

FORM **BE-11B(SF)** (Report for Majority-Owned Foreign Affiliate)  
(REV. 10/97)

U.S. DEPARTMENT OF COMMERCE  
BUREAU OF ECONOMIC ANALYSIS

**MANDATORY ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD 1997 (Short Form)**

**BEA USE ONLY** Control number →

**Part I IDENTIFICATION OF MAJORITY-OWNED FOREIGN AFFILIATE**  
If a BEA label has been provided for this affiliate, affix it here. Otherwise, complete items 1 and 2.

**1. Name of U.S. Reporter of affiliate** — Same as item 1, Form BE-11A

**2. Name of foreign affiliate being reported** — Use the same name on all reports filed subsequently for this affiliate with the Bureau of Economic Analysis, e.g., Form BE-577.

**REPORTING REQUIREMENTS** – Form BE-11B(SF) must be filed by the U.S. Reporter for each majority-owned nonbank foreign affiliate for which total assets; sales or gross operating revenues, excluding sales taxes; OR net income (loss) after provision for foreign income taxes was greater than \$20 million (positive or negative) but for which no one of these items was greater than \$50 million (positive or negative), at the end of, or for, the affiliate's fiscal year. Read **Instruction Booklet** before completing form; in particular, see Part I.

**DUE DATE** – A completed BE-11 report (consisting of Form BE-11A and Form(s) BE-11B(LF), BE-11B(SF), and/or BE-11C) is due May 29, 1998.

**ASSISTANCE** – Telephone (202) 606-5566 during office hours 8:00 a.m. to 4:30 p.m., eastern time.

**TRANSLATION OF FOREIGN CURRENCY FINANCIAL AND OPERATING DATA INTO U.S. DOLLARS** – The foreign affiliate's financial and operating data should be translated from its functional currency to U.S. dollars using U.S. generally accepted accounting principles (FASB 52). See **Instruction Booklet**, Part IV.B.

**GENERAL NOTES**

1. Currency amounts should be reported in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each line.

**EXAMPLE** – If amount is \$1,334,891.00, report as

Bil.	Mil.	Thous.	Dols.
	1	335	

2. If an item is between + or – \$500.00, enter "0."  
3. Use parentheses () to indicate negative numbers.

**3. Country of location** – Country in which foreign affiliate's physical assets are located or where its primary activity is carried out – *Mark (X) one*

1007 1 601  Australia 1 307  France 1 614  Japan 1 325  Switzerland 1  Other – *Specify*

1 202  Brazil 1 308  Germany 1 213  Mexico 1 327  United Kingdom

1 100  Canada 1 314  Italy 1 319  Netherlands

**4. Enter the ending date of this foreign affiliate's 1997 fiscal year**

Month	Day	Year
1		97

1008

**5. Did the foreign business enterprise become a foreign affiliate of the U.S. Reporter during the fiscal year?**

1009 1 1  Yes  
If "Yes," did the U.S. Reporter – *Mark (X) one*

2 1  Establish the foreign affiliate?  
2 2  Acquire a voting interest of 10 percent or more in an existing foreign company?

1 2  No

Enter date →

Month	Year
3	

**Ownership Interest in This Foreign Affiliate by U.S. Reporter Named in Item 1**  
Enter the U.S. Reporter's direct and indirect ownership interest based on voting stock if an incorporated foreign affiliate, or an equivalent interest if an unincorporated foreign affiliate. – Enter to the nearest tenth of one percent.

Percent of ownership at close of fiscal year 1997 (1)	
<b>6. Direct ownership interest</b>	1011 <input type="text"/> <input type="text"/> . <input type="text"/> %
<b>7. Indirect ownership interest held through U.S. Reporter's other foreign affiliates</b> – See <i>Instruction Booklet, Part I.B.1.c., on how to calculate indirect ownership interest.</i>	1018 <input type="text"/> <input type="text"/> . <input type="text"/> %
<b>8. Total ownership interest of U.S. Reporter</b> – <i>Sum of items 6 and 7</i>	1050 <input type="text"/> <input type="text"/> . <input type="text"/> %

**9. Identification of foreign affiliate parent(s)** – If there is an entry in item 7 – Enter below, the name(s) and percent(s) of ownership of each foreign affiliate of the U.S. Reporter named in item 1 holding a direct ownership interest in this foreign affiliate.

Foreign affiliate holding direct ownership interest in this foreign affiliate

Name and ID Number <i>Enter name from item 2 and ID Number from label of foreign affiliate parent's Form BE-11B(LF) or (SF) or BE-11C.</i>	BEA USE ONLY	Percent direct ownership in this foreign affiliate
	(1)	Close FY (2)
a. 1191	1	2 . %
b. 1192	1	2 . %
c. 1193	1	2 . %
d. 1194	1	2 . %
<b>TOTAL</b>	1019	2 . %

**10. Give name(s) and mailing address(es) of other U.S. person(s) having a direct and/or indirect ownership interest of 10 percent or more in this foreign affiliate.**

Name	Mailing address

**BEA USE ONLY** 1021 1 2 3 4 5

**Part I IDENTIFICATION OF MAJORITY-OWNED FOREIGN AFFILIATE — Continued**

**11. Major activity of foreign affiliate**

A list, and an explanation of, the International Surveys Industry (ISI) codes used below are given in the **Guide to Industry and Foreign Trade Classifications for International Surveys**. For an inactive foreign affiliate, indicate the activity pertinent to the last active period; for "start-ups," indicate the intended activity.

Mark (X) one:

- 1025  **1**  **Production** — The foreign affiliate is primarily engaged in manufacturing, fabricating, assembling, processing, growing, or mining or extracting (including exploring for or developing) a product. These activities are coded in the 000, 100, 200, or 300 series, except 070, 108, 124, 138, and 148 of the list of ISI codes.
- 2**  **Sales** — The foreign affiliate is primarily engaged in selling (at wholesale or retail) products which it does not produce. These activities are coded in the 500 series of the list of ISI codes.
- 3**  **Services** — The foreign affiliate is primarily engaged in providing a service such as public utilities, transportation, lodging, consulting, accounting, engineering, holding companies, etc. These activities are coded in the 400, 600, 700, or 800 series, or in 070, 108, 124, 138, or 148, of the list of ISI codes.

**Sales of foreign affiliate by industry**

Enter the 3-digit ISI code(s) and the amount of sales (as reported in item 27) associated with each code. If you use fewer than four codes, you must account for total sales. For inactive affiliates, show the industry classification(s) pertinent to the last active period; for "start-ups" with no sales, show the intended activity(ies).

Holding companies should show total income. To be considered a holding company, a company's equity in the net income of affiliates that it holds must constitute a majority of its total income and, in general, it must have a sizable portion (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 foreign affiliate being reported generates, or is expected to generate, more than 50% of total income from other activities.

	ISI code (1)	Sales (2)			
		Bil.	Mil.	Thous.	Dols.
12. Enter code with largest sales	1028	2			
13. Enter code with 2nd largest sales	1029	2			
14. Enter code with 3rd largest sales	1030	2			
15. Enter code with 4th largest sales	1031	2			
16. Sales not accounted for above	1033	2			
17. <b>TOTAL SALES</b> — Sum of items 12 through 16	1034	2			
<b>BEA USE ONLY</b>	1035	1	2	3	4
					5

**Part II SELECTED FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGN AFFILIATE**

**Section A — Balance Sheet Items**

**NOTE** — Report equity investments in all foreign affiliates owned 20 percent or more (including majority-owned foreign affiliates) on an equity basis to include equity in undistributed earnings since acquisition; for those owned less than 20 percent, report at cost.

	Balance at close of fiscal year (1)				
		Bil.	Mil.	Thous.	Dols.
18. <b>Total assets</b>	2046				
19. <b>Of which: Property, plant, and equipment, net</b> — 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 LESS accumulated depreciation for those items. <i>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.)</i>	2034	1			
20. <b>Total liabilities</b>	2050				
21. <b>Total owners' equity</b> — Item 18 minus item 20	2055				

**Section B — Other Financial and Operating Data**

	Amount (1)				
		Bil.	Mil.	Thous.	Dols.
22. <b>Net income (loss)</b> — Net income for the year, after provision for foreign income taxes, but before dividends on common and preferred stock. Include income from equity investments and realized and unrealized gains (losses) (net of income tax effects) included in the determination of net income.	2066	1			
23. <b>Total employment</b> — The total 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.	5158	Number of employees			
24. <b>Total employee compensation</b> — Include wages and salaries, i.e., employees' gross earnings (before payroll deductions), all direct and in-kind payments by the employer to employees and employer expenditures for all employee benefit plans, including those required by statute, those resulting from collective bargaining contracts, and those that are voluntary. Include deferred postemployment and post retirement expenses in accordance with FASB 106. 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.	5162	1			
25. <b>Expenditures for property, plant, and equipment (PP&amp;E)</b> — 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 <b>natural resource exploration and development</b> 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 <b>insurance or financial services</b> 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 <b>not</b> to be reported in the period they are reclassified; such expenditures are considered to be expenditures only in the year when initially expended.	4115	1			
<b>Research and development (R&amp;D) expenditures</b> — 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.					
26. <b>R&amp;D performed BY the affiliate</b> — 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. Reporter (report such R&D on Form BE-11A, item 35).	2078	1			

<b>BEA USE ONLY</b>	2074	1	2	3	4	5
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Section C — Distribution of Sales or Gross Operating Revenues

	TOTAL Column (1) equals the sum of columns (2) through (7)				Local sales		Sales to U.S.		Sales to other countries	
					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
	(1)	(2)	(3)	(4)	(5)	(6)	(7)			
	Bil.	Mil.	Thous.	Dols.						
27. Sales or gross operating revenues excluding sales taxes	1				2	3	4	5	6	7
	5167									

Section D — 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 1997. 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 1997, 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 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.

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).

						Amount (1)			
						Value f.a.s. U.S. port			
						Bil.	Mil.	Thous.	Dols.
<b>• U.S. MERCHANDISE EXPORTS TO AFFILIATE IN FY 1997</b>									
28. Goods shipped to affiliate by U.S. Reporter(s)						4116			
29. Goods shipped to affiliate by other U.S. persons						4117			
<b>• U.S. MERCHANDISE IMPORTS FROM AFFILIATE IN FY 1997</b>									
						Value f.a.s. foreign port			
						Bil.	Mil.	Thous.	Dols.
30. Goods shipped by affiliate to the U.S. Reporter(s)						4118			
31. Goods shipped by affiliate to other U.S. persons						4119			
BEA USE ONLY	5211	1		2		3		4	5
	5212	1		2		3		4	5
	5213	1		2		3		4	5

Remarks

**SUMMARY OF INDUSTRY CLASSIFICATIONS**

**AGRICULTURE, FORESTRY, AND FISHING**

- 010 Agricultural production – crops
- 020 Agricultural production – livestock and animal specialties
- 070 Agricultural services
- 080 Forestry
- 090 Fishing, hunting, and trapping

**MINING**

- 101 Iron ores
- 102 Copper, lead, zinc, gold, and silver ores
- 107 Other metallic ores
- 108 Metal mining services
- 120 Coal
- 124 Coal mining services
- 133 Crude petroleum extraction (no refining) and natural gas
- 138 Oil and gas field services
- 140 Nonmetallic minerals, except fuels
- 148 Nonmetallic minerals services, except fuels

**CONSTRUCTION**

- 150 Construction

**MANUFACTURING**

- 201 Meat products
- 202 Dairy products
- 203 Preserved fruits and vegetables
- 204 Grain mill products
- 205 Bakery products
- 208 Beverages
- 209 Other food and kindred products
- 210 Tobacco products
- 220 Textile mill products
- 230 Apparel and other textile products
- 240 Lumber and wood products
- 250 Furniture and fixtures
- 262 Pulp, paper, and board mills
- 265 Other paper and allied products
- 271 Newspapers
- 272 Miscellaneous publishing
- 275 Commercial printing and services
- 281 Industrial chemicals and synthetics
- 283 Drugs
- 284 Soap, cleaners, and toilet goods
- 287 Agricultural chemicals
- 289 Chemical products, n.e.c.
- 291 Integrated petroleum refining and extraction
- 292 Petroleum refining without extraction
- 299 Petroleum and coal products, n.e.c.
- 305 Rubber products
- 308 Miscellaneous plastics products
- 310 Leather and leather products
- 321 Glass products
- 329 Stone, clay, concrete, gypsum, and other nonmetallic mineral products
- 331 Primary metal industries, ferrous
- 335 Primary metal industries, nonferrous
- 341 Metal cans, forgings, and stampings

**MANUFACTURING – Continued**

- 342 Cutlery, hardware, and screw products
- 343 Heating equipment, plumbing fixtures, and structural metal products
- 349 Metal services; ordnance; and fabricated metal products, n.e.c.
- 351 Engines and turbines
- 352 Farm and garden machinery
- 353 Construction, mining, and materials handling machinery
- 354 Metalworking machinery
- 355 Special industry machinery
- 356 General industrial machinery
- 357 Computer and office equipment
- 358 Refrigeration and service industry machinery
- 359 Industrial and commercial machinery, n.e.c.
- 363 Household appliances
- 366 Household audio and video, and 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
- 384 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
- 450 Transportation by air
- 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
- 481 Telephone and telegraph communications
- 483 Other communications services
- 490 Electric, gas, and sanitary services

**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
- 508 Machinery, equipment, and supplies
- 509 Durable goods, n.e.c.
- 511 Paper and paper products
- 512 Drugs, proprietaries, and sundries

**WHOLESALE TRADE – Continued**

- 513 Apparel, piece goods, and notions
- 514 Groceries and related products
- 515 Farm-product raw materials
- 517 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
- 580 Eating and drinking places
- 590 Retail trade, n.e.c.

**FINANCE, INSURANCE, AND REAL ESTATE**

- 600 Banks
- 603 Savings institutions and credit unions
- 612 Other finance
- 631 Life insurance
- 632 Accident and health insurance
- 639 Other insurance
- 650 Real estate
- 671 Holding companies, except bank holding companies
- 679 Franchising, business — selling or licensing

**SERVICES**

- 700 Hotels and other lodging places
- 731 Advertising
- 734 Services to buildings
- 735 Equipment rental and leasing, except automobiles and computers
- 736 Personnel supply services
- 741 Computer processing and data preparation services
- 742 Information retrieval services
- 743 Computer related services, n.e.c.
- 749 Other business services
- 751 Automotive rental and leasing, without drivers
- 752 Automotive parking, repair, and other services
- 760 Miscellaneous repair services
- 780 Motion pictures, including television tape and film
- 790 Amusement and recreation services
- 800 Health services
- 810 Legal services
- 820 Educational services
- 871 Engineering, architectural, and surveying services
- 872 Accounting, auditing, and bookkeeping services
- 873 Research, development, and testing services
- 874 Management and public relations services
- 890 Other services provided on a commercial basis

**NONBUSINESS ENTITIES**

- 900 Government entities
- 905 Nonbusiness entities, except government

Remarks

**SUMMARY OF INDUSTRY CLASSIFICATIONS**

**AGRICULTURE, FORESTRY, AND FISHING**

- 010 Agricultural production – crops
- 020 Agricultural production – livestock and animal specialties
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- 509 Durable goods, n.e.c.
- 511 Paper and paper products
- 512 Drugs, proprietaries, and sundries

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- 734 Services to buildings
- 735 Equipment rental and leasing, except automobiles and computers
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- 741 Computer processing and data preparation services
- 742 Information retrieval services
- 743 Computer related services, n.e.c.
- 749 Other business services
- 751 Automotive rental and leasing, without drivers
- 752 Automotive parking, repair, and other services
- 760 Miscellaneous repair services
- 780 Motion pictures, including television tape and film
- 790 Amusement and recreation services
- 800 Health services
- 810 Legal services
- 820 Educational services
- 871 Engineering, architectural, and surveying services
- 872 Accounting, auditing, and bookkeeping services
- 873 Research, development, and testing services
- 874 Management and public relations services
- 890 Other services provided on a commercial basis

**NONBUSINESS ENTITIES**

- 900 Government entities
- 905 Nonbusiness entities, except government

Remarks

**Part II 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.

**• INCOME**

**32. 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.

1			
2056			

**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).

1			
2057			

**34. 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.1.*);
- 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.

1			
2059			

**35. Other income** — Non-operating and other income not included above.

1			
2060			

**36. TOTAL INCOME** — Sum of items 32 through 35 —————→

1			
2061			

**• COST AND EXPENSES**

**37. 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.

1			
2062			

**38. Foreign income taxes** — Provision for foreign income taxes for the fiscal year. Do not include U.S. income taxes. Exclude production royalty payments.

1			
2063			

**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.

1			
2064			

**40. TOTAL COSTS AND EXPENSES** — Sum of items 37, 38, and 39 —————→

1			
2065			

**• NET INCOME**

**41. Net income (loss)** — Item 36 minus item 40. —————→

1			
2066			

**• ADDENDA — SELECTED DATA FOR CURRENT PERIOD (DO NOT REPORT CUMULATIVE AMOUNTS.)**

**42. 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 ( ).

1			
2040			

**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.

1			
2071			

**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.

1			
2069			

**45. Current-period depreciation and depletion** — Current-period charges against property, plant, and equipment included in item 21.

1			
2076			

**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.

**46. 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. Reporter (report such R&D on Form BE-11A, item 35).

1			
2078			

Remarks

BEA USE ONLY	2074	1	2	3	4	5
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Section C — Composition of External Finances	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)		(5)	
	Bil. Mil. Thous.	Dols.	Bil. Mil. Thous.	Dols.	Bil. Mil. Thous.	Dols.	Bil. Mil. Thous.	Dols.	Bil. Mil. Thous.	Dols.
<b>47. Current liabilities and long-term debt</b> Column (1) equals the sum of items 27 and 28	1	2	3	4	5					
5151	\$	\$	\$	\$	\$					
<b>48. Current and noncurrent receivables and financial investments</b> — 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	2	3	4	5					
5152										
<b>INCORPORATED AFFILIATES</b>										
<b>49. Capital stock and additional paid-in capital</b> — Column (1) equals that part of item 31 that is capital stock and additional paid-in capital	1	2	3	4	5					
5153										
<b>UNINCORPORATED AFFILIATES</b>										
<b>50. Total owners' equity</b> — Column (1) equals item 31	1	2	3	4	5					
5154										
<b>BEA USE ONLY</b>	1	2	3	4	5					
5155										

**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 revenues, excluding sales taxes, total — a. Column (1) equals item 32. b. For each column, item 51 equals sum of items 52 through 54	TOTAL Column (1) equals the sum of columns (2) through (7)		Local sales		Sales to U.S.		Sales to other countries	
	(1)		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
	Bil. Mil. Thous.	Dols.	(2)	(3)	(4)	(5)	(6)	(7)
1	2	3	4	5	6	7		
5167								
<b>• By type</b>	1	2	3	4	5	6	7	
<b>52. Investment income</b>	1	2	3	4	5	6	7	
5168								
<b>53. Sales of goods</b>	1	2	3	4	5	6	7	
5169								
<b>54. Sales of services</b>	1	2	3	4	5	6	7	
5170								

Remarks

**Part II 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 1997. 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 1997, 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 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.

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).

**55. On what basis were the trade data in this section prepared? — Mark (X) one**

- 5180  1 "Shipped" basis  
 2 "Charged" basis without adjustments, because there is no material difference between the "charged" and "shipped" bases.  
 3 "Charged" basis, with adjustments to correct for material differences between the "charged" and "shipped" bases.

**NOTE** — If 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 data be refiled.

•EXPORTS FROM THE U.S. —	Amount (1)			
	Value f.a.s. U.S. port			
	Bil.	Mil.	Thous.	Dols.
<b>56. Merchandise shipped TO this foreign affiliate in FY 1997, total</b> →	5181	1		
<b>57. Goods shipped to affiliate by U.S. Reporter(s)</b>	4116	1		
<b>58. Goods shipped to affiliate by other U.S. persons</b>	4117	1		
• IMPORTS INTO THE U.S. —	Value f.a.s. foreign port			
Bil.	Mil.	Thous.	Dols.	
<b>59. Merchandise shipped BY this foreign affiliate in FY 1997, total</b> →	5198	1		
<b>60. Goods shipped by affiliate to the U.S. Reporter(s)</b>	4118	1		
<b>61. Goods shipped by affiliate to other U.S. persons</b>	4119	1		

**Section F — Other Financial and Operating Data of Foreign Affiliate**

	Amount (1)			
	Bil.	Mil.	Thous.	Dols.
<b>62. Production royalty payments for natural resources</b> — Include <b>only</b> amounts paid or accrued for the year to foreign governments, their subdivisions and agencies. Include payments-in-kind at market value.	5134	1		
<b>63. Taxes (other than income and payroll taxes) and nontax payments (other than production royalty payments)</b> — 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 — <b>a.</b> Sales, value added, consumption, and excise taxes collected by the affiliate on goods and services that the affiliate sold; <b>b.</b> Property taxes and other taxes on the value of assets or capital; <b>c.</b> Any remaining taxes (other than income or payroll taxes); and <b>d.</b> Import and export duties, license fees, fines, penalties and all other payments and accruals of nontax liabilities (other than production royalty payments).	5135	1		
<b>64. Expenditures for new and used property, plant, and equipment (PP&amp;E)</b> — 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 <b>natural resource exploration and development</b> 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 <b>insurance or financial services</b> 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 <b>not</b> to be reported in the period they are reclassified; such expenditures are considered to be expenditures only in the year when initially expended.	4115	1		

**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 employees			
	1	2	3	4
<b>65. Total employment</b> — Report the total number of employees for the year.	5158			
	Amount (1)			
	Bil.	Mil.	Thous.	Dols.
<b>66. Total employee compensation</b> — Report, for all employees, the sum of <b>a.</b> Wages and salaries, i.e., employees' gross earnings (before payroll deductions), and all direct and in-kind payments by the employer to employees; and <b>b.</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 voluntary. Include deferred postemployment and post retirement expenses in accordance with FASB 106.	5162	\$		

BEA USE ONLY					
	5211	5212	5213	5214	5215
	1	2	3	4	5
	1	2	3	4	5
	1	2	3	4	5
	1	2	3	4	5



**Part I IDENTIFICATION OF MAJORITY-OWNED FOREIGN AFFILIATE — Continued**

**11. Major activity of foreign affiliate**

A list, and an explanation of, the International Surveys Industry (ISI) codes used below are given in the **Guide to Industry and Foreign Trade Classifications for International Surveys**. For an inactive foreign affiliate, indicate the activity pertinent to the last active period; for "start-ups," indicate the intended activity.

Mark (X) one:

- 1025  **1**  **Production** — The foreign affiliate is primarily engaged in manufacturing, fabricating, assembling, processing, growing, or mining or extracting (including exploring for or developing) a product. These activities are coded in the 000, 100, 200, or 300 series, except 070, 108, 124, 138, and 148 of the list of ISI codes.
- 2**  **Sales** — The foreign affiliate is primarily engaged in selling (at wholesale or retail) products which it does not produce. These activities are coded in the 500 series of the list of ISI codes.
- 3**  **Services** — The foreign affiliate is primarily engaged in providing a service such as public utilities, transportation, lodging, consulting, accounting, engineering, holding companies, etc. These activities are coded in the 400, 600, 700, or 800 series, or in 070, 108, 124, 138, or 148, of the list of ISI codes.

**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 use fewer than five codes, you must account for total sales. For inactive affiliates, show the industry classification(s) pertinent to the last 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 equity in the net income of affiliates that it holds must constitute a majority of its total income and, in general, it must have a sizable portion (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 foreign affiliate being reported generates, or is expected to generate, more than 50% of total income from other activities.

	ISI code (1)	Sales (2)			
		Bil.	Mil.	Thous.	Dols.
12. Enter code with largest sales	1028	2			
13. Enter code with 2nd largest sales	1029	2			
14. Enter code with 3rd largest sales	1030	2			
15. Enter code with 4th largest sales	1031	2			
16. Enter code with 5th largest sales	1032	2			
17. Sales not accounted for above	1033	2			
18. <b>TOTAL SALES</b> — Sum of items 12 through 17	1034	2			
<b>BEA USE ONLY</b>	1035	1	2	3	4
					5

**Part II FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGN AFFILIATE**  
Insurance affiliates, see Instruction Booklet, Part V.B.

**Section A — Balance Sheet of Foreign Affiliate**

All asset and liability items should be disaggregated in the detail shown; in particular, accounts receivable and payable between the U.S. Reporter and its foreign affiliate should be shown in the proper asset and liability accounts of the foreign affiliate rather than included as a net amount.

**• ASSETS**

**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).

**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.

**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.)*

**22. Accumulated depreciation and depletion**

**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 include equity in undistributed earnings since acquisition; for those owned less than 20 percent, report at cost.

**23.** That portion of investment in other foreign affiliates that is reported using the equity method

**24.** That portion of investment in other foreign affiliates that is reported using cost method

**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*

**26. TOTAL ASSETS** — Sum of items 19 through 21 and 23 through 25 minus item 22

**• LIABILITIES**

**27. Trade accounts and trade notes payable, current**

**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.

**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).*

**30. TOTAL LIABILITIES** — Sum of items 27, 28, and 29

**• OWNERS' EQUITY**

**31. TOTAL OWNERS' EQUITY (INCORPORATED OR UNINCORPORATED FOREIGN AFFILIATE)** — Equals item 26 minus item 30

	Balance at close of fiscal year (1)			
	Bil.	Mil.	Thous.	Dols.
19				
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				
31				

BE-11B(LF)

OMB No. 0608-0053: Approval Expires 09/30/98

FORM BE-11B(LF) (Report for Majority-Owned Foreign Affiliate) (REV. 10/97)

BEA USE ONLY

Control number

B

U.S. DEPARTMENT OF COMMERCE BUREAU OF ECONOMIC ANALYSIS

MANDATORY ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD 1997 (Long Form)

Part I IDENTIFICATION OF MAJORITY-OWNED FOREIGN AFFILIATE

If a BEA label has been provided for this affiliate, affix it here. Otherwise, complete items 1 and 2.

1. Name of U.S. Reporter of affiliate - Same as item 1, Form BE-11A

2. Name of foreign affiliate being reported - Use the same name on all reports filed subsequently for this affiliate with the Bureau of Economic Analysis, e.g., Form BE-577.

REPORTING REQUIREMENTS - Form BE-11B(LF) must be filed by the U.S. Reporter for each majority-owned nonbank foreign affiliate...

DUE DATE - A completed BE-11 report (consisting of Form BE-11A and Form(s) BE-11B(LF), BE-11B(SF), and/or BE-11C) is due May 29, 1998.

ASSISTANCE - Telephone (202) 606-5566 during office hours - 8:00 a.m. to 4:30 p.m., eastern time.

TRANSLATION OF FOREIGN CURRENCY FINANCIAL AND OPERATING DATA INTO U.S. DOLLARS - The foreign affiliate's financial and operating data should be translated from its functional currency to U.S. dollars using U.S. generally accepted accounting principles (FASB 52).

GENERAL NOTES

1. Currency amounts should be reported in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each line.

EXAMPLE - If amount is \$1,334,891.00, report as

Table with columns: Bil., Mil., Thous., Dols. Row 1: 1, 335

2. If an item is between + or - \$500.00, enter "0."

3. Use parentheses () to indicate negative numbers.

3. Country of location - Country in which foreign affiliate's physical assets are located or where its primary activity is carried out. Mark (X) one

Grid of checkboxes for countries: 1601 Australia, 1307 France, 1614 Japan, 1325 Switzerland, 1202 Brazil, 1308 Germany, 1213 Mexico, 1327 United Kingdom, 1100 Canada, 1314 Italy, 1319 Netherlands. Includes 'Other - Specify' field.

4. Enter the ending date of this foreign affiliate's 1997 fiscal year

Table for ending date: Month, Day, Year. Value: 1008, 1, 97

5. Did the foreign business enterprise become a foreign affiliate of the U.S. Reporter during the fiscal year?

1009 1 Yes. If "Yes," did the U.S. Reporter - Mark (X) one. 21 Establish the foreign affiliate? 22 Acquire a voting interest of 10 percent or more in an existing foreign company? 12 No. Includes date entry table.

Ownership Interest in This Foreign Affiliate by U.S. Reporter Named in Item 1. Enter the U.S. Reporter's direct and indirect ownership interest based on voting stock if an incorporated foreign affiliate, or an equivalent interest if an unincorporated foreign affiliate.

Percent of ownership at close of fiscal year 1997 (1)

Table for ownership interest: 6. Direct ownership interest (1011), 7. Indirect ownership interest held through U.S. Reporter's other foreign affiliates (1018), 8. Total ownership interest of U.S. Reporter - Sum of items 6 and 7 (1050).

9. Identification of foreign affiliate parent(s) - If there is an entry in item 7 - Enter below, the name(s) and percent(s) of ownership of each foreign affiliate of the U.S. Reporter named in item 1 holding a direct ownership interest in this foreign affiliate.

Foreign affiliate holding direct ownership interest in this foreign affiliate

Table for foreign affiliate parents with columns: Name and ID Number, BEA USE ONLY (1), Percent direct ownership in this foreign affiliate (Close FY (2)).

10. Give name(s) and mailing address(es) of other U.S. person(s) having a direct and/or indirect ownership interest of 10 percent or more in this foreign affiliate.

Table for other U.S. persons with columns: Name, Mailing address.

Summary table with columns: BEA USE ONLY, 1021, 1, 2, 3, 4, 5.