State of Israel

Import Administration
MINISTRY OF ECONOMY

PRODUCER/EXPORTER QUESTIONNAIRE

In accordance with Chapter C of the Israeli Trade Levies and Safeguard Measures Law, 1991

INVESTIGATING OFFICER: _________

ADDRESS: Trade Levies Unit

Ministry of Economy

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Israel

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PRODUCT UNDER INVESTIGATION: Medical Cannabis products

COUNTRY OF ORIGIN: Canada

PERIODS OF INVESTIGATION:

Dumping: January 1, 2025 to December 31, 2025

Injury: January 1, 2023 to December 31, 2025

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GENERAL INSTRUCTIONS

The information requested hereunder is necessary for the authorities in order to understand your products, prices, costs and production processes. You are therefore requested to provide complete and detailed reply to each of the items listed below. Please note that the following questions are based on the fact that your company is the supplier as well as producer of the products. In case your company does not produce the products, the questionnaire should be answered by the producer as well.

Notice: Failure to submit all required information and documentation, including non-confidential versions, or failure to permit verification of any information, may result that the authority's findings be based on the best information available. Such a decision will be less favorable to your company than if full and verifiable information is made available**.**

1. Unless otherwise specified, replies should relate to the periods of investigation as noted above.
2. Information and supporting evidence may be given on a confidential basis, as explained in the cover letter.
3. In your reply, clearly refer to the specific question you are answering.
4. The questionnaire is not intended to be a "fill in" questionnaire except for the certification of accuracy, which should be returned with your reply.
5. If a question is not relevant to your situation, explain briefly why you have not responded. Address any areas not covered in the questionnaire that you believe should be addressed.
6. Identify any source documents maintained in the normal course of business you have relied on in preparing your response, and specify the locations where such documents are maintained. Please include this information in an Appendix to your response.
7. Your reply and all accompanying documents should be in English or in Hebrew.
8. Please note that certain information in Sections B, C, D and E should be submitted on a compact disc or USB Flash Drive encoded in Word and / or Excel formats.

SECTION A: COMPANY STRUCTURE AND OPERATIONS

The information requested in this part will provide the Authority of Trade Levies with an overview of your corporate organization, the goods you may produce and/or sell, and your domestic and export markets. It will also facilitate planning, scheduling and conducting the verification meeting at your company.

Please provide the following information:

1. Legal name and form of your business (corporation, partnership, sole trader, etc.).
2. Owners and/or principal shareholders including details of shareholder's percentages of ownership.
3. Your company's complete mailing address, telephone, fax numbers, web site address and e-mail address.
4. The name and position of the person in your company responsible for your response to this Questionnaire including his/her telephone number, fax number and e-mail address.
5. A description of the company's structure. Provide a chart of your company's legal structure. In addition to the chart, provide a list of all companies affiliated with your company through stock ownership or otherwise. Describe also the activities of each affiliated company, with particular attention to those involved with the subject products. (Please include brochures or pamphlets on your company and business activities.)
6. Annual financial statements for the past full three fiscal years and current year, in PDF & Excel format. Please provide manufacturing and/or income statements of the Division or Section/s of your business, which is responsible for the production and sale of the product under investigation. If this is not possible, please provide the lowest financial breakdown for products that include the products under investigation.
7. A description of the range of products produced by your company.
8. No. of employees employed by your company.

SECTION B: PRODUCTS UNDER INVESTIGATION

1. Please provide the following details regarding each and every model/type of the products under investigation and like products manufactured by your company. For any model/type indicate whether it is sold domestically and/or exported to Israel:

a. Name and code used in your books and sales records.

b. Detailed description of the product, including relevant technical and illustrative material.

c. Catalogues and price lists.

d. A detailed description/s of each stage of the production process: the material inputs needed, the equipment used and the processing time, the work involved: number of workers/hours.

e. The company's total production capacity and actual production.
If the products being sold domestically are not identical to those exported to Israel, please emphasize the difference.

f. Explain the parameters for determining product quality and how they affect price determination.

g. For each brand sold in Israel, please identify a domestically produced brand of comparable quality that is sold in the local market.

2. Please provide the total volume of sales of the products under investigation. The preferred format for this information is shown in Table 1 below. Information should be supplied for the current year and the three previous years **quarterly**. Prepare a separate table for each different model/type.

TABLE 1: TOTAL SALES - DOMESTIC AND EXPORT DURING INJURY PERIOD OF INVESTIGATION

Model/type: _______________; Catalog No.: ____________; Year: ______

	TOTAL SALES QUANTITY (Kg)				TOTAL VALUE**			
QUARTER	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
DOMESTIC MARKET								
EXPORT TO ISRAEL								
EXPORT TO OTHER COUNTRIES								
TOTAL SALES								

****** Specify unit of currency (and exchange rate if applicable)

SECTION C: DOMESTIC SALES

The information requested in this part is required to determine the normal values of the subject goods. Generally, where there are a sufficient number of profitable domestic sales of like goods to more than one unrelated customer, normal values are based on your firm's domestic selling prices of the like goods. Some factors which may be taken into account, and for which adjustments may be made, include the trade level of the importer to Israel compared to the trade level of your domestic customers, the quantities of goods sold to importers to Israel compared with the quantities of like goods sold to your domestic customers, qualitative differences, taxation differences and other differences in terms and conditions of sale. However, if there are insufficient or no domestic sales of like goods, if domestic sales of like goods are sold to only one customer or if domestic sales of like goods are non-profitable, normal values may be calculated based on your firm's total cost of the goods plus an amount for profit. Questions on your costs are found in Section E of this Questionnaire. The domestic sales of like goods that will be reviewed are those sales made in the Dumping Period of Investigation (DPI)

Please provide the following details of each and every model/types of the products under investigation manufactured by you and sold domestically to all customers in the Dumping Period of Investigation, in the format as appears in Tables 2 and 3 below. Notice that database in table 2 should provide a **transaction-by-transaction** listing of **every shipment** you made in the home market in a chronological order.

TABLE 2: DOMESTIC SALES DURING DUMPING PERIOD OF INVESTIGATION

CBD LEVEL (%)	THC LEVEL (%)	Type of packaging (Bulk/Retail packaging	TYPE (indica/ sativa/ hybrid)	NAME OF BRAND	DATE
6	5	4	3	2	1
PRICE US DOLLAR per Kg	PRICE Domestic currency per Kg	QUANTITY (Kg)	VALUE (US Dollar)	FX RATE	VALUE (Domestic currency)
12	11	10	9	8	7
HANDLING (Domestic currency)	WAREHOUSING (Domestic currency)	INLAND TRANSPORTATION (Domestic currency)	CATALOG NO.	INVOICE NUMBER	LEVEL OF TRADE
18	17	16	15	14	13
Standardization costs (Domestic currency)	Non-excise taxes (Domestic currency)	Excise taxes (Domestic currency)	PACKING (Domestic currency)	CUSTOMER NAME	ASSOC. (Y/N)
24	23	22	21	20	19
				OTHER (Domestic currency)	CREDIT COSTS (Domestic currency)
				26	25

The information should be supplied by the order of transactions.

TABLE 3: DOMESTIC SALES DURING DUMPING PERIOD OF INVESTIGATION

Model/type: _______________; Catalog No.: ____________; Year: ______; Quarter(1):____

CUSTOMER NAME	ASSOC. (Y/N) (2)	LEVEL OF TRADE (3)	TOTAL SALES	
			VALUE (4)	QUANTITY (5)
TOTAL				

Explanations:

1. Provide this table separately for each quarter of each year for the period of investigation.
2. If the customer is associated with your business, indicate with letter "Y". If not associated, use letter "N". Provide a separate explanation of the association.
3. For example, wholesale, distributor, end user, Consignment (provide an explanation in price, if there are any).
4. Specify unit of currency (and exchange rate if applicable).
5. Specify unit (i.e. tons, liters etc.).

Please provide a compact disc or USB Flash Drive containing table 2 and 3. The data must be in Excel format.

1. Please provide the following details:
    a. Price lists in effect at the period reported in the table, which appears in Table 2 below, as well as current price lists.
    b. If sales are not in accordance with price lists, please describe your domestic pricing policy.
    c. Details of any discounts given for cash, quantity, quality, bud size or goods supplied free of charge.
2. Please provide a detailed explanation of your company's channels of distribution to your domestic customers. Include a flow chart depicting the movement of the goods. Explain in detail any agency or distributor agreements and provide copies of each. At each step of the process, describe the functions or activities performed.
3. State whether the selling prices of the like goods sold in your domestic market vary depending on the channel of distribution through which you sell. If yes, explain how and why the prices vary.
4. Select a domestic customer that purchases at the same level of trade, and purchases a similar volume of like products as your Israeli customers. If you do not have such a customer, please select a domestic customer whose purchases are most comparable with purchases by your Israeli customers. Provide reasons for your selection.
5. Once the domestic customer has been selected, provide copies of sales invoices, details of discounts or rebates, commissions or royalties granted or any other consideration or re-imbursement made in respect of the selling price and evidence of payment. Please provide details of the contractual arrangements concerning the transactions. These documents should be selected for transactions in each quarter-year of the relevant period.
6. Indicate if the sales price is less than your total costs for any of the transactions you have provided.
7. For each domestic customer to whom your company sold the like goods during the DPI, provide a list with the following information:
    a. Full name of customer;
    b. Full address;

c. Customer code;
d. Relationship between your firm and this customer (associated or not);
e. If known, indicate if the customer is associated to any other domestic customer;
f. Trade level;
g. Total quantity and value of all goods purchased (both subject and non-subject goods), for the last fiscal year and the current fiscal year-to-date; and indicate if the domestic customers is considered to be at the same trade level as your Israeli customer(s).

<u>Adjustments to the Domestic Price:</u>

8. To enable a fair comparison between the export price to Israel and the domestic price in your country, certain adjustments may be made. Indicate if there are any cost differences between your sales to the domestic customer you selected and the export sales in the following items and, if so, provide explanation and supporting documentation to assist in quantifying this difference:
    a. Packing
    b. Inland freight
    c. Insurance
    d. Storage
    e. Handling
    f. Credit (give days, interest rate, and cost)
    g. Taxes (Excise and Non-excise)
    h. Sales incentives
    i. Commissions
    j. Warehousing/storage
    k. Differences in physical characteristics
    l. Standardization (Include fixed payments such as fees and variables such as examiners' travel costs)
    m. Other to be specified
9. Identify all source documents you have relied on in preparing your response to this Section, and indicate the business location where the documents are maintained.

SECTION D: EXPORT SALES

This part of the Questionnaire requests information concerning your exports to Israel. This information is required to determine your export practices and the export price of those goods imported into Israel during the DPI.

1. For each of your customers in Israel that imported the subject goods during the DPI, provide the following:
   a. Name;
   b. Customer code;
   c. Address;
   d. Telephone number;
   e. Fax number;
   f. E-mail address;
   g. Name of the contact person;
   h. Trade level (distributor, wholesaler, end user, etc.);
   i. Full list price (base book price plus applicable extras) for each product shipped.
2. List all your sales of the products under investigation for each importer for the Dumping Period of Investigation in the format of Table 4 below. Information should be supplied separately for each model number.

TABLE 4: EXPORT SALES DURING DUMPING PERIOD OF INVESTIGATION

NAME OF BRAND	LEVEL OF TRADE	ASSOC. (Y/N)	IMPORTER	INVOICE NUMBER	DATE
6	5	4	3	2	1
VALUE (US DOLLAR)	CATALOG NO.	CBD LEVEL (%)	THC LEVEL (%)	Type of packaging (Bulk/Final packaging)	TYPE (indica/sativa / hybrid)
12	11	10	9	8	7
OCEAN FREIGHT (Domestic currency)	STORAGE (Domestic currency)	INLAND INSURANCE (Domestic currency)	DOMESTIC INLAND FREIGHT (Domestic currency)	TERMS OF SALE*	QUANTITY (Kg)
18	17	16	15	14	13
EXPORT INSPECTION FEES (Domestic currency)	OTHER TAXES (Domestic currency)	EXPORT TAXES (Domestic currency)	HANDLING (Domestic currency)	PACKING (Domestic currency)	OCEAN INSURANCE (Domestic currency)
24	23	22	21	20	19
CREDIT COSTS (Domestic currency)	UNLOADING IN ISRAEL (Domestic currency)	LOADING IN COUNTRY OF EXPORT (Domestic currency)	COMMISSIONS (Domestic currency)	AGENT FEES (Domestic currency)	CUSTOMS DUTIES (Domestic currency)
30	29	28	27	26	25
				OTHER COSTS (Domestic currency)	Standardization costs (Domestic currency)
				32	31

*Such as FOB, CIF, EX Works

Please provide a compact disc or USB Flash Drive containing table 4. The data must be in Excel format.

3. Provide a detailed explanation of your company's channels of distribution to importers in Israel. Include a flow chart explaining the shipment of the goods from the manufacturing plant to the importer in Israel. Explain in detail any agency or distributor agreements and provide copies of each agreement. At

each step of the process, describe the functions or activities performed by the respective parties.

4. Select a representative transaction in each quarter and provide copies of sale invoices, details of any discounts and rebates, bills of lading and evidence of payment.
5. For each customer provide the following details:
    a. Any agreements, or contracts (supply copy) concerning the transactions (i.e. credit terms, advertising, warranty)
    b. Any financial or other association your business has with the customer (other than vendor/buyer)
    c. Discounts, rebates, commissions, royalties, or any other consideration or re-imbursement made in respect of the selling price
6. Describe how your prices to each customer are determined. If sales are in accordance with price lists, supply copies of all lists that were applied during the period of investigation.
7. Please give details of any other matters which may affect the actual export price of the product under investigation.
8. For the product under investigation please provide the following costs incurred for each unit:
    a. Export packing
    b. Storage
    c. Inland freight from factory to port (and please specify distance in kilometers)
    d. Inland insurance
    e. Ocean freight
    f. Ocean insurance
    g. Handling
    h. Export taxes
    i. Other taxes
    j. Export inspection fees
    k. Customs duties

l. Agent fees
m. Commissions
n. Loading in country of export
o. Unloading in Israel
p. Standardization costs
q. Other costs

9. Terms of Payment:

   Are your export sales on cash terms? If these sales are not on a cash basis, how do you vary prices for different credit terms? If this varies from your credit cost, how much does it cost your company to give this credit i.e. what are your payment terms and what is the interest rate charged? Please explain how you have calculated the credit cost. Specify the financial sources of the calculation.

10. Provide details of any taxes, duties or levies levied on the products under investigation or their components, which are remitted or refunded on export.

11. Identify all source documents on which you relied in preparing your response to this Section, and indicate the business location where the documents are maintained.

SECTION E: COSTS OF PRODUCTION

This section is important in determining the method by which the normal value is assessed and also for making adjustments where there is any difference between the products sold on the domestic market and those exported to Israel.

1. For the Dumping Period of Investigation, provide details of your actual unit costs to produce and sell the products under investigation, sold domestically and those exported to Israel. The details should be represented in the format of Table 5 below. **A separate table should be supplied for each model/type.**

Where possible, please submit any supporting documents and worksheets supporting your calculation.

TABLE 5: COST OF PRODUCTION PER UNIT FOR THE DUMPING PERIOD OF INVESTIGATION

	COSTS PER Kg EXPORTED TO ISRAEL (1)	**COSTS PER Kg SOLD IN DOMESTIC MARKET** (2)
MODEL/TYPE		
Materials		
Total Material Costs		
Direct Labor		
Manufacturing Overheads (3)		
Packing Materials		
Other costs		
Total Costs of Production		
Selling Costs		
Administration costs		
Financial Costs		
Delivery Expenses		
Other Costs (4)		
Total Unit Cost to Produce		
Profit		
Unit Price		

Explanations:

1. Specify unit of currency (and exchange of rate if applicable).
2. Specify which costs are included (e.g. indirect labor, depreciation, rent, energy, maintenance etc.)
3. Relating to costs of production only: identify each cost separately.
4. Identify each cost separately, please ensure non-operating expenses that relate to the products under investigation are included.

In addition, please provide a compact disc or USB Flash Drive containing the information required. The data must be in Excel format.

2. Where there are differences between the products sold domestically and those exported to Israel, given the nature and reasons for these differences. Your argument should be supported by evidence.
3. Describe methods used in your general accounting system, including but not limited to:

a. Methods used to value stock;
b. Methods used to account for incidental revenue;
c. Methods of allocating costs from general costs to specific products;
d. If your allocation of selling, administration, finance and other costs differ from the proportion these costs bear to sales revenue as shown in your Profit and Loss statement for the period under inquiry, please explain;
e. Methods of calculating depreciation and useful life of fixed assets;
f. If standard costing is used rather than actual costs, describe the methods to determine standards, the frequency of revisions and the treatment of variances.

4. If the cost of producing and selling any one model/type of the products exceeds net selling price, please explain these sales at a loss. Do you expect to recover the losses on these sales? If so, give reasons and indicate over what period of time the losses are expected to be recovered.

SECTION F: ISRAELI MARKET - MATERIAL INJURY

Provide comments on the Israeli market, general market trends and/or any other factors you consider relevant to the claims of material injury to the Israeli industry. Note that any comments should be supported by documentary evidence.