

Confidential version

Public version

**Ministry of Commerce of the People's Republic of China**  
**Trade Remedies Investigation Bureau**  
**Trade Remedy and Investigation Bureau**  
**Ministry of Commerce**  
**People's Republic of China**

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**Beef Safeguard Case**  
**Questionnaire for domestic producers /producer associations**

Please reply to the following before 17:00 ( Beijing time) on February 17 ,  
2025 :

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**People's Republic of China**

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**Company /Association Name:** \_\_\_\_\_

**LAND SITE:** \_\_\_\_\_

**CONTACT:** \_\_\_\_\_ **CONTACT PERSON TITLE:** \_\_\_\_\_

**CONTACT NUMBER:** \_\_\_\_\_ **CELL PHONE:** \_\_\_\_\_

**FAX:** \_\_\_\_\_

**POSTAL CODE:** \_\_\_\_\_ **EMAIL ADDRESS:** \_\_\_\_\_

**Date of delivery of questionnaire:** Year, Month, Day (filled in by the investigating agency upon receipt of the questionnaire)

**CASE :** On November 22, 2024, the Ministry of Commerce of the People's Republic of China (hereinafter referred to as the Ministry of Commerce) received a safeguard investigation application formally submitted by the China Animal Husbandry Association, Jilin Animal Husbandry Association, Liaoning Animal Husbandry Association, Guizhou Cattle and Sheep Industry Association, Sichuan Animal Husbandry Association, Hebei Animal Husbandry Association, Inner Mongolia Animal Husbandry Association, Shandong Animal Husbandry Association, Henan Beef Cattle Industry Association, and Xinjiang Uygur Autonomous Region Animal Husbandry and Veterinary Medicine Association (hereinafter referred to as the Applicant) on behalf of the domestic beef industry. The Applicant requested a safeguard investigation on imported beef. In accordance with Article 3 of the Safeguard Measures Regulations of the People's Republic of China, the Ministry of Commerce decided to initiate a safeguard investigation on imported beef from December 27, 2024. The investigation period is: January 1, 2019 to June 30, 2024.

### **Products under investigation**

Name: Beef.

English name: Meat of bovine animals

Product Description: The products under investigation are beef products obtained from the slaughter of live cattle (*Bos* genus) , including fresh, chilled or frozen whole and half-head beef, bone-in beef and boneless beef.

This product is classified in the Customs Import and Export Tariff of the People's Republic of China: 02011000, 02012000, 02013000, 02021000, 02022000, 02023000.

The scope of the products under investigation is based on the above description, and the tariff number is for reference only.

### **DURING THE INVESTIGATION PERIOD, HAS YOUR COMPANY/MEMBERS OF YOUR ASSOCIATION IMPORTED THE PRODUCTS UNDER INVESTIGATION?**

no( )

Yes ( )—Please fill in the importer questionnaire as well.

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## Disclaimer

The Company /Association declares that the information provided in this questionnaire is complete, accurate and well-founded. The Company is aware that the information provided will be verified by the Ministry of Commerce, and agrees that the Ministry of Commerce and its authorized staff will use it in this safeguard investigation and ruling.

If you disagree with the above, please indicate so below.

This is to declare.

(Company /Association seal)

Signature of the authorized contact person \_\_\_\_\_

Department \_\_\_\_\_ Position \_\_\_\_\_

Contact Number \_\_\_\_\_ fax \_\_\_\_\_ EMAIL ADDRESS \_\_\_\_\_

date \_\_\_\_\_

## **Questionnaire Instructions and Related Definitions**

### **1. Questionnaire Description**

This questionnaire is prepared by the Ministry of Commerce in accordance with the provisions of the Regulations of the People's Republic of China on Safeguard Measures to determine whether the domestic industry has suffered damage during the investigation period and whether there is a causal relationship between the increase in the number of imported products and the damage. The information from this questionnaire will be used for the investigation and adjudication of the case. If there is no special explanation, please provide relevant information during the investigation period.

Any interested party participating in the investigation shall answer this questionnaire truthfully and accept relevant verification, and shall not make false statements. If they refuse to provide information, or fail to reflect the situation truthfully, or fail to fill in this questionnaire and provide relevant materials in the required form or manner within the time specified by the Ministry of Commerce, or the information provided is incomplete or erroneous, resulting in the inability to use the relevant information, or the information provided cannot be verified, or there are other acts that seriously hinder the investigation, the Ministry of Commerce may make a ruling based on the facts already obtained and the best information available .

The Ministry of Commerce will fully consider the legitimate rights of interested parties to treat the specific information they submit as confidential, and will protect the rights of interested parties to know relevant information in accordance with the law. Any information that is essentially confidential (such as information whose disclosure will lead to substantial profits for other competitors or cause serious adverse effects on the information provider or source) or information that interested parties request to be confidential, if the interested parties provide legitimate reasons, the Ministry of Commerce will keep the relevant information confidential. Such information shall not be disclosed without the special permission of the provider. When providing confidential information, interested parties should state in writing the reasons for applying for confidentiality and provide a non-confidential summary of such information at the same time.

For the information requested for confidentiality in the questionnaire, the public version shall state the reasons for confidentiality item by item and provide a non-confidential summary of the confidential information, which will be made public and available for review by other interested parties. The non-confidential summary shall be detailed enough to ensure that other interested parties can reasonably understand the substantive content of the confidential information.

Under special circumstances and with the consent of the Ministry of Commerce, an interested party may not submit a non-confidential summary of specific confidential information, but must still submit a reasonable and sufficient written explanation, item by item, explaining the reasons why the confidential information cannot be summarized.

Methods for providing non-confidential summaries include, but are not limited to, indexing data or noting data ranges, summarizing and generalizing text information, etc.

The Ministry of Commerce will review the non-confidential summaries provided by the interested parties, and each interested party may comment on the contents of the non-confidential summaries. If the summary fails to reasonably reflect the substantive content of the confidential information or lacks reasonable and sufficient reasons for not being able to summarize, the Ministry of Commerce will inform the interested party to make corrections once within a time limit.

If the Ministry of Commerce believes that the interested party's confidentiality application lacks legitimate reasons and the interested party is unwilling to disclose the information or authorizes the disclosure of the information in summary form, the Ministry of Commerce may not use such information in its ruling.

According to the above principles, both the confidential version and the public version of the questionnaire should be submitted. The confidential version should be a complete questionnaire containing all information including confidential information; the public version should be a questionnaire containing a non-confidential summary of public and confidential information. The public and confidential versions should be indicated on the first page of the questionnaire respectively. The parts of the public version that have not been applied for confidentiality should be completely consistent with the corresponding parts of the confidential version.

When answering the questionnaire, if some items cannot be fully explained, you can attach a separate sheet of explanation as part of your answer to this questionnaire. The content of the attached sheet of explanation should clearly list the specific question numbers corresponding to the questionnaire.

The answer sheet must be completed using standard Chinese characters and digital symbols that meet national standards, except for special characters that cannot be translated into Chinese. The public version and confidential version of the paper answer sheet should be submitted in one copy each. At the same time, the electronic version should be submitted through the "Trade Remedy Investigation Information Platform" (<https://etrb.mofcom.gov.cn>). The electronic version and the paper version should have the same content and the same format.

The Ministry of Commerce has the right to collect further information and materials

related to this investigation by issuing supplementary questionnaires or other means.

Please keep the working papers and related documents of this questionnaire intact for the on-site inspection by the Ministry of Commerce.

If there are any changes in the circumstances and evidence related to your company's answer sheet, you should promptly notify the Ministry of Commerce and submit additional relevant materials. Otherwise, the Ministry of Commerce will not bear any consequences arising therefrom.

## **II. Definitions of this Questionnaire**

**1. Investigated Products:** refers to the imported products subject to the safeguard measures investigation determined by the investigating authority in this case .

**2. Domestic similar products and directly competing products :** products produced by Chinese domestic enterprises that are identical to or directly competing with the product under investigation , or, if there are no identical products, products that are most similar in characteristics.

**3. Related parties:** Two parties shall be deemed to be related parties in the following circumstances: (a) one party directly or indirectly controls the other party; (b) both parties are directly or indirectly controlled by a third party; (c) both parties directly or indirectly control a third party, and there is reason to believe that the two parties act differently from other persons who have no relationship because of such joint control. If one party is in a position to restrict or direct the other party legally or operationally, the former shall be deemed to control the latter.

**4. Deadline for answering questionnaires:** refers to the date on which answering questionnaires should be delivered to the Ministry of Commerce. Please mail or deliver the answering questionnaires directly to the address listed on the first page of this questionnaire before 17:00 (Beijing time) on the deadline for submission of the answering questionnaires. At the same time, you should submit the electronic version of the answering questionnaires in PDF and WPS versions through the "Trade Remedy Investigation Information Platform" (<https://etrb.mofcom.gov.cn>). The Trade Remedy Investigation Bureau of the Ministry of Commerce will take the time when the paper answering questionnaires and the electronic answering questionnaires submitted through the "Trade Remedy Investigation Information Platform" are collected as the submission time of the answering questionnaires.

**5. Survey period:** January 1, 2019 to June 30, 2024 .



**To be filled in by domestic producers**

**Part I. Basic Information of Domestic Producers**

Note: If there is no special explanation for the questions in this section, please fill in the situation at the end of the survey period ( the second quarter of 2024 ).

**I. To be filled in by domestic beef producers (slaughtering and processing enterprises)**

1. State your company's registered capital, economic nature (state-owned, private, foreign-funded, etc.), and provide a structure diagram of affiliated companies.

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2. Is your company a listed company?

no( ) —— Fill in the following content:

If your company is not a listed company but is merged into the listed segment of its parent company, please state the parent company's company name, stock exchange name, stock name and trading code, and when your company was merged into the listed segment of the parent company.

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yes( ) —— Fill in the following content:

Stock Exchange Name:

Stock name and trading code:

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3. Please fill in the relevant information of your company's owners or the 10 largest shareholders and their investment ratios ( if there are less than 10, fill in the actual number).

Serial number	Investor Name	Investment ratio	Investment Methods	address	Contact Number
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4. Have there been any changes in the owners or shareholders of your company during the survey period?

none( )

have( ) — Please explain the changes.

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5. During the investigation period, did your company or its affiliates import or export the investigated products to China ?

no( )

yes( ) — Fill in the following content:

Table 1:

Company Name	address	Contact Number	Description of the relationship with your company

Table 2 :

Expect between	Amount	quantity	Average price (Please specify trade terms, etc.)	Product use (resale, processing, etc.)
2019				
2020				
...				
First half of 2024				

6. During the investigation period, did your company or its affiliates raise beef cattle?

no( )

yes( ) — Please complete the following questions related to domestic beef cattle breeders or forward the relevant parts to your company's affiliated parties for completion.

**II. To be filled in by domestic beef cattle breeders**

7、 designed breeding scale , actual breeding scale, breeding methods (grazing, stall feeding, grazing + stall feeding), and breeding links (breeding, fattening, breeding + fattening) of your company's (farm, household) beef cattle .

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8、 Describe your company's (farm, household) registered capital, economic nature (state-owned, private, foreign-funded, individual, cooperative...), etc., and provide a structural diagram of affiliated companies.

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9、 Is your company a listed company?

no( ) — Fill in the following content:

If your company is not a listed company but is merged into the listed segment of its parent company, please state the parent company's company name, stock exchange name,

stock name and trading code, and when your company was merged into the listed segment of the parent company.

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yes( ) — Fill in the following content:

Stock Exchange Name:

Stock name and trading code:

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10、 the relevant information about the owner or the 10 largest shareholders of your company (farm, household) and the investment ratio (if less than 10, fill in the actual number).

Serial number	Investor Name	Investment ratio	Investment Methods	address	Contact Number

11、 Have there been any changes in the owners or shareholders of your company (farm, household) during the survey period?

none( )

have( ) — Please explain the changes.

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12、 During the investigation period, did your company (farm, household) or its affiliated

parties import or export the investigated products to China ?

no( )

Yes ( )—Fill in the following:

Table 1:

Company Name	address	Contact Number	Description of the relationship with your company

Table 2 :

Expect between	Amount	quantity	Average price (Please specify trade terms, etc.)	Product use (resale, processing, etc.)
2019				
2020				
...				
First half of 2024				

13、 During the survey period, did your company (farm, household) or its affiliated parties slaughter beef cattle ?

no( )

Yes ( )—Please fill in the questions related to domestic beef producers (slaughter and processing) or transfer the relevant parts to your company's related parties to complete

**Part II. Similar or directly competing products**

**I. To be filled in by domestic beef producers (slaughtering and processing enterprises)**

14、 the beef produced by your company , including usage, consumer evaluation, national standards, industry standards, market conditions, etc., and provide a product brochure.

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15、 the beef produced by your company is similar to the imported product under investigation in terms of product characteristics (including product appearance and packaging), product quality, use, production (including materials used and production equipment and processes), sales conditions and channels, transportation conditions, consumer perceptions, etc. , and please explain each one.

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16、 Please indicate whether your company uses beef cattle raised by your company or its affiliates to produce beef. If yes, please indicate the proportion used in each year during the survey period and explain the main considerations for the relevant decision (such as price, quality, etc.) . If no, please indicate whether your company considers raising beef cattle on its own and explain the main considerations for the relevant decision (such as price, quality, etc.) .

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17、 Please explain how the beef produced by your company competes with the investigated products in the Chinese market. This includes but is not limited to: the product categories in which your company 's beef competes directly with the imported investigated products, the overlap in customers between your company's beef and the imported investigated products, the main factors that downstream customers consider when choosing between your company's beef and the imported investigated products , and the substitutability of your company's beef with the investigated products in different sales channels and customer groups .

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**II. To be filled in by domestic beef cattle breeders**

18、 Please describe the main customers of your company's (farms, households) beef cattle and the purposes for which they purchase your company's products.

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19、 Please explain how domestic beef cattle compete with the investigated products in the Chinese market. This includes but is not limited to: the sales channels where your company's (farm, household) beef cattle compete directly with the imported investigated products , the overlap of customers with the imported investigated products, the main factors considered by downstream customers when purchasing , and the substitutability of the investigated products with different sales channels and customer groups .

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**Part III. Operational and related information**

**I. To be filled in by domestic beef producers (slaughtering and processing enterprises)**

20. During the survey period, has your company opened any new plants, relocated, expanded, acquired, merged or closed any plants related to beef production?

no( )

yes( ) - Provide the timing, reasons, conditions and impacts of the above changes on beef production.

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21. During the investigation period, has your company experienced any suspension of production related to beef production due to employee reasons, equipment failure or production accidents? Or any reduction in production due to shortage of raw materials or funds, or other operational and organizational changes related to beef production?

no( )

yes( ) - Provide the time, reasons, conditions and consequences of the above production suspension or changes.

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22. Please describe your company's beef production capacity and actual production quantity during the survey period according to the table below .

Unit:

Ton

project period	Average production capacity during the period	actual Production quantity	The proportion
2019			
20 20			
20 21			



20 22 years			
20 23 years			
20 23 first half			
20 24 first half			

23. ( 1) Does your company plan to increase beef production capacity?

no( )

yes( ) —Please explain in detail.

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(2) During the survey period, were the growth and utilization of your company's beef production capacity restricted?

no( )

yes( ) —Please explain the constraints.

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2 4. Changes in wages and employment of employees involved in beef production in your company .

	Total wages (yuan)	Total number of employees	Average salary (Yuan /person)	Employment change rate (%)
2019				
20 20				
20 21				
20 22 years				
20 23 years				
20 23 first half				

20 24 first half				
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Note : The total number of employees in this question = (the total number of employees at the beginning of the year + the total number of employees at the end of the year) / 2;

“Total number of employees” refers to the total number of employees related to beef production , including production plant (or workshop) personnel and related auxiliary personnel and management personnel. If the beef production plant (or workshop) also produces other products, the number of beef production plant (or workshop) personnel is the number of beef product production employees; the number of related auxiliary personnel and management personnel refers to auxiliary personnel and management personnel outside the production plant (or workshop), which are calculated based on the proportion of beef product sales revenue (the denominator should not contain personnel data of auxiliary departments and management departments that are not related to similar or directly competing products ).

“Total wages”: the total wages corresponding to the total number of employees in this question;

“Per capita salary”: = total salary / total number of employees;

“ Employment change rate” refers to the change in the number of employees this year and the number of employees last year . Employment change rate = ( number of employees this year - number of employees last year ) / number of employees last year × 100%.

25. What is the labor productivity of your company in producing beef products? Please explain the reasons for its changes.

period	Annual output (10,000 tons)	Total number of employees (person)	Labor Productivity
2019			
20 20			
20 21			
20 22 years			
20 23 years			
20 23 first half			

20 24 first half			
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- Note : 1. "Total number of employees" = "Total number of employees" in Question 24 ;  
 2. "Annual output" = "actual production quantity" in Question 22 and "annual output" in Question 34;  
 3. Labor productivity = annual output/total number of employees.

26. Please describe the sales channels and geographical distribution of your company's beef products in the Chinese market during the investigation period, and provide a sales flow chart.

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27. During the investigation period, have there been any major changes in your company's beef marketing strategy and sales scope?

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28. According to your company's knowledge, how has the total demand for beef products in the Chinese market changed during the survey period? Please explain with data.

Expect between	China Demand	Growth or decline ratio
2019		
20 20		
20 21		
20 22 years		
20 23 years		
20 23 first half		
20 24 first half		

What are the main factors affecting changes in China's total demand?

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29. What do you think are the main factors affecting the price changes of Chinese beef or

beef cattle products during the survey period ?

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30. Please list the names and addresses of the ten largest purchasers of your company's beef products during the survey period . Please provide the name and telephone number of the contact person and the purchase quantity of each customer (please fill in the order of purchase quantity).

Unit: Ton

		CLIENT NAME	CONTACT	ADDRESS, PHONE	GRAND TOTAL PURCHASE QUANTITY	NATURE OF CUSTOMER (DISTRIBUTOR OR END USER)
2019	1					
	2					
	3					
	4					
	5					
	6					
	7					
	8					
	9					
	10					
...		CLIENT NAME	CONTACT	ADDRESS, PHONE	GRAND TOTAL PURCHASE QUANTITY	NATURE OF CUSTOMER (DISTRIBUTOR OR END USER)
	1					
	2					
	3					
	4					
5						

	6					
	7					
	8					
	9					
	10					
First half of 2024		CLIENT NAME	CONTACT	ADDRESS, PHONE	GRAND TOTAL PURCHASE QUANTITY	NATURE OF CUSTOMER (DISTRIBUTOR OR END USER)
	1					
	2					
	3					
	4					
	5					
	6					
	7					
	8					
	9					
	10					

31. What is your company's beef sales volume during the survey period? If there is any beef for self-use, please fill in the data for self-use and explain the specific purpose of self-use.

Unit: Ton

period	Total sales	Domestic sales	Export volume	Self-consumption	Self-use
2019					
20 20					
20 21					
20 22 years					
20 23 years					
20 23 first half					
20 24 first					

half					
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Note: Self-use refers to the internal use of similar or directly competitive products in your company for the production of downstream products, excluding the sales to affiliated companies. Total sales = domestic sales + export + self-use

3.2. Your company's beef sales revenue (excluding VAT).

Unit: Yuan

period	Domestic sales revenue	Total sales revenue
2019		
2020		
2021		
2022 years		
2023 years		
2023 first half		
2024 first half		

Note : 1. Total sales revenue = domestic sales revenue + export sales revenue.

2. Any sales returns or sales discounts must be offset against the current period's sales revenue.

33. Please fill in the information about your company's beef sales price.

Unit: Yuan/ton

period	Sales price (excluding VAT)	Ex-factory price (excluding freight, VAT, discounts, etc.)
2019		
2020		
2021		
2022 years		
2023 years		
2023 first half		
2024 first half		

Note: The sales price in this question refers to the weighted average sales price of beef in domestic sales excluding value-added tax, which corresponds to the domestic sales volume and domestic sales revenue in Questions 31 and 32 respectively.

(1) Explain how your company determines sales prices (e.g., through transaction negotiations, price lists, etc.). Does your company have different pricing policies for distributors and end users? If so, please explain in detail. If your company issues price lists, please attach copies of the price lists for the year before the survey period and for each year during the survey period with the questionnaire.

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(2) Did your company reduce prices during the survey period?

no ( )

yes ( ) - Please provide the extent of price reduction during the investigation period and the calculation method, and please provide as much information as possible, such as providing documents on revenue loss, including copies of sales contracts before and after modification, invoices, customer letters, meeting minutes, etc.

Customer Name \_\_\_\_\_

Contact \_\_\_\_\_

Telephone \_\_\_\_\_

Specific products involved \_\_\_\_\_

Initial Quote Date \_\_\_\_\_

Number of items involved \_\_\_\_\_

Your company's initial rejected quotation and the reason (excluding freight rate) \_\_\_\_\_

your company (excluding freight rate) \_\_\_\_\_

(3) What factors do you think affect the price changes of your company's beef?

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3.4. What is your company's beef production situation?

Unit: Ton

period	Yield
2019	
2020	

20 21	
20 22 years	
20 23 years	
20 23 first half	
20 24 first half	

35. Your company's beef inventory at the end of the period and the reasons for the changes.

Unit: Ton

period	Ending inventory
2019	
20 20	
20 21	
20 22 years	
20 23 years	
20 23 first half	
20 24 first half	

Explain the reasons for the increase or decrease in your company's ending inventory, and explain the reasonable inventory levels for your company and the industry.

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36. What is the cost of your company's beef production ?

Unit: Yuan/ton

period	Direct materials per unit	Direct labor per unit	Unit fuel and power	Unit manufacturing cost	Unit production cost



2019					
20 20					
20 21					
20 22 years					
20 23 years					
20 23 first half					
20 24 first half					

**Note : The items in the table can be modified and filled in according to the items and data directly listed on the company's books .**

37. Briefly describe the impact of production costs on your company's beef prices.

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3 8. What is your company 's pre-tax profit on beef?

Unit: Ten thousand yuan

period	Product sales revenue	Cost of goods sold	Sales tax and surcharges payable on products	The period expenses that should be amortized by the product	Product pre-tax profit
2019					
20 20					
20 21					
20 22 years					
20 23 years					
20 23 first half					
20 24 first half					

39. What is the return on investment of your company's beef ? Unit: 10,000 yuan

period	Average investment	Profit before tax	Investment return (%)
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	amount		
2019			
20 20			
20 21			
20 22 years			
20 23 years			
20 23 first half			
20 24 first half			

Note : 1. The investment amount is the total asset value invested in beef production. If your company produces multiple products, the total asset value invested in beef production is not listed separately on the books and should be allocated according to a certain method:

Average investment in beef production = average total assets × apportionment ratio;

Average total assets = (total assets at the beginning of the balance sheet + total assets at the end of the balance sheet) / 2;

Allocation ratio = production cost ratio, production cost ratio (%) = beef production cost / enterprise production cost of all products (including (including beef) × 100%

2. " Profit before tax" = "Profit before tax of products" in Question 38 ;

3. "Investment return rate" = pre-tax profit/average investment amount × 100%.

40. Please fill in the cash flow indicators of your company's beef product operating activities according to the table below, and please provide a copy of the relevant cash flow statement. If the cash flow of operating activities reflected in the cash flow statement has a significant change during the investigation period, please explain the reason in detail.

Unit: Ten thousand

yuan

	2019	20 20	20 21	20 22 years	20 23 years	20 23 first half	20 24 first half
Cash Inflow							
Apportionment ratio 1							
Cash							

inflow from beef sharing							
Cash outflow							
Apportionment ratio 2							
Cash outflow from beef sharing							
Net cash flow from beef distribution							

Note: The cash inflows and cash outflows in the table are the cash inflows and cash outflows from operating activities in the cash flow, excluding the cash flows from investment activities and financing activities.

“Net cash flow” = “cash inflow” – “cash outflow”.

If your company's product operation is only a single beef product, then " net cash flow from beef " = "net cash flow"; if your company operates multiple products, the cash flow from beef product operating activities is not listed separately on the books, and the "net cash flow from beef" in this questionnaire is calculated as follows:

Net cash flow from beef sharing = cash inflow from beef sharing - cash outflow from beef sharing

Cash inflow from beef sharing = cash inflow × sharing ratio 1

Allocation ratio 1 = sales revenue ratio

Cash outflow from beef sharing = cash outflow × sharing ratio 2

Allocation ratio 2 = production cost ratio

**II. To be filled in by domestic beef cattle breeders**

41. During the survey period, has your company (farm, household) opened any new farm, relocated, expanded, acquired, merged or closed any farm related to beef cattle breeding ?

no( )

yes( ) - Please provide the time, reasons, conditions and impacts of the above changes on beef cattle breeding .

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42. During the investigation period, has your company (farm, household) experienced any reduction in production, suspension of production or other losses related to beef cattle breeding due to epidemic diseases or accidents ?

no( )

yes( ) - Please provide relevant information on the above-mentioned production reduction, suspension or other losses.

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43. During the survey period, did your company (farm, household) suffer any reduction in production, suspension of production or other losses related to beef cattle breeding due to capital shortage ?

no( )

yes( ) - Please provide the scale of your company's (farm, household's) loans (borrowings), the proportion of loans (borrowings) to assets, and relevant information on production cuts, suspensions or other losses caused by capital shortages during each year of the survey period.

period	Loan (borrowing) scale (ten thousand yuan)	Loans (borrowings) as a percentage of assets	Principal and interest repayment ( delayed repayment of principal and
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			interest/loan extension, etc. )
2019			
20 20			
20 21			
20 22 years			
20 23 years			
20 23 first half			
20 24 first half			

Other losses:

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44、 did your company (farm, household) raise other livestock in the barns used for raising beef cattle ?

no( )

yes( ) ——Please fill in the data on the breeding capacity distribution of each variety .

Unit:

tons or heads

product name period	Total breeding capacity	Beef cattle		...	
		quantity	Occupied Proportion	quantity	Occupied Proportion
2019					
20 20					
20 21					
20 22 years					
20 23 years					
20 23 first half					
20 24 first half					

( 1) Does your company (farm, household) plan to increase its beef cattle breeding capacity?

no( )

yes( ) ——Please explain in detail.

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(2) During the survey period, was your company's (farm, household's) beef cattle breeding capacity restricted?

no( )

yes( ) ——Please explain the constraints.

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45. Please provide the utilization rate of the pens used for raising beef cattle by your company (farm, household) during the survey period .

period	Designed stock quantity (head)	Actual stock quantity (head)	Utilization
2019			
20 20			
20 21			
20 22 years			
20 23 years			
20 23 first half			
20 24 first half			

Note: Utilization rate = actual stock quantity/designed stock quantity

46. Please provide information on the wage changes and employment changes of employees engaged in beef cattle breeding in your company (farm, household) during the survey period.

	Total wages (yuan)	Total number of employees	Average salary (Yuan /person)	Change rate of total number of employees

				(%)
2019				
20 20				
20 21				
20 22 years				
20 23 years				
20 23 first half				
20 24 first half				

Note : The total number of employees in this question = (the total number of employees at the beginning of the year + the total number of employees at the end of the year) / 2;

“Total number of employees”: refers to the total number of employees related to beef cattle breeding .

“Total wages”: the total wages corresponding to the total number of employees in this question;

“Per capita salary”: = total salary / total number of employees;

“ Change rate of total number of employees ”: refers to the change in the total number of employees this year and last year. Change rate of total number of employees = ( total number of employees this year - total number of employees last year ) / total number of employees last year × 100%.

47. Please provide information on the labor productivity of beef cattle breeding in your company (farm, household) during the survey period , and explain the reasons for the changes.

period	Annual breeding volume (head)	Stock volume at the end of the year (head)	Annual output (head)	Total number of employees (person)	Labor Productivity
2019					
20 20					
20 21					
20 22 years					
20 23 years					
First half of 2023					
20 24 first half					

- Note: 1. "Total number of employees" = "Total number of employees" in Question 46 ;  
2. Annual breeding volume = year-end stock + annual output;  
3. Labor productivity = annual breeding volume/total number of employees.

48. Please provide detailed information on the number of beef cattle slaughtered by your company (farm, household) during the survey period.

Unit: Head

period	Total output	Number of breeding cows slaughtered	Calf output	Fattening cattle output	Average individual weight of fattening cattle at market (kg)
2019					
20 20					
20 21					
20 22 years					



20 23 years					
20 23 first half					
20 24 first half					

Note: calves are beef cattle within 6 months of birth

49. Please provide the ending inventory of beef cattle of your company (farm, household) during the survey period and the reasons for the changes.

Unit: Head

period	Total stock	Number of breeding cows	Calf inventory	Fattening cattle inventory
2019				
20 20				
20 21				
20 22 years				
20 23 years				
20 23 first half				
20 24 first half				

Note: calves are beef cattle within 6 months of birth  
the reasons for the increase or decrease in your company's ending inventory .

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50. Please explain the sales channels and geographical distribution of your company's (farm, household) beef cattle products in the Chinese market during the survey period, and provide a sales flow chart.

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51. During the survey period, have your company (farm, household) made any major changes in its marketing strategy and sales scope for beef cattle? Are there any cases of breeding cows being turned into fattening cows ? If so, please provide the proportion of fattening cows to fattening cows sold in each year during the survey period.

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52. According to your company (farm, household) , how has the total demand for beef in the Chinese market changed during the survey period? Please explain with data.

Expect between	China Demand	Growth or decline ratio
2019		
20 20		
20 21		
20 22 years		
20 23 years		
20 23 first half		
20 24 first half		

What are the main factors affecting changes in China's total demand?

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53. What do you think are the main factors affecting the price changes of Chinese beef or beef cattle products during the survey period ?

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54. Your company's (farm, household's) beef cattle sales revenue (excluding value-added tax).  
Unit: Yuan

period	Domestic sales revenue	Total sales revenue
2019		
20 20		
20 21		

20 22 years		
20 23 years		
20 23 first half		
20 24 first half		

Note : 1. Total sales revenue = domestic sales revenue + export sales revenue.

2. Any sales returns or sales discounts must be offset against the current period's sales revenue.

55. Please fill in the information on the price of live cattle sold by your company (farm, household) .

Unit: Yuan/kg

period	Selling price
2019	
20 20	
20 21	
20 22 years	
20 23 years	
20 23 first half	
20 24 first half	

(1) Please explain how your company (farm, household) determines the sales price (e.g., through transaction negotiation, price list, etc.). Does your company (farm, household) adopt different pricing policies for distributors and end users? If so, please explain in detail. If your company (farm, household ) issues a price list, please attach a copy of the price list for the year before the survey period and each year during the survey period with the questionnaire.

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( 2 ) Did your company (farm, household) reduce prices during the survey period ?

no ( )

yes ( ) - Please provide the extent of price reduction during the investigation period and the calculation method, and please provide as much information as possible, such as providing documents on revenue loss, including copies of sales contracts before and after modification, invoices, customer letters, meeting minutes, etc.

Customer Name \_\_\_\_\_

Contact \_\_\_\_\_

Telephone \_\_\_\_\_

Specific products involved \_\_\_\_\_

Initial Quote Date \_\_\_\_\_

Number of items involved \_\_\_\_\_

Your initial rejected quote and reason (excluding freight rates) \_\_\_\_\_

The quotation you finally accepted (excluding freight) \_\_\_\_\_

( 3 ) What factors do you think affect the price changes of your company's beef cattle ?

\_\_\_\_\_

\_\_\_\_\_

56. Please provide information on your company's (farm, household's) beef cattle breeding costs during the survey period.

Unit: Yuan/ kg

period	Cattle Source Cost	Unit feed	Direct labor per unit	other	Unit breeding cost
2019					
20 20					
20 21					
20 22 years					
20 23 years					
20 23 first half					
20 24 first half					

Note : The above data can be filled in according to the items and data directly listed on the company's books .

57. Please briefly describe the impact of breeding costs on the price of beef cattle of your company (farm, household) .

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\_\_\_\_\_

58. What is the pre-tax profit of your company (farm, household) from beef cattle breeding ?

Unit: Ten thousand yuan

period	Sales revenue	Cost of sales	Apportiona ble expenses	Profit before tax
2019				
20 20				
20 21				
20 22 years				
20 23 years				
20 23 first half				
20 24 first half				

59. Please provide the investment return rate of your company's beef cattle breeding during the survey period. Unit: 10,000 yuan

period	Average investment amount	Profit before tax	Investment return (%)
2019			
20 20			
20 21			
20 22 years			
20 23 years			
20 23 first half			
20 24 first half			

Note : 1. The investment amount refers to the total asset value of beef cattle breeding .

2. "Profit before tax" = "Profit before tax of products" in Question 58 ;

3. Investment return rate = pre-tax profit/average investment amount × 100%.

60. Please fill in the relevant indicators of cash flow from the beef cattle breeding business activities of your company (farm, household) according to the table below , and provide a copy of the relevant cash flow statement. If the cash flow from operating activities reflected

in the cash flow statement has a significant change during the investigation period, please explain the reason in detail.

Unit: Ten thousand

yuan

	2019	20 20	20 21	20 22 years	20 23 years	20 23 first half	20 24 first half
Cash Inflow							
Apportionment ratio 1							
Cash inflow from beef cattle							
Cash outflow							
Apportionment ratio 2							
Cash outflows allocated to beef cattle							
Net cash flow from beef cattle							

Note: The cash inflows and cash outflows in the table are the cash inflows and cash outflows from operating activities in the cash flow, excluding the cash flows from investment activities and financing activities.

“Net cash flow” = “cash inflow” – “cash outflow”.

If your company only raises beef cattle , then " net cash flow allocated from beef cattle " = "net cash flow"; if your company raises multiple livestock, the cash flow from beef cattle breeding operations is not listed separately on the books, and the "net cash flow allocated from beef cattle" in this questionnaire is calculated as follows:

Net cash flow from cattle = cash inflow from cattle - cash outflow from cattle

Cash inflow from beef cattle = cash inflow × allocation ratio 1

Allocation ratio 1 = sales revenue ratio

Cash outflow from beef cattle allocation = cash outflow × allocation ratio 2

Allocation ratio 2 = production cost ratio

**Part IV. Other issues that need to be explained**

**Both beef producers and beef cattle breeders are required to answer this part.**

62. Please give a brief description and assessment of the basic situation of China's beef and cattle industry.

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63. Please elaborate on the relationship between changes in your company's beef and beef cattle -related operating and financial indicators (such as production, sales volume, sales price, operating rate, labor productivity, profit, employment, etc.) and the imported products under investigation. In addition to the products under investigation, are there other factors that affect changes in your company's beef or beef cattle- related operating and financial indicators?

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64. During the investigation period, has your company taken measures to improve the competitiveness of your beef or beef cattle in the Chinese market? Have these measures achieved the expected results, such as reducing the cost of your beef or beef cattle and increasing the output, sales volume and market share of your beef or beef cattle ? Please list the expenses incurred by your company in taking the above measures.

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65. In what manner and at what level do you think safeguard measures should be taken? If safeguard measures are taken, will your company take corresponding actions to improve the competitiveness of beef or beef cattle so that your beef or beef cattle can compete with the imported investigated products after the safeguard measures expire? If your company has plans for the above actions, please list the amount of funds required for the action as much as possible.

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66. Other matters that your company believes require further explanation.

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**To be filled in by domestic producers associations**

**Part I Basic information of the association**

Note: If there is no special explanation for the questions in this section, please fill in the situation at the end of the survey period ( the second quarter of 2024 ).

1. Please describe the membership composition of your association, as well as the association's main business scope, organizational structure, etc.
2. During the investigation period, did your association members import or export the investigated products to China ?
3. Please indicate whether the beef cattle farmers in your association usually sell live cattle directly or slaughter them themselves or outsource slaughtering. Please list the proportion of different methods.

## **Part II. Similar or directly competing products**

4. Please briefly describe whether the beef produced by your association members is similar to the imported product under investigation in terms of product characteristics (including product appearance and packaging), product quality, use, production (including materials used, production equipment, and process), sales conditions and sales channels, transportation conditions, consumer perception, etc. Please explain each one.

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5. Please explain how the beef and cattle produced by your association members compete with the investigated products in the Chinese market. This includes but is not limited to: product categories that directly compete with the imported investigated products, overlap in customers with the imported investigated products, factors that downstream customers mainly consider when making choices , and substitutability with the investigated products in different sales channels and customer groups .

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**Part III. Operations and Related Information**

6. have the beef production capacity and beef cattle breeding capacity in the production area where your association is located been restricted?

no( )

yes( ) ——Please explain the constraints.

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7、 information on wage changes and employment changes for employees engaged in beef production and beef cattle breeding in the production area where your association is located during the survey period.

	Total wages (yuan)	Average salary (Yuan /person)	Employment Number of people	Employment change rate (%)
2019				
20 20				
20 21				
20 22 years				
20 23 years				
20 23 first half				
20 24 first half				

8、 beef production and beef cattle breeding in the producing area where your association is located during the survey period , and explain the reasons for the changes.

period	Labor productivity of slaughtering and processing enterprises	Labor productivity of beef cattle farming
2019		
20 20		
20 21		
20 22 years		
20 23 years		
20 23 first half		
20 24 first half		

9、 Please provide information on the utilization of equipment (pens) for beef production and cattle breeding in your association's producing area during the survey period , and explain the reasons for the changes.

period	Equipment utilization rate of slaughtering and processing enterprises	Utilization rate of cattle breeding pens
2019		
20 20		
20 21		
20 22 years		
20 23 years		
20 23 first half		
20 24 first half		

10、 your association's knowledge , how has the total demand for beef in the Chinese market changed during the survey period? Please explain with data.

Expect between	China Demand	Growth or decline ratio
2019		
20 20		
20 21		
20 22 years		
20 23 years		
20 23 first half		
20 24 first half		

What are the main factors affecting changes in China's total demand?

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11、 you think are the main factors affecting the price changes of beef and beef cattle products in China during the survey period ?

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12、 beef and cattle sales in your association's production area during the survey period .

Unit: tons , head

period	Total sales (beef)	Total output (beef cattle)
2019		
20 20		
20 21		
20 22 years		

20 23 years		
20 23 first half		
20 24 first half		

13、 Please provide information on the sales prices of beef and cattle in the producing areas where your association is located during the survey period .

Unit: Yuan/ton

period	Sales price (excluding VAT)	Ex-factory price (excluding freight, VAT, discounts, etc.)
2019		
20 20		
20 21		
20 22 years		
20 23 years		
20 23 first half		
20 24 first half		

What factors does your association think influence changes in beef and cattle prices?

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14、 overall situation of your association's members ' ending beef inventory and reasons for changes during the survey period.

Unit: Ton

period	Inventory
2019	
20 20	
20 21	

20 22 years	
20 23 years	
20 23 first half	
20 24 first half	

Explain the reasons for the increase or decrease in ending inventory and explain the reasonable inventory level for the industry.

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15、 Please provide the ending inventory of beef cattle in the production area where your association is located during the survey period and the reasons for the changes.

Unit: Head

period	Total stock	Number of breeding cows	Calf inventory	Fattening cattle inventory
2019				
20 20				
20 21				
20 22 years				
20 23 years				
20 23 first half				
20 24 first half				

Note: calves are beef cattle within 6 months of birth

Explain the reasons for the increase or decrease in the number of stocks on hand at the end of the period.

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16、 Please provide information on beef cattle breeding costs and beef processing costs in



the production area where your association is located during the survey period .

Unit: Yuan/kg

period	Unit breeding cost	Unit beef processing cost
2019		
20 20		
20 21		
20 22 years		
20 23 years		
20 23 first half		
20 24 first half		

17、 Briefly describe the impact of beef cattle breeding costs on beef prices.

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18、 Please provide the pre-tax profits of beef production of your association members during the survey period and the pre-tax profits of beef cattle breeding in the production area where your association is located.

period	Beef production pre-tax profit margin	Pre-tax profit margin of beef cattle farming
2019		
20 20		
20 21		
20 22 years		
20 23 years		
20 23 first half		

20 24 first half		
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19、 Please provide information on the investment returns of your association's members' beef production during the survey period and the investment returns of beef cattle breeding in the production area where your association is located .

Unit: Ten thousand yuan

	period	Investment return (%)
beef	2019	
	20 20	
	20 21	
	20 22 years	
	20 23 years	
	20 23 first half	
	20 24 first half	
	period	Investment return (%)
Beef cattle	2019	
	20 20	
	20 21	
	20 22 years	
	20 23 years	
	20 23 first half	
	20 24 first half	

**Part 4 Other issues that need to be explained**

20、 Please ask your association to give a brief description and assessment of the basic situation of China's beef and beef cattle industry.

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21、 Please explain your association's view on the relationship between changes in operating and financial indicators (such as production, sales volume, sales price, operating rate, labor productivity, profit, employment, etc.) related to the domestic beef and beef cattle industry and the imported products under investigation. In addition to the products under investigation, are there other factors that affect changes in operating and financial indicators related to the beef or beef cattle industry?

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22、 During the survey period, have members of your association taken measures to improve the competitiveness of their beef or beef cattle in the Chinese market? Have these measures achieved the expected results, such as reducing the cost of beef or beef cattle and increasing the output, sales volume and market share of beef or beef cattle ?

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23、 In what manner and at what level does your association think safeguard measures should be taken? If safeguard measures are taken, will your association members take corresponding actions to improve the competitiveness of beef or beef cattle so that domestic beef or beef cattle can compete with the imported investigated products after the safeguard measures expire? If your association members have plans for the above actions, please list the amount of funds required for the action as much as possible.

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24、 Other matters that your association believes require further explanation, etc.

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