



Annex I: Questionnaire for associated companies involved in sales or marketing of the goods

ANNEX I by Caterpillar (China) Investment Co., Ltd. ("CCI") with respect to sales [Sensitive information removed – Commercially sensitive information] Excel tables are provided in the file "CCI_AD0047 - Anti-dumping - Exporter Questionnaire - Annex I" [CONFIDENTIAL].

Guidance

This annex is an essential part of the questionnaire and is intended for companies which are associated with the exporting producer and which are **not involved in producing** the goods concerned but **are involved in the sale or export** of the goods to the UK. All the general instructions, deadlines and guidance given in this questionnaire are directly applicable to this annex. Each associated company involved should complete this annex separately.

It is essential that the Product Control Numbers used are consistent with those used by your associated company.

The questionnaire is divided into three parts:

Section I – Associated company information

Section II – Information relating to purchase prices and stocks

Section III – Information relating to resale prices

Related persons

As a reminder, please refer to the definition of related persons under **A3 – Organisational structure**.



Section I of Annex I: Associated company information

S1.1 – Identity and contact details

1. Please describe the activities carried out by your company. In your description explain the range of products sold, markets sold to, functions performed, your relationship with the associated company and any other relevant factors.

Response: *Caterpillar (China) Investment Co., Ltd. ("CCI") is a wholly foreign-owned enterprise engaged in investment and reinvestments into companies with foreign investments in China, distribution [Sensitive information removed – commercially sensitive information]. CCI is ultimately owned by Caterpillar Inc., a publicly traded company listed on New York Stock Exchange.*

Appendix reference: *N/A*

2. Please complete the table below.

Legal name of company:	<i>Caterpillar (China) Investment Co., Ltd.</i>
Legal structure (e.g., <limited company, sole trader, partnership> etc):	<i>Limited liability company</i>
Year of establishment:	<i>1996</i>
Other operating names:	<i>N/A</i>
Name (point of contact):	<i>[Sensitive information removed – Personal information]</i>
Position:	<i>[Sensitive information removed – Personal information]</i>
Address:	<i>[Sensitive information removed – Personal information]</i>
Telephone No:	<i>[Sensitive information removed – Personal information]</i>
Email:	<i>[Sensitive information removed – Personal information]</i>
Website:	<i>www.caterpillar.com/zh.html</i>

3. If you have appointed an external party to act on your behalf in this investigation, please provide their details and attach a letter confirming the TRA should contact them directly:



Name:	<i>[Sensitive information removed – Personal information]</i>
Address:	<i>[Sensitive information removed – Personal information]</i>
Telephone No.:	<i>[Sensitive information removed – Personal information]</i>
Email:	<i>[Sensitive information removed – Personal information]</i>
Confirm they have signed authority to act (Yes/No):	Yes
Appendix reference:	

S1.2 – About your company

1. Please provide the details of any other operating name you use to sell or market the goods concerned.

Response: *N/A*

Appendix reference: *N/A*

2. Please provide a list of all your company's shareholders that owned more than 5% of its shares during the period of investigation (POI, 1 July 2022 – 30 June 2023) in **S1.2.1 – Shareholders in Annex I (Associated companies – Exporter)**. Where known, please give details of their activities in the table.
3. Describe all other goods sold, marketed or otherwise concerned by your company, in the UK. Please complete **S1.2.2 – Other Goods, Annex I (Associated companies – Exporter)** showing the volume and value of these goods.
4. Please explain, or demonstrate in a diagram, the overall internal hierarchical and organisational structure of your company. This diagram should show all units involved in the sale and distribution of the goods concerned in the UK and the original market of imports. Clearly state the role of your company.

Response: *A diagram demonstrating overall internal organisational structure of Caterpillar (China) Investment Co., Ltd. is provided below.*

[Sensitive information removed – Commercially sensitive information]



Caterpillar (China) Investment Co., Ltd. distributes [Sensitive information removed – Commercially sensitive information].

Appendix reference: *N/A*

5. Provide an explanation and diagram outlining your company's worldwide corporate structure and affiliations, including parent companies, subsidiaries or other associated companies.

Response: *Please refer to Appendix A.3.1 [CONFIDENTIAL] to the questionnaire response submitted by CXL.*

Appendix reference: *N/A*

S1.3 – Accounting practices

1. Please give the financial year convention your company uses for its accounts (e.g. 1 January – 31 December). If any changes have occurred with respect to this period or in your accounting practices over the last four financial years, please describe these changes.

Response: *The Company's accounting year starts on 1 January and ends on 31 December.*

Appendix reference: *N/A*

2. Please attach copies of your annual accounts for the injury period, 1 July 2019 – 30 June 2023. This may include a statement of financial position; statement of profit and loss and other comprehensive income; statement of changes in equity; cash-flow statement; notes to the accounts and all reports; and the auditor's opinion on these documents.

Response: *Please refer to CCI Appendix S1.3.2 [CONFIDENTIAL].*

Appendix reference:
CCI Appendix S1.3.2 [CONFIDENTIAL].

3. If your accounts are unaudited, please attach copies of your unaudited financial statements for the injury period.

Response: *N/A.*

Appendix reference: *N/A*



4. If internal financial statements, management reports, etc. are prepared and maintained for the goods concerned, please provide copies for your most recent financial year and the POI.

Response: *N/A.*

Appendix reference: *N/A*

5. Please attach a copy of your company's trial balance (in original and spreadsheet form) covering the POI, 1 July 2022 to 30 June 2023. If your financial year is fully aligned with the POI, this is all that is required.:

Where your financial period is not aligned with the POI, please provide trial balances (in original and spreadsheet form) to cover the following periods:

- the trial balance which covers the beginning of your financial year and ends on 30 June 2022;
- the trial balance which starts from 1 July 2022 to the end of your next financial year; and
- the trial balance starting from the beginning of your following financial year and ends on 30 June 2023.

Response: *Please refer to CCI Appendix S1.3.5 [CONFIDENTIAL].*

Appendix reference: *CCI Appendix S1.3.5 [CONFIDENTIAL]*

S1.4 – Employment and turnover

1. Please complete **S1.4.1 – Employment, Annex I (Associated companies – Exporter)**.
2. Please complete **S1.4.2 – Turnover, Annex I (Associated companies – Exporter)**.



Section II of Annex I: Information relating to purchase prices and stocks

S2.1 – Purchases and stocks

Please complete **S2.1.1 – Purchases** in **Annex I (Associated companies – Exporter)**.

1. Please give a detailed description of how purchases of the goods concerned are made. Take into consideration:
 - the terms of your contract with the supplier (provide a copy).
 - the administrative arrangements involved from the ordering of the goods until their arrival, including customs clearance (if applicable).
 - the terms of payment.
 - transport, insurance, handling, loading and ancillary costs.
 - warranties.
 - guarantees.
 - technical assistance.
 - after sales service, etc.

Response: CCI [Sensitive information removed – Commercially sensitive information]

Please refer to Appendix B4.2.2 [CONFIDENTIAL] to the questionnaire response submitted by CXL [Sensitive information removed – Commercially sensitive information].

Appendix reference: N/A

2. From the manufacturing of the goods concerned to the point at which your exports reach the UK, please describe the physical movement of the goods throughout the whole process. In your explanation, please include all customs offices involved in the customs clearance of the goods.

Response: N/A.

Appendix reference: N/A

3. Please list all locations where your company keeps stocks of the goods concerned

Response: N/A.



Appendix reference: [N/A](#)

4. For the goods concerned report all your company's purchases made during the 12 months before the POI but exported during the POI. Add this to **S2.1.2 – Purchases before POI** in the spreadsheet **Annex I (Associated companies – Exporter)** provided.
5. Report additional information relating to your purchases of the goods concerned during the POI 1 July 2022 – 30 June 2023. Add this to **S2.1.3 – Purchase information** in the spreadsheet **Annex I (Associated companies – Exporter)** provided.
6. Report all of the stock purchased by your company. Add this to **S2.1.4 – Stocks** in the spreadsheet **Annex I (Associated companies – Exporter)** provided.



Section III of Annex I: Information relating to resale prices

This information should be provided **only** for the POI, thus please provide all invoices falling within the POI.

S3.1 – General information

1. Describe the physical flows (e.g., inputs and products) and the financial flows (e.g. invoices and payments) involved.

Response: CCI [Sensitive information removed – Commercially sensitive information].

Appendix reference: N/A

2. Include a detailed flow chart demonstrating terms of sale and pricing to each customer category (e.g. traders, distributors, wholesalers, industrial users, end users, etc.) including associated companies.

Response: CCI [Sensitive information removed – Commercially sensitive information].

Appendix reference: N/A

3. If the goods concerned are changed in any way between purchase and resale, please provide details.

Response: N/A.

Appendix reference: N/A

4. Describe each step in the sales negotiation process, from the first point of contact with the purchaser through to any after sales price adjustments.

Response: CCI sells [Sensitive information removed – Commercially sensitive information].

Appendix reference: N/A

5. Explain how sales prices are set and whether sales prices differ between or among grades, types or specifications of the goods concerned or among customers, regions or time periods.



Response: CCI sells [Sensitive information removed – Commercially sensitive information] .

Appendix reference: N/A

6. Please provide copies of all price lists issued or in use during the POI.

Response: Please refer to questionnaire response of CXL [CONFIDENTIAL].

Appendix reference: N/A

S3.2 – Sales to independent customers in the UK during the POI

In this part of Section III, you need to provide information on the sales of the goods under consideration made by your company directly to independent customers.

1. Please complete **S3.2 – Sales to ind. customers** in the spreadsheet **Annex I (Associated companies – Exporter)** provided. Show all sales of the goods concerned made by your company to independent customers for consumption in the UK on a transaction-by-transaction basis.
2. Please explain how you have calculated the CIF values as stated in the CIF value column in the table.

Response: N/A.

Appendix reference: N/A

This listing should use the same Product Control Numbers as reported in the table of PCN codes included in the instruction section. Each product sale on a given invoice with a different PCN should be recorded as a separate transaction.

S3.3 – Sales to associated parties in the UK during the POI

Please communicate with your associated parties for the responses to each of the questions within this section.

Please ensure that the information provided by the associated company in **Section II** above is easily and fully reconcilable with the information given below.

1. Please complete **S3.3 – Sales to associated parties** in the spreadsheet **Annex I (Associated companies – Exporter)** provided. Show all sales of the goods concerned made by your company to associated customers for consumption in the UK on a transaction-by-transaction basis.



2. Please explain how you have calculated the CIF values as stated in the CIF value column in the table.

Response: *N/A.*

Appendix reference: *N/A*

S1.2.1 - Shareholders

Case no.:	AD0047
Company name:	Caterpillar China Invest Ltd ("CCI")

List of current shareholders & owners (holding 5% or more of shares)			
Shareholder Name	Percentage of shares held	Is this person a state official? If so, specify title and public body.	Activity of shareholder
[Sensitive information removed – Commercially sensitive information. This information is not susceptible to a meaningful non-confidential summary, its disclosure could harm the company's market and competitive position.]			

S1.2.2 - Other Goods

Case no.:	AD0047
Company name:	Caterpillar China Invest Ltd ("CCI")

General Information				
Other goods	Description	Grouping (if appropriate)	Volume (KG)	Value (RMB)
[Sensitive information removed – Commercially sensitive information. This information is not susceptible to a meaningful non-confidential summary, its disclosure could harm the company's market and competitive position.]				

S1.4.1 - Employment	
Case no.:	AD0047
Company name:	Caterpillar China Invest Ltd ("CCI")

	1 July 2019 - 30 June 2022	1 July 2020 - 30 June 2021	1 July 2021 - 30 June 2022	1 July 2022 - 30 June 2023 (POI)
Total personnel employed	<p><i>[Sensitive information removed – Commercially sensitive information. This information is not susceptible to a meaningful non-confidential summary, its disclosure could harm the company's market and competitive position.]</i></p>			
Personnel employed in the production and manufacturing of the goods concerned				
Personnel employed in the sales and administration of the goods concerned				
% of employees relative to 2019				

S1.4.2 - Turnover

Case no.:	AD0047
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Company name:	Caterpillar China Invest Ltd ("CCI")
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Currency

RMB

	1 July 2019 - 30 June 2020			1 July 2020 - 30 June 2021			1 July 2021 - 30 June 2022			1 July 2022 - 30 June 2023		
	Volume (KG)	Volume (Number of Units)	Value	Volume (KG)	Volume (Number of Units)	Value	Volume (KG)	Volume (Number of Units)	Value	Volume (KG)	Volume (Number of Units)	Value
Turnover of other goods												
Domestic market												
Exports to the UK												
Exports to third countries												
Turnover of goods concerned												
Domestic market												
Exports to the UK												
Exports to third countries												
Total turnover (All goods)												
Domestic market												
Exports to the UK												
Exports to third countries												

S2.1.1 - Purchases	
Case no.:	AD0047
Company name:	Caterpillar China Invest Ltd ("CCI")

Product Control Number*	[CONFIDENTIAL]	Name of supplier	Purchased quantity (in KG)	Purchased quantity (units)	Total net invoice value	Invoice currency	General delivery terms	Average purchase price per MT on CIF Basis**	Supplier Invoice number	Supplier Invoice date
[Sensitive information removed – Commercially sensitive information. This information is not susceptible to a meaningful non-confidential summary, its disclosure could harm the company's market and competitive position.]										

* Please refer to Table of PCN codes found in Section B under B1 of the Exporter's Questionnaire

** Please note: In cases where the delivery terms are not CIF, explain the calculation of the average unit CIF price.

Case no.:	AD0047
Company name:	Caterpillar China Invest Ltd ("CCI")

Case no. 1 AD0047

Case no.:	AD0047
Company name:	Caterpillar China Invest Ltd ("CCI")

For greater explanation of the terms, please refer to the Questionnaire

The first row has been filled in as an example and should be deleted before submission

Goods information				Customer information			Document reference			Terms & measurements				Invoice value						Currency conversion				
PCN	Tariff code	Model	Source	Customer name	Customer link	Customer type	Invoice number	Invoice date	Bill of lading no.	Delivery terms	Payment terms	Transaction quantity	Transaction unit	Quantity in KG	Gross invoice value	Taxes	Discounts	Rebates	Other charges (Specify)	Net invoice value	Invoice currency	Exchange rate	Net invoice value in accounting currency (RMB)	CIF value in accounting currency (RMB)
[Sensitive information removed – Commercially sensitive information. This information is not susceptible to a meaningful non-confidential summary, its disclosure could harm the company's market and competitive position.]																								

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D2 - Income state

Case no.:	AD0047
Company name:	Caterpillar China Invest Ltd ("CCI")

POI (1 July 2022 - 30 June 2023)	
	<div>All goods</div> <div>Goods concerned/like goods</div>
Gross sales	<p><i>[Sensitive information removed – Commercially sensitive information. This information is not susceptible to a meaningful non-confidential summary, its disclosure could harm the company's market and competitive position.]</i></p>
Sales returns, rebates and discounts	
Net sales	
COGS	
Operating income	
Selling expenses	
Administrative and general expenses	
Financial expenses	
AG&S expenses	
Income from normal activities	
Interest income	
Interest expense (enter as a negative)	
Extraordinary gains/losses (enter losses as a negative)	
Abnormal gains/losses (enter losses as a negative)	
Profit before tax	
Tax	
Profit After Tax	
Net profit %	