



## Exporter Questionnaire

**Product:** Prepared or preserved tomatoes

**From:** Italy

**Period of Investigation:** 1 April 2015 to 31 March 2016

**Exporter:**

**Responses due -**

**Section A of this document: 8 June 2016**

**Complete document plus spreadsheets: 1 July 2016**

**Investigation case manager:** Patrick Quiggin

**Phone:** + 61 3 8539 2467

**Fax:** + 61 3 8539 2499

**E-mail:** [operations1@adcommission.gov.au](mailto:operations1@adcommission.gov.au)

**Anti-Dumping Commission website:** [www.adcommission.gov.au](http://www.adcommission.gov.au)

**Return completed  
questionnaire to:**

[Operations1@adcommission.gov.  
au](mailto:Operations1@adcommission.gov.au)

**or**

Anti-Dumping Commission  
Level 35, 55 Collins Street  
Melbourne Vic 3000  
Australia

Attention: Director Operations 1

## SECTION A COMPANY STRUCTURE AND OPERATIONS

This section requests information relating to company details and financial reports.

### A-1 Identity and communication

Please nominate a person within your company who can be contacted for the purposes of this investigation:

*Head Office:*

Name: SILVESTRO OLIVA  
Position in the company: Managing Director  
Address: Via Martiri della Loggia 51 – San Marzano sul Sarno (SA) Italy  
Telephone: +39(0) 815187187  
Facsimile number: +39 (0) 815186787  
E-mail address of contact person: contabilita@sicaconselve.it

*Factory:*

Address: Via Termine Bianco 14 PAGANI (SA)-Italy  
Telephone: +39(0) 815187187  
Facsimile number: :+39 (0) 815186787  
E-mail address of contact person: contabilita@sicaconselve.it

### A-2 Representative of the company for the purpose of investigation

If you wish to appoint a representative to assist you in this investigation, provide the following details:

Name: OLIVA GAETANO  
Address: Via Martiri della Loggia 51 – San Marzano sul Sarno (SA) Italy  
Telephone: +39(0) 815187187  
Facsimile number: +39 (0) 815186787  
E-mail address of contact person: contabilita@sicaconselve.it

*Note that in nominating a representative, the Commission will assume that confidential material relating to your company in this investigation may be freely released to, or discussed with, that representative.*

**A-3 Company information**

1. What is the legal name of your business? What kind of entity is it (eg. company, partnership, sole trader)? Please provide details of any other business names that you use to export and/or sell goods.

Canned tomatoes productions (peeled plum and chopped tomatoes in tomato juice)

2. Who are the owners and/or principal shareholders? Provide details of shareholding percentages for joint owners and/or principal shareholders. (List all shareholders able to cast, or control the casting of, 5% or more of the maximum amount of votes that could be cast at a general meeting of your company).

Mr Silvestro Oliva

3. If your company is a subsidiary of another company, list the principal shareholders of that company.

NA

4. If your parent company is a subsidiary of another company, list the principal shareholders of that company.

NA

5. Provide a diagram showing all associated or affiliated companies and your company's place within that corporate structure.

NA

6. Are any management fees/corporate allocations charged to your company by your parent or related company?

Na

7. Describe the nature of your company's business. Explain whether you are a producer or manufacturer, distributor, trading company, etc.

Producer

8. If your business does not perform all of the following functions in relation to the goods under consideration, then please provide names and addresses of the companies which perform each function:

- produce or manufacture
- sell in the domestic market
- export to Australia, and

- export to countries other than Australia.

9. Provide your company's internal organisation chart. Describe the functions performed by each group within the organisation.

See attached organigram

Provide a copy of your most recent annual report together with any relevant brochures or pamphlets on your business activities.

See attached Brochure

#### **A-4 General accounting/administration information**

1. Indicate your accounting period.

2015 year

2. Indicate the address where the company's financial records are held.

See head office address

3. Please provide the following financial documents for the two most recently completed financial years plus all subsequent monthly, quarterly or half yearly statements:

- chart of accounts;

see attached

- audited consolidated and unconsolidated financial statements (including all footnotes and the auditor's opinion);

Yes

- internal financial statements, income statements (profit and loss reports), or management accounts, that are prepared and maintained in the normal course of business for the goods under consideration.

These documents should relate to:

- the division or section/s of your business responsible for the production and sale of the goods under consideration, and
- the company.

4. If you are not required to have the accounts audited, provide the unaudited financial statements for the two most recently completed financial years, together with your taxation returns. Any subsequent monthly, quarterly or half yearly statements should also be provided.

Not required

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5. Do your accounting practices differ in any way from the generally accepted accounting principles in your country? If so, provide details.

no

6. Describe:

The significant accounting policies that govern your system of accounting, in particular:

- the method of valuation for raw material, work-in-process, and finished goods inventories (eg last in first out –LIFO, first in first out- FIFO, weighted average);

weighted average

- costing methods, including the method (eg by tonnes, units, revenue, direct costs etc) of allocating costs shared with other goods or processes (such as front office cost, infrastructure cost etc);

units

- valuation methods for damaged or sub-standard goods generated at the various stages of production;

in percentage

- valuation methods for scrap, by products, or joint products;

na

- valuation and revaluation methods for fixed assets;

- average useful life for each class of production equipment and depreciation method and rate used for each;

5 years

- treatment of foreign exchange gains and losses arising from transactions;

no

- treatment of foreign exchange gains/losses arising from the translation of balance sheet items;

no

- inclusion of general expenses and/or interest;

yes see attachments

- provisions for bad or doubtful debts;

no

- expenses for idle equipment and/or plant shut-downs;  
no
  - costs of plant closure;  
no
  - restructuring costs;  
yes
  - by-products and scrap materials resulting from your company's production process; and  
yes
  - effects of inflation on financial statement information.  
no
7. In the event that any of the accounting methods used by your company have changed over the last two years provide an explanation of the changes, the date of change, and the reasons for it.  
no

### A-5 Income statement

Please fill in the following table. It requires information concerning all products produced and for the goods under consideration ('goods under consideration' (the goods) is defined in the Glossary of Terms in the appendix to this form). You should explain how costs have been allocated.

	Most recent completed financial year (specify)		Review period 1 April 2015 – 31 March 2016	
	All products	Goods Under Consideration	All products	Goods Under Consideration
Gross Sales (1)	30562730	-	29870551	-
Sales returns, rebates and discounts (2)				
Net Sales (3=1-2)	30562730	-	29870551	-
Raw materials (4)	20861408	-	20349706	-
Direct Labour (5)	2243071	-	2239160	-
Depreciation (6)	873501	-	756340	-
Manufacturing overheads (7)	3230406	-	3331868	-
Other operating expenses (8)	1476199	-	1750651	-
Total cost to make (9=4+5+6+7+8)	28684585	-	28427725	-
OPERATING INCOME (10=3-9)	1878145	-	1412826	-

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Selling expenses (11)	-	-	-	-
Administrative & general expenses (12)	-	-	-	-
Financial expenses (13)	-	-	-	-
<b>SG&amp;A expenses (14)=(11+12=13)</b>	-	-	-	-
<b>INCOME FROM NORMAL ACTIVITIES (15)=(10-14)</b>	1878145	-	1412826	-
Interest income (16)				
Interest expense (enter as negative) (17)	-449983	-	-	-
Extraordinary gains and Losses – enter losses as negative (18)	1980	-	-	-
Abnormal gains and losses – enter losses as negative (19)				
<b>PROFIT BEFORE TAX (20)=(15+16+17+18+19)</b>	1430142	-	983149	-
Tax (21)	652808	-	393260	-
<b>NET PROFIT (22)=(20-21)</b>	777334	-	590159	-

Note: if your financial information does not permit you to present information in accordance with this table please present the information in a form that closely matches the table.

Prepare this information in a spreadsheet named "**income statement**".

*This information will be used to verify the completeness of cost data that you provide in Section G. If, because of your company's structure, the allocations would not be helpful in this process, please explain why this is the case.*

**A-6 Sales**

State your company's net turnover (after returns and all discounts), and free of duties and taxes. Use the currency in which your accounts are kept, in the following format:

	Most recent completed financial year (specify)		Review period 1 April 2015 – 31 March 2016	
	Volume	Value	Volume	Value
Total company turnover <b>(all products)</b>	21043700	28788454	21109144	28289028
Domestic market	16738066	21759486	16447070	21381182
Exports to Australia	626590	814568	473730	615848
Exports to Other Countries	4780307	6214399	4188344	6291998
Turnover of the nearest business unit, for which financial statements are prepared, which includes the goods under consideration				
Domestic market				
Exports to Australia				
Exports to Other Countries				
Turnover of the <b>goods under consideration</b>				
Domestic market				
Exports to Australia				
Exports to Other Countries				

Prepare this information in a spreadsheet named "**turnover**".

*This information will be used to verify the cost allocations to the goods under consideration in Section G.*

*Also, you should be prepared to demonstrate that sales data shown for the goods is a complete record by linking total sales of these goods to relevant financial statements.*



**SECTION H  
EXPORTER'S DECLARATION**

I hereby declare that.....(company) did, during the period of investigation export the goods under consideration and have completed the attached questionnaire and, having made due inquiry, certify that the information contained in this submission is complete and correct to the best of my knowledge and belief.

I hereby declare that.....SICA srl.....(company) did not, during the period of investigation, export the goods under consideration but have completed the attached questionnaire.

**Name** : OLIVA SILVESTRO

**Signature** : *Oliva Silvestro*

**Position in Company** : MANAGING DIRECTOR

**Date** : 07/06/2016