UK

- Please complete this table as fully as possible showing your product range and how it is assigned to the PCN structure, as well as highlighting any known differences between your product and the goods concerned which may influence differences in price
- The first row has been entered as an example - please delete before submission

Goods concerned		Like goods comparison with goods concerned	
Company product - Your company's control number	Essential characteristics of the like goods	PCN	Describe the likeness of this product to the goods concerned
N/A	N/A	N/A	N/A

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Annex 4 - Cost reconciliation	
Case no.:	AD0014
Company name:	Tata Steel UK

Currency
GBP

Please fill in the white cells only - except where explanations to variances are required
 Please reference source documents used where applicable

Annex 4 is a reconciliation of cost data. The information is by its nature commercially confidential and would harm TSUK's commercial interests if revealed to its competitors. It is not possible to provide a meaningful summary of the contents of this document without revealing sensitive information.

Description	Cost reconciliation:		Source documents and appendix reference
	Cost (GBP)	Quantity (MT)	
Total cost of all goods sold as per Income Statement			
Variances			
Total cost of all goods sold during the accounting period			Confidential
Difference in total cost of all goods sold between POI and accounting period			
Total cost of all goods sold during the POI as stated in your management accounts			
Variances			
Total cost of all goods sold during the POI			Confidential
Change in finished goods inventory of all goods during the POI			
Total cost of production/quantity of all goods during the POI as stated in your management accounts			
Variances			
Total cost of production/quantity of all goods during the POI			Confidential
Cost of production/quantity of all goods during the POI			
Cost of production/quantity of good A during the POI			Confidential
Cost of production/quantity of good B during the POI			
Cost of production/quantity of good C during the POI			Confidential
Cost of production/quantity of good D during the POI (add new lines if required)			
Total cost of production/quantity of like goods during the POI			
Cost of production/quantity of like goods for sales on the UK market during the POI			Confidential
Cost of production/quantity of like goods for export during the POI			

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Annex 5.1 - Raw materials and input purchases	
Case no.	PL00011
Company name:	Tata Steel UK

* Please input details for all purchases of materials where the material type accounts for over 5% of total cost to make and sell during the POI (1% for energy)

Annex 5.1 contains details of raw material and input purchases during the POI. The information is by its nature commercial. Don't have the date of purchase to hand - this is This is the purchase or Don't have the date of it UoM for Gas and Electricity is kWh

(I) Supplier information							(II) Purchase information										
Material type	Products using material	Supplier	Contact name of supplier	Address of supplier	Date of purchase	Country of manufacture	Invoice Number	Date of Invoice	Quantity (MT)	Invoice currency	Purchase price (excl. VAT)	Unit price (excl. VAT)	Purchase price in accounting currency (excl. VAT) (Specify currency)	Delivery terms	Discounted price and/or other preferential price? (Yes/No)	File name for attachments containing contractual agreement	If purchase is imported, explain the reason
Confidential																	

Year	Value
2010	100
2011	100
2012	100
2013	100
2014	100
2015	100
2016	100
2017	100
2018	100
2019	100
2020	100
2021	100
2022	100
2023	100
2024	100
2025	100
2026	100
2027	100
2028	100
2029	100
2030	100



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Annex 6 - Purchases of the like goods and/or goods concerned	
Case no.:	AD0071
Company name:	Tata Steel UK

Currency
GBP

* Please provide the information by country where applicable - add in additional lines if necessary

Annex 6 is a listing of TSUK's purchases of the like goods. The information is by its nature commercially confidential and would harm TSUK's commercial interests if revealed to its competitors. It is not possible to provide a meaningful summary of the contents of this document without revealing sensitive information.

Year	Country like goods purchased from	Volume purchased (number of units or weight)	Value purchased (£)
1 April 2021 - 31 March 2022			
1 April 2021 - 31 March 2022			
1 April 2022 - 31 March 2023			
1 April 2023 - 31 March 2024			
1 April 2023 - 31 March 2024			
POI (1 April 2024 - 31 March 2025)			
POI (1 April 2024 - 31 March 2025)		Confidential	

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Annex 7 - Transaction-by-transaction (T by T) domestic sales

Case no:	R20071
Company name:	7.5a Street UK

* Include all your domestic sales net of returns of the file inside for the PCI. Include the file inside you have produced, purchased and resold and/or goods concerned that you have purchased and resold.
 * Please report sales as a positive figure.
 * Ensure you categorize each sale by PCI. For transactions or invoices that consist of multiple PCIs, the same invoice number should be referenced.
 * The final file has been sent as an example - please delete before submission.

Annex 7 is a transaction by transaction listing of all domestic sales made during the PCI. The information is by its nature commercially confidential and would harm TSUK's commercial interests if revealed to its competitors. It is not possible to provide a meaningful summary of the contents of this document without revealing sensitive information.

PCI	Model / Product	Source (Own Product/Purchased)	Customer description	Customer name	Customer number	Customer link (Independent Association)	Customer type	Sales Invoice number	Revenue Recognition Date	Document type (e.g. Invoice, Receipt)	Delivery terms	Payment terms	Invoice quantity	Invoice unit measurement	Quantity (MT)	Gross Invoice value (£ GBP)	Taxes	Discounts	Rebates	Domestic Freight	Other	Net invoice value (£ GBP)	Adjustments									
																							Level of trade	Transport, insurance and handling 1	Transport, insurance and handling 2	Packing	Indirect taxes	Credit	After-sales costs	Commissions	Other (please specify)	
Confidential																																

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Annex 8 - Export sales	
Case no.:	AD0071
Company name:	Tata Steel UK

* Please complete the table below by including your total sales and volume by PCN, by country of destination

Annex 8 contains detailed export data for TSUK. The information is by its nature commercially confidential and would harm TSUK's commercial interests if revealed to its competitors. It is not possible to provide a meaningful summary of the contents of this document without revealing sensitive information.

PCN	Destination country	Volume sold (units / weight)	Value sold (GBP £)
Confidential			

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Annex 9 - Sales reconciliation	
Case no.:	AD0071
Company name:	Tata Steel UK

- Please fill in the white cells only - except where explanations to variances are required
- Please reference source documents used where applicable

Annex 9 is a reconciliation of sales data. The information is by its nature commercially confidential and would harm TSUK's commercial interests if revealed to its competitors. It is not possible to provide a meaningful summary of the contents of this document without revealing sensitive information.

Sales reconciliation:			
Description	Revenue (GBP)	Quantity (MT)	Source documents and appendix reference
Total sales revenue of all goods as per Income Statement			
Variance			
Total sales revenue of all goods during the accounting period		[CONFIDENTIAL]	
Difference in total sales revenue of all goods between POI and accounting periods			
Total sales revenue/quantity of all goods during the POI as stated in your management accounts		[CONFIDENTIAL]	
Variance			
Total sales revenue/quantity of all goods sold during the POI			
Sales revenue/quantity of like goods during the POI			
Sales revenue/quantity of good A during the POI			
Sales revenue/quantity of good B during the POI		[CONFIDENTIAL]	
Sales revenue/quantity of good C during the POI			
Sales revenue/quantity of good D during the POI			
Sales revenue/quantity of good E during the POI			
Sales revenue/quantity of good F during the POI			
Sales revenue/quantity of good G during the POI			Confidential
Total sales revenue/quantity of like goods during the POI			
Sales revenue/quantity of the like goods on the UK market during the POI		[CONFIDENTIAL]	
Sales revenue/quantity of the like goods on export markets during the POI			

Currency
GBP

- Please provide an estimate of your sales for value and volume

Sales forecasts: 1 April 2025 - 31 March 2028		
Description	Revenue (GBP)	Quantity (MT)
Total sales of like goods on the domestic market		
Total sales of all other goods to the domestic market		[CONFIDENTIAL]
Total sales of all goods		

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Annex 10 - Captive sales and use	
Case no.:	AD0071
Company name:	Tata Steel UK

- Please provide details of all captive sales transactions
- Please ensure that different PCNs shown on the same transaction are recorded separately, referencing the same invoice number
- In the Use column, provide details of the product which uses the like good

<i>PCN</i>	<i>Date of sale</i>	<i>Volume / number of units</i>	<i>Value (£)</i>	<i>Destination (captive sales or use)</i>	<i>Use</i>	<i>Associated party (if captive sales)</i>
N/A						

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Annex 11 - Injury
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Year	Turnover			Export sales of the goods		Domestic sales of the goods		Profitability				Output		Capital use	Market share (%)	Stocks						Productivity				Capacity		Cash flow							
	Total turnover of whole company (£)	Turnover related to like goods (£)	Turnover related to other goods (£)	Export sales by volume (M7)	Export sales by value (£)	Domestic sales by volume (M7)	Domestic sales by value (£)	Total net operating profit after tax (NOPAT) for whole company (£)	Net operating profit after tax (NOPAT) from like goods (£)	Average net operating profit after tax (NOPAT) margin of like goods (%)	Total interest expenses incurred by whole company (£)	Finance costs (e.g. interest incurred) for like goods (GBP)	Output by volume (M7)	Output by value (£)	Captive use of like goods (cost or weight)	For like goods, the percentage of UK market total sales that are manufactured by you	Stocks at year end, total volume (M7)	Stocks at year end, total value (£)	Stocks at year end, volume manufactured by you in UK (units or weight)	Stocks at year end, total value manufactured by you in UK (£)	Stocks at year end, total volume purchased (M7)	Stocks at year end, total value purchased (£)	Total number of employees (FTE)	Number of employees for like goods (FTE)	Average output in volume per employee for like goods (FTE)	Median wage for FTE engaged in activities related to the like goods (GBP)	Production capacity for like goods (M7)	Production capacity utilization for like goods (%)	Net cash flow for all goods (£)	Net cash flow for like goods (£)					
PO1 - 3 years 1 April 2021 - 31 March 2022	100	100	100	100	100	100	100	100					100	100	25.26%		100	100	NA	NA	NA	NA	100	100	100	100	100	100	100	100	100	NA			
PO2 - 2 years 1 April 2022 - 31 March 2023	100	110	100	90	93	105	114	[Confidential - information on TSBK's profitability is by nature confidential and cannot be provided in either range or indexed format without disclosing business sensitive information, which can be used against TSBK by its rivals]										102	120	25.26%		82	79	NA	NA	NA	NA	99	112	91	97	100	102	87	NA
PO3 - 1 year 1 April 2023 - 31 March 2024	84	86	84	97	79	102	87					101	116	25.26%		100	79	NA	NA	NA	NA	99	110	92	99	100	102	100	102	104	NA				
PO4 - 1 year 1 April 2024 - 31 March 2025	72	75	72	100	72	100	72					101	110	25.26%		147	102	NA	NA	NA	NA	83	84	120	96	100	102	100	102	10	NA				

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Annex 12 - Investments and Return on Investments	
Case no.:	AD0071
Company name:	Tata Steel UK

Company wide:	Total investments (£)	Expansion / capacity related investments (£)	Efficiency / rationalisation investments (£)	Replacement investments (£)	Research and development / innovation investments (£)	Environmental investments (£)	Social / health and safety investments (£)	Other investments (£)
POI - 3 years 1 April 2021 - 31 March 2022	[CONFIDENTIAL]							
POI - 2 years 1 April 2022 - 31 March 2023								
POI - 1 year 1 April 2023 - 31 March 2024								
POI 1 April 2024 - 31 March 2025								

In relation to like goods:	Total investments (£)	Expansion / capacity related investments (£)	Efficiency / rationalisation investments (£)	Replacement investments (£)	Research and development / innovation investments (£)	Environmental investments (£)	Social / health and safety investments (£)	Other investments (£)
POI - 3 years 1 April 2021 - 31 March 2022	N/A							
POI - 2 years 1 April 2022 - 31 March 2023								
POI - 1 year 1 April 2023 - 31 March 2024								
POI 1 April 2024 - 31 March 2025								

Company wide:	Return on Investment (ROI)
POI - 3 years 1 April 2021 - 31 March 2022	[CONFIDENTIAL]
POI - 2 years 1 April 2022 - 31 March 2023	
POI - 1 year 1 April 2023 - 31 March 2024	
POI 1 April 2024 - 31 March 2025	

In relation to like goods:	Return on Investment (ROI)
POI - 3 years 1 April 2021 - 31 March 2022	N/A
POI - 2 years 1 April 2022 - 31 March 2023	
POI - 1 year 1 April 2023 - 31 March 2024	
POI 1 April 2024 - 31 March 2025	

Annex 12 concerns investments. The information is by its nature commercially confidential and would harm TSUK's commercial interests if revealed to its competitors. It is not possible to provide a meaningful summary of the full contents of this table without revealing sensitive information. A non-confidential summary of total

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Annex 13 - Forward sales contracts	
Case no.:	AD0071
Company name:	Tata Steel UK

* The first row has been entered as an example - please delete before submission

Customer name	PCN	Delivery terms (Incoterms)	Expected sale date(s)	Sale frequency	Quantity (MT)	Unit price (£)
[CONFIDENTIAL]						

Annex 13 provides information on forward contracts. The information is by its nature commercially confidential and would harm TSUK's commercial interests if revealed to its competitors. It is not possible to provide a meaningful summary without revealing sensitive information.

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E1 - Economic Interest Test	
Case no.:	AD0071
Company name:	Tata Steel UK

- Please complete the table for the POI
- Add additional lines under breakdown by site if required

	Total number of employees (FTE*)	Number of employees working with the goods concerned (FTE)
All sites		
Total	[6,000-9,000]	
Breakdown by site		
Strip Products UK	[3,000-4,000]	CONFIDENTIAL
Packaging UK	CONFIDENTIAL	CONFIDENTIAL
Colors UK	[0-500]	
Tubes (Excl SAW Mills)	CONFIDENTIAL	
Distribution UK	[400-800]	
Panels and profiles	CONFIDENTIAL	
Technology and Environment	[0-500]	
Corby Property	CONFIDENTIAL	
Head Office Admin	[500-1000]	
Corporate IT	[0-200]	
Catnic UK division #	CONFIDENTIAL	
Catnic France	CONFIDENTIAL	
Round Oak	CONFIDENTIAL	

Continue as required

*** Full Time Equivalent**