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FORM **BE-15(LF)**
(REV. 12/90)

U.S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS

ANNUAL SURVEY OF FOREIGN DIRECT INVESTMENT IN THE UNITED STATES — 1990 (LONG FORM)

BEA USE ONLY Control number →

Public reporting burden for this long form is estimated to vary from 2 to 685 hours per response, with an average of 9 hours per response, including the 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 or any other aspect of this collection of information, including suggestions for reducing this burden, 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 0608-0034, Washington, DC 20503.

RETURN REPORTS TO
U.S. Department of Commerce
Bureau of Economic Analysis
BE-50 (BF)
Washington, DC 20230

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

Important

*Read **Instructions** before completing form.* The instructions given below are only a brief summary of certain ones relating to this form.

Insurance companies — See the **Instructions**, IV.A., before completing form.

1. **WHO MUST REPORT** — A Form BE-15(LF) report is required for each nonbank U.S. affiliate, fully consolidated as required, of a foreign person if —
   a. At the end of, or for, its 1990 fiscal year **any one** of the following three items, for the U.S. affiliate, was greater than $20 million (positive or negative) —
      (1) Total assets, or
      (2) Sales or gross operating revenues, excluding sales taxes, or
      (3) Net income (loss) after provision for U.S. income taxes; **and**
   b. The business enterprise was a U.S. affiliate of a foreign person at the end of its 1990 fiscal year.

   If no one of the three items exceeds $20 million, but at least one of the three items does exceed $10 million, the U.S. affiliate must file the short form BE-15(SF).

   *See **Instructions** for reporting requirements (Section I) and for definitions of affiliate and U.S. affiliate (Section II).*
2. **U.S. AFFILIATE'S 1990 FISCAL YEAR** — The affiliate's financial reporting year that has an ending date in calendar year 1990.
3. **CONSOLIDATED REPORTING** — A U.S. affiliate shall file on a fully consolidated basis, including in the consolidation all other **U.S. affiliates** in which it directly or indirectly owns more than 50 percent of the outstanding voting interest. Hereinafter, the fully consolidated entity is considered to be one U.S. affiliate. See **Instructions**, III.A.
4. **ASSISTANCE** — Telephone (202) 523-0547 during office hours—8:00 a.m. to 4:00 p.m. eastern time.
5. **DUE DATE** — A completed report on Form BE-15(LF) shall be due no later than May 31, 1991.
6. **GENERAL NOTES**
   a. Figures such as the number of acres and the number of employees should be reported to the nearest whole unit.
   b. Currency amounts should be reported in U.S. dollars rounded to thousands (omitting 000). **Do not enter** amounts in the shaded portions of each line.

   EXAMPLE — If amount is **$1,334,615.00**, report as

Bil.	Mil.	Thous.	Dols.
	1,	335	

   c. If an item is between + or – $500.00 enter "0."
   d. Use parentheses to indicate negative numbers.
   e. All questions should be answered in the context of the reporting period given in item 4.

Part I IDENTIFICATION OF U.S. AFFILIATE

1. Name and address of U.S. affiliate — *Enter name and mailing address in blocks below. Skip a single block between words.*

1001 1 ← **BEA USE ONLY** →

Name of U.S. Affiliate
1002 1

Street or P.O. Box
1003 1

City and State — ZIP Code
1004 1

2. Enter Employer Identification Number(s) used by U.S. affiliate to file income and payroll taxes.

Primary — Other
1006 1 – 2 –

3. Is the reported U.S. affiliate named in item 1 above separately incorporated in the United States, including its territories and possessions? *(Mark (X) one)*

1011 1 ☐ Yes
2 ☐ No

4. REPORTING PERIOD

	Month	Day	Year
This U.S. affiliate's 1990 fiscal year ends on → 1007	1		

*Report should be for fiscal year 1990; see **Instructions**, III.D.*

Direct ownership of U.S. affiliate named in item 1 — Percent of voting stock for an incorporated U.S. affiliate, or an equivalent interest for an unincorporated U.S. affiliate, owned:		Reporting period — Close FY 1990 (1)	Reporting period — Close FY 1989 (2)	BEA USE ONLY
Directly by foreign parent(s) of this U.S. affiliate — *If more than two, continue on a separate sheet.* Name of each foreign parent	Country of location of foreign parent			
5. 1017		1 . %	2 . %	3
6. 1018		1 . %	2 . %	3
Directly by another U.S. affiliate(s) of foreign parent(s) — *If more than two, continue on a separate sheet.* Name of each other U.S. affiliate holding a direct interest in the U.S. affiliate identified in item 1 above	Country of foreign parent of each other U.S. affiliate			
7. 1063		1 . %	2 . %	3
8. 1064		1 . %	2 . %	3
9. Directly by other persons (do not list names): give percentage of direct interests held by all other persons 1061		1 . %	2 . %	
TOTAL →		**100.0%**	**100.0%**	

10. Does this U.S. affiliate have an equity interest in a foreign business enterprise or conduct operations outside the United States?

1014 1 ☐ Yes
2 ☐ No

If "Yes" — *Do not fully consolidate such enterprises in this report; include them in data on an equity basis, or cost basis if less then 20 percent owned.*

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

PENALTIES — Whoever fails to report may be subject to a civil penalty not exceeding $10,000 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. (See Section 6 of the Act, 22 U.S.C. 3105).

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

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT — ***Enter name and address***

TELEPHONE NUMBER	Area code	Number	Extension

CERTIFICATION — The undersigned official certifies that this report has been prepared in accordance with the applicable instructions, is complete, and is substantially accurate except that, in accordance with III.G. of the **Instructions**, 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

Print or type name and title — Date

11. Is each foreign parent named in items 5 and 6, or on a separate sheet, also the ultimate beneficial owner (UBO) of that ownership interest in the U.S. affiliate? *(See* ***Instructions****, II.O., for definition of UBO.)*

Foreign parent industry code
3018 1 ☐☐

3019 1 1 ☐ Yes — *Enter industry code of the foreign parent from the list of codes at the top of page 3. If more than one foreign parent, list each and its industry code on a separate sheet.* →

1 2 ☐ No — *Complete item 12*

12. If the answer in item 11 as to any foreign parent is "No" — *Furnish for each such parent, the name, country and industry code of the UBO. If the UBO is an individual, a name need not be given, but country of residence must be given. Secure industry code from the list at the top of page 3. Space for identifying one UBO is given below; if more than one, give information on a separate sheet.*

Name of foreign parent
3011 1 ____________________

Name of UBO of foreign parent
3021 1 ____________________

Country of UBO
____

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3022 1 ☐☐☐

Industry code of UBO
3023 1 ☐☐

Item 13 must be completed unless industry code 01 or 02 (indicating ownership by a foreign government or government-run pension fund) is entered in item 11; if code 01 or 02 is entered in item 11, do not complete item 13, skip to item 14.

13. Does a foreign government (including a government-owned or -sponsored enterprise, or a quasi-government organization or agency) or a government-run pension fund have a combined direct and indirect voting ownership interest, or its equivalent, of 5% or more in any foreign parent, or any entity in the parent's chain of ownership up to and including the ultimate beneficial owner (UBO)?

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2 ☐☐☐

1071 1 1 ☐ Yes — *Enter country of the government* ____________________
1 2 ☐ No

If the answer to item 13 is "Yes" — *Give, on a separate sheet, the chain of ownership from the foreign parent to the government or government-run pension fund, showing at each level the name of, and the percent ownership held by, each entity in the entity below it.*

See ***Instructions****, III.E., for method of calculating indirect ownership.*

NOTE — Information regarding the UBO and government ownership is essential; failure to properly complete the relevant items, to the extent required by the line instructions, will constitute an incomplete report, which will be returned to the reporter for completion.

14. U.S. affiliates fully consolidated — *Enter number*

If this report is for a single U.S. affiliate enter "1" in the box. If more than one U.S. affiliate is fully consolidated in this report, enter the number of U.S. affiliates fully consolidated. (Hereinafter they are considered to be one U.S. affiliate.) **Exclude** all foreign business enterprises owned by this U.S. affiliate from full consolidation. See **Instructions**, III.A.

1012 1 ☐ *If number is greater than one, Supplement A must be completed.*

15. U.S. affiliates NOT fully consolidated — Number of U.S. affiliates in which this U.S. affiliate held a direct equity interest but which **ARE NOT** fully consolidated in this report.

1013 1 ☐ *If figure is not zero, Supplement B must be completed.*

16. Did the U.S. business enterprise become a U.S. affiliate during its 1990 fiscal year?

1008 1 1 ☐ Yes
1 2 ☐ No

If "Yes" — *Enter date U.S. business enterprise became a U.S. affiliate.*

	Month	Day	Year
1009 1			

NOTE — For a U.S. business enterprise that became a U.S. affiliate during the reporting period, the Close FY 1989 data columns should all be zero.

17. Did this U.S. affiliate acquire any U.S. business enterprises or segments during the reporting period that are now contained in this report on a fully consolidated basis or that were merged into this U.S. affiliate?

1015 1 1 ☐ Yes
1 2 ☐ No

If "Yes" — *Note that a Form BE-13 should have been filed to reflect the acquisition.*

18. Did this U.S. affiliate sell or otherwise transfer ownership of any of its subsidiaries, operating divisions, etc., during the reporting period that were included in the BE-15 annual survey filed by the affiliate for FY 1989?

1016 1 1 ☐ Yes
1 2 ☐ No

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1089	1	2	3	4
1090	1	2	3	4
1091	1	2	3	4
1092	1	2	3	4

Part I IDENTIFICATION OF U.S. AFFILIATE — Continued

FOREIGN PARENT AND UBO INDUSTRY CODES

01 Government and government-owned or -sponsored enterprise, or quasi-government organization or agency
02 Pension fund — Government run
03 Pension fund — Privately run
04 Estate, trust, or nonprofit organization
05 Individual

Private business enterprise, investment organization, or group engaged in:

06 Petroleum and natural gas: exploration, development and extraction; oil and gas field services; refining; transport; storage; and wholesale and retail trade (ISI codes 133, 138, 291, 292, 299, 441, 461, 470, 517, and 554)

NOTE — All industries listed below exclude petroleum subindustries included in "Petroleum and natural gas," as defined above.

07 Agriculture (ISI codes 010—090)
08 Mining (ISI codes 101—107, 120, and 140)
09 Construction (ISI code 150)
10 Manufacturing, including fabricating, assembly, and processing (ISI codes 201—289, 305—390)
11 Transportation, communication, and public utilities (ISI codes 401, 449, 450, 462, 472, 477, 481, 483, and 490)
12 Wholesale and retail trade (ISI codes 501—515, 519, 530, 540, 560, 580, and 590)
13 Banking (including bank holding companies) (ISI code 600)
14 Holding companies (IS code 671)
15 Other finance and insurance (ISI codes 603, 612, 631, 632, 639, and 679)
16 Real estate — Including investing or engaging in real estate a an operator, manager, lessor, agent, or broker (ISI code 650)
17 Services (ISI codes 070, 108, 124, 148, and 700—890)

19. Major activity of fully consolidated U.S. 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*. For an inactive affiliate, indicate the activity pertinent to the last active period; for "start-ups," show the intended activity.

1072 1 1 ☐ **Production** — The U.S. affiliate is primarily engaged in manufacturing, fabricating, assembling, processing, growing, or mining or extracting (including exploration and development) a product. These activities are coded in the 000, 100, 200, or 300 series, except 070, 108, 124, 138, and 148 of the list of ISI codes.

1 2 ☐ **Sales** — The U.S. affiliate is primarily engaged in selling (at wholesale or retail) products which it does not produce. These activities are coded in the 500 series of the list of ISI codes.

1 3 ☐ **Services** — The U.S. affiliate is primarily engaged in providing a service such as banking, public utilities, transportation, lodging, consulting, accounting, engineering, holding companies, etc. These activities are coded in 070, 108, 124, 138, 148, or in the 400, 600, 700, or 800 series of the list of ISI codes, except 650.

1 4 ☐ **Real estate** — The U.S. affiliate is primarily engaged in investing in, or operating, managing, developing, leasing, or acting as an agent or broker of, real estate. These activities are coded in 650 of the list of ISI codes.

20. 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, etc. (for example, "Manufacture widgets to sell at wholesale").*

Industry classification of fully consolidated U.S. affiliate (based on sales or gross operating revenues) — Enter the 3-digit ISI code(s) and the sales (as defined in item 48) associated with each code. For a full explanation of each code, see the *Guide to Industry and Foreign Trade Classifications for International Surveys*. If you use fewer than eight codes, you must account for total sales. For an inactive affiliate, show the industry classification(s) pertinent to the last active period; for "start-ups" with no sales, show the intended activity(ies).

Holding companies should show total income. Note, however, that a U.S. affiliate that is a conglomerate must determine its industry code based on the activities of the fully consolidated U.S. business enterprise. The "holding company" classification (i.e., ISI code 671), therefore, is often an invalid industry classification for a conglomerate. Call BEA for further assistance if this is the U.S. affiliate's apparent classification.

Include in column (3) all employees on the payroll at the end of FY 1990, including part-time employees, but excluding temporary and contract employees that are 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 proxy for the number on the payroll at the end of FY 1990. See **Instructions,** V.A., concerning reporting when employment is subject to unusual variations.

NOTE — For most U.S. affiliates, the percent distribution of employment in column (3) is expected to differ from that for sales in column (2). Do not distribute employment by industry simply by multiplying total employment by the percent distribution of sales.

		ISI code (1)	Sales (2) Bil. Mil. Thous. Dols.	Number of employees engaged in activities encompassed in each industry code in column (1) (3)
21. Enter code with largest sales	1164	1	2 $	3
22. Enter code with 2nd largest sales	1165	1	2	3
23. Enter code with 3rd largest sales	1166	1	2	3
24. Enter code with 4th largest sales	1167	1	2	3
25. Enter code with 5th largest sales	1168	1	2	3
26. Enter code with 6th largest sales	1169	1	2	3
27. Enter code with 7th largest sales	1170	1	2	3
28. Enter code with 8th largest sales	1171	1	2	3
29. Sales and employees accounted for — *Sum of items 21 through 28*	1172	1	2	3
30. Sales and employees not accounted for above — *Include employees in central administrative offices and headquarters that cannot be associated with just one ISI code.*	1173		2	3
31. TOTAL sales and employees — ***Sum of items 29 and 30 (Total sales must equal item 48.)*** →	1174	1	2 $	3

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1200	1	2	3	4	5
1201	1	2	3	4	5
1202	1	2	3	4	5
1203	1	2	3	4	5

Part II FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE

Report all amounts in thousands of U.S. dollars.

Section A — BALANCE SHEET

NOTE FOR UNINCORPORATED U.S. AFFILIATE — All asset and liability items should be disaggregated in the detail shown; in particular, receivables and payables between the affiliate and the foreign parent should be shown in the proper asset and liability accounts of the affiliate rather than being included only as a net amount in total owners' equity. Include asset and liability items of the U.S. affiliate that are carried only on an owner's books.

Item	Code	BALANCES — Close FY 1990 (1) Bil. Mil. Thous. Dols.	BALANCES — Close FY 1989 (Unrestated) (2) Bil. Mil. Thous. Dols.
● ASSETS			
32. Cash items — Deposits in financial institutions and other cash items. Do NOT include overdrafts here as negative cash.	2101	1 $	2 $
33. Current receivables — Trade accounts, trade notes, and other current receivables, net of allowances for doubtful items.	2102	1	2
34. Inventories — Land development companies should exclude land held for resale (include in item 35); finance and insurance companies should exclude inventories of marketable securities (include in item 35 or item 38, as appropriate).	2104	1	2
35. Other current assets, including land held for resale and current marketable securities.	2105	1	2
36. Equity investment in all unconsolidated U.S. affiliates, and foreign business enterprises owned 20 percent or more — For U.S. affiliates and foreign business enterprises owned 20 percent or more, show on the equity basis to include equity in undistributed earnings since acquisition; for U.S. affiliates owned less than 20 percent, show at cost.	2106	1	2
37. Property, plant, and equipment, net — Land, timber, mineral rights, structures, machinery, equipment, special tools, deposit containers, construction in progress, and capitalized tangible and intangible exploration and development costs of the affiliate, at historical cost net of accumulated depreciation, depletion, amortization, and like charges. Include items on capital leases from others, per FASB 13 and 98. Exclude all other types of intangible assets, and land held for resale. (An unincorporated affiliate should include items owned by its foreign parent but which are in the affiliate's possession whether or not carried on the affiliate's own books or records.)	2107	1	2
38. Other noncurrent assets — Include other equity investments whether carried at cost or on the equity basis; other investments; intangible assets, net of amortization; and all noncurrent assets not shown in item 36 or 37 above.	2108	1	2
39. TOTAL ASSETS — ***Sum of items 32 through 38*** →	2109	1 $	2 $
● LIABILITIES			
40. Current liabilities and long-term debt — Trade accounts, trade notes, other current liabilities, and long-term debt.	2111	1	2
41. Other noncurrent liabilities — Items other than those identifiable as long-term debt, such as deferred taxes and underlying minority interest in consolidated U.S. subsidiaries. — *Specify major items*	2113	1	2
42. TOTAL LIABILITIES — ***Sum of items 40 and 41*** →	2114	1 $	2 $
● OWNERS' EQUITY (INCORPORATED U.S. AFFILIATE ONLY, ITEMS 43—46)			
43. Capital stock and additional paid-in capital — Common and preferred, voting and non-voting capital stock and additional paid-in capital.	2116	1	2
44. Retained earnings (deficit) — Also include translation adjustment per FASB 52 and valuation allowance for marketable equity securities per FASB 12.	2117	1	2
45. Treasury stock	2118	1 ( )	2 ( )
46. Other — *Specify*	2119	1	2
47. TOTAL OWNERS' EQUITY (INCORPORATED OR UNINCORPORATED U.S. AFFILIATE) — ***Items 43 + 44 + 45 + 46 for incorporated U.S. affiliate. For an unincorporated U.S. affiliate, give no breakdown in items 43—46, but enter total owners' equity in this item. For both incorporated and unincorporated affiliates, total owners' equity must equal item 39 minus item 42.*** →	2120	1 $	2 $

Section B — INCOME STATEMENT

Item	Code	Amount (1) Bil. Mil. Thous. Dols.
● INCOME		
48. Sales or gross operating revenues, excluding sales taxes — Gross sales minus returns, allowances, and discounts, or gross operating revenues, both exclusive of sales or consumption taxes levied directly on the consumer and excise taxes levied directly on manufacturers, wholesalers, and retailers.	2149	1 $
49. Income from equity investments in unconsolidated business enterprises (domestic and foreign) — For those owned 20 percent or more, report equity in earnings during reporting period; for those owned less than 20 percent, report dividends received. Do not include any interest income.	2150	1
50. Certain realized and unrealized gains (losses) — Include gains (losses) resulting **(1)** from the sale, disposition, or revaluation of investment securities (dealers in securities, other finance companies, and insurance companies, see **Instructions**, V.B.); **(2)** from the sale, exchange, write-off, or revaluation of land, other property, plant, and equipment, or other assets (real estate companies, see **Instructions**, V.B.); **(3)** from changes in the dollar value of the affiliate's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the reporting period; **(4)** from extraordinary items (except those resulting from the early retirement or forgiveness of debt, legal judgements, and accidental damage to fixed assets); and **(5)** from unusual or infrequently occurring items. Report all amounts before income tax effect (which should be included in item 54 on page 5).	2151	1
51. Other income — Non-operating and other income not included above. — *Specify*	2152	1
52. TOTAL INCOME — ***Sum of items 48 through 51*** →	2153	1 $

Report all amounts in thousands of U.S. dollars.

Section B — INCOME STATEMENT — Continued

	Code	Amount (1) Bil. | Mil. | Thous. | Dols.
● COSTS AND EXPENSES		
53. Cost of goods sold or services rendered, and selling, general, and administrative expenses — Operating expenses that relate to sales or gross operating revenues, item 48, 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.	2154	1 $
54. Income taxes — Provision for U.S. Federal, State, and local income taxes. *Exclude production royalty payments.*	2156	1
55. Other costs and expenses not included above, including underlying minority interest in profits that arise out of consolidation. — *Specify major items*	2157	1
56. TOTAL COSTS AND EXPENSES — *Sum of items 53 through 55* →	2158	1 $
● NET INCOME		
57. Net income after provision for U.S. Federal, State, and local income taxes — *Item 52 minus item 56.*	2159	1 $

Section C — CHANGE IN RETAINED EARNINGS OF INCORPORATED U.S. AFFILIATE, OR IN TOTAL OWNERS' EQUITY OF UNINCORPORATED U.S. AFFILIATE

	Code	Amount (1) Bil. | Mil. | Thous. | Dols.
58. Balance, close FY 1989 before restatement due to a change in the entity or change in accounting methods or principles, if any — Incorporated affiliate, enter amount from item 44, column (2); unincorporated affiliate, enter amount from item 47, column (2).	2211	1 $
59. Increase (decrease) to FY 1989 closing balance resulting from restatement due to a change in the entity or change in accounting methods or principles, if any — *Specify reasons for change*	2212	1
60. FY 1989 closing balance as restated — *Item 58 plus item 59.*	2213	1 $
61. Net income — *Enter amount from item 57.*	2214	1
62. Dividends or remitted earnings — Incorporated affiliate, enter amount of dividends declared, inclusive of withholding taxes, out of current- or prior-period income, on common and preferred stock, excluding stock dividends. Unincorporated affiliate, enter amount of current- or prior-period net income distributed to owners.	2215	1
63. Certain realized and unrealized gains (losses), net of tax effect, that were not included in the determination of net income and therefore excluded from item 50, but that were taken directly to retained earnings or a surplus account for an incorporated affiliate, or to owners' equity for an unincorporated affiliate — Include translation adjustments per FASB 52, and valuation allowance for marketable equity securities per FASB 12. Report amount after giving effect to income tax liability (benefit), if any, on the gains (losses). See **Instructions**, V.B. — *Specify*	2216	1
64. Other increases (decreases) in retained earnings of an incorporated affiliate, including stock or liquidating dividends, or in total owners' equity of an unincorporated affiliate, including capital contributions (return of capital). — *Specify*	2217	1
65. FY 1990 closing balance — *Sum of items 60, 61, 63, and 64 minus item 62. For incorporated affiliate, must equal item 44, column (1); and for an unincorporated affiliate, must equal item 47, column (1).*	2218	1 $

Section D — DISTRIBUTION OF SALES OR GROSS OPERATING REVENUES

For purposes of distributing sales or gross operating revenues between sales of "goods" and sales of "services," consider as sales of goods those sales that are associated with industries coded in the 000, 100, 200, 300, and 500 series, except 070, 108, 124, 138, or 148; consider as sales of services those sales that are associated with industries coded in the 400, 600, 700, and 800 series, or in codes 070, 108, 124, 138, and 148, except as noted below regarding investment income included in gross operating revenues. For an explanation of each code, see the *Guide to Industry and Foreign Trade Classifications for International Surveys.*

The disaggregation of sales by industry in this section should be consistent with that used in items 21 through 28 (industry classification of fully consolidated U.S. affiliate), except that **companies, such as finance or insurance companies, that include investment income (e.g., interest and dividends) in gross operating revenues should include such income in item 68, rather than in item 69 as a sale of a "service."**

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

	Code	Amount (1) Bil. | Mil. | Thous. | Dols.
66. TOTAL SALES OR GROSS OPERATING REVENUES, EXCLUDING SALES TAXES — *Equals item 48, and also sum of items 67 through 69* →	2243	1 $
67. Sales of goods	2244	1
68. Investment income included in gross operating revenues (e.g., by finance and insurance companies)	2245	1
69. SALES OF SERVICES, TOTAL — *Sum of items 70 through 73* →	2246	1 $
70. To U.S. persons	2247	1
71. To foreign parent(s) and foreign affiliates of the foreign parent(s) of this U.S. affiliate	2248	1
72. To foreign affiliates of this U.S. affiliate	2249	1
73. To other foreign persons	2250	1

Part II **FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE — Continued**
Report all amounts in thousands of U.S. dollars.

Section E — EMPLOYEE COMPENSATION

EMPLOYEE COMPENSATION — All expenditures made by an employer in connection with the employment of workers, including cash payments, payments-in-kind, and employer expenditures for employee benefit plans. Compensation data should be based on payroll records. They should relate to activities during the reporting period regardless of whether such activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods. See **Instructions**, V.A.

	Code	Amount for all employees (1) Bil. Mil. Thous. Dols.
74. **Wages and salaries** — Employees' gross earnings (before payroll deductions), and all direct and in-kind payments by the employer to employees	2251	1 $
75. **Employee benefit plans** — Employer expenditures for all employee benefit plans, including those required by statute, such as employer's Social Security taxes, those resulting from collective bargaining contracts, and those that are voluntary.	2252	1
76. **TOTAL EMPLOYEE COMPENSATION** — ***Sum of items 74 and 75*** →	2253	1 $

Section F — COMPOSITION OF EXTERNAL FINANCES OF U.S. AFFILIATE

CLOSE FY 1990

	Code	Total (1) Bil. Mil. Thous. Dols.	Foreign parent(s) and its (their) foreign affiliates (2) Bil. Mil. Thous. Dols.	Other foreign persons, including foreign business enterprises owned by this U.S. affiliate (3) Bil. Mil. Thous. Dols.	U.S. persons (4) Bil. Mil. Thous. Dols.
77. **Current liabilities and long-term debt** — Column (1) must equal item 40, column (1)	2254	1 $	2 $	3 $	4 $
78. **Current and noncurrent receivables** — Column (1) must equal item 33, column (1), and that part of item 38, column (1), that is noncurrent receivables	2256	1	2	3	4
79. **Noncurrent financial investments** — Column (1) must equal that part of item 38, column (1), that is financial investments	2257	1	2	3	4
80. **Owners' equity** — For incorporated U.S. affiliate, column (1) must equal sum of items 43, 44, and 46, column (1); for unincorporated U.S. affiliate, column (1) must equal item 47, column (1)	2258	1 $	2 $	3 $	4 $
BEA USE ONLY	2259	1 $	2 $	3 $	4 $

Section G — LAND AND OTHER PROPERTY, PLANT, AND EQUIPMENT

Land and other property, plant, and equipment includes all land and other property, plant, and equipment carried anywhere on the U.S. affiliate's balance sheet, whether or not the intent is to hold and actively use the asset in the operating activity of the business. **Land** refers to any part of the earth's surface; **other property, plant, and equipment** includes timber, mineral and like rights owned, all 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. In addition to items carried in property, plant, and equipment (item 37), such items may be carried in other noncurrent assets (item 38), or in other current assets (item 35).

Items, including land, being leased from others pursuant to capital leases are to be considered as owned by the affiliate; items which the affiliate has sold on a capital lease basis are not to be considered as owned by the affiliate. The capitalized value of timber, mineral, and like rights leased by the affiliate from others is to be included.

Expenditures cover all acquisitions by, or transfers to, the U.S. affiliate of the items detailed above, irrespective of where carried on the balance sheet. Exclude from expenditures all changes in land and in other property, plant, and equipment accounted for by a change in the entity (i.e., due to mergers, acquisitions, divestitures, etc.) during your 1990 fiscal year; such changes are separately accounted for in item 88.

LAND AND OTHER PROPERTY, PLANT, AND EQUIPMENT AT CLOSE FY 1990

	Code	All acres of land owned at close of FY 1990 *(Exclude mineral rights)* *(To nearest whole acre)* (1) Number	Gross book value of all land and other property, plant, and equipment at historical cost *(Include mineral rights)* (2) Bil. Mil. Thous. Dols.
81. **Carried in property, plant, and equipment accounts** — Land and other property, plant, and equipment carried in item 37, column (1)	2351	1	2 $
82. **Carried in other noncurrent assets** — That part of item 38, column (1) that is land or other property, plant, and equipment	2352	1	2
83. **Carried elsewhere on balance sheet** — *Specify where*	2353	1	2
84. **TOTAL** — ***Sum of items 81 through 83*** →	2354	1	2 $

	Code	Acres of mineral rights owned or leased from others *(To nearest whole acre)* Number
85. **Acres of mineral rights owned or leased from others** — Include acres leased from others pursuant to both capital and operating leases. Exclude acreage reported as land owned in item 84, column (1)	2355	1

	Code	Bil. Mil. Thous. Dols.
86. **Gross book value of land owned** — The portion of item 84, column (2), that is the gross book value of land owned for which acreage is reported in item 84, column (1)	2356	1 $

Report all amounts in thousands of U.S. dollars.

Section G — LAND AND OTHER PROPERTY, PLANT, AND EQUIPMENT — Continued

SCHEDULE OF CHANGE FROM FY 1989 CLOSING BALANCES TO FY 1990 CLOSING BALANCES

Amount (1) — Bil. | Mil. | Thous. | Dols.

- BALANCES AT CLOSE FY 1989, BEFORE RESTATEMENT DUE TO A CHANGE IN THE ENTITY

87. **Net book value of all land and other property, plant, and equipment, wherever carried on balance sheet** 2386 1 $

- CHANGES DURING FY 1990

88. If answer to item 16, 17, or 18 was "Yes" — **Give amount by which the net book value in item 87 would be restated due to a change in the entity (i.e., due to mergers, acquisitions, divestitures, etc.).** If a decrease, put amount in parentheses. Gains (losses) resulting from the sale or disposition of U.S. affiliates, including those resulting from revaluation of assets (whether or not realized) should be included in item 50. 2387 1

Expenditures by the U.S. affiliate for, or transfers into the U.S. affiliate of

89. **Land** 2388 1

90. **Mineral rights** 2389 1

91a. **Plant, equipment, and property other than land and mineral rights** (Changes due to mergers and acquisitions are separately accounted for in item 88.) **a.** New 2390 1

91b. *If it would be burdensome to exclude all used plant, equipment, etc., from new, then minor used items may be included in item 91a, and only major used items reported in 91b.* **b.** Used 2391 1

92. **Depreciation, depletion, and like charges applicable to assets defined for inclusion in this section** 2392 1

93. **Net book value of sales, retirements, or transfers out of assets defined for inclusion in this section, and other decreases (increases)** — Divestitures of U.S. affiliates are separately accounted for in item 88. Gains (losses) resulting from the sale or disposition of property, plant, and equipment should be included in item 50. — *Specify* 2394 1

- BALANCES AT CLOSE FY 1990

94. **Net book value** — *Equals sum of items 87, 88, 89, 90, and 91a and b, minus sum of items 92 and 93.* 2395 1

95. **Accumulated depreciation, depletion, and like charges applicable to assets included in item 94.** 2396 1

96. **Gross book value (historical cost) of all land and other property, plant, and equipment, wherever carried on balance sheet** — *Sum of items 94 and 95; and must also equal item 84, column (2).* 2397 1 $

- ADDENDUM

97. **Expensed petroleum and mining exploration and development expenditures** — Include expensed expenditures to acquire or lease mineral rights. Expenditures made in prior years that are reclassified in the current year are not to be included; such expenditures are considered to be expenditures only in the year when initially expended. 2398 1 $

Section H — TAXES AND RESEARCH AND DEVELOPMENT (R&D)

Bil. | Mil. | Thous. | Dols.

98. **Taxes (other than income and payroll taxes) and non-tax payments (including production royalties)** — Amount paid or accrued for the year, net of refunds or credits, to U.S. Federal, State, or local governments, their subdivisions and agencies for sales, consumption and excise taxes; property and other taxes on the value of assets and capital; any remaining taxes (other than income and payroll taxes); and all payments and accruals of non-tax liabilities (other than for purchases of goods and services), such as import and export duties, production royalties for natural resources, license fees, fines, penalties, and similar items. 2402 1 $

99. **Research and development expenditures, calculated in accordance with FASB 2.** All R&D costs incurred, including depreciation, amortization, wages and salaries, taxes, cost of materials and supplies, allocated overhead, indirect R&D costs, and the costs of R&D conducted by others on behalf of the U.S. affiliate. *Exclude costs incurred in R&D activities conducted for others under a contractual arrangement.* 2403 1

BEA USE ONLY 2404 1 $

Section I — EXPORTS AND IMPORTS OF U.S. AFFILIATE — GOODS ONLY, DO NOT INCLUDE SERVICES

IMPORTANT NOTES — This section requires the reporting of data on U.S. merchandise trade of the U.S. affiliate in FY 1990. The data should be on a "shipped" basis, i.e., on the basis of when, where, and to (or by) whom the goods were shipped. A U.S. import or U.S. export should **not** be recorded here if the goods did not physically enter or leave the United States, even though they may have been charged to the U.S. affiliate by, or charged by the U.S. affiliate to, a foreign person. However, U.S. affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when, where, and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference between the two bases, the "shipped" basis must be used or adjustments must be made to the data on a "charged" basis to approximate a "shipped" basis.

NOTE — If it is determined that there is a material difference between the "charged" and "shipped" basis 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.

Include capital goods but exclude the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States transporting people or merchandise. Consigned goods must be included when shipped or received, even though not normally recorded as sales or purchases or entered into intercompany accounts when initially consigned. The data should include goods only; they should **exclude** services. Thus, U.S. merchandise exports and imports of the U.S. affiliate to be shown here are not the same as the U.S. affiliate's sales to, or purchases from, foreign persons because, among other reasons, sales and purchases may include services.

See **Instructions**, V.C., for additional details of data requirements.

		TOTAL (1)	Shipped to (by) foreign parent(s) and its (their) foreign affiliates (2)	Shipped to (by) foreign affiliates of U.S. affiliate (3)	Shipped to (by) all other foreigners (4)
		Bil. Mil. Thous.	Bil. Mil. Thous.	Bil. Mil. Thous.	Bil. Mil. Thous.
100. **Exports of U.S. affiliate to foreigners** — Shipped by U.S. affiliate to foreigners (valued f.a.s. U.S. port)	2502	1 $	2 $	3 $	4 $
101. **Imports of U.S. affiliate from foreigners** — Shipped to U.S. affiliate by foreigners (valued f.a.s. foreign port)	2515	1 $	2 $	3 $	4 $

Part III SCHEDULE OF EMPLOYMENT, LAND AND OTHER PROPERTY, PLANT, AND EQUIPMENT, BY LOCATION

In column (4), include all employees on the payroll of operating manufacturing plants located in the State. Also include employees on the payrolls of central administrative offices and auxiliary units if these units primarily serve manufacturing plants (even if the plants served are located in other States).

Include in column (6), the value of all buildings and associated land leased or rented to others and the value of **commercial** property you own and use or operate. Commercial property includes apartment buildings, office buildings, hotels, motels, and buildings used for wholesale, retail, and services trades, such as shopping centers, recreational facilities, department stores, bank buildings, restaurants, public garages, and automobile service stations. Include the value of the land associated with these buildings. Exclude property you use for agricultural, mining, manufacturing, or other industrial purposes, property that is used to support these activities, such as research labs and warehouses, and office buildings located at industrial sites (office buildings owned by an industrial company but not located at an industrial site should be included in column (6)). Also exclude educational buildings, hospital and institutional buildings, and all undeveloped land.

Do not include in the "foreign" category land and other property, plant, and equipment owned by foreign business enterprises in which this U.S. affiliate has an equity interest or by foreign operations of this affiliate. The "foreign" category is primarily for use in reporting movable fixed assets temporarily outside the U.S. or for reporting any foreign fixed assets carried directly on the U.S. affiliate's books.

See **Instructions**, V.D., for additional details of data requirements.

LOCATION		BEA USE ONLY	State code	Number of employees at yearend *Total must equal item 31, column (3)*	The portion of employees in column (3) that are manufacturing employees	Gross book value (historical cost) of all land and other property, plant, and equipment wherever carried on balance sheet, FY 1990 closing balance. *Must equal item 84, column (2).*	The portion of column (5) that is commercial property
		(1)	(2)	(3) Number	(4) Number	(5) Bil. Mil. Thous. Dols.	(6) Bil. Mil. Thous. Dols.
102. TOTAL for each column must equal sum of items 103 through 160	2700	1	2	3	4	5 $	6 $
103. Alabama	2701	1	2 01	3	4	5	6
104. Alaska	2702	1	2 02	3	4	5	6
105. Arizona	2703	1	2 04	3	4	5	6
106. Arkansas	2704	1	2 05	3	4	5	6
107. California	2705	1	2 06	3	4	5	6
108. Colorado	2706	1	2 08	3	4	5	6
109. Connecticut	2707	1	2 09	3	4	5	6
110. Delaware	2708	1	2 10	3	4	5	6
111. Florida	2709	1	2 12	3	4	5	6
112. Georgia	2710	1	2 13	3	4	5	6
113. Hawaii	2711	1	2 15	3	4	5	6
114. Idaho	2712	1	2 16	3	4	5	6
115. Illinois	2713	1	2 17	3	4	5	6
116. Indiana	2714	1	2 18	3	4	5	6
117. Iowa	2715	1	2 19	3	4	5	6
118. Kansas	2716	1	2 20	3	4	5	6
119. Kentucky	2717	1	2 21	3	4	5	6
120. Louisiana	2718	1	2 22	3	4	5	6
121. Maine	2719	1	2 23	3	4	5	6
122. Maryland	2720	1	2 24	3	4	5	6
123. Massachusetts	2721	1	2 25	3	4	5	6
124. Michigan	2722	1	2 26	3	4	5	6
125. Minnesota	2723	1	2 27	3	4	5	6
126. Mississippi	2724	1	2 28	3	4	5	6
127. Missouri	2725	1	2 29	3	4	5	6
128. Montana	2726	1	2 30	3	4	5	6
129. Nebraska	2727	1	2 31	3	4	5	6
130. Nevada	2728	1	2 32	3	4	5	6
131. New Hampshire	2729	1	2 33	3	4	5	6
132. New Jersey	2730	1	2 34	3	4	5	6
133. New Mexico	2731	1	2 35	3	4	5	6
134. New York	2732	1	2 36	3	4	5	6
135. North Carolina	2733	1	2 37	3	4	5	6
136. North Dakota	2734	1	2 38	3	4	5	6
137. Ohio	2735	1	2 39	3	4	5	6
138. Oklahoma	2736	1	2 40	3	4	5	6
139. Oregon	2737	1	2 41	3	4	5	6
140. Pennsylvania	2738	1	2 42	3	4	5	6
141. Rhode Island	2739	1	2 44	3	4	5	6
142. South Carolina	2740	1	2 45	3	4	5	6
143. South Dakota	2741	1	2 46	3	4	5	6
144. Tennessee	2742	1	2 47	3	4	5	6
145. Texas	2743	1	2 48	3	4	5	6
146. Utah	2744	1	2 49	3	4	5	6
147. Vermont	2745	1	2 50	3	4	5	6
148. Virginia	2746	1	2 51	3	4	5	6
149. Washington	2747	1	2 53	3	4	5	6
150. West Virginia	2748	1	2 54	3	4	5	6
151. Wisconsin	2749	1	2 55	3	4	5	6
152. Wyoming	2750	1	2 56	3	4	5	6
153. District of Columbia	2751	1	2 11	3	4	5	6
154. Puerto Rico	2752	1	2 43	3	4	5	6
155. Virgin Islands	2753	1	2 52	3	4	5	6
156. Guam	2754	1	2 14	3	4	5	6
157. American Samoa	2755	1	2 03	3	4	5	6
158. U.S. offshore oil and gas sites	2756	1	2 65	3	4	5	6
159. Other U.S. territories and possessions	2757	1	2 60	3	4	5	6
160. Foreign	2758	1	2 70	3	4	5 $	6 $

U.S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS

BEA USE ONLY

...AND OTHER U.S. AFFILIATES FULLY CONSOLIDATED INTO THE REPORTING U.S. AFFILIATE

...mputer printout of Supplement A with your 1989 BE-15 report, in lieu of completing a new Supplement A, you may ...nt A or a computer printout which has been updated to show any additions, deletions, or other changes.

...ng affiliate which consolidates financial and operating data of any other U.S. affiliate(s). The number of U.S. affiliates ...ust agree with item 14, Part I of BE-15(LF). Continue listing onto as many additional copied pages as necessary.

Name of U.S. affiliate as shown in item 1, Part I of BE-15(LF)

Employer Identification Number as shown in item 2, Part I of B...

...ne of each U.S. affiliate consolidated (as represented in item 14, Part I) (2)	Employer Identification Number used by U.S. affiliate listed in column (2) to file income and payroll taxes (3)	Name of U.S. affiliate which holds the direct e... interest in the U.S. affiliate listed in column... (4)
	3 –	4
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BE-15(LF) Supplement A — LIST OF ALL U.S. CORPORATIONS AND OTHER U.S. AFFILIATES FULLY CONSOLIDATED INTO THE REPORTING U.S. AFFILIATE — Continued

Page number

BEA USE ONLY (1)	Name of each U.S. affiliate consolidated (as represented in item 14, Part I) (2)	Employer Identification Number used by U.S. affiliate listed in column (2) to file income and payroll taxes (3)	Name of U.S. affiliate which holds the direct equity interest in the U.S. affiliate listed in column (2) (4)	Percentage of direct ownership which the U.S. affiliate listed in column (4) has in the U.S. affiliate listed in column (2). — *Enter percentage to nearest tenth.* (5)
5134 1	2	3 –	4	5 . %
5135 1	2	3 –	4	5 . %
5136 1	2	3 –	4	5 . %
5137 1	2	3 –	4	5 . %
5138 1	2	3 –	4	5 . %
5139 1	2	3 –	4	5 . %
5140 1	2	3 –	4	5 . %
5141 1	2	3 –	4	5 . %
5142 1	2	3 –	4	5 . %
5143 1	2	3 –	4	5 . %
5144 1	2	3 –	4	5 . %
5145 1	2	3 –	4	5 . %
5148 1	2	3 –	4	5 . %
5147 1	2	3 –	4	5 . %
5148 1	2	3 –	4	5 . %
5149 1	2	3 –	4	5 . %
5150 1	2	3 –	4	5 . %
5151 1	2	3 –	4	5 . %
5152 1	2	3 –	4	5 . %
5153 1	2	3 –	4	5 . %
5154 1	2	3 –	4	5 . %
5155 1	2	3 –	4	5 . %
5156 1	2	3 –	4	5 . %
5157 1	2	3 –	4	5 . %
5158 1	2	3 –	4	5 . %
5159 1	2	3 –	4	5 . %

U.S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS

BEA USE ONLY

Name of U.S. affiliate as shown in item 1, Part 1 of BE-15(LF

Employer Identification Number as shown in item 2, Part 1 of BE

FFILIATES IN WHICH THE REPORTING AFFILIATE (AS CONSOLIDATED) HAS A EQUITY INTEREST BUT WHICH ARE NOT FULLY CONSOLIDATED

omputer printout of Supplement B with your 1989 BE-15 report, in lieu of completing a new Supplement B, you pplement B or a computer printout which has been updated to show any additions, deletions, or other changes.

ffiliate which files a BE-15(LF) and has a direct ownership interest in a U.S. affiliate(s) which is (are) not fully consolidated. ee with item 15, Part 1, of BE-15(LF). Continue listing onto as many additional copied pages as necessary.

Name of each U.S. affiliate in which a direct interest is held but which is not listed in Supplement A (2)	Address of each U.S. affiliate listed in column (2). *Give number, street, city, State, and ZIP Code* (3)	Has affiliate been notified of obligation to file? *(Mark (X) one)* (4)	Empl Number listed i incom
	3	4 1 ☐ Yes 2 ☐ No	5 –
	3	4 1 ☐ Yes 2 ☐ No	5 –
	3	4 1 ☐ Yes 2 ☐ No	5 –
	3	4 1 ☐ Yes 2 ☐ No	5 –
	3	4 1 ☐ Yes 2 ☐ No	5 –
	3	4 1 ☐ Yes 2 ☐ No	5 –
	3	4 1 ☐ Yes 2 ☐ No	5 –
	3	4 1 ☐ Yes 2 ☐ No	5 –
	3	4 1 ☐ Yes 2 ☐ No	5 –
	3	4 1 ☐ Yes 2 ☐ No	5 –
	3	4 1 ☐ Yes 2 ☐ No	5 –

BE-15(LF) Supplement B — LIST OF ALL U.S. AFFILIATES IN WHICH THE REPORTING AFFILIATE (AS CONSOLIDATED) HAS DIRECT EQUITY INTEREST BUT WHICH ARE NOT FULLY CONSOLIDATED — Continued

Page number

BEA USE ONLY (1)	Name of each U.S. affiliate in which a direct interest is held but which is not listed in Supplement A (2)	Address of each U.S. affiliate listed in column (2). *Give number, street, city, State, and ZIP Code* (3)	Has affiliate been notified of obligation to file? *(Mark (X) one)* (4)	Employer Identification Number used by U.S. affiliate listed in column (2) to file income and payroll taxes (5)	Percentage of direct ownership in the U.S. affiliate listed in column (2) held by the reporting affiliate named in item 1, Part I of BE-15(LF). — *Enter percentage to nearest tenth.* (6)
1 6222	2	3	4 1 ☐ Yes 2 ☐ No	5 —	6 . %
1 6223	2	3	4 1 ☐ Yes 2 ☐ No	5 —	6 . %
1 6224	2	3	4 1 ☐ Yes 2 ☐ No	5 —	6 . %
1 6225	2	3	4 1 ☐ Yes 2 ☐ No	5 —	6 . %
1 6226	2	3	4 1 ☐ Yes 2 ☐ No	5 —	6 . %
1 6227	2	3	4 1 ☐ Yes 2 ☐ No	5 —	6 . %
1 6228	2	3	4 1 ☐ Yes 2 ☐ No	5 —	6 . %
1 6229	2	3	4 1 ☐ Yes 2 ☐ No	5 —	6 . %
1 6230	2	3	4 1 ☐ Yes 2 ☐ No	5 —	6 . %
1 6231	2	3	4 1 ☐ Yes 2 ☐ No	5 —	6 . %
1 6232	2	3	4 1 ☐ Yes 2 ☐ No	5 —	6 . %
1 6233	2	3	4 1 ☐ Yes 2 ☐ No	5 —	6 . %
1 6234	2	3	4 1 ☐ Yes 2 ☐ No	5 —	6 . %

ANNUAL SURVEY OF FOREIGN DIRECT INVESTMENT IN THE UNITED STATES — 1990 (LONG FORM)

INSTRUCTIONS

Purpose — Reports on this form are required to provide reliable, useful, and timely measures of foreign direct investment in the United States and to update the nonbank data reported on the BE-12, Benchmark Survey of Foreign Direct Investment in the United States — 1987, on the operations of foreign-owned U.S. business enterprises. However, filing this report is not contingent upon having filed a report in the 1987 benchmark survey.

I. REPORTING REQUIREMENTS

A. Who must report — A BE-15(LF) **or** a BE-15(SF) report is required for each U.S. affiliate, i.e., for each U.S. business enterprise (except a bank) in which a foreign person owned or controlled, directly or indirectly, 10 percent or more of the voting securities if an incorporated U.S. business enterprise, or an equivalent interest if an unincorporated U.S. business enterprise, at the end of the business enterprise's 1990 fiscal year.

A report is required even though the foreign person's equity interest in the U.S. business enterprise may have been established or acquired during the reporting period.

1. Form BE-15(LF) — Annual Survey of Foreign Direct Investment in the United States — 1990 (Long Form)

A Form BE-15(LF) must be completed and filed by May 31, 1991, by each nonbank U.S. business enterprise that was a U.S. affiliate of a foreign person at the end of its 1990 fiscal year, if on a fully consolidated, or, in the case of real estate investments, an aggregated basis, one or more of the following three items for the U.S. affiliate (not the foreign parent's share) exceeded $20 million (positive or negative) at the end of, or for, its 1990 fiscal year:

a. Total assets (do not net out liabilities),
b. Sales or gross operating revenues, excluding sales taxes, or
c. Net income after provision for U.S. income taxes.

2. Form BE-15(SF) — Annual Survey of Foreign Direct Investment in the United States — 1990 (Short Form)

A Form BE-15(SF) must be completed and filed by May 31, 1991, by each nonbank U.S. business enterprise that was a U.S. affilliate of a foreign person at the end of its 1990 fiscal year, if on a fully consolidated, or, in the case of real estate investments , an aggregated basis, one or more of the following three items for the U.S. affiliate (not the foreign parent's share) exceeded $10 million (positive or negative), but no one item exceeded $20 million (positive or negative) at the end of, or for, its 1990 fiscal year:

a. Total assets (do not net out liabilities),
b. Sales or gross operating revenues, excluding sales taxes, or
c. Net income after provision for U.S. income taxes.

B. Exemption — A U.S. affiliate is not required to file either a BE-15(LF) or a BE-15(SF) if:

1. It is a bank or bank holding company

NOTE — Subsidiaries of a U.S. bank holding company that are non-bank U.S. affiliates, and who do not meet the exemption criteria in I.B.2. below are NOT exempt and must file a Form BE-15(LF) or BE-15(SF) under the name of the bank holding company with the notation "Non-bank activities" in item 1 of Form BE-15(LF) or (SF) or on the label if provided.

2. On a fully consolidated, or, in the case of real estate, an aggregated basis, each of the following three items for the U.S. affiliate (not the foreign parent's share) did not exceed $10 million (positive or negative) at the end of, or for, its 1990 fiscal year:

a. Total assets (do not net out liabilities),
b. Sales or gross operating revenues, excluding sales taxes, and
c. Net income after provision for U.S. income taxes.

II. DEFINITIONS

A. United States, when used in a geographic sense, means the several States, the District of Columbia, the Commonwealth of Puerto Rico, and all territories and possessions of the United States.

B. Foreign, when used in a geographic sense, means that which is situated outside the United States or which belongs to or is characteristic of a country other than the United States.

C. Person means any individual, branch, partnership, associated group, association, estate, trust, corporation, or other organization (whether or not organized under the laws of any State), and any government (including a foreign government, the United States Government, a State or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government-sponsored agency).

D. Foreign person means any person resident outside the United States or subject to the jurisdiction of a country other than the United States.

E. Direct investment means the ownership or control, directly or indirectly, by one person of 10 per centum or more of the voting securities of an incorporated business enterprise or an equivalent interest in an unincorporated business enterprise.

F. Foreign direct investment in the United States means the ownership or control, directly or indirectly, by one foreign person of 10 per centum or more of the voting securities of an incorporated U.S. business enterprise or an equivalent interest in an unincorporated U.S. business enterprise, including a branch.

G. Business enterprise means any organization, association, branch, or venture which exists for profitmaking purposes or to otherwise secure economic advantage, and any ownership of any real estate.

H. Branch means the operations or activities conducted by a person in a different location in its own name rather than through an incorporated entity.

I. Affiliate means a business enterprise located in one country which is directly or indirectly owned or controlled by a person of another country to the extent of 10 per centum or more of its voting stock for an incorporated business or an equivalent interest for an unincorporated business, including a branch.

J. U.S. affiliate means an affiliate located in the United States in which a foreign person has a direct investment.

K. Foreign parent means the first foreign person in the ownership chain of the U.S. affiliate.

L. Affiliated foreign group means (i) the foreign parent, (ii) any foreign person, proceeding up the foreign parent's ownership chain, which owns more than 50 per centum of the person below it up to and including that person which is not owned more than 50 per centum by another foreign person, and (iii) any foreign person, proceeding down the ownership chain(s) of each of these members, which is owned more than 50 per centum by the person above it.

M. Foreign affiliate of foreign parent means, with reference to a given U.S. affiliate, any member of the affiliated foreign group owning the affiliate that is not a foreign parent of the affiliate.

N. U. S. corporation means a business enterprise incorporated in the United States.

O. Ultimate beneficial owner (UBO) is that person, proceeding up the ownership chain beginning with and including the foreign parent, that is not more than 50 percent owned or controlled by another person. (A person who creates a trust, proxy, power of attorney, arrangement, or device with the purpose or effect of divesting such owner of the ownership of an equity interest as part of a plan or scheme to avoid reporting information is deemed to be the owner of the equity interest.) Note: Stockholders of a closely or privately held corporation are normally considered to be an associated group and may be a UBO.

P. Banking includes business enterprises engaged in deposit banking, Edge Act corporations engaged in international or foreign banking, foreign branches and agencies of U.S. banks whether or not they accept deposits abroad, U.S. branches and agencies of foreign banks whether or not they accept domestic deposits, and bank holding companies, i.e., holding companies for which over 50 percent of their total income is from banks which they hold.

Q. Lease is an arrangement conveying the right to use property, plant, or equipment (i.e., land and/or depreciable assets), usually for a stated period of time.

1. Capital lease — A long-term lease under which a sale of the asset is recognized at the inception of the lease. These may be shown as lease contracts or accounts receivable on the lessor's books. The assets would not be considered as owned by the lessor.

2. Operational lease — Generally, a lease with a term which is less than the useful life of the asset and a transfer of ownership is not contemplated.

R. U.S. affiliate's 1990 fiscal year is the affiliate's financial reporting year that has an ending date in calendar year 1990.

III. GENERAL INSTRUCTIONS

A. Consolidated reporting by U.S. affiliate — A U.S. affiliate must file on a fully consolidated domestic (U.S.) basis, including in the full consolidation all of its foreign parent's other U.S. affiliates in which it directly or indirectly owns more than 50 percent of the outstanding voting interest, except that a U.S. affiliate in which a direct ownership interest and an indirect ownership interest are held by different foreign persons should not be fully consolidated into another U.S. affiliate, but must complete and file its own Form BE-15.

The indirectly owned affiliate, even if more than 50 percent owned by the U.S. affiliate above it, should be reflected on the balance sheet and income statement of the owning U.S. affiliate's Form BE-15 on an equity basis.

Foreign subsidiaries, branches, or other foreign operations or equity investments of a U.S. affiliate are NOT to be included on a fully consolidated basis, but are to be included only as provided under III. B.

If a U.S. affiliate is not fully consolidated in its U.S. parent's BE-15 report, it must be listed on Supplement B of the U.S. parent's Form BE-15 and must file its own Form BE-15. If you normally prepare your consolidated financial statements using the proportionate consolidation method, this office should be contacted before using the method in completing Form BE-15.

Hereinafter, the fully consolidated entity is considered one U.S. affiliate.

B. Equity method of accounting — Investments by the U.S. affiliate in business enterprises not fully consolidated and which are 20 percent or more owned shall be accounted for following the equity method of accounting. However, for investments in foreign affiliates, intercompany items are not to be eliminated.

C. Reporting by unincorporated U.S. affiliates — A Form BE-15 shall be filed for each unincorporated U.S. affiliate, except a bank, but including a branch, which is directly owned 10 percent or more by a foreign person. Two or more such directly owned U.S. affiliates may not be combined on a single BE-15. An indirectly owned unincorporated U.S. affiliate should be consolidated on the report with the U.S. affiliate which holds the equity interest in it, provided it meets the usual consolidation criterion of being more than 50 percent owned. Otherwise, a separate report is required for each indirectly owned unincorporated U.S. affiliate.

D. Fiscal year reporting period — The report is to cover the U.S. affiliate's 1990 fiscal year. The affiliate's 1990 fiscal year is defined to be the affiliate's financial reporting year that has an ending date in calendar year 1990. For a business enterprise that does not have a financial reporting year, such as investments in unimproved real estate, or does not have a financial reporting year ending in calendar year 1990, its 1990 fiscal year is deemed to be tha same as calendar year 1990. (U.S. affiliates that changed the ending date of their financial reporting year in 1990 should contact BEA to determine what reporting period should be used.) The fiscal year used by the U.S. affiliate on Form BE-15 should be consistent with that used on Form BE-12, Benchmark Survey of Foreign Direct Investment in the U.S. — 1987, if a Form BE-12 was filed.

E. Calculation of indirect ownership interest — All direct and indirect lines of ownership interest held by a foreign person in a given U.S. business enterprise must be summed to determine whether the enterprise is a U.S. affiliate of the foreign person for purposes of reporting.

A foreign parent's percentage of indirect ownership interest in a given U.S. business enterprise is the product of the direct ownership percentage of the foreign parent in the first U.S. business enterprise in the ownership chain times that first enterprise's direct ownership percentage in the second U.S. business enterprise times each succeeding direct ownership percentage of each other intervening U.S. business enterprise in the ownership chain between the foreign parent and the given U.S. business enterprise.

If there is more than one line of ownership from the foreign parent, or if other members of the affiliated foreign group hold direct or indirect lines of ownership in the U.S. business enterprise, then all ownership interest lines must be summed to determine if the U.S. business enterprise is a U.S. affiliate of a foreign person.

F. Accounting methods and records — Generally accepted U.S. accounting principles should be followed. Corporations should generally use the same methods and records that are used to generate reports to stockholders except where the instructions indicate a variance.

G. Estimates — If actual figures are not available, estimates should be supplied and labeled as such. When data items cannot be fully subdivided as required, totals and an estimated breakdown of the totals should be supplied.

Certain sections of the BE-15(LF) require data that may not normally be maintained in a company's customary accounting records. Provision of precise data in these areas may present the respondent with a substantial burden beyond what is intended by BEA. This may be especially true for:

- Part I, items 21 thru 30 — Number of employees in each industry of sales;
- Part II, Section D — Distribution of sales or gross operating revenues, by transactor and by whether the sales were goods or services;
- Part II, Section G, Items 81 thru 83, column (1) — Number of acres of land;
- Part II, Section I — Exports and imports of U.S. affiliate on a shipped basis; and
- Part III — Data disaggregated by State.

Data provided in these areas may be reasonable estimates based upon the informed judgement of persons in the responding organization, sampling techniques, prorations based on related data, etc. The procedures used should be consistently applied from one BEA survey to the next.

H. Space on form insufficient — When space on a form is insufficient to permit a full answer to any item, the required information should be submitted on supplementary sheets, appropriately labeled and referenced to the item number on the form.

IV. SPECIAL INSTRUCTIONS

A. Insurance companies — When there is a difference, the Financial Schedules in Part II of this form are to be prepared on the same basis as an annual report to the stockholders, rather than on the basis of an annual statement to an insurance department. Valuation should be according to normal commercial accounting procedures, not at the rates promulgated by the National Association of Insurance Commissioners. Include assets not acceptable for inclusion in the annual statement to an insurance department.

- **Item 33 — Current receivables** — Include current items such as agents' balances or uncollected premiums, amounts recoverable from reinsurers, and other current notes and accounts receivable (net of allowances for doubtful items) arising from the ordinary course of business.
- **Item 40 — Current liabilities and long-term debt** — Include current items such as loss liabilities, policy claims, commissions due, and other current liabilities arising from the ordinary course of business and long-term debt. Policy reserves are to be included in "Other noncurrent liabilities," item 41, unless they are clearly current liabilities.
- **Item 48 — Sales or gross operating revenues, excluding sales taxes** — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. Exclude income from unconsolidated affiliates that is to be reported in item 49 and certain gains or losses that are to be reported in item 50.
- **Items 50 and 63 — Certain realized and unrealized gains (losses)** — Include, as appropriate, realized gains or losses due to profit or loss on the sale or maturity of investments and unrealized gains or losses due to changes in the valuation of investments.
- **Item 53 — Cost of goods sold or services rendered, and selling, general and administrative expenses** — Include costs relating to sales or gross operating revenues, item 48, such as losses incurred, death benefits, matured endowments, other policy benefits, increases in liabilities for future policy benefits, other underwriting expenses, and investment expenses.
- **Item 68 — Investment income** — Report that portion of items 66 or 48 that is investment income (other than profit or loss on the sale or maturity of investments, which should be reported in item 50).
- **Item 69 — Sales of services** — Include premium income and income from other services, if any.

B. Real estate — The ownership of real estate is defined to be a business enterprise, and if foreign-owned, is a U.S. affiliate of a foreign person. A BE-15 report is required unless the enterprise is otherwise exempt.

Residential real estate held exclusively for personal use and not for profitmaking purposes is not subject to the reporting requirements. A residence which is an owner's primary residence that is then leased by the owner while outside the United States but which the owner intends to reoccupy, is considered real estate held for personal use.

Ownership of U.S. residential real estate by a corporation whose sole purpose is to hold the real estate and where the real estate is for the personal use of the owner(s) of the corporation, is considered to be real estate held for personal use and therefore not subject to the reporting requirements.

A foreign person holding real estate investments that are business enterprises reportable as foreign direct investment in the United States must aggregate all such holdings for the purpose of applying the exemption level tests. If the aggregate of such holdings exceeds one or more of the exemption levels, then the holdings must be reported even if they individually would be exempt. A single report form should be filed to report the aggregated holdings. Nevertheless, if preferred, a separate report may be filed, but the aggregate of holdings must be used for the purpose of applying the exemption level tests. If separate reports are filed, they must be filed as a group and notice given that they are all for one owner.

In Part I, Identification of U.S. Affiliate, for real estate investments being reported, BEA is not seeking a legal description of the property, nor necessarily the address of the property itself. Since there may be no operating business enterprise as such for the investment, what is wanted is a consistently identifiable investment (i.e., U.S. affiliate) together with an address to which report forms can be mailed so that the investment (affiliate) can be reported on a consistent basis from survey to survey, or period to period. Thus, in item 1 of Form BE-15, the "name and address" of the U.S. affiliate might be:

XYZ Corp. N.V., Real Estate Investments
c/o B&K Inc., Accountants
120 Major Street
Miami, FL XXXXX

If the investment property has a name, such as Sunrise Apartments, Acme Building, etc., the name and address in item 1 of Form BE-15 might be:

Sunrise Apartments
c/o ABC Real Estate
120 Major Street
Miami, FL XXXXX

There are questions throughout the report form that may not be applicable to certain types of real estate affiliates— questions such as the Employer Identification Number (Part I, item 2), number of employees in each industry of sales (Part I, item 21, column (3) thru item 31, column (3)), and all of Part II, Section I, Exports and Imports of U.S. Affiliate. In such cases, the items should be marked "None."

V. INSTRUCTIONS FOR SPECIFIC PARTS OF THE REPORT FORM

A. Employment and employee compensation — Employment and employee compensation data must be based on payroll records and relate to activities during the reporting period. The employment and employee compensation data must cover only activities that were charged as an expense on the income statement, charged to inventories, or capitalized during the reporting period. Do not include data related to activities of prior periods, such as those capitalized or charged to inventories in prior years.

1. **Employee compensation** (item 76) consists of wages and salaries of employees and employer expenditures for all employee benefit plans.

   a. **Wages and salaries** are the 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, commissions, and direct payments by employers for vacations, sick leave, severance (redundancy) pay, etc. Exclude commissions paid to independent personnel who are not employees.

   Wages and salaries 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 for plant facilities, employee training programs, and reimbursement for business expenses.

b. **Employee benefit plans** — Employer expenditures for all employee benefit plans, including those required by government statute, those resulting from a collective-bargaining contract, or those that are voluntary. Employee benefit plans 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. If plans are financed jointly by the employer and the employee, only the contributions of the employer should be included.

2. **Employment** (item 31, column (3) and item 102, column (3)) is the number of full- and part-time employees on the payroll at the end of the reporting period. However, if employment was unusually high or low at the end of the reporting period because of temporary factors (e.g., a strike), give a number that reflects normal operations. If the business activity involves large seasonal variation, give a number that reflects an average for the reporting period. Exclude temporary and contract employees that are not included on your payroll records.

B. Certain realized and unrealized gains (losses) (items 50 and 63) include:

1. Gains or losses from the sale, disposition, or revaluation of investment securities. (Dealers in securities, other finance companies, and insurance companies, see special instructions below.)

2. Gains or losses from the sale, exchange, write-off or revaluation of land, other property, plant, and equipment, or other assets. (Real estate companies, see special instructions below.) However, gains or losses from the sale of inventory assets in the ordinary course of trade or business should not be included.

3. Gains or losses from changes in the dollar value of the affiliate's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the period.

4. Gains or losses due to extraordinary items (except those resulting from the early retirement or forgiveness of debt, legal judgements, and accidental damage to fixed assets).

5. Material gains or losses resulting from unusual or infrequently occurring items.

Gains or losses included in the income statement should be reported in item 50 **before** income tax effect. Gains or losses taken directly to retained earnings, or a surplus or other equity account, including translation adjustments per FASB 52 and valuation allowances for marketable equity securities per FASB 12, should be reported in item 63 **after** giving effect to income tax liability (benefit), if any, on the gains or losses.

Dealers in securities do **not** include realized gains or losses due to profit or loss on the sale or maturity of investments in either item 50 or 63. However, unrealized gains or losses due to changes in the valuation of investments that are recognized during the period should be included in item 50 or 63, as appropriate.

Finance companies (other than dealers in securities) and **insurance companies** should include in item 50 or 63, as appropriate, realized gains or losses due to profit or loss on the sale or maturity of investments and unrealized gains or losses due to changes in the valuation of investments.

Real estate companies should **not** include in item 50 gains or losses from the sale of real estate in the ordinary course of trade or business. However, a gain or loss that is recognized due to revaluation of assets without a sale should be shown in item 50 or 63.

C. Exports and imports (Part II, Section I) — The data on U.S. merchandise trade between U.S. affiliates and foreigners must be reported on a "shipped" basis, i.e., on the basis of when, where, and to (or by) whom the goods were shipped, irrespective of to (or by) whom the goods were billed or charged. It may be necessary to obtain the shipment data from shipping and receiving, rather than from accounting, records.

1. U.S. exports and imports refer to physical movements of goods between the customs area of the United States and the customs area of a foreign country. Consigned goods must be included as a shipment or receipt of merchandise, even though not normally recorded as sales or purchases when initially consigned.

2. Only goods shipped between the United States and a foreign country in the U.S. affiliate's 1990 fiscal year should be included, regardless of when the goods were charged or consigned. For example, goods shipped by the U.S. affiliate to a foreign parent in FY 1990, that were charged or consigned to the foreign parent in FY 1991, should be included, but goods shipped in FY 1989 that were charged or consigned to the foreign parent in FY 1990 should be excluded.

3. U.S. exports should be valued f.a.s. (free along side) at the U.S. port of exportation, including costs incurred up to the point of loading the goods aboard the export carrier, such as the selling price at the interior point of shipment (or cost if not sold), packaging costs, and inland freight and insurance. Exclude all subsequent costs, such as loading costs, freight and insurance from the U.S. port of exportation, etc.

4. U.S. imports should be valued at the contract price, adjusted to an f.a.s. foreign-port-of-exportation basis, including all costs incurred up to the point of loading the goods aboard the export carrier, such as the selling price at the interior point of shipment (or cost if not sold), packaging costs, and inland freight and insurance. Exclude all subsequent costs, such as loading costs, import duties, and freight and insurance from the foreign port of exportation.

5. Goods shipped by an independent carrier or a freight forwarder at the expense of, or on behalf of, a business enterprise, are shipments of that business enterprise.

D. The Schedule of Employment, Land and Other Property, Plant, and Equipment, by Location, in Part III, covers the 50 States, the District of Columbia, and all territories and possessions of the United States. Include in this schedule only data pertaining to those U.S. business enterprises that are fully consolidated into the reporting U.S. affiliate; foreign business enterprises or operations, whether incorporated or unincorporated, should not be consolidated with the reporting U.S. affiliate and no data for them should be included. Exclude data for employees permanently located outside the United States. The "foreign" category is primarily for use in reporting movable fixed assets temporarily outside the United States or for reporting any foreign fixed assets carried directly on the U.S. affiliate's books.

1. **Location** of employees or of an asset is the U.S. State, territory, or possession in which the person is permanently employed, or in which the land or other property, plant, and equipment is physically located and to which property taxes, if any, on such assets are paid.

2. **Manufacturing employees** (column (4)) include all employees on the payroll of operating manufacturing plants located in the State. Also include employees on the payrolls of central administrative offices and auxiliary units if these units primarily serve manufacturing plants (even if the plants served are located in other States). Central administrative offices are units primarily engaged in management and general administrative functions. Auxiliary units primarily perform supporting services for the manufacturing plants or the central management of the company (they include, for example, warehouses, garages, repair shops, purchasing offices, and research laboratories).

3. **Land and other property, plant, and equipment** (columns (5) and (6)) are to be valued at historical cost before any allowances for depreciation, depletion, and like charges.

VI. FILING REPORT

A. Due date — Form BE-15 is an annual report and shall be due no later than May 31, 1991.

B. Extension — Requests for an extension of the reporting deadline will not normally be granted. However, in a hardship case, a written request for an extension will be considered provided it is received at least 15 days prior to the due date of the report and enumerates substantive reasons necessitating the extension. BEA will provide a written response to such requests.

C. Assistance — If there are any questions concerning the report, telephone (202) 523—0547 for assistance during office hours — 8:00 a.m. to 4:00 p.m. eastern time.

D. Number of copies — A single original copy of the report, including supplements, shall be filed with the Bureau of Economic Analysis. This should be the copy with the address label if such a labeled copy has been provided. In addition, each U.S. affiliate must retain a copy of its report to facilitate resolution of any problems which may arise covering the data reported. (Both copies are protected by law; see statement on confidentiality on the form.) File copies should be retained for 3 years after the date on which an annual report is due.

E. Annual stockholder's report — Business enterprises issuing annual reports to stockholders are requested to furnish a copy of their annual reports to this Bureau.

F. Where to send report — Reports filed by mail through the U.S. Postal Service should be sent to:

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(BF)
Washington, DC 20230

Reports filed by direct private delivery should be directed to:

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(BF)
Room 908A, 1401 K Street, NW
Washington, DC 20005

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