BE-11B(SF)				OMB No. 060	8-0053: Approval E	xpires 09/30/98
FORM BE-11B(SF) (Report for Majority- Owned Foreign Affiliate)	Part I IDENTII	Control number	JORITY-OWI			F
U.S. DEPARTMENT OF COMMERCE BUREAU OF ECONOMIC ANALYSIS	If a BEA complet	label has been pro e items 1 and 2.	vided for this	affiliate, affix it he	ere. Otherwise,	
MANDATORY	1. Name of U.S.	Reporter of affili	ate — Same a	as item 1, Form BE	E-11A	
ANNUAL SURVEY				ا	19	
OF U.S. DIRECT	2. Name of foreign	gn affiliate being	reported —	Use the same name	me on all	
ABROAD	e.g., Form BE-5	bsequently for this 77.			nomic Analysis,	250
1997			20 10	es ouls.	and	ents.
(Short Form) REPORTING REQUIREMENTS - Form B	F 440/05)		L NOTES	S. S	0500	
1 202 Brazil 1 308 Go 1 100 Canada 1 314 Ita 4. Enter the ending date of this foreign 5. Did the foreign business enterprise 1009 1 1 Yes If "Yes," did the U.S. Re 2 1 Establish the foreign	covision for foreign incovision for foreign incoving of the foreign affiliate's phonon and affiliate's 1997 fise porter – Mark (X) one eign affiliate?	te's 2. If an it of the shade	Mil. T 1 3 cated or when as Substitute of the cated	unt is \$1,334,891 hous. Dols. 335 n + or - \$500.00, e to indicate negative re its primary erland d Kingdom	enter amounts in 1.00, 1.00 Other - 5	i the
2 2 Acquire a voting in an existing for 12 No Ownership Interest in This Foreign A Enter the U.S. Reporter's direct and indirect and i	Affiliate by U.S. Repo	orter Named in It		-	Percent of o	wnership at al year 1997
an incorporated foreign affiliate, or an ed affiliate. – Enter to the nearest tenth of o	quivalent interest if an	unincorporated fo	reign		(1)
6. Direct ownership interest			ew-	101	11	. %
7. Indirect ownership interest held thro Instruction Booklet, Part I.B.1.c., on how	to calculate indirect of	wnership interest.	mates - See	101	18	- %
8. Total ownership interest of U.S. Rep				→ 108		. %
9. Identification of foreign affiliate par of each foreign affiliate of the U.S. Repo	ent(s) — If there is an rter named in item 1 h	n entry in item 7 — nolding a direct ow	- Enter below, nership intere	the name(s) and post in this foreign a	percent(s) of owner offiliate.	ership
Foreign Name and IE	affiliate holding direc	t ownership intere	st in this forei	gn affiliate		ct ownership
Enter name from item 2 and ID Nun parent's Form BE-11B(L	nber from label of fore	eign affiliate	BE	A USE ONLY	Clos	eign affiliate se FY
	,, , , , , , , , , , , , , , , , , , , ,	11	91	(1)	2	2) %
b.			92 1		2	. %
c.		11	93		2	. %
d.			94 1		2	. %
TOTAL		10	19	-	- 2	. %
10. Give name(s) and mailing address(es) of this foreign affiliate.	other U.S. person(s)	having a direct an	d/or indirect o	wnership interest	of 10 percent or	more in
Name				Mailing addre	ss	
BEA USE 1021 1		3	4		5	
ONLY					CONTINU	UE ON PAGE 2

Part	IDEI	NTIFICATION OF MA	AJORITY-OWNED FO	REIGN AFFILI	ATE — Continued				4 1
11.		tivity of foreign affi							
	Foreign 7	Trade Classification	ne International Survey as for International S	Surveys. For an					
	Mark (X)		s," indicate the intende	d activity.					477
	1025 1 1	growing, or mir	The foreign affiliate is ning or extracting (incl	uding exploring	for or developing) a p	product. These activities	g, pro	ocessing, e coded in the	
	1 2	Sales - The for	or 300 series, except 07 reign affiliate is primar	ily engaged in s	elling (at wholesale or	retail) products which	n it de	oes not	
	1 3	produce. These	activities are coded in foreign affiliate is prii	the 500 series	of the list of ISI codes.		O		⇒ut e
	13	transportation,	lodging, consulting, ac 10, 600, 700, or 800 ser	counting, engir	neering, holding comp	anies, etc. These activ	ities	are	
		gn affiliate by indu				ng 11.		11 At	٥.
four	codes, you	a must account for tot	amount of sales (as re tal sales. For inactive a	ffiliates, show t	ne industry classificati	h code. If you use few on(s) pertinent to the	er th	an del'	
C201(20 01)			sales, show the intendal income. To be cons			's equity in the net	Ш	OU	
inco	me of affili	ates that it holds mus	st constitute a majority sets invested in affiliate	of its total inco	me and, in general, it	must have a sizable p	ortion	K	1
ISI c	ode 671, "l gn affiliate	nolding company," is being reported gene	an invalid classification rates, or is expected to		OU	ISI code		Sales (2)	
than	50% of to	tal income from other	activities.	Jey	on Prims	(1)		Bil. Mil. Thous.	Dols.
12.	Enter code	with largest sales	, sul	mai	1028	150		2	1
13.	Enter code	with 2nd largest sale	es d	011	1029	1		2	į
14.	Enter code	with 3rd largest sale	sO	SUI	1030	1		2	į
15.	Enter code	with 4th largest sale	s . C (0)	Ur W	1031	1		2	i
16.	Sales not a	accounted for above	113 11/16	10/	1033			2	i
		9	6,10					2	i
17.	_	ALES — Sum of item	s 12 through 16	T-	→ 1034			-	1
	USE ONL	035 1 Y	20311	3		4		5	
Part	III SEL	ECTED FINANCIAL	AND OPERATING D	ATA OF MAJO	RITY-OWNED FORE	IGN AFFILIATE	ſ		
Se	ction A -	Balance Sheet Item	ıs					Balance at close fiscal year	of
		MA	its in all foreign affiliat	es owned 20 ne	rcent or more (includi	na		(1)	
ma	ajority-owr	ed foreign affiliates)	on an equity basis to i	nclude equity in				Bil. Mil. Thous.	Dols.
18.	Total ass	ets					2046		
			and equipment, net						i
	capitalized	I tangible and intangil	ent, special tools, and on the exploration and de nose items. <i>Include ite</i>	velopment cost	s of the foreign affiliat	e LESS		1	1
	all other ty	ypes of intangible ass	ets, and land held for out that are in the affilia	resale. (For an ι	nincorporated affiliate	e, include items		·	1
		s or records.)	ut that are in the armie	116 3 00336331011	whether of not came	d on the anniate s	2034		1
20.	Total liab	ilities					2050	1	i
								1	
		ners' equity — Item					2055	Amount	1
Se	ection B -	Other Financial and	d Operating Data					(1) Bil. Mil. Thous.	Dols.
22.	Net incor	me (loss) - Net incom	ne for the year, after pr nolude income from ed	ovision for fore	ign income taxes, but	before dividends on		1	1
	(losses) (n	et of income tax effec	cts) included in the det	ermination of n	et income.		2066		1
	fiscal year	, excluding home wor	al number of full-time a rkers and independent	sales personne	I who are not employed	es. A count taken		Number of emplo	yees
	fiscal year	number. If employme	f, the fiscal year may kent at the end of the fi	scal year, or the	count taken at some	other time during		1	
	employees	s that reflects normal	igh or low because of operations should be	given. If the bus	iness enterprise's acti	vity involves large			
			e number of employee on — Include wages ar			nings (hefore navroll	5158	Amount	
24.	deduction	s), all direct and in-kir	nd payments by the en ng those required by s	nployer to empl	oyees and employer e	xpenditures for all		(1)	
	contracts,	and those that are vo	luntary. Include deferr	ed postemployi	nent and post retirem	ent expenses in		Bil. Mil. Thous.	Dols.
	activities of	during the reporting p	eriod regardless of wh nventories, or capitaliz	nether such activ	vities were charged as	an expense on the			į
	period, su	ch as those capitalize	d or charged to invent	ories in prior pe	riods.		5162		
25.	develop n	atural resources (see	lant, and equipment below), include capital	lized gross expe	nditures to acquire, ac	dd to, or improve			1
	majority in	nterest in the capital s	n. Do not include the c stock of another busine	ess enterprise. S	ales, other disposition	is, depreciation,			1
	Gross exp	enditures for foreign	assifications of fixed as affiliates engaged in n	atural resourc	e exploration and de	evelopment should			1
3 1	capitalized	or expensed. Gross	exploration and develo expenditures for foreign	an affiliates eng	aged in insurance or	financial services			1
	financial s	tatements, e.g., includ	of expenditures for PP de purchases of real ex	state for investn	nent purposes. Reclass	sifications of			į
	are consid	dered to be expenditu	rs are not to be reported res only in the year wh	nen initially exp	ended.	addir experiditures	4115		
Res	earch and	development (R&D	 expenditures — Income and salaries, taxes, mat 	clude all costs in erials and supp	ncurred in performing lies, overhead of this a	R&D, including affiliate whether or			i i
not	allocated t	o others, and indirect							
20.	or for other	ers (including the U.S.	. Reporter or its other thers, such as the affil	foreign affiliates). Exclude the cost of	any R&D funded by		1:	1
	Reporter (report such R&D on F	Form BE-11A, item 35).				2078	e	A.
USI		4 1	2	3		*			
ONI	LY								

SELECTED FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGN AFFILIATE — Continued Section C — Distribution of Sales or Gross Operating Revenues Sales to U.S. Sales to other countries Local sales TOTAL Column (1) equals the sum of columns (2) through (7) To other To other foreign affiliates of To unaffiliated To unaffiliated foreign To U.S. affiliates of the U.S. unaffiliated Reporter(s) the U.S. Reporter(s) customers customers customers Reporter(s) (1) Bil. Mil. Thous. Dols (2) (3) (4) (6) 27. Sales or gross operating revenues excluding sales taxes Section D — U.S. Merchandise Trade of Foreign Affiliate - Goods Only, Do Not Include Services IMPORTANT NOTES This section requires the reporting of data on U.S. merchandise trade of the foreign affiliate in FY 1997. The data should be on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped, in order for them to be on the same basis as official U.S. trade statistics to which they will be compared. A U.S. import or U.S. export should **not** be recorded here if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even though they may have been charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person. were temporarily outside the United States transporting people or merchandise. Consigned goods must be included in the trade figures when shipped or received, even though not normally recorded as sales or purchases or entered into intercompany accounts when initially consigned. The data should include goods only; they should exclude services. Thus, U.S. merchandise exports and imports of the foreign affiliate to be shown here may not be the same as the foreign affiliate's sales to, or purchases from, U.S. persons because, among other reasons, sales and purchases may include services. Exclude from exports and imports the value of any goods **that** are in-transit. In-transit goods are **goods that are not** processed or consumed by residents in the intermediate country(ies) through which they transit; the in-transit goods enter those countries only because those countries are along the shipping lines between the exporting and importing countries. In-transit imports are goods that are en route from one foreign country to another via the United States (such as from Canada to Mexico via the United States), and in-transit exports are goods en route from one part of the United States to another part via a foreign country (such as from Alaska to Washington State via Canada). However, foreign affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when, and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference between the two bases, the "shipped" basis must be used or adjustments must be made to the data on a "charged" basis to approximate a "shipped" basis, as discussed in the **Instruction Booklet**, Part VI.B. Data in this section cover all goods that physically left or entered the U.S. customs area in FY 1997, including capital goods but excluding the value of ships, planes, railroad rolling stock, and trucks that Amount

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

SUMMARY OF INDUSTRY CLASSIFICATIONS

AGRICULTURE, FORESTRY, AND FISHING

010 Agricultural production – crops020 Agricultural production – livestock

and animal specialties Agricultural services

Forestry 080

090 Fishing, hunting, and trapping

MINING

101

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

107 Other metallic ores 108 Metal mining services

Coal 120

Coal mining services

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

Nonmetallic minerals, except fuels Nonmetallic minerals services, except 140

148

CONSTRUCTION

150 Construction

MANUFACTURING

201 202 Meat products

Dairy products
Preserved fruits and vegetables

Grain mill products Bakery products

204 205

208 Beverages

209 210

220

Other food and kindred products
Tobacco products
Textile mill products
Apparel and other textile products
Lumber and wood products
Furniture and fixtures 230 240

250

262

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

271

272 275

Miscellaneous publishing Commercial printing and services Industrial chemicals and synthetics

281

283

Soap, cleaners, and toilet goods Agricultural chemicals 284

287 Chemical products, n.e.c. 289

291 Integrated petroleum refining and

extraction

Petroleum refining without extraction 292

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

305

308 Miscellaneous plastics products

Leather and leather products Glass products 310 321

Stone, clay, concrete, gypsum, and other nonmetalic mineral products Primary metal industries, ferrous Primary metal industries, nonferrous 329

331

Metal cans, forgings, and stampings 341

MANUFACTURING - Continued

342 Cutlery, hardware, and screw products
343 Heating equipment, plumbing fixtures, and structural metal products
349 Metal services; ordnance; and fabricated

metal products, n.e.c. Engines and turbines

351

Farm and garden machinery 352

Construction, mining, and materials handling machinery Metalworking machinery 353

354 355

Special industry machinery General industrial machinery 356

Computer and office equipment 358 Refrigeration and service industry

machinery Industrial and commercial machinery,

363

n.e.c. Household appliances Household audio and video, and communications equipment

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

instruments 384 Medical instruments and supplies and ophthalmic goods

386 Photographic equipment and supplies 390 Miscellaneous manufacturing industries

TRANSPORTATION, COMMUNICATION, AND PUBLIC UTILITIES

401 Railroads

441 Petroleum tanker operations

Other water transportation Transportation by air

450

Pipelines, petroleum and natural gas

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

Passenger transportation arrangement Transportation, n.e.c., warehousing, 472 477 terminal facilities, and related

services Telephone and telegraph 481

communications 483 Other communications services

490 Electric, gas, and sanitary services

WHOLESALE TRADE

501 Motor vehicles and equipment

Lumber and construction materials
Professional and commercial equipment 503

and supplies

505

Metals and minerals, except petroleum Electrical goods Hardware, and plumbing and heating 506 507

508

509 511

equipment and supplies
Machinery, equipment, and supplies
Durable goods, n.e.c.
Paper and paper products
Drugs, proprietaries, and sundries 512

WHOLESALE TRADE - Continued

513 Apparel, piece goods, and notions
514 Groceries and related products
515 Farm-product raw materials
517 Petroleum and petroleum products

519 Nondurable goods, n.e.c.

RETAIL TRADE

530 General merchandise stores 540 Food stores

554 Gasoline service stations

560 Apparel and accessory stores
Eating and drinking places

590 Retail trade, n.e.c.

FINANCE, INSURANCE, AND REAL ESTATE

600 Banks

603 Savings institutions and credit unions 612 Other finance 631 Life insurance

Accident and health insurance

Other insurance Real estate 639

650 Holding companies, except bank

holding companies Franchising, business — selling or licensing

SERVICES

700 Hotels and other lodging places

Advertising Services to buildings

731 734 Equipment rental and leasing, except

automobiles and computers
Personnel supply services
Computer processing and data
preparation services
Information retrieval services

743 Computer related services, n.e.c.749 Other business services751 Automotive rental and leasing,

without drivers

752 Automotive parking, repair, and other services

Miscellaneous repair services

Motion pictures, including television tape 780 and film

Amusement and recreation services

Health services Legal services 800

810

Educational services 871 Engineering, architectural, and surveying

services Accounting, auditing, and bookkeeping

services
873 Research, development, and testing

services 874 Management and public relations

services 890 Other services provided on a commercial

basis NONBUSINESS ENTITIES

900 Government entities905 Nonbusiness entities, except government

SUMMARY OF INDUSTRY CLASSIFICATIONS

AGRICULTURE, FORESTRY, AND FISHING

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

070 Agricultural services

080

Forestry Fishing, hunting, and trapping 090

MINING

101 Iron ores

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

107

108 Metal mining services

120 Coal

124 Coal mining services

Crude petroleum extraction (no refining) and natural gas
Oil and gas field services
Nonmetallic minerals, except fuels
Nonmetallic minerals services, except 133

138

140 148

CONSTRUCTION

150 Construction

MANUFACTURING

201 Meat products 202 Dairy products

Preserved fruits and vegetables Grain mill products Bakery products

203 204

205

208

209

210

Beverages
Other food and kindred products
Tobacco products
Textile mill products
Apparel and other textile products
Lumber and wood products 220 230

240

250

262

Furniture and fixtures Pulp, paper, and board mills Other paper and allied products 265

271 272

Newspapers Miscellaneous publishing Commercial printing and services 275

281 Industrial chemicals and synthetics 283

Drugs Soap, cleaners, and toilet goods 284

287

Agricultural chemicals Chemical products, n.e.c. Integrated petroleum refining and 289

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

299

305

Rubber products Miscellaneous plastics products Leather and leather products 308

310

321 Glass products

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

331

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

341

MANUFACTURING - Continued

342 Cutlery, hardware, and screw products 343

Heating equipment, plumbing fixtures, and structural metal products

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

351

Farm and garden machinery

353 Construction, mining, and materials handling machinery Metalworking machinery 354

Special industry machinery General industrial machinery 355 356

Computer and office equipment

358 Refrigeration and service industry machinery

Industrial and commercial machinery, 359

n.e.c.
Household appliances
Household audio and video, and
commications equipment
Electronic components and accessories 366

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

instruments Medical instruments and supplies and

ophthalaric goods
386 Photographic equipment and supplies
390 Miscellaneous manufacturing industries

TRANSPORTATION, COMMUNICATION, AND PUBLIC UTILITIES

401 Railroads

Petroleum tanker operations 441

Other water transportation Transportation by air 449

450

461 Pipelines, petroleum and natural gas

462 Pipelines, except petroleum and natural gas 470

Petroleum storage for hire

472

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

481 Telephone and telegraph communications

483 Other communications services

490 Electric, gas, and sanitary services

WHOLESALE TRADE

501 Motor vehicles and equipment

503

Lumber and construction materials Professional and commercial equipment 504

and supplies Metals and minerals, except petroleum 505

506 Electrical goods

507 Hardware, and plumbing and heating

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

509

511

WHOLESALE TRADE - Continued

513 Apparel, piece goods, and notions

Groceries and related products Farm-product raw materials 514

515 Petroleum and petroleum products

519 Nondurable goods, n.e.c.

ORETAIL TRADE

554

General merchandise stores
Food stores
Gasoline service stations
Apparel and accessory stores
Eating and drinking places
Retail trade, n.e.c. 560 580

FINANCE, INSURANCE, AND REAL ESTATE

600

Savings institutions and credit unions Other finance 603

631 Life insurance

632 Accident and health insurance

639 Other insurance

Real estate 650

Holding companies, except bank

holding companies

679 Franchising, business — selling or licensing

SERVICES

Hotels and other lodging places 700

731 734

Advertising Services to buildings Equipment rental and leasing, except 735

736

automobiles and computers Personnel supply services Computer processing and data 741

preparation services Information retrieval services

743 Computer related services, n.e.c.

Other business services Automotive rental and leasing, 749

751 without drivers 752

Automotive parking, repair, and other services

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

Amusement and recreation services 790 800

Health services 810 Legal services

Educational services 871 Engineering, architectural, and surveying

services 872 Accounting, auditing, and bookkeeping

services Research, development, and testing 873

services 874 Management and public relations

890 Other services provided on a commercial basis

NONBUSINESS ENTITIES

services

900 Government entities 905 Nonbusiness entities, except government

Par	FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGN AFFILIATE — Continued		
• IIV	Section B — Income Statement of Foreign Affiliate — Include in proper income or expense category non-operating income and extraordinary items. For affiliates classified in ISI code 612, report interest income as sales or gross operating revenues (item 32) and interest expense as cost of goods sold or services rendered (item 37). Insurance companies classified in ISI code 631, 632, or 639, report gross investment income as sales or gross operating revenues (item 32).		Amount (1) Bil. Mil. Thous. Dols
32.	Sales or gross operating revenues, excluding sales taxes — Gross sales minus returns, allowances, and discounts, or gross operating revenues, both exclusive of sales or consumption taxes levied directly on the consumer, net value-added taxes, and excise taxes levied on manufacturers, wholesalers, and retailers.	2056	
33.	Income from equity investments — Income from equity investment included in item 23 or 24. For foreign affiliates owned 20 percent or more (including majority-owned foreign affiliates), report on the equity basis to include earnings during the reporting period; for those owned less than 20 percent report dividends. Do not include interest income (include in item 32 or 35, as appropriate).	2057	i ants
34.	Certain realized and unrealized gains (losses) — Include gains (losses) net of income tax effects resulting from: a. Sale, disposition, or revaluation of investment securities (dealers in securities, other finance companies, and insurance companies — See Instruction Flooklet, Part V.B.3.d. and VI.A.9. b. Sale, disposition, or revaluation of land, other property, plant and equipment or other assets; c. Remeasurement of the foreign affiliate's foreign currency denominated assets and liabilities due to changes in foreign exchange rates during the period and transaction gains (losses) taken to income in accordance with FASB 52; d. Extraordinary items (except those resulting from legal judgments and accidental damage to fixed assets); and e. Unusual or infrequently occurring items.	2059	ponde
35.	Other income — Non-uperating and other income no included above.	2060	1
	TOTAL INCOME Sum of items 32 through 35	2061	1 1
• C	OST AND EXPENSES Cost of goods sold or services rendered and selling, general, and administrative expenses — Operating expenses that relate to sales or gross operating revenues (item 32) and selling, general, and administrative expenses. Include production royalty payments to governments, their subdivisions and agencies, and to other persons. Include depletion charges representing the amortization of the actual cost of capital assets. Do not include tax or percentage depletion charges.	2062	1
38.	Foreign income taxes — Provision for foreign income taxes for the fiscal year. Do not include U.S. income taxes. Exclude production royalty payments.	2063	1
39.	Other costs and expenses not included above, including underlying minority interest in profits that arise out of consolidation — The equity of a direct minority interest in this foreign affiliate's net income (loss) is not to be separated from the normal income accounts.	2064	
40.	TOTAL COSTS AND EXPENSES — Sum of items 37, 38, and 39	2065	1
27355	ET INCOME		1
• A	Net income (loss) — Item 36 minus item 40. DDENDA — SELECTED DATA FOR CURRENT PERIOD (DO NOT EPORT CUMULATIVE AMOUNTS.)	2066	
	Current period foreign currency translation adjustment — Increase (decrease) during the current year in the balance sheet's cumulative foreign currency translation adjustment account (FASB 52). Report debit amounts in parentheses ().	2040	1
43.	Certain unrealized gains (losses) not included in the determination of net income — Enter net unrealized gains (losses) that are not included in the determination of net income that were taken directly to retained earnings for an incorporated affiliate, or to owners' equity for an unincorporated affiliate. Report amount net of income tax effects, if any, on the gains (losses). Do not include translation adjustments.	2071	1
	Dividends or net income remitted to owners — Incorporated affiliate, enter amount of dividends declared out of current- and prior-period income on common and preferred stock, excluding stock and liquidating dividends. Unincorporated affiliate, enter amount of current- and prior-period net income remitted to owners.	2069	1
45.	Current-period depreciation and depletion — Current-period charges against property, plant, and equipment included in item 21.	2076	1
	Research and development (R&D) expenditures — Include all costs incurred in performing R&D, including depreciation, amortization, wages and salaries, taxes, materials and supplies, overhead of this affiliate whether or not allocated to others, and indirect costs.		1
	R&D performed BY the affiliate — All R&D performed by this foreign affiliate, whether for its own account or for others (including the U.S. Reporter or its other foreign affiliates). Exclude the cost of any R&D funded by the affiliate but performed by others, such as the affiliate's allocated share of R&D performed by the U.S. Reporter (report such R&D on Form BE-11A, item 35).	2078	1
Rem	arks	20/0	
BE	A 2074 1 2 3 4 E ONLY		5

Section C — Composition of External Finances CLOSE FY 1997		TOTAL Equals sum columns (2 through (5))	With U.S Reporter(s) this affilia	of	With other U	J.S.	With persons this affiliate' country of location		With othe foreign pers	
47. Current liabilities		(1)	la i	(2)	la c	(3)	In the	(4)	Dala	(5) Bil. Mil. Thous.	In.
and long-term debt	5151	Bil. Mil. Thous.		Bil. Mil. Thous.	1	Bil. Mil. Thous.	Dols.	Bil. Mil. Thous.		5 \$	
48. Current and noncurrent receivables and financial investments — Column (1) equals those accounts included in items 20 and 25 that are trade accounts and trade notes receivable and other receivables, net of allowances for doubtful items; marketable securities; stocks; bonds; and other investments	5152	ical su	40	ey form	15	no lon urpose rms ar	800 00 00 12 12 12 12 12 12 12 12 12 12 12 12 12	syalio nly: ey-rest 4	o	dents	
INCORPORATED AFFILIATES 49. Capital stock and additional paid-in capital — Column (1) equals that part of item 31 that is capital stock and additional paid-in capital	ind 5153	s for its	nt	Forma 2		3		4		5	
UNINCORPORATED AFFILIATES 50. Total owners' equity — Column (1) equals item 3	5154	1		2		3		4		5	
BEA USE ONLY	5155	1		2		3		4		5	

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

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

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

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

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

51. Sales or gross operating		IATO		Loca	l sales	Sales	to U.S.	Sales to ot	her countries																							
révenues, excluding sales taxes, total — a. Column (1)	Column (1) equals the sum of columns (2) through (7) (1) Bil. Mil. Thous. Dols.		Column (1) equals the sum of columns (2) through (7)			Column (1) equals the sum of columns (2) through (7)			Column (1) equals the sum of columns (2) through (7)			Column (1) equals the sum of columns (2) through (7)			Column (1) equals the sum of columns (2) through (7)			Column (1) equals the sum of columns (2) through (7)			Column (1) equals the sum of columns (2) through (7)			Column (1) equals the sum of columns (2) through (7)		sum of columns (2) through (7)		To unaffiliated customers	To U.S. Reporter(s)	To unaffiliated customers	To other foreign affiliates of the U.S. Reporter(s)	To unaffiliated customers
equals item 32. b. For each column,			Reporter(s)	(3)	(4)	(5)	(6)	(7)																								
item 51 equals sum of items 52 through 54 5167	1	7110001		2	3	4	5	6	7																							
• By type 52. Investment income 5168	1			2	3	4	5	6	7																							
53. Sales of goods 5169	1			2	3	4	5	6	7																							
54. Sales of services 5170	1			2	3	4	5	6	7																							

100000			ING DATA OF MAJORIT				1			
			IMPO	RTANT NO						
1	trade of the for "shipped" basis the goods were as official U.S. U.S. import or goods did not partic shipped to or fi	reign affiliate in FY 1997, s, i.e., on the basis of what is shipped, in order for the trade statistics to which U.S. export should not physically enter or leave rom) the United States,	lata on U.S. merchandise The data should be on a ten and to (or by) whom ten and to be on the same bas they will be compared. A be recorded here if the (i.e., were not physically even though they may hav to or charged by the foreign	n fi sis re a o e ve n	nerchandise. Congures when she corded as sale counts when nly; they should apport and imports and import be the same	ly outside the United onsigned goods mus inpped or received, eves or purchases or en initially consigned. To dexclude services, orts of the foreign after as the foreign affiliations because, among	t be in yen the tered in the data Thus, ffiliate te s sa	cluded ough no into into into into into into into i	in the trade of normally ercompany d include go erchandise hown here or purchase	oods may
6	affiliate to, a U.	.S. person.		р	urchases may	include services.				
i i t t	on a "charged" whom the good f there is no mossis. If there is the "shipped" be to the data on as discussed in section cover a customs area in	basis, i.e., on the basis were charged. The "claterial difference between a material difference beas a material difference beas is must be used or aca "charged" basis to app the Instruction Book! Ill goods that physically in FY 1997, including cap	harged" basis may be used en it and the "shipped" etween the two bases, ljustments must be made roximate a "shipped" basis et. Part VI.B. Data in this	d a o w b e e s, th	re in-transit. In r consumed by which they transecause those consumers and interest are en routenited States (states), and in-tee United States	corts and imports the transit goods are go residents in the inte sit; the in-transit good ountries are along the porting countries. It is from one foreign countries are go as to another part via Washington State via	rmedia ds enter de ship n-trans ountry to Mex ods en	nat are ate cour er those ping lin it impo to anot tico via route f ign cou	not proces ntry(ies) three countries of the between the are good her via the the United from one pa	ough only the ds
55.	5180 1 1 1 1 2 1 1 3 1	"Shipped" basis "Charged" basis with difference between t "Charged" basis, with	a in this section prepare out adjustments, because he "charged" and "shipped adjustments to correct fo	there is no mile bases	60()	NOTE—If it is de materiel difference and "shipped" bas been filed on the "necessary adjustm put "charged" basi "shipped" basis, th data be refiled.	e betwees and shippe ents he shada	een the the dat d" basis ave not essenti	"charged" ta have not s, or the been made ally on a	e to
			the "charged" and "shippe	Charles of the Control of the Contro		data be remed.	100		Amount	
۰E	XPORTS FRO	MTHE U.S	cur int	9 *				Valu	(1) ue f.a.s. U.S.	port
		3,	C alp !!				-61	Bil. N		-
56.	Merchandis	e shipped TO this fore	ign affiliate in FY 1997,	, total ——		→	5181	1		i
57.	Goods ship	oped to affiliate by U.S.	Reporter(s)				4116	1		i
58.	Goods ship	oped to affiliate by other	U.S. persons				4117	1		1
		W.						Value	f.a.s. foreig	n port
	MPORTS INT							Bil. N	Mil. Thous	Dols.
59.	Merchandis	e shipped BY this fore	ign affiliate in FY 1997,	, total —		>	5198			
60.	Goods ship	pped by affiliate to the U	.S. Reporter(s)				4118	1		
61.	Goods ship	oped by affiliate to other	U.S. persons				4119	1		1
> 5	Section F — 0	other Financial and Op	erating Data of Foreign	Affiliate					Amount (1)	
								Bil. N	V -: A	Dols.
62.	Production vear to foreign	royalty payments for	natural resources — Including Indivisions and agencies. In	ude only am	ounts paid or a	accrued for the		1		İ
63.	revenues or erefunds or crea. Sales, valu that the aff b. Property tac. Any remaind. Import and	nents) — Report all suc expenses in the income sedits, to foreign governrate added, consumption, illiate sold; axes and other taxes on ning taxes (other than in d export duties, license f	rroll taxes) and nontax p h taxes and nontax payme statement. Include amount nents, their subdivisions ar and excise taxes collected the value of assets or capit come or payroll taxes); an ees, fines, penalties and al ction royalty payments).	ents whether of the paid or account agencies for by the affiliant tal;	or not included rued for the ye or — se on goods an	l in ar, net of d services	5134 5135	1		
64.	that explore f add to, or impactually a cquisition of depreciation, expenditures. developmen a given year v or financial expenditures purposes. Rei	or or develop natural re prove real PP&E, includi f a majority interest in the amortization, depletion, Gross expenditures for the should include the full whether capitalized or es services should include are classified in financial classifications of expency	soperty, plant, and equip sources (see below), including transfers in. Do not include e capital stock of another lover or reclassifications of fixe foreign affiliates engaged amount of the exploration expensed. Gross expenditure the full amount of expen- al statements, e.g., include litures made in prior years ansidered to be expenditure	de capitalized lude the cost business ente d assets shou in natural re n and develor res for foreigr ditures for purchases of are not to be	gross expend of PP&E acqui erprise. Sales, uld not be nett esource explo ment expendi affiliates eng. &E regardless real estate for e reported in the	itures to acquire, red through the other dispositions, ed against gross rration and tures made during aged in insurance of how these investment ne period they are	4115	1		
ti e a c f f f f (i	ime employees excluding home in the motern of employed for the fiscal year or the end fiscal year or the ear was unusue.g., a strike), to perations should be employees for the employees for the exclusion of the exclusion o	s on the payroll at the ere workers and independees. A count taken during ar may be used provideral year number. If employee count taken at some or tally high or low becaus the number of employee uld be given. If the busing seasonal variations, the state is and independent of the provided that the fiscal year should be	ent sales personnel who g, rather than at the end dit is a reasonable proxy syment at the end of the ther time during the fiscale of temporary factors s that reflects normal less enterprise's activity average number of	in con payme emplo payrol report charge invent activit invent	nection with the ones, payments, payments yee benefit plate or records. They ing period regard as an expenories, or capital	sation — Expenditur ee employment of wo s-in-kind, and employ ins. Compensation d y should relate to act ardless of whether su se on the income sta alized. DO NOT include eriod, such as those periods.	res ma orkers, er exp ata sho ivities ich act itemen de data	includir enditur ould be during ivities v t, charg related ized or	ng cash es for based on the vere ged to	
66.			Report, for all employees,						Amount	
	in-kind pay	ments by the employer						Bil. N	(1) Viil. Thous	. Dols.
	required by	y statute, those resulting	oyer expenditures for all er r from collective bargaining	g contracts, a	nd those that a	are voluntary.		1	Thous	l Dois.
_	Include def	ferred postemployment	and post retirement expen-	ses in accord	ance with FAS	B 106.	5162	5		
BE	A		2	3		4				
	LY SZIZ		2	3		4		5		
0.5	5213		-			4		5		
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Par	IDENTIFICATION OF MAJORITY-OWNED FOREIGN AFFILIATE — Continued			
11.	Major activity of foreign affiliate A list, and an explanation of, the International Surveys Industry (ISI) codes used below are given in the Guide to Foreign Trade Classifications for International Surveys. For an inactive foreign affiliate, indicate the activities active period; for "start-ups," indicate the intended activity. Mark (X) one:	o Ind	lustry and rtinent to the	
	Production – The foreign affiliate is primarily engaged in manufacturing, fabricating, assembling growing, or mining or extracting (including exploring for or developing) a product. These activition, 100, 200, or 300 series, except 070, 108, 124, 138, and 148 of the list of ISI codes.	ng, pr ies ar	ocessing, e coded in the	
	Sales – The foreign affiliate is primarily engaged in selling (at wholesale or retail) products whi produce. These activities are coded in the 500 series of the list of ISI codes.	ch it c	loes not	
	Services – The foreign affiliate is primarily engaged in providing a service such as public utility transportation, lodging, consulting, accounting, engineering, holding companies, etc. These activities	es,	are	
1/2	coded in the 400, 600, 700, or 800 series, or in 070, 108, 124, 138, or 148, of the list of \$1 codes.	VICIOO		4.6
	Sales of foreign affiliate by industry Enter the 3-digit ISI code(s) and the amount of sales (as reported in item 32) associated with each code (hyou us five codes, you must account for total sales. For inactive affiliates, show the industry classification(s) pertinent to active period; for "start-ups" with no sales, show the intended activity(ies). Holding companies should show total income (item 36). To be considered a holding company, a company's equ	the l	the net	
	income of affiliates that it holds must constitute a majority of its total income and, in general, it must have a size (usually, at least 50%) of its total assets invested in affiliates that it holds. ISI code 671, "holding company," is an invalid classification when the	DIE D	Sales	
	foreign affiliate being reported generates, or is expected to generate, more than 50% of total income from other activities.		(2)	
	atile sorting		Bil. Mil. The	ous. Dols
	Enter code with largest sales		2	
77	Enter code with 2nd largest sales		2	
	Enter code with 3rd largest sales		2	
	Enter code with 4th largest sales 1031		2	
	Enter code with 5th largest sales 1032	337	2	
17.	Sales not accounted for above 1033		2	
18.	TOTAL SALES — Sum of items 12 (hough 17) 1034		5	
	BEA 1035 1 2 2 3			
Par	Insurance affiliates, see Instruction Booklet, Part V.B.		Balance at c	
	ection A - Salance Sheet of Foreign Affiliate		fiscal ye	lar
ar	Il asset and liability items should be disaggregated in the detail shown; in particular, accounts receivable and payable between the U.S. Reporter and its foreign affiliate should be shown in the proper asset and		Bil. Mil. The	ous. Dols.
	SSETS			
	Inventories — Land development companies should exclude land held for resale (include in item 20); finance and insurance companies should exclude inventories of marketable securities (include in		1	
	item 20 or 25 as appropriate).	2038		
20.	Other current assets — Cash and cash items; current trade accounts and trade notes receivable, and other current receivables, net of allowances for doubtful items; land held for resale; current marketable securities; and other current assets not included in item 19.	2100	1	
21.	Property, plant and equipment, gross — Land, timber, mineral rights and like rights owned; structures, machinery, equipment, special tools, and other depreciable property; construction in progress; and capitalized tangible and intangible exploration and development costs of the foreign affiliate. Include items on capital leases from others, per FASB 13. Exclude all other types of intangible assets, and land held for resale. (For an unincorporated affiliate, include items owned by its U.S. Reporter(s) but that are in the affiliate's possession whether or not carried on the affiliate's own books or records.)	2041	1	
22		2041	1	
dadas	Accumulated depreciation and depletion Equity investments in other foreign affiliates of which this affiliate is a parent — This affiliate's equity	2042		
	investment in other foreign affiliates of the U.S. Reporter(s), including branches of this affiliate. For foreign affiliates owned 20 percent or more (including majority-owned foreign affiliates) report on the equity basis to include equity in undistributed earnings since acquisition; for those owned less than 20 percent, report at cost.		1	1
23.	That portion of investment in other foreign affiliates that is reported using the equity method	2043		i
24.	That portion of investment in other foreign affiliates that is reported using cost method	2044		1
25.	Other noncurrent assets — Include other equity investments, whether carried at cost or on the equity basis; other investments; intangible assets, net of amortization; noncurrent marketable securities; trade accounts and trade notes receivable, noncurrent, net of allowance for doubtful items; and other noncurrent assets not shown in item 21 or items 23 or 24. Credit balances in these accounts should be included in item 29. — Specify		1	
		2045		
26.	TOTAL ASSETS — Sum of items 19 through 21 and 23 through 25 minus item 22 —————	2046	1	
	ABILITIES		1	1
27.	Trade accounts and trade notes payable, current	2047		
28.	Other current liabilities and long-term debt — Overdrafts, other current liabilities not included in item 27, and long-term debt, including ALL LONG-TERM INTERCOMPANY DEBT and lease obligations that are capitalized in accordance with FASB 13 with an original maturity of more than one year or with no stated maturity.	2048	1	
29,	Other noncurrent liabilities — Noncurrent items other than those identifiable as long-term debt, such as deferred taxes and underlying minority interest in consolidated subsidiaries. (However, the equity of a direct minority ownership interest in this foreign affiliate is not to be separated from the normal equity accounts.) Debit balances in these accounts should be included in item 25. Exclude long-term intercompany debt (include in item 28).	2049	1	
30.	TOTAL LIABILITIES — Sum of items 27, 28, and 29 ———————————————————————————————————	2050	1	-
	WNERS' EQUITY		1	
31.	TOTAL OWNERS' EQUITY (INCORPORATED OR UNINCORPORATED FOREIGN AFFILIATE) — Equals item 26 minus item 30 ———————————————————————————————————	2055		I I

3E-11B(LF)				OMB No	J-8000 .	1000. Mp	prova	al Expir	es 09/30,
ORM BE-11B(LF) (Report for Majority Owned Foreign		number	>						
Affiliate) U.S. DEPARTMENT OF COMMERCE BUREAU OF ECONOMIC ANALYSIS	Part I IDENTIFICATIO If a BEA label has complete items 1	s been provide					wise,		
MANDATORY	1. Name of U.S. Reporte	r of affiliate	— Same as i	em 1, Fori	n BE-1	1A			
OF U.S. DIRECT				.13	bi				
INVESTMENT ABROAD	2. Name of foreign affiliareports filed subsequent e.g., Form BE-577.	tly for this affi	iate with the	the same Bureau of	name Econoi	on all mic Ana	lysis,	`~t'	5.
1997 (Long Form)		is no	105			on all	196	31,	
REPORTING REQUIREMENTS – Form by the U.S. Reporter for each majority-caffiliate for which total assets; sales or excluding sales taxes; OR net income (I foreign income taxes was greater than snegative) at the end of, or for, the affilial Instruction Booklet before completing see Part I. DUE DATE – A completed BE-11 (eport BE-11A and Form(s) BE-11B(LF), BE-11B due May 29, 1998. ASSISTANCE – Telephone (202), 606–58:00 a.m. to 4;30 p.m., eastern time. TRANSLATION OF FOREIGN CURRE OPERATING DATA INTO U.S. DOLL affiliate's financial and operating data sits functional currency to U.S. dollars us accepted accounting principles (FASB 5. Booklet, Part IV.B. 3. Country of location – Country in which activity is carried out - Mark (X) one	owned nonbank foreign gross operating revenues, oss) after provision for 550 million (positive or te's fiscal year. Read g form, in particular, (consisting of Form (SF), and/or BE-11C) is 566 during affice hours – NCY FINANCIAL AND ARS – The foreign hould be translated from ting U.S. generally 2). See Instruction	EXAI EXAI Bil. 2. If an i	noy amounts ed to thousa ints in the s MPLE - If am as Mil. 1 mem is between arentheses ()	Thous. Do	ng 000 rtions 334,8). Do nof eacl	ot en n line	iter	
1202 Brazil 1308 G	rance 1 614	¹ 325 ¹ 327	Switzerlan		1	0	her -	- Speci	fy Z
4. Enter the ending date of this foreign	affiliate's 1997 fiscal year	Maria II				Montl		Day	Year
						1000	A N		
5. Did the foreign business enterprise 1009 1 1 Yes If "Yes," did the U.S. Re	become a foreign affiliate of	f the U.S. Rep	oorter durin			?			97
If "Yes," did the U.S. Re 2 1	eporter – Mark (X) one eign affiliate? interest of 10 percent or moreign company? Affiliate by U.S. Reporter Name rect ownership interest based of a guivalent interest if an unincorporate in the company of the comp	med in Item 1	date →>	Month 3	Ye	ar Perce	nt of of fis		ship at ar 1997
If "Yes," did the U.S. Re 2 1	eporter - Mark (X) one peign affiliate? Interest of 10 percent or moreign company? Affiliate by U.S. Reporter Named on the company interest based of quivalent interest if an unincorpane percent.	med in Item 1 n voting stock	date →>	Month	al year	ar Perce	nt of of fis	cal yea	ship at
If "Yes," did the U.S. Re If "Yes," did the U.S. Re 2 1	eporter - Mark (X) one peign affiliate? Interest of 10 percent or moreign company? Affiliate by U.S. Reporter Named on the company interest based of quivalent interest if an unincorpane percent.	med in Item 1 n voting stock	date →>	Month	Ye	ar Perce	nt of of fis	cal yea	ship at ar 1997
If "Yes," did the U.S. Re 2 1	eign affiliate? eign affiliate? interest of 10 percent or moreign company? Affiliate by U.S. Reporter Name rect ownership interest based of quivalent interest if an unincorpine percent. Fough U.S. Reporter's other for to calculate indirect ownership orter – Sum of items 6 and 7 –	med in Item 1 n voting stock forated foreign affiliate interest.	date → if res - See	Month 3	Ye 1011 1018 1050	Perce close	nt of fis	(1)	ship at ar 1997
If "Yes," did the U.S. Re 2 1	eign affiliate? eign affiliate? interest of 10 percent or moreign company? Affiliate by U.S. Reporter Name rect ownership interest based of quivalent interest if an unincorpine percent. The property of the calculate indirect ownership orter – Sum of items 6 and 7 – ent(s) — If there is an entry in	med in Item 1 n voting stock orated foreign affiliate interest.	if ces - See	Month 3	Ye 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Perce close	nt of fis	(1)	ship at ar 1997
If "Yes," did the U.S. Re 2 1	eign affiliate? eign affiliate? interest of 10 percent or moreign company? Affiliate by U.S. Reporter Name rect ownership interest based of quivalent interest if an unincorpine percent. The property of the calculate indirect ownership orter – Sum of items 6 and 7 – ent(s) — If there is an entry in	med in Item 1 n voting stock orated foreign affiliate interest. item 7 — Entedirect owners!	if if ces – See er below, the nip interest in	Month 3 1 1 1 1 1 1 1 1 1 1	Ye 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Perce close	nt of of fis	(1)	ship at ar 1997 %
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