

# Appendix

## Appendix A: Summary Tables

Table A.1: Summary of Import Tariff by Quarter

Time	U.S.		China	
	Mean	Standard Deviation	Mean	Standard Deviation
2015-Q1	0.033	0.057	0.091	0.060
2015-Q2	0.033	0.057	0.091	0.060
2015-Q3	0.033	0.057	0.091	0.060
2015-Q4	0.033	0.057	0.091	0.060
2016-Q1	0.033	0.057	0.091	0.061
2016-Q2	0.033	0.057	0.091	0.061
2016-Q3	0.033	0.057	0.091	0.061
2016-Q4	0.033	0.057	0.091	0.061
2017-Q1	0.033	0.057	0.091	0.061
2017-Q2	0.033	0.057	0.091	0.061
2017-Q3	0.033	0.057	0.091	0.061
2017-Q4	0.033	0.057	0.091	0.061
2018-Q1	0.033	0.057	0.086	0.059
2018-Q2	0.041	0.067	0.089	0.064
2018-Q3	0.070	0.091	0.090	0.082
2018-Q4	0.130	0.087	0.153	0.077
2019-Q1	0.130	0.087	0.150	0.076
2019-Q2	0.180	0.096	0.174	0.078
2019-Q3	0.203	0.106	0.220	0.091
2019-Q4	0.203	0.106	0.220	0.091

*Notes:* The table summarizes tariff imposed by China and the U.S., respectively. For each country, the mean value of tariff is calculated as the simple average across sector-level tariff  $\ln(1 + \text{Tariff})$  across HS 10-digit code.

Table A.2: Top Ten Most Affected SIC 3-digit Industries (Firm Tariff Exposure Measures)

(I) U.S. Tariff on Chinese Goods			
Rank	SIC 3-digit	Description	$\Delta\text{Tariff}_{it}^{\text{U.S.}}$
1	360	Electronic & Other Electrical Equipment	0.441
2	362	Electrical Industrial Apparatus	0.405
3	351	Engines and Turbines	0.403
4	321	Flat Glass	0.389
5	361	Electric Distribution Equipment	0.374
6	350	Industrial Machinery & Equipment	0.344
7	373	Aircraft and Parts	0.343
8	356	General Industrial Machinery	0.339
9	359	Industrial Machinery, Nec	0.329
10	374	Railroad Equipment	0.310
(II) Chinese Tariff on US Goods			
Rank	SIC 3-digit	Description	$\Delta\text{Tariff}_{it}^{\text{CHN}}$
1	203	Preserved Fruits and Vegetables	0.287
2	243	Millwork, Plywood and Structural Members	0.250
3	263	Household Appliances	0.241
4	339	Misc. Primary Metal Products	0.239
5	204	Grain Mill Products	0.234
6	314	Footwear, Exc Rubber	0.230
7	342	Cutlery, Hand Tools and Hardware	0.216
8	341	Metal Cans and Shipping Containers	0.214
9	301	Tires and Inner Tubes	0.211
10	334	Secondary Nonferrous Metals	0.203

*Notes:* The table lists the top ten industries that have highest tariff exposure measures. For each type of tariff exposure measure, its change is calculated as the difference between its average industry-level exposure in 2019-Q4 and that during 2013 and 2016.

Table A.3: The Number of Compustat Firms Matched with Annual Reports

Year	Number of Firms
2008	929
2009	1,042
2010	1,261
2011	1,516
2012	1,620
2013	1,650
2014	1,738
2015	1,878
2016	2,088
2017	2,368
2018	2,274
Total number of obs	18,364

Table A.4: Summary Statistics by Year

Year	Number of Exporters	Export (million USD)		Share of Exports to the US	
		Mean	Standard Deviation	Mean	Standard Deviation
2013	1,189	74.746	252.612	12.61%	22.57%
2014	1,222	60.190	206.606	11.69%	20.95%
2015	1,216	58.330	217.279	11.91%	20.55%
2016	1,500	50.016	179.491	12.60%	21.61%
Year	Number of Importers	Import (million USD)		Share of Imports from the US	
		Mean	Standard Deviation	Mean	Standard Deviation
2013	1,163	49.614	306.218	13.67%	26.39%
2014	1,192	41.512	221.539	14.15%	27.09%
2015	1,151	38.029	188.600	13.04%	25.36%
2016	1,419	32.151	164.276	12.22%	24.77%

Notes: The table summarizes firm-level exports and imports for the matched listed enterprise during 2013 and 2016, respectively. Each product is defined by the unique HS 8-digit code.

Table A.5: Summary of Firm-level Tariff by Quarter

Time	Tariff <sup>U.S.</sup> <sub>it</sub>		$\Delta$ Tariff <sup>U.S.</sup> <sub>it</sub>		Tariff <sup>CHN</sup> <sub>it</sub>		$\Delta$ Tariff <sup>CHN</sup> <sub>it</sub>	
	Mean	Std. Dev.	Mean	Std. Dev.	Mean	Std. Dev.	Mean	Std. Dev.
2017-Q1	0.022	0.027	0.000	0.002	0.059	0.047	0.000	0.006
2017-Q2	0.022	0.027	0.000	0.002	0.059	0.047	0.000	0.006
2017-Q3	0.022	0.027	0.000	0.002	0.059	0.047	0.000	0.006
2017-Q4	0.022	0.027	0.000	0.002	0.059	0.047	0.000	0.006
2018-Q1	0.023	0.031	0.001	0.016	0.051	0.039	-0.006	0.031
2018-Q2	0.030	0.047	0.008	0.041	0.052	0.044	-0.005	0.035
2018-Q3	0.108	0.112	0.086	0.115	0.060	0.060	0.003	0.041
2018-Q4	0.177	0.124	0.155	0.126	0.127	0.075	0.070	0.060
2019-Q1	0.177	0.124	0.155	0.126	0.126	0.074	0.068	0.060
2019-Q2	0.230	0.129	0.208	0.130	0.147	0.079	0.090	0.064
2019-Q3	0.256	0.137	0.234	0.138	0.191	0.095	0.134	0.082
2019-Q4	0.256	0.137	0.234	0.138	0.191	0.095	0.134	0.082

Notes: The table summarizes firm-level tariff imposed by China and the U.S., respectively. For each country, the mean value of tariff is calculated as the simple average across firms. The tariff change is relative to the average firm-level tariff between 2013 and 2016.

Table A.6: Summary of Firm-level TPU Measure by Year

Year	(I) Appearance in Range of $\pm 1$ Lines				(II) Appearance in the Same Line			
	Keywords Number		Keywords Share		Keywords Number		Keywords Share	
	Mean	Std. Dev.	Mean	Std. Dev.	Mean	Std. Dev.	Mean	Std. Dev.
2008	0.111	0.377	0.014	0.047	0.039	0.204	0.005	0.028
2009	0.145	0.487	0.017	0.059	0.052	0.246	0.006	0.029
2010	0.076	0.315	0.009	0.039	0.033	0.195	0.004	0.024
2011	0.098	0.373	0.011	0.044	0.036	0.213	0.004	0.025
2012	0.099	0.403	0.012	0.047	0.048	0.278	0.006	0.033
2013	0.070	0.332	0.008	0.038	0.035	0.230	0.004	0.026
2014	0.068	0.314	0.007	0.033	0.031	0.218	0.003	0.023
2015	0.069	0.312	0.007	0.032	0.028	0.187	0.003	0.020
2016	0.112	0.430	0.011	0.041	0.042	0.241	0.004	0.023
2017	0.132	0.461	0.012	0.044	0.063	0.298	0.006	0.029
2018	0.303	0.733	0.026	0.063	0.182	0.536	0.015	0.045

*Notes:* The table summarizes firm-level TPU measure by year. In each year, the mean value of firm-level TPU is calculated as the simple average across firms. In panel (I), a TPU keyword is identified if the trade related words are in one line above or below the place where there is uncertainty related words. In panel (II), we require that the trade related words are in the same line with uncertainty words. In column of "Keywords Number", TPU is measured as the number of TPU related keywords per report; we also measure TPU using the number of TPU keywords per 10,000 Chinese characters as shown in the column "Keywords Share".

Table A.7: Top Ten Most Affected SIC 3-digit Industries (Firm TPU Measures)

(I) Appearance in Range of $\pm 1$ Lines				
Rank	SIC 3-digit	Description	Keywords Number	Keywords Share
1	481	Telephone Communication	3.00	0.313
2	379	Misc. Transportation Equipmen	3.00	0.283
3	225	Knitting Mills	2.00	0.239
4	341	Metal Cans and Shipping Containers	2.00	0.084
5	234	Women's and Children's Undergarments	2.00	0.205
6	221	Broadwoven Fabric Mills, Cotton	2.00	0.215
7	306	Fabricated Rubber Products, Nec	1.67	0.133
8	347	Metal Services, Nec	1.50	0.151
9	396	Costume Jewelry and Notions	1.33	0.145
10	373	Ship and Boat Building and Repairing	1.00	0.071
(II) Appearance in the Same Line				
Rank	SIC 3-digit	Description	Keywords Number	Keywords Share
1	379	Misc. Transportation Equipmen	2.00	0.189
2	221	Broadwoven Fabric Mills, Cotton	2.00	0.215
3	225	Knitting Mills	2.00	0.239
4	341	Metal Cans and Shipping Containers	1.60	0.058
5	347	Metal Services, Nec	1.50	0.151
6	306	Fabricated Rubber Products, Nec	1.33	0.110
7	345	Screw Machine Products, Bolts, etc	1.00	0.100
8	234	Women's and Children's Undergarments	1.00	0.103
9	222	Broadwoven Fabric Mills, Manmade	1.00	0.090
10	233	Women's, Misses', and Juniors' Outerwear	1.00	0.095

*Notes:* The table lists the top ten industries that have highest TPU measure for years between 2017 and 2018 using two criteria. In panel (I), a TPU keyword is identified if the trade related words are in one line above or below the place where there is uncertainty related words. In panel (II), we require that the trade related words are in the same line with uncertainty words. In column of "Keywords Number", TPU is measured as the number of TPU related keywords per report; we also measure TPU using the number of TPU keywords per 10,000 Chinese characters as shown in the column "Keywords Share".

## Appendix B: Background: Rules on Information Disclosure

Chinese accounting standards have been revolutionized several times. Four increasingly refined sets of accounting standards were introduced in 1992, 1998, 2002 and 2006, respectively (Peng and Smith, 2010; Liu et al., 2011). It has been widely noted in the accounting literature (Xiang, 1998; IASB, 2005, 2006; Peng et al., 2008; Chen and Zhang, 2010) and by the International Accounting Standards Board (IASB) that impressive progress has been made towards the convergence of Chinese accounting standards with International Financial Reporting Standards (IFRS). This suggests a higher financial reporting quality and a more efficient capital market.<sup>38</sup> Compared with IFRS or U.S. Generally Accepted Accounting Principles (GAAP), Chinese accounting standards are more rule-based and rigid, leaving less room for firms to manage earnings via discretionary accruals (Chen et al., 2008).

To promote transparency, stake holders and the state authority monitor activities of listed firms. China Securities Regulatory Commission's (CSRC) has adopted a set of regulations and standards similar to those in the U.S. and Europe (Fan et al., 2011).<sup>39</sup> According to the current exchange rules of the Shanghai and Shenzhen Stock Exchanges and the CSRC regulations, all listed Chinese firms are required to make periodic disclosure of reports to the public (CSRC (2008)).<sup>40</sup> These regulations require all of China's listed firms to prepare and disclose the "annual report" within 4 months subsequent to the end of financial year. Listed firms are also required to make the "interim report" (i.e., the half-year report) available within 2 months following the end of the first half of each fiscal year, and "quarterly reports" within one month subsequent to the end of the first three and nine months in each fiscal year. Particularly, CSRC also requires the annual report of each listed firm to be audited by firms with a qualified CPA.<sup>41</sup>

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<sup>38</sup>It is a consensus in the literature that adopting IFRS significantly improves financial reporting quality and efficiency in capital market. For detailed reference, see Ball (2006); Jermakowicz et al. (2007); Barth et al. (2008); Daske et al. (2008). Street and Gray (2002) find that Chinese listed firms exhibit greater compliance with IFRS than companies in other countries in Europe.

<sup>39</sup>A detailed background information on China's financial reporting practices and information environment of Chinese listed firms can be found in Fan et al. (2011).

<sup>40</sup>In addition, the listed Chinese firms are also required to release any *Prospectus* (2-5 days prior to the offering period) and *Offering Circular* (3 days before IPO) on time.

<sup>41</sup>The "quarterly reports" are exempt from such requirement while the "half-year report" should also be audited if the company has plans such as to distribute profit, or transfer reserves into share capital (see Fan et al. (2011) for more detailed information).

## Appendix C: The Effect of Tariffs and Dependence on the U.S. Market

Here we explore whether the direct impact of U.S. and Chinese tariffs have a larger effect on for firms that export to and/or import from the U.S. more.

$$\begin{aligned}
 \log(K_{i,t+k}) - \log(K_{i,t}) &= \alpha + \beta_1 \Delta TPU_i \\
 &+ \beta_2 \Delta \log(1 + \text{Tariff}_i^{\text{U.S.}}) + \beta_3 \Delta \log(1 + \text{Tariff}_i^{\text{U.S.}}) \times \text{U.S. export share}_i \\
 &+ \beta_4 \Delta \log(1 + \text{Tariff}_i^{\text{CHN}}) + \beta_5 \Delta \log(1 + \text{Tariff}_i^{\text{CHN}}) \times \text{U.S. import share}_i \\
 &+ \gamma_1 X_i + \gamma_2 \text{U.S. export share}_i + \gamma_3 \text{U.S. import share}_i + \psi_{\text{REG}} + \psi_{\text{IND}} + \varepsilon_i, \\
 \Pi_{i,t+k} - \Pi_{i,t} &= \alpha + \beta_1 \Delta TPU_i \\
 &+ \beta_2 \Delta \log(1 + \text{Tariff}_i^{\text{U.S.}}) + \beta_3 \Delta \log(1 + \text{Tariff}_i^{\text{U.S.}}) \times \text{U.S. export share}_i \\
 &+ \beta_4 \Delta \log(1 + \text{Tariff}_i^{\text{CHN}}) + \beta_5 \Delta \log(1 + \text{Tariff}_i^{\text{CHN}}) \times \text{U.S. import share}_i \\
 &+ \gamma_1 X_i + \gamma_2 \text{U.S. export share}_i + \gamma_3 \text{U.S. import share}_i + \psi_{\text{REG}} + \psi_{\text{IND}} + \varepsilon_i.
 \end{aligned}$$

Tables C.1 and C.2 report the estimation results. The coefficients of interaction terms between U.S. tariffs and U.S. export share are still insignificant; while the coefficients of interaction terms between Chinese tariff and U.S. import share are negative and statistically significant. Although the overall direct impacts of Chinese retaliatory tariffs are insignificant, Chinese firms that import from the U.S. suffer from the trade war.

Table C.1: Investment, Trade Policy Uncertainty, Tariffs, and U.S. share

	Dependent Variable: $\Delta\log(\text{Capital})$			
	17Q4-18Q4 (1)	17Q4-19Q1 (2)	17Q4-19Q2 (3)	17Q4-19Q3 (4)
$\Delta\text{Trade Policy Uncertainty}$	-0.037** (0.017)	-0.036* (0.019)	-0.043** (0.020)	-0.051** (0.025)
$\Delta\log(1+\text{Tariff}^{\text{U.S.}})$	0.036 (0.098)	-0.005 (0.107)	0.063 (0.115)	0.115 (0.132)
$\Delta\log(1+\text{Tariff}^{\text{U.S.}})$ $\times$ U.S. Export Share	0.112 (0.337)	0.171 (0.363)	0.049 (0.402)	0.040 (0.440)
$\Delta\log(1+\text{Tariff}^{\text{CHN}})$	0.282 (0.197)	0.281 (0.214)	0.324 (0.233)	0.405 (0.261)
$\Delta\log(1+\text{Tariff}^{\text{CHN}})$ $\times$ U.S. Import Share	-0.932 (0.638)	-1.080 (0.692)	-1.292* (0.733)	-1.640* (0.838)
Firm Characteristics	Yes	Yes	Yes	Yes
Region FE	Yes	Yes	Yes	Yes
Industry FE	Yes	Yes	Yes	Yes
Observations	2,134	2,135	2,131	2,121
R-squared	0.111	0.114	0.113	0.116

Notes:  $\Delta\text{Trade Policy Uncertainty}$  (2017Q4-2018Q4) is the change in firm-level trade policy uncertainty between 2017Q4 and 2018Q4. Firm characteristics include profit, revenue and capital and are measured in 2017Q4. U.S. export share is defined as the ratio of export to the U.S. to total export during 2013-2016. U.S. import share is defined as the ratio of import to the U.S. to total import during 2013-2016. Both measures are included in the regressions, but are not displayed in the above table. Industries are defined according to the 3-digit Standard Industrial Classification (SIC). Robust standard errors are in parentheses. \*\*\*  $p < 0.01$ , \*\*  $p < 0.05$ , \*  $p < 0.1$ .

Table C.2: Profit, Trade Policy Uncertainty, Tariffs, and U.S. share

	Dependent Variable: $\Delta$ Profit			
	17Q4-18Q4 (1)	17Q4-19Q1 (2)	17Q4-19Q2 (3)	17Q4-19Q3 (4)
$\Delta$ Trade Policy Uncertainty	-26.799 (16.393)	-9.290 (11.453)	-19.090* (10.632)	-26.016* (13.883)
$\Delta \log(1+\text{Tariff}^{\text{U.S.}})$	118.260 (142.664)	-58.207 (94.274)	-163.163 (110.799)	-35.907 (92.957)
$\Delta \log(1+\text{Tariff}^{\text{U.S.}})$ × U.S. Export Share	-480.103 (429.584)	-109.867 (315.478)	261.758 (314.658)	-114.716 (298.636)
$\Delta \log(1+\text{Tariff}^{\text{CHN}})$	320.008 (292.551)	40.911 (191.517)	26.310 (208.923)	-14.222 (206.705)
$\Delta \log(1+\text{Tariff}^{\text{CHN}})$ × U.S. Import Share	-969.356 (833.736)	-1,965.529* (1,007.963)	-2,555.229 (1,799.834)	-1,506.623* (866.491)
Firm Characteristics	Yes	Yes	Yes	Yes
Region FE	Yes	Yes	Yes	Yes
Industry FE	Yes	Yes	Yes	Yes
Observations	2,135	2,135	2,131	2,121
R-squared	0.143	0.273	0.196	0.254

Notes:  $\Delta$ Trade Policy Uncertainty (2017Q4-2018Q4) is the change in firm-level trade policy uncertainty between 2017Q4 and 2018Q4. Firm characteristics include profit, revenue and capital and are measured in 2017Q4. U.S. export share is defined as the ratio of export to the U.S. to total export during 2013-2016. U.S. import share is defined as the ratio of import to the U.S. to total import during 2013-2016. Both measures are included in the regressions, but are not displayed in the above table. Industries are defined according to the 3-digit Standard Industrial Classification (SIC). Robust standard errors are in parentheses. \*\*\* p<0.01, \*\* p<0.05, \* p<0.1.

## Appendix D: Robustness Checks

Table D.1: Robustness: Alternative Measure of Trade Intensity

Dependent Variable: $\Delta$ Trade Policy Uncertainty		
	(1)	(2)
$\Delta\log(1+\text{Tariff}^{U.S.})$	0.127 (0.150)	0.155 (0.203)
$\Delta\log(1+\text{Tariff}^{CHN})$	0.742** (0.338)	0.953* (0.488)
<u>Interaction with Intensity Variables</u>		
$\Delta\log(1+\text{Tariff}^{U.S.}) \times \text{Export-to-Revenue Ratio}$	-0.781 (0.714)	
$\Delta\log(1+\text{Tariff}^{CHN}) \times \text{Import-to-Cost Ratio}$	-2.476 (1.964)	
Export-to-Revenue Ratio	0.255** (0.118)	
Import-to-Cost Ratio	0.058 (0.138)	
<u>Interaction with Dummy Variables</u>		
$\Delta\log(1+\text{Tariff}^{U.S.}) \times \mathbb{1}(\text{Persistent Exporter})$		-0.237 (0.272)
$\Delta\log(1+\text{Tariff}^{CHN}) \times \mathbb{1}(\text{Persistent Importer})$		-0.794 (0.647)
$\mathbb{1}(\text{Persistent Exporter})$		0.058 (0.039)
$\mathbb{1}(\text{Persistent Importer})$		0.045 (0.043)
Observations	2,135	2,135
R-squared	0.085	0.084

Notes: Regressions control for initial firm characteristics, region and SIC 3-digit industry fixed effects. See Table 6 for details.

Table D.2: Robustness: Diversification Pattern

	Dependent Variable: $\Delta$ Trade Policy Uncertainty					
	(1)	(2)	(3)	(4)	(5)	(6)
$\Delta\log(1+\text{Tariff}^{U.S.})$	0.423** (0.195)	0.529*** (0.192)			0.320 (0.195)	0.365* (0.192)
$\Delta\log(1+\text{Tariff}^{U.S.}) \times N_i^{exp,ctry}$	-0.013** (0.005)	-0.014*** (0.005)			-0.011** (0.005)	-0.011** (0.005)
$N_i^{exp,ctry}$	0.001 (0.001)	0.001 (0.001)			0.000 (0.001)	-0.000 (0.001)
$\Delta\log(1+\text{Tariff}^{CHN})$			0.526 (0.484)	0.517 (0.465)	0.547 (0.495)	0.547 (0.469)
$\Delta\log(1+\text{Tariff}^{CHN}) \times N_i^{imp,ctry}$			-0.016 (0.035)	-0.016 (0.035)	-0.018 (0.036)	-0.018 (0.035)
$N_i^{imp,ctry}$			0.005* (0.003)	0.005* (0.002)	0.005* (0.003)	0.006** (0.003)
<u>Controlling for Trade Intensity</u>						
$\mathbb{1}(\text{Persistent Exporter})$	0.042 (0.044)		0.038 (0.036)		0.049 (0.044)	
$\mathbb{1}(\text{Persistent Importer})$	0.037 (0.039)		-0.016 (0.046)		-0.017 (0.048)	
Export-to-Revenue Ratio		0.204** (0.101)		0.132 (0.091)		0.198** (0.100)
Import-to-Cost Ratio		-0.031 (0.109)		-0.061 (0.105)		-0.104 (0.108)
Observations	2,135	2,135	2,135	2,135	2,135	2,135
R-squared	0.085	0.085	0.084	0.085	0.088	0.090

Notes: Regressions control for initial firm characteristics, region and SIC 3-digit industry fixed effects. See Table 6 for details.

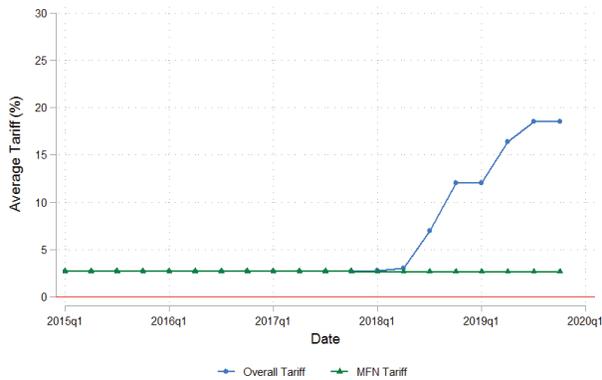
Table D.3: Robustness: Financial Position

Dependent Variable: $\Delta$ Trade Policy Uncertainty		
	(1)	(2)
$\Delta\log(1+\text{Tariff}^{\text{U.S.}})$	0.048 (0.214)	0.343 (0.237)
$\Delta\log(1+\text{Tariff}^{\text{CHN}})$	0.251 (0.429)	1.161** (0.497)
$\Delta\log(1+\text{Tariff}^{\text{U.S.}}) \times \text{Liquidity}$	0.254 (0.548)	
$\Delta\log(1+\text{Tariff}^{\text{CHN}}) \times \text{Liquidity}$	1.558 (1.227)	
$\Delta\log(1+\text{Tariff}^{\text{U.S.}}) \times \text{Leverage}$		-0.380 (0.339)
$\Delta\log(1+\text{Tariff}^{\text{CHN}}) \times \text{Leverage}$		-0.807 (0.610)
Firm Characteristics	Yes	Yes
Region FE	Yes	Yes
Industry FE	Yes	Yes
Observations	2,135	2,135
R-squared	0.082	0.083

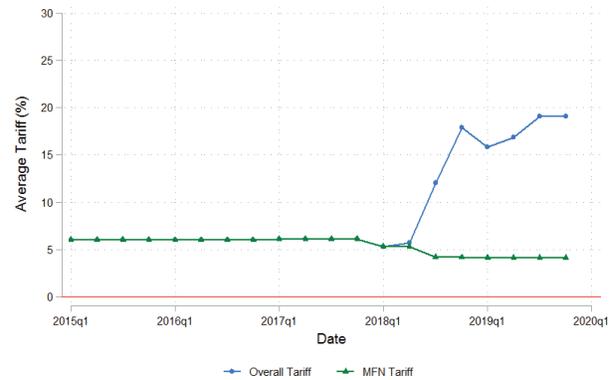
*Notes:* See Table 3 for details. Liquidity is defined as the difference between current assets and current liabilities, scaled by total assets. Leverage defined as the ratio of current liabilities to current assets.

## Appendix E: Figure

Figure E.1: The Weighted Average U.S. and Chinese Tariff



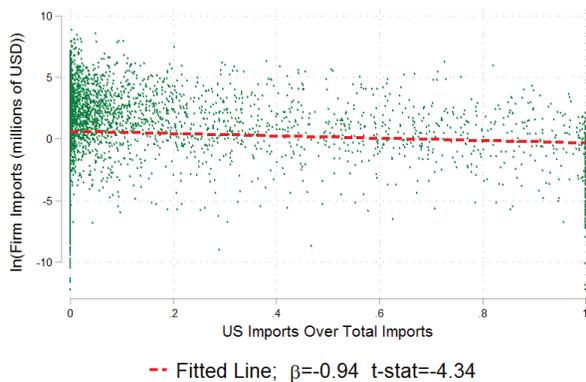
(a) U.S. Tariff on Chinese Goods



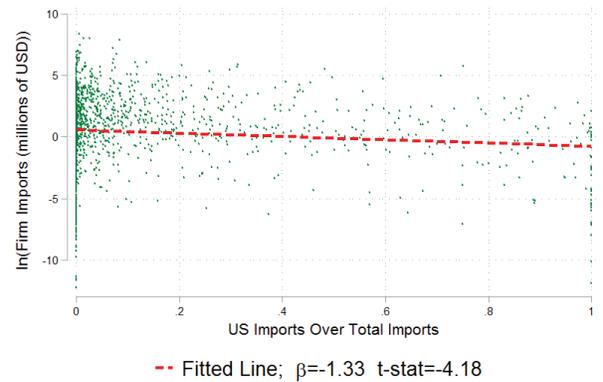
(b) Chinese Tariff on U.S. Goods

Notes: The average tariff is the weighted arithmetic average of HS 10-digit code tariffs, where the weights are total exports (or imports) at the HS 10-digit level. The green line denotes MFN tariffs and the blue line denotes overall tariffs (MFN plus trade war tariffs).

Figure E.2: Total Imports and Imports from the U.S. by Matched Listed Firms

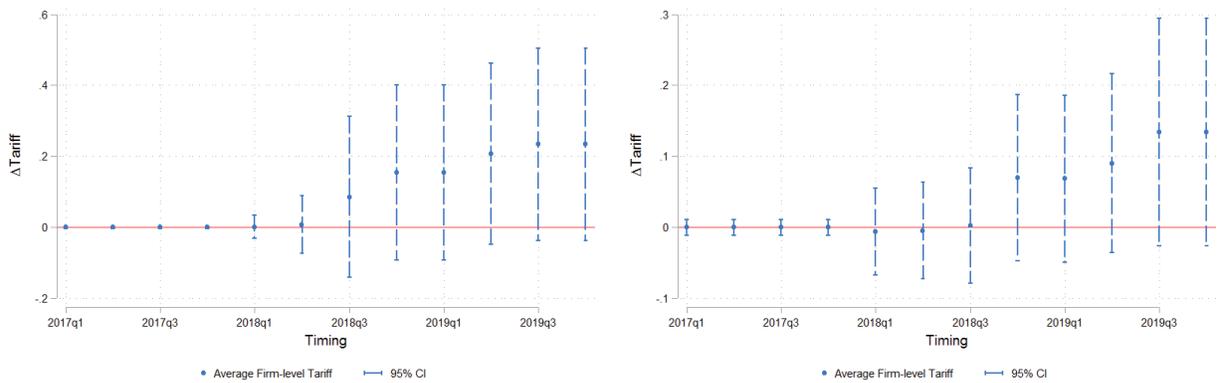


(a) Pooled Sample (2013-2016)



(b) Average Imports and the U.S. Shares (2013-2016)

Figure E.3: The Change in Import and Export Tariff Exposures of Chinese Listed Firms



(a) U.S. Tariff on Chinese Goods

(b) Chinese Tariff on U.S. Goods

Figure E.4: Example: The First Page of the Annual Report of Angang Steel Company (Angang Steel Company - GVKEY 205808)

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鞍钢股份有限公司  
Angang Steel Company Limited  
二零一八年度报告  
Annual Report 2018

2  
第一节 重要提示、目录和释义  
重要提示  
本公司董事会、监事会及董事、监事、高级管理人员保证本报告内容的真实、准确、完整，不存在任何虚假记载、误导性陈述或者重大遗漏，并承担个别和连带的法律责任。  
本公司负责人董事长王义栋先生、主管会计工作负责人马连勇先生及会计机构负责人郭女士保证本报告财务报告的真实性、准确性、完整性。  
风险提示：公司已在本年度报告中详细描述公司将面临的风险，敬请投资者予以关注，详见本年度报告“管理层讨论与分析”等有关章节中关于公司面临风险的描述。  
经公司董事会审议通过的2018年度利润分配预案为：董事会建议，以现有总股本7,234,807,847股为基数，向公司全体股东每10股派发现金红利人民币2.2元（含税）；共计分配利润人民币1,591,657,726.34元；同时，以资本公积金向全体股东转股每10股转增3股。若截至2018年度分红派息股权登记日公司总股本发生变化，将按照现金分配利润总额不变的原则，以分红派息股权登记日公司总股本为基数，调整每股现金分红。此项预案尚须提交2018年度股东大会审议。

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目 录  
第一节 重要提示、目录和释义 ..... 2  
第二节 公司简介和主要财务指标 ..... 6  
第三节 公司业务概要 ..... 11  
第四节 经营情况讨论与分析 ..... 17  
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第八节 公司治理 ..... 79  
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4  
释 义  
本公司、公司、鞍钢股份 指 鞍钢股份有限公司  
本集团 指 鞍钢股份有限公司及其下属子公司  
鞍山钢铁 指 鞍山钢铁集团有限公司，本公司的控股股东。  
鞍山钢铁集团 指 鞍山钢铁及其持股 30%以上的公司（不包含本集团）  
鞍钢新钢铁公司 指 鞍钢集团新钢铁有限责任公司，原为鞍山钢铁的全资子公司。2006年1月，本公司收购了鞍山钢铁持有的该公司100%股权，并注销了该公司的工商登记。  
鞍钢 指 鞍钢集团有限公司，本公司的最终控股股东。  
鞍钢集团 指 鞍钢及其持股 30%以上的公司（不包含本集团）  
鞍钢财务公司 指 鞍钢集团财务有限责任公司  
卡拉拉 指 卡拉拉矿业有限公司  
攀钢钒钛 指 攀钢集团钒钛资源股份有限公司  
攀钢钒钛集团 指 攀钢钒钛及其下属子公司  
鞍钢大连 指 鞍钢蒂森克虏伯汽车钢有限公司  
《原材料和服务供应协议（2016-2018年度）》  
指 2015年10月12日，本公司2015年第二次临时股东大会审议批准的本公司与鞍钢集团公司签署的《原材料和服务供应协议（2016-2018年度）》。

Figure E.5: Example: Trade Policy Related Keywords in the Annual Report

(Angang Steel Company - GVKEY 205808)

5. 可能面对的风险

2019 年是全面建成小康社会关键之年，是贯彻落实新发展理念，推动高质量发展的关键时期。为更好适应内外部形势变化，有效防范重大风险事件发生，确保生产经营目标的实现，公司开展了 2019 年度风险评估工作，并研究制定风险应对措施。根据评估情况，公司 2019 年度可能会面对以下重大风险：

(1) 环保风险

① 风险描述

新《环保法》、新污染物排放标准等相关法律实行，政府监管和执法愈发严格，对企业环保监管力度和标准提高，社会民众环保意识增强，对企业环保要求进一步提高，钢铁企业面临着巨大的环保压力。

② 风险管理解决方案

从管理体系方面，全方位与先进企业对标，查找差距、改进不足，高起点编制生态环境保护规划。对现有环保设施运行现状进行全面评估，实施环保设施运行月评价

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制度，做到“一点，一措，一责任人”，全方位控制污染。对新、改、扩建项目，严把项目竣工验收关，确保“三同时”执行率 100%。推进固体废物综合利用及规范化管理工作，推进森林式绿色生态厂区建设；全面实施环保技术改造项目，巩固现有扬尘治理成果，加强环保改造项目管理，加快项目实施步伐，实现“天常蓝、水常青、草常绿、固废零出厂”。

(2) 营销风险 Risks in sales

① 风险描述

钢铁产能过剩基本面没有根本改变，国内供需矛盾仍突出，市场竞争激烈。新经济增长点对钢材需求强度明显减弱，传统用钢行业对钢铁产品需求由品种、数量的增长转向质量和品质的提升，对钢铁行业提出了更高要求。钢铁行业原燃材料价格上涨、环保运行成本上升，给钢铁企业带来的成本压力不断增加。

随着世界经济深刻调整，**保护主义、单边主义**抬头，经济全球化遭遇波折，**不稳定不确定**因素较大，钢铁企业将面临越来越多的国际贸易争端，给钢材出口带来诸多不利影响。

② 风险管理解决方案

Protectionism, unilateralism

Uncertainty increases

完善“1+4+N”营销模式，发挥营销系统管理作用。对内，强化调品指数、预期制造、客户服务、销量价格等方面对标；对外，以推进汽车钢一体化协同、中厚板事业部制为突破口，统筹协调华东、华南、华北三大区域重点客户。拓宽营销渠道，深耕细作东北市场；加大重点工程项目投标力度；响应“一带一路”倡议，拓展海外营销渠道，积极开拓东南亚、印度等新兴市场。延伸产业链，积极开展深加工处理配送、配套、期现结合等业务；按照产业链融资管理方案，推进实施下游客户金融服务，在增加客户粘性、提高市场占有率的同时增加公司效益。

建立完善以客户体验为导向的科研、质量和营销管理机制，解决客户痛点，增强客户粘性，不断提高盈利能力。发挥销售龙头带动作用，将市场信息和客户需求反馈给研发、质量、生产部门，提高自身产品质量，提高竞争力。

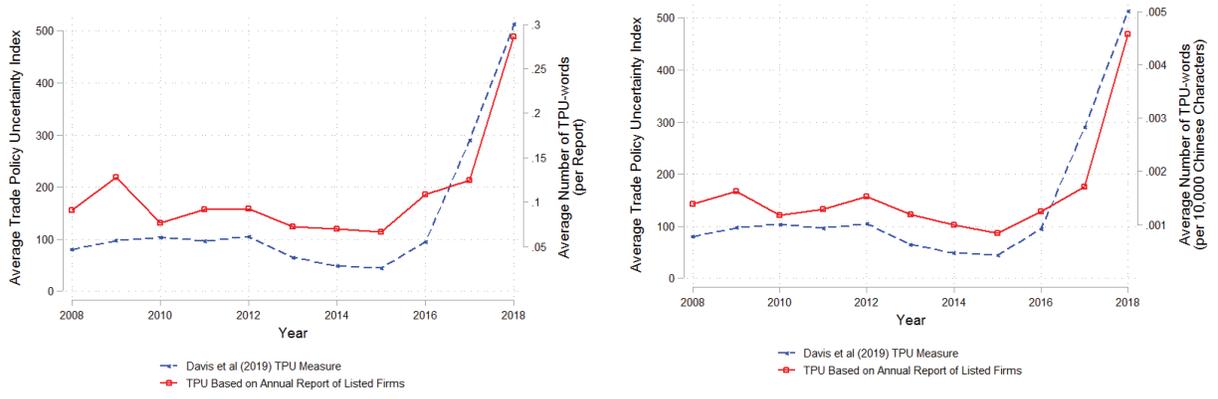
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(3) 投资风险

① 风险描述

国内外经济形势复杂多变，给公司投资决策及实施带来较大不确定性。投资项目尽职调查和可行性论证如果不全面、不深入、不充分，可能导致投资决策质量不高或项目受阻中止、或违规受罚。智能制造涉及技术领域多、开发难度大，如果项目实施方案论证不充分，管理手段不完善，可能导致项目不能实现预期建设目标。

Figure E.6: Alternative TPU Measure (Appearance in Range of  $\pm 1$  Lines) and TPU in Davis et al. (2019)



(a) Number of TPU Related Words Per Report

(b) Number of TPU Related Words (per 10,000 Chinese Characters)

Notes: A TPU keyword is identified if a trade-related word appears within one line above or below an uncertainty-related words. In panel (a), TPU is measured as the number of TPU-related keywords per report; we also measure TPU using the number of TPU keywords per 10,000 Chinese characters as shown in panel (b).