



## Safeguard Questionnaire (Exporter)

### Extension Review

### Case SE0041: Safeguard Measure on Certain Steel Products

<b>Period of Investigation (POI):</b>	01 April 2018 – 31 March 2023
<b>Deadline for response:</b>	6 November 2023
<b>Case team contact:</b>	SE0041@traderemedies.gov.uk
<b>Completed on behalf of:</b>	JSW Steel Limited and JSW Steel Coated Products Limited

Confidential

Non-Confidential – will be made publicly available



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## The scope of this review

### Goods subject to review

The goods subject to review in this extension review are detailed in the following table. **‘The goods subject to review’** are goods produced in non-UK countries which are directly competitive with the like goods manufactured in the UK.

Product Number	Product Category	Commodity Codes
1	Non-alloy and other alloy hot-rolled sheet and strip	72081000, 72082500, 72082600, 72082700, 72083600, 72083700, 72083800, 72083900, 72084000, 72085210, 72085299, 72085310, 72085390, 72085400, 72111300, 72111400, 72111900, 72126000, 72251910, 72253010, 72253030, 72253090, 72254015, 72254090, 72261910, 72269120, 72269191, 72269199
2	Non-alloy and other alloy cold-rolled sheet	72091500, 72091690, 72091790, 72091891, 72092500, 72092690, 72092790, 72092890, 72099020, 72099080, 72112320, 72112330, 72112380, 72112900, 72119020, 72119080, 72255020, 72255080, 72262000, 72269200
4	Metallic coated sheet	72102000, 72104100, 72104900, 72106100, 7210690020, 7210690080, 72109080, 72122000, 72123000, 72125020, 72125030, 72125040, 72125061, 72125069, 72125090, 72259100, 72259200, 72259900, 72269910, 72269930, 72269970
5	Organic coated sheet	72107080, 72124080
6	Tin mill products	72091899, 72105000, 72121090, 72101100, 72107010, 72124020, 72101220, 72109040, 72101280, 72121010
7	Non-alloy and other alloy quarto plates	72085120, 72089020, 72254040, 72085191, 72089080, 72254060, 72085198, 72109030, 72085291, 72254012
12A	Alloy merchant bars and light sections	72283020, 72283041, 72283061, 72283069, 72283070, 72283089, 72286020, 72287010
12B	Non-alloy merchant bars and light sections	72143000, 72149110, 72149190, 72149931, 72149939, 72149950, 72149971, 72149979, 72149995, 72159000, 72161000, 72162100, 72162200, 72164010, 72164090, 72165010, 72165091, 72165099, 72169900
13	Rebar	72142000, 72149910
16	Non-alloy and other alloy wire rod	72131000, 72139149, 72271000, 72132000, 72139170, 72272000, 72139110, 72139190, 72279010, 72139120, 72139910, 72279050, 72139141, 72139990, 72279095
17	Angles, shapes, and sections of iron or non-alloy steel	72163110, 72163219, 72163310, 72163190, 72163291, 72163390, 72163211, 72163299
19	Railway material	73021022, 73021028, 73021050
20	Gas pipe	73063041, 73063049, 73063072, 73063077
21	Hollow section	73066110, 73066192, 73066199



25A	Large welded tube (1)	73051100, 73051200
25B	Large welded tube (2)	73051900, 73052000, 73053100, 73053900, 73059000
26	Other welded tube	73061100, 73061900, 73062100, 73062900, 73063012, 73063018, 73063080, 73064020, 73064080, 73065021, 73065029, 73065080, 73066910, 73066990, 73069000

Any reference to the goods subject to review refers to the product categories and commodity codes covered in the table above.

Please refer to the Notice of Initiation on the case file for additional detail regarding the existing safeguard measure.

## Like goods

This questionnaire asks for information about the production and sales of goods which are **like** the goods subject to review. Any reference to '**like goods**' in this questionnaire refers to goods which are like the goods subject to review in all respects, or with characteristics closely resembling them, and are produced in all markets including the UK.

## Directly competitive goods

'**Directly competitive goods**' are goods produced in the UK which are directly competitive with the goods subject to review.

This can include goods that are not only similar to the goods subject to review, such as a different type or variety, but also include goods that occupy a position of direct competition with the goods subject to review. A directly competitive good may be one that is substitutable with the goods subject to review.

**When you are completing this questionnaire, please follow the instructions for each question to provide the appropriate information regarding the like goods, goods subject to review or the directly competitive goods by product category.**



Please indicate any dates when you would be unable to host an authentication visit between the start of November 2023 to the end of December 2023.

[Redacted]
[Redacted]
[Redacted]

Appendix reference:



## SECTION A: Company structure and operations

### A1 Identity and contact details

1. Please complete the table below ensuring that the point of contact given has the authority to provide this information:

Legal name of company:	JSW Steel Limited and JSW Steel Coated Products Limited (collectively referred to as "JSW")
Legal structure (e.g. limited company, sole trader, partnership etc.):	Both, JSW Steel Limited and JSW Steel Coated Products Limited, are companies limited by shares. JSW Steel Limited is a company listed on the National Stock Exchange of India as well as the Bombay Stock Exchange. JSW Steel Coated Product Limited, an unlisted entity, is a wholly owned subsidiary of JSW Steel Limited.
Year of establishment:	JSW Steel Limited (formerly Jindal Vijayanagar Steel Limited) was established in 1994  JSW Steel Coated Products Limited (formerly Maharashtra Sponge Iron Limited) was established in 1985
Other operating names:	Not Applicable
Company registration number:	JSW Steel Limited: L27102MH1994PLC152925  JSW Steel Coated Products Limited: U27100MH1985PLC037346
Place of registration:	Both JSW Steel Limited and JSW Steel Coated Products Limited are companies registered in Maharashtra, India
Name (point of contact):	████████████████████
Position:	██
Address:	JSW Centre, Bandra Kurla Complex, Bandra (East), Mumbai - 400051, Maharashtra, India
Telephone No.:	+91-22-42861000
Email:	██
Website:	<a href="http://www.jswsteel.in">www.jswsteel.in</a>

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



Name:	Not Applicable
Address:	
Telephone No.:	
Email:	
Confirm they have signed authority to act (Yes/No):	
Appendix reference:	

## A2 About your company

1. Describe the role of your company in the global, and UK, market for the goods subject to review and like goods (e.g., exporter, producer/exporter, producer/importer or producer/distributor).

JSW is India's leading and most diversified steel producer. Aligned with India's aspirations and the resultant increase in demand for steel to sustain the nation's growth trajectory, JSW is primarily focussed on the domestic market in India, with exports opportunities utilised only strategically. Further, India's low per capita steel consumption compared to global average provides significant headroom for domestic growth.

Appendix reference:

2. Please provide details of any changes in the legal form of your business over the past **5 years**, for example, mergers, acquisitions and/or sales.

Details about any changes in the legal form of JSW's business over the past five years can be referred in the integrated annual reports that are available on <https://www.jswsteel.in/investors/jsw-steel-financials-annual-reports>

3. List and explain all authorisations your company has been required to obtain to produce, sell, or to export the goods subject to review and/or like goods. These may include licences, permits, permissions or mining concessions. Indicate if your company is subject to any direct or indirect, quantitative, or other, restrictions on any of these activities.

JSW holds all the requisite authorisations viz. licences, permits, permissions, etc. that are required to produce, sell, or to export the goods subject to review and/or like goods. Since steel is one of the most traded goods globally, there are various tariff and non-tariff barriers on the exports of steel. Details about such measures are reasonably available on the integrated trade intelligence portal of the World Trade Organisation i.e. <https://i-tip.wto.org/goods/Forms/TableView.aspx>



Appendix reference:

- 4. List all international production standards (BS / EN etc) your company currently conforms to, for the goods subject to review and/or like goods.

JSW's products meet a wide range of product standards. Reasonable details about the international production standards that JSW products conform to, for the goods subject to review and/or like goods, are outlined in the respective product brochures available on [www.jswsteel.in](http://www.jswsteel.in)

Appendix reference:

- 5. Please describe all the other products (not including the goods subject to review and/or like goods) produced or sold by your company, globally, and in the UK.

Details about products produced and / or sold by JSW are available on <https://www.jswsteel.in/products>

Appendix reference:

- 6. State whether your company is a member of any representative organisations (e.g. trade bodies, associations, Chambers of Commerce). If so, please provide a copy of the relevant documentation.

JSW is a member of various industry and trade bodies and associations, including worldsteel Association, the Indian Steel Association, among others

Appendix reference:

### A3 Organisational structure

Please answer the questions below about the internal structure of your company and any associations with other companies. Both natural persons (individuals) or legal persons (e.g. companies) are associated where they meet the definition of 'Related Persons' in regulation 128 of the *Customs (Import Duty) (EU Exit) Regulations 2018*.

- 1. Please explain, or demonstrate in a diagram, the legal structure of your company showing the internal hierarchical and organisational structure, all sites/locations and departments which are involved in the production, sales, R&D, supply and distribution of the goods subject to review and/or like goods for domestic and export markets.

It is submitted that the information concerning organisational structure of JSW are of no relevance for the purpose of the present investigation, as there would be no



assessment of company's individual margin or tariff rate quota. However, certain information concerning sites/locations which are involved in the production, sales, R&D, supply and distribution of the goods subject to review and/or like goods can be referred to in the integrated annual report available on <https://www.jswsteel.in/investors/jsw-steel-financials-annual-reports>

Appendix reference:

2. Please provide a written summary and a diagram/flow chart, if available, of your production process for the goods subject to review and/or like goods. Clearly indicate the different production stages carried out by your company.

Production process for the goods subject to review and/or like goods can be referred in product brochures available on [www.jswsteel.in](http://www.jswsteel.in)

Appendix reference:

3. Please complete **Annex 1 – Associated companies** for your company's worldwide corporate structure and affiliations.

Information about associated companies can be referred to in the integrated annual report available on <https://www.jswsteel.in/investors/jsw-steel-financials-annual-reports>

## A4 Board members and principal shareholders

1. Please complete the table below for any shareholder with >5% holding in the company who also has interest in any organisation related to the production, marketing, administration, and sale of the goods subject to review and/or like goods.

It is submitted that the information concerning Board members and principal shareholders of JSW are of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota. However, certain information relating to Board members and principal shareholders can be referred to in the integrated annual reports that are available on <https://www.jswsteel.in/investors/jsw-steel-financials-annual-reports>

2. Please complete the table below for any members of the Board of Directors who also has interest in any organisation related to the production, marketing, administration and sale of the goods subject to review and/or like goods.

It is submitted that the information concerning Board members and principal shareholders of JSW are of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota. However, certain information relating to Board members and principal shareholders can be referred to in the integrated annual reports that are available on <https://www.jswsteel.in/investors/jsw-steel-financials-annual-reports>



## A5 Operational links with other companies or persons

1. Please complete the table below if your company has established long term agreements or relationships with any company/companies located in the UK or internationally for the production (e.g. sub-contracting), supply and sale of the goods subject to review and/or s, or other licensing, technical patent or compensatory agreements in relation to these products. Please provide the relevant contract for each agreement listed.

Not Applicable

## A6 Accounting practices

1. Please supply the address where your company's accounting records are kept. If records are maintained in different locations, please indicate which records are kept at which location. If records are digital and do not have a physical location, please indicate this.

It is submitted that the information concerning the addresses where the JSW's accounting records are kept is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota

2. 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 POI (01 April 2018 – 31 March 2023), please describe these changes.

JSW uses 1 April – 31 March as financial year convention for its accounts. The information about whether any changes have occurred with respect to this period or in your accounting practices over the POI (01 April 2018 – 31 March 2023) is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota

Appendix reference:

3. For your company and any associated parties involved in the production, marketing or sales of your goods, please attach a copy of the annual reports, including the financial statements and audit report covering the POI (01 April 2018 – 31 March 2023).

Integrated Annual Reports of JSW Steel Limited for the period covering the POI (01 April 2018 – 31 March 2023) are available for reference on <https://www.jswsteel.in/investors/jsw-steel-financials-annual-reports>



Appendix reference:

4. If your accounts are unaudited, please attach a copy of your unaudited financial statements for the POI (01 April 2018 – 31 March 2023).

Not Applicable

Appendix reference:

5. Please attach a copy of your company’s trial balance in spreadsheet form for all statutory period ends which occur during the POI. If for example, your statutory period end is 31 December, then trial balances should be provided as follows:

- 01 January 2018 - 31 December 2018
- 01 April 2018 – 31 March 2019
- 01 January 2019 - 31 December 2019
- 01 April 2019 – 31 March 2020
- 01 January 2020 - 31 December 2020
- 01 April 2020 – 31 March 2021
- 01 January 2021 - 31 December 2021
- 01 April 2021 – 31 March 2022
- 01 January 2022 - 31 December 2022
- 01 April 2022 – 31 March 2023

NB: We will be using trial balances and management accounts (see question 6) to reconcile total sales and purchases as per your financial statements to those disclosed in the questionnaire annex.

It is submitted that the information concerning JSW’s trial balance in spreadsheet form for all statutory period ends that occur during the POI is of no relevance for the purpose of the present investigation, as there would be no assessment of company’s individual margin or tariff rate quota

Appendix reference:

6. For your company and any associated parties involved in the production, marketing or sales of the like goods, the goods subject to review, or directly competitive goods please attach copies of relevant management reports (e.g. management accounts including a profit or loss statement) for the profit centres that includes the like goods or goods subject to review. Please provide these reports to cover the full range of periods set out in question 5.



It is submitted that the information concerning management reports of JSW and any associated parties involved in the production, marketing or sales of the like goods, the goods subject to review, or directly competitive goods, is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota

Appendix reference:

7. If your company is part of a group of companies, please also attach a copy of the consolidated accounts of the group for your most recently completed financial year.

Integrated Annual Report of JSW Steel Limited for the most recently completed financial year is available for reference on <https://www.iswsteel.in/investors/jsw-steel-financials-annual-reports>

Appendix reference:

8. Please provide a detailed description of your financial accounting system, explaining how sub-ledgers (e.g. costing, debtors, creditors) and other sales or production systems integrate with the general ledger. Please provide a description of how it links to the management accounting system, including any manual interventions. Please also attach:
- a. your company's chart of accounts
  - b. your company's cost centres

It is submitted that a detailed description of JSW's financial accounting system, explaining how sub-ledgers (e.g. costing, debtors, creditors) and other sales or production systems integrate with the general ledger, along with a description of how it links to the management accounting system, including any manual interventions, is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota

Appendix reference:

9. Please describe your policy for currency conversion, with reference to your UK sales. How do your financial systems convert currencies and what rates do they use? Please provide the rates that you have used to convert to or from £ GBP during the POI.

It is submitted that JSW's policy for currency conversion, with reference to UK sales along with details about how financial systems convert currencies and the rates used, is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota



Appendix reference:

10. Have you changed your financial policies during the POI? If so, please explain the changes, including dates and the reasons for those changes along with the impact of those changes relating to the goods subject to review and/or like goods.

It is submitted that information about changes to JSW's financial policies during the POI, is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota

Appendix reference:



## SECTION B: About your goods

### B1 Understanding your goods subject to review and/or like goods

The goods subject to review in this extension review are defined in '[the scope of this review](#)'.

1. Please complete **Annex 2 – Product comparison**. If your company manufactures a range of Like and/or goods subject to review, list this information for each individual make and model in the range.

It is submitted that the information about products manufactured by JSW is available on <https://www.jswsteel.in/products>

2. Please explain the internal coding system your company uses to classify your range of the goods subject to review and/or like goods. If your company uses multiple internal reference codes across departments, cross reference each one. Please provide, or attach, a guide setting out the product codes that you use.

The internal coding system that JSW uses to classify its range of the goods subject to review and/or like goods is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota

Appendix reference:

3. Please provide details of your goods subject to review and/or like goods, regarding their production processes, interchangeability, raw materials used, degree of model differentiation channels of distribution and sale, pricing and other relevant characteristics.

The details of goods subject to review and/or like goods, regarding their production processes and raw materials used is outlined in the respective product brochures available on [www.jswsteel.in](http://www.jswsteel.in)

4. Indicate in the box below any physical, commercial or functional differences between your products and the like goods / goods subject to review produced in the UK. If these differences cause distinguishable variations in price, explain those differences and the effect they have. Attach any evidence you have that is relevant.



There are no apparent physical or functional difference between the products produced by JSW and the like goods / goods subject to review produced in the UK. However, the disparity in cost of production due to certain irremediable inherent disadvantages in the UK may result in commercial differences.

Appendix reference:

5. If there are differences in characteristics within your range of goods subject to review and/or like goods which cause distinguishable differences in price when compared to comparative goods produced by others, explain those differences and the effect they have. Please attach any relevant evidence. This could take the form of sales brochures, input costs or research papers.

Not Applicable

Appendix reference:

6. Where possible, provide estimations of how prices of the like goods and/or directly competitive goods produced in the UK compare to each of your similar goods and reasons for the price differences. In the box below, describe how you established the differences and substantiate with evidence.

Technical documentation (such as sales catalogues, safety standards, technical data, etc.) should be attached for each product category where available.

Since this review investigation is concerning extension of TRQ based safeguard measures that have been in force for more than five years already, estimations of how prices of the like goods and/or directly competitive goods produced in the UK compare to each of similar goods supplied by JSW, along with reasons for the price differences is of no relevance.

Appendix reference:

7. How does your company price the goods subject to review produced by your company? Provide this information for each of the goods subject to review produced by your company and substantiate with evidence.

Price is a perception based value that is majorly influenced, impacted, stimulated and driven by various factors, including but not limited to:

- (i) Cost impact arising on account of input raw materials, logistics, exchange rates, finance charges
- (ii) Demand-supply dynamics
- (iii) Import and Export parity
- (iv) Market Forces including geopolitical conditions as well as global, country-specific and domestic market forces exhibit sharp, sudden and significant influence on prices
- (v) Trade actions



(vi) Currency fluctuations
Appendix reference:

8. How does your company sell the goods subject to review (e.g. to resellers, directly to consumers, as part of a bidding process)? Are you aware of whether similar methods are used for the goods subject to review and like goods? Substantiate with evidence.

Sales channels used by JSW for selling the goods subject to review is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota
Appendix reference:

## B2 Understanding the UK market

Please answer the questions in this section and provide reasoning if you are able. Answers should refer to the relevant product categories.

1. Please provide a general description of the nature of competition within the overall UK market for the goods subject to review, the like goods and/or directly competitive goods.

The UK has traditionally been an import dependent market, as its output has been falling since years due to operational issues. The industry has repeatedly failed to adjust to evolving market conditions and have been plagued with high costs of raw materials and utilities – particularly energy, labour concerns among other issues. There have been recurrent calls for capital injection from the government and artificially lift up the competitive profile of the industry through measures such as the long standing TRQ based safeguard action since 2018, as well as promote green steel despite its inherent limitations due to high capital outlay and rangebound scalability.
Appendix reference:

2. Please explain the end use of the goods subject to review, the like goods and/or goods subject to review. If there are multiple uses for the like goods and/or goods subject to review, list them and, where possible, estimate what proportion of your sales goes to each.

Since the goods subject to review include a broad range of steel products, JSW refers to the uses of steel as per worldsteel Association, that is, "Steel is the world's most important engineering and construction material. It is used in every aspect of our lives; in cars and construction products, refrigerators and washing machines, cargo ships and surgical scalpels. It can be recycled over and over again without loss of property"
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Appendix reference:

- How price-sensitive is demand for the goods subject to review, like goods and/or directly competitive goods, in the UK or globally? To what extent does demand change in response to changes in price?

Since the goods subject to review include a broad range of steel products, price sensitivity of a product varies with the relative level of importance consumers place on price compared to other purchasing criteria

Appendix reference:

- Do consumers buy from the cheapest producer in the UK, or are there other factors that influence their decision such as quality and service?

Since the goods subject to review include a broad range of steel products, the consumer's purchase preference will depend on the type of goods, availability, quality preference, post-sales service, among various other factors.

Appendix reference:

- Please describe the degree of competition between the goods subject to review and the like produced in the UK market.

Same response as question no.1 of this section 'B2 Understanding the UK market'

Appendix reference:

- Please describe the current state and forecasts of the UK and world markets for the like goods produced in the UK and the like or goods subject to review. Please substantiate your comments with any documents, such as studies or articles in trade journals, that support your statement.

The current state and forecasts of the UK and world markets for the like goods produced in the UK and the like or goods subject to review remain unpredictable due to ever evolving circumstances post-pandemic. However, the Indian market is expected to grow at a steady rate, in line with its economic growth prospects. JSW remains focussed on meeting the growing Indian demand

Appendix reference:

- Please use the box below to provide any other information about the UK market for the goods subject to review, like good and/or directly competitive goods that may be relevant for this review.

Not Applicable

Appendix reference:



## SECTION C: Costs and production

### C1 Cost to make and sell

1. Please Complete **Annex 3 – Cost to make and sell** with details of your costs for the final year of the POI (01 April 2022 – 31 March 2023), for your total goods and for the total goods subject to review or like goods produced in the POI.

Cost to make and sell of goods subject to review is of no relevance for the purpose of the present investigation, as there would be no assessment of company’s individual margin or tariff rate quota

2. If your company is vertically integrated or some of the production inputs (e.g. raw materials, energy) of your goods subject to review and/or like goods are produced by an associated party, please provide details of this arrangement, and attach documentation demonstrating any agreements you have.

Details of this purchase arrangements with related parties is of no relevance for the purpose of the present investigation, as there would be no assessment of company’s individual margin or tariff rate quota. However, details about related party transactions can be referred in the integrated annual reports that are available on <https://www.jswsteel.in/investors/jsw-steel-financials-annual-reports>

Appendix reference:

3. Please state the cost allocation method for each cost type listed in **Annex 3 – Cost to make and sell**.

Cost reporting along with allocation method is of no relevance for the purpose of the present investigation, as there would be no assessment of company’s individual margin or tariff rate quota

Appendix reference:

### C2 Cost reconciliation

4. Please complete **Annex 4 – Cost reconciliation**: please only fill in the white cells and include reference to the source documents of the inserted data.

Cost reconciliation is of no relevance for the purpose of the present investigation, as there would be no assessment of company’s individual margin or tariff rate quota



### C3 Production process

- Please provide a written summary and a diagram/flow of your production process clearly indicating the different production stages completed by your company for the goods subject to review and/or like goods.

Details regarding the production processes of goods subject to review and/or like goods is outlined in the respective product brochures available on <a href="http://www.jswsteel.in">www.jswsteel.in</a>
Appendix reference:

- Identify where each part of your production process takes place and explain at what stage the most value is added to your goods subject to review and/or like goods in the production process. Please describe the manufacturing process of the like goods and/or directly competitive goods, its level of complexity and the investment of capital involved. If a production process is carried out within the UK, please explain the nature of the activity and where this process step takes place.

JSW's production process of all the like goods and/or directly competitive goods takes place in India and the most value is added to goods subject to review and/or like goods in the production process is during the iron and steel making stage, with incremental value addition in each subsequent stage of further downstream production. Likewise, the maximum investment of capital is involved for the iron and steel making facilities.
Appendix reference:

- Please provide the physical addresses (including town/city and county) of all your company's UK sites/facilities involved in the production of the goods subject to review and/or like goods.

Not Applicable

Company name	Physical address

Appendix reference:
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+Add additional rows as required

### C5 Raw material (RM) and major input purchases

- What are the essential raw materials, or other inputs, related to your production of the goods subject to review and/or like goods? Please explain and provide an



invoice and supporting documentation (e.g. a delivery note, payment confirmation etc.) for two different raw material or other input purchases.

Essential raw materials, or other inputs, related to production of the goods subject to review and/or like goods are iron ore, coal, scrap, ferro-alloys, graphite electrodes, zinc, tin, paint, among others, depending on the type of steel goods. Purchase related documentation is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota

Appendix reference:



## SECTION D: Sales

### D1 Sales reconciliation

1. Please complete the sales reconciliation table in **Annex 5 – Sales**

JSW submits that individual sales reconciliation is of no relevance for the purpose of the present investigation, as there would be no assessment of company’s individual margin or tariff rate quota. Moreover, given the nature of the present investigation, country level information may be more relevant, rather than company level information.

2. Additionally, please complete the sales forecast table in **Annex 5 – Sales** providing quantitative estimates (e.g. projections or forecasts) for the sales revenue and quantity of goods subject to review and/or like goods, and for all other goods you produce, for the next five years.

JSW submits that individual sales forecast providing quantitative estimates (e.g. projections or forecasts) for the sales revenue and quantity of goods subject to review and/or like goods for the next five years is of no relevance for the purpose of the present investigation, as there would be no assessment of company’s individual margin or tariff rate quota. Moreover, given the nature of the present investigation, country level information may be more relevant, rather than company level information.

### D2 Stocks

1. Please complete **Annex 6 – Stocks**.

JSW submits that individual stock related information is of no relevance for the purpose of the present investigation, as there would be no assessment of company’s individual margin or tariff rate quota. Moreover, given the nature of the present investigation, country level information may be more relevant, rather than company level information

2. Please describe any significant changes in Stock levels during the POI (01 April 2018 – 31 March 2023) and explain why these stock changes occurred. Where possible, please provide supporting evidence.

JSW submits that individual stock related information is of no relevance for the purpose of the present investigation, as there would be no assessment of company’s individual margin or tariff rate quota. Moreover, given the nature of the present investigation, country level information may be more relevant, rather than company level information

Appendix reference:



### D3 Forward sales contracts

1. Do you have any forward sales contracts? Please complete **Annex 7 – Forward Sales Contracts**. Please explain the nature of these obligations and how the contracts are agreed.

JSW does not have any forward sales contracts for its sales to the UK	
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Appendix reference:
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2. Would your forward sales contracts be affected if the existing safeguard measure on the goods subject to review were:

- i) extended; or
- ii) expired?

Please describe the nature of any changes and substantiate with evidence.

Not Applicable	
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Appendix reference:
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3. Please attach two examples of forward sales contracts if relevant.

Not Applicable	
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Appendix reference:
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### D4 Distribution channels and price setting

1. If applicable, please provide copies of price lists for the goods subject to review and/or like goods for the final year of the POI (01 April 2022 - 31 March 2023).

JSW submits that price lists for the goods subject to review and/or like goods for the final year of the POI are of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota	
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Appendix reference:
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2. If any price reductions have been applied to any of your sales of goods subject to review and/or like goods during the POI (01 April 2018 – 31 March 2023), please provide a description. This includes discounts, rebates, credit terms, allowances and commissions.



- Explain the terms and conditions that must be met for any price reduction.
- Indicate any price reduction not included in an invoice price. Explain how the invoice price and the price reduction have been calculated.

JSW submits that information about price reduction, if any, is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota

Appendix reference:

3. Please provide details of any distribution network for the goods subject to review and/or like goods if you have one.

JSW submits that details about distribution network is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota

Appendix reference:

4. Do your sales usually include delivery in the price? If so, please explain how you calculate delivery costs and prices.

JSW submits that information about its terms of sales is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota

Appendix reference:

5. Does delivery price vary between customers? If this is the case, then please explain what these differences may relate to.

Not Applicable

Appendix reference:

6. Please attach sales contracts for the top two customers by volume that you have sold goods subject to review and/or like goods to during the final year of the POI (01 April 2022 – 31 March 2023).

JSW submits that sales contract with its customers is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota

Appendix reference:



- 7. Please attach sales contracts for the top two customers by volume that you have sold goods subject to review and/or like goods to during the final year of the POI (01 April 2022 – 31 March 2023).

Same response as above

Appendix reference:

- 8. Please select examples of export sales to the UK of goods subject to review and/or like goods of two different products/models to different customers. Attach as an appendix a complete set of documentation for these sales. Where possible, include purchase orders, commercial invoices, order acceptances, discounts or rebates, credit and debit notes, contracts of sale, freight and insurance details, bank documentation and all other relevant documents.

Select examples of export sales to the UK of goods subject to review and/or like goods of two different products/models to different customers along with its complete set of documentation for these sales is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota

Appendix reference:

- 9. Please select examples of export sales of goods subject to review and/or like goods of two different products/models to different customers included. Attach as an appendix a complete set of documentation for these sales. Where possible, include purchase orders, commercial invoices, order acceptances, discounts or rebates, credit and debit notes, contracts of sale, freight and insurance details, bank documentation and all other relevant documents.

Same response as above

Appendix reference:

## D5 Captive use

- 1. For products classified for internal use in **Annex 2 - Product Comparison** please specify how these goods are/were used.

Information about products for internal use is of no relevance for the purpose of the present investigation, as there would be no assessment of company's individual margin or tariff rate quota

Appendix reference:



2. Please comment on whether your internal use of the goods subject to review and/or like goods would be affected if the existing safeguard measure no longer applied. Please attach evidence to support your answer where possible.

JSW is primarily focussed on the domestic market in India. Therefore, the application of existing UK safeguard measure is unlikely to affect internal use of the goods subject to review and/or like goods.

Appendix reference:



## SECTION E: UK imports

### E1 Imports

1. Please comment on how total UK imports of the goods subject to review have developed during the POI (01 April 2018 – 31 March 2023).

Steel imports into the UK have declined since 2018, primarily due to the safeguard measures in-force as well as market forces

Appendix reference:

2. Please submit any available information concerning global export capacities, both currently, and for the foreseeable future. Please substantiate any claims with evidence, where possible.

Aligned with India's aspirations and the resultant increase in demand for steel to sustain the nation's growth trajectory, JSW is primarily focussed on the domestic market in India. India's low per capita steel consumption compared to global average provides significant headroom for domestic growth in terms of both demand and capacity, with no threat whatsoever to UK

Appendix reference:

3. Please comment on the likelihood of trade diversion to the UK if the existing safeguard measure were to be removed. What impact, if any, would you expect trade measures, safeguards measures or other forms of trade control in third-country markets (e.g. the US Section 232 measures and the EU safeguard measure) to have on the UK market?

Please substantiate any claims of likelihood with evidence.

JSW submits that just like the original safeguard measure implemented by the European Union was based on 'never to materialise' threat of trade diversion, there is no likelihood of any trade diversion to the UK if the existing safeguard measure were to be removed. The US Section 232 measure has already been significantly diluted, with exemptions for countries that account for 75-80% of exports to US, and there is no indication yet that EU safeguard measure will be extended beyond June 2024

Appendix reference:

4. Please comment on the likelihood of the recurrence of an increase in imports of the goods subject to review if the existing safeguard measure were:



- i) extended; or
- ii) expired.

Please substantiate with evidence.

Same response as above	
	Appendix reference:



## SECTION F: Serious injury

### F1 Serious injury

1. What has been the impact of the current safeguard measure on the UK? Has the current measure affected UK producers of like goods, upstream suppliers or downstream users, and if so, how?

The current safeguard measure has a detrimental effect on the UK, as there has been a significant deviation from free market principles that the UK has championed. Despite the current measure, the affected UK producers have repeatedly failed to adjust to evolving market conditions and have been plagued with high costs of raw materials and utilities – particularly energy, labour concerns among other issues. There have been recurrent calls for capital injection from the government. The UK industry often looks up to the UK government to artificially lift up its competitive profile by implementing safeguard measure at the expense of downstream users, as the injury to the UK industry, if any, was completely self-inflicted

Appendix reference:

2. What do you think the effect of maintaining or removing this measure would be? If possible, please comment in relation to UK production and sales.

Removal of safeguard measure would bring back the free market conditions in the UK market, allowing the UK steel industry to evaluate elevating its competitive profile, without artificially doing so by piggy-backing on trade restrictions. This would also provide much needed relief to UK downstream users

Appendix reference:

3. Has injury to the UK industry been removed, or reduced, in whole or in part due to the application of the definitive safeguarding remedy? Injury means a significant overall impairment to your position or the threat of such impairment. Please provide comments in the boxes below and substantiate with evidence.

Same as response to question 1 and 2 of 'Section F: Serious Injury'

Appendix reference:

4. Would the UK industry suffer from serious injury if the existing safeguard measure on the goods subject to review was:
  - i) extended or
  - ii) expired?



If so, please describe the nature and the degree of the injury and provide supporting evidence. Please note that we are considering the following factors as injury indicators:

1. Production and production capacity
2. Employment
3. Productivity
4. Profitability
5. Return on Investment
6. Investment and ability to raise capital
7. Stock and Inventory amounts
8. Cash flow
9. Any other relevant indicator raised by interested parties

Same as response to question 1 and 2 of 'Section F: Serious Injury'

Appendix reference:

5. Do the circumstances of UK producers, or domestic or overseas market conditions, affect the likelihood that serious injury to the UK industry caused by the importation of the goods subject to review in increased quantities is likely to recur?

Same as response to question 1 and 2 of 'Section F: Serious Injury'

Appendix reference:

## **F2 Liberalisation Rate**

1. Do you have any comment to make on the current rate of liberalisation of the safeguard measure? Do you think it should be varied? If so, please describe why and how.

JSW submits that the existing safeguard measures should be terminated forthwith

Appendix reference:



## SECTION G: Causation

### G1 Other causation factors

1. Please comment on any other factors, separate from any current or potential increase in imports of the goods subject to review, that may have caused serious injury or threaten to cause serious injury to the UK industry. This may include:
  - UK demand for the like goods and/or directly competitive goods;
  - the overall situation on the world market of the like goods and/or directly competitive goods produced by the UK industry and the demand for UK exports;
  - the competitiveness of the UK industry (including quality, efficiency and performances of your production lines);
  - the reasons and consequences of any reductions in exports made by the UK industry to other markets.

This list is non-exhaustive. Please add any additional relevant information explaining the current and potential future state of the UK industry and substantiate your response with evidence.

The UK producers have been plagued with high costs of raw materials and utilities – particularly energy, labour concerns among other issues. There have been recurrent calls for capital injection from the government. The UK industry often looks up to the UK government to artificially lift up its competitive profile by implementing safeguard measure at the expense of downstream users, as the injury to the UK industry, if any, was completely self-inflicted

Moreover, JSW would like to reiterate the following points that support immediate termination of the UK safeguard measures:

- First - Any extension of safeguard measures by the UK, pursuant to this extension review, would be contrary to the free trade agreement negotiations that are ongoing between India and UK - as the continuation of measure contradicts the very premise of maintaining 'free trade'
- Second - The adoption of UK Safeguard measures from the safeguard measures originally implemented by the European Union is itself contrary to the law, as the WTO Agreement on Safeguards does not provide for such transition in the event of break-out of a member-country from a customs union
- Third - The UK's decision to extend the period of a safeguard measures that were originally implemented by the European Union, beyond its original expiry



of 30 June 2021, was again contrary to the AOS. As per the AOS, the importing member making the extension decision should be the original member that had initiated, investigated and implemented the safeguard measure. This aspect renders the extension made by the UK in June 2021, as well as its bid to extend the measures beyond June 2024 - illegal

- Fourth - Not only are exports adversely affected by these safeguard measures through no fault of their own, but the concerns of the exporters also have been further exacerbated by the burdensome requirements of TRA in its exporters questionnaire - wherein, inconsequential and excessive information from the exporters has been sought

Appendix reference:



## SECTION H: Economic interest

The Economic Interest Test helps the TRA assess the economic impact of a measure compared to what would happen if it the measure was not in place. There are six factors which the TRA must consider as part of the Economic Interest Test:

- i) The serious injury caused by the importation of goods in increased quantities to UK producers of those goods and the benefits to that industry in removing the injury.
- ii) The economic significance of affected industries and consumers in the UK.
- iii) The likely impact on affected industries and consumers in the UK.
- iv) The likely impact on particular geographic areas, or particular groups, in the UK.
- v) The likely consequences for the competitive environment and for the structure of markets for goods in the UK.
- vi) Other matters that TRA consider relevant.

The questions in this section will contribute to this assessment. Please provide information specific to geographic regions of the UK where possible.

### H1 Potential Impacts of a measure

1. Please describe how you would expect a decrease in the import prices of the goods subject to review to affect each of the following. Where possible, please **specify your answers by relevant product categories** and support your claims with evidence.

- Domestic prices of like goods and/or directly competitive goods in the UK;

Domestic prices of the like goods and/or directly competitive goods in the UK would adapt to free market conditions

Appendix reference:

- Total UK production of like goods and/or directly competitive goods;

Total UK production of the like goods and/or directly competitive goods would adapt to free market conditions

Appendix reference:

- Total imports of the goods subject to review to the UK; and

Imports into the UK would be purely based on the requirements of UK consumers



Appendix reference:

- Total exports of like goods and/or directly competitive goods from the UK.

Exports of like goods and/or directly competitive goods from the UK may increase if the UK industry, while operating on free market principles, adjusts to the evolving market conditions by employing non-trade restrictive steps viz. cost cutting, improving operational efficiency, securing input raw material supplies that are best suited to the best available technology for steelmaking

Appendix reference:

2. Do you know of any related industries that would be affected if the existing safeguard measure expired? Where possible, please **specify your answers by relevant product categories.**

Please consider in particular:

- Upstream industries – those who produce inputs (such as raw materials) needed for the production of the like goods, directly competitive goods and/or goods subject to review;

No Comment

Appendix reference:

- Downstream industries – those who purchase the like goods, directly competitive goods and/or goods subject to review;

Downstream industries – those who purchase the like goods, directly competitive goods and/or goods subject to review would be benefitted if the measures are allowed to expire, as it would facilitate better availability at prices that operate on free market principles

Appendix reference:

- Industries for complimentary goods – those which would typically be bought alongside the like goods, directly competitive goods and/or goods subject to review (such as ink being bought with printers);

No Comment

Appendix reference:

- Any other industries not covered by the previous categories.



No Comment

Appendix reference:

3. To what extent would you expect any changes in prices of goods subject to review to be passed onto end-users in the UK? Please support your answer with evidence.

No Comment

Appendix reference:

4. If applicable, Would your plans for investment or expansion in the UK steel industry change over the next five years be affected if the existing safeguard measure expires? Please support your claims with evidence.

Not Applicable

Appendix reference:

5. As a public body, the TRA has an obligation under the *Equality Act 2010* to ensure that the possible effects of its activities on different people are considered. This Public Sector Equality Duty covers the following protected characteristics:

- age,
- disability,
- gender reassignment,
- marriage or civil partnership,
- pregnancy and maternity,
- race,
- religion or belief,
- sex, and
- sexual orientation.

Please provide any relevant information about whether any of these groups or any other particular group might be disproportionately affected if the existing safeguard measure expired.



Consumers at large would benefit if the safeguard measure is allowed to expire, as a wide range of steel products would be available at prices that are based on free market principles, without any distorting effect

Appendix reference:

13. How would the number or range of suppliers be affected if the existing safeguard measure expired? Where possible, please **specify your answers by relevant product categories** and provide supporting evidence.

No Comments

Appendix reference:

14. How would the suppliers' ability to differentiate their products by price, quality, service or innovation in the UK market be affected if the existing safeguard measure expired? Where possible, please **specify your answers by relevant product categories** and provide supporting evidence.

No Comments

Appendix reference:

15. How would the cost of switching between suppliers be affected if the existing safeguard measure expired? Where possible, please **specify your answers by relevant product categories** and provide supporting evidence.

No Comments

Appendix reference:

16. How would the suppliers' ability to set agreed prices between themselves or for certain customers or products be affected if the existing safeguard measure was expired? Where possible, please **specify your answers by relevant product categories** and provide supporting evidence.

No Comments

Appendix reference:

17. How would the choices available to downstream businesses or end-users be affected if the existing safeguard measure expired? Where possible, please **specify your answers by relevant product categories** and provide supporting evidence.

Downstream consumers or end users – those who purchase the like goods, directly competitive goods and/or goods subject to review would be benefitted, with a broader choice of products, if the measures are allowed to expire, as it would facilitate better availability of goods at prices that operate on free market principles



Appendix reference:

18. How would the ability of downstream businesses or end-users to make informed decisions be affected if the existing safeguard measure expired? Where possible, please **specify your answers by relevant product categories** and provide supporting evidence.

Downstream consumers or end users – those who purchase the like goods, directly competitive goods and/or goods subject to review would be benefitted, with a broader choice of taking informed purchase decisions, if the measures are allowed to expire, as it would facilitate better availability of goods at prices that operate on free market principles

Appendix reference:

19. Are there any additional economic factors that you consider to be relevant for the Economic Interest Test in this investigation?

No Comment

Appendix reference:



## SECTION I: Next steps

### Next steps

The questionnaire, spreadsheet annex and any appendices should be submitted through the Trade Remedies Service ([www.trade-remedies.service.gov.uk](http://www.trade-remedies.service.gov.uk)) by **22 October 2023**. The checklist in Section J of this questionnaire may help ensure your submission is complete.

A confidential and non-confidential version of the questionnaire and related annex must be submitted. You can find guidance on how to complete confidential and non-confidential versions at <https://www.gov.uk/government/publications/the-uk-trade-remedies-investigations-process/the-tras-investigation-process#questionnaires-and-information-gathering>.



## SECTION J: Checklist and appendices

This section is an aid to ensure that you have completed all sections of this questionnaire.

Section	Please tick if you have responded to all questions
Section A – Company structure and operations	
Section B – About your goods	
Section C – Cost and production	
Section D – Sales	
Section E – UK imports	
Section F – Serious injury	
Section G – Causation	
Section H – Economic interest	
Section I – Next steps	
Section J – Checklist and appendices	

Please list any appendices that you have referenced throughout and are attaching along with this questionnaire.

Appendix reference	Document title

+Add additional rows as required