



## FOREIGN CENSORSHIP SURVEY

U. S. INTERNATIONAL TRADE COMMISSION

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The U.S. Senate Committee on Finance (Committee) has requested that the U.S. International Trade Commission (USITC or Commission) conduct an investigation and survey pursuant to section 332(g) of the Tariff Act of 1930 regarding foreign censorship and its impact on trade and investment. In response to that request, the Commission has instituted an investigation and has issued this questionnaire to collect information to hear directly from U.S. businesses about how foreign censorship impacts them. This questionnaire mainly focuses on China, although it also includes questions relating to other countries. You are receiving this survey because the Commission has identified you as a U.S. business that may have commercial connections to China. Your response will be treated as confidential and will only be referenced if we can ensure anonymity. If your business does not have such connections, we still require that you answer section 1 of the questionnaire.

Answers to this questionnaire will provide information for the Commission's factfinding investigation on the trade and economic effects of foreign censorship on affected businesses in the United States and their global operations. The Committee requested this investigation in two parts. The first report will provide a qualitative description of censorship policies and practices, while the second compels the USITC to survey U.S. businesses about how foreign censorship policies and practices have affected them both in the United States and abroad. You can learn more about this investigation (Inv. No. 332-586) at the following website: <http://www.usitc.gov/foreigncensorship>.

**Your business is required by law to respond to this questionnaire.**

Please read all instructions and submit your response to the web-based questionnaire no later than **xxxx**.

The Commission is requesting this information under the authority of section 332(g) of the Tariff Act of 1930 (19 U.S.C. § 1332(g)). Completing the questionnaire is mandatory, and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

For more information on this questionnaire, contact the project team at [foreign.censorship@usitc.gov](mailto:foreign.censorship@usitc.gov). You may also call the team at 202-780-1638. The project leaders for this investigation are Ricky Ubee, Shova KC, and George Serletis.

**Confidentiality**

The Commission has designated the information you provide in response to this questionnaire as “confidential business information,” unless such information is otherwise available to the public. Information received in response to this questionnaire will be aggregated with information from other questionnaire responses. The information will not be published in a manner that would identify your firm or reveal the operations of your business. Section 332(g) of the Tariff Act of 1930 (19 U.S.C. 1332(g)) provides that the Commission may not release information which it considers to be confidential business information unless the party submitting such information had notice, at the time of submission, that such information would be released by the Commission, or such party subsequently consents to the release of the information.

## Instructions

1. **Completing the questionnaire.** To provide your business's responses to this questionnaire, use the secure interactive website version, accessible at this link:

<https://www.usitc.gov/foreigncensorship>.

For the purposes of viewing the full questionnaire, a PDF version is available at this link:  
<https://www.usitc.gov/foreigncensorship/downloads>.

2. **Accessing the questionnaire.** We sent your business a notification letter that includes a personalized website link and the 10-digit questionnaire token. Type in the link provided in the letter in your preferred internet browser and access the survey using your token to complete the survey online. If you have issues with your token or accessing the questionnaire, please email [foreign.censorship@usitc.gov](mailto:foreign.censorship@usitc.gov) or call 202-780-1638 for assistance.

3. **Entering information.** Please answer each question that applies to your business. Some questions require you to answer by using the provided checkboxes, while others require a detailed response to be typed into entry areas. You will have an opportunity to review your responses, edit them, and download a copy before submitting.

4. **Entering numeric data.** Enter data for revenue/sales, employees, etc. in actual units, not in thousands, millions, or other multiples of units. For example, for \$123.4 million, enter "123400000," not "123400" or "123.4." (Do not add commas between digits; they will appear automatically after you enter the numbers.)

5. **Questionnaire structure.** This questionnaire is composed of 7 sections. First, read and respond to section 1 questions carefully. Your responses in section 1 will determine whether you must complete every section that follows.

6. **Submitting the questionnaire.** After you have completed section 7, you may download a copy before submitting. Select the "submit" button to send your final response.

## How to report information about your business

1. **Coordinating your business's response.** Only one questionnaire per business may be submitted. If individuals or departments within your business will share responsibility for completing this questionnaire, please coordinate and combine their responses so that the information your business gives us is consistent. This will minimize our need to contact you for clarification.
2. **Relationship to corporate structure.** Please provide a single response for your business's activities and experiences and, to the extent possible, the experiences of its subsidiaries and affiliates. If your business has a parent company, do not send the questionnaire to the parent to complete.

If your business is a holding company without operations, please contact the project team at [foreign.censorship@usitc.gov](mailto:foreign.censorship@usitc.gov) or 202-780-1638 for further instruction.

**U.S. affiliates of foreign companies.** Please respond as if the affiliate were an independent business operating in the United States. For example, for an affiliate in the United States, report estimated total domestic and foreign sales for the affiliate and not for the foreign parent company.

## Definitions

**Censorship:** For the purposes of this questionnaire, censorship is defined as the prohibition or suppression of speech or other forms of communication. Censorship may be in the form of an act, policy, or practice, and may be de jure (that is, based on a law or other official measure) or it may be de facto (that is, official or unofficial activities that as a practical matter have a censorship effect). In addition to hearing about acts, policies and practices that constitute censorship (direct or indirect), we are also interested in hearing about acts, policies, or practices that enable censorship, for example by limiting the pursuit of business activities related to speech or facilitating the ability to carry out censorship. Censorship may be conducted, or enabled, by governments or state-controlled entities. Censorship may also be conducted, or enabled, by private actors at the direction of a government, or to gain a market advantage or avoid a disadvantage from a government.

This investigation focuses on censorship as a barrier to trade or investment by U.S. businesses. The questionnaire will ask about your business's experiences of specific acts, policies, and practices in foreign countries, with a focus on mainland China, that may constitute censorship (direct or indirect), or enable censorship. The Commission has identified some of these acts, policies, and practices in section 2. We ask you to consider whether these (or other acts, policies, and practices) have acted as or enabled censorship, resulting in a barrier to trade or investment of your business's products or services. Certain government policies, such as licensing restrictions or local presence requirements, may or may not be used to enable censorship, and we leave it to your judgement as to whether they have been used to that end. Indirect censorship may take the form of self-censorship, where a business limits or modifies its communications, products, or services due either to fear of reprisal or deference to the perceived preferences of governmental actors. Censorship may also be extraterritorial in nature; that is, when a foreign government imposes censorship acts, policies, and practices based on speech-related activities outside its own territory or in a way that impacts speech-related activities of businesses or individuals within other jurisdictions.

Finally, to the extent practicable, we ask you to focus on impacts and changes to your products and services or their mode of delivery that have resulted or continue to occur due to censorship-related acts, policies, and practices. Please address impacts and changes due to censorship-related acts, policies, and practices rather than impacts and changes to speech-related activity due to other market-specific conditions such as regional consumer preferences or other market characteristics.

**China:** For the purposes of this questionnaire, please consider all references to "China" to mean mainland China (i.e., the geographic area that includes China but does not include Hong Kong, Taiwan, Kinmen, Matsu, the Pescadores, or Macau).

**Chinese government:** For the purposes of this questionnaire, references to the Chinese government are intended to include state authorities in the People's Republic of China under the leadership of the Chinese Communist Party. It includes the legislative, executive, military, supervisory, and judicial branches of government at the national, provincial, and local levels as well as authorities and officials of the Chinese Communist Party.

## Definitions of Products and Services

<b>Product/service category</b>	<b>Definition</b>
Communications services	Communications services are telecommunications or some combination of information and media services provided over fixed or mobile broadband. These services also include online communications services and applications.
Film and television (TV)	Film and television include theatrical screening of movies (in theaters) and the streaming of movies, short films, and documentaries; and broadcast TV and streaming of TV shows and events. This category also includes the creation, development, production, distribution, broadcast, and/or licensing of these media through physical or digital means.
Music development and/or distribution, licensing, radio broadcasting	Music development is the process of creating and producing music. This category also covers the delivery of music, which includes the distribution, radio broadcasting, and licensing of music through physical or digital means.
Video game development and/or distribution	Video game development is the process of designing and creating video games. This category also includes their distribution, which may be through physical or digital means.
Information content development and/or distribution, and educational services	Information content development is the process of creating and/or distributing information. Examples of information content developers or distributors include news agencies, and book and journal publishers. Educational services include universities and other teaching institutions.
Search engines	Search engines are websites through which users can search for internet content with specified keywords or phrases.

<b>Product/service category</b>	<b>Definition</b>
Social media, platforms for user-generated content (including reviews), and networking platforms	Social media and platforms for user-generated content are internet applications or websites that allow for the creation, access, and exchange of user-generated content, including reviews of services. Networking platforms are internet applications or websites facilitate user interaction with other users, including employment recruitment-and-networking platforms, dating apps and platforms, and other online forums. If your platform is also used for sales, it may also classify as either “E-commerce shopping platforms for goods and services” or “Individual company’s online store or web application for selling goods or services,” select as appropriate.
E-commerce shopping platforms for goods and services	Platforms that facilitate online trade in goods and services. Examples include e-commerce shopping platforms, classifieds, travel hosting and booking platforms, online auctions, and app stores. The platforms typically allow user-generated reviews of products and services sold on the platform.
Individual company’s online store or web application for selling goods or services, including, for example, provision of electronic payment services	Internet applications or websites that allow users to buy goods and services online. Examples include company websites or virtual storefronts for online sales of their products and services. This category also includes ride-booking services. Electronic payment services are services that allow users to transfer money to stores and other users.
Cloud storage, computing services, and software	Cloud storage and computing services are services such as software as a service (SaaS), platform as a service (PaaS), infrastructure as a service (IaaS), data analytics, and cognitive and artificial intelligence solutions. This category also includes non-cloud software sales or licensing (including downloaded software).
All other services	Services not covered by the above categories. Examples include financial (excluding payment services), insurance, express shipping services, and brick & mortar retail.

Product/service category	Definition
Information, communications, and technology (ICT) products (physical goods)	Information, communications, and technology products are physical goods made with a high level of technological intensity. The goods may include computers, network and information communications technology hardware/equipment, and consumer electronics.
All other manufactured goods	All other manufactured goods are manufactured goods other than ICT goods. Examples may include industrial chemicals, textiles and apparel, processed foods, natural resources products, engines and propulsion systems, and biopharmaceuticals.
Agricultural products	Agricultural goods are goods produced from the raising of crops or animals. Agricultural services are services that provide information, consulting, equipment, and supplies to the agricultural industry. This category also includes wild caught and farmed fish.

**Activities related to speech (or speech-related activities):** Activities that involve your business’s public speech and expression, as well as speech and expression that may take place on or in your business’s products and services. For example, statements made in marketing materials, publications or other media, public statements by employees, or user-generated videos posted to a business’s video distribution platform are all speech-related activities.

**Blocking:** Content blocking (also called “content filtering”) is a practice in which internet users are denied access to certain online content based on government requirements.

**Censorship-related acts, policies and practices:** Acts, policies, and practices that directly or indirectly block or limit speech-related activities (such as: internet shutdowns, blocking or filtering of digital content, targeted throttling, harm or threats of criminal or civil harm against a business or its employees based on speech-related activities; additional acts, policies, and practices are identified in question 2.1a) and acts, policies, and practices that enable censorship by limiting the pursuit of business activities related to speech (such as: overly broad intermediary liability rules, certain data localization measures, and local presence requirements; additional acts, policies, and practices are identified in question 2.2a). *Censorship-enabling acts, policies and practices are considered ‘censorship-related’ only when they have been used or are intended to be used to limit speech-related activities.*

**Extraterritorial censorship:** When a foreign government imposes censorship-related acts, policies, and practices based on speech-related activities outside its own territory or in a way that impacts speech-related activity of businesses or individuals within other jurisdictions. For example, a public statement from a company that takes place in the United States that leads to reprisal in another market.

**Foreign affiliate:** A foreign business enterprise in which there is U.S. direct investment—that is, in which a U.S. person, or entity, owns or controls 10 percent or more of the voting securities of an incorporated foreign business enterprise or an equivalent interest in an unincorporated foreign business enterprise.



**Government-initiated boycott efforts:** Actions supported by governments to encourage citizens to stop buying or using goods or services of a certain company or country as a protest.

**Internet shutdowns:** The intentional disruption of internet or electronic communications, rendering them inaccessible or effectively unusable, for a specific population or within a location, often to exert control over the flow of information.

**Self-censorship:** The act of censoring or suppressing one's own speech, expression, or content in order to avoid offending a government, ensure continued market access, obtain market access, or avoid a disadvantage or gain an advantage from a government. For example, a university may cancel events due to concerns about how such events may be perceived by the Chinese government.

**Throttling:** The intentional slowing down of internet speed in order to decrease, limit, or disrupt specific services or content.

## SECTION 1. Business Information

*This section asks about the primary characteristics of your business, and your business's activities in China. Please fill out this section whether or not you believe your business's operations are relevant to the overall survey.*

- 1.1 Enter the 10-digit questionnaire token that was in the notification letter we sent to your business. This will allow the project team to track your response. If you do not know this number, contact the project team at [foreign.censorship@usitc.gov](mailto:foreign.censorship@usitc.gov) or 202-780-1638.

Questionnaire token: \_\_\_\_\_

- 1.2 Please list your business's U.S. headquarters' address and a contact person.

Business name			
Address			
City	State	Zip code	Website address
Contact person's name		Contact person's job title	
Contact person's telephone number		Contact person's email	

- 1.3 Select the products and services that your business provides, as related to each of the following options since January 1, 2019: to customers in the United States, to customers in China, and products and services your business has previously provided or attempted to provide in China but has been unsuccessful. *Check all that apply.*

*"Provides" includes the provision of goods or services by your business's domestic and foreign operations (i.e., via cross-border trade and foreign affiliates) and "customers" includes intra-company and external parties, as well as affiliates. Your business has "attempted to provide" its goods and services in China if it has conducted activities beyond market research to enter the market. These activities include seeking approval or licensing to provide goods and services in China or trying to enter into a joint venture to operate in the market.*

**If none of these product/service categories apply, please contact the project team at [foreign.censorship@usitc.gov](mailto:foreign.censorship@usitc.gov) or 202-780-1638.**

Product/service category	Provide to customers in the	Provide to customers	Previously provided or
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	United States	in China	attempted to provide in China
Communications services	..	..	..
Film and Television (TV)	..	..	..
Music development and/or distribution, licensing, radio broadcasting	..	..	..
Video game development and/or distribution	..	..	..
Information content development and/or distribution, and educational services	..	..	..
Search engines	..	..	..
Social media, platforms for user-generated content (including reviews), and networking platforms	..	..	..
E-commerce shopping platforms for goods and services	..	..	..
Individual company's online store or web application for selling goods or services, including, for example, provision of electronic payment services	..	..	..
Cloud storage, computing services, and software	..	..	..
All other services	..	..	..
Information, Communications, and Technology (ICT) products (physical goods)	..	..	..
All other manufactured goods	..	..	..
Agricultural products	..	..	..

1.4 Has your business, including subsidiaries (if applicable):

Item	Yes	No
Earned revenue in, or from, China since January 1, 2019?	i	i
Had any foreign affiliate activity in China or non-revenue generating operations in China at any time since January 1, 2019?	i	i

1.5a Please provide estimates of your business's revenue or sales, whichever is easiest, for the 2019 and 2020 calendar years in each of the areas below. Your best estimate and rounded figures are fine, but please enter your response using whole number (e.g. 15,000,000 instead of 15.0 million).

*If your company was founded after 2019, please enter zeroes in the 2019 column.*

Location	2019 revenue/sales in U.S. Dollars	2020 revenue/sales in U.S. Dollars
United States		
Rest of world		
Total (calculated)		

1.5b Please provide estimates of your business’s total employees in the United States for the 2019 and 2020 calendar years in the spaces below. Your best estimate and rounded figures are fine, but please enter your response using whole numbers (e.g., 2 instead of 2.0).

*If your company was founded after 2019, please enter a zero for 2019.*

2019 Employees \_\_\_\_\_

2020 Employees \_\_\_\_\_

1.6 [If 0 to all 2019 in question 1.5] Was your business established after December 31, 2019?

- Yes
- No

**[If, in question 1.3, your business does not provide any products/services in China, has not previously provided them in China, and has not attempted to provide them in China and you selected “No” to both parts of question 1.4, please skip to section 7.]**

## SECTION 2. Experiences with Censorship-related Acts, Policies, and Practices

*This section asks whether your business (U.S. and affiliates) has experienced censorship in China while providing or attempting to provide goods and services. The section also includes questions about potential self-censorship and extraterritorial censorship.*

2.1a Since January 1, 2019, how often have the following censorship acts, policies, and practices in China impacted your business’s ability to provide or sell your products and services? “Regularly” includes acts, policies, and practices that are experienced as a matter of course when doing business.

<b>Censorship acts, policies, and practices (see page 7 for definitions)</b>	<b>Not experienced</b>	<b>Occasionally</b>	<b>Regularly</b>
Short-term internet shutdowns (lasting 48 hours or less)	i	i	i
Long-term internet shutdowns (lasting longer than 48 hours)	i	i	i
Blocking or filtering of one or more of your digital products/services based on the content or as reprisal for speech-related activities	i	i	i
Targeted denial of market access of one or more of your digital products/services based on speech related activities	i	i	i
Targeted throttling or slowing of access to your digital products and services	i	i	i
Harm or threats of criminal or civil harm, exit bans, or other forms of reprisal against your organization’s employees based on speech-related activities	i	i	i
Harm or threats of criminal or civil harm, government-initiated boycotts, or other forms of reprisal against your organization, brand, or products based on speech-related activities	i	i	i
Restrictions on or requirements to modify the content of any of your organization’s products, services, or public-facing materials on the grounds that it is objectionable for any reason	i	i	i
Other (please specify)	i	i	i

2.1b Please provide any additional information that could add context for your responses to question 2.1a. As with all answers to this questionnaire, your response will be confidential and will only be referenced if we can ensure anonymity.

2.2a The following acts, policies, and practices have been noted, in some cases, to enable or have the effect of limiting activities related to speech. For example, requirements to have local employees in

a market may lead to concerns about the potential civil or criminal liability of employees that cause a business to decide to suppress the availability of some or all of its online content. Such effects may be direct or indirect and may limit participation in the Chinese market or prevent entry.

Since January 1, 2019, has your business experienced the following acts, policies, and practices in China that may have enabled censorship and affected your ability to provide or sell your products and services in the Chinese market? *Check all that apply.*

<b>Acts, policies, and practices that may enable censorship</b>	<b>Check if experienced</b>
Overly broad, opaque, or unreasonably burdensome intermediary liability rules related to the monitoring and/or take down of user-generated content on your services	..
Requirements to turn over personal information of customers or users that have affected the pursuit of business activities related to speech	..
Data localization measures requiring in-country storage of data (either a copy of the data or sole location) that have affected the pursuit of business activities related to speech	..
Local presence requirements, which may include a physical location or local employees, that have affected the pursuit of business activities related to speech	..
Foreign ownership restrictions that have affected the pursuit of business activities related to speech	..
Licensing restrictions that have affected the pursuit of business activities related to speech	..
A requirement to only use state-approved virtual private networks that have affected the pursuit of business activities related to speech	..
Requirements to publicly apologize for statements made by the business or by employees for speech-related activity in order to continue the pursuit of business activities in China	..
Other ( <i>please specify</i> )	..

2.2b Please provide any additional information that could add context for your responses to question 2.2a. As with all answers to this questionnaire, your response will be confidential and will only be referenced if we can ensure anonymity.

**[If respondent indicated their business has not experienced any censorship-related acts, policies, and practices in questions 2.1a and 2.2a]** You indicated in questions 2.1a and 2.2a that your business did not experience any acts, policies, and practices related to censorship in China that have impacted your ability to provide or sell your products and services. Is this correct?

- Yes
- No

**[If no, respondent will be prompted to go back and select the censorship measures that they have experienced; if yes, skip to section 5]**

2.3 How has your business responded to the Chinese government’s requirements to modify the content published on your website or platform, or modify your product or services, including the takedown of online content?

- Always complied
- Complied sometimes
- Never complied
- Not applicable

2.4a Since January 1, 2019, which of the products/services that your business provides or sells, or has attempted to sell, to customers in China have been subject to and impacted by the censorship-related acts, policies, and practices in China selected in question 2.1a and 2.2a?

*Examples of negative impacts include the denial of market entry for certain products and services and reduction in their quality because of perceived or explicit limitations on speech and content. An example of a positive impact might be limited competition, if others are denied market access.*

**[Answer only for those product/service categories provided by your business which you identified in question 1.3 as being sold to customers in China, previously provided to customers in China, or attempted to sell in China but have been unsuccessful in doing so.]**

<b>Product/service category</b>	<b>Not subject to censorship-related acts, policies, and practices</b>	<b>Subject to censorship-related acts, policies, and practices; positively impacted</b>	<b>Subject to censorship-related acts, policies, and practices; no impact</b>	<b>Subject to censorship-related acts, policies, and practices; negatively impacted</b>
Communications services	i	i	i	i
Film and Television (TV)	i	i	i	i
Music development and/or distribution, licensing, radio broadcasting	i	i	i	i
Video game development and/or distribution	i	i	i	i
Information content development and/or	i	i	i	i

<b>Product/service category</b>	<b>Not subject to censorship-related acts, policies, and practices</b>	<b>Subject to censorship-related acts, policies, and practices; positively impacted</b>	<b>Subject to censorship-related acts, policies, and practices; no impact</b>	<b>Subject to censorship-related acts, policies, and practices; negatively impacted</b>
distribution, and educational services				
Search engines	i	i	i	i
Social media, platforms for user-generated content (including reviews), and networking platforms	i	i	i	i
E-commerce shopping platforms for goods and services	i	i	i	i
Individual company's online store or web application for selling goods or services, including, for example, provision of electronic payment services	i	i	i	i
Cloud storage, computing services, and software	i	i	i	i
All other services	i	i	i	i
Information, Communications, and Technology (ICT) products (physical goods)	i	i	i	i
All other manufactured goods	i	i	i	i
Agricultural products	i	i	i	i

2.4b Please provide any additional information that could add context for your responses to question 2.4a. As with all answers to this questionnaire, your response will be confidential and will only be referenced if we can ensure anonymity.



2.5 Select which of the censorship acts policies, and practices that your business has experienced apply to the products and services that you selected in question 2.4a. [Columns will be based on responses to question 2.4a (negatively impacted) and rows will be based on responses to question 2.1a]

<b>Censorship acts, policies, and practices</b>	Communications services	Film and Television (TV)	...	...	Agricultural products
Short-term Internet shutdowns (lasting 48 hours or less)	..	..	..	..	..
Long-term internet shutdowns (lasting longer than 48 hours)	..	..	..	..	..
Blocking or filtering of one or more of your digital products/services based on its content or as reprisal for speech-related activities	..	..	..	..	..
Targeted throttling or slowing of access to your digital products and services	..	..	..	..	..
Harm or threats of criminal or civil harm, exit bans, or other forms of reprisal against your organization's employees based on speech-related activities	..	..	..	..	..
Harm or threats of criminal or civil harm, government-initiated boycotts, or other forms of reprisal against your organization, brand, or products based on speech-related activities	..	..	..	..	..
Restrictions on or requirements to modify the content in any publications or audio/visual products or services	..	..	..	..	..
Restrictions on or requirements to modify information on your organization's public-facing materials	..	..	..	..	..
Other ( <i>please specify</i> )	..	..	..	..	..

2.6 Select which of the censorship-enabling acts policies, and practices that your business has experienced apply to the products and services that you selected in question 2.4a. [Columns will be based on responses to question 2.4a (negatively impacted) and rows will be based on responses to question 2.2a]

<b>Censorship acts, policies, and practices that may enable censorship</b>	Communications services	Film and Television (TV)	...	...	Agricultural products
Overly broad, opaque, or unreasonably burdensome intermediary liability rules related to the monitoring and/or take down of user-generated content on your services	..	..	..	..	..
Requirements to turn over personal information of customers or users that affect the pursuit of business activities related to speech	..	..	..	..	..
Data localization measures requiring in-country storage of data (either a copy of the data or sole location) that affect the pursuit of business activities related to speech	..	..	..	..	..
Local presence requirements, which may include a physical location or local employees, that affect the pursuit of business activities related to speech	..	..	..	..	..
Foreign ownership restrictions that affect the pursuit of business activities related to speech	..	..	..	..	..
Licensing restrictions that affect the pursuit of business activities related to speech	..	..	..	..	..
Other ( <i>please specify</i> )	..	..	..	..	..

2.7 For the following product and service categories your business previously provided in China or has attempted to provide in China but has been unsuccessful at doing so, were any censorship-related acts, policies and practices a factor in currently or previously being unable to sell these products/services or reducing their provision? [Only provide answers for product/service categories selected as negatively impacted by censorship in question 2.4a]

<b>Product/service category</b>	<b>Unsuccessful in, or stopped, providing products/services due to censorship-related acts, policies, and practices</b>	<b>Reduced provision of products/services due to censorship-related acts, policies, and practices</b>	<b>Other negative impact(s) due to censorship-related acts, policies, and practices</b>
Communications services	i	i	i
Film and Television (TV)	i	i	i
Music development and/or distribution, licensing, radio broadcasting	i	i	i
Video game development and/or distribution	i	i	i
Information content development and/or distribution, and educational services	i	i	i
Search engines	i	i	i
Social media, platforms for user-generated content (including reviews), and networking platforms	i	i	i
E-commerce shopping platforms for goods and services	i	i	i
Individual company's online store or web application for selling goods or services, including, for example, provision of electronic payment services	i	i	i
Cloud storage, computing services, and software	i	i	i
All other services	i	i	i
Information, Communications, and Technology (ICT) products (physical goods)	i	i	i
All other manufactured goods	i	i	i
Agricultural products	i	i	i

2.8 Please check all the different ways that censorship-related acts, policies, and practices in China that you identified above have impacted your business’s products and services and business operations, as well as any relevant responses your organization has undertaken.

	Check if yes
My organization only provides/sells a subset of its full suite of products and services in China	..
My organization has had to modify its intended services or content offered in China	..
My organization is required to limit or deny access to its products and services for certain users	..
Uniformity of our products/services across international markets has been reduced	..
Changes to our products to comply with such policies have been applied to other markets or globally to maintain uniformity or because it is impractical to adapt products or services for different markets	..
My organization’s costs of doing business in China have increased because of the costs associated with complying with censorship-related acts, policies and practices	..
My organization has reduced its efforts to do business in China because of the costs associated with complying with censorship-related acts, policies, and practices	..
My organization has modified its products and services, or changed its behavior, after learning about actions by the Chinese Government towards another company because of their speech-related activities	..
My organization has reduced its efforts to do business in China because of the uncertainty in the business environment resulting from censorship-related acts, policies, and practices	..
My organization has ceased doing business in China, at least partly because of the Government’s censorship-related acts, policies, and practices	..
Other (specify):	..

2.9 China has implemented legislation and technologies to regulate the domestic internet (a part of the “Great Firewall”). These regulations facilitate internet censorship in China by blocking access to selected foreign websites and internet tools (such as Facebook, Twitter, Google search, and non-sanctioned VPNs) and by slowing down cross-border internet traffic. These limitations may impact business operations in China, regardless of the industry. Have any of the following limitations related to the Great Firewall impacted your business’s operations in China or global operations?

Limitations	Impact on operations only in China	Impact on global operations (including China)	No impact on operations
Slow cross-border internet access	i	i	i
Inability to access online tools, such as cloud-based software	i	i	i
Inability to access foreign websites, such as Facebook or Twitter	i	i	i
VPN restrictions that lead to slow internet access	i	i	i
Other (please specify:_____)	i	i	i

2.10 Has your business self-censored in order to provide products or services in China? This includes pre-emptively editing content to obtain approval to do business by the Government of China.

- Yes
- No

**[If yes to 2.10]** Did this self-censorship occur with respect to speech-related activities in China or speech-related activities outside of China? *Check all that apply.*

- Speech in China
- Speech outside of China

**[If yes to 2.10]** Did this self-censorship impact the design or functionality of any products and/or services your business provides outside of China?

- Yes
- No

**[If yes, narrative response question:]** Please provide any examples of self-censorship in your organization, as well as context, to reduce the chances that its products are denied complete or given only limited access in the Chinese market. As with all answers to this questionnaire, your response will be confidential and will only be referenced if we can ensure anonymity.

2.11 How have your organization’s products and/or services provided outside of China been directly impacted by the Chinese censorship acts, policies, and practices selected in questions 2.1a and 2.2a?

Impact	Select if applicable
Negative impact	i
Mixed impact	i
Positive impact	i
No impact	i

**[If negative impact, mixed impact, or positive impact is chosen in 2.11]** Where has the impact on your business taken place?

- United States
- Other markets (please specify)

2.12 Does your business moderate/limit activity on social media from the following sources due to Chinese censorship acts, policies, and practices?

Item	Yes	No
Social media posts by official company account(s)	i	i
Social media posts by company employees	i	i

**[Narrative response question]** Please provide any examples of how public speech by your organization or its employees outside China has affected sales/provision of your organization’s products and services in China. As with all answers to this questionnaire, your response will be confidential and will only be referenced if we can ensure anonymity.

### Section 3. Perceived Impacts of Chinese Censorship

3.1 How concerned is your business that the application of censorship in China will have a negative impact on its ability to provide **products and services** in the next few years? “Not concerned” may be interpreted as no expectation that censorship-related acts, policies, and practices in China will affect your business’s products and services and “Very concerned” may be interpreted as an expectation that censorship acts, policies, and practices in China will affect your business’s products and services in such a way that causes your business to leave the market.

Ability to provide products and services in:	Not concerned	Moderately concerned	Very concerned	Don't provide products and services in this area
China	i	i	i	i
U.S.	i	i	i	i
Other countries	i	i	i	i

3.2 How concerned is your business that the application of censorship-related acts, policies and practices in China will have a negative impact on its **operations** in the next few years? “Operations” may include investment, physical operations, and interactions among different business units and suppliers. “Not concerned” may be interpreted as no expectation that censorship acts, policies, and practices in China will affect your business’s operations and “Very concerned” may be interpreted as an expectation that censorship acts, policies, and practices in China will affect your business’s operations in such a way that causes your business to leave the market.

Impact on operations in:	Not concerned	Moderately concerned	Very concerned	Don't provide products and services in this area
China	i	i	i	i
U.S.	i	i	i	i
Other countries	i	i	i	i

3.3a How have the acts, policies, and practices related to censorship in China changed over the past few years?

- They have become more challenging to deal with
- They have not changed enough to notice a difference
- They have become less challenging to deal with
- I do not know

3.3b Please provide any additional information that could add context for your responses to question 3.3a. As will all answers to this questionnaire, your response will be confidential and will only be referenced if we can ensure anonymity.

3.4 How do policies related to censoring content applied by the government of China compare between your business and Chinese-owned companies?

- My business faces **lower** levels of requirements and enforcement than Chinese-owned businesses
- My business faces the **same** levels of requirements and enforcement as Chinese-owned businesses
- My business faces **higher** levels of requirements and enforcement than Chinese-owned businesses
- Don't know

3.5 **[If always complied or complied sometimes to question 2.3]** Does your business believe complying with Chinese acts, policies, and practices related to censorship impacts how your business's brand is perceived by U.S. customers?

- Yes, negative impact
- Yes, positive impact
- Yes, mixed impacts
- No impact

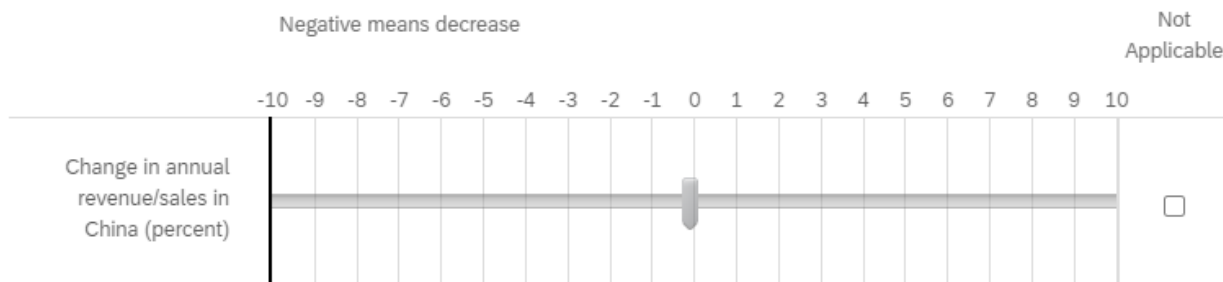
3.6 **[If always complied or complied sometimes to question 2.3]** Does your business believe the size of its customer base in the United States has changed as a result of complying with Chinese acts, policies, and practices related to censorship?

- Yes, it lost customers.
- Yes, it gained customers.
- No change.



## Section 4 – Economic Effects of Censorship in China

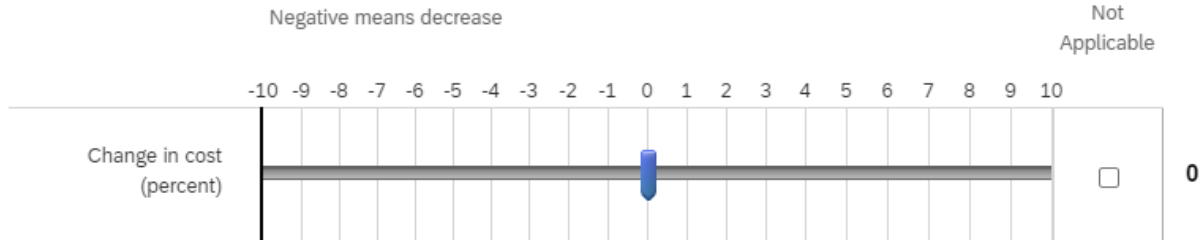
- 4.1 Have the acts, policies, and practices related to censorship that your business has experienced in China impacted your business’s costs (in or outside China), revenue, and/or U.S. employment since January 1, 2019? If your business has a non-U.S. parent company and economic impacts are only experienced by the parent company, select “No, no impact.”
- Yes
  - No, no impact (Skip to Section 5)
- 4.2 Which of the following statements most accurately describes the **net effects** that acts, policies, and practices related to censorship in China have had on your business’s **revenue or sales in China** since January 1, 2019?
- My business has lost or foregone revenue or sales in China because of these acts, policies, and practices.
  - No impact to my business’s revenue or sales in China.
  - My business has earned additional revenue or sale in China because of these acts, policies, and practices.
- 4.3 **Provide your best estimate** of how much the removal of all acts, policies and practices related to censorship would change your business’s annual revenue or sales in China, as a share of annual global revenue or sales. If you would like to provide additional information or context for your response to this question, please do so in question 4.14.



- 4.4 Which of the following statements most accurately describes the **net effects** that acts, policies, and practices related to censorship in China have had on your business’s **revenue or sales outside China** since January 1, 2019?
- My business has lost or foregone revenue or sales outside China because of these acts, policies, and practices.
  - No impact to my business’s revenue or sales outside China.
  - My business has earned additional revenue or sale outside China because of these acts, policies, and practices.
- 4.5 Which of the following statements most accurately describes the **net effects** that acts, policies, and practices related to censorship in China have had on your business’s **costs in China** since January 1, 2019? “Costs” includes compliance and entry costs to do business in China.
- My business has faced increased costs in China because of these acts, policies, and practices.
  - No impact to my business’s costs in China.

o My business has faced reduced costs in China because of these acts, policies, and practices.

4.6 On average, **provide your best estimate** of how much the acts, policies, and practices related to censorship in China have impacted your business’s **costs of doing business in China** (including compliance and entry costs), as a share of total global costs? If you would like to provide additional information or context for your response to this question, please do so in question 4.14.



4.7 Which types of costs were affected by acts, policies, and practices related to censorship in China?

	Affected	Not affected
Fixed costs such as the cost of building additional facilities	i	i
Variable costs which are the costs of serving an additional customer from existing facilities	i	i

4.8 [If both types of costs are affected] Which one is a bigger factor (variable vs fixed) of total costs for your business?

- o Fixed costs
- o Variable costs
- o Both costs are equally significant factors

4.9 Which of the following statements most accurately describes the **net effects** that acts, policies, and practices related to censorship in China have had on your business’s **costs outside China** since January 1, 2019?

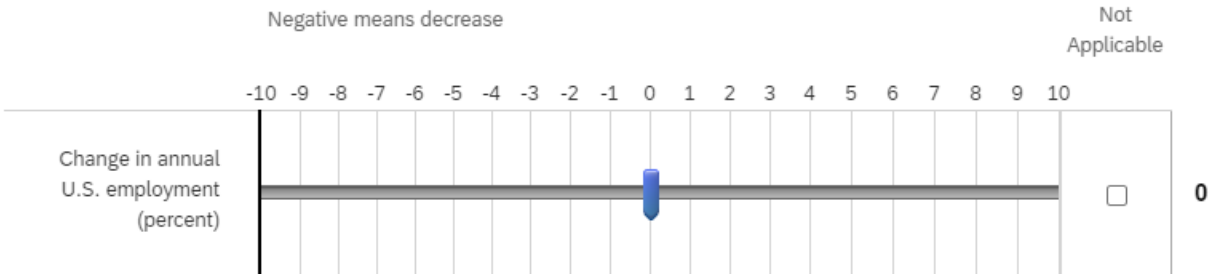
- o My business has faced increased costs outside China because of these acts, policies, and practices.
- o No impact to my business’s costs outside China.
- o My business has faced reduced costs outside China because of these acts, policies, and practices.

4.10 Which of the following statements most accurately describes the **net effects** that acts, policies, and practices related to censorship in China have had on your business’s **U.S. employment** since January 1, 2019?

- o My business has reduced U.S. employment or lost U.S. employees because of these acts, policies, and practices.
- o No impact to my business’s U.S. employment.

- o My business has increased U.S. employments or gained U.S. employees because of these acts, policies, and practices.

4.11 **Provide your best estimate** of how much the removal of all acts, policies, and practices related to censorship in China would change your business’s U.S. employment, as a share of 2019 U.S. employment in you provided in question 1.5b. If you would like to provide additional information or context for your response to this question, please do so in question 4.14.



4.12 **Provide your best estimate** of how much an internet shutdown, or blocked access to your website and services, in China for a single day would cost your business, as a share of 2019 global revenue.



4.13 How did you reach the costs and revenue estimates above? *Check all that apply.*

Method	Check if yes
Internal business estimates	..
External market research	..
Compared with business’s performance in other foreign markets	..
External publication (specify):	..
Other (specify):	..

4.14 Describe any ways that are not captured in the previous questions in this section that acts, policies, or practices related to censorship in China have affected your company’s global operations outside of China. This can include effects on foreign affiliates, suppliers, and other business-to-business transactions. Additionally, use this box to make any comments about experiences with censorship acts, policies, and practices in Hong Kong. As with all answers to this questionnaire, your response will be confidential and will only be referenced if we can ensure anonymity.

## SECTION 5. Experiences with censorship acts, policies, or practices in other markets

This section asks about your business's experiences with censorship acts, policies, or practices in markets other than China. As with the rest of the questionnaire, censorship refers to the suppression or prohibition of speech or communication (see the "Definitions" section for more detail). Examples of censorship acts include, but are not limited to, internet shutdowns, and requirements to modify audio/visual content of your products/services, as well as acts of retaliation based on speech.

- 5.1 For each market listed below, select the following. If your business provides products and services (i.e., operates) in the market, select whether it has experienced acts, policies, and practices related to censorship in that market since January 1, 2019. If your business does not operate in the market, select whether censorship was a factor in that decision. In the case of the European Union, please use "EU27-wide" (which does not include the United Kingdom) to distinguish acts, policies, or practices of the European Union from acts, policies, or practices that are country-specific. Markets are mapped to regions based on the International Telecommunication Union's economy classifications (<https://www.itu.int/en/ITU-D/Statistics/Pages/definitions/regions.aspx>).

Markets	Operating in market and experiencing censorship-related acts, policies, and practices	Operating in market and not experiencing censorship-related acts, policies, and practices	Not operating in market and censorship-related acts, policies, and practices were a factor	Not operating in market and censorship-related acts, policies, and practices were not a factor
<i>Africa and the Arab States</i>				
Egypt	i	i	i	i
Nigeria	i	i	i	i
Saudi Arabia	i	i	i	i
Other Africa and Arab States	i	i	i	i
<i>Asia and the Pacific</i>				
India	i	i	i	i
Indonesia	i	i	i	i
Pakistan	i	i	i	i
Vietnam	i	i	i	i
Other Asia and the Pacific	i	i	i	i
<i>Commonwealth of Independent States (CIS)</i>				
Russian Federation	i	i	i	i
Other CIS	i	i	i	i

<b>Markets</b>	<b>Operating in market and experiencing censorship-related acts, policies, and practices</b>	<b>Operating in market and not experiencing censorship-related acts, policies, and practices</b>	<b>Not operating in market and censorship-related acts, policies, and practices were a factor</b>	<b>Not operating in market and censorship-related acts, policies, and practices were not a factor</b>
<i>Europe</i>				
EU27-wide	i	i	i	i
France	i	i	i	i
Germany	i	i	i	i
Turkey	i	i	i	i
United Kingdom	i	i	i	i
Other Europe	i	i	i	i
<i>The Americas</i>				
Brazil	i	i	i	i
Venezuela	i	i	i	i
Other Americas' markets	i	i	i	i
<i>Other</i>				
Other	i	i	i	i

5.2 Use the space below to provide additional information on how your business has experienced acts, policies, and practices related to censorship in the specific market(s) you selected as experiencing censorship in (question 5.1, column 1) or not operating in with censorship being a factor (question 5.1, column 3), and the impacts censorship has had. You may answer for any number of specific markets that were selected. Please be sure to specify the associated time-period and identify the market(s) that you are answering about, particularly for aggregated selections of “other” markets. Focus your discussion to impacts on employment, costs, foregone revenue, and your businesses’ global operations (including the United States, the market identified, and other markets). Effects on global operations may include effects on foreign affiliates, suppliers, and other business-to-business transactions. You are encouraged to also include any examples of extraterritorial censorship. As with all answers to this questionnaire, your response will be confidential and will only be referenced if we can ensure anonymity.

## **SECTION 6. Other Information [NARRATIVE RESPONSE PROMPT]**

- 6.1 If your business would like to further explain any of the responses in this questionnaire, use the space below. Please do not use the return or tab keys when entering your response. As with all answers to this questionnaire, your response will be confidential and will only be referenced if we can ensure anonymity.

## SECTION 7. Certification

The undersigned certifies that the information supplied herein in response to this questionnaire is complete and accurate to the best of his/her knowledge and belief. Section 332(g) of the Tariff Act of 1930 (19 U.S.C. 1332(g)) provides that the Commission may not release information which it considers to be confidential business information unless the party submitting such information had notice, at the time of submission, that such information would be released by the Commission, or such party subsequently consents to the release of the information. The undersigned acknowledges that all information, including confidential business information, submitted in this questionnaire response and throughout this investigation may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel (a) for cybersecurity purposes or (b) in monitoring user activity on U.S. government classified networks. The undersigned understands that all contract personnel will sign appropriate nondisclosure agreements. The Commission will not disclose any confidential business information, unless such information is otherwise available to the public. The Senate Committee on Finance has asked that the Commission not include any confidential business information in the report it transmits to them. Information received in response to this questionnaire will be aggregated with information from other questionnaire responses. The information will not be published in a manner that would identify your firm or reveal the operations of your business.

Certifier's name and title	Date of certification
Certifier's signature (not necessary if submitting electronically)	

Check the box below in place of a written signature to indicate that the authorized official listed has certified the information provided.

Certified

Before submitting your business's completed questionnaire, report the actual number of hours required and the cost to your business of completing this questionnaire, including all preparatory activities.

Number of hours: \_\_\_\_\_

Cost (\$): \_\_\_\_\_