



### Fact sheet

Australia's anti-dumping system helps 'level the playing field' for Australian industry.

The following information provides an overview of how an applicant for anti-dumping measures calculates a deductive export price.

### Evidence of dumping

For the Anti-Dumping Commission (Commission) to accept an application for anti-dumping measures there needs to be reasonable grounds that there is dumping, amongst other things.

Dumping is when the export price is less than the normal value of the goods.

### Export price

The Commission requires applicants to calculate an export price as outlined at Appendix B1 of the application form (Form B108).

The export price is usually the price paid to the exporter by the importer, less any charges incurred after exportation.

Sources of export prices include:

- export price lists that reflect actual prices, and
- free on board (FOB) import data from the Australian Bureau of Statistics (divide the total import value by the total import quantity).

### Deductive export price

Where the applicant is unable to source actual export prices the applicant has the option of calculating a 'deductive export price'.

A deductive export price is an estimate of what the export price is, based on the selling price in Australia, less the costs incurred between export and the sale.

The Commission generally requires a separate calculation for each model/grade/type of imported good under consideration.

The calculation starts with the selling price at the first point of re-sale to an unrelated buyer in Australia. The applicant then works back to an estimate of the price of the exported goods, generally at FOB terms.

### Calculation

Selling price, at first point of resale to an unrelated buyer in Australia, **less** amounts for:

- net profit (if any)
- delivery to buyer
- warehousing
- general selling and administration
- freight from wharf to store
- customs duty
- GST
- import clearance and handling fees
- overseas freight and clearance
- overseas insurance
- other

**equals** Deductive export price (FOB).

### Suggested data sources

The following provides some suggested data sources for calculating a deductive export price.

- price
  - invoice, store photo of retail prices inclusive of GST, catalogue, price lists
- net profit, if any
  - based on working knowledge of the market, estimate of profit margins
- delivery to buyer
  - estimate supplier's cost to deliver to customer as a per cent of the supplier invoice value based on working knowledge of these costs
- warehousing
  - If relevant, estimate based on working knowledge of these costs for an importer

- general, selling and administration, including financial, (SGA) expenses
  - estimate the importer’s SGA expenses and apportion to the exported goods
    - examples of SGA expenses include costs for
      - account managers
      - administration
      - internal sales area that:
        - invoices product
        - handles shipping
        - determines costs
        - reconciles accounts and rebates
      - accounting personnel/costs etc
    - estimate based on working knowledge. If measured as percentage of selling price, specify the rate.
- freight from wharf to store
  - obtain a quote from a freight forwarder
- customs duty
  - go to the [Australian Customs Tariff](#) on the Australian Border Force website and go to Schedule 3 to see the rate for imported goods
- 10% goods and services tax (GST)
- import clearance and handling fees
  - obtain a quote from a freight forwarder
- overseas freight and clearance
  - obtain quote from freight forwarder
- overseas insurance
  - obtain a quote from freight forwarder
- other
  - examples include supplier margins and supplier rebates (e.g. volume, advertising) to retailer.

When ‘estimating’ be conservative and provide the Commission with supporting documentation. Specify if your estimated costs are a fixed cost per unit or based on a per cent of:

- the selling price, or
- export price.

## Evidence

The Commission requires evidence that would reasonably be available to the applicant for each charge.

## Timing

The Commission needs details of the period for the prices and costs used in the export price calculation.

## Resources

- [B108 - Application for dumping and/or countervailing duties: Application form](#)
- [B108 - Appendices](#)
- [Application for dumping and/or countervailing duties: Guidelines for applicants](#)
- [Pre lodgment documentation check guidelines](#)
- [Guidelines for the examination of a formally lodged application](#)

## Find out more

- Contact the International Trade Remedies Advisory (ITRA) Service by email [itra@industry.gov.au](mailto:itra@industry.gov.au) or the ITRA Hotline (02) 6213 7267
- Contact the Anti-Dumping Commission by email [clientsupport@adcommission.gov.au](mailto:clientsupport@adcommission.gov.au) or by business.gov.au on 13 28 46