ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD 1995 INSTRUCTIONS

The Annual Survey of U.S. Direct Investment Abroad is conducted to secure current economic data on the operations of U.S. parent companies and their foreign affiliates. Reports filed in this survey should be consistent with those filed in the 1994 BE-10 benchmark survey as concerns concepts and definitions, accounting methods, affiliate and reporter consolidation, etc. However, filing this report is not contingent upon having filed a 1994 BE-10.

I. REPORTING REQUIREMENTS

Section 806.4 of 15 CFR, Chapter VIII, requires that all persons subject to the reporting requirements of the BE-11 survey respond, whether or not they are contacted by BEA. It also requires that a person, or their agent, who is contacted by BEA about reporting in this survey, either by sending them report forms or by written inquiry, must respond in writing. They may respond by: 1) certifying in writing, within 30 days of being contacted by BEA, to the fact that the person had no direct investment within the purview of the reporting requirements of the BE-11 survey; 2) completing and returning the "BE-11 Claim for Not filling" within 30 days of receipt of the BE-11 survey report forms; or 3 filling the properly completed BE-11 report by May 31, 1996, as required.

For definition of terms, see Part II.

Forms comprising a BE-11 report are:

- 1. Form BE-11A for reporting by a U.S. Reporter that is not a bank;
- Form BE-11B(LF) (Long Form) for reporting majority-owned nonbank foreign affiliates with assets, sales, or net income greater than \$50 million (positive or negative);
- Form BE-11B(SF) (Short Form) for reporting majority-owned nonbank foreign affiliates with assets, sales, or net income greater than \$20 million, but not greater than, \$50 million (positive or negative):
- Form BE-11C for reporting minority-owned nonbank foreign affiliates; and
- 5. BE-11 Claim for Not Filing
- A. Who must report A BE-11 report is required of any nonbank U.S. person that had a nonbank foreign affiliate at the end of the U.S. person's 1995 fiscal year that is not exempt as detailed in I.C.
- B. Forms for U.S. Reporter and foreign affiliates
 - 1. Form BE-11A Report U.S. Reporter
 - a. Basic requirements A BE-11A report must be completed by a U.S. Reporter that is not a bank. If the U.S. Reporter is a corporation, Form BE-11A is required to cover the fully consolidated U.S. domestic business enterprise.
 - If the U.S. Reporter had any foreign affiliates owned at least 20 percent by all U.S. Reporters of the affiliate combined, whether held directly or indirectly, for which any one of the following three items was greater that \$20 million (positive or negative) at the end of, or for, the affiliate's 1995 fiscal year:
 - (1) total assets,
 - (2) sales or gross operating revenues excluding sales taxes, or
 - (3) net income after provision for foreign income taxes, the U.S. Reporter must file a Form BE-11A for itself and a Form BE-11B(LF), BE-11B(SF), or BE-11C, as appropriate, for each nonexempt foreign affiliate.
 - b. Definition of "fully consolidated U.S. domestic business enterprise" The fully consolidated U.S. domestic business enterprise is defined as: 1) the U.S. corporation whose voting securities are not owned more than 50 percent by another U.S. corporation, and 2) proceeding down each ownership chain from that U.S. corporation, any U.S. corporation (including Foreign Sales Corporations located in the United States) whose voting securities are more than 50 percent owned by the U.S. corporation above it. This consolidation excludes foreign branches and all other foreign affiliates.

It is recognized that, in rare instances, conditions may exist that would lead a U.S. parent company to exclude a domestic subsidiary from its consolidation. If a U.S. Reporter cannot consolidate all of its domestic subsidiaries in its Form BE-11A, it must request and be granted permission from BEA to file on an unconsolidated basis prior to filing the report. The U.S. parent is responsible for ensuring that the required Form BE-11A and related Forms BE-11B(LF), BE-11B(SF), and BE-11C, for itself and any unconsolidated domestic subsidiaries are filed with BEA. The filing deadline for an unconsolidated domestic subsidiary is the same as that for its U.S. parent.

- c. Calculation of ownership percentage A U.S. Reporter's ownership interest in a foreign business enterprise may be directly or indirectly held, or both. It is directly held if the U.S. Reporter itself holds the ownership interest in the foreign business enterprise. It is indirectly held if, for example, the U.S. Reporter holds an ownership interest in another foreign business enterprise that, in turn, owns the given foreign business enterprise. In determining a U.S. Reporter's ownership interest, all direct and indirect lines of ownership interest in the foreign business enterprise must be summed. Note An associated group is deemed to be one U.S. Reporter.
 - A U.S. Reporter's percentage of indirect ownership interest in a given foreign business enterprise is the product of the direct ownership percentage of the U.S. Reporter in the first foreign business enterprise in the ownership chain, multiplied by that first enterprise's direct ownership percentage in the second enterprise in the chain, multiplied by the corresponding direct ownership percentages for all other intervening enterprises in the ownership chain, multiplied by the last intervening enterprises's direct ownership percentage in the given foreign business enterprise.
- d. Other requirements for filing Form BE-11A
 - (1) Foreign affiliate is owned by only part of the fully consolidated U.S. domestic business enterprise – The U.S, Reporter is deemed to be the fully consolidated U.S. domestic business enterprise even if only one entity in the consolidated U.S. enterprise directly owns the foreign affiliate.
 - (2) U.S. Reporter that is an individual, estate, trust, or nonprofit organization – A U.S. Reporter that is an individual, estate, trust, or religious, charitable, or other nonprofit organization, and that owns a nonexempt foreign affiliate directly, rather that through a U.S. business enterprise, should complete only items 1 and 4 of Form BE-11A and attach an explanatory note attesting to its status. Required Forms BE-11B(LF), BE- 11B(SF), and BE-11C must be filed as appropriate.
 - (3) U.S. business enterprise owned by an individual, estate, trust, or nonprofit organization If a U.S. individual, estate, trust, or nonprofit organization owns more than 50 percent of a U.S. business enterprise that, in turn, owns a foreign affiliate, then the U.S. Reporter is deemed to be the U.S. business enterprise, not the individual, etc. The BE-11 report should be filed by, and Form BE-11A should be for, the U.S. business enterprise rather than the individual, etc. However, direct financial transactions or positions, if any, by the individual, etc., with the foreign affiliate must be included in the business enterprise's report.
 - (4) U.S. Reporter owned by a foreign person A U.S. Reporter that is a U.S. affiliate of a foreign person and that is filing a BE-15(LF) Annual Survey of Foreign Direct Investment in the United States-1995 (Long Form), should only complete items 1 through 4, 19 through 22, and 35 of Form BE-11A. If the U.S. Reporter is filing a BE-15(SF) (Short Form), in lieu of the BE-15(LF), all of Form BE-11A must be completed. See also III.B.
 - (5) Joint ownership of foreign affiliate If two or more U.S. Reporters jointly own, directly or indirectly, a foreign affiliate, each U.S. Reporter must file a Form BE-11A. See I.B.2.c.(2).
- Forms BE-11B(LF), BE-11B(SF), and BE-11C Report for foreign affiliate
 - Form BE-11B(LF) or (SF) Report for majority-owned foreign affiliate

A BE-11B(LF) (Long Form) must be filed by the U.S. Reporter for each majority-owned nonbank foreign affiliate, whether held directly or indirectly, for which **any one** of the following three items was greater than \$50 million (positive or negative) at the end of, or for, the affiliate's 1995 fiscal year:

- (1) total assets,
- (2) sales or gross operating revenues excluding sales taxes, or
- (3) net income after provision for foreign income taxes.

I. REPORTING REQUIREMENTS — Continued

A BE-11B(SF) (Short Form) must be filed for each majorityowned nonbank foreign affiliate, whether held directly or indirectly, for which **any one** of the three items listed above was greater than \$20 million (positive or negative) but for which no one of these items was greater that \$50 million (positive or negative) at the end of, or for the affiliate's fiscal year.

NOTE – An affiliate is majority-owned by virtue of being owned more than 50 percent by all U.S. Reporters of the affiliate combined. Such affiliates that meet the reporting requirements must be reported on Form BE-11(LF) or Form BE-11B(SF).

b. Form BE-11C - Report for minority-owned foreign affiliate

A Form BE-11C must be filed for each minority-owned nonbank foreign affiliate that is owned at least 20 percent, but no more that 50 percent, directly and /or indirectly, by all U.S. Reporters of the affiliate combined, and for which **any one** of the three items listed in I.B.2.a. above was greater than \$20 million (positive or negative), at the end of, or for, the affiliate's fiscal year.

- Other requirements for filing Forms BE-11B(LF), BE-11B(SF), and BE-11C
 - (1) Rules for consolidation of foreign affiliate The following rules should be used in determining which foreign business enterprises may be consolidated into one foreign affiliate:
 - (a) FOREIGN BUSINESS ENTERPRISES LOCATED IN DIF-FERENT COUNTRIES MAY NOT UNDER ANY CIRCUM-STANCES BE CONSOLIDATED;
 - (b) Foreign business enterprises located in the same country that are integral parts of the same business operation may be consolidated into one affiliate (example: German enterprise A manufactures automobile engines and a majority of its sales are to German enterprise B which produces complete automobiles); and
 - (c) Foreign business enterprises located in the same country and in the same BEA 3-digit industry, as defined in the Guide to Industry and Foreign Trade Classifications for International Survey, Part I, may be consolidated.

Note – A U.S. Reporter who participates in BEA's BE-577 quarterly survey of U.S. direct investment abroad, Direct Transactions of a U.S. Reporter with Foreign Affiliate, should consolidate foreign business enterprises on Forms BE-11B(LF), BE-11B(SF), and BE-11C in the same manner as on Form BE-577.

(2) Reporting of foreign affiliates owned by more than one U.S. Reporter – If two or more U.S. Reporters jointly own, directly or indirectly, a foreign affiliate that is required to be reported on Form BE-11B(LF) or (SF), each U.S. Reporter must submit a Form BE-11B(LF) or (SF) for the affiliate. The U.S. Reporter having the highest percentage ownership (direct and indirect combined) in the foreign affiliate must file a form in which all items have been completed. The other U.S. Reporter(s) must file a form in which only items 1,2,6,7,8,9, and 10 of Part I have been completed. If the ownership percentages are the same, the U.S. Reporters must decide among themselves which one will submit the complete report. Note, however, that in Part II, Sections C, D, and E, of Form BE-11B(LF) and Part II, Sections C and D, of Form BE-11B(SF), data must be reported by transactor. For example, in Part II, Section D, of Form BE-11B(LF), and Part II, Section C, of Form BE-11B(SF), Distribution of Sales or Gross Operating Revenues, one transactor category is "to U.S. Reporter(s)" of this affiliate. If the U.S. Reporter filing the complete Form BE-11B(LF) or (SF) cannot, or prefers not to, secure from the affiliate and report the data concerning the other U.S. Reporters of the affiliate, then each U.S. Reporter is required to report its own data in those sections of Part II. The U.S. Reporter filing the complete Form BE-11B(LF) or (SF) must attach a note to the form stating that it is not reporting data for the other U.S. Reporter(s) and must so inform the other U.S. Reporter(s).

If two or more Reporters joinly own a foreign affiliate that is required to be reported on Form BE-11C, only the U.S. Reporter having the highest percentage ownership (direct and indirect combined) in the foreign affiliate must file the form.

(3) Reporting when there is more than one foreign affiliate in a chain of ownership – A Form BE-11B(LF), BE-11B(SF), or BE-11C must be filed for a foreign affiliate of the U.S. Reporter that owns another nonexempt foreign affiliate of that U.S. Reporter, even if the foreign affiliate parent is otherwise exempt, i.e., a Form BE-11B(LF) or (SF) or BE-11C must be filed for all affiliates upward in a chain of ownership.

- (4) Relationship between Forms BE-11A, BE-11B(LF) or (SF), and BE-11C The term "U.S. Reporter" is defined to mean the fully consolidated U.S. domestic business enterprise; therefore, on Forms BE-11B(LF), BE-11B(SF), and BE-11C, when data on trade and financial relationships between the U.S. Reporter and the foreign affiliate are requested, the data must reflect the foreign affiliate's relationship with the entire U.S. enterprise, not merely with one division, operating unit, or part.
- C. Exempt affiliates Based on the preceding, a foreign affiliate is exempt from being reported if it meets any one of the following criteria:
 - None of its exemption level items exceeds \$20 million (positive or negative).
 - 2. It is less than 20 percent owned, directly and/or indirectly, by all U.S. Reporters of the affiliate combined. Note that a minority-owned affiliate that is owned 20 percent or more by all U.S. Reporters of the affiliate combined, and that otherwise meets the reporting requirements, must be reported on Form BE-11C even if no one U.S. Reporter owns 20 percent or more.
 - 3. Its U.S. parent (U.S. Reporter) is a bank.
 - 4. It is a bank.

Banks are defined as business enterprises classified in International Surveys Industry (ISI) codes 600 and 603.

An affiliate's receivable due from its parent or from other affiliated persons may not be eliminated from total assets when applying the exemption criteria for preparing this report.

If you filed a Form BE-10B(LF) or (SF) for an affiliate in 1994 that is exempt in 1995 according to C.1. above, and for which you received a label, affix the affiliate label to either the BE-11B(SF) or BE-11C report, as appropriate, and enter the amounts for total assets (in item 18 on the BE-11B(SF) or in item 11 on the BE-11C), annual sales or gross operating revenues (in item 27, column (1), on the BE-11B(SF), or in item 12 on the BE-11C), annual net income (loss) (in item 22 on the BE-11C), annual net income (loss) (in item 22 on the BE-11B(SF) or in item 13 on the BE-11C). If the affiliate is exempt in 1995 according to C.2 above, affix the affiliate label to the BE-11C report and enter the ownership percentages at the close of fiscal year 1995 in items 6, 7, and 8. If all of your affiliates are exempt in 1995, a "Claim for Not Filing" should be filed.

II. DEFINITIONS

- A. 1995 fiscal year is the U.S. Reporter's or the foreign affiliate's financial reporting year that has an ending date in calendar year 1995. Those U.S. Reporters or affiliates having a "52/53 week" fiscal year that ends within the first week of January 1996, are considered to have a 1995 fiscal year for purposes of filing this survey, and should report December 31, 1995 as their 1995 fiscal year end. A business enterprise that does not have a financial reporting year, or does not have a financial reporting year ending in calendar year 1995 is deemed to have a fiscal year identical to calendar year 1995. (U.S. Reporters and foreign affiliates that changed the ending date of their financial reporting year in 1995 should contact BEA to determine what reporting period should be used.)
- B. Affiliate means a business enterprise located in one country which is directly or indirectly owned or controlled by a person of another country to the extent of 10 per centum or more of its voting stock for an incorporated business or an equivalent interest for an unincorporated business, including a branch.
- C. Associated group means two or more persons who, by the appearance of their actions, by agreement, or by an understanding, exercise their voting privileges in a concerted manner to influence the management of a business enterprise. Each of the following are deemed to be an associated group —
 - 1. Members of the same family,
 - A business enterprise and one or more of its officers or directors,
 - 3. Members of a syndicate or joint venture, or
 - 4. A corporation and its domestic subsidiaries.
- D. Branch means the operations or activities conducted by a person in a different location in its own name rather than through an incorporated entity.
- E. Business enterprise means any organization, association, branch, or venture which exists for profitmaking purposes or to otherwise secure economic advantage, and any ownership of any real estate.

II. DEFINITIONS — Continued

- F. Foreign, when used in a geographic sense, means that which is situated outside the United States or which belongs to or is characteristic of a country other than the United States.
- G. Foreign affiliate means an affiliate located outside the United States in which a U.S. person has direct investment.
- H. Foreign affiliate parent means a U.S. Reporter's foreign affiliate which has an equity interest in another foreign affiliate of the U.S. Reporter.
- Foreign person means any person resident outside the United States or subject to the jurisdiction of a country other than the United States.
- J. Fully consolidated U.S. domestic business enterprise means 1) the U.S. corporation whose voting securities are not owned more than 50 percent by another U.S. corporation, and 2) proceeding down each ownership chain from that U.S. corporation, any U.S. corporation (including Foreign Sales Corporations located in the United States) whose voting securities are more than 50 percent owned by the U.S. corporation above it. This consolidation excludes foreign branches and all other foreign affiliates.
- K. Intermediary means an agent, nominee, manager, custodian, trust, or any person acting in a similar capacity.
- L. Majority-owned foreign affiliate means a foreign affiliate in which the combined direct and indirect ownership interest of ALL U.S. REPORTERS of the affiliate exceeds 50 per centum.
- M. Minority-owned foreign affiliate means a foreign affiliate in which the combined direct and indirect ownership interest of at least one U.S. Reporter is 10 per centum or more, but the combined direct and indirect ownership interests of all U.S. Reporters of the affiliate is 50 per centum or less.
- N. Person means any individual, branch, partnership, associated group, association, estate, trust, corporation, or other organization (whether or not organized under the laws of any State), and any government (including a foreign government, the United States Government, a State or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government-sponsored agency).
- O. U.S. direct investment abroad means the ownership or control, directly or indirectly, by one U.S. person of 10 per centum or more of the voting securities of an incorporated foreign business enterprise or an equivalent interest in an unincorporated foreign business enterprise, including a branch.
- P. U.S. person means any person resident in the United States or subject to the jurisidiction of the United States.
- Q. U.S. Reporter means the U.S. person which has direct investment in a foreign business enterprise, including a branch. If the U.S. person is an incorporated business enterprise, the U.S. Reporter is the fully consolidated U.S. domestic enterprise. See II.J.
- R. United States, when used in a geographic sense, means the several States, the District of Columbia, the Commonwealth of Puerto Rico, and all territories and possessions of the United States.

III. CLARIFICATION OF COVERAGE

A. Determining existence of a foreign affiliate — In general, a U.S. person's foreign operation or activity is considered a foreign affiliate if it is legally or functionally separable from the domestic operations or activities of the U.S. person. In most cases, it is clear whether the foreign operation or activity constitutes an affiliate. For example, if the operation or activity is incorporated abroad, as is true in the majority of cases, it is always considered a foreign affiliate. Even if it is unincorporated, the foreign operation or activity is usually legally or functionally separable from the U.S. person's domestic operations or activities. In cases where it is not clearly separable, the determination of whether the operation or activity constitutes a foreign affiliate is made on a case-by-case basis, depending on the weight of the evidence.

Factors that would tend to indicate that the operation or activity is a foreign affiliate are:

- 1. It pays foreign income taxes.
- It has a substantial physical presence abroad, as evidenced by plant and equipment, or employees, permanently located abroad.
- 3. Separate financial records are kept on the foreign operation or activity that would allow preparation of financial statements, including a balance sheet and income statement. (A mere record of disbursements to, or receipts from, the foreign operation or activity would not constitute a "financial statement" for this purpose.)
- 4. It takes title to the goods it sells and receives revenues therefrom.
- It receives funds for its own account from customers for services it performs.

Factors that would tend to indicate that it is **not** a foreign affiliate are:

- It engages only in sales promotion, public relations types of activities, or otherwise conducts business abroad for the U.S. Reporter's account and not for its own account. See III.E.
- 2. It has no separate financial statements.
- It receives funds to cover its expenses only from the U.S. Reporter.
- 4. It pays no foreign income taxes.
- It has limited property, plant, and equipment, or no employees, permanently located abroad.
- B. U.S. Reporter owned by a foreign person A U.S. business enterprise that is a U.S. Reporter in this BE-11 survey may also be a U.S. affiliate of a foreign person that must report in the BE-15, Annual Survey of Foreign Direct Investment in the United States 1995. This could be the case if the U.S. business enterprise both owns foreign affiliates and is owned 10 percent or more, directly or indirectly, by a foreign person. In such cases, the U.S. business enterprise should report in this survey with respect to any foreign business enterprise it owns or controls, directly or indirectly, to the extent of 10 percent or more, but should not report other property of its foreign owner. (A foreign business enterprise that is jointly owned by the U.S. Reporter and the foreign owner of the U.S. Reporter should be considered a foreign affiliate of the U.S. Reporter provided the U.S. Reporter has a 10 percent or more ownership interest.) For purposes of the BE-11 survey, the foreign owner of the U.S. Reporter and the directly and indirectly owned foreign affiliates of the foreign owner (other than those held through the U.S. Reporter), are to be considered unaffiliated foreign persons.
- c. Foreign affiliate operating completely outside its country of incorporation If a foreign affiliate conducts all its operations from, and is located in, a single foreign country that is different from its country of incorporation, it is deemed to be operating totally outside its country of incorporation. A single BE-11B(LF) or (SF) or BE-11C report for the entity in the country of operation must be filed, treating it as an incorporated foreign affiliate; do not file a separate BE-11B(LF) or (SF) or BE-11C report for the entity in the foreign country of incorporation. If, however, the foreign affiliate has any of the following in the country of incorporation:
 - 1. bank account,
 - 2. employees,
 - 3. property, plant, or equipment, or
 - 4. sales,

it is deemed to have operations in its foreign country of incorporation and, therefore, a separate BE-11B(LF) or (SF) or BE-11C report must be filed for the entity in that country.

If a foreign affiliate incorporated abroad conducts its operations from, and has locations in, more than one foreign country, a separate Form BE-11B(LF) or (SF) or BE-11C must be filed for each country in which it has operations, and a separate Form BE-11B(LF) or (SF) or BE-11C must be filed for the entity in the foreign country of incorporation, treating the entity as an incorporated foreign affiliate in that country.

If a foreign affiliate incorporated abroad conducts its operations from, and is located in, the United States, a Form BE-11B(LF) or (SF) or BE-11C must be filed for the entity in the country of incorporation, treating it as an incorporated foreign affiliate in that country.

D. Real estate — The ownership of foreign real estate is defined to be a business enterprise and, if foreign real estate is owned by a U.S. person, it is a foreign affiliate of a U.S. Reporter. A Form BE-11B(LF) or (SF) or BE-11C is required unless the enterprise is otherwise exempt.

Real estate that is normally included in the property, plant, and equipment account of a foreign affiliate is not to be reported as a separate affiliate.

Residential real estate held exclusively by a U.S. person for personal use and not for profitmaking purposes is not subject to the reporting requirements. A primary residence abroad that is leased to others while the owner is a U.S. resident, but which the owner intends to reoccupy, is considered real estate held for personal use.

Ownership of foreign residential real estate by a business enterprise, the sole purpose of which is to hold the real estate for the personal use of the owner(s) of the business enterprise, is considered to be real estate held for personal use and therefore not subject to the reporting requirements.

III. CLARIFICATION OF COVERAGE — Continued

If a U.S. person has a direct or indirect voting ownership interest of 10 percent or more in a joint venture, partnership, etc., that is formed to own and hold, develop, or operate real estate, the joint venture, partnership etc., in its entirety, not just the U.S. person's share, is a foreign affiliate and must be reported unless otherwise exempt.

E. Airlines and ship operators — U.S. airlines' and ship operators' foreign stations, ticket offices, and terminal and port facilities that provide services only to their own operations are not foreign affiliates and are not subject to the reporting requirements. Reports are required when such facilities produce significant revenues from services provided to unaffiliated persons.

IV. GENERAL INSTRUCTIONS

A. Accounting methods and records — Generally accepted U.S. accounting principles should be followed, unless otherwise specified. Corporations should generally use the same methods and records that are used to generate reports to stockholders, except where instructions indicate a variance. Reports for unincorporated persons must be generated on an equivalent basis.

References to Financial Accounting Standards Board statements are referred to as "FASB" statements.

- B. Translation of foreign currency financial and operating data into U.S. dollars
 - Financial statements Foreign affiliate financial statements, such as the balance sheet and income statement, should be translated into U.S. dollars using FASB 52:
 - 2. Other financial and operating data of foreign affiliate According to FASB 52, "Revenue and expense transactions shall be translated in a manner that produces approximately the same dollar amounts that would have resulted had the underlying transactions been translated into dollars on the dates they occurred." Since separate translation of each transaction is usually impractical, the specific result can be achieved by using an average rate for the period.

On Forms BE-11B(LF) and (SF) and BE-11C, certain revenue and expense transactions which may not be translated separately for the financial statements, such as employee compensation and exports and imports, are required to be reported. These transactions should be translated in a manner that is consistent with that used to translate the financial statements to U.S. dollars.

- C. Industry classification A list and explanation of the industry classifications used are given in the Guide to Industry and Foreign Trade Classifications for International Surveys, BE-799, which is included as part of the BE-11 report package.
- D. Estimates If actual data are not available, or only partial data are available, estimates should be supplied and labeled as such. When data items cannot be fully subdivided as required, totals and an estimated breakdown of the totals should be supplied.

Certain sections of Forms BE-11A and BE-11B(LF) and (SF) require data that may not normally be maintained in a company's customary accounting records. Provision of precise data in these areas may present the respondent with a substantial burden beyond what is intended by BEA. This may be especially true for:

- BE-11A, Part II, Section B Distribution of sales or gross operating revenues by whether the sales were goods, services, or investment income;
- BE-11A, Part II, Section D Exports and imports of the U.S. Reporter on a shipped basis;
- BE-11B(LF), Part II, Section C Composition of external finances by transactor;
- BE-11B(LF), Part II, Section D Distribution of sales or gross operating revenues, by transactor, and by whether the sales were goods, services, or investment income; and
- \bullet BE-11B(LF), Part II, Section E and BE-11B(SF), Part II, Section D U.S. exports and imports of the foreign affiliate on a shipped basis.
- E. Space on form insufficient When space on a form is insufficient to permit a full answer to any item, the required information should be submitted on supplementary sheets, appropriately labeled and referenced to the item number and the form.

V. SPECIAL INSTRUCTIONS

A. Determining location of transactor (source) for investment income included in sales or gross operating revenues - Finance or insurance companies that include investment income in gross operating revenues should report the amount of such investment income in item 23 on Form BE-11A and the amount and source of such investment income in item 52, columns (1) through (7), on Form BE-11B(LF) based on the location of the issuer of the financial instrument whether publicly issued or privately placed. (For rental income from real estate, base it on the location of the property.) If the location of the issuer of the financial instrument is unknown, then the nationality of the issuer may be substituted. In those cases where both the location and nationality of the issuer are unknown, and an intermediary (e.g., trustee, custodian, or nominee) is used to manage the investment (financial instrument or real estate) on behalf of the U.S. Reporter or foreign affiliate, the country of location of the intermediary may be used instead.

B. Reporting for U.S. Reporters and foreign affiliates that are insurance companies

- 1. Where there is a difference, the financial and operating data for insurance companies in the BE-11 survey are to be prepared on the same basis as an annual report to stockholders, rather than on the basis of an annual statement to an insurance department. Valuation should be according to normal commercial accounting procedures, not at the rates promulgated by national insurance departments, i.e., include assets not acceptable for inclusion in the annual statement to an insurance department. Include 1. non-trusteed or free account assets and 2. nonadmitted assets, such as furniture and equipment, agents' debit balances, and all receivables deemed to be collectible. Mandatory securities valuation reserves that are appropriations of retained earnings are to be included in the owners' equity section of the balance sheet, not in the liability section.
- Assets of an affiliate's U.S. Reporter that are held in the country of location of the affiliate and that are for the benefit of the U.S. Reporter's policy holders are not to be included in the data reported for the affiliate on Form BE-11B(LF) or (SF) or BE-11C.
- 3. Instructions for reporting specific items are:
 - a. Include in total assets (item 16 on Form BE-11A, item 26 on Form BE-11B(LF), item 18 on Form BE-11B(SF), and item 11 on Form BE-11C) and in "other current assets" (item 20 on Form BE-11B(LF)) such items as agents' balances, uncollected premiums, amounts recoverable from reinsurers, and other current notes and accounts receivable (net of allowances for doubtful items) arising from the ordinary course of business.
 - b. Include in total liabilities (item 17 on Form BE-11A, item 30 on Form BE-11B(LF) and item 20 on Form BE-11B(SF)) and in current liabilities (item 27 or 28 on Form BE-11B(LF)) such items as loss liabilities, policy claims, commissions due, and other current liabilities arising from the ordinary course of business. Include policy reserves in total liabilities and in "other noncurrent liabilities" (item 29 on Form BE-11B(LF)).
 - c. Include in sales or gross operating revenues, excluding sales taxes (item 19 on Form BE-11A; item 32 on Form BE-11B(LF), item 27, column (1), on Form BE-11B(SF); and item 12, on Form BE-11C), such items as earned premiums, annuity considerations, gross investment income, and items of a similiar nature. (Income from foreign affiliates should be reported in item 33, not item 35, on Form BE-11B(LF).)
 - d. Include realized gains (losses) from the sale or maturity of investments in item 27 on Form BE-11A and item 34 on Form BE-11B(LF) and unrealized gains (losses) from changes in the valuation of investments in item 43 on Form BE-11B(LF).
 - e. Include in cost of services rendered (item 37 on Form BE-11B(LF)) costs relating to sales or gross operating revenues, excluding sales taxes (item 32 on Form BE-11B(LF)), such as policy losses incurred, death benefits, matured endowments, other policy benefits, increases in liabilities for future policy benefits, other underwriting expenses, and investment expenses.
 - f. Include in investment income (item 23 on Form BE-11A and item 52, column (1) on Form BE-11B(LF)) that portion of sales or gross operating revenues that is investment income (other than any gain (loss) on the sale or maturity of investments, which should be reported as "certain realized and unrealized gains (losses)" as detailed above). See V.A. for instructions on determining the location of the transactor of investment income.
 - g. Include in sales of services (item 25 on Form BE-11A and item 54, column (1) on Form BE-11B(LF) premium income and income from other services, if any.

VI. INSTRUCTIONS FOR SPECIFIC PARTS OF THE REPORT FORMS

A. Certain realized and unrealized gains (losses) for securities dealers, finance companies, and real estate companies

Securities dealers DO NOT include realized gains (losses) due to sale or maturity of investments in item 27 on Form BE-11A or item 34 on Form BE-11B(LF), rather, include in gross operating revenues. Unrealized gains (losses) due to changes in the valuation of investments that are recognized during the reporting period SHOULD be included in item 43 on Form BE-11B(LF).

Finance companies (other than dealers in securities and insurance companies) SHOULD include realized gains (losses) from the sale or maturity of investments in item 27 of Form BE-11A or item 34 on Form BE-11B(LF), and unrealized gains (losses) due to changes in the valuation of investments in item 43 on Form BE-11B(LF).

- B. U.S. merchandise trade The data on U.S. merchandise trade between U.S. Reporters and their foreign affiliates are to be reported on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods where shipped in order for them to be on the same basis as official U.S. trade statistics to which they will be compared. However, it is recognized that U.S. Reporters and their foreign affiliates keep their accounting records on a "charged" basis, i.e., on the basis of when and to (or by) whom the goods were billed or charged. If there is no material difference between the two bases, the "charged" basis may be used. However, if a material difference does exist, then trade must be reported on the "shipped" basis. For this purpose, the U.S. Reporter may have to derive the data from export and import declarations filed with U.S. Customs or from shipping and receiving documents, rather than from accounting records, or may have to otherwise adjust its data from a "charged" to a "shipped" basis. In item 36 on Form BE-11A and item 55 on Form BE-11B(LF), the U.S. Reporter must indicate that the data are in fact being reported essentially on the "shipped" basis. BEA will require the U.S. Reporter to refile the data if it determines that there is a material difference between the "charged" and "shipped" bases, and that the data are not on, or adjusted to, the "shipped" bases.
 - 1. Definition of U.S. merchandise trade U.S. merchandise trade refers to physical movements of goods between the customs area of the United States and the customs area of a foreign country. Consigned goods must be included in the trade figures when shipped or received, even though not normally recorded as sales or purchases, or entered into intercompany accounts when initially consigned. Exclude the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States, transporting people or merchandise.
 - 2. Timing Only goods actually shipped between the United States and a foreign country during FY 1995 should be included, regardless of when the goods were charged or consigned. For example, goods shipped by the U.S. Reporter to an affiliate in FY 1995 that were charged or consigned in FY 1996 should be included, but goods shipped to an affiliate in FY 1994 that were charged or consigned to the affiliate in FY 1995 should be excluded.
 - Trade of the U.S. Reporter Goods shipped by, or to, the U.S. Reporter, whether or not they were actually charged or consigned by, or to, the U.S. Reporter, are considered to be trade of the U.S. Reporter.
 - 4. Trade of a foreign affiliate Goods shipped by, or to, a foreign affiliate, whether or not they were actually charged or consigned by, or to, the foreign affiliate are considered to be trade of the foreign affiliate.
 - 5. By (or to) whom goods were shipped Shipment by, or to, an entity refers to the physical movement of merchandise to or from the U.S. customs area by, or to, that entity regardless of by, or to, whom the merchandise was charged or consigned. Thus, for example, if the U.S. Reporter charges goods to a foreign affiliate in France but ships the goods to an unafffiliated foreigner in Switzerland, the goods are considered U.S. merchandise exports by the U.S. Reporter to the unafffiliated foreigner in Switzerland and should be recorded as such on the U.S. Reporter's Form BE-11A. Or if the U.S. Reporter charges goods to a German affiliate but ships them to an Italian affiliate, the goods should be recorded as U.S. merchandise exports by the U.S. Reporter only on the Form BE-11B(LF) or (SF) or BE-11C of the Italian affiliate, not on that of the German affiliate. Similarly, if goods were charged by the U.S. Reporter to an affiliate but shipped to the affiliate by another U.S. persons, the goods should be considered an export by "other U.S. persons," not by the U.S. Reporter, on the affiliate's Form BE-11B(LF) or (SF) or BE-11C.

Note — Merchandise shipped by an independent carrier or a freight forwarder at the expense of an entity are shipments by that entity.

- 6. Valuation of exports U.S. merchandise exports should be valued f.a.s. (free alongside ship) at the U.S. port of exportation. This includes all costs incurred up to the point of loading the goods aboard the export carrier at the U.S. Port of exportation, including the selling price at the interior point of shipment (or costs if not sold), packaging costs, and inland freight and insurance. It excludes all subsequent costs, such as loading cost, foreign import duties, and freight and insurance from the U.S. port of exportation to the foreign port of entry.
- 7. Valuation of imports U.S. merchandise imports should be valued at the actual contract price agreed upon between buyer and seller, adjusted to an f.a.s. foreign port-of-exportation basis. This includes all costs incurred up to the point of loading the goods aboard the export carrier at the foreign port of exportation, including the selling price at the interior point of shipment (or cost if not sold), packaging costs, and inland freight and insurance. It excludes all subsequent costs, such as loading costs, U.S. import duties, and freight and insurance from the foreign port of exportation to the U.S. port of entry.

VII. FILING THE BE-11

- A. DUE DATE A fully completed and certified BE-11 report comprising Form BE-11A and Forms BE-11B(LF), (SF), or C (as required) is due to be filed with BEA not later than May 31, 1996.
- B. Extension Requests for an extension of the reporting deadline will not hormally be granted. However, in a hardship case, a written request for an extension will be considered provided it is received at least 15 days prior to the due date of the report and enumerates substantive reasons necessitating the extension. BEA will provide a written response to such requests.
- Assistance For assistance, telephone (202) 606–5566 between 8:00 a.m. and 4:30 p.m., eastern time.
- D. Number of copies A single original copy of the report shall be filed with BEA. Each U.S. Reporter must retain a copy of its report to facilitate resolution of problems. These copies should be retained by the U.S. Reporter for a period of not less than 3 years beyond the report's original due date.
- E. Where to send the report Reports filed by mail through the U.S. Postal Service should be sent to:

U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Washington, DC 20230

Reports filed by direct private delivery should be directed to:

U.S. Department of Commerce Bureau of Economic Analysis, BE-69(A) Shipping & Receiving Section M-100 1441 L Street, N.W. Washington, DC 20005

- F. Annual stockholders' report and Form 10K Business enterprises issuing annual reports to stockholders and Form 10K are to furnish copies of these reports for FY 1995 when filing the BE-11 report.
- G. Confidentiality The information filed in this report may be used only for analytical and statistical purposes and access to the information shall be available only to officials and employees (including consultants and contractors and their employees) of agencies designated by the President to perform functions under the Act. The President may authorize the exchange of the information between agencies or officials designated to perform functions under the Act, but only for analytical and statistical purposes. No official or employee (including consultants and contractors and their employees) shall publish or make available any information collected under the Act in such a manner that the person to whom the information relates can be specifically identified. Reports and copies of reports prepared pursuant to the Act are confidential and their submission or disclosure shall not be compelled by any person without the prior written permission of the person filing the report and the customer of such person where the information supplied is identifiable as being derived from the records of such customer (22 U.S.C. 3104).
- H. Penalties Whoever fails to report may be subject to a civil penalty of not less than \$2,500, and not more than \$25,000, and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than \$10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violation, upon conviction, may be punished by a like fine, imprisonment, or both. (22 U.S.C. 3105.)

Notwithstanding the above, a U.S. person is not subject to any penalty for failure to report if a valid Office of Management and Budget control number is not displayed on the form; such a number is displayed on this form.

1995 BE-11 ORDER FORM

To obtain additional copies of BE-11 Forms and Instructions, complete this order form or telephone (202) 606–5566. Enter the quantity of each item you require:

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REPORTING REQUIREMENTS - Form BE the U.S. Reporter for each majority-owned for which total assets; sales or gross opera sales taxes; OR net income (loss) after protaxes was greater than \$20 million (positive which no one of these items was greater the or negative), at the end of, or for, the affilial instruction Booklet before completing for see Part I. DUE DATE - A completed BE-11 report (coand Form(s) BE-11B(LF), BE-11B(SF), and/or 1996. ASSISTANCE - Telephone (202) 506-5566 8:00 a.m. to 4:30 p.m., eastern time. TRANSLATION OF FOREIGN CURRENC OPERATING DATA INTO U.S. DOLLARS financial and operating data should be transcurrency to U.S. dollars using U.S. general principles (FASB 52). See Instruction Books (A) one 1007 1601 Australia 1307 Franscription 1202 Readillars 1308 General 1300 Canada 1314 Ital	nonbank for ting revenue vision for regation and \$50 mill ater's fiscal yours, in particular BE-11C) is a during of a BE-11C) is a during of a BE-11C) is a during of a BE-11C is a fiscal yours, in particular part in a cepted in a foreign affince and a cepted in a cepted	preign res, e; preign side side side side side side side side	a affiliate xcluding income to force the force positive Read Navy 31. AND affiliate's unctionaunting Sphysic Mexicon	2. If all assets an cico herlands	urrency of thousal haded provided by thousal haded provided by the second secon	amortings or the second	framo	Thous 335 en + o to ind re its	00). Eh lin	334,: 336,: 336,: 336,:	391.0	o, or "0."	ounf	s rounts in the	cify	Year 95	
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Part I IDENTIFICATION OF MAJOR	ITY-OWNED FOREIGN A	FFILIATE — Continued				
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BEA 1035 1 USE ONLY		3	4	5		
Section A - Balance Sheet Items NOTE — Report equity investments in a					Balance at close fiscal year (1)	of
majority-owned foreign affiliates) on an acquisition; for those owned less than 2	equity basis to include equ			1 1	Bil. Mil. Thous.	Dols.
18. Total assets				046		
19. Of which: Property, plant, and e structures, machinery, equipment, sp capitalized tangible and intangible exaccumulated depreciation for those if all other types of intangible assets, a owned by its U.S. Reporter(s) but the own books or records.)	ecial tools, and other depre ploration and development ems. Include items on capi and land held for resale. (For	eciable property; construction costs of the foreign affiliate tal leases from others, per ran unincorporated affiliate	on in progress; and le LESS FASB 13. Exclude le, include items d on the affiliate's	1 034		
20. Total liabilities			21	1 050		1
21. Total owners' equity — Item 18 mi	nus item 20		2	1 055		1
Section B - Other Financial and Ope	rating Data				Amount (1)	
Net income (loss) – Net income for common and preferred stock. Include (losses) (net of income tax effects) income tax.	income from equity invest	ments and realized and un	realized gains	1 066	Bil. Mil. Thous.	Dols.
23. Total employment — The total num fiscal year, excluding home workers a	ber of full-time and part-tire and independent sales pers	me employees on the payro onnel who are not employe	oll at the end of the ees. A count taken		Number of emplo	yees
during, rather than at the end of, the fiscal year number. If employment at the fiscal year, was unusually high or employees that reflects normal opera	the end of the fiscal year, of low because of temporary tions should be given. If the	factors (e.g., a strike), the re business enterprise's acti	other time during number of vity involves large	1		
seasonal variations, the average num 24. Total employee compensation —				158	Amount	
deductions), all direct and in-kind pay employee benefit plans, including the	se required by statute, tho	se resulting from collective	bargaining	-	(1) Bil. Mil. Thous.	Dols.
contracts, and those that are voluntar accordance with FASB 106. Compens activities during the reporting period	ation data should be based	on payroll records. They s	hould relate to	1	on. win. mous.	1
income statement, charged to invente period, such as those capitalized or c	ories, or capitalized. DO NO	T include data related to ac	ctivities of a prior	162		1
25. Expenditures for property, plant, develop natural resources (see below), include capitalized gross	expenditures to acquire, ac	dd to, or improve			1
real PP&E, including transfers in. Do majority interest in the capital stock of amortization, depletion, or reclassific. Gross expenditures for foreign affiliat include the full amount of the explora capitalized or expensed. Gross expenshould include the full amount of expfinancial statements, e.g., include pur expenditures made in prior years are	of another business enterprations of fixed assets shoul tes engaged in natural res ation and development expeditures for foreign affiliates tenditures for PP&E regardle techases of real estate for inverse.	ise. Sales, other disposition of the netted against ground ource exploration and detection and descriptions and insurance or ess of how these expenditures ment purposes. Reclass	ns, depreciation, ss expenditures. evelopment should ven year whether financial services ures are classified in sifications of	1		
are considered to be expenditures on Research and development (R&D) exp	ly in the year when initially	expended.	4	115		i
depreciation, amortization, wages and sal not allocated to others, and indirect costs. 26. R&D performed BY the affiliate — or for others (including the U.S. Repo	aries, taxes, materials and a second	supplies, overhead of this a foreign affiliate, whether f liates). Exclude the cost of	or its own account any R&D funded by	1		1 1 1
the affiliate but performed by others, Reporter (report such R&D on Form B	BE-11A, item 35).		21	078		i
USE ONLY	2	3	4	5		

IMPORTANT NOTES

This section requires the reporting of data on U.S. merchandise trade of the foreign affiliate in FY 1995. The data should be on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped, in order for them to be on the same basis as official U.S. trade statistics to which they will be compared. A U.S. import or U.S. export should **not** be recorded here if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even though they may have been charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person.

However, foreign affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when, and to (or by), whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference between the two bases, the "shipped" basis must be used or adjustments must be made to the data on a "charged" basis to approximate a "shipped" basis, as discussed in the **Instruction Booklet**, Part VI.B. Data in this section cover all goods that physically left or entered the U.S. customs area in FY 1995, including capital goods but excluding the value of ships, planes, railroad rolling stock, and trucks that

were temporarily outside the United States transporting people or metchandise. Consigned goods must be included in the trade figures when shipped or received, even though not normally recorded as sales or purchases or entered into intercompany accounts when initially consigned. The data should include goods only, they should **exclude** services. Thus, U.S. merchandise exports and imports of the foreign affiliate to be shown here may not be the same as the foreign affiliate's sales to, or purchases from, U.S. persons because, among other reasons, sales and purchases may include services.

Exclude from exports and imports the value of any goods **that** are in-transit. In-transit goods are **goods that are not** processed or consumed by residents in the intermediate country(ies) through which they transit; the in-transit goods enter those countries only because those countries are along the shipping lines between the exporting and importing countries. In-transit imports are goods that are en route from one foreign country to another via the United States (such as from Canada to Mexico via the United States), and in-transit exports are goods en route from one part of the United States to another part via a foreign country (such as from Alaska to Washington State via Canada).

		MN.D						An	mount (1)	
	N					THE THE	Va	lue f.a	a.s. U.S. p	ort
• U.S. M	ERCHA	NDISE EXPO	ORTS TO AFFILIATE IN FY	1995			Bil.	Mil.	Thous.	Dols.
28 Good	le shinne	ed to affiliate l	by U.S. Reporter(s)				1			
20. 0000	ad dilippe	ou to umiliate i	by G.G. Hoportor(o)			4116	1			
29. Good	ds shippe	ed to affiliate l	by other U.S. persons			4117				i.
							Valu	e f.a.s	s. foreign	port
• U.S. M	ERCHA	NDISE IMPO	RTS FROM AFFILIATE IN	FY 1995			Bil.	Mil.	Thous.	Dols.
30. Good	ds shippe	ed by affiliate	to the U.S. Reporter(s)			4118	1			i
31. Good	ds shippe	ed by affiliate	to other U.S. persons			4119	1			
BEA USE	5211	1.	2	3	4		5			
ONLY	5212	1	2	3	4		5			
	5213	1	2	3	4		5			
		£								

SUMMARY OF INDUSTRY CLASSIFICATIONS

AGRICULTURE, FORESTRY, AND FISHING

010 Agricultural production – crops 020 Agricultural production – livestock and animal specialties

070 Agricultural services

Forestry 080

Fishing, hunting, and trapping

MINING

101 Iron ores

Copper, lead, zinc, gold, and silver ores

107 108 Other metallic ores Metal mining services

Coal

124

Coal mining services Crude petroleum extraction (no refining) 133 and natural gas

138

Oil and gas field services Nonmetallic minerals, except fuels 140

Nonmetallic minerals services, except 148 fuels

CONSTRUCTION

150 Construction

MANUFACTURING

201 Meat products

202 Dairy products 203 Preserved fruits and vegetables

Grain mill products Bakery products 204

205 208 Beverages

209

210

220 230

Other food and kindred products
Tobacco products
Textile mill products
Apparel and other textile products
Lumber and wood products 240 250 Furniture and fixtures

Pulp, paper, and board mills Other paper and allied products 262

265

Newspapers

272

Miscellaneous publishing Commercial printing and services Industrial chemicals and synthetics 275

281 283

Drugs Soap, cleaners, and toilet goods 284

287 289

Agricultural chemicals
Chemical products, n.e.c.
Integrated petroleum refining and 291

extraction

Petroleum refining without extraction Petroleum and coal products, n.e.c. 292

299

305 Rubber products

Miscellaneous plastics products Leather and leather products 308

310

321 Glass products

Stone, clay, concrete, gypsum, and other nonmetalic mineral products 329

331

Primary metal industries, ferrous Primary metal industries, nonferrous Metal cans, forgings, and stampings 335

MANUFACTURING - Continued

342 Cutlery, hardware, and screw products
 343 Heating equipment, plumbing fixtures, and structural metal products

Metal services; ordnance; and fabricated 517 metal products, n.e.c. 519 349

351 Engines and turbines

352

Farm and garden machinery
Construction, mining, and materials
handling machinery
Metalworking machinery 353

354

Special industry machinery General industrial machinery 355

Computer and office equipment Refrigeration and service industry machinery 357 358

Industrial and commercial machinery, 359 n.e.c. Household appliances

Household audio and video, and communications equipment Electronic components and accessories 366

369 371

Electrical machinery, n.e.c.
Motor vehicles and equipment
Other transportation equipment
Measuring, scientific, and optical 381

instruments Medical instruments and supplies and ophthalmic goods

386 Photographic equipment and supplies 390 Miscellaneous manufacturing industries

TRANSPORTATION, COMMUNICATION, AND PUBLIC UTILITIES

401 Railroads

441 Petroleum tanker operations

449 Other water transportation

Transportation by air 450

461 Pipelines, petroleum and natural gas

462 Pipelines, except petroleum and natural gas

470 Petroleum storage for hire

472 Passenger transportation arrangement

477 Transportation, n.e.c., warehousing, terminal facilities, and related services

Telephone and telegraph 481 communications

483

Other communications services Electric, gas, and sanitary services 490

WHOLESALE TRADE

501 Motor vehicles and equipment

503 Lumber and construction materials

504 Professional and commercial equipment

and supplies 505 Metals and minerals, except petroleum

506 Electrical goods

507 Hardware, and plumbing and heating equipment and supplies

509

511

Machinery, equipment, and supplies Durable goods, n.e.c.
Paper and paper products
Drugs, proprietaries, and sundries

WHOLESALE TRADE - Continued

513

Apparel, piece goods, and notions Groceries and related products 514

515 Farm-product raw materials

Petroleum and petroleum products

Nondurable goods, n.e.c.

RETAIL TRADE General merchandise stores

540 Food stores

554

Gasoline service stations
Apparel and accessory stores
Eating and drinking places
Retail trade, n.e.c. 560

590

FINANCE, INSURANCE, AND REAL ESTATE

600

603 Savings institutions and credit unions

612 Other finance

631 Life insurance

632 Accident and health insurance

639 Other insurance

650 Real estate

Holding companies, except bank holding companies

679 Franchising, business - selling or licensing

SERVICES

700 Hotels and other lodging places

731

734

Advertising Services to buildings Equipment rental and leasing, except 735

automobiles and computers Personnel supply services 736

741 Computer processing and data preparation services Information retrieval services

743 Computer related services, n.e.c.

Other business services Automotive rental and leasing, 749

751 without drivers

Automotive parking, repair, and other services 752

Miscellaneous repair services Motion pictures, including television tape and film 780

Amusement and recreation services

790 800

Health services Legal services 810

Educational services 871 Engineering, architectural, and surveying

services

Accounting, auditing, and bookkeeping

services
Research, development, and testing 873

services Management and public relations

services 890 Other services provided on a commercial

basis NONBUSINESS ENTITIES

900 Government entities

Nonbusiness entities, except government

FORM BE-11 Claim for Not Filing

U.S. DEPARTMENT OF COMMERCE BUREAU OF ECONOMIC ANALYSIS

ANNUAL SURVEY OF U.S. DIRECT **INVESTMENT ABROAD - 1995**

CLAIM FOR NOT FILING

RETURN REPORTS

U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Washington, DC 20230

OR

DELIVER REPORTS TO

U.S. Department of Commerce Bureau of Economic Analysis, BE-69(A) Shipping and Receiving Section W-100 1441 L Street, NW Washington, DC 20005

NOTE – A single original copy of this report shall be filed with the Bureau of Economic Analysis; this should be the copy with the address label if such a label has been provided.

A BE-11, Annual Survey of U.S. Direct Investment Abroad – 1995, is required from any nonbank U.S. person that had a nonbank foreign affiliate – that is, that had direct or indirect ownership or control of at least 10 percent of the votting stock of an incorporated nonbank foreign business enterprise or an equivalent interest in an unincorporated nonbank foreign business enterprise – at the end of its 1995 fiscal year, unless all of the person's affiliates are exempt. (The U.S. person's 1995 fiscal year is defined to be the person's financial reporting year that has an ending date in calendar year 1995.)

MANDATORY – This survey is being conducted pursuant to the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101 to 3108, as amended – hereinafter "the Act"), and the filing of reports is mandatory pursuant to Section 5(b)(2) of the Act (22 U.S.C. 3104).

CONFIDENTIALITY – The Act provides that your report to this Bureau is CONFIDENTIAL. It may be used only for analytical or statistical purposes and CANNOT be used for purposes of taxation, investigation, or regulation. The Act also provides that copies retained in your files are immune from legal process.

Name and address of U.S. business enterprise for which this claim is filed If the enterprise received a prelabeled Form BE-11A but is exempt from filing Form BE-11A, enter below the name, address and BEA identification Number from the label affixed to Part I, item 1, of Form BE-11A. If a label was not received, enter name and address as contained on the letter transmitting the report forms to you, indicating any changes or corrections.

Name of U.S. Reporter Number and Street or ZIP Code BEA Identification

Number It also requires that a person, or their agent, who is contacted by BEA about reporting in this survey, either by sending them report forms or

certifying in writing, within 30 days of being contacted by BEA, to the fact that the person had no direct investment within the purview of the reporting requirements of the BE-11 survey;

by written inquiry, must respond in writing. They may respond by:

completing and returning the "BE-11 Claim for Not Filing" within 30 days of receipt of BE-11 survey report forms; or

BASIS	OF CLAIM FOR NOT FILING		
k (X) and complete either A or B This US person did not own or control, directly an	d/or indirectly, 10 percent or more of the	voting securities of an	
incorporated foreign business enterprise, or an equi (including a branch or real estate held for other than	valent interest in an unincorporated forei	gn business enterprise	
☐ But <i>did</i> file a 1994 BE-10 survey report wi	th this Bureau.		
This U.S. person did own or control, directly or indiforeign business enterprise, or an equivalent interes or real estate held for other than personal use) at the	t in an unincorporated foreign business e	enterprise (including a brand	ch
None of its foreign affiliates are required to be You must complete the reverse side of thi (See Instruction Booklet, Section I.C., for exc	s claim for those affiliates for which	BE-11C, because all affiliate you received a preprinted	es are exempt. d label.
2 The U.S. person is a bank or bank holding comactivities classified in International Surveys Ind	npany, i.e., over 50 percent of its total rev lustry (ISI) code 600 and/or 603.	enues are generated by	
3 The owners are citizens of a foreign country what a foreign government (including the immediate resident in the U.S. for less than one year.	ho (a) are resident in the U.S. as a result e family of such persons), or (b) have bee	of official employment by an and expect to be	
4 Is fully consolidated in the BE-11 report for another U.S. person – Give name and address of that person and their BEA	Name		
	→ Address – Number and street or P.O	. Вох	
Identification Number, if known.			
Identification Number, if known.	City	State	ZIP Code
Identification Number, if known.	City BEA Identification Number	State	ZIP Code
Identification Number, if known. 5 Other – Specify and include reference to section	BEA Identification Number		ZIP Code

injunctive relief of and, if an individ	commanding lual, may be knowingly p	such persor imprisoned articipates in	n to compl for not mo n such viol	y, or both. W re than one v	penalty of not less than \$2,500, and not more hoever willfully fails to report shall be fined year, or both. Any officer, director, employee conviction, may be punished by a like fine, i	not more than \$10,000 , or agent of any
Name of U.S. person for Print or type	r BEA to con	sult about t	his claim		CERTIFICATION – The undersigned offi information contained in this claim is cort to the best of his/her knowledge.	cial certifies that the rrect and complete
Address – Number and street					Authorized official's signature	
City State ZIP Code				le		
					Print or type name and title	Date
Telephone Area code Number Extensio				Extension		

Name of foreign affiliate – AFFIX BEA label here Name of foreign affiliate – AFFIX BEA label here Name of foreign affiliate – AFFIX BEA label here	b. Total assets – Balance at close of fiscal year c. Annual sales or gross operating revenues, excluding sales taxes	Amount (Thousands of U.S. dollar Amount (Thousands of U.S. dollar Amount (Thousands of U.S. dollar (Thousands of U.S. dollar)
www.bea.goviii	c. Annual sales on gross operating revenues, excluding sales taxes d. Net income (loss) a. Percent ownership at close of fiscal year 1995 - Enter to the nearest tenth of one percent b. Total assets - Balance at close of fiscal year c. Annual sales or gross operating revenues, excluding sales taxes d. Net income (loss) a. Percent ownership at close of fiscal year 1995 - Enter to the nearest tenth of one percent b. Total assets - Balance at close of fiscal year 1995 - Enter to the nearest tenth of one percent	Amount (Thousands of U.S. dollar
www.bea.goviii	b. Total assets – Balance at close of fiscal year c. Annual sales or gross operating revenues, excluding sales taxes	Amount (Thousands of U.S. dollar
www.bea.goviii	b. Total assets – Balance at close of fiscal year c. Annual sales or gross operating revenues, excluding sales taxes	Amount (Thousands of U.S. dollar
www.bea.goviii	b. Total assets – Balance at close of fiscal year c. Annual sales or gross operating revenues, excluding sales taxes	(Thousands of U.S. dollar
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www.bea.govii.	b. Total assets – Balance at close of fiscal year c. Annual sales or gross operating revenues, excluding sales taxes	Amount
	c. Annual sales or gross operating revenues, excluding sales taxes	
	c. Annual sales or gross operating revenues, excluding sales taxes	
	revenues, excluding sales taxes	
Name of foreign affiliate – AFFIX BEA label here		-
Name of foreign affiliate – AFFIX BEA label nere	d. Net income (loss)	
	a. Percent ownership at close of fiscal year 1995 – Enter to the nearest tenth of one percent	
	b. Total assets – Balance at close of fiscal year	Amount (Thousands of U.S. dolla
	c. Annual sales or gross operating revenues, excluding sales taxes	
	d. Net income (loss)	
Name of foreign affiliate – AFFIX BEA label here	a. Percent ownership at close of fiscal year 1995 – Enter to the nearest tenth of one percent	
	b. Total assets – Balance at close of fiscal year	Amount (Thousands of U.S. dolla
	c. Annual sales or gross operating revenues, excluding sales taxes	
	d. Net income (loss)	
Name of foreign affiliate – AFFIX BEA label here	a. Percent ownership at close of fiscal year 1995 – Enter to the nearest tenth of one percent	
		Amount (Thousands of U.S. dolla
	b. Total assets – Balance at close of fiscal year	
	c. Annual sales or gross operating revenues, excluding sales taxes	
	d. Net income (loss)	
Additional foreign affiliates should be	reported on additional copied sheets.	

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FORM (REV. 11	3E-11C (Report for Minority- Owned Foreign Affiliate	BEA USE		Report	ter ID N	umber				Af	filiate II	Num	nber	
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	MANDATORY	1. Name	of U.S	. Repor	rter of	affil	iate —	Same a	s item 1	, For	n BE-1	1A	L.	
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	1995			دم۲	m	91),	(PO	ses	at	re	sp	J		
F e n E 48	ABROAD 1995 REPORTING REQUIREMENTS – Form the U.S. Reporter for each minority-own iffiliate owned at least 20 percent, but not intently and/or indirectly, by all U.S. Reporterly and income taxes was positive or negative) at the end of a fine translation of the eart. – Read Instruction Booklet (helporatricular, see Part I. Note – When the combined ownership experters exceeds 50 percent, the affiliatement, be reported on Form B. 18(Lina) and not on Form B. 18(greater than S y, the affiliate re completurg interest of all- tte mustr (interest f) or (SF) (as a m BB TC. y 31, 1996 S66 during off NCY FINANC ARS – The fron could be trans ing U.S. gene	somilio sofiscal form; in so otherw fice hours cial ANI eign slated from		ati	EXA repor	MPLE - t as Mil. 1	s 11 thro the to e s hare counts sh nousands the sha If amount Th 33	ugh 17 slign affilial could be resided port on the standard port ous. Dols ous. Dols ous. Dols ous. Indicate indicate	eporte g 000) ions (34,85) s.	ed in U. Do no feach	S. dollot ent in line.	e lars er	
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pr 1						-5.45	11.0			1008	- 67	1	-3	95
	Did the foreign business enterpological Discourse Picture 1999	rise become	e a rore	ngn arr	mate	or the	0.5.	neport	er aurin	ig the	e Tisca	ıı yea	irr	
	If "Yes," did the U.S.			X) one	F 7				Month	Yea	ar			
	2 1 Establish the formula 2 2 Acquire a votin			ercent	or	Ente	r date	 >	3	1				
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		W P.				Annua Sylv					Perce	nt of o	owners	hin at
E	Ownership Interest in This Forei nter the U.S. Reporter's direct and	indirect own	nership i	interest	based	on vo	ting st	ock if				of fisc	cal yea	
	n incorporated foreign affiliate, or ffiliate. – <i>Enter to the nearest tenth</i>			st it an i	uninco	rpora	ted fore	eign			1		1)	7
	Direct ownership interest									1011	1			%
7. li	ndirect ownership interest held nstruction Booklet, Part I.B.1.a., on	how to calc	.S. Repo	orter's direct ov	other wnersh	ip int	gn atti erest.	liates -	See	1018				%
8. T	otal ownership interest of U.S.	Reporter -	Sum of	items (and 7				—	1050	1			%
9. V	What is the major product product product product, briefly state what is done to example, " Manufacture widgets to	ced or sold	d, or the	e major	servi	се ре				eign a				70
i	nternational Survey Industry (IS ndustry group" that accounts for the explanation of, the ISI codes are give	ne largest am ven in the G i	nount of uide to	the affi	liate's ry and	sales. I Fore	A list, ign Tra	and an			2			_
	Classifications for International forms BE-11B(LF) and (SF).	Surveys. A	summa	ary list o	of indu	stry c	odes is	include	d on	1035				
Part	I FINANCIAL AND OPERATII	NG DATA O	F WINC	ORITY-C	OWNE	D FO	REIGN	AFFILI	ATE				ount	
											Bil.		Thous.	Dols.
11 7	otal assets – Balance at close o	f fignal year	r.							2046	1			1
12. A	Annual sales or gross operating	revenues, e	excludi	ng sale	s taxe	s - G	ross sal	les mini	ıs	2046				
re C le ir	eturns, allowances, and discounts, onsumption taxes levied directly o evied on manufacturers, wholesale nclude interest income; for affiliates	or gross open the consur rs, and retail	erating r mer, net lers. For	revenue: value-a affiliate	s, both idded 1 es clas:	exclutaxes, sified	isive of and ex in ISI c	sales o cise tax ode 612	r es		1			
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BEA USF (DNLY													

- 91				A OF MINORITY-C	THE PONEIGN AFFILI	ATE - CONTIL	nued		
							Д	mount	
CC	mmon ai	nd preferred stoc		equity investments ar	income taxes, but before divid nd realized and unrealized gain	าร	Bil. Mil	The same of the sa	Dol
14. To	otal emp scal year, uring, rath	loyment — The excluding home ner than at the en	total number of full-tim workers and independent of of, the fiscal year ma	e and part-time emplo ent sales personnel wh y be used provided it	oyees on the payroll at the end to are not employees. A count is a reasonable proxy for the ount taken at some other time of	taken end	Number	of employ	yees
th er se	e fiscal ye nployees easonal va	ear, was unusuall that reflects norr ariations, the ave	ly high or low because of mal operations should b rage number of employ	of temporary factors (on given, If the business for the fiscal year	e.g., a strike), the number of ss enterprise's activity involve should be given	s large 5158		ents	•
de er cc ac ac in	eductions; nployee b ontracts, a ccordance ctivities du come stat), all direct and in penefit plans, incl and those that are with FASB 106. uring the reportin tement, charged	n-kind payments by the luding those required by a voluntary. Include defe Compensation data sho ng period regardless of	employer to employer y statute, those result erred postemploymen ould be based on payr whether such activitie ulized. DO NOT include	ployees' gross earnings (befores and employer expenditures ing from collective bargaining trand post retirement expense oll records. They should relate s were charged as an expense data related to activities of a s.	for all	Bil. Mil	(1) Thous.	Dol
				- Goods Only, Do I	NOT Include Services	5102			1
	trade of "shippe the goo as offici U.S. im goods of shipped been chaffiliate However on a "ch	the foreign affili d" basis, i.e., on the desire was the state of the	es normally keep their a ,, on the basis of when, harged. The "charged" h	a should be on a of the control of the same basis of the compared. A led here if the renot physically ugh they may have ged by the foreign accounting records and to (or by)	were temporarily outside the merchandise. Consigned going figures when shipped or recorded as sales or purchas accounts when initially consonly; they should exclude sexports and imports of the finot be the same as the foreifrom, U.S. persons because purchases may include servex exclude from exports and in are in-transit. In-transit good or consumed by residents in	ods must be in eived, even the ses or entered signed. The data services. Thus, oreign affiliate gn affiliate's sa among other sices. Inports the values are goods to selve and the same goods to selve and the same goods to see see goods to	cluded in tough not	he trade ormally ompany iclude goo andise vin here ma ourchases ales and	ods ay
	if there basis. If the "shi to the d as discu section customs	is no material dif there is a materi pped" basis musi ata on a "charged issed in the Instr gover all goods t a area in FY 1995	ference between it and addifference between the between the between the besiden approximate ruction Booklet, Part \ hat physically left or en including capital goods, railroad rolling stock,	the "shipped" he two bases, ts must be made a "shipped" basis, /I.B. Data in this tered the U.S. Is but excluding	which they transit; the in-tra because those countries are exporting and importing cou that are en route from one f United States (such as from States), and in-transit expor the United States to another from Alaska to Washington	nsit goods enter along the ship untries. In-trans oreign country Canada to Mex ts are goods en part via a fore	er those co ping lines it imports to another vico via the route fror ign country	untries on between the are goods via the United n one part	he he
							Д	mount	
								(1)	
							The second second	a.s. U.S. pe	
16. U	J.S. mer Y 1995 b	chandise exp by the U.S. Rep	orts to affiliate – Gorter(s) of this affilia	oods shipped TO t te and by other U.S	his foreign affiliate in 5. persons.	5181	Bil. Mil.	a.s. U.S. po Thous.	Dol
17. U	Y 1995 b	oy the U.S. Rep	orter(s) of this affilia	te and by other U.S - Goods shipped B	Y this foreign affiliate in	5181	Bil. Mil.	a.s. U.S. po Thous.	Dol
17. U	Y 1995 b J.S. mer Y 1995 t EA ⁵²¹¹	chandise imp	orter(s) of this affilia	te and by other U.S - Goods shipped B	Y this foreign affiliate in	5181 5198	Bil. Mil. 1 . Value f.a	a.s. U.S. po Thous.	Dol
17. U F	7 1995 b	chandise importable the U.S. Report	orter(s) of this affilia	te and by other U.S - Goods shipped B	Y this foreign affiliate in persons.		Bil. Mil. Value f.a Bil. Mil.	a.s. U.S. po Thous.	Dol
17. U F	Y 1995 b	chandise impo the U.S. Repo	porter(s) of this affiliant orter(s) of this affiliate orter(s) of this affiliate	- Goods shipped Be and to other U.S.	Y this foreign affiliate in persons.		Bil. Mil. Value f.a Bil. Mil. 1	a.s. U.S. po Thous.	Dol

BE-11B(LF)						OMB No.	0608-00	53: Appro	val Expire	es 09/30/98
FORM BE-11B(LF) (Report for Majority- (REV. 11/95) Owned Foreign		R	eporter ID	Number			Aff	iliate ID N	Number	
Affiliate)	BEA USE ONLY									В
U.S. DEPARTMENT OF COMMERCE BUREAU OF ECONOMIC ANALYSIS			el has bee	n provide		IED FOREIGN affiliate, affix i			e,	
MANDATORY					Samo	s item 1, Form	RF-11/	1		
ANNUAL SURVEY	1. Warne	or 0.5. nep	orter of a	iiiiiate –	- Same a	s item 1, rom	DL-117			
OF U.S. DIRECT							Jic			
INVESTMENT	2. Name	of foreign a	affiliate b	eing repo	orted —	Use the same	name o	n all		
ABROAD		filed subsec rm BE-577.	quently for	this affilia	ate with t	he Bureau of E	conom	ic Analys	is,	×5.
1995					10	U			196	10-
(Long Form)				0	0	25 0.		-01	100	
REPORTING REQUIREMENTS – Form B	BE-11B(LF) mi	ust be filed		GENERA		3	.0	58		
by the U.S. Reporter for each majority-ow affiliate for which total assets; sales or greexcluding sales taxes; OR net income (los foreign income taxes was greater than \$5 negative) at the end of, or for, the affiliate Instruction Booklet before completing see Part I. DUE DATE — A completed BE-11 report (BE-11A and Form(s) BE-11B(LF), BE-11B(S) due May 31, 1996. ASSISTANCE — Telephone (202) 606-556 8:00 a.m. to 4:30 p.m., eastern time. TRANSLATION OF FOREIGN CURRENT OPERATING DATA INTO U.S. dollars usin accepted accounting principles (FASB 52) Booklet, Part IV.B. 3. Country of location — Country in which activity is carried out — Mark (X) one 1007 1601 Australia 1307 Frail 1308 Ger 1100 Canada 1314 Italy 4. Enter the ending date of this foreign as If "Yes," did the U.S. Report of the country of Image of Im	oss operating ss) after provide ss) after provide ss) after provide store and store are sold as a second after a sold as a second a for a second a	revenues, ision for sitive or Read eular, Form 11C) is ce hours – IAL AND ign ated from ally ction ate's physicate's physic	ation (vey mate) all assets a line of the lite of the	EXAM report Bil. 2. If an ite 3. Use pa re located	Mil. 1 em is betterenthese or where United	rland I Kingdom ring the fisca	g 000). iions o 334,89 s. 00.00, e negativ	Do not feach lift. 1.00, enter "0." re number Other	enter ne.	fy ✓ Year 95
2 1	ign affiliate nterest of 1 ign compan	? O percent only?	or more	Enter	date —	Month 3 1 1	Yea		of owner	ahia at
Ownership Interest in This Foreign Af Enter the U.S. Reporter's direct and indire an incorporated foreign affiliate, or an equ affiliate. – Enter to the nearest tenth of one	ct ownership	interest bas	sed on vot	ing stock i	f		1		fiscal year	
6. Direct ownership interest							1011			%
7. Indirect ownership interest held throu	igh U.S. Rep	orter's oth	er foreig	n affiliate	es – See		1010			%
Instruction Booklet, Part I.B.1.c., on how t	o carculate In	Idirect Owile	Tomp me	550			1018		-	70
8. Total ownership interest of U.S. Repo						→	1050			%
9. Identification of foreign affiliate pare of each foreign affiliate of the U.S. Report	nt(s) — If the er named in i	ere is an en item 1 holdi	try in item ng a direc	7 — Ente ownersh	r below, i ip interes	the name(s) and t in this foreig	d perce n affilia	ent(s) of a te.	ownership	0
Foreign a	affiliate holdi	ng direct ow	nership in	terest in t	his foreig	ın affiliate				
Name and	ID Number					BEA USE	Pe		ect owner eign affili	
Enter name from item 2 and ID N parent's Form BE-11	Number from	label of fore	eign affilia	te		ONLY		CI	ose FY	
parent 9 Tollin DE 11	5(27) 67 (67)	0,			1	(1)	2		(2)	0/
a.					1191		2		*	%
b.					1192		2		d#	%
с.			90		1193		2			%
d.					1194					%
					1019		2			%
TOTAL										/0
TOTAL 10. Give name(s) and mailing address(es) of c	other U.S. pe	erson(s) hav	ing a direc	t and/or ir	ndirect ov	vnership intere	est of 10) percer	t or mo	
10. Give name(s) and mailing address(es) of c this foreign affiliate.	other U.S. pe	erson(s) hav	ing a direc	t and/or ir	direct ov) percer	t or moi	
10. Give name(s) and mailing address(es) of	other U.S. pe	erson(s) havi	ing a direc	t and/or ir	ndirect ov	wnership intere) percer	t or mo	
10. Give name(s) and mailing address(es) of c this foreign affiliate.	other U.S. pe	erson(s) hav	ing a direc	t and/or ir	ndirect ov) percer	nt or mon	
10. Give name(s) and mailing address(es) of c this foreign affiliate.	other U.S. pe	erson(s) hav	ing a direc	t and/or ir	ndirect ov) percer	t or mo	
Give name(s) and mailing address(es) of chis foreign affiliate. Name	other U.S. pe	erson(s) hav	a direc	t and/or ir	ndirect ov			percer	t or mo	
10. Give name(s) and mailing address(es) of c this foreign affiliate.	other U.S. pe		ing a direc	t and/or ir				5		

	IDENTIFICATION OF MAJORITY-OWNED FOREIGN AFFILIATE — Continued Major activity of foreign affiliate				
	A list, and an explanation of, the International Surveys Industry (ISI) codes used below are given in the Guide t Foreign Trade Classifications for International Surveys. For an inactive foreign affiliate, indicate the activi last active period; for "start-ups," indicate the intended activity. Mark (X) one:	o Ind	lustry and rtinent to th	ie	
	1025 1 1 Production – The foreign affiliate is primarily engaged in manufacturing, fabricating, assembling rowing, or mining or extracting (including exploring for or developing) a product. These activity	g, pr	ocessing,	the	
	000, 100, 200, or 300 series, except 070, 108, 124, 138, and 148 of the list of ISI codes.	07,000,000		tne	
III I	Sales - The foreign affiliate is primarily engaged in selling (at wholesale or retail) products which produce. These activities are coded in the 500 series of the list of ISI codes. Services - The foreign affiliate is primarily engaged in providing a service such as public utilities.		ides not		
	transportation, lodging, consulting, accounting, engineering, holding companies, etc. These actions coded in the 400, 600, 700, or 800 series, or in 070, 108, 124, 138, or 148, of the list of ISI codes.	vities	are		
	Sales of foreign affiliate by industry Enter the 3-digit ISI code(s) and the amount of sales (as reported in item 32) associated with each code. If you us five codes, you must account for total sales. For inactive affiliates, show the industry classification(s) pertinent to active period; for "start-ups" with no sales, show the intended activity(ies). Holding companies should show total income (item 36). To be considered a holding company, a company's equi income of affiliates that it holds must constitute a majority of its total income and, in general, it must have a siza	the I	the net	ents	•
	(usually, at least 50%) of its total assets invested in affiliates that it holds. ISI code 671, "holding company," is an invalid classification when the	5	1	Sales	
1	to orginal annual boning reported generates, or to expected to generate, more		Bil. Mil.	(2) Thous.	Dols
12.	than 50% of total income from other activities. Enter code with largest sales		2		
13.	. Enter code with 2nd largest sales		2		1
14.	Enter code with 3rd largest sales		2		i
15.	Enter code with 4th largest sales		2		-
16.	Enter code with 5th largest sales		2		-
17.	. Sales not accounted for above 1033		2		1
18.	. TOTAL SALES — Sum of items 12 through 17		2		1
	BEA 1035 1 USE ONLY 3		5		
Pai	rt II FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGN AFFILIATE Insurance affiliates, see Instruction Booklet, Part V.B.				
	ection A - Balance Sheet of Foreign Affiliate			e at close cal year (1)	of
a	Il asset and liability items should be disaggregated in the detail shown; in particular, accounts receivable nd payable between the U.S. Reporter and its foreign affiliate should be shown in the proper asset and ability accounts of the foreign affiliate rather than included as a net amount.		Bil. Mil.	Thous.	Dols
	ASSETS				1
19.	Inventories — Land development companies should exclude land held for resale (include in item 20); finance and insurance companies should exclude inventories of marketable securities (include in item 20 or 25 as appropriate).	2038	1		1
20.	 Other current assets — Cash and cash items; current trade accounts and trade notes receivable, and other current receivables, net of allowances for doubtful items; land held for resale; current marketable securities; and other current assets not included in item 19. 	2100	1		1
21.	Property, plant and equipment, gross — Land, timber, mineral rights and like rights owned; structures, machinery, equipment, special tools, and other depreciable property; construction in progress; and capitalized tangible and intangible exploration and development costs of the foreign affiliate. Include items on capital leases from others, per FASB 13. Exclude all other types of intangible assets, and land held for resale. (For an unincorporated affiliate, include items owned by its U.S. Reporter(s) but that are in the affiliate's possession whether or not carried on the affiliate's own books or records.)	2041	1		1 1 1 1 1 1
22.	Accumulated depreciation and depletion	2041	1		1
	Equity investments in other foreign affiliates of which this affiliate is a parent — This affiliate's equity investment in other foreign affiliates of the U.S. Reporter(s), including branches of this affiliate. For foreign affiliates owned 20 percent or more (including majority-owned foreign affiliates) report on the equity basis to	2042			1
	include equity in undistributed earnings since acquisition; for those owned less than 20 percent, report at cost.		1		1
23.	That portion of investment in other foreign affiliates that is reported using the equity method	2043			1
24.	That portion of investment in other foreign affiliates that is reported using cost method	2044			i i
25.	Other noncurrent assets — Include other equity investments, whether carried at cost or on the equity basis; other investments; intangible assets, net of amortization; noncurrent marketable securities; trade accounts and trade notes receivable, noncurrent, net of allowance for doubtful items; and other noncurrent assets not shown in item 21 or items 23 or 24. Credit balances in these accounts should be included in item 29. — Specify		1		! ! !
					1
		2045	1		1
	TOTAL ASSETS — Sum of items 19 through 21 and 23 through 25 minus item 22 — >	2046	1		1
- 330 80	Trade accounts and trade notes payable, current	2047			1
28.	Other current liabilities and long-term debt — Overdrafts, other current liabilities not included in item 27, and long-term debt, including ALL LONG-TERM INTERCOMPANY DEBT and lease obligations that are capitalized in accordance with FASB 13 with an original maturity of more than one year or with no stated maturity.	2048	1		
29.	Other noncurrent liabilities — Noncurrent items other than those identifiable as long-term debt, such as deferred taxes and underlying minority interest in consolidated subsidiaries. (However, the equity of a direct minority ownership interest in this foreign affiliate is not to be separated from the normal equity accounts.) Debit balances in these accounts should be included in item 25. Exclude long-term intercompany debt (include in item 28).	2049	1		1
20		No. 12 et al.	1		!
111111111	TOTAL LIABILITIES — Sum of items 27, 28, and 29 ————— WNERS' EQUITY	2050	1		1
	TOTAL OWNERS' EQUITY (INCORPORATED OR UNINCORPORATED FOREIGN AFFILIATE) — Equals item 26 minus item 30	2055			
FORM	BF-11R(I F) (BFV 11/95)		A1		

Par	FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGN AFFILIATE — Continued			
	Section B — Income Statement of Foreign Affiliate — Include in proper income or expense category non-operating income and extraordinary items. For affiliates classified in ISI code 612, report interest income as sales or gross operating revenues (item 32) and interest expense as cost of goods sold or services rendered (item 37). Insurance companies classified in ISI code 631, 632, or 639, report gross investment income as sales or gross operating revenues (item 32).		Amount (1) Bil. Mil. Thous.	Dols.
100000	Sales or gross operating revenues, excluding sales taxes — Gross sales minus returns, allowances, and discounts, or gross operating revenues, both exclusive of sales or consumption taxes levied directly on the consumer, net value-added taxes, and excise taxes levied on manufacturers, wholesalers, and retailers.	2056	1	
33.	Income from equity investments — Income from equity investment included in item 23 or 24. For foreign affiliates owned 20 percent or more (including majority-owned foreign affiliates), report on the equity basis to include earnings during the reporting period; for those owned less than 20 percent, report dividends. Do not include interest income (include in item 32 or 35, as appropriate).	2057	1 25.	•
	Certain realized and unrealized gains (losses) — Include gains (losses) net of income tax effects resulting from: a. Sale, disposition, or revaluation of investment securities (dealers in securities, other finance companies, and insurance companies — See Instruction Booklet, Part V.B.3.d. and VI.A.); b. Sale, disposition, or revaluation of land, other property, plant and equipment, or other assets; c. Remeasurement of the foreign affiliate's foreign currency-denominated assets and liabilities due to changes in foreign exchange rates during the period and transaction gains (losses) taken to income in accordance with FASB 52; d. Extraordinary items (except those resulting from legal judgments and accidental damage to fixed assets); and e. Unusual or infrequently occurring items.	2059	pondell	
35.	Other income — Non-operating and other income not included above.	2060	1	
	TOTAL INCOME Sum of items 32 through 35		1 1	
	OST AND EXPENSES	2061		
11.50	Cost of goods sold or services rendered and selling, general, and administrative expenses — Operating expenses that relate to sales or gross operating revenues (item 32) and selling, general, and administrative expenses. Include production royalty payments to governments, their subdivisions and agencies, and to other persons. Include depletion charges representing the amortization of the actual cost of capital assets. Do not include tax or percentage depletion charges.	2062	1 1	
38.	Foreign income taxes Provision for foreign income taxes for the fiscal year. Do not include U.S. income taxes. Exclude production royalty payments.	2063	1 1	
39.	Other costs and expenses not included above, including underlying minority interest in profits that arise out of consolidation — The equity of a direct minority interest in this foreign affiliate's net income (loss) is not to be separated from the normal income accounts.	2064	1	
40.	TOTAL COSTS AND EXPENSES — Sum of items 37, 38, and 39	2065	1	
	ET INCOME		1 1	
• A	Net income (loss) — Item 36 minus item 40. DDENDA — SELECTED DATA FOR CURRENT PERIOD (DO NOT	2066		
	EPORT CUMULATIVE AMOUNTS.) Current period foreign currency translation adjustment — Increase (decrease) during the current year in the balance sheet's cumulative foreign currency translation adjustment account (FASB 52). Report debit amounts in parentheses ().	2040	1	
43.	Certain unrealized gains (losses) not included in the determination of net income — Enter net unrealized gains (losses) that are not included in the determination of net income that were taken directly to retained earnings for an incorporated affiliate, or to owners' equity for an unincorporated affiliate. Report amount net of income tax effects, if any, on the gains (losses). Do not include translation adjustments.	2071	1	
44.	Dividends or net income remitted to owners — Incorporated affiliate, enter amount of dividends declared out of current- and prior-period income on common and preferred stock, excluding stock and liquidating dividends. Unincorporated affiliate, enter amount of current- and prior-period net income remitted to owners.	2069		
45.	Current-period depreciation and depletion — Current-period charges against property, plant, and equipment included in item 21.	2076	1	
46.	Research and development (R&D) expenditures — Include all costs incurred in performing R&D, including depreciation, amortization, wages and salaries, taxes, materials and supplies, overhead of this affiliate whether or not allocated to others, and indirect costs. R&D performed BY the affiliate — All R&D performed by this foreign affiliate, whether for its own account or for others (including the U.S. Reporter or its other foreign affiliates). Exclude the cost of any R&D funded by the affiliate but performed by others, such as the affiliate's allocated share of R&D performed by the U.S.		1	
	Reporter (report such R&D on Form BE-11A, item 35).	2078	ļ.	
Rem	arks			
BE/ USI	2 2074 1 2 2 3 4 E ONLY		5	

SUMMARY OF INDUSTRY CLASSIFICATIONS

AGRICULTURE, FORESTRY, AND FISHING

010 Agricultural production – crops 020 Agricultural production – livestock and animal specialties

070 Agricultural services

080

Forestry Fishing, hunting, and trapping

MINING

101 Iron ores

Copper, lead, zinc, gold, and silver ores 102

107 Other metallic ores 108 Metal mining services

120 Coal

124 Coal mining services

Crude petroleum extraction (no refining) and natural gas Oil and gas field services 133

138

Nonmetallic minerals, except fuels Nonmetallic minerals services, except 140

148

CONSTRUCTION

150 Construction

MANUFACTURING

201 202 Meat products

203

Dairy products Preserved fruits and vegetables

204 Grain mill products 205 Bakery products

208 Beverages

209 Other food and kindred products

210

Tobacco products
Textile mill products
Apparel and other textile products 220 230

240

Lumber and wood products Furniture and fixtures 250

262 Pulp, paper, and board mills Other paper and allied products 265

271 Newspapers

272

275

Miscellaneous publishing Commercial printing and services Industrial chemicals and synthetics 281

Drugs 283

Soap, cleaners, and toilet goods Agricultural chemicals 284 287

289

Chemical products, n.e.c. Integrated petroleum refining and 291 extraction

Petroleum refining without extraction 292

Petroleum and coal products, n.e.c. Rubber products 299 305

308

Miscellaneous plastics products 310 Leather and leather products

321

Glass products
Stone, clay, concrete, gypsum, and
other nonmetalic mineral products
Primary metal industries, ferrous
Primary metal industries, nonferrous 331

335

341 Metal cans, forgings, and stampings

MANUFACTURING - Continued

Cutlery, hardware, and screw products Heating equipment, plumbing fixtures, and structural metal products 342 343

Metal services; ordnance; and fabricated 517 metal products, n.e.c. 519 Engines and turbines 349

352

Farm and garden machinery
Construction, mining, and materials
handling machinery 353

Metalworking machinery Special industry machinery General industrial machinery 354 355

356 357

Computer and office equipment Refrigeration and service industry machinery 358

359 Industrial and commercial machinery

363

n.e.c.
Household appliances
Household audio and video, and 366

communications equipment
367 Electronic components and accessories
369 Electrical machinery, n.e.c.
371 Motor vehicles and equipment
379 Other transportation equipment
381 Measuring, scientific, and optical

instruments Medical instruments and supplies and 384

ophthalmic goods Photographic equipment and supplies Miscellaneous manufacturing industries 386

390

TRANSPORTATION, COMMUNICATION, AND PUBLIC UTILITIES

401 Railroads

441 Petroleum tanker operations

449 Other water transportation

450

Transportation by air Pipelines, petroleum and natural gas 461

Pipelines, except petroleum and natural gas Petroleum storage for hire 462

Passenger transportation arrangement

Transportation, n.e.c., warehousing, terminal facilities, and related 477

Telephone and telegraph communications 481

483 Other communications services

490 Electric, gas, and sanitary services

WHOLESALE TRADE

501 Motor vehicles and equipment

503 Lumber and construction materials Professional and commercial equipment 504

and supplies

505 Metals and minerals, except petroleum 506

Electrical goods Hardware, and plumbing and heating 507 equipment and supplies

Machinery, equipment, and supplies Durable goods, n.e.c. 508

509

Paper and paper products

512 Drugs, proprietaries, and sundries

WHOLESALE TRADE - Continued

Apparel, piece goods, and notions Groceries and related products 513 514

515 Farm-product raw materials

Petroleum and petroleum products 519

Nondurable goods, n.e.c.

RETAIL TRADE

530 General merchandise stores

540 Food stores

554 Gasoline service stations 560 Apparel and accessory stores

Eating and drinking places Retail trade, n.e.c. 580

FINANCE, INSURANCE, AND REAL ESTATE

600 Banks

603 Savings institutions and credit unions Other finance

612 631 Life insurance

632 Accident and health insurance

639 Other insurance

Real estate 650

Holding companies, except bank

holding companies Franchising, business — selling or 679 licensing

SERVICES

700 Hotels and other lodging places

731 734

Advertising Services to buildings Equipment rental and leasing, except 735

automobiles and computers 736

Personnel supply services
Computer processing and data
preparation services 741

742

Information retrieval services Computer related services, n.e.c. 743

749 Other business services

751 Automotive rental and leasing, without drivers 752

Automotive parking, repair, and other services

Miscellaneous repair services
Motion pictures, including television tape
and film

Amusement and recreation services

800

Health services

810 Legal services Educational services

Engineering, architectural, and surveying services

Accounting, auditing, and bookkeeping 872 services

873 Research, development, and testing

services Management and public relations

services 890 Other services provided on a commercial basis

NONBUSINESS ENTITIES

Government entities

905 Nonbusiness entities, except government

Section C — Composition of External Finances CLOSE FY 1995	TOTAL Equals sum of columns (2) through (5)	With U.S. Reporter(s) of this affiliate	With other U.S. persons	With persons in this affiliate's country of location	With other foreign persons	
	(1)	(2)	(3)	(4)		
47. Current liabilities and long-term debt	Bil. Mil. Thous. Dols	. Bil. Mil. Thous. Dols	Bil. Mil. Thous. Dols.	Bil. Mil. Thous. Dols.	Bil. Mil. Thous. De	
Calumn /11 aguala	\$	\$	\$	\$ 13/10	\$	
48. Current and noncurrent receivables and financial investments — Column (1) equals those accounts included in items 20 and 25 that are trade accounts and trade notes receivable and other receivables, net of allowances for doubtful items, marketable securities, stocks, bonds, and other investments	1 cal sur	vey form	s no longs s no longs purposes purposes prins are on-for-sur	only.	ndents	
NCORPORATED AFFILIATES 49. Capital stock and additional paid-in capital — Column (1) equals that part of item 31 that is capital stock and additional paid-in capital 5153	is for liver of the let	it survey informati	3	4	5	
JNINCORPORATED AFFILIATES 50. Total owners' equity — Column 171 equals item 31 5154	1	2 1 1 1 1 1 1 1 1 1	3	4	5	
0104		The state of the s	19.000		50000	

Section D — Distribution of Sales or Gross Operating Revenues

This section requires that the foreign affiliate's gross operating revenues be distributed among three categories — investment income, sales of goods, and sales of services. For purposes of this distribution, "goods" are economic outputs that are tangible, and "services" are outputs that are intangible. As a general rule, sales of goods may be identified as those sales associated with industries coded in the 000, 100, 200, 300, and 500 series, except 070, 108, 124, 138, or 148, and sales of services may be identified as those sales associated with industries coded in the 400, 600, 700, or 800 series, or in codes 070, 108, 124, 138, or 148. Thus, except as noted below, the disaggregation of sales by industry in this section should be consistent with the disaggregation used in items 12 through 17 (Sales of foreign affiliate by industry).

One exception to this rule is where goods may be among the products of services industries or services may be among the products of goods industries. For example, sales of mass-produced prepackaged computer software are sales of goods, and should be reported as such, whether they are by a software producer (coded in a services industry, 743, "computer

related services, n.e.c.") or by a retail trade concern (coded in a goods industry, 530, "general merchandise stores"). Also, sales of structures are sales of goods, whether they are by a real estate firm (coded in a services industry, 650) or by a firm in the construction industry (coded in a goods industry, 150). For an explanation of each code — See the Guide to Industry and Foreign Trade Classifications for International Surveys.

Another exception is that companies, such as finance and insurance companies, that include investment income (e.g., interest and dividends) in gross operating revenues should include such income in item 52 (investment income) rather than in item 54 (sales of services). See the Instruction Booklet, Part V.A., for instructions on determining the location of the transactor (source) for investment income.

When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services are not separately billed), classify as a good or service based on whichever accounts for a majority of the value. If actual figures are not available, give best estimates.

51. Sales or gross operating		TOTAL		Local sales		Sales to U.S.		Sales to other countries		
revenues, excluding sales taxes, total— a. Column (1) equals item 32.		Column (1) equals the sum of columns (2) through (7)			To other foreign affiliates of the U.S. Reporter(s)	To unaffiliated customers	To U.S. Reporter(s)	To unaffiliated customers	To other foreign affiliates of the U.S. Reporter(s)	To unaffiliated customers
b. For each column, item 51 equals sum of items 52 through 54 5167		Bil. Mil.	Mil. Thou	Thous. Dols.	(2)	(3)	(4)	(5)	(6)	(7)
	167	1		 	2,	3	4	5	6	7
• By type 52. Investment income 5	168	1			2	3	4	5	6	7
53. Sales of goods	169	1			2	3	4	5	6	7
54. Sales of services 5	170	1		1	2	3	4	5	6	7

FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGN AFFILIATE — Continued Section E — U.S. Merchandise Trade of Foreign Affiliate – Goods Only, Do NOT Include Services **IMPORTANT NOTES** This section requires the reporting of data on U.S. merchandise trade of the foreign affiliate in FY 1995. The data should be on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped, in order for them to be on the same basis as official U.S. trade statistics to which they will be compared. A U.S. import or U.S. export should **not** be recorded here if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even though they may have been charged to the foreign affiliate by or charged by the foreign were temporarily outside the United States transporting people or were temporarily outside the United States transporting people or merchandise. Consigned goods must be included in the trade figures when shipped or received, even though not normally recorded as sales or purchases or entered into intercompany accounts when initially consigned. The data should include goods only; they should **exclude** services. Thus, U.S. merchandise exports and imports of the foreign affiliate to be shown here may not be the same as the foreign affiliate's sales to, or purchases from, U.S. persons because, among other reasons, sales and purchases may include services. been charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person. Exclude from exports and imports the value of any goods that are in-transit. In-transit goods are goods that are not processed or consumed by residents in the intermediate country(ies) through which they transit; the in-transit goods enter those countries only because those countries are along the shipping lines between the exporting and importing countries. In-transit imports are goods that are en route from one foreign country to another via the United States (such as from Canada to Mexico via the United States), and in-transit exports are goods en route from one part of the United States to another part via a foreign country (such as from Alaska to Washington State via Canada). However, foreign affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when, and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference between the two bases, the "shipped" basis must be used or adjustments must be made to the data on a "charged" basis to approximate a "shipped" basis, as discussed in the **Instruction Booklet**, Part VI.B. Data in this section cover all goods that physically left or entered the U.S. customs area in FY 1995, including capital goods but excluding the value of ships, planes, railroad rolling stock, and trucks that NOTE of it is determined that there is a material difference between the "charged" and "shipped" bases and the data have not been filed on the "shipped" basis, or the necessary adjustments have not been made to put "charged" basis data essentially on a "shipped" basis, then BEA will require that the 55. On what basis were the trade data in this section prepared? -Mark (X) one 5180 1 1 Shipped" basis "Charged" basis without adjustments, because there is no material difference between the "charged" and "shipped" bases. "Charged" basis, with adjustments to correct for material differences between the "charged" and "shipped" bases. data be refiled. differences between the plinform Amount (1) Value f.a.s. U.S. port **EXPORTS FROM THE U.S.** Bil. Mil. Thous. Dols 56. Merchandise shipped TO this foreign affiliate in FY 1995, total 518 Goods shipped to affiliate by U.S. Reporter(s) 4116 Goods shipped to affiliate by other U.S. persons 58. 4117 Value f.a.s. foreign port · IMPORTS INTO THE U.S. Mil. Thous. Dols 59. Merchandise shipped BY this foreign affiliate in FY 1995, total 519 Goods shipped by affiliate to the U.S. Reporter(s) 60. 4118 Goods shipped by affiliate to other U.S. persons 61. 4119 Section F — Other Financial and Operating Data of Foreign Affiliate Amount (1)Bil. Mil Thous Dols **Production royalty payments for natural resources** — Include **only** amounts paid or accrued for the year to foreign governments, their subdivisions and agencies. Include payments-in-kind at market value. 5134 63. Taxes (other than income and payroll taxes) and nontax payments (other than production royalty payments) — Report all such taxes and nontax payments whether or not included in revenues or expenses in the income statement. Include amounts paid or accrued for the year, net of refunds or credits, to foreign governments, their subdivisions and agencies for a. Sales, value added, consumption, and excise taxes collected by the affiliate on goods and services that the affiliate sold; b. Property taxes and other taxes on the value of assets or capital; c. Any remaining taxes (other than income or payroll taxes); and d. Import and export duties, license fees, fines, penalties and all other payments and accruals of nontax liabilities (other than production royalty payments). 5135 64. Expenditures for new and used property, plant, and equipment (PP&E) — Except for those affiliates that explore for or develop natural resources (see below), include capitalized gross expenditures to acquire, add to, or improve real PP&E, including transfers in. Do not include the cost of PP&E acquired through the acquisition of a majority interest in the capital stock of another business enterprise. Sales, other dispositions, depreciation, amortization, depletion, or reclassifications of fixed assets should not be netted against gross expenditures. Gross expenditures for foreign affiliates engaged in natural resource exploration and development should include the full amount of the exploration and development expenditures made during a given year whether capitalized or expensed. Gross expenditures for foreign affiliates engaged in insurance or financial services should include the full amount of expenditures for PP&E regardless of how these expenditures are classified in financial statements, e.g., include purchases of real estate for investment purposes. Reclassifications of expenditures made in prior years are not to be reported in the period they are reclassified; such expenditures are considered to be expenditures only in the year when initially expended. Employment — Employment is the number of full-time and part-time employees on the payroll at the end of the fiscal year, excluding home workers and independent sales personnel who are not employees. A count taken during, rather than at the end of, the fiscal year may be used provided it is a reasonable proxy for the end fiscal year number. If employment at the end of the fiscal year or the count taken at some other time during the fiscal year was unusually high or low because of temporary factors (e.g., a strike), the number of employees that reflects normal operations should be given. If the business enterprise's activity involves large seasonal variations, the average number of employees for the fiscal year should be given. Employee compensation — Expenditures made by an employer in connection with the employment of workers, including cash payments, payments-in-kind, and employer expenditures for employee benefit plans. Compensation data should be based on payroll records. They should relate to activities during the reporting period regardless of whether such activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods. Number of emplo Number of employees 65. Total employment — Report the total number of employees for the year. 5158 66. Total employee compensation — Report, for all employees, the sum of Amount Wages and salaries, i.e., employees' gross earnings (before payroll deductions), and all direct and in-kind payments by the employer to employees; and (1)Thous. Bil. Mil. Dols b. Employee benefit plans, i.e., employer expenditures for all employee benefit plans, including those required by statute, those resulting from collective bargaining contracts, and those that are voluntar Include deferred postemployment and post retirement expenses in accordance with FASB 106. 5162 \$ USE 5212 2 3 4 5 ONLY 5213 2 4 5 FORM BE-11B(LF) REV. 11/95 Page 5