Guidance	
Case no.:	AR0089 - Absorption review
Company name:	Sany 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)	Next financial year
2024	01/01/2025 - 31/12/2025	2026

The accounting currency is: £/GBP

The unit for volume is: UNITS & kgs

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)

Keep all sales/currency/income figures to two decimal places and apply a full point as a decimal separator (decimal point).
(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. Therefore, please provide us with all formulas and steps used in your calculations and keep a record of these and all related material/documentation for the verification visit.

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A3 - Organisational Structure	
Case no.:	**AR0089 - Absorption review**

If your company is the subsidiary of another company, complete this table		
	Parent Company	*Ultimate Controlling Company*
Name	*SANY INTERNATIONAL*	*Sany Heavy Industry Co., Ltd.*
Registration number / Country of Registration	1142957/HK, China	91110000616800612P/China

- Please complete the table below for any associated companies.
- The first row has been entered as an example - please delete before submission

General Information							*Activities*	*Shareholding*	
Company name	**Company name (in Chinese)**	**Address**	**Company representative and role**	**Representative email**	**Representative telephone (Include country code in parenthesis)**	**Relationship with Your Company**	**List activities**	**Percentage shareholding in the associated company**	**Percentage shareholding held by associated company in your company**
SANY HEAVY MACHINERY (UK) LTD.	三一重机（英国）有限公司	UK	[Redacted – personal information which identifies individuals]	[Redacted – personal information which identifies individuals]	[Redacted – personal information which identifies individuals]	*This company*	Sales of excavators	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
Shanghai SANY Heavy Machinery Co., Ltd.	上海三一重机股份有限公司	Shanghai, China	[Redacted – personal information which identifies individuals]	[Redacted – personal information which identifies individuals]	[Redacted – personal information which identifies individuals]	Same ultimate shareholder	Production and sales of excavators	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
SANY Heavy Machinery Limited	三一重机有限公司	Kunshan,China	[Redacted – personal information which identifies individuals]	[Redacted – personal information which identifies individuals]	[Redacted – personal information which identifies individuals]	Same ultimate shareholder	Production and sales of excavators	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
SANY SOUTH EAST ASIA PTE LTD		5 TUAS AVENUE 5, #06, HUP HIN BUILDING, SINGAPORE 639344	[Redacted – personal information which identifies individuals]	[Redacted – personal information which identifies individuals]	[Redacted – personal information which identifies individuals]	Same ultimate shareholder	General wholesale trade	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]
[Redacted – commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – personal information which identifies individuals]	[Redacted – personal information which identifies individuals]	[Redacted – personal information which identifies individuals]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]

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A7 - Your Company's Products

Case no.:	AR0089 - Absorption review

• 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 relevant characteristics
• If the product is manufactured by an associated party please include the name of that party, otherwise put n/a
• The first row has been entered as an example - please delete before submission

List of PCNs that your company produces		*Product information*			
PCN	**Company code CCN equivalent**	**Country from which goods subject to review / like good purchased**	**Associated company name**	**Characteristics of the good subject to review your company imports to the UK**	**Characteristics of like goods sold in the UK if different (whether imported from a third country or produced in the UK)**
S	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
M	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
L	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]
XL	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	*[Redacted – commercially sensitive information]*

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B1 - Imports	
Case no.:	AR0089 - Absorption review

Currency
£/GBP

- Please provide total imports net of recoverable tax by country on a CIF basis. If this isn't possible please state clearly the basis on which it is provided.
- Please update the headings to show the country name
- Please provide the data from each country in a separate row - add additional lines if necessary

	POI				Country of production (if different from country sourced)
	Total purchase volume (UNITS)	Total purchase volume (kgs)	Total purchase value (£)	Average purchase price	
Originating from the country under investigation (CH	99	99	100	86	
Indonesia	1	1	0	14	
TOTAL PURCHASE	**100**	**100**	**100**	**100**	

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B2 - Imports Reconciliation		Currency
Case no.:	AR0089 - Absorption review	£/GBP

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

Description	Value	Volume (UNITS)	Volume (kgs)	Source Documents
Cost of sales/ cost of goods sold as per Income Statement	[Redacted – commercially sensitive information]			[Redacted – commercially sensitive information]
Variance				
Cost of all goods sold during the accounting period	[Redacted – commercially sensitive information]			[Redacted – commercially sensitive information]
Difference between cost of all goods sold in the POI and all goods sold in your accounting period per your trial balance or management accounts	-			
Total cost of all goods sold during the POI as stated in your management accounts	[Redacted – commercially sensitive information]			[Redacted – commercially sensitive information]
Variance	[Redacted – commercially sensitive information]			
Cost of **all goods sold during the POI (from the figures below)**	[Redacted – commercially sensitive information]			
- Change in inventory	[Redacted – commercially sensitive information]			[Redacted – commercially sensitive information]
- Other overhead costs included in the cost of goods sold	[Redacted – commercially sensitive information]			[Redacted – commercially sensitive information]

Cost & quantity of imports of all goods during the POI as stated in your management accounts	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]		
Variance	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]		

Summary of the imports for all goods	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	
- Goods subject to review from the PRC	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	
- Out of scope excavators from the PRC (imported under 8429 5210 00)	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	
- Like goods from other countries	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	
- Other Products Electric Forklifts	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	
- Other Products Cranes	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	
- Other Products Telescopic Handler Trucks	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	
- Other Products Material Handlers	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	
- Other Products Spare Parts	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	

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B3 - Import Transactions	
Case no.:	AR0089 - Absorption review

Currency
£/GBP

- Please provide detailed transaction information of your imports of the goods subject to review during the POI
- If multiple PCNs were purchased on the same invoice please provide the information by PCN on a separate line, referencing the same invoice number
- The first row has been filled in as an example - please delete before submission

Transaction No.	CCN	Product Type	PCN	Bill of Lading Number	Invoice number	Invoice date (DD/MM/YYYY)	Order date	Country of origin
[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]

Supplier	Volume (UNITS)	Volume (kgs)	Invoice currency	Purchase value	Taxes	Discounts	Rebates	Net invoice value	Net invoice value in accounting currency (£)	Credit terms (e.g. 30 days, 60 days)	Bill of lading date	Delivery Terms	Freight costs	Insurance costs	Customs Duties (£)	Brokers Fees (£)	Port charges (£)	Storage fees (£)	Any other importation costs (please state)	Any other importation costs (£)
[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]	[Redacted – commercially sensitive information]

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C3 - Sales Incorporating Goods Subject to Review	
Case no.:	AR0089 - Absorption review

- Please provide total sales of the goods incorporating the goods subject to review, or like goods imported from 3rd
- If sales of goods incorporating the like goods imported from multiple 3rd countries then please include additional tables, providing the information for each country.

Sales of the goods INCORPORATING the goods subject to review imported from the PRC

	POI
Volume (units)	
Sales to the UK market	NA
Exported from the UK	
Total	**#VALUE!**
Volume (kgs)	
Sales to the UK market	
Exported from the UK	
Total	**0**
Value (£)	
Sales to the UK market	
Exported from the UK	
Total	**0**

Sales of the goods INCORPORATING the goods subject to review from other countries (state the country)

	POI
Volume (units)	
Sales to the UK market	
Exported from the UK	
Total	**0**
Volume (kgs)	
Sales to the UK market	
Exported from the UK	
Total	**0**
Value (£)	
Sales to the UK market	
Exported from the UK	
Total	**0**

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B4 - Forward Orders

Case no.:	AR0089 - Absorption review

- Please provide details of any forward contracts for import of the goods subject to review for up to one year after the end of the POI
- If multiple PCNs are on one contract please provide the details for each PCN on a separate line

Order date (DD/MM/YYYY)	Supplier	PCN	Shipping terms	Expected arrival date (DD/MM/YYYY)	Quantity (UNITS)	Quantity (£)	Order value (£)	Unit price (please state currency)
NA								

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C1 - Sales	
Case no.:	**AR0089 - Absorption review**

• Please provide total sales of the goods subject to review, out of scope excavators from the PRC and the like goods imported from third countries by destination of sale
• If goods imported from more than one third country then please insert additional tables providing details for each of the countries from which imported

Sales of the goods subject to review imported from the country under investigation

	POI	
Volume (units)		
Sales to the UK market	91	
Exported from the UK	9	
Total	100	
Volume (kgs)		
Sales to the UK market	91	
Exported from the UK	9	
Total	100	
Value (£)		
Sales to the UK market	93	GBP
Exported from the UK	7	EUR
Total	100	

Sales of out of scope excavators from the PRC

	POI	
Volume (units)		
Sales to the UK market	489	
Exported from the UK	27	
Total	516	
Volume (kgs)		
Sales to the UK market	115	
Exported from the UK	11	
Total	127	
Value (£)		
Sales to the UK market	141	GBP
Exported from the UK	12	EUR
Total	152	

Sales of the like goods from all other countries (state the country)

	POI
Volume (units)	
Sales to the UK market	
Exported from the UK	
Total	**0**
Volume (kgs)	
Sales to the UK market	
Exported from the UK	
Total	**0**
Value (£)	
Sales to the UK market	
Exported from the UK	
Total	**0**

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C2 - Sales reconciliation

Case no.:	AR0089 - Absorption review

Currency
£/GBP

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

Sales reconciliation:

Description	Revenue (GBP £)	Quantity	Source Documents
Total sales revenue of all goods as per Income Statement for your most recent accounting period	[Redacted - commercially sensitive information]		[Redacted - commercially sensitive information]
Variance	[Redacted - commercially sensitive information]		Please provide explanation of the variance here
Total sales revenue of all goods during the most recent accounting period as stated in your management accounts	[Redacted - commercially sensitive information]		
Difference in total sales revenue of all goods between POI and accounting periods	[Redacted - commercially sensitive information]		[Redacted - commercially sensitive information]
Total sales revenue/quantity of all goods during the POI as stated in your management accounts	[Redacted - commercially sensitive information]	54,178	[Redacted - commercially sensitive information]
Variance	[Redacted - commercially sensitive information]	#VALUE!	Please provide explanation of any differences here
Total sales revenue/quantity of all goods sold during the POI	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	
Sales revenue/quantity of like goods/goods subject to review during the POI	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	
Sales revenue/quantity of other excavators during the POI	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]
Sales revenue/quantity of cranes during the POI	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]
Sales revenue/quantity of harbour machinery during the POI	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]
Sales revenue/quantity of accessories during the POI	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]
Total sales revenue/quantity of like goods/goods subject to review during the POI	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	
Sales revenue/quantity of the like goods/goods subject to review on the UK market during the POI	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]
Sales revenue/quantity of the like goods/goods subject to review on export markets during the POI	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]

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C4 - Sales Transactions

Case no.:	AR0089 - Absorption review

- Please provide transactional detail for the goods subject to review you sold in the UK during the POI
- Provide the invoice value net of any credit notes/ returns associated with it
- Where more than one PCN is on the single invoice then please show each PCN on a separate line referencing the same invoice
- The first row has been filled in as an example - please delete before submission

CCN	Order Date (DD/MM/YYYY)	Customer name	Customer address	Level of trade	Credit terms (days)	Invoice date (DD/MM/YYYY)	Invoice number	Invoice unit	Quantity in invoice units	Quantity in invoice kgs	Gross invoice value (£)
[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]

Taxes (£)	Discounts (£)	Rebates (£)	Net invoice value (£)	Delivery Terms	AS&G (£)	Handling Charges (£)	Re-packaging (£)	Transportation Costs (£)	Transportation Costs - [redacted - commercially sensitive information] (£)	Transportation Costs - [redacted - commercially sensitive information] (£)	Commission (£)	Other (£)
[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]	[Redacted - commercially sensitive information]