

1. APPLICANT/S

Photocopy this worksheet before you start so you can complete it for each relevant producer.

Please give details for each of the Philippine producer/s by or on whose behalf this application is made.

1.1 Name Solid Cement Corporation / APO Cement Corporation

1.2 Address Solid: Sitio Tagbac, Barangay San Jose, Antipolo City Rizal, Calabarzon, 1870 / APO: Barangay Tina-an, City of Naga Cebu, Central Visayas, 3242

1.3 Phone Solid: (02) 8849-3585 / APO: (032) 489-3300

1.4 Fax (+632) 8849-3580 1.5 Email Address josemauro.gallardov@cemex.com

1.6 Names and titles of contact people for this case

Jose Mauro Gallardo – Enterprise Risk Manager

Trizia Mistica – Enterprise Risk Analyst

1.7 Ownership details. Submit articles of incorporation; SEC registration etc

See attachment

1.8 Details of company accounting year

2017 to 2019

1.9 Briefly list all products manufactured and/or sold

- Gray Ordinary Portland (Type 1): Brands – Island Portland Cement, APO Portland
- Blended (Type 1P): Brands – Rizal Portland Super, APO Portland Premium
- Masonry or Mortar: Brands – Rizal Masonry Cement (discontinued in 2018), APO Masonry Cement

1.10 Describe your distribution channels

The distribution infrastructure supporting APO and SOLID includes, as of December 31, 2019, five marine distribution terminals and 17 land distribution centers/warehouses located across the Philippines. APO and SOLID products are distributed using a fleet which is managed directly by subsidiaries or by third-party transport providers. APO and SOLID leased 378 trucks for the distribution of bag and bulk cement, chartered 32 marine vessels for the waterborne distribution of bag cement in the Philippines, and contracted 4 marine vessels for the distribution of bulk cement.

1.11 Describe your production process. Provide flowchart of manufacturing operations

2.a SUMMARY OF PHILIPPINE PRODUCERS

Total Philippine Domestic Production of Like Products for the Past Three (3) Years

(During the period 2017 to 2019)

The period is the most recent representative period immediately preceding the date of herein protest.

Domestic production of **like products** by those **Philippine producers** who have, in writing, *supported* the Application

3. THE PRODUCT

3.1 Please describe the allegedly dumped product. (Submit samples (if possible), brochures, catalogues and specifications)

3.2 Please provide the tariff classification, statistical code and tariff duty for the allegedly dumped product.

2523.29.90 (Type 1 Portland Cement) and 2523.90.00 (Type 1P Blended Cement)

3.3 Please describe the like products produced by the Philippine industry. (Submit samples (if possible), brochures, catalogues and specifications)

| Type | Brands | Description | Applications | Benefits |
|---------------------------------------|--|---|--|--|
| Gray Ordinary Portland (Type1) | <ul style="list-style-type: none"> ▪ Island Portland Cement (SOLID) ▪ APO Portland | <p>A Portland Type-I cement especially made for high performance applications and highly engineered construction. It exceeds the strict standards of both Philippine National Standards (PNS) and American Society for Testing and Materials (ASTM) making it the brand of choice for mega structures. Island Portland and APO Portland differ from other ordinary Portland cement brands with early strength property which translates to faster project completion.</p> | <ul style="list-style-type: none"> ▪ High strength concrete designs with a minimal cement factor requirement (ready-mixed concrete) ▪ Projects with tight completion schedules ▪ Precast and pre-stressed concrete ▪ Infrastructure—roads, dams, bridges, railway structures ▪ Mega-structures, high-rise buildings, and condominiums | <ul style="list-style-type: none"> ▪ Early strength achieved in less time ▪ Best in overall quality and consistency ▪ Proven compatibility with mineral and chemical admixtures |
| Blended (Type 1P) | <ul style="list-style-type: none"> ▪ Rizal Portland Super (SOLID) ▪ APO Portland Premium | <p>A Type 1P cement specially formulated and manufactured with natural minerals to provide additional properties not found in ordinary Portland cement. The natural mineral component (Philippine Tuff) ensures increased strength and durability over time.</p> | <ul style="list-style-type: none"> ▪ All-purpose cement for general construction applications, especially where structures are exposed to moderate sulfate environments or to chloride attack ▪ Roads, pavements, bridges, foundations, columns and slabs ▪ Pre-cast and pre-fabricated concrete products such as pipes, hollow blocks, pavers, floor and roof tiles ▪ Tanks, reservoirs, culverts, water pipes, and masonry units | <ul style="list-style-type: none"> ▪ Higher ultimate strength ▪ Reduced permeability ▪ Reduced expansion and heat of hydration and improved long-term durability ▪ Moderate sulfate-resistant type of cement |

3.4 Explain how the products produced by the Philippine industry are like the allegedly dumped products, including physical characteristics, end use, methods of manufacture and marketing system.

NOTE: If the products you manufacture are not identical to the allegedly dumped products, please give details how you consider that they closely resemble the allegedly dumped products. Describe any differences in nature or end-use between the allegedly dumped products and your product.

4. ALLEGEDLY DUMPED PRODUCTS

4.1 Name the **countries of origin or export** of the allegedly dumped product.

Vietnam

4.2 State the other countries known to be exporting the allegedly dumped products to the Philippines.

China, Taiwan, Japan, Thailand, Indonesia, South Korea, Pakistan

4.3 If action is sought against several countries, demonstrate that these countries collectively account for more than 7% of total imports of the allegedly dumped products, if individually they comprise less than 3% of total imports.

4.4 Provide the names and addresses of the overseas producers and/or exporters supplying the allegedly dumped products.

4.5 Give the names and addresses of any known importers of the allegedly dumped products or articles and describe the nature of their business, e.g. wholesaler, retailer.

4.6 Indicate when the allegedly dumped products began causing injury.

9. PRICE EFFECTS

9.1 Outline the extent to which the allegedly dumped products are **price undercutting** like domestic products.

Remember to provide information on price effects for each model, product or type of allegedly dumped product, and for each exporter named in this application. Ex-factory prices should, where possible, be compared with prices ex importers' store (excluding any distribution cost).

9.2 Outline the extent to which the allegedly dumped products are causing **price depression**.

Provide supporting evidence e.g. price lists, invoices, declines in average unit ex-factory prices

9.3 Outline the extent to which the allegedly dumped products have caused **price suppression**.

Provide supporting evidence such as details of increase in production costs and selling and administration costs, and any information on your pricing policy and history.

10. ECONOMIC IMPACT

10.1 OUTPUT

10.1.1 Provide details of any decline in the industry's output of the like product for the Philippine market

10.2 RAW MATERIALS USAGE

10.2.1 Indicate the utilization for each major raw material used for production of the like product.

10.2.2 State whether the specific raw material is imported or locally produced.

10.3 SALES

10.3.1 Provide details of any decline in the industry's sales of the like product.

Domestic Sales Volume/Value

10.3.2 Explain any lost sales due to direct competition from the allegedly dumped product.

10.3.3 Give copies of any correspondence or cancelled orders from the industry's customers showing they are buying the goods from other sources.

10.3.4 Provide a schedule of volume and value of export sales over the most recent three (3) years available, if possible by month or by quarter.

10.4 MARKET SHARE

10.4.1 Provide evidence of the size of the Philippine market, preferably by volume, but otherwise by value.

10.4.2 Compare the market share of domestic industry with the share held by imports of the allegedly dumped product and imports from other sources.

10.5 PROFITS

10.5.1 Explain how the gross and net profit on the domestic sales of like produce have been affected

This explanation should be consistent with changes in gross and net profit shown on page 14 above.

10.6 PRODUCTIVITY

10.6.1 Show how productivity has been affected in the most recent three (3) years, monthly or quarterly if possible.

Remember to stat basis used for measuring productivity (e.g. Production per worker, or per period etc.)

10.7 RETURN ON INVESTMENTS

10.7.1 Show return on shareholders' funds or return on assets, or a similar appropriate measure of return on investment, in terms of net profit.

10.7.2 Provide details of how any allocation of shareholder's funds or assets has been made to like product.

10.8 USE OF PRODUCTION CAPACITY

10.8.1 State the industry's production capacity for the most recent three (3) years available, if possible on a monthly or a quarterly basis, for the like product.

10.8.2 What has been the industry's capacity utilization rate for the periods specified above?

11. OTHER ADVERSE EFFECTS

11.1 Please give evidence to support claims of injurious effects (actual or potential) in any of the following areas for the most recent three (3) years:

- Cash flow – specify cash inflows and cash outflows
- Inventories – volume and value
- Employment
- Wages
- Growth
- Ability to raise capital (Balance sheet in 10.7)
- Investments (Investments in 10.7)

11.2 Comment on the impact made by the alleged margin of dumping, and any other factors affecting domestic prices.
