

BEA USE ONLY

Control number

ANNUAL SURVEY OF FOREIGN DIRECT INVESTMENT IN THE UNITED STATES - 1993 (LONG FORM)

Public reporting burden for this long form is estimated to vary from 4 to 550 hours per response, with an average of 32 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.

MANDATORY - This survey is being conducted pursuant to the International Investment and Trade In Services Survey Act (P.L. 94-472, 22 U.S.C. 3101-3108, as amended by P.L. 98-573 and P.L. 101-533 - hereinafter "the Act"), and the filing of reports is mandatory pursuant to Section 5(b)(2) of the Act (22 U.S.C. 3104).

CONFIDENTIALITY - The Act provides that your report to this Bureau is CONFIDENTIAL. It may be used only for analytical or statistical purposes and CANNOT be used for purposes of taxation, investigation, or regulation.

MAIL REPORTS TO

U.S. Department of Commerce Bureau of Economic Analysis BE-49(A) Washington, DC 20230

DELIVER REPORTS TO

U.S. Department of Commerce Bureau of Economic Analysis BE-49(A) Shipping and Receiving Section M100 1441 L Street, NW Washington, DC 20005

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.

Part I IDENTIFICATION OF U.S. AFFILIATE

1. Name and address of U.S. affiliate - An address label, if affixed, shows, among other things, the name and address of this U.S. affiliate, as known to BEA. If there are any changes in the name or address on the label, make the changes directly on the label.

Name of U.S. Affiliate

1002 1 [Grid for Name of U.S. Affiliate]

c/o (care of)

1010 1 [Grid for c/o (care of)]

Street or P.O. Box

1003 1 [Grid for Street or P.O. Box]

City, State, and Country (if foreign)

1004 1 [Grid for City, State, and Country]

U.S. ZIP Code Foreign Postal Code

1005 1 [Grid for U.S. ZIP Code] OR 2 [Grid for Foreign Postal Code]

2. Is more than 50 percent of the ownership interest in this U.S. affiliate owned by another U.S. affiliate of your foreign parent?

1400 1 [Yes/No] 2 [Yes/No]

If the answer is "Yes" - Do not complete this report unless this affiliate has obtained permission from BEA to do so. Note, however, that nonbank affiliates of a bank affiliate must file separately regardless of the ownership interest; see Instructions, IV.B. Otherwise, the report must reflect information and data for, and be filed in the name of, the fully consolidated U.S. business enterprise meeting the definition of U.S. affiliate.

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

1006 Primary [Grid] Other [Grid]

4. REPORTING PERIOD

This U.S. affiliate's 1993 fiscal year ends on [Grid] Example - If the fiscal year ends on March 31, report for the 12 month period ending March 31, 1993.

5. Did the U.S. business enterprise become a U.S. affiliate during its 1993 fiscal year?

1008 1 [Yes/No] 2 [Yes/No] If the answer is "Yes" - Enter date U.S. business enterprise became a U.S. affiliate. [Grid]

NOTE - For a U.S. business enterprise that became a U.S. affiliate during its 1993 fiscal year, the close FY 1992 data columns should all be zero.

BEA USE ONLY

1099 1 [Grid] 2 [Grid] 3 [Grid] 4 [Grid]

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.

Important

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

Bank holding companies - See the Instructions, IV.B., before completing form.

Insurance companies - See 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 1993 fiscal year any one of the following three items for the U.S. affiliate was greater than \$50 million (positive or negative) - (1) Total assets, or (2) Sales or gross operating revenues, excluding sales taxes, or (3) Net income 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 1993 fiscal year.

If no one of the three items exceeds \$50 million, but at least one of the three items does exceed \$10 million, the U.S. affiliate must file form BE-15(SF), the short form.

See Instructions for reporting requirements (Section I) and for definitions of affiliate and U.S. affiliate (Section II).

2. U.S. AFFILIATE'S 1993 FISCAL YEAR - The affiliate's financial reporting year that has an ending date in calendar year 1993.

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.D.

4. ASSISTANCE - Telephone (202) 606-5577 during office hours - 8:30 a.m. to 4:30 p.m. eastern time.

5. DUE DATE - A completed report on Form BE-15(LF) shall be due no later than May 31, 1994.

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

Table with columns: Bil., Mil., Thous., Dols. and values: 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.

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

Name 1000 [Grid] Address TELEPHONE NUMBER 1001 [Grid] FAX NUMBER [Grid]

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.K 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

**Part I IDENTIFICATION OF U.S. AFFILIATE — Continued**

**6. Form of organization of U.S. affiliate — Mark (X) one**

- 1011 <sup>1</sup>  Incorporated in U.S. <sup>1</sup>  Business enterprise incorporated abroad, but whose head office is located in the United States and whose business activity is conducted in, or from, the United States  
<sup>1</sup>  U.S. partnership  
<sup>1</sup>  U.S. branch of a foreign person <sup>1</sup>  Other — Specify   
<sup>1</sup>  Real property not in 1-3 above

**7. U.S. affiliates fully consolidated in this report**

If this report is for a single unconsolidated U.S. affiliate, enter "1" in the box below. 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 minority-owned U.S. business enterprises, and all foreign business enterprises owned by this U.S. affiliate, from the full consolidation; such affiliates must be included in this report on the equity basis, or cost basis if less than 20 percent owned. See the **Instructions, III.D.** (Note that all more-than-50-percent-owned U.S. affiliates must be fully consolidated in this report unless permission has been received from BEA to do otherwise; (except, see **Instructions III.D.2**); those not fully consolidated must file a separate Form BE-15(LF) or Form BE-15(SF).)

1012 <sup>1</sup>  Number — If number is greater than one, Supplement A must be completed.

**8. U.S. affiliates NOT fully consolidated**

Number of U.S. affiliates in which this U.S. affiliate has an ownership interest that ARE NOT fully consolidated in this report.

1013 <sup>1</sup>  Number — If number is not zero, Supplement B must be completed. The U.S. affiliate named in item 1 must include data for such U.S. affiliates in this report on an equity basis, or cost basis if less than 20 percent owned, and must notify such other U.S. affiliates of their obligation to file a Form BE-15(LF) or Form BE-15(SF) in their own name.

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

- 1014 <sup>1</sup>  Yes  
<sup>2</sup>  No If "Yes" — Do not fully consolidate such enterprises in this report; include them in the data on an equity basis, or cost basis if less than 20 percent owned.

**10. Did this U.S. affiliate acquire or establish 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 <sup>1</sup>  Yes  
<sup>2</sup>  No If "Yes" — Note that a Form BE-13 should have been filed to reflect the acquisition.

**11. Did this U.S. affiliate sell or otherwise transfer ownership of any of its subsidiaries, operating divisions, etc., during its 1993 fiscal year?**

- 1016 <sup>1</sup>  Yes  
<sup>2</sup>  No

Ownership — Enter percent of ownership, to a tenth of one percent, based on voting stock if an incorporated affiliate or an equivalent interest if an unincorporated affiliate, in this U.S. affiliate held directly by — All foreign parents of this affiliate — Give name of each (if more than 2, continue on a separate sheet).	Country of location of foreign parent	REPORTING PERIOD		BEA USE ONLY (3)
		Close FY 1993 (1)	Close FY 1992 (2)	
12. 1017		1 . %	2 . %	3
13. 1018		1 . %	2 . %	3
All U.S. affiliates of the foreign parents — Give name of each (if more than 2, continue on a separate sheet).	Country of foreign parent of each other U.S. affiliate			
14. 1063		1 . %	2 . %	3
15. 1064		1 . %	2 . %	3
16. All other persons (do not list names) 1061		1 . %	2 . %	
<b>TOTAL of directly held voting ownership interests — Sum of items 12 through 16</b>		<b>100.0%</b>	<b>100.0%</b>	

**17. Is each foreign parent named in items 12 and 13, or on a separate sheet, also the ultimate beneficial owner (UBO) of that ownership interest in the U.S. affiliate? (See instructions, II.Q., for definition of UBO.)**

- 3019 <sup>1</sup>  Yes Enter industry code of the foreign parent from the list of codes at the top of page 10. If more than one foreign parent, list each and its industry code on a separate sheet.  
<sup>2</sup>  No If "No" — Complete item 18.
- Foreign parent industry code 3018 <sup>1</sup>

**18. If the answer in item 17 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 10. Space for identifying one UBO is given below; if more than one, give information on a separate sheet.**

Name of foreign parent 3011 <sup>1</sup>

Name of UBO of foreign parent 3021 <sup>1</sup>

Country of UBO  **BEA USE ONLY**  
3022 <sup>1</sup>

Industry code of UBO 3023 <sup>1</sup>

<b>BEA USE ONLY</b>	1070 <sup>1</sup>	2	3	4	5
---------------------	-------------------	---	---	---	---

**Part I**

**19. 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)?**

**BEA USE ONLY**

2		
---	--	--

1071 <sup>1</sup>  Yes — Enter country of the government \_\_\_\_\_

<sup>1</sup>  No

If the answer to item 19 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.B.**, 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.

**20. 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 <sup>1</sup>  **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.

<sup>1</sup>  **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.

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

<sup>1</sup>  **Real estate** — The U.S. affiliate is either real property or 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.

**21. What is the major product or service involved in this activity? If a product, also state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, transported, packaged, etc.**

**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 50) 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 (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, including part time employees, on the payroll at the end of FY 1993, associated with each code (for employees engaged in manufacturing activities, see also instructions to column (4) on page 9). 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 1993. See **Instructions, V.B.**, 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)				Number of employees engaged in activities encompassed in each industry code in column (1) (3)
		Bil.	Mil.	Thous.	Dols.	
<b>22. Enter code with largest sales</b>	1164	2				3
<b>23. Enter code with 2nd largest sales</b>	1165	2				3
<b>24. Enter code with 3rd largest sales</b>	1166	2				3
<b>25. Enter code with 4th largest sales</b>	1167	2				3
<b>26. Enter code with 5th largest sales</b>	1168	2				3
<b>27. Enter code with 6th largest sales</b>	1169	2				3
<b>28. Enter code with 7th largest sales</b>	1170	2				3
<b>29. Enter code with 8th largest sales</b>	1171	2				3
<b>30. Sales and employees accounted for — Sum of items 22 through 29</b>	1172	2				3
<b>31. Sales and employees not accounted for above — Include employees in central administrative offices and headquarters.</b>	1173	2				3
<b>32. TOTAL sales and employees — Sum of items 30 and 31, columns (2) and (3) (Total sales must equal item 50.)</b>	1174	2				3

**BEA USE ONLY**

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 — 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. Include asset and liability items of the U.S. affiliate that are carried only on an owner's books.

• ASSETS

**33. Cash items** — Deposits in financial institutions and other cash items. *Do NOT include overdrafts here as negative cash. Note* — Although including CD's in CASH is permitted by generally accepted accounting principles, CD's and other deposits of the U.S. affiliate held by the foreign parent(s) or foreign affiliates of the foreign parent(s) should be **excluded** from cash and included in item 34, current receivables, below.

		BALANCES							
		Close FY 1993 (1)				Close FY 1992 (Unrestated) (2)			
		Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
1					2				
2101	\$				\$				
1					2				
2102									
1					2				
2104									
1					2				
2105									
1					2				
2106									
1					2				
2107									
1					2				
2108									
1					2				
2109	\$				\$				
1					2				
2111	\$				\$				
1					2				
2113									
1					2				
2114	\$				\$				
1					2				
2116	\$				\$				
1					2				
2117									
1					2				
2122									
1					2				
2118	(	)			(	)			
1					2				
2119									
1					2				
2120	\$				\$				

**Section B — INCOME STATEMENT**

• INCOME

**50. Sales or gross operating revenues, excluding sales taxes** — Gross sales minus returns, allowances, 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.

**51. Income from equity investments in unconsolidated business enterprises (domestic and foreign)** — For those owned 20 percent or more (including those that are majority-owned), report equity in earnings during reporting period; for those owned less than 20 percent, report dividends received. Do not include any interest income.

**52. Certain realized and unrealized gains (losses)** — Include gains (losses) **before** income tax effect (which should be included in item 56 on page 5) from —

- Sale, disposition, or revaluation of investment securities (dealers in securities, other finance companies, and insurance companies, see **Instructions, V.A.**);
- Sale, disposition, or revaluation of land, other property, plant and equipment, or other assets (real estate companies, see **Instructions, V.A.**);
- Remeasurement of the U.S. affiliate's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the reporting period and transaction gains (losses) taken to income in accordance with FASB 52;
- Extraordinary items (except those resulting from the early retirement or forgiveness of debt, legal judgements, and accidental damage to fixed assets); and
- Unusual or infrequently occurring items.

**53. Other income** — Non-operating and other income not included above. — *Specify* ↗

**54. TOTAL INCOME — Sum of items 50 through 53** →

		Amount (1)			
		Bil.	Mil.	Thous.	Dols.
1					
2149	\$				
1					
2150					
1					
2151					
1					
2152					
1					
2153	\$				

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

**Section B — INCOME STATEMENT — Continued**

• COSTS AND EXPENSES

**55. Cost of goods sold or services rendered, and selling, general, and administrative expenses** — Operating expenses that relate to sales or gross operating revenues, item 50, 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.

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

1  
\$

**56. Income taxes** — Provision for U.S. Federal, State, and local income taxes. Exclude production royalty payments.

1  
2156

**57. Other costs and expenses not included above, including underlying minority interest in profits that arise out of consolidation.** — Specify

1  
1  
2157

**58. TOTAL COSTS AND EXPENSES** — Sum of items 55 through 57

1  
\$  
2158

• NET INCOME

**59. Net income after provision for U.S. Federal, State, and local income taxes** — Item 54 minus item 58.

1  
\$  
2159

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

**60. Balance, close FY 1992 before restatement due to a change in the entity (i.e., due to mergers, acquisitions, divestitures, etc.) or due to a change in accounting methods or principles, if any** — Incorporated affiliate, enter amount from item 45, column (2); unincorporated affiliate, enter amount from item 49, column (2).

1  
\$  
2211

**61. Increase (decrease) to FY 1992 closing balance resulting from restatement due to a change in the entity or a change in accounting methods or principles.** — Specify reasons for change

1  
2212

**62. FY 1992 closing balance as restated** — Item 60 plus item 61.

1  
\$  
2213

**63. Net income** — Enter amount from item 59.

1  
2214

**64. 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.

1  
2215

**65. Certain realized and unrealized gains (losses), after tax effect, that were not included in the determination of net income and therefore excluded from item 52, 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 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.A. — Specify

1  
2216

**66. 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

1  
2217

**67. FY 1993 closing balance** — Sum of items 62, 63, 65, and 66 minus item 64; also for incorporated affiliate, equals item 45, column (1), and for unincorporated affiliate, equals item 49, column (1).

1  
\$  
2218

**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 22 through 29 (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 70, rather than in item 71 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.

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

**68. TOTAL SALES OR GROSS OPERATING REVENUES, EXCLUDING SALES TAXES** — Equals item 50, and also sum of items 69 through 71

1  
\$  
2243

**69. Sales of goods**

1  
\$  
2244

**70. Investment income included in gross operating revenues (e.g., by finance and insurance companies)**

1  
\$  
2245

**71. SALES OF SERVICES, TOTAL** — Sum of items 72 through 75

1  
\$  
2246

**72. To U.S. persons**

1  
2247

**73. To foreign parent(s) and foreign affiliates of the foreign parent(s) of this U.S. affiliate**

1  
2248

**74. To foreign affiliates of this U.S. affiliate**

1  
2249

**75. To other foreign persons**

1  
2250

**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.B.

**76. Wages and salaries** — Employees' gross earnings (before payroll deductions), and all direct and in-kind payments by the employer to employees. 2251 \$

**77. 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 \$

**78. TOTAL EMPLOYEE COMPENSATION** — Sum of items 76 and 77 → 2253 \$

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

**CLOSE FY 1993**

**79. Current liabilities and long-term debt** — Column (1) must equal item 41, column (1). 2254 \$

**80. Current and noncurrent receivables** — Column (1) must equal item 34, column (1), and that part of item 39, column (1), that is noncurrent receivables.

**NOTE** — Include CD's and other deposits held by the foreign parent(s) or foreign affiliates of the foreign parent(s) that would otherwise be included in cash, item 33. (See Note in item 33.) 2256

**81. Current and noncurrent financial investments** — Column (1) must equal that part of item 36, column (1), that is current marketable securities and that part of item 39, column (1), that is financial investments. 2257

**INCORPORATED AND UNINCORPORATED AFFILIATES WITH EQUITY BREAKDOWN**

**82. Capital stock and additional paid-in capital** — Column (1) equals item 44, column (1). 2258

**ALL OTHER UNINCORPORATED AFFILIATES**

**83. Total owners' equity** — Column (1) equals item 49, column (1). 2260

**BEA USE ONLY** 2259

**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 38), such items may be carried in other noncurrent assets (item 39), or in other current assets (item 36).

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.) or a change in accounting methods or principles during fiscal year 1993; such changes are separately accounted for in item 91.

**LAND AND OTHER PROPERTY, PLANT, AND EQUIPMENT AT CLOSE FY 1993**

**84. Carried in property, plant, and equipment accounts** — Land and other property, plant, and equipment carried in item 38, column (1). 2351

**85. Carried in other noncurrent assets** — That part of item 39, column (1) that is land or other property, plant, and equipment. 2352

**86. Carried elsewhere on balance sheet** — Specify where  2353

**87. TOTAL** — Sum of items 84 through 86, column (2) must also equal item 100, column (1) and item 110, column (5). → 2354

**88. 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 87, column (1). 2355

**89. Gross book value of land owned** — The portion of item 87, column (2), that is the gross book value of land owned for which acreage is reported in item 87, column (1). 2356 \$

Amount for all employees (1)			
Bil.	Mil.	Thous.	Dols.
1			
\$			
1			
\$			
1			
\$			

Historical survey forms are no longer valid. Current survey forms are at [www.bea.gov/help/information-for-survey-dependents](http://www.bea.gov/help/information-for-survey-dependents)

	Total Equals sum of columns (2)-(4) (1)				With foreign parent(s) and foreign affiliates of the foreign parent(s) (2)				With other foreign persons, including foreign affiliates of this U.S. affiliate (3)				With U.S. persons (4)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
79. Current liabilities and long-term debt	1				2				3				4			
80. Current and noncurrent receivables	1				2				3				4			
81. Current and noncurrent financial investments	1				2				3				4			
82. Capital stock and additional paid-in capital	1				2				3				4			
83. Total owners' equity	1				2				3				4			
BEA USE ONLY	1				2				3				4			

All acres of land owned at close of FY 1993 (Exclude mineral rights) (To nearest whole acre) (1)	Gross book value of all land and other property, plant, and equipment at historical cost (Include mineral rights) (2)
Number	Bil. Mil. Thous. Dols.
1	2 \$
1	2
1	2
1	2 \$

Acres of mineral rights owned or leased from others (To nearest whole acre)
Number
Amount (1)
Bil. Mil. Thous. Dols.
1
\$

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

**Section G - LAND AND OTHER PROPERTY, PLANT, AND EQUIPMENT - Continued**

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

**SCHEDULE OF CHANGE FROM FY 1992 CLOSING BALANCES TO FY 1993 CLOSING BALANCES**

• BALANCES AT CLOSE FY 1992, BEFORE RESTATEMENT DUE TO A CHANGE IN THE ENTITY

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

• CHANGES DURING FY 1993

**91. Give amount by which the net book value in item 90 would be restated due to a change in the entity (i.e., due to mergers, acquisitions, divestitures, etc.), if answer to item 5, 10, or 11 was "Yes," or due to a change in accounting methods or principles.** If a decrease, put amount in parentheses. Gains (losses) resulting from the sale or disposition of U.S. affiliates, and from revaluation of assets (whether or not realized), should be included in item 52. 2387

**NOTE** — Land and mineral rights includes expenditures for land and capitalized expenditures for mineral and timber rights, but excludes other capitalized expenditures for the exploration and development of natural resources and land held for resale.  
**Expenditures by the U.S. affiliate for, or transfers into the U.S. affiliate of**

**92. Land** 2388

**93. Mineral rights, including timber** 2389

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

**94. New** 2390

**95. If it would be burdensome to exclude all used plant, equipment, etc., from new, then minor used items may be included in item 94, and only major used items reported in item 95.** 2391

**95. Used**

**96. Depreciation and depletion** 2392

**97. 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 91. Gains (losses) resulting from the sale or disposition of property, plant, and equipment should be included in item 52. — Specify  2394

• BALANCES AT CLOSE FY 1993

**98. Net book value** — Sum of items 90, 91, 92, 93, 94, and 95, minus sum of items 96 and 97. 2395

**99. Accumulated depreciation and depletion.** 2396

**100. Gross book value of all land and other property, plant, and equipment, wherever carried on balance sheet** — Sum of items 98 and 99; must also equal item 87, column (2), and item 110, column (5). 2397 \$

• ADDENDUM

**101. 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 \$

**Section H — INTEREST, TAXES, AND TECHNOLOGY**

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

**Interest**

**102. Interest received by U.S. affiliate from, or credited to U.S. affiliate by, all payors (including foreign parents and affiliates), after deduction of tax withheld at the source.** Do not net against interest paid (item 103.) 2400 \$

**103. Interest paid or credited to all payees (including foreign parents and affiliates), by U.S. affiliate, before deduction of U.S. tax withheld by the affiliate.** Do not net against interest received (item 102.) 2401

**104. Taxes** (other than income and payroll taxes) and non-tax payments (including production royalties and import and export duties) — Amount paid or accrued for the year, net of refunds or credits, to U.S. Federal, State, and local governments, their subdivisions and agencies for —

- Sales, consumption, and excise taxes collected by you on goods and services you sold
- Property and other taxes on the value of assets and capital
- Any remaining taxes (other than income and payroll taxes)
- 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

Number  
(1)

**105. Research and development expenditures, calculated in accordance with FASB 2.** All costs incurred for R&D performed FOR the U.S. affiliate, 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. See **Instructions, V.C.** 2403

**106. Research and development employees** — All employees engaged in R&D, including managers, scientists, engineers, and other professional and technical employees. See **Instructions, V.C.** 2409

BEA USE ONLY	2404	1	2	3	4	5
	2410	1	2	3	4	5

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

**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 1993. 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, in order for them to be on the same basis as official U.S. trade statistics to which they will be compared. A U.S. import or U.S. export should **not** be recorded here if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even though they may have been charged to the 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, as discussed in the **Instructions, V.D.** Data in this section cover all goods that physically left or entered the U.S. customs area in FY 1993, including capital goods but excluding the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States transporting people or merchandise. Consigned goods must be included in the trade figures when shipped or received, even though not normally recorded as sales or purchases or entered into intercompany accounts when initially consigned. The data should include goods only; they should **exclude** services. Thus, U.S. merchandise exports and imports of the 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 the **Instructions, V.D.**, for additional data requirements.

	TOTAL (1)				Shipped to (by) foreign parent(s) and its (their) foreign affiliates (2)				Shipped to (by) foreign affiliates of this U.S. affiliate (3)				Shipped to (by) all other foreign persons (4)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
<b>107. Exports of U.S. affiliate to foreign persons</b> — Shipped by U.S. affiliate to foreigners (valued f.a.s. U.S. port). 2502 \$																
<b>108. Imports of U.S. affiliate from foreign persons</b> — Shipped to U.S. affiliate by foreigners (valued f.a.s. foreign port). 2515 \$																
<b>BY INTENDED USE:</b>																
<b>109. The portion of item 108, column 1, that is imports of goods intended for further processing, assembly, or manufacture by this U.S. affiliate before resale to others.</b> 2530 \$																

Remarks



**Part II FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE — Continued**

**Section J — SCHEDULE OF EMPLOYMENT, LAND, AND OTHER PROPERTY, PLANT, AND EQUIPMENT, BY LOCATION**

In column (3), include all employees on the payroll at the end of FY 1993, including part-time employees. 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 1993. See **Instructions, V.B.**, concerning reporting when employment is subject to unusual variations.

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).

Column (5), land and other property, plant, and equipment covers all such items, whether carried as investments, in fixed asset accounts, or in other balance sheet accounts. Include land held for resale, held for investment purposes, and all other land owned. Land and other property, plant, and equipment on capital lease from others should be included, but that on capital lease to others should be excluded.

In column (6), include 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.E.**, for additional details of data requirements.

LOCATION	State code	Number of employees at the end of FY 1993 — Total must equal item 32, column (3).		Gross book value (historical cost) of all land and other property, plant, and equipment wherever carried on balance sheet, FY 1993 closing balance. Must equal item 87, column (2) and item 100, column (1).			The portion of column (5) that is commercial property		
		(3)	(4)	(5)			(6)		
110. TOTAL for each column must equal sum of items 111 through 168	(2)	Number	Number	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.
2700	3	4	5	\$	6	\$			
111. Alabama	2701 2 01	3	4	5	6				
112. Alaska	2702 2 02	3	4	5	6				
113. Arizona	2703 2 04	3	4	5	6				
114. Arkansas	2704 2 05	3	4	5	6				
115. California	2705 2 06	3	4	5	6				
116. Colorado	2706 2 08	3	4	5	6				
117. Connecticut	2707 2 09	3	4	5	6				
118. Delaware	2708 2 10	3	4	5	6				
119. Florida	2709 2 12	3	4	5	6				
120. Georgia	2710 2 13	3	4	5	6				
121. Hawaii	2711 2 15	3	4	5	6				
122. Idaho	2712 2 16	3	4	5	6				
123. Illinois	2713 2 17	3	4	5	6				
124. Indiana	2714 2 18	3	4	5	6				
125. Iowa	2715 2 19	3	4	5	6				
126. Kansas	2716 2 20	3	4	5	6				
127. Kentucky	2717 2 21	3	4	5	6				
128. Louisiana	2718 2 22	3	4	5	6				
129. Maine	2719 2 23	3	4	5	6				
130. Maryland	2720 2 24	3	4	5	6				
131. Massachusetts	2721 2 25	3	4	5	6				
132. Michigan	2722 2 26	3	4	5	6				
133. Minnesota	2723 2 27	3	4	5	6				
134. Mississippi	2724 2 28	3	4	5	6				
135. Missouri	2725 2 29	3	4	5	6				
136. Montana	2726 2 30	3	4	5	6				
137. Nebraska	2727 2 31	3	4	5	6				
138. Nevada	2728 2 32	3	4	5	6				
139. New Hampshire	2729 2 33	3	4	5	6				
140. New Jersey	2730 2 34	3	4	5	6				
141. New Mexico	2731 2 35	3	4	5	6				
142. New York	2732 2 36	3	4	5	6				
143. North Carolina	2733 2 37	3	4	5	6				
144. North Dakota	2734 2 38	3	4	5	6				
145. Ohio	2735 2 39	3	4	5	6				
146. Oklahoma	2736 2 40	3	4	5	6				
147. Oregon	2737 2 41	3	4	5	6				
148. Pennsylvania	2738 2 42	3	4	5	6				
149. Rhode Island	2739 2 44	3	4	5	6				
150. South Carolina	2740 2 45	3	4	5	6				
151. South Dakota	2741 2 46	3	4	5	6				
152. Tennessee	2742 2 47	3	4	5	6				
153. Texas	2743 2 48	3	4	5	6				
154. Utah	2744 2 49	3	4	5	6				
155. Vermont	2745 2 50	3	4	5	6				
156. Virginia	2746 2 51	3	4	5	6				
157. Washington	2747 2 53	3	4	5	6				
158. West Virginia	2748 2 54	3	4	5	6				
159. Wisconsin	2749 2 55	3	4	5	6				
160. Wyoming	2750 2 56	3	4	5	6				
161. District of Columbia	2751 2 11	3	4	5	6				
162. Puerto Rico	2752 2 43	3	4	5	6				
163. Virgin Islands	2753 2 52	3	4	5	6				
164. Guam	2754 2 14	3	4	5	6				
165. American Samoa	2755 2 03	3	4	5	6				
166. U.S. offshore oil and gas sites	2756 65	3	4	5	6				
167. Other U.S. territories and possessions	2757 60	3	4	5	6				
168. Foreign	2758 70	3	4	5	6				

**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, except 070)
  - 08** Mining (ISI codes 101—107, 120, and 140)
  - 09** Construction (ISI code 150)
  - 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** Banks (including bank holding companies) (ISI codes 600 and 603)
  - 14** Holding companies (ISI code 671)
  - 15** Other finance and insurance (ISI codes 612, 631, 632, 639, and 679)
  - 16** Real estate — Including investing or engaging in real estate as an operator, manager, lessor, agent, or broker (ISI code 650)
  - 17** Services (ISI codes 070, 108, 124, 148, and 700—890)

- Manufacturing, including fabricating, assembly, and processing
- 20** Food and kindred products (ISI codes 201—209)
- 21** Drugs (ISI code 283)
- 22** Chemicals, other than drugs (ISI codes 281, 284—289)
- 23** Stone, clay and glass products (ISI codes 321 and 329)
- 24** Primary and fabricated metals (ISI codes 331, 335, 341—349)
- 25** Computers and office equipment (ISI code 357)
- 26** Nonelectric machinery other than computers and office equipment (ISI codes 351—356, 358, and 359)
- 27** Electric and electronic equipment (ISI codes 363—369)
- 28** Motor vehicles and equipment (ISI code 371)
- 29** Other transportation equipment (ISI code 379)
- 30** Instruments and related products (ISI codes 381—386)
- 31** Other manufacturing (ISI codes 210—275, 305—310, and 390)

Remarks

This historical survey form is no longer valid and is for informational purposes only. Current survey forms are available at: [www.bea.gov/help/information-for-survey-respondents](http://www.bea.gov/help/information-for-survey-respondents).



BE-15(LF) Supplement A - LIST OF ALL U.S. AFFILIATES FULLY CONSOLIDATED INTO THE REPORTING U.S. AFFILIATE - Continued

BEA USE ONLY  (1)	Name of each U.S. affiliate consolidated (as represented in item 7, 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 ownership interest in the U.S. affiliate listed in column (2)  (4)	Percentage of direct ownership which the U.S. affiliate listed in column (4) holds in the U.S. affiliate listed in column (2). - Enter percentage to nearest tenth.  (5)
5134		-		. %
5135		-		. %
5136		-		. %
5137		-		. %
5138		-		. %
5139		-		. %
5140		-		. %
5141		-		. %
5142		-		. %
5143		-		. %
5144		-		. %
5145		-		. %
5146		-		. %
5147		-		. %
5148		-		. %
5149		-		. %
5150		-		. %
5151		-		. %
5152		-		. %
5153		-		. %
5154		-		. %
5155		-		. %
5156		-		. %
5157		-		. %
5158		-		. %
5159		-		. %

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.



BE-15(LF) Supplement B - LIST OF U.S. AFFILIATES WHICH ARE NOT FULLY CONSOLIDATED - Continued

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) 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	Employer Identification Number used by U.S. affiliate listed in column (2) to file income and payroll taxes (5)	Percentage of direct ownership interest which the fully consolidated U.S. affiliate named in item 1, Part I, of this BE-15(LF), holds in the U.S. affiliate listed in column (2). — Enter percentage to nearest tenth. (6)
6222				-	%
6223				-	%
6224				-	%
6225				-	%
6226				-	%
6227				-	%
6228				-	%
6229				-	%
6230				-	%
6231				-	%
6232				-	%
6233				-	%
6234				-	%

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](http://www.bea.gov/help/information-for-survey-respondents)

**ANNUAL SURVEY OF  
FOREIGN DIRECT INVESTMENT IN THE UNITED STATES - 1993  
(LONG FORM)**

**INSTRUCTIONS**

The Annual Survey of Foreign Direct Investment in the United States provides reliable, useful, and timely data on such investment. Reports filed in this survey should be consistent with those filed in the 1992 BE-12 Benchmark Survey of Foreign Direct Investment in the United States as concerns concepts and definitions, accounting methods, consolidation, etc. However, filing this report is **not** contingent upon having filed a 1992 BE-12 report.

**I. REPORTING REQUIREMENTS**

**A. Who must report** - A BE-15(LF) or BE-15(SF) report is required for each nonbank U.S. affiliate, i.e., for each nonbank U.S. business enterprise 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 1993 fiscal year. Also, see I.B.

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.

Beneficial, not record, ownership is the basis of the reporting criteria.

Voting securities, voting stock, ownership interest, and voting interest all have the same general meaning and are used more or less interchangeably throughout the instructions and the report form, although one may be more appropriate than the others when referring to a specific business enterprise, or group of enterprises.

**1. Form BE-15 (LF) - Annual Survey of Foreign Direct Investment in the United States - 1993 (Long Form)**

A Form BE-15(LF) must be completed and filed by May 31, 1994, by each nonbank U.S. business enterprise that was a U.S. affiliate of a foreign person at the end of its 1993 fiscal year, if:

- a. It is not a bank (Bank Holding Companies, see Special Instructions, IV.B.), and
- b. 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 \$50 million (positive or negative) at the end of, or for, its 1993 fiscal year:
  - (1) Total assets (do not net out liabilities)
  - (2) Sales or gross operating revenues, excluding sales taxes, or
  - (3) Net income after provision for U.S. income taxes.

**2. Form BE-15(SF) - Annual Survey of Foreign Direct Investment in the United States - 1993 (Short Form)**

A Form BE-15(SF) must be completed and filed by May 31, 1994, by each nonbank U.S. business enterprise that was a U.S. affiliate of a foreign person at the end of its 1993 fiscal year, if:

- a. It is not a bank (Bank Holding Companies, see Special Instructions, IV.B.), and
- b. 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 \$50 million (positive or negative) at the end of, or for, its 1993 fiscal year:
  - (1) Total assets (do not net out liabilities)
  - (2) Sales or gross operating revenues, excluding sales taxes, or
  - (3) Net income after provision for U.S. income taxes.

**B. Exemption** - A U.S. affiliate as consolidated, or aggregated in the case of real estate investments, is not required to file a Form BE-15(LF) or Form BE-15(SF) if 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 1993 fiscal year:

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

If a U.S. business enterprise is a U.S. affiliate but is not required to file a completed Form BE-15(LF) or BE-15(SF), because it falls below the exemption level, then it must complete and file a Form BE-15 Supplement C, Claim for Exemption from Filing a BE-15(LF) or BE-15(SF), with item 1 marked and the information requested in item 1 filled in.

**C. Aggregation of real estate investments** - All real estate investments of a foreign person must be aggregated for the purpose of applying the reporting criteria. A single report form must be filed to report the aggregate holdings, unless permission has been received from BEA to do otherwise.

**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, association, associated group, estate, trust, corporation, or other organization (whether or not organized under the laws of any State), and any government (including a foreign government, the U.S. Government, a State or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government sponsored agency).

**D. Associated group** means two or more persons who, by the appearance of their actions, by agreement, or by an understanding, exercise their voting privileges in a concerted manner to influence the management of a business enterprise. The following are deemed to be associated groups:

1. Members of the same family.
2. A business enterprise and one or more of its officers or directors.
3. Members of a syndicate or joint venture.
4. A corporation and its domestic subsidiaries.

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

**F. 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.

**G. 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.

**H. 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.

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

**J. 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 securities for an incorporated business enterprise or an equivalent interest for an unincorporated business enterprise, including a branch.

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

**L. Foreign parent** means the foreign person, or the first person outside the United States in a foreign chain of ownership, which has direct investment in a U.S. business enterprise, including a branch.

**M. 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.

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

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

**P. Intermediary** means any agent, nominee, manager, custodian, trust, or any person acting in a similar capacity.

**Q. 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.

**R. Banking** covers business enterprises engaged in deposit banking or closely related functions, including commercial banks, 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, savings and loans, savings banks, and bank holding companies, i.e., holding companies for which over 50 percent of their total income is from banks which they hold.

**S. 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. Operating lease** - Generally, a lease with a term which is less than the useful life of the asset and a transfer of ownership is not completed.

**T. U.S. affiliate's 1993 fiscal year** is the affiliate's financial reporting year that has an ending date in calendar year 1993.

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](http://www.bea.gov/help/information-for-survey-respondents).