

FORM BE-11A (Report for Nonbank U.S. Reporter)
(REV. 12/01)

U.S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS

MANDATORY — CONFIDENTIAL

ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 2000

MAIL REPORTS TO:

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 M-100
1441 L Street, NW
Washington, DC 20005

1. Name and address of U.S. Reporter

IMPORTANT

Please review the *Instruction Booklet*, which contains definitions and reporting requirements, before completing this form. "Additional" **Instructions** specific to line items and "Special" **Instructions** for dealers in financial instruments and finance, insurance, and real estate companies are provided at the back of this form.

- **Who must report** — Form BE-11A must be filed by each nonbank U.S. person that has a foreign affiliate reportable in this survey. Data on Form BE-11A pertain to the fully consolidated U.S. **domestic** business enterprise. **DO NOT FULLY CONSOLIDATE OPERATIONS OF FOREIGN AFFILIATES ON FORM BE-11A.** Report data pertaining to the operations of foreign affiliates on Forms BE-11B(LF), BE-11B(SF), or BE-11C. See *Instruction Booklet*, Part I, for detailed reporting requirements.
- **U.S. Reporter's 2000 fiscal year** — The U.S. Reporter's financial reporting year that has an ending date in calendar year 2000. See *Instruction Booklet*, Part I.A.
- **Due date** — A completed BE-11 report is due May 31, 2001.

Bill.	Mil.	Thous.	Dols.
	1	335	

- **Currency amounts** — Report 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

If an item is between + or - \$500.00, enter "0." Use parenthesis () to indicate negative numbers.

- **Contact us for help** — Telephone: 202-606-5566; FAX: 202-606-5312 or -5317; E-mail: be10/11@bea.doc.gov.

Public reporting burden for this BE-11 report (comprising Form BE-11A and Form(s) BE-11B(LF), BE-11B(SF) and/or BE-11C) is estimated to vary from 4 to 3,000 hours per response, with an average of 69.4 hours per response. This burden includes time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, Washington, DC 20230; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0053, Washington, DC 20503.

MANDATORY

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

CONFIDENTIALITY

The Act provides that your report to this Bureau is CONFIDENTIAL and may be used only for analytical or statistical purposes. Without your prior written permission, the information filed in your report CANNOT be presented in a manner that allows it to be individually identified. Your report CANNOT be used for purposes of taxation, investigation, or regulation. Copies retained in your files are immune from legal process.

PENALTIES

Whoever fails to report shall 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 violations, upon conviction, may be punished by a like fine, imprisonment or both. (22 U.S.C. 3105)

Notwithstanding any other provision of the law, no person is required to respond to, nor shall any person be subject to a penalty for failure to comply with, a collection of information subject to the requirements of the Paperwork Reduction Act, unless that collection of information displays a currently valid OMB Control Number.

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT

Name

Address

Telephone

Area code

Number

Extension

FAX Number

E-mail address

CERTIFICATION — The undersigned official certifies that this report (consisting of Form BE-11A and Form(s) BE-11B(LF), BE-11B(SF), and/or BE-11C) has been prepared in accordance with the applicable instructions, is complete, and is substantially accurate except that, in accordance with Part IV.D. of the *Instruction Booklet*, estimates have been provided where data are not available from customary accounting records or precise data could not be obtained without undue burden.

Authorized official's signature

Date

Print or type name and title

Telephone

Area code

Number

Extension

FAX Number

Part I - IDENTIFICATION OF U.S. REPORTER
 See **Additional Instructions for Part I** on page 6 at the back of this form.

2. If the U.S. Reporter is a corporation, is the corporation owned to the extent of more than 50% of its voting stock by another U.S. business enterprise?

- 1003 ¹ Yes — Complete the "BE-11, CLAIM FOR NOT FILING." On the claim, mark (X) box number B.4 and enter the name and address of U.S. business enterprise with whose data your data will be consolidated in accordance with the definition of fully consolidated U.S. domestic business enterprise. (See **Instruction Booklet, Part I.B.1.b.**) Submit the claim to BEA and forward the remainder of the BE-11 survey packet to the U.S. business enterprise with whose data your data will be consolidated. If this cannot be done, please contact us for further instructions.
- ² No — Complete the remainder of this form.

3. Employer Identification Number(s) used by U.S. Reporter to file income and payroll taxes. Show additional numbers on a separate sheet if necessary.

1004

1																				
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2																				
---	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

4. The number of foreign affiliate reports (Form BE-11B(LF), BE-11B(SF), and BE-11C) that you are required to file.

- 1005 ¹ _____ Number of foreign affiliate BE-11B(LF) and BE-11B(SF) reports submitted.
- ² _____ Number of foreign affiliate BE-11C reports submitted.

5. The ending date of this U.S. Reporter's 2000 fiscal year.

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Month	Day	Year
¹		2000

6. Is the U.S. Reporter named in item 1 a U.S. affiliate of a foreign person and required to file a Form BE-15, Annual Survey of Foreign Direct Investment in the United States — 2000?

- 1010 ¹ Yes — Go to item 7.
- ² No — Skip items 7 and 8 and continue with item 9 (Major activity of fully consolidated domestic U.S. Reporter).

7. Does the U.S. Reporter named in item 1 file a BE-15(LF) long form?

- 1011 ¹ Yes — Complete **only** items 29 through 32 on the remainder of this BE-11A form. Complete BE-11B/C form(s), as required.
- ² No — Go to item 8.

8. Does the U.S. Reporter named in item 1 file a BE-15(SF) short form?

- 1012 ¹ Yes — Do not complete the remainder of this BE-11A form. Complete BE-11B/C form(s), as required.
- ² No — Continue with item 9 (Major activity of fully consolidated domestic U.S. Reporter).

9. Major activity of fully consolidated domestic U.S. Reporter — Mark (X) one.

A list, and 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 U.S. Reporter, base the activity on its last active period.

- 1013 ¹ **Production of goods** — The U.S. Reporter is primarily engaged in construction, mining or extracting (including exploration and development), manufacturing, fabricating, assembling, processing, or growing a good. These activities are coded in 1110 through 1140, 2111 through 2127, 2330 through 2350, and 3111 through 3399 of the list of ISI codes.
- ² **Sales of goods** — The U.S. Reporter is primarily engaged in selling (at wholesale or retail) goods that it does not produce. These activities are coded in 4211 through 4540 of the list of ISI codes.
- ³ **Services** — The U.S. Reporter is primarily engaged in providing a service such as utilities, transportation and warehousing; information (including newspaper, periodical, book, and database publishers, and software publishers), finance and insurance; professional, scientific, and technical services; holding companies; administrative and support, waste management and remediation; accommodations and food services (including restaurants, and eating places), etc. These activities are coded in 1150, 2132, 2133, 2211 through 2213, and 4810 through 8130 of the list of ISI codes.

10. What is the MAJOR product or service involved in this activity? If a product, briefly state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, packaged, transported, etc. (For example, "Manufacture widgets to sell at wholesale.") — Please print.

1014

Remarks

Part I - IDENTIFICATION OF U.S. REPORTER - Continued

Sales or gross operating revenues of fully consolidated domestic U.S. Reporter, by industry of sales or gross operating revenues. Enter in columns (1) and (2) respectively, the 4-digit ISI code(s) and the amount of sales or gross operating revenues associated with each code. For an inactive U.S. Reporter, enter an ISI code based on its last active period. See the Guide to Industry and Foreign Trade Classification for International Surveys for a full explanation of each code. (Holding companies (ISI code 5512) should use total income.)	ISI code		Sales or gross operating revenues			
	(1)	(2)	Bil.	Mil.	Thous.	Dols.
11. Largest sales or gross operating revenues	1015		\$			
12. 2nd largest sales or gross operating revenues	1016					
13. 3rd largest sales or gross operating revenues	1017					
14. 4th largest sales or gross operating revenues	1018					
15. 5th largest sales or gross operating revenues	1019					
16. 6th largest sales or gross operating revenues	1020					
17. 7th largest sales or gross operating revenues	1021					
18. 8th largest sales or gross operating revenues	1022					
19. 9th largest sales or gross operating revenues	1023					
20. 10th largest sales or gross operating revenues	1024					
21. Sales or gross operating revenues not accounted for above	1026					
22. TOTAL SALES OF GROSS OPERATING REVENUES - <i>Sum of items 11 through 21. Must equal item 29.</i>	1027					
BEA USE ONLY	1029	1	2	3	4	5
	1129	1	2	3	4	5

This historical survey form is no longer valid and is for information purposes only. Current survey forms are at www.bea.gov/help/information-for-survey-respondents.

23. Are (1) total assets, (2) sales or gross operating revenues, excluding sales taxes and (3) net income (loss), all less than or equal to \$100 million at the end of, or for, the U.S. Reporter's 2000 fiscal year?

1028 1 Yes - Complete Part II and Part IV on the remainder of this Form BE-11A.
 2 No - Complete Part III and Part IV on the remainder of this Form BE-11A.

Part II - SELECTED FINANCIAL AND OPERATING DATA OF U.S. REPORTER
 Complete ONLY if the answer to item 23 is "Yes."

	Amount				
		Bil.	Mil.	Thous.	Dols.
24. Net income (loss)	2031	\$			
25. Total assets	2032				
26. Total liabilities	2033				
27. Total number of employees - Report the total number of employees for the year. (See Part III, Section C, page 5, for explanation of "number of employees.")	2030	Number of employees			
28. BEA USE ONLY	2036				

IMPORTANT ▶ If the answer to item 23 is "Yes" and you completed Part II, complete Part IV on the remainder of this form; do not complete Part III of this form.

Part III — FINANCIAL AND OPERATING DATA OF U.S. REPORTER

See *Additional Instructions for Part III* on page 6 at the back of this form.

Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 6.

Section A — Distribution of Sales or Gross Operating Revenues

Distribute sales or gross operating revenues among three categories — sales of goods, sales of services, and investment income. For the purpose of this distribution, "goods" are economic outputs that are tangible and "services" are outputs that are intangible. Sales of goods are usually associated with industry codes 1110 through 1140, 2111 through 2127, and 2330 through 4540. Report sales of structures as goods when sold by a real estate firm (code 5310). Sales of services are usually associated with industry codes 1150, 2132 through 2213, and 4810 through 8130. Some companies, such as finance and insurance companies (industry codes 5223, 5224, 5231 through 5252, and 5331), include services (e.g., commissions and premiums) and investment income (e.g., interest and dividends) in gross operating revenues. Allocate sales for such companies between their services and investment income components on lines 34 and 35. The disaggregation of sales by industry in this section should be consistent with that used in items 11 through 20. (Insurance companies also see **Special Instructions**, B.2.a., c., and d., page 6.)

	Amount			
	Bil.	Mil.	Thous.	Dols.
29. Sales or gross operating revenues — Gross sales minus returns, allowances, and discounts or gross operating revenues, both exclusive of sales or consumption taxes levied directly on the consumer and excise taxes levied on manufacturers, wholesalers, and retailers. — Equals the sum of items 30, 31, and 32 and the sum of items 33, 34, and 35.	3147			
• BY TRANSACTOR				
30. Sales to U.S. persons	3101			
31. Sales to foreign affiliates of this U.S. Reporter	3102			
32. Sales to other foreign persons	3103			
• BY TYPE				
33. Sales of goods	3148			
34. Sales of services	3149			
35. Investment income	3150			
Section B — Net Income, Realized and Unrealized Gains (Losses), Taxes, and Interest				
36. Net income (loss) — After provision for U.S. income taxes. Also include: a. Income from equity investments in unconsolidated business enterprises (domestic and foreign); for those owned less than 20 percent report dividends. b. Non-operating income and extraordinary items (as defined by GAAP). c. Gains (losses) from the sale or liquidation of foreign affiliates. In accordance with FASB 52, these gains (losses) must be adjusted to include the closing balance in the foreign affiliate's translation adjustment account.	3046			
37. Certain realized and unrealized gains (losses) included in the determination of net income, item 36 — Include gains (losses) net of income tax effect resulting from: a. Sale, disposition, or revaluation of investment securities. (<i>Dealers in financial instruments and finance and insurance companies see Special Instructions, A.1, page 6.</i>) b. Sale, disposition, or revaluation of land, other property, plant and equipment, or other assets. (<i>Real estate companies see Special Instructions, A.2, page 6.</i>) c. Remeasurement of the U.S. Reporter'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 other unusual or infrequently occurring items.	3039			
38. U.S. income taxes — Provision for U.S. Federal, State, and local income taxes. <i>Exclude production royalty payments.</i>	3043			
39. 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 Federal, State, and local governments, their subdivisions and agencies for: a. Sales, consumption, and excise taxes; 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 or accruals of nontax liabilities (except production royalty payments).	3691			
40. Interest received — Interest received by the U.S. Reporter from, or credited to U.S. Reporter by, all payors (including foreign affiliates), net of tax withheld at the source. <i>Do not net against interest paid, item 41.</i>	3885			
41. Interest paid — Interest paid, or credited, to all payees (including foreign affiliates) by the U.S. Reporter, gross of tax withheld. <i>Do not net against interest received, item 40.</i>	3886			
42. BEA USE ONLY	1	2	3	4
3692				

Remarks

Part III – FINANCIAL AND OPERATING DATA OF U.S. REPORTER – Continued
 See Additional Instructions for Part III on page 6 at the back of this form.

Section C – Number of Employees and Employee Compensation

NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2000, including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 2000. If the number of employees at the end of FY 2000 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year, due to seasonal business variations, report the average number of employees on the payroll during FY 2000. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

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 including those mandated by government statute, such as the employer's share of Social Security taxes. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the 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			
43. Total number of employees — Report the total number of employees for the year		3253			
		Amount			
		Bil. Mil. Thous. Dols.			
		1			
a. Wages and salaries — Employees' gross earnings (before payroll deductions), and direct and in-kind payments by the employer to employees; and					
b. Employee benefit plans — Employer expenditures for all employee benefit plans.		3256			

Section D – Balance Sheet Items

NOTE — Do not fully consolidate your foreign operations. Include investment in foreign affiliates, including branches, on either a cost or equity basis.

		Balance at close of fiscal year			
		Bil. Mil. Thous. Dols.			
		1			
45. Total assets		3366			
		1			
46. Total liabilities		3370			
		1			
47. Total owners' equity		3371			

Section E – Property, Plant, and Equipment (PP&E) Expenditures

PP&E includes land, timber, mineral 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, but excludes other types of intangible assets, and land held for resale. (Insurance companies see **Special Instructions**, B.2.e., page 6).

		Amount			
		Bil. Mil. Thous. Dols.			
		1			
48. Expenditures for new and used property, plant, equipment (PP&E)		3577			

Section F – Research and Development (R&D) Expenditures

Include all costs incurred in performing R&D, including depreciation, amortization, wages and salaries, taxes, materials and supplies, allocated overhead, and indirect costs.

		Amount			
		Bil. Mil. Thous. Dols.			
		1			
49. R&D performed by this U.S. Reporter — All R&D performed by this U.S. Reporter, whether for its own account or for others. Include the cost of R&D performed by this U.S. Reporter and allocated to its foreign affiliates. (DO NOT report such allocated R&D costs on Form BE-11B(LF), item 71, or Form BE-11B(SF), item 32.) Also, include R&D financed by the Federal Government. Exclude the cost of any R&D funded by the Reporter but performed by others.		3793			
		S			

50. BEA USE ONLY		1	2	3	4	5
		3800				

Part IV – EXPORTS AND IMPORTS BY THE U.S. REPORTER
 Goods only valued f.a.s. at port of exportation; do not include services

IMPORTANT NOTES

This section requires the reporting of exports and imports of goods by the U.S. Reporter in FY 2000. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. trade statistics to which these data will be compared. Do not record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the U.S. Reporter by, or charged by the U.S. Reporter to, a foreign person.

U.S. Reporters 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, the "shipped" basis must be used or adjustments made to data on a "charged" basis to approximate a "shipped" basis, as discussed in the **Instruction Booklet**, Part V. Data in this section cover all goods that physically left or entered the U.S. customs area in FY 2000, 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 goods. 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.

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

- 4101 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.

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 BY THIS U.S. REPORTER (Value f.a.s. U.S. port)	TOTAL (1)				Shipped to its foreign affiliates (2)				Shipped to other foreigners (3)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
52. Total goods shipped in FY 2000 by this U.S. Reporter to foreigners	1				2				3			
	S				S				S			
4102												
• IMPORTS BY THIS U.S. REPORTER (Value f.a.s. foreign port)	TOTAL (1)				Shipped by its foreign affiliates (2)				Shipped by other foreigners (3)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
53. Total goods shipped in FY 2000 to this U.S. Reporter by foreigners	1				2				3			
	S				S				S			
4103												

ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 2000
FORM BE-11A

ADDITIONAL INSTRUCTIONS BY LINE ITEM

Part I — IDENTIFICATION OF U.S. REPORTER

11.—21.

Sales or gross operating revenues of fully consolidated domestic U.S. Reporter by industry of sales or gross operating revenues. (Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions**. Also see *Additional Instructions* item 29.)

Holding companies — Holding companies (ISI code 5512) must show total income. A conglomerate must determine its 4-digit ISI code(s) based on the activities of the fully consolidated U.S. domestic business enterprise. The "holding company" classification is often an invalid classification for a conglomerate. Please call BEA for further assistance before using code 5512.

Part III — FINANCIAL AND OPERATING DATA OF U.S. REPORTER

• Section A — Distribution of Sales or Gross Operating Revenues (Items 29—35)

Distribute sales consistent with the industry codes reported in column (1) of items 11—20. When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services are not separately billed), classify it as a good or service based on whichever accounts for a majority of the value. If actual figures are not available, give best estimates.

29. Sales or gross operating revenues, excluding sales taxes — Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added taxes and excise taxes levied on manufacturers, wholesalers, and retailers. Companies with ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 should include interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income on this line. (Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions**.)

• Section C — Number of Employees and Employee Compensation

44. Wages and salaries — Report gross earnings of all employees before deduction of employees' payroll withholding taxes, social insurance contributions, group insurance premiums, union dues, etc. Include time and piece rate payments, cost of living adjustments, overtime pay and shift differentials, bonuses, profit sharing amounts, and commissions. Exclude commissions paid to independent personnel who are not employees.

Include direct payments by employers for vacations, sick leave, severance (redundancy) pay, etc. Exclude payments made by, or on behalf of, benefit funds rather than by the employer. (Include employer contributions to benefit funds in "employee benefit plans.")

Include in-kind payments, valued at their cost, that are clearly and primarily of benefit to the employees as consumers. Do not include expenditures that benefit employers as well as employees, such as expenditures for plant facilities, employee training programs, and reimbursement of business expenses.

Employee benefit plans — Report employer expenditures for all employee benefit plans, including those mandated by government statute, those resulting from collective bargaining contracts, and those that are voluntary. Include Social Security and other retirement plans, life and disability insurance, guaranteed sick leave, workers' compensation insurance, medical insurance, family allowances, unemployment insurance, severance pay, etc. Also, include deferred postemployment and post retirement expenses per FASB 106. If plans are financed jointly by the employer and the employee, include only the contributions of the employer.

• Section E — Property, Plant, and Equipment (PP&E)

48. Expenditures for property, plant, and equipment (PP&E) — Include items leased from others (including land) under capital leases. Also include the capitalized value of timber, mineral, and similar rights leased by the U.S. Reporter from others. Do not include items the U.S. Reporter has sold under a capital lease.

Exclude from expenditures all changes in PP&E, resulting from a change in the entity (e.g., due to mergers, acquisitions, divestitures, etc.) or accounting principles during FY 2000.

For U.S. Reporters engaged in exploring for, or developing, natural resources, include exploration and development expenditures made during FY 2000 that were capitalized, including capitalized expenditures to acquire or lease mineral rights. Do not include adjustments for expenditures charged against income in prior years but subsequently capitalized during FY 2000.

• Section F — Research and Development Expenditures

49. R&D performed by the U.S. Reporter — Research and development (R&D) includes basic and applied research in science and engineering, and the design and development of prototypes and processes, if the purpose of such activity is to:

1. Pursue a planned search for new knowledge whether or not the search has reference to a specific application;
2. Apply existing knowledge to the creation of a new product or process, including evaluation of use; or
3. Apply existing knowledge to the employment of a present product or process.

R&D includes the activities described above, whether assigned to separate R&D organizational units of the company or conducted by company laboratories and technical groups that are not a part of a separate R&D organization.

Include all costs incurred to support R&D, including R&D depreciation and overhead. Exclude capital expenditures, routine product testing and quality control conducted during commercial production, geological and geophysical exploration, market research and surveys, and legal work pertaining to patents.

SPECIAL INSTRUCTIONS FOR DEALERS IN FINANCIAL INSTRUMENTS, FINANCE COMPANIES, INSURANCE COMPANIES AND REAL ESTATE COMPANIES

A. Certain realized and unrealized gains (losses) for dealers in financial instruments and finance, insurance, and real estate companies.

1. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies — Include in item 37 (1) impairment losses, (2) realized gains or losses on trading or dealing, and (3) unrealized gains or losses due to changes in the valuation of financial instruments that flow through the income statement. **Do not include** in item 37 unrealized gains or losses due to changes in the valuation of financial instruments that are taken directly to retained earnings. (Report income attributable to fees or commissions in items 22 and 29.)

2. Real estate companies

Gains or losses from the sale, disposition, or revaluation of land, other property, plant and equipment, or other assets:

Realized gains and losses

Include gains or losses from the sale of real estate in the ordinary course of trade or business in item 22 and 29.

Impairment of long-lived assets

Include impairment losses, as defined by FASB 121, recognized during the period in item 37.

Unrealized gains

Include gains recognized due to the revaluation of real estate assets in item 47. Do not include these unrealized gains in item 37.

B. Special instructions for insurance companies

1. When there is a difference between the financial and operating data reported to stockholders and the data reported in the annual statement to an insurance department, prepare the BE-11 on the same basis as in the annual report to the stockholders. Valuation should be according to normal commercial accounting procedures, not at 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-trusted or free account assets and **2.** nonadmitted assets, such as furniture and equipment, agents' debit balances, and all receivables deemed to be collectible. Include mandatory securities valuation reserves that are appropriations of retained earnings in the owners' equity section of the balance sheet, not in the liability section.

2. Instructions for reporting specific items

a. Sales or gross operating revenues, excluding sales taxes (item 29) — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. Exclude income from equity investment in unconsolidated business enterprises and exclude certain realized and unrealized gains or losses that are to be reported in item 37.

b. Certain realized and unrealized gains (losses) (item 37) See **Special Instruction A.1.**

c. Sales of services (item 34) — Include premium income and income from other services, if any.

d. Investment income (item 35) — Report that portion of sales or gross operating revenues that is investment income. However, report any gains or losses on investments in accordance with **Special Instruction A.1.**

e. Expenditures for property, plant, and equipment (item 48) — Include expenditures wherever classified in the balance sheet.

FORM **BE-11B(LF) (Long Form) (Report for Majority-Owned Foreign Affiliate)**
(REV. 1/2001)

U.S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS

MANDATORY — CONFIDENTIAL

ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 2000

MAIL REPORTS TO:

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 M-100
1441 L Street, NW
Washington, DC 20005

1. Name of U.S. Reporter of foreign 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-50*

IMPORTANT

Please review the *Instruction Booklet*, which contains definitions and reporting requirements, before completing this form. **"Additional" Instructions** specific to line items and **"Special" Instructions** for dealers in financial instruments and finance, insurance, and real estate companies are provided at the back of this form.

- **Who must report** — The U.S. Reporter must file Form BE-11B(LF) 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 taxes was greater than \$100 million (positive or negative) at the end of or for the affiliate's 2000 fiscal year. See *Instruction Booklet*, Part I, for detailed reporting requirements.
- **Foreign affiliate's 2000 fiscal year** — The foreign affiliate's financial reporting year that has an ending date in calendar year 2000. See *Instruction Booklet*, Part I.A.
- **Due date** — A complete BE-11 report (consisting of Form BE-11A and Form(s) BE-11B(LF), BE-11B(SF), and/or BE-11C) is due: May 31, 2001.
- **Translation of foreign currency financial and operating data into U.S. dollars** — Use U.S. generally accepted accounting principles (FASB 52). See *Instruction Booklet*, Part IV.B.
- **Currency amounts** — Report 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	

 If an item is between + or - \$500.00, enter "0." Use parenthesis () to indicate negative numbers.
- **Contact us for help** — Telephone: 202-606-5566; FAX: 202-606-5312 or -5317; E-mail: be10/11@bea.doc.gov.

Part I — IDENTIFICATION OF MAJORITY-OWNED FOREIGN AFFILIATE
See Additional Instructions for Part I on page 6 at the back of this form.

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

- | | | | | |
|------|--|--------------------------------------|--|--|
| 1007 | <input type="checkbox"/> 601 Australia | <input type="checkbox"/> 307 France | <input type="checkbox"/> 614 Japan | <input type="checkbox"/> 325 Switzerland |
| | <input type="checkbox"/> 202 Brazil | <input type="checkbox"/> 308 Germany | <input type="checkbox"/> 213 Mexico | <input type="checkbox"/> 327 United Kingdom |
| | <input type="checkbox"/> 100 Canada | <input type="checkbox"/> 314 Italy | <input type="checkbox"/> 319 Netherlands | <input type="checkbox"/> Other — Specify _____ |

4. The ending date of this foreign affiliate's 2000 fiscal year.

	Month	Day	Year
1008	1		2000

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

1010 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?

2 No

Enter date →

Month	Year
3	

Ownership interest in this Foreign Affiliate by U.S. Reporter named in item 1

Percent of voting stock or equity interest for an incorporated affiliate, or an equivalent interest for an unincorporated affiliate.

Percent of ownership at close of fiscal year 2000

Equity interest (1)	Voting interest (2)
1	2

6. Direct ownership interest held by U.S. Reporter named in item 1

1012 % %

7. Indirect ownership interest held through U.S. Reporter's other foreign affiliates — See *Instruction Booklet*, Part I.B.1.c., on how to calculate indirect ownership interest. (If entry is made here, complete item 9.)

1019 % %

8. Total ownership interests of U.S. Reporter — Sum of items 6 and 7

1050 % %

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

9. Identification of foreign affiliate parent(s) — If there is an entry in item 7, column (2) — 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. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (c) the name of the foreign affiliate that holds a direct ownership interest in it.

Foreign affiliate holding direct ownership interest in this foreign affiliate			Name of foreign affiliate, if any, in ownership chain that holds direct interest in foreign affiliate named in column (a)
Name and ID Number Enter name and BEA ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate. (a)	BEA USE ONLY	Percent direct ownership in this foreign affiliate Close FY 2000 (b)	
a.	1191	%	(c)
b.	1192	%	
c.	1193	%	
d. TOTAL	1020	%	

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

11. Major activity of foreign affiliate — Mark (X) one

A list, and explanation, of the International Surveys Industry (ISI) codes used below are given in the **Guide to Industry and Foreign Trade Classifications for International Surveys**. A list of ISI codes is also provided on pages 8 and 9 of this form. For an inactive foreign affiliate, base the activity on its last active period. For "start-up" companies, show the intended activity.

- 1028 1 **Production of goods** — The foreign affiliate is primarily engaged in construction, mining or extracting (including exploration and development), manufacturing, fabricating, assembling, processing, or growing a good. These activities are coded in 1110 through 1140, 2111 through 2127, 2330 through 2350, and 3111 through 3399 of the list of ISI codes.
- 2 **Sales of goods** — The foreign affiliate is primarily engaged in selling (at wholesale or retail) goods that it does not produce. These activities are coded in 4211 through 4540 of the list of ISI codes.
- 3 **Services** — The foreign affiliate is primarily engaged in providing a service such as utilities, transportation and warehousing; information (including newspaper, periodical, book, and database publishers, and software publishers); finance and insurance; professional, scientific, and technical services; holding companies; administrative and support, waste management and remediation; accommodations and food services (including restaurants, and eating places), etc. These activities are coded in 1150, 2132, 2133, 2211 through 2213, and 4810 through 8130 of the list of ISI codes.

12. What is the MAJOR product or service involved in this activity? If a product, briefly state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, packaged, transported, etc. (For example, "Manufacture widgets to sell at wholesale.")

1029

13. Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues. Enter in columns (1) and (2) respectively, the 4-digit ISI code(s) and the amount of sales or gross operating revenues associated with each code. For an inactive affiliate enter a 4-digit ISI code based on its last active period. See the **Guide to Industry and Foreign Trade Classifications for International Surveys** for a full explanation of each code. (Holding companies (ISI code 5512) must show total income as reported in item 28.)

	ISI code: (1)	Sales or gross operating revenues (2)			
		Br.	Mil.	Thous.	Dols.
13. Largest sales or gross operating revenues	1030	2			
14. 2nd largest sales or gross operating revenues	1031	2			
15. 3rd largest sales or gross operating revenues	1032	2			
16. 4th largest sales or gross operating revenues	1033	2			
17. 5th largest sales or gross operating revenues	1034	2			
18. 6th largest sales or gross operating revenues	1035	2			
19. 7th largest sales or gross operating revenues	1036	2			
20. Sales or gross operating revenues not accounted for above	1037	2			
21. TOTAL SALES OR GROSS OPERATING REVENUES — Sum of items 13 through 20	1038	2			
22. BEA USE ONLY	1039	1	2	3	4

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

Section A — Income Statement — See Additional Instructions for Part II, Section A, on page 6 at the back of this form.

		Amount			
		Bil.	Mil.	Thous.	Dols.
• INCOME					
23. Sales or gross operating revenues, excluding sales taxes — Must equal item 34, column (1). (Dealers in financial instruments see Special Instructions , A.1., page 8; insurance companies see Special Instructions , B.3.a., page 8.)	2041	\$			
24. Income from equity investments in foreign affiliates — For foreign affiliates owned 20 percent or more (including those that are majority-owned), report equity in earnings during the reporting period; for those owned less than 20 percent, report dividends. Do not include interest income.	2042				
25. Income from other equity investments	2043				
26. 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 financial instruments and finance and insurance companies see Special Instructions , A.1., page 8); b. Sale, disposition, or revaluation of land, other property, plant and equipment, or other assets. (Real estate companies see Special Instructions , A.2., page 8); 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 other unusual or infrequently occurring items.	2044				
27. Other income — Specify	2045				
28. TOTAL INCOME — Sum of items 23 through 27	2046	\$			
• COSTS AND EXPENSES					
29. Cost of goods sold or services rendered and selling, general, and administrative expenses (Insurance companies see Special Instructions , B.3.c., page 8)	2047				
30. Foreign income taxes — Provision for foreign income taxes for FY 2000	2048				
31. Other costs and expenses not included above, including minority interests in income (loss) that arise out of consolidation — Specify	2049				
32. TOTAL COSTS AND EXPENSES — Sum of items 29 through 31	2050	\$			
• NET INCOME					
33. NET INCOME (LOSS) — Item 28 minus item 32	2051	\$			

Section B — Distribution of Sales or Gross Operating Revenues — See Additional Instructions for Part II, Section B, on page 7 at the back of this form.

Distribute the foreign affiliate's sales or gross operating revenues among three categories — sales of goods, sales of services, and investment income. For the purpose of this distribution, "goods" are economic outputs that are tangible and "services" are outputs that are intangible. Sales of goods are usually associated with industry codes 1110 through 1140, 2111 through 2127, and 2330 through 4540. Report sales of structures as goods when sold by a real estate firm (code 5310). Sales of services are usually associated with industry codes 1150, 2132 through 2213, and 4810 through 8130. Some companies such as finance and insurance companies (industry codes 5223, 5224, 5231 through 5252, and 5331) include services (e.g., commissions and premiums) and investment income (e.g., interest and dividends) in gross operating revenues. Allocate sales in these industries between their services and investment income components on lines 36 and 37. The disaggregation of sales by industry in this section should be consistent with that used in items 13 through 20. (Insurance companies also see **Special Instructions**, B.3.d. and e., page 8.)

34. Sales or gross operating revenues, excluding sales taxes	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
a. Column (1) equals item 23. b. Each column of line 34 equals the sum of items 35, 36 and 37.							
2052	\$	\$	\$	\$	\$	\$	\$
• BY TYPE							
35. Sales of goods	2053						
36. Sales of services	2054						
37. Investment income	2055						

Section C — Number of Employees and Employee Compensation — See Additional Instructions for Part II, Section C, on page 7 at the back of this form.

NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2000 including part-time employees; but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 2000. If the number of employees at the end of FY 2000 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 2000. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

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 including those required by statute. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the 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			
		Bil.	Mil.	Thous.	Dols.
38. Total number of employees	Report the total number of employees for the year. _____				
39. Total employee compensation	Report, for all employees, the sum of:				
a. Wages and salaries	Employees' gross earnings (before payroll deductions), and direct and in-kind payments by the employer to employees, and				
b. Employee benefit plan	Employer expenditures for all employee benefit plans				
40. BEA USE ONLY					

Section D — Balance Sheet — See Additional Instructions for Part II, Section D, on page 7 at the back of this form.

Disaggregate all asset and liability items in the detail shown. Show accounts receivable and payable between the U.S. Reporter and its foreign affiliate in the proper asset and liability accounts of the foreign affiliate. Do not report them as a net amount.

		Balances at close of fiscal year			
		Bil.	Mil.	Thous.	Dols.
ASSETS (Insurance companies see Special Instructions, B.2., page 8)					
41. Cash items					
42. Inventories					
43. Other current assets					
44. Property, plant, and equipment — Gross					
45. Accumulated depreciation and depletion					
Equity investments in other foreign affiliates of which this affiliate is a parent — Report on an equity basis foreign affiliates owned 20 percent and more (including majority-owned affiliates). Report at cost those owned less than 20 percent.					
46.	That portion reported using the equity method				
47.	That portion reported using the cost method				
48. Other noncurrent assets	Other noncurrent assets not reported elsewhere				
49. TOTAL ASSETS	Sum of items 41 through 48				
LIABILITIES (Insurance companies see Special Instructions, B.3.f., page 8)					
50. Trade accounts and trade notes payable, current					
51. Other current liabilities and long-term debt					
52. Other noncurrent liabilities					
53. TOTAL LIABILITIES	Sum of items 50 through 52				
OWNERS' EQUITY — INCORPORATED AFFILIATE ONLY, complete items 54 through 58					
54. Capital stock and additional paid-in capital					
55. Retained earnings (deficit)					
56. Translation adjustment	Cumulative amount at year end (per FASB 52)				
57. Other	Include treasury stock and involuntarily (or legally) restricted earnings — Specify				
58. TOTAL OWNERS' EQUITY (INCORPORATED FOREIGN AFFILIATE)	Equals item 49 minus item 53 and, equals the sum of items 54 through 57.				
OWNERS' EQUITY — UNINCORPORATED AFFILIATE ONLY, complete items 59 and 60					
59. TOTAL OWNERS' EQUITY (UNINCORPORATED FOREIGN AFFILIATE)	Equals item 49 minus item 53.				
Of which:					
60. Translation adjustment	Cumulative amount at year end (per FASB 52) — That portion of item 59 representing the affiliate's cumulative translation adjustment account.				

Part II — FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGN AFFILIATE — Continued

Section E — Composition of External Finances

CLOSE FY 2000

61. Current and noncurrent receivables and financial investments — Column (1) equals those accounts included in item 43 and 48 that are trade accounts and trade notes receivable and other receivables, net of allowances for doubtful items; marketable securities; stocks; bonds; and other investments	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.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.
2100 \$																
62. Current liabilities and long-term debt — Column (1) equals the sum of items 50 and 51.																
2101 \$																
63. BEA USE ONLY																
2138																

Section F — Property, Plant and Equipment (PP&E) Expenditures — See Additional Instructions for Part II, Section F on page 7 at the back of this form.

PP&E includes land, timber, mineral 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, but excludes other types of intangible assets, and land held for resale. (Insurance companies see Special Instructions, B.3.g., page 8.)

64. Expenditures for new and used property, plant, and equipment (PP&E)	Amount			
	Bil.	Mil.	Thous.	Dols.
2108 \$				

65. Current-period depreciation and depletion — Current-period charges against property, plant, and equipment included in item 64.	2108			
--	------	--	--	--

Section G — Selected Data for Current Period (Do not report cumulative amounts.)

66. 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 and, therefore, excluded from item 26 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.	2117			
---	------	--	--	--

67. Dividends or net income remitted to owners Incorporated affiliate — Enter amount of dividends declared, before deduction of withholding taxes, out of current- and prior-period income on common and preferred stock. Exclude stock and liquidating dividends. Unincorporated affiliate — Enter amount of current- and prior-period net income remitted to owners during FY 2000.	2115			
---	------	--	--	--

Section H — Interest, production royalty payments, and taxes

68. Interest received — Interest received by affiliate from, or credited to affiliate by, all payors, net of tax withheld at the source. Include all interest receipts included in items 23 and 27. Do not net against interest paid, item 69.	2120			
--	------	--	--	--

69. Interest paid — Interest paid, or credited, to all payees by the affiliate, gross of tax withheld. Do not net against interest received, item 68.	2121			
---	------	--	--	--

70. 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 subdivision 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 or accruals of nontax liabilities (other than production royalty payments).	2123			
--	------	--	--	--

Section I — Technology — See Additional Instructions for Part II, Section I, on page 7 at the back of this form.

RESEARCH AND DEVELOPMENT (R&D) EXPENDITURES — Include all costs incurred in performing R&D, including depreciation, amortization, wages and salaries, taxes, materials and supplies, allocated overhead, and indirect costs.				
71. R&D performed BY the affiliate — All R&D performed by this foreign affiliate, including R&D performed by the affiliate for others (including the U.S. Reporter or its other foreign affiliates) under contract. 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 49).	2126			

72. BEA USE ONLY	2139			
	2140			
	2141			

Remarks:

Part III — U.S. EXPORTS TO AND U.S. IMPORTS FROM MAJORITY-OWNED FOREIGN AFFILIATE
Goods only valued f.a.s. at port of exportation; do not include services
See Instruction Booklet, Part V.

IMPORTANT NOTES

This section requires the reporting of U.S. exports of goods to and U.S. imports of goods from the foreign affiliate in FY 2000. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. trade statistics to which these data will be compared. Do not record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person.

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, the "shipped" basis must be used or adjustments made to the data on a "charged" basis to approximate a "shipped" basis as discussed in the **Instruction Booklet, Part V.** Data in this section cover all goods that physically left or entered the U.S. customs area in FY 2000, 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 goods. 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.

Exclude from exports and imports the value of 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. In-transit goods enter that country(ies) only because that country(ies) is along the shipping lines between the exporting and importing countries. In-transit imports are goods enroute 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).

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

- 4172 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.

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 revised.

• **U.S. EXPORTS TO THIS FOREIGN AFFILIATE**
 (Valued f.a.s. U.S. port)

74. Total goods shipped in FY 2000 from the U.S. to this affiliate

• **U.S. IMPORTS FROM THIS FOREIGN AFFILIATE**
 (Valued f.a.s. foreign port)

75. Total goods shipped in FY 2000 to the U.S. by this affiliate

	TOTAL (1)				Shipped by U.S. Reporter(s) (2)				Shipped by other U.S. persons (3)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
1					2				3			
4173	\$				\$				\$			

	TOTAL (1)				Shipped to U.S. Reporter(s) (2)				Shipped to other U.S. persons (3)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
1					2				3			
4188	\$				\$				\$			

ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 2000
FORM BE-11B(LF)
ADDITIONAL INSTRUCTIONS BY LINE ITEM

Part I — IDENTIFICATION OF MAJORITY-OWNED FOREIGN AFFILIATE

3. Country of location — Enter "International" if the affiliate is engaged in petroleum shipping, other water transportation, or oil and gas drilling, and has operations spanning more than one country. For example, classify as "International" an oil drilling rig that moves from country to country during the year.

6. Ownership interest held by U.S. Reporter named in item 1.

Equity interest is the U.S. Reporter's direct ownership in the total equity (voting and nonvoting) of the affiliate. Examples of nonvoting equity include nonvoting stock and a limited partner's interest in a partnership.

Voting interest is the U.S. Reporter's direct ownership in just the voting equity of the affiliate. Examples of voting equity include voting stock and a general partner's interest in a partnership. Thus, a U.S. Reporter could have a 100 percent direct voting interest in an affiliate but own less than 100 percent of the affiliate's total equity.

13.—21.

Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues. Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 8. Also see **Additional Instructions** for Part II, Section A, item 23.

Holding companies (ISI code 5512) must show total income as reported in item 28. To be considered a holding company, income from equity investments (items 24 and 25) must be more than 50 percent of total income (item 28). In addition, normally at least 50 percent of total assets must consist of investments in affiliates. ISI code 5512 (holding company) is an invalid classification if more than 50 percent of the income generated, or expected to be generated, by an affiliate is from non-holding company activities.

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

• **Section A — Income Statement of Foreign Affiliate**

23. Sales or gross operating revenues, excluding sales taxes — Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. Affiliates classified in ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 report interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income on this line. (Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 8.)

24. Income from equity investments in foreign affiliates — Report income from equity investments shown on lines 46 and 47 of all foreign affiliates whether or not they are required to file a form BE-11B. Do not report interest income here. Report interest on lines 23 or 27 as appropriate.

25. Income from other equity investments — Report income from equity investments included on line 48. For investments carried on the equity basis, report equity in earnings during the reporting period. For investments carried on the cost basis, report dividends. Do not include interest income here. Report interest on lines 23 or 27 as appropriate.

27. Other income — Report non-operating and other income not included above.

29. Cost of goods sold or services rendered and selling, general, and administrative expenses — Report operating expenses that relate to sales or gross operating revenues (item 23) 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 but exclude all other depletion charges. Do not include tax or percentage depletion charges. Companies with ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 should include interest expense,

FORM **BE-11B(SF) (Short Form) (Report for Majority-Owned Foreign Affiliate)**
(REV. 1/2001)

U.S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS

MANDATORY — CONFIDENTIAL

ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 2000

MAIL REPORTS TO:
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 M-100
1441 L Street, NW
Washington, DC 20005

1. Name of U.S. Reporter of foreign 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-572*

IMPORTANT

Please review the *Instruction Booklet*, which contains definitions and reporting requirements, before completing this form. **"Additional" Instructions** specific to line items and **"Special" Instructions** for dealers in financial instruments and finance, insurance, and real estate companies are provided at the back of this form.

- **Who must report** — The U.S. Reporter must file Form BE-11B(SF) 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 taxes was greater than \$30 million (positive or negative) but for which no one of these items was greater than \$100 million (positive or negative) at the end of or for the affiliate's 2000 fiscal year. See *Instruction Booklet*, Part I, for detailed reporting requirements.
- **Foreign affiliate's 2000 fiscal year** — The foreign affiliate's financial reporting year that has an ending date in calendar year 2000. See *Instruction Booklet*, Part I.A.
- **Due date** — A complete BE-11 report (consisting of Form BE-11A and Form(s) BE-11B(LF), BE-11B(SF), and/or BE-11C) is due May 31, 2001.
- **Translation of foreign currency financial and operating data into U.S. dollars** — Use U.S. generally accepted accounting principles (FASB 52). See *Instruction Booklet*, Part IV.B.
- **Currency amounts** — Report 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	

If an item is between + or - \$500.00, enter "0." Use parenthesis () to indicate negative numbers.
- **Contact us for help** — Telephone: 202-606-5566; FAX: 202-606-5312 or -5317; E-mail: be1011@bea.doc.gov.

Part I — IDENTIFICATION OF MAJORITY-OWNED FOREIGN AFFILIATE
See Additional Instructions for Part I on page 4 at the back of this form.

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

- | | | | | |
|------|---|---------------------------------------|---|---|
| 1007 | <input type="checkbox"/> 1601 Australia | <input type="checkbox"/> 1307 France | <input type="checkbox"/> 1614 Japan | <input type="checkbox"/> 1325 Switzerland |
| | <input type="checkbox"/> 1202 Brazil | <input type="checkbox"/> 1308 Germany | <input type="checkbox"/> 1213 Mexico | <input type="checkbox"/> 1327 United Kingdom |
| | <input type="checkbox"/> 1100 Canada | <input type="checkbox"/> 1314 Italy | <input type="checkbox"/> 1319 Netherlands | <input type="checkbox"/> Other — <i>Specify</i> _____ |

4. The ending date of this foreign affiliate's 2000 fiscal year.

1009	Month	Day	Year
	1		2000

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

- 1010 1 Yes
If "Yes," did the U.S. Reporter — *Mark (X) one* —
- | <input type="checkbox"/> 2 1 Establish the foreign affiliate? | } Enter date → | <table border="1" style="text-align: center;"> <tr> <th>Month</th> <th>Year</th> </tr> <tr> <td>3</td> <td></td> </tr> </table> | Month | Year | 3 | |
|--|----------------|---|-------|------|---|--|
| Month | | | Year | | | |
| 3 | | | | | | |
| <input type="checkbox"/> 2 2 Acquire a voting interest of 10 percent or more in an existing foreign company? | | | | | | |
- 1 2 No

Ownership interest in this Foreign Affiliate by U.S. Reporter named in item 1

Percent of voting stock or equity interest for an incorporated affiliate, or an equivalent interest for an unincorporated affiliate.

Percent of ownership at close of fiscal year 2000

Equity interest (1)	Voting interest (2)
1	2

- | | | | | |
|--|------|---|---|---|
| 6. Direct ownership interest held by U.S. Reporter named in item 1 | 1012 | % | % | |
| 7. Indirect ownership interest held through U.S. Reporter's other foreign affiliates — See <i>Instruction Booklet</i> , Part I.B.1.c., on how to calculate indirect ownership interest. (If entry is made here, complete item 9.) | 1019 | | | % |
| 8. Total ownership interests of U.S. Reporter — Sum of items 6 and 7 | 1050 | | | % |

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

9. Identification of foreign affiliate parent(s) — If there is an entry in item 7, column (2) — 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. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (c) the name of the foreign affiliate that holds a direct ownership interest in it.

Foreign affiliate holding direct ownership interest in this foreign affiliate			Name of foreign affiliate, if any, in ownership chain that holds direct interest in foreign affiliate named in column (a)
Name and ID Number Enter name and BEA ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate. (a)	BEA USE ONLY	Percent direct ownership in this foreign affiliate Classify 2000 (b)	
a.	1191	%	(c)
b.	1192	%	
c.	1193	%	
d. TOTAL	1020	%	

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

11. Major activity of foreign affiliate — Mark (X) one:

A list, and explanation, of the International Surveys Industry (ISI) codes used below are given in the **Guide to Industry and Foreign Trade Classifications for International Surveys**. A list of ISI codes is also provided on pages 5 and 6 of this form. For an inactive foreign affiliate, base the activity on its last active period. For "start-up" companies, show the intended activity.

- 1028 1 **Production of goods** — The foreign affiliate is primarily engaged in construction, mining or extracting (including exploration and development), manufacturing, fabricating, assembling, processing, or growing a good. These activities are coded in 1110 through 1140, 2111 through 2127, 2330 through 2350, and 3111 through 3399 of the list of ISI codes.
- 2 **Sales of goods** — The foreign affiliate is primarily engaged in selling (at wholesale or retail) goods that it does not produce. These activities are coded in 4211 through 4540 of the list of ISI codes.
- 3 **Services** — The foreign affiliate is primarily engaged in providing a service such as utilities, transportation and warehousing; information (including newspaper, periodical, book, and database publishers, and software publishers), finance and insurance; professional, scientific, and technical services; holding companies; administrative and support, waste management and remediation; accommodations and food services (including restaurants, and eating places), etc. These activities are coded in 1150, 2132, 2133, 2211 through 2213, and 4810 through 8130 of the list of ISI codes.

12. What is the MAJOR product or service involved in this activity? If a product, briefly state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, packaged, transported, etc. (For example, "Manufacture widgets to sell at wholesale.")

1029

Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues. Enter in columns (1) and (2) respectively, the 4-digit ISI code(s) and the amount of sales or gross operating revenues associated with each code. For an inactive affiliate enter a 4-digit ISI code based on its last active period. See the **Guide to Industry and Foreign Trade Classifications for International Surveys** for a full explanation of each code. (Holding companies (ISI code 5512) must show total income.)

	ISI code (1)	Sales or gross operating revenues (2)			
		Bill.	Mil.	Thous.	Dols
13. Largest sales or gross operating revenues	1030	2			
14. 2nd largest sales or gross operating revenues	1031	2			
15. 3rd largest sales or gross operating revenues	1032	2			
16. 4th largest sales or gross operating revenues	1033	2			
17. 5th largest sales or gross operating revenues	1034	2			
18. 6th largest sales or gross operating revenues	1035	2			
19. Sales or gross operating revenues not accounted for above	1037	2			
20. TOTAL SALES OR GROSS OPERATING REVENUES — Sum of items 13 through 19	1038	2			
21. BEA USE ONLY	1039	1	2	3	4

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

Section A — Income — See Additional Instructions for Part II, Section A, on page 4 at the back of this form.		Amount			
		Bil.	Mil.	Thous.	Dols.
		1			
22. Net income (loss)	2051	\$			

Section B — Distribution of Sales or Gross Operating Revenues — See Additional Instructions for Part II, Section B, on page 4 at the back of this form.									
23. Sales or gross operating revenues, excluding sales taxes	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.	(2)	(3)	(4)	(5)	(6)	(7)		
2052	\$	\$	\$	\$	\$	\$			

Section C — Number of Employees and Employee Compensation — See Additional Instructions Part II, Section C, on page 4 at the back of this form.

NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2000 including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 2000. If the number of employees at the end of FY 2000 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 2000. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

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 including those required by statute. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the 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			
24. Total number of employees — Report the total number of employees for the year	2068				
		Amount			
		Bil.	Mil.	Thous.	Dols.
		1			
25. Total employee compensation — Report, for all employees, the sum of	2072	\$			
a. Wages and salaries — Employees' gross earnings (before payroll deductions), and direct and in-kind payments by the employer to employees; and					
b. Employee benefit plan — Employer expenditures for all employee benefit plans					
26. BEA USE ONLY	2065	1	2	3	4
		5			

Section D — Balance Sheet — See Additional Instructions for Part II, Section D, on page 5 at the back of this form.

Disaggregate all asset and liability items in the detail shown. Show accounts receivable and payable between the U.S. Reporter and its foreign affiliate in the proper asset and liability accounts of the foreign affiliate. Do not report them as a net amount.

		Balances at close of FY 2000			
		Bil.	Mil.	Thous.	Dols.
27. Total assets	2068	\$			
28. Of which: Property, plant, and equipment, net	2150				
29. Total liabilities	2092				
30. Total owners' equity — Equals item 27 minus item 29	2097				

Section E — Property, Plant, and Equipment (PP&E) Expenditures — See Additional Instructions for Part II, Section E, on page 5 at the back of this form.

PP&E includes land, timber, mineral 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, but excludes other types of intangible assets, and land held for resale. (Insurance companies see **Special Instructions**, B.3.b., page 5.)

		Amount			
		Bil.	Mil.	Thous.	Dols.
31. Expenditures for new and used property, plant, and equipment (PP&E)	2106	1			

Section F — Technology — See Additional Instructions for Part II, Section F, on page 5 at the back of this form.

RESEARCH AND DEVELOPMENT (R&D) EXPENDITURES — Include all costs incurred in performing R&D, including depreciation, amortization, wages and salaries, taxes, materials and supplies, allocated overhead, and indirect costs.

R&D performed BY the affiliate — All R&D performed by this foreign affiliate, including R&D performed by the affiliate for others (including the U.S. Reporter or its other foreign affiliates) under contract. 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 49).

		Amount			
		Bil.	Mil.	Thous.	Dols.
32. R&D performed BY the affiliate	2126	\$			
33. BEA USE ONLY	2139	1	2	3	4
	2140	1	2	3	4
	2141	1	2	3	4
		5			

Part III — U.S. EXPORTS TO AND U.S. IMPORTS FROM MAJORITY-OWNED FOREIGN AFFILIATE
Goods only valued f.a.s. at port of exportation; do not include services
See Instruction Booklet, Part V.

IMPORTANT NOTES

This section requires the reporting of U.S. exports of goods to and U.S. imports of goods from the foreign affiliate in FY 2000. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. Trade statistics to which these data will be compared. Do **not** record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person.

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, the "shipped" basis must be used or adjustments made to the data on a "charged" basis to approximate a "shipped" basis, as discussed in the **Instruction Booklet**, Part V. Data in this section cover all goods that physically left or entered the U.S. customs area in FY 2000, 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 goods. 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.

Exclude from exports and imports the value of 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 that country(ies) only because that country(ies) is along the shipping lines between the exporting and importing countries. In-transit imports are goods enroute 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).

	TOTAL (1)	Shipped by U.S. Reporter(s) (2)		Shipped by other U.S. persons (3)					
		Bil.	Mill. Thous. Dols.	Bil.	Mill. Thous. Dols.	Bil.	Mill. Thous. Dols.		
		1	2	3	4	5	6		
• U.S. EXPORTS TO THIS FOREIGN AFFILIATE (Valued f.a.s. at port)									
34. Total goods shipped in FY 2000 from the U.S. to this affiliate	4173	\$		\$		\$			
• U.S. IMPORTS FROM THIS FOREIGN AFFILIATE (Valued f.a.s. foreign port)									
35. Total goods shipped in FY 2000 to the U.S. by this affiliate	4198	\$		\$		\$			

ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 2000
FORM BE-11B(SF)
ADDITIONAL INSTRUCTIONS BY LINE ITEM

Part I — IDENTIFICATION OF MAJORITY-OWNED FOREIGN AFFILIATE

3. Country of location — Enter "International" if the affiliate is engaged in petroleum shipping, other water transportation, or oil and gas drilling, and has operations spanning more than one country. For example, classify as "International" an oil drilling rig that moves from country to country during the year.

6. Ownership interest held by U.S. Reporter named in item 1.

Equity interest is the U.S. Reporter's direct ownership in the total equity (voting and nonvoting) of the affiliate. Examples of nonvoting equity include nonvoting stock and a limited partner's interest in a partnership.

Voting interest is the U.S. Reporter's direct ownership in just the voting equity of the affiliate. Examples of voting equity include voting stock and a general partner's interest in a partnership. Thus, a U.S. Reporter could have a 100 percent direct voting interest in an affiliate but own less than 100 percent of the affiliate's total equity.

13.—20.

Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues. Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 5. Also see **Additional Instructions** for Part II, Section B, item 23.

Holding companies (ISI code 5512) should show total income. To be considered a holding company, a company's equity in net income of affiliates that it holds must constitute a majority of its total income. In addition, normally at least 50 percent of total assets must consist of investments in affiliates. ISI code 5512 (holding company) is an invalid classification if more than 50 percent of income generated, or expected to be generated, by an affiliate is from non-holding company activities.

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

• **Section A — Income**

22. Net income (loss) — Net income for the year, after provision for foreign income taxes, but before provision for common and preferred dividends. Include income from equity investments and realized and unrealized gains (losses) (net of income tax effects) included in the determination of net income.

• **Section B — Distribution of Sales or Gross Operating Revenues**

23. Sales or gross operating revenues, excluding sales taxes — Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. Affiliates classified in ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 report interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income on this line. (Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 5.)

Section C — Number of Employees and Employee Compensation

25. Employee compensation — Consists of wages and salaries of employees and employer expenditures for all employee benefit plans.

Wages and salaries — Consists of gross earnings of all employees before deduction of employees' payroll withholding taxes, social insurance contributions, group insurance premiums, union dues, etc. Include time and piece rate payments, cost of living adjustments, overtime pay and shift differentials, bonuses, profit sharing amounts, and commissions. Exclude commissions paid to independent personnel who are not employees.

Include direct payments by employers for vacations, sick leave, severance (redundancy) pay, etc. Exclude payments made by, or on behalf of, benefit funds rather than by the employer. (Include employer contributions to benefit funds in "employee benefit plans" as discussed below.)

Include in-kind payments, valued at their cost, that are clearly and primarily of benefit to the employees as consumers. Do not include expenditures that benefit employers as well as employees, such as expenditures for plant facilities, employee training programs, and reimbursement of business expenses.

Employee benefit plans — Consists of employer expenditures for all employee benefit plans, including those mandated by government statute, those resulting from collective bargaining contracts, and those that are voluntary. Include Social Security and other retirement plans, life and disability insurance, guaranteed sick pay programs, workers' compensation insurance, medical insurance, family allowances, unemployment insurance, severance pay funds, etc. Also, include deferred post employment and post retirement expenses per FASB 106. For plans financed jointly by the employer and the employee, include only the contributions of the employer.

FORM **BE-11C (Report for Minority-Owned Foreign Affiliate)**
(REV. 1/2001)

U.S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS

MANDATORY — CONFIDENTIAL

ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 2000

<p>MAIL REPORTS TO: U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Washington, DC 20230</p> <p style="text-align: center;">OR</p> <p>DELIVER REPORTS TO: U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Shipping and Receiving, Section M-100 1441 L Street, NW Washington, DC 20005</p>	<p>1. Name of U.S. Reporter of foreign affiliate — Same as item 1, Form BE-11A</p> <hr/> <p>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</p>
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IMPORTANT

Please review the *Instruction Booklet*, which contains definitions and reporting requirements, before completing this form. **"Additional" Instructions** specific to line items and **"Special" Instructions** for dealers in financial instruments and finance, insurance, and real estate companies are provided at the back of this form.

- **Who must report** — The U.S. Reporter must file Form BE-11C for each minority-owned nonbank foreign affiliate owned at least 20 percent, but not more than 50 percent, directly and/or indirectly, by all U.S. Reporters of the affiliate combined, for which total assets, sales or gross operating revenues, excluding sales taxes; **OR** net income (loss) after provision for foreign taxes was greater than \$30 million (positive or negative) at any time during the affiliate's 2000 fiscal year. See *Instruction Booklet*, Part I, for detailed reporting requirements.
- **Foreign affiliate's 2000 fiscal year** — The foreign affiliate's financial reporting year that has an ending date in calendar year 2000. See *Instruction Booklet*, Part II.A.
- **Due date** — A complete BE-11 report (consisting of Form BE-11A and Form(s) BE-11B(LF), BE-11B(SF), and/or BE-11C) is due May 31, 2001.
- **Translation of foreign currency financial and operating data into U.S. dollars** — Use U.S. generally accepted accounting principles (FASB 52). See *Instruction Booklet*, Part IV.B.
- **Currency amounts** — Report 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	

If an item is between + or - \$500.00, enter "0." Use parenthesis () to indicate negative numbers.
- **Contact us for help** — Telephone: 202-606-5566; FAX: 202-606-5312 or -5317; E-mail: be10/11@bea.doc.gov.

Part I — IDENTIFICATION OF MINORITY-OWNED FOREIGN AFFILIATE

See Additional Instructions for Part I on page 3 at the back of this form.

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

- | | | | |
|--|---------------------------------------|---|--|
| 1007 <input type="checkbox"/> 601 <input type="checkbox"/> Australia | 1307 <input type="checkbox"/> France | 1614 <input type="checkbox"/> Japan | 1325 <input type="checkbox"/> Switzerland |
| 1202 <input type="checkbox"/> Brazil | 1308 <input type="checkbox"/> Germany | 1213 <input type="checkbox"/> Mexico | 1327 <input type="checkbox"/> United Kingdom |
| 1100 <input type="checkbox"/> Canada | 1314 <input type="checkbox"/> Italy | 1319 <input type="checkbox"/> Netherlands | 1 <input type="checkbox"/> Other — Specify _____ |

4. The ending date of this foreign affiliate's 2000 fiscal year.

	Month	Day	Year
1009	1		2000

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

1010 1 Yes
If "Yes," did the U.S. Reporter — Mark (X) one

- | | | | |
|-----|--|---|--------------|
| 2 1 | <input type="checkbox"/> Establish the foreign affiliate? | } | Enter date → |
| 2 2 | <input type="checkbox"/> Acquire a voting interest of 10 percent or more in an existing foreign company? | | |

Month	Year
3	

2 No

Ownership interest in this Foreign Affiliate by U.S. Reporter named in item 1 Percent of voting stock for an incorporated affiliate, or an equivalent interest for an unincorporated affiliate.	Percent of ownership at close of fiscal year 2000
6. Direct ownership interest held by U.S. Reporter named in item 1	2
7. Indirect ownership interest held through U.S. Reporter's other foreign affiliates — See <i>Instruction Booklet</i> , Part I.B.1.c., on how to calculate indirect ownership interest. (If entry is made here, complete item 9.)	2
8. Total ownership interests of U.S. Reporter — Sum of items 6 and 7	2

This historical survey form is no longer valid and is for information purposes only. www.bea.gov/information-for-survey-respondents.

Part I — IDENTIFICATION OF MINORITY-OWNED FOREIGN AFFILIATE — Continued

9. What is the major product produced or sold, or the major service performed, by this foreign affiliate? If a product, briefly state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, packaged, transported, etc. (For example, "Manufacture widgets to sell at wholesale.")

1029

10. International Survey Industry (ISI) code — Give the 4-digit ISI code in the industry group that accounts for the largest amount of the affiliate's sales. A list, and an explanation of, the ISI codes are given in the **Guide to Industry and Foreign Trade Classifications for International Surveys**. A summary list of ISI codes is included on Forms BE-11B(LF) and (SF).

1039

Part II — FINANCIAL AND OPERATING DATA OF MINORITY-OWNED FOREIGN AFFILIATE
See Additional Instructions for Part II, on page 3 at the back of this form.

Dealers in financial instruments and finances, insurance, and real estate companies see **Special Instructions**, page 3.

11. Total assets — Balance at close of fiscal year

2088

12. Annual sales or gross operating revenues, excluding sales taxes

2041

13. Net income (loss)

2051

Number of Employees and Employee Compensation

NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2000 including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 2000. If the number of employees at the end of FY 2000 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 2000. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

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 including those required by statute. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the 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.

14. Total number of employees — Report the total number of employees for the year

2088

15. Total employee compensation — Report, for all employees, the sum of

a. **Wages and salaries** — Employees' gross earnings (before payroll deductions), and direct and in-kind payments by the employer to employees; and

b. **Employee benefit plan** — Employer expenditures for all employee benefit plans

2072

16. BEA USE ONLY

2065

Part III — U.S. EXPORTS TO AND U.S. IMPORTS FROM MINORITY-OWNED FOREIGN AFFILIATE
Goods only valued f.a.s. at port of exportation; do not include services
See Instruction Booklet, Part V.

IMPORTANT NOTES

This section requires the reporting of U.S. exports of goods to and U.S. imports of goods from the foreign affiliate in FY 2000. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. Trade statistics to which these data will be compared. Do **not** record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person.

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, the "shipped" basis must be used or adjustments made to the data on a "charged" basis to approximate a "shipped" basis, as discussed in the **Instruction Booklet**, Part V. Data in this section cover all goods that physically left or entered the U.S. customs area in FY 2000, 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 goods. 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.

Exclude from exports and imports the value of 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 that country(ies) only because that country(ies) is along the shipping lines between the exporting and importing countries. In-transit imports are goods enroute 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).

• U.S. EXPORTS TO THIS FOREIGN AFFILIATE
(Valued f.a.s. U.S. port)

17. Total goods shipped in FY 2000 from the U.S. (by the U.S. Reporter(s) of this affiliate and by other U.S. persons) to this affiliate

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• U.S. IMPORTS FROM THIS FOREIGN AFFILIATE
(Valued f.a.s. foreign port)

18. Total goods shipped in FY 2000 to the U.S. (to the U.S. Reporter(s) of this affiliate and to other U.S. persons) by this affiliate

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19. BEA USE ONLY

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