

2008 BE-11 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
Important Information

1. **Electronic filing option (eFile)** - Forms that can be transmitted to BEA electronically will be available on the BEA Web site <https://www.bea.gov/efile>. *If you eFile, please do not submit paper reports.*
2. **Which form to file** - Please see Instruction Booklet, Part I on pages 2 and 3 for complete reporting requirements.
3. **Foreign affiliate identification information** - If we preprinted the identification information for a foreign affiliate on the wrong form type (BE-11B(LF), BE-11B(SF), BE-11B(FN), or BE-11C), please file on the correct form. Select the appropriate blank form and copy the identification information from the preprinted form.
4. **Annual report and Form 10-K** - Please send us your company's annual report and Form 10-K when filing the BE-11 report. These reports frequently contain information that preclude follow-up calls.

Check as appropriate and mail with your report forms (2008 BE-11):

- Annual report enclosed
 Form 10-K enclosed
 We do not publish an annual report
 We do not publish Form 10-K

Reporter name _____

Reporter ID number _____

2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD INSTRUCTIONS

The Annual Survey of U.S. Direct Investment Abroad is conducted to secure current economic data on the operations of U.S. parent companies and their foreign affiliates. Reports filed in this survey should be consistent with those filed in the 2007 BE-11 Annual Survey of U.S. Direct Investment Abroad in regard to concepts and definitions, accounting methods, affiliate and reporter consolidations, etc. However, filing this report is not contingent upon having filed a 2007 BE-11.

Electronic filing option (eFile) – Forms that can be transmitted to BEA electronically will be available on the BEA Web site: www.bea.gov. If you eFile, please do not submit paper reports.

I. REPORTING REQUIREMENTS

Section 806.4 of 15 CFR, Chapter VIII, requires that all persons subject to the reporting requirements of the BE-11 survey respond, whether or not they are contacted by BEA. It also requires that a person, or their agent, who is contacted by BEA about reporting in this survey, either by sending them report forms or by written inquiry, must respond in writing. They may respond by submitting by May 29, 2009: 1) a completed "BE-11 Claim for Not Filing" or certifying in writing that they had no direct investment within the purview of the reporting requirements of the BE-11 survey; or 2) a properly completed BE-11 report, as required.

Penalties – Whoever fails to report shall be subject to a civil penalty of not less than \$2,500, and not more than \$25,000, and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than \$10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a like fine, imprisonment or both (22 U.S.C. 3105). These civil penalties are subject to inflationary adjustments. Those adjustments are found in 15 CFR 6.4.

Notwithstanding any other provision of the law, no person is required to respond to, nor shall any person be subject to a penalty for failure to comply with, a collection of information subject to the requirements of the Paperwork Reduction Act, unless that collection of information displays a currently valid OMB Control Number. The control number for this survey, 0608-0053, appears at the top of each form.

Forms comprising a BE-11 report are:

- **Form BE-11A** – Report for U.S. Reporter;
- **Form BE-11B(LF) (Long Form)** – Report for majority-owned nonbank foreign affiliate of nonbank U.S. Reporter with assets, sales, or net income greater than \$225 million (positive or negative);
- **Form BE-11B(SF) (Short Form)** – Report for majority-owned nonbank foreign affiliate of nonbank U.S. Reporter with assets, sales, or net income greater than \$60 million, but not greater than \$225 million (positive or negative);
- **Form BE-11B(FN)** – Report for foreign affiliate of bank U.S. Reporter and bank affiliate of nonbank U.S. Reporter with assets, sales, or net income greater than \$250 million (positive or negative);
- **Form BE-11B(EZ)** – Report for each nonbank foreign affiliate of nonbank U.S. Reporter that is **selected by BEA** to file the BE-11B(EZ) form in lieu of the BE-11B(SF) (Short Form).

- **Form BE-11C** – Report for minority-owned nonbank foreign affiliate of nonbank U.S. Reporter with assets, sales, or net income greater than \$60 million (positive or negative).

• **BE-11 Claim for Not Filing**

For definition of terms, see Section II of these instructions.

A. Who must report – A BE-11 report is required of any U.S. person that had a foreign affiliate at the end of the U.S. person's 2008 fiscal year that is not exempt as detailed in *I.C.*

B. Forms for U.S. Reporter and foreign affiliates

1. Form BE-11A – Report for U.S. Reporter

a. Basic requirements – If the U.S. Reporter is a corporation, Form BE-11A must cover the fully consolidated U.S. domestic business enterprise (banking and nonbanking). See *I.B.1.b* for the definition of "fully consolidated U.S. domestic business enterprise."

Note – A U.S. Reporter that is not a bank but that owns a majority interest in a U.S. bank, is required to file the bank, including all of its domestic subsidiaries or units, on a separate Form BE-11A. (However, if the bank, including its domestic subsidiaries, does not have a foreign affiliate, it is not required to report.) Banking activities owned by a nonbank must also be included on the nonbank's Form BE-11A using the equity method of accounting.

The U.S. Reporter must file a **complete** Form BE-11A if **any one** of the following three items of the fully consolidated U.S. **domestic** business enterprise was greater than \$225 million (positive or negative) at the end of, or for, the Reporter's 2008 fiscal year:

- (1) total assets,
- (2) sales or gross operating revenues excluding sales taxes, or
- (3) net income after provision for income taxes.

The U.S. Reporter must complete only items 1 through 31 and items 63 through 65 of Form BE-11A if **no one** of the three items listed above for the fully consolidated U.S. **domestic** business enterprise was greater than \$225 million (positive or negative) at the end of, or for, the Reporter's 2008 fiscal year.

The U.S. Reporter must also complete a Form BE-11B(LF), BE-11B(SF), BE-11B(FN), BE-11B(EZ), or BE-11C, as appropriate, for **each** nonexempt foreign affiliate. See *I.B.2 and I.C.*

In addition, the U.S. Reporter must complete the BE-11A Supplement A for foreign affiliates established or acquired in 2008 which are under the reporting threshold for being filed on Form BE-11B or BE-11C but have assets, sales, or net income greater than \$10 million (positive or negative).

b. Definition of "fully consolidated U.S. domestic business enterprise" – The fully consolidated U.S. domestic business enterprise is defined as: **1)** the U.S. corporation whose voting securities are not owned more than 50 percent by another U.S. corporation, and **2)** proceeding down each ownership chain from that U.S. corporation, any U.S. corporation (including Foreign Sales Corporations located in the United States) whose voting securities are more than 50 percent owned by the U.S. corporation above it. **This consolidation excludes foreign branches and all other foreign affiliates.**

Conditions may exist that cause a U.S. parent company to exclude a domestic subsidiary from its consolidation. If a U.S. Reporter cannot consolidate all of its domestic subsidiaries in its Form BE-11A, **it must request and be granted** written permission from BEA to file on an unconsolidated basis prior to filing the report. The U.S. parent is responsible for ensuring that the required Form BE-11A and related Forms BE-11B(LF), BE-11B(SF), BE-11B(FN), BE-11B(EZ), and BE-11C, for itself and any unconsolidated domestic subsidiaries are filed with BEA. The filing deadline for an unconsolidated domestic subsidiary is the same as that for its U.S. parent.

Note – A U.S. Reporter that is not a bank but that owns a majority interest in a U.S. bank is required to file the bank, including all its domestic subsidiaries or units, on a separate Form BE-11A and does not need to request permission not to fully consolidate its domestic business enterprise.

c. Calculation of ownership percentage – A U.S. Reporter's ownership interest in a foreign business enterprise may be directly held, indirectly held, or both. It is directly held if the U.S. Reporter itself holds the ownership interest in the foreign business enterprise. It is indirectly held if the U.S. Reporter holds an ownership interest in another foreign business enterprise that, in turn, owns the given foreign business enterprise. The U.S. Reporter must sum all direct and indirect lines of ownership interest in the foreign business enterprise to determine its ownership interest. **Note – An associated group is deemed to be one U.S. Reporter.**

A U.S. Reporter's percentage of indirect ownership interest in a given foreign business enterprise is the product of the direct ownership percentage that the U.S. Reporter has in the first foreign business enterprise in the ownership chain, multiplied by that first enterprise's direct ownership percentage in the second enterprise in the chain, multiplied by the direct ownership percentages for all other intervening enterprises in the ownership chain, multiplied by the last intervening enterprise's direct ownership percentage in the given foreign business enterprise.

d. Other requirements for filing Form BE-11A

- (1) Foreign affiliate is owned by only part of the fully consolidated U.S. domestic business enterprise** – The U.S. Reporter is deemed to be the fully consolidated U.S. domestic business enterprise even if only one entity in the consolidated U.S. enterprise directly owns the foreign affiliate.
- (2) U.S. Reporter that is an individual, estate, trust, or nonprofit organization** – A U.S. Reporter that is an individual, estate, trust, or religious, charitable, or other nonprofit organization, and that owns a nonexempt foreign affiliate directly, rather than through a U.S. business enterprise, should complete only items 1 and 8 of Form BE-11A and attach an explanatory note attesting to its status. Required Forms BE-11B(LF), BE-11B(SF), BE-11B(FN), BE-11B(EZ), and BE-11C must be filed as appropriate.
- (3) U.S. business enterprise owned by an individual, estate, trust, or nonprofit organization** – If a U.S. individual, estate, trust, or nonprofit organization owns more than 50 percent of a U.S. business enterprise that, in turn, owns a foreign affiliate, then the U.S. Reporter is deemed to be the U.S. business enterprise, not

the individual, etc. The BE-11 report should be filed by, and Form BE-11A should be for, the U.S. business enterprise not the individual, etc. However, direct financial transactions or positions, if any, by the individual, etc., with the foreign affiliate must be included in the business enterprise's report.

- (4) U.S. Reporter owned by a foreign person** – A U.S. Reporter that is a U.S. affiliate of a foreign person and that is filing a 2008 BE-15A, Annual Survey of Foreign Direct Investment in the United States should only complete items 1–10, 33–36, 48–55, and Supplement A of Form BE-11A.
- (5) Joint ownership of foreign affiliate** – If two or more U.S. Reporters jointly own, directly or indirectly, a foreign affiliate, each U.S. Reporter must file a Form BE-11A.

2. Forms BE-11B(LF), BE-11B(SF), BE-11B(FN), BE-11B(EZ), and BE-11C – Report for foreign affiliate

NONBANK REPORTER

U.S. Dollar Amount	Ownership	MAJORITY-OWNED FOREIGN AFFILIATE >50%	MINORITY-OWNED FOREIGN AFFILIATE
			≥20 and ≤50%
NON-BANK FOREIGN AFFILIATE	At least one of the three items* is greater than \$225 million (+ or -).	BE-11B(LF)	BE-11C
	At least one of the three items* is greater than \$60 million (+ or -) but no item is greater than \$225 million (+ or -).	BE-11B(SF)	
	Foreign affiliate established or acquired during fiscal year 2008 and at least one of the three items* is greater than \$10 million (+ or -) but no item is greater than \$60 million (+ or -)	BE-11A Supplement A	
BANK FOREIGN AFFILIATE	At least one of the three items* is greater than \$250 million (+ or -)	BE-11B(FN)	
	Foreign affiliate established or acquired during fiscal year 2008 and at least one of the three items* is greater than \$10 million (+ or -) but no item is greater than \$250 million (+ or -)	BE-11A Supplement A	

*Exemption level items – Total assets, sales or gross operating revenues excluding sales taxes, and net income (loss) after provision for foreign income taxes.

An affiliate is majority-owned by virtue of being owned more than 50 percent by all U.S. Reporters of the affiliate combined.

BANK REPORTER

Ownership		All FOREIGN AFFILIATES >10%
U.S. Dollar Amount		
BANK AND NON-BANK FOREIGN AFFILIATE	At least one of the three items* is greater than \$250 million (+ or -).	BE-11B(FN)
	Foreign affiliate established or acquired during fiscal year 2008 and at least one of the three items* is greater than \$10 million (+ or -) but no item is greater than \$250 million (+ or -)	BE-11A Supplement A

*Exemption level items – Total assets, sales or gross operating revenues excluding sales taxes, and net income (loss) after provision for foreign income taxes.

Note – Unless otherwise stated, whenever reference is made to the financial or operating data of a foreign affiliate, such as assets, sales, or net income, the data are to represent 100 percent of the foreign affiliate’s operations and not just a portion, if less than 100 percent, corresponding to the ownership share of the U.S. Reporter(s). Also, include equity investment in unconsolidated foreign affiliates and do not eliminate an affiliate’s receivables due from its parent or from other affiliated persons from the affiliate’s total assets when applying the exemption criteria for this report.

a. Form BE-11B(LF) or (SF) – Report for majority-owned nonbank foreign affiliate of nonbank U.S. Reporter

A BE-11B(LF) (Long Form) must be filed by the nonbank U.S. Reporter for each majority-owned nonbank foreign affiliate, whether held directly or indirectly, for which **any one** of the following three items was greater than \$225 million (positive or negative) at the end of, or for, the affiliate’s 2008 fiscal year:

- (1) total assets,
- (2) sales or gross operating revenues excluding sales taxes, or
- (3) net income (loss) after provision for foreign income taxes.

A BE-11B(SF) (Short Form) must be filed by the nonbank U.S. Reporter for each majority-owned nonbank foreign affiliate, whether held directly or indirectly, for which **any one** of the three items listed above was greater than \$60 million (positive or negative) but for which no one of these items was greater than \$225 million (positive or negative) at the end of, or for, the affiliate’s fiscal year.

b. Form BE-11B(FN) – Report for foreign affiliate of bank U.S. Reporter and bank affiliate of nonbank U.S. Reporter

A BE-11B(FN) must be filed by (a) a bank U.S. Reporter for each bank and nonbank foreign affiliate, whether held directly or indirectly, for which **any one** of the three items listed in I.B.2.a. above was greater than \$250 million (positive or negative) at the end of, or for, the affiliate’s 2008 fiscal year; or (b) a nonbank U.S. Reporter for each bank foreign affiliate, whether held

directly or indirectly, for which any one of the three items listed in I.B.2.a. was greater than \$250 million (positive or negative) at the end of, or for, the affiliate’s 2008 fiscal year.

c. Form BE-11B(EZ) – Report for nonbank foreign affiliates selected by BEA to file this form in lieu of filing Form BE-11B(SF)

d. Form BE-11C – Report for minority-owned nonbank foreign affiliate of nonbank U.S. Reporter

A Form BE-11C must be filed by a nonbank U.S. Reporter for each minority-owned nonbank foreign affiliate owned directly and/or indirectly, at least 20 percent, but not more than 50 percent, by all U.S. Reporters of the affiliate combined, for which **any one** of the three items listed in I.B.2.a. was greater than \$60 million (positive or negative), at the end of, or for, the affiliate’s fiscal year.

e. Other requirements for filing Forms BE-11B(LF), BE-11B(SF), BE-11B(FN), BE-11B(EZ), and BE-11C

(1) Rules for consolidation of foreign affiliate – Use the following rules to determine which foreign business enterprises may be consolidated into one foreign affiliate report:

- (a) FOREIGN BUSINESS ENTERPRISES LOCATED IN DIFFERENT COUNTRIES MAY NOT, UNDER ANY CIRCUMSTANCES, BE CONSOLIDATED.
- (b) Foreign business enterprises located in the same country that are integral parts of the same business operation **may** be consolidated into one affiliate report.
- (c) Foreign business enterprises located in the same country and in the same BEA 4-digit industry, as defined in the **Guide to Industry Classifications for International Surveys, 2002**, may be consolidated.
- (d) Foreign business enterprises that have an equity investment in an unconsolidated business enterprise, report that investment using the equity method of accounting. *See also IV.C.*
- (e) Foreign bank branches of the U.S. Reporter that are located in the same country **must** be consolidated on one Form BE-11B(FN), even if the U.S. Reporter’s practice is to report data for these branches separately to the Federal Reserve (on Form FFIEC 030) or to the Comptroller of the Currency. Incorporated foreign bank affiliates of the U.S. Reporter located in the same country **may** be consolidated.
- (f) Bank and nonbank enterprises located in the same country **may not** be consolidated.

Note – A U.S. Reporter who participates in BEA’s BE-577 quarterly survey of U.S. direct investment abroad, Direct Transactions of a U.S. Reporter with Foreign Affiliate, should consolidate foreign business enterprises on Forms BE-11B(LF), BE-11B(SF), BE-11B(FN), BE-11B(EZ), and BE-11C in the same manner as on Form BE-577.

(2) Reporting of foreign affiliates owned by more than one U.S. Reporter – If two or more U.S. Reporters jointly own, directly or indirectly, a foreign affiliate that is required to be reported on Form BE-11B(LF), (SF), or (FN) each U.S. Reporter must submit a Form BE-11B(LF), (SF), or (FN) for the affiliate.

The U.S. Reporter with the highest percentage of ownership (direct and indirect combined) in the foreign affiliate must file a **complete** form, on which all items have been completed. The other U.S. Reporter(s) must file a **partial** form, on which only items 1 through 17 (1 through 18 for Form BE-11B(FN)) of Part I have been completed. If the ownership percentages are the same, the U.S. Reporters must decide which one will file the complete form. Note, however, that in Part II, Sections B and E, and Part III of Form BE-11B(LF) and Part II, Section B, and Part III of Form BE-11B(SF), and Part II, Section B of Form BE-11B(FN), data must be reported by transactor. For example, in Part II, Section B, of Form BE-11B(LF), BE-11B(SF), and BE-11B(FN), Distribution of Sales or Gross Operating Revenues, one transactor category is "to U.S. Reporter(s)" of this affiliate. If the U.S. Reporter filing the complete Form BE-11B(LF), (SF), or (FN) cannot, or prefers not to, secure from the affiliate and report the data concerning the other U.S. Reporters of the affiliate, then each U.S. Reporter is required to report its own data in those sections of Part II. The U.S. Reporter filing the complete Form BE-11B(LF), (SF), or (FN) must attach a note to the form stating that it is not reporting data for the other U.S. Reporter(s) and must so inform the other U.S. Reporter(s).

If two or more Reporters jointly own a foreign affiliate that is required to be reported on Form BE-11C, only the U.S. Reporter having the highest percentage ownership (direct and indirect combined) in the foreign affiliate must file the form.

(3) Reporting when there is more than one foreign affiliate in a chain of ownership – A Form BE-11B(LF), BE-11B(SF), BE-11B(FN), BE-11B(EZ) or BE-11C must be filed for a foreign affiliate of the U.S. Reporter that owns another nonexempt foreign affiliate of that U.S. Reporter, even if the foreign affiliate parent is otherwise exempt, i.e., a Form BE-11B(LF), (SF), (FN), or (EZ) or BE-11C must be filed for all affiliates upward in a chain of ownership.

(4) Relationship between Form BE-11A and Forms BE-11B(LF), BE-11B(SF), BE-11B(FN), BE-11B(EZ), and BE-11C – The term "U.S. Reporter" is defined to mean the fully consolidated U.S. domestic business enterprise; therefore, on Forms BE-11B(LF), BE-11B(SF), BE-11B(FN), BE-11B(EZ), and BE-11C, when data on trade and financial relationships between the U.S. Reporter and the foreign affiliate are requested, the data must reflect the foreign affiliate's relationship with the entire U.S. enterprise, not merely with one division, operating unit, or part.

(5) Banks on U.S. military bases abroad – Banks located on U.S. military bases abroad servicing base personnel are not considered "foreign" and a Form BE-11B(FN) should not be filed.

C. Exempt affiliates – A foreign affiliate is exempt from being reported if it meets any one of the following criteria:

1. It is a nonbank affiliate of a nonbank U.S. Reporter and none of its exemption level items exceeds \$60 million (positive or negative) and it is not required to be filed on the BE-11A Supplement A. *See I.B.2.a.*
2. It is a bank or a nonbank affiliate of a bank U.S. Reporter or a bank affiliate of a nonbank U.S. Reporter and none of its exemption level items exceeds \$250 million (positive or negative) and it is not required to be filed on the BEA-11A Supplement A. *See I.B.2.b.*

Note that a minority-owned affiliate that is owned by more than one U.S. Reporter, and that otherwise meets the reporting requirements, must be reported on Form BE-11C even if no one U.S. Reporter owns 20 percent or more.

An affiliate's receivable due from its parent or from other affiliated persons should not be eliminated from total assets when applying the exemption criteria for preparing this report.

If you filed a form for an affiliate in 2007 that is exempt in 2008 and for which you received a pre-printed form, submit the report, and enter the amounts for the three exemption level items and the ownership percentages at the close of fiscal year 2008. If **all** of your affiliates are exempt in 2008, submit a "Claim for Not Filing".

II. DEFINITIONS

A. 2008 fiscal year is the U.S. Reporter's or the foreign affiliate's financial reporting year that has an ending date in calendar year 2008. U.S. Reporters or affiliates having a "52/53 week" fiscal year that ended within the first week of January 2009, are considered to have a 2008 fiscal year for purposes of filing this survey, and should report December 31, 2008 as their 2008 fiscal year end. A business enterprise that does not have a financial reporting year, or does not have a financial reporting year ending in calendar year 2008, is deemed to have a fiscal year identical to calendar year 2008. (U.S. Reporters and foreign affiliates that changed the ending date of their financial reporting year in 2008 should contact BEA to determine what reporting period should be used.)

B. 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 percent or more of its voting stock for an incorporated business or an equivalent interest for an unincorporated business, including a branch.

C. 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. Each of 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, or
4. A corporation and its domestic subsidiaries.

D. Bank is a business enterprise 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, savings and loans, savings banks, bank holding companies, and financial holding companies under the Gramm-Leach-Bliley Act.

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

F. 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.

G. 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.

H. Foreign affiliate means an affiliate located outside the United States in which a U.S. person has direct investment. *See II.R.*

I. Foreign affiliate parent means a U.S. Reporter's foreign affiliate which has an equity interest in another foreign affiliate of the U.S. Reporter.

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

K. Fully consolidated U.S. domestic business

enterprise means 1) the U.S. corporation whose voting securities are not owned more than 50 percent by another U.S. corporation, and **2)** proceeding down each ownership chain from that U.S. corporation, any U.S. corporation (including Foreign Sales Corporations located in the United States) whose voting securities are more than 50 percent owned by the U.S. corporation above it. This consolidation excludes foreign branches and all other foreign affiliates.

Note – A U.S. Reporter that is not a bank but that owns a majority interest in a U.S. bank — DO NOT consolidate banking activities. See I.B.1.a.

- L. Intercompany** means between a U.S. Reporter and its foreign affiliates.
- M. Intermediary** means an agent, nominee, manager, custodian, trust, or any person acting in a similar capacity.
- N. 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 to be owned by the lessor.
 - 2. Operating lease** – Generally, a lease with a term which is less than the useful life of the asset and in which a transfer of ownership is not contemplated.
- O. Majority-owned foreign affiliate** means a foreign affiliate in which the combined direct and indirect ownership interest of ALL U.S. REPORTERS of the affiliate exceeds 50 percent.
- P. Minority-owned foreign affiliate** means a foreign affiliate in which the combined direct and indirect ownership interest of at least one U.S. Reporter is 10 percent or more, but the combined direct and indirect ownership interests of all U.S. Reporters of the affiliate is 50 percent or less.
- Q. Person** means any individual, branch, partnership, associated group, association, estate, trust, corporation, or other organization (whether or not organized under the laws of any State), and any government (including a foreign government, the United States Government, a State or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government-sponsored agency).
- R. U.S. direct investment abroad** means the ownership or control, **directly or indirectly**, by one U.S. person of 10 percent or more of the voting securities of an incorporated foreign business enterprise or an equivalent interest in an unincorporated foreign business enterprise, including a branch.
- S. U.S. person** means any person resident in the United States or subject to the jurisdiction of the United States. See III.D.
- T. U.S. Reporter** means the U.S. person that has direct investment in a foreign business enterprise, including a branch. If the U.S. person is an incorporated business enterprise, the U.S. Reporter is the fully consolidated U.S. domestic enterprise. See II.K.
- U. 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.

III. CLARIFICATION OF COVERAGE

A. Determining existence of a foreign affiliate – In general, a U.S. person's foreign operation or activity is considered a foreign affiliate if it is legally or functionally

separable from the domestic operations or activities of the U.S. person. In most cases, it is clear whether the foreign operation or activity constitutes an affiliate. For example, if the operation or activity is incorporated abroad, as is true in the majority of cases, it is always considered a foreign affiliate. Even if it is unincorporated, the foreign operation or activity is usually legally or functionally separable from the U.S. person's domestic operations or activities. In cases where it is not clearly separable, the determination of whether the operation or activity constitutes a foreign affiliate is made on a case-by-case basis, depending on the weight of the evidence.

Factors that would tend to indicate that the operation or activity is a foreign affiliate are:

- 1.** It pays foreign income taxes.
- 2.** It has a substantial physical presence abroad, as evidenced by plant and equipment, or employees, permanently located abroad.
- 3.** It has separate financial records that would allow preparation of financial statements, including a balance sheet and income statement. (A mere record of disbursements to, or receipts from, the foreign operation or activity would not constitute a "financial statement" for this purpose.)
- 4.** It takes title to the goods it sells and receives revenues from the sale, or it receives funds from customers for its own account for services it performs.

The following characteristics would indicate that the operation or activity is probably **not** a foreign affiliate:

- 1.** It engages only in sales promotion or public relations activities on behalf of the U.S. person.
 - 2.** It conducts business abroad only for the U.S. person's account, not for its own account.
 - 3.** It has no separate financial records that allow the preparation of financial statements.
 - 4.** Its expenses are paid by the U.S. parent.
 - 5.** It is not subject to foreign income taxes.
 - 6.** It has limited physical assets or few employees permanently located abroad.
- B. U.S. Reporter owned by a foreign person** – A U.S. business enterprise that is a U.S. Reporter in this BE-11 survey may also be a U.S. affiliate of a foreign person that must report in the 2008 BE-15, Annual Survey of Foreign Direct Investment in the United States. This could be the case if the U.S. business enterprise owns foreign affiliates and is also owned 10 percent or more, directly or indirectly, by a foreign person. In such cases, the U.S. business enterprise should report in this survey for any foreign business enterprise it owns or controls, directly or indirectly, at least 10 percent or more, but should not report other property of its foreign owner. (A foreign business enterprise that is jointly owned by the U.S. Reporter and the foreign owner of the U.S. Reporter should be considered a foreign affiliate of the U.S. Reporter provided the U.S. Reporter has a 10 percent or more ownership interest.) For purposes of the BE-11 survey, consider the foreign owner of the U.S. Reporter and the directly and indirectly owned foreign affiliates of the foreign owner (other than those held through the U.S. Reporter), as unaffiliated foreign persons. See also I.B.1.d.(4).
- C. Partnerships** – Limited partners do not have control in a partnership and therefore cannot have direct investment in a partnership; their investment is considered to be portfolio investment and is not reportable in this survey. The existence of direct investment in a partnership is based on the country of residence of the general partner(s) and the percentage control exercised by (which may differ from the financial interest of) the general partner(s).

D. Determining country of residence or jurisdiction of individuals – An individual is considered a resident of, and subject to the jurisdiction of, the country in which it is physically located, subject to the following qualifications:

1. Individuals who reside, or expect to reside, outside their country of citizenship for less than one year are considered to be residents of their country of citizenship.
2. Individuals who reside, or expect to reside, outside their country of citizenship for one year are considered to be residents of the country in which they are residing. There are two exceptions to this rule:
 - a. Individuals (and their immediate families) who either own or are employed by a business in their country of citizenship and who are residing outside of that country for one year or more in order to conduct business for the enterprise are considered residents of their country of citizenship if they intend to return within a reasonable period of time.
 - b. Individuals who reside outside their country of citizenship because they are government employees (such as diplomats, consular officials, members of the armed forces, and their immediate families) are considered residents of their country of citizenship regardless of their length of stay.

E. Foreign affiliate operating completely outside its country of incorporation – If a foreign affiliate conducts all its operations from, and is located in, a single foreign country that is different from its country of incorporation, it is deemed to be operating totally outside its country of incorporation. File a single BE-11B(LF), (SF), (FN) or (EZ) or BE-11C report for the entity in the country of operation treating it as an incorporated foreign affiliate; do not file a separate BE-11B(LF), (SF), (FN) or (EZ) or BE-11C report for the entity in the foreign country of incorporation. If, however, the foreign affiliate has any of the following in the country of incorporation:

1. bank account,
2. employees,
3. property, plant, or equipment, or
4. sales,

It is considered to have operations in its foreign country of incorporation and, therefore, a separate BE-11B(LF), (SF), (FN), or (EZ) or BE-11C report must be filed for the entity in that country.

If a foreign affiliate incorporated abroad conducts its operations from, and has locations in, more than one foreign country, a separate Form BE-11B(LF), (SF), (FN), or (EZ) or BE-11C must be filed for each country in which it has operations, and a separate Form BE-11B(LF), (SF), (FN), or (EZ) or BE-11C must be filed for the entity in the foreign country of incorporation, treating the entity as an incorporated foreign affiliate in that country.

If a foreign affiliate incorporated abroad conducts its business operations from, and is located in, the United States, you must file a Form BE-11B/C to report the equity investment in the affiliate and the affiliate's income. Show country of incorporation as country of location and report the affiliate as a holding company (ISI code 5512). You must report the operating business enterprise located in the United States on the BE-15, Annual Survey of Foreign Direct Investment in the United States.

F. Agencies and representative offices – Foreign representative offices, agents and employees of a U.S. person are not considered to be foreign affiliates, and therefore, they should not be reported on Forms BE-11B or BE-11C. However, a U.S. Reporter's disbursements to maintain foreign sales and

representative offices must be reported on Form BE-125, Quarterly Survey of Transactions in Selected Services and Intangible Assets with Foreign Persons. Copies of Form BE-125 are available on the BEA Web site www.bea.gov. (Select International Survey Forms and Related Materials – U.S. International Services Transactions.) A foreign presence of a U.S. person is considered a foreign sales promotion or representative office if: **1.** it has no assets (other than office furniture) held either in its own name or in the name of the U.S. person, **2.** to the extent that its employees are compensated by commissions, the commissions arise only from sales or business that the employees generate for the U.S. person, **3.** it does not produce revenue (other than funds from the U.S. person to cover its expenses), and **4.** it is engaged only in sales promotion, representational activities, public relations activities, or the gathering of market information, on behalf of the U.S. person. A foreign presence that produces revenue for its own account (instead of, or in addition to, producing revenue for the account of its U.S. parent) from goods or services it provides to unaffiliated persons is considered a foreign affiliate and is subject to the reporting requirements.

G. Real estate – The ownership of foreign real estate is defined to be a business enterprise and, if foreign real estate is owned by a U.S. person, it is a foreign affiliate of a U.S. Reporter. A Form BE-11B(LF), (SF), (FN), or (EZ) or BE-11C is required unless the enterprise is otherwise exempt.

Real estate that is normally included in the property, plant, and equipment account of a foreign affiliate is not to be reported as a separate affiliate.

Residential real estate held exclusively by a U.S. person for personal use and not for profitmaking purposes is not subject to the reporting requirements. A primary residence abroad that is leased to others while the owner is a U.S. resident, but which the owner intends to reoccupy, is considered real estate held for personal use.

Ownership of foreign residential real estate by a business enterprise, the sole purpose of which is to hold the real estate for the personal use of the owner(s) of the business enterprise, is considered to be real estate held for personal use and therefore not subject to the reporting requirements.

If a U.S. person has a direct or indirect voting ownership interest of 10 percent or more in a joint venture, partnership, etc., that is formed to own and hold, develop, or operate real estate, the joint venture, partnership etc., in its entirety, not just the U.S. person's share, is a foreign affiliate and must be reported unless otherwise exempt.

H. Airlines and ship operators – U.S. airlines' and ship operators' foreign stations, ticket offices, and terminal and port facilities that provide services **only** to their own operations are not foreign affiliates and are not subject to the reporting requirements. Reports are required when such facilities produce significant revenues from services provided to unaffiliated persons.

I. Estates, trusts, and intermediaries

1. A U.S. estate is a person and, therefore, may have direct investment; the estate, not the beneficiary, is considered to be the U.S. Reporter. Thus, ownership of a foreign affiliate by a U.S. estate shall be reported by the administrator, executor, etc., of the estate and not by the beneficiary.
2. A trust, either U.S. or foreign, is a person, but is not a business enterprise. A trust is considered the same as an intermediary and thus should be reported as outlined in III.I.3. For reporting purposes, the beneficiary(ies) of a trust, or the creator(s) of a trust (as detailed in the next sentence), or, if there is, or

may be, a reversionary interest, are considered to be the owner(s) of the investments of the trust for determining the existence of direct investment. When a corporation or other organization creates a trust designating its shareholders or members as beneficiaries, the creating corporation or organization is deemed to be the owner of the investments of the trust, or succeeding trusts where the presently existing trust has evolved out of a prior trust, for purposes of determining the existence and reporting of direct investment.

This procedure is adopted to fulfill statistical purposes of this survey and does not imply that control over an enterprise owned or controlled by a trust is, or can be, exercised by the beneficiary(ies) or creator(s).

3. Intermediary

- a. If a particular U.S. direct investment abroad is held, exercised, administered, or managed by a U.S. intermediary, such intermediary is responsible for reporting the required information for, and in the name of, its principal or shall instruct the principal to submit the required information. Upon instructing the principal, the intermediary shall be released from further liability to report, provided it has informed BEA of the date such instructions were given and the name and address of the principal, and has supplied the principal with any information in the possession of, or which can be secured by, the intermediary that is necessary to permit the principal to complete the required reports. When acting in the capacity of an intermediary, the accounts or transactions of the U.S. intermediary with the foreign affiliate are considered as accounts or transactions of the U.S. principal with the foreign affiliate. To the extent such transactions or accounts are unavailable to the principal, they may be required to be reported by the intermediary.
- b. If a U.S. person holds a foreign affiliate through a foreign intermediary, the U.S. person is considered to own the foreign affiliate directly and all accounts or transactions of the U.S. person with the intermediary are considered to be with the foreign affiliate.

IV. GENERAL INSTRUCTIONS

- A. Accounting methods and records** – Follow generally accepted U.S. accounting principles unless otherwise directed. Corporations should generally use the same methods and records that are used to generate reports to stockholders, except where otherwise instructed. Generate reports for unincorporated persons on an equivalent basis.

Financial Accounting Standards Board statements are referred to as "FAS (statement number)" in the instructions.

B. Translation of foreign currency financial and operating data into U.S. dollars

1. **Financial statements** – Translate foreign affiliate financial statements, i.e., balance sheets and income statements, not maintained in U.S. dollars from the host country currency to U.S. dollars using FAS 52, as would be required to incorporate foreign statements into the U.S. Reporter's financial statements for reports to shareholders.
2. **Other financial and operating data of foreign affiliate** – According to FAS 52, "Revenue and expense transactions shall be translated in a manner that produces approximately the same dollar amounts that would have resulted had the underlying transactions been translated into dollars on the dates they occurred."

Since separate translation of each transaction is usually impractical, the specific result can be achieved by using an average rate for the period.

On Forms BE-11B(LF), (SF), (FN), and (EZ) and BE-11C, certain revenue and expense transactions that may not be translated separately for the financial statements, such as employee compensation and exports and imports, must be reported. Translate these transactions in a manner consistent with that used to translate the financial statements to U.S. dollars.

- C. Method of accounting for equity investments – Forms BE-11B(LF), (SF), (FN), and (EZ) and BE-11C** – Report a foreign affiliate parent's equity investments of 20 percent or more in unconsolidated foreign affiliates, including all unconsolidated majority-owned foreign affiliates, using the equity method of accounting. Report equity investments of less than 20 percent, in accordance with FAS 115 or lower of cost or market, as appropriate. See important note on foreign affiliate consolidation rules under instruction *I.B.2.e.*

Note – If it is determined that there is a material difference between the "equity" and the "cost" methods and the data should have been filed using the "equity" method, BEA will require that the data be refiled.

- D. Industry classification** – A list and explanation of the industry classifications used are given in the **Guide to Industry Classifications for International Surveys, 2002**, (BE-799), which is included as part of the BE-11 report package.

- E. Estimates** – If actual data are not available, or only partial data are available, estimates should be supplied and labeled as such. When data items cannot be fully subdivided as required, provide totals and an estimated breakdown of the totals.

Certain sections of Forms BE-11A and BE-11B require data that may not be maintained in your customary accounting records. Providing precise data in these areas may require substantial burden beyond what is intended by BEA. This may be especially true for:

- BE-11A, Part III, Section A – Distribution of sales or gross operating revenues by whether the sales were goods, services, or investment income;
- BE-11A, Part III, Section C – Number of employees and employee compensation by Standard Occupation Classification;
- BE-11A, Part IV, – Exports and imports of the U.S. Reporter on a shipped basis;
- BE-11B(LF), Part II, Section B – Distribution of sales or gross operating revenues, by transactor and by whether the sales were goods, services, or investment income;
- BE-11B(LF), BE-11B(SF), and BE-11B(FN), Part II, Section C – Number of employees and employee compensation by Standard Occupation Classification;
- BE-11B(LF), Part II, Section E – Composition of external finances by transactor; and
- BE-11B(LF), Part III, and BE-11B(SF), Part III, – Exports and imports of the foreign affiliate on a shipped basis.

Data provided in these sections may be reasonable estimates based upon the informed judgement of persons in the responding organization, sampling techniques, prorations based on related data, etc. Consistently apply estimating procedures used on all BEA surveys.

- F. Space on form insufficient** – When space on a form is insufficient to permit a full answer to any item, submit the required information on supplementary sheets, appropriately labeled and referenced to the item number and the form.

V. U.S. EXPORTS AND IMPORTS OF GOODS

When there is a material difference between the "charged" and "shipped" bases and the data have not been filed on the "shipped" basis, or the necessary adjustments have not been made to approximate a "shipped" basis, then BEA will require the data to be refiled.

Differences between the "charged" and "shipped" bases may be substantial. A major difference arises when the U.S. Reporter buys goods in country A and sells them in country B, but the goods are shipped directly from country A to country B. Because the goods did not physically enter or leave the United States, they are not U.S. trade. However, when the U.S. Reporter records the transactions on its books, it shows a purchase charged to it from country A and a sale charged by it to country B. If the U.S. Reporter's trade data in this survey were prepared on the "charged" basis, the purchase and sale would appear incorrectly as a U.S. import and a U.S. export, respectively. Other differences arise when the U.S. Reporter charges the sale of its products to a foreign affiliate in one country, but ships the goods directly from the United States to an unaffiliated foreigner in another country. If the data are on the "shipped" basis, this is a U.S. export to an unaffiliated foreigner, not to the foreign affiliate and should not be recorded on the form for the foreign affiliate.

If a material difference exists between the "charged" and "shipped" bases, trade must be reported on the "shipped" basis. To do this, the U.S. Reporter may have to derive the data from export and import declarations filed with U.S. Customs and Border Protection or from shipping and receiving documents, rather than from accounting records, or may have to otherwise adjust its data from a "charged" to a "shipped" basis.

- A. Timing.** Only include goods actually shipped between the United States and the affiliate during FY 2008 regardless of when the goods were charged or consigned. For example, include goods shipped by the U.S. Reporter to the affiliate in FY 2008 that were charged or consigned in FY 2009 but exclude goods shipped to the affiliate in FY 2007 that were charged or consigned to the affiliate in FY 2008.
- B. Trade of the U.S. Reporter.** Goods shipped by, or to, the U.S. Reporter, whether or not actually charged or consigned by, or to, the U.S. Reporter, are considered to be trade of the U.S. Reporter.
- C. Trade of a foreign affiliate.** Goods shipped by, or to, a foreign affiliate, whether or not actually charged or consigned by, or to, the foreign affiliate are considered to be trade of the foreign affiliate.
- D. By (or to) whom goods were shipped.** Shipment by, or to, an entity refers to the physical movement of goods to or from the U.S. customs area by, or to, that entity regardless of by, or to whom the goods were charged or consigned. For example, if the U.S. Reporter charges goods to a German affiliate but ships them to an Italian affiliate, the goods should be recorded as U.S. exports shipped by the U.S. Reporter on the Form BE-11B(LF), (SF), (EZ), or BE-11C, of the Italian affiliate, but not on that of the German affiliate. Similarly, if goods were charged by the U.S. Reporter to an affiliate but shipped to the affiliate by another U.S. person, the goods should be considered a U.S. export shipped by "other U.S. persons," not by the U.S. Reporter, on the affiliate's Form BE-11B(LF), (SF), (EZ), or BE-11C.

Note - Goods shipped by an independent carrier or a freight forwarder at the expense of an entity are shipments by that entity.

- E. Valuation of exports and imports.** Value U.S. exports and imports f.a.s. (free alongside ship) at the port of exportation. This includes all costs incurred up to the

point of loading the goods aboard the export carrier at the U.S. or foreign port of exportation, including the selling price at the interior point of shipment (or cost if not sold), packaging costs, and inland freight and insurance. It excludes all subsequent costs, such as loading costs, U.S. and foreign import duties, and freight and insurance from the port of exportation to the port of entry.

VI. FILING THE BE-11

- A. Due date** - A fully completed and certified BE-11 report comprising Form BE-11A and Forms BE-11B(LF), (SF), (FN), (EZ), or BE-11C (as required) is due to be filed with BEA by May 29, 2009.
- B. Extensions** - For the timely dissemination of the survey results, it is important that your report be filed by the due date. However, a written request for an extension will be considered provided it is received at least 15 days prior to the due date of the report and enumerates substantive reasons necessitating the extension. BEA will provide a written response to such requests.
- C. Assistance** - For assistance, telephone (202) 606-5566 between 8:00 a.m. and 4:30 p.m., eastern time, or e-mail BEA at be10/11@bea.gov.
- D. Retention of copies** - Each U.S. Reporter must retain a copy of its report to facilitate resolution of problems. These copies should be retained by the U.S. Reporter for at least 3 years after the report's original due date.
- E. Where to send the report** - Send reports filed by mail through the U.S. Postal Service to:
- U.S. Department of Commerce
Bureau of Economic Analysis
BE-69(A)
Washington, DC 20230
- Send reports filed by direct private delivery to:
- U.S. Department of Commerce
Bureau of Economic Analysis, BE-69(A)
Shipping & Receiving Section M-100
1441 L Street, N.W.
Washington, DC 20005
- F. Confidentiality** - The information filed in this report may be used only for analytical and statistical purposes and access to the information shall be available only to officials and employees (including consultants and contractors and their employees) of agencies designated by the President to perform functions under the Act. The President may authorize the exchange of the information between agencies or officials designated to perform functions under the Act, but only for analytical and statistical purposes. No official or employee (including consultants and contractors and their employees) shall publish or make available any information collected under the Act in such a manner that the person to whom the information relates can be specifically identified. Reports and copies of reports prepared pursuant to the Act are confidential and their submission or disclosure shall not be compelled by any person without the prior written permission of the person filing the report and the customer of such person where the information supplied is identifiable as being derived from the records of such customer (22 U.S.C. 3104).
- G. Annual stockholders' report and Form 10K** - Business enterprises issuing annual reports to stockholders and completing Securities and Exchange Commission's Form-10K should furnish copies of these reports for FY 2008 when filing the BE-11 report.

2008 BE-11 ORDER FORM

To obtain additional copies of BE-11 forms and instructions, go to the BEA Web site www.bea.gov or complete this order form and return it to BEA. See the instructions in the box at the bottom to access the forms from the BEA Web site.

Enter the quantity of each item you require:

Item	Quantity	Item	Quantity
Form BE-11A		Instruction Booklet	
Form BE-11B(LF)		Guide to Industry Classifications for International Surveys, 2002	
Form BE-11B(SF)			
Form BE-11B(FN)		Claim for Not Filing (BE-11)	
Form BE-11C			

PLEASE COMPLETE BELOW

Name of U.S. Reporter
Attention:
Street Address
City, State, ZIP Code
<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="background-color: black; color: white; padding: 5px 15px; font-weight: bold; text-align: center;">RETURN TO</div> <div style="text-align: center;"> <p>U.S. Department of Commerce Bureau of Economic Analysis, BE-69(A) Washington, DC 20230</p> </div> </div>

Telephone: 202-606-5566
 FAX: 202-606-5312
 E-mail: be10/11@bea.gov
 Visit our Web site: www.bea.gov
 Select International – Survey Forms and Related Materials –
 U.S. Direct Investment Abroad and download
 and print survey forms.



2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD

MANDATORY — CONFIDENTIAL

BE-11A (Report for U.S. Reporter)

DUE DATE — A complete BE-11 report is due May 29, 2009

<p>MAIL REPORTS TO: U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Washington, DC 20230</p> <p style="text-align: center;">OR</p> <p>DELIVER REPORTS TO: U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Shipping and Receiving, Section M-100 1441 L Street, NW Washington, DC 20005</p>	<p>BEA USE ONLY</p>	<p>Reporter ID Number</p>		<p>A</p>
<p>1. Name and address of U.S. Reporter</p>				

IMPORTANT

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

• **Who must report** — Form BE-11A must be filed by each U.S. person that has a foreign affiliate reportable in this survey. Data on Form BE-11A pertain to the fully consolidated U.S. domestic business enterprise. **DO NOT FULLY CONSOLIDATE OPERATIONS OF FOREIGN AFFILIATES ON FORM BE-11A.** Report data pertaining to the operations of foreign affiliates on Forms BE-11B(LF), BE-11B(SF), BE-11B(FN), BE-11B(EZ) or BE-11C. See **Instruction Booklet**, Part I, for detailed reporting requirements.

Note: A U.S. Reporter that is not a bank but that owns a majority interest in a U.S. bank must file the bank, including all of its domestic subsidiaries or units, on a separate Form BE-11A. (However, if the bank, including its domestic subsidiaries, does not have a foreign affiliate, it is not required to report.) Banking activities owned by a nonbank must also be included on the nonbank's Form BE-11A using the equity method of accounting.

For purposes of the BE-11 survey, a "bank" is a business entity engaged in deposit banking or closely related functions, including commercial banks, Edge Act corporations, foreign branches and agencies of U.S. banks whether or not they accept deposits abroad, savings and loans, bank holding companies, and financial holding companies under the Gramm-Leach-Bliley Act.

• **U.S. Reporter's 2008 fiscal year** — The U.S. Reporter's financial reporting year that has an ending date in calendar year 2008. See **Instruction Booklet**, Part II.A.

Bil.	Mil.	Thous.	Dols.
	1	335	

• **Currency amounts** — Report in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each line. **EXAMPLE** — If amount is \$1,334,891.00, report as

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

• **Electronic filing** — To file your BE-11 reports electronically, go to the BEA Web site www.bea.gov

• **Additional copies** — For additional copies of BE-11 forms, instructions, and the Guide to Industry Classifications for International Surveys, 2002, go to the BEA Web site www.bea.gov

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

Public reporting burden for this BE-11 report (comprising Form BE-11A and Form(s) BE-11B(LF), BE-11B(SF), BE-11B(FN), BE-11B(EZ), and/or BE-11C) is estimated to average 79.3 hours per response. This burden includes time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, Washington, DC 20230; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0053, Washington, DC 20503.

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

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

PENALTIES — Whoever fails to report shall be subject to a civil penalty of not less than \$2,500, and not more than \$25,000, and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than \$10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a like fine, imprisonment or both. (22 U.S.C. 3105) These civil penalties are subject to inflationary adjustments. Those adjustments are found in 15 CFR 6.4.

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

<p>PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT — Enter name and address</p>				<p>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 Part IV.E of the Instruction Booklet, estimates may have been provided.</p>	
Name				Authorized official's signature	
Address				Date	
TELEPHONE NUMBER	Area code	Number	Extension	Print or type name and title	
FAX NUMBER	Area code	Number		Telephone number	FAX number

May we use e-mail to correspond with you to discuss questions relating to this survey, including questions that may contain information about your company that you may consider confidential? (Note that electronic mail is not inherently confidential; we will treat information we receive as confidential, but e-mail is not necessarily secure against interception by a third party.)

1000 1 Yes — If yes, please provide your e-mail address. →

2 No

E-mail address

1001

Part I - IDENTIFICATION OF U.S. REPORTER
 See *Additional Instructions* for Part I on page 11 at the back of this form.

If the U.S. Reporter is a nonbank business enterprise, complete items 2, 3 and 4.

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

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

3. Does the U.S. Reporter own a majority interest in a U.S. bank? See *Instruction Booklet*, Part 1.B.1.a.

- 1008 ¹ 1 Yes — Do not consolidate banking activities. A U.S. Reporter that is not a bank but that owns a majority interest in a U.S. bank, must file the bank, including all of its domestic subsidiaries or units, on a separate Form BE-11A. Banking activities owned by a nonbank must also be included on the nonbank's Form BE-11A using the equity method of accounting.
- Enter the name under which a separate Form BE-11A is being filed for the banking activities.
- _____
- _____

- ¹ 2 No

4. Does the U.S. Reporter own a majority interest in a nonbank U.S. business enterprise? See *Instruction Booklet*, Part 1.B.1.b.

- 1009 ¹ 1 Yes — Form BE-11A should pertain to the fully consolidated nonbank U.S. domestic business enterprise. Written permission must have been requested of, and granted by, BEA to file on an unconsolidated basis. A separate Form BE-11A must be filed for each unconsolidated U.S. domestic entity.
- Enter the name under which a separate Form BE-11A is being filed.
- _____
- _____

- ¹ 2 No

If the U.S. Reporter is a bank, complete items 5 and 6.

5. Is the bank owned to the extent of more than 50% of its voting stock by another U.S. business enterprise that is a bank?

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

6. Does the U.S. Reporter own a majority interest in a bank or nonbank U.S. business enterprise? See *Instruction Booklet*, Part 1.B.1.b.

- 1009 ¹ 1 Yes — Form BE-11A should pertain to the fully consolidated U.S. domestic business enterprise. Written permission must have been requested of, and granted by, BEA to file on an unconsolidated basis. A separate Form BE-11A must be filed for each unconsolidated U.S. domestic entity.
- Enter the name under which a separate Form BE-11A is being filed.
- _____
- _____

- ¹ 2 No

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

1004

1	—																		
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2	—																		
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8. The number of foreign affiliate reports (Forms BE-11B(LF), (SF), (FN), (EZ) and BE-11C) that you are required to file.

1005 Number If you also have foreign affiliates listed on the BE-11A Supplement A, do not include them in the number given here.

9. The ending date of this U.S. Reporter's 2008 fiscal year.

1006

Month	Day	Year
1		2008

10. Is the U.S. Reporter named in item 1 a U.S. affiliate of a foreign person and required to file a 2008 Form BE-15A, Annual Survey of Foreign Direct Investment in the United States?

- 1010 ¹ 1 Yes — Complete **only** items 33 through 36, and 48 through 55, and the BE-11A Supplement A on the remainder of this Form BE-11A. Also complete Form(s) BE-11B/C, as required.
- ¹ 2 No — Continue with item 11 (Major activity of fully consolidated domestic U.S. Reporter).

Remarks

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

11. Major activity of fully consolidated domestic U.S. Reporter - Mark (X) one

Select the one activity below that best describes the major activity of the U.S. Reporter. For an inactive U.S. Reporter, select the activity based on its last active period; for "start-ups," select the intended activity.

- 1013 1 Producer of goods 5 Other - Specify
- 2 Seller of goods the affiliate does not produce
- 3 Producer or distributor of information
- 4 Provider of services

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

1014

Industry classification of fully consolidated domestic U.S. Reporter (based on sales or gross operating revenues) - Enter in columns (1) and (2) respectively, the 4-digit International Surveys Industry (ISI) code(s) and the sales associated with each code. For a full explanation of each code, see the **Guide to Industry Classifications for International Surveys, 2002**. For an inactive U.S. Reporter, enter an ISI code based on its last active period. Holding companies (ISI code 5512) must show total income.

ISI code

Sales or gross operating revenues

(2)

(1)

Bil. Mil. Thous. Dols.

13. Largest sales or gross operating revenues	1015	1	2				
14. 2nd largest sales or gross operating revenues	1016	1	2				
15. 3rd largest sales or gross operating revenues	1017	1	2				
16. 4th largest sales or gross operating revenues	1018	1	2				
17. 5th largest sales or gross operating revenues	1019	1	2				
18. 6th largest sales or gross operating revenues	1020	1	2				
19. 7th largest sales or gross operating revenues	1021	1	2				
20. 8th largest sales or gross operating revenues	1022	1	2				
21. 9th largest sales or gross operating revenues	1023	1	2				
22. 10th largest sales or gross operating revenues	1024	1	2				
23. Sales or gross operating revenues not accounted for above	1026		2				
24. TOTAL SALES OR GROSS OPERATING REVENUES - Sum of items 13 through 23 (column (2)) must equal item 24 (column (2)) and also item 33.	1027		2				

25. BEA USE ONLY	1029	1	2	3	4	5
26.	1129	1	2	3	4	5

Part II - SELECTED FINANCIAL AND OPERATING DATA OF U.S. REPORTER

27. Are (1) total assets, (2) sales or gross operating revenues, excluding sales taxes and (3) net income (loss), all less than or equal to \$225 million at the end of, or for, the U.S. Reporter's 2008 fiscal year?

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

		Amount			
		Bil.	Mil.	Thous.	Dols.
28. Net income (loss)	2031	\$			
29. Total assets	2032				
30. Total liabilities	2033				
31. Total number of employees - Report the total number of employees for the year. (See Part III, Section C, page 6, for explanation of "number of employees.")	2030	Number of employees			
		1			
32. BEA USE ONLY	2036				

IMPORTANT If the answer to item 27 is "Yes" and you completed Part II, SKIP Part III and continue with PART IV of this form.

Part III – FINANCIAL AND OPERATING DATA OF U.S. REPORTER
 Complete ONLY if the answer to item 27 is "No."

See **Additional Instructions** for Part III on page 11.

Section A — Distribution of Sales or Gross Operating Revenues

Distribute sales or gross operating revenues among three categories — sales of goods, sales of services, and investment income. For the purpose of this distribution, "goods" are normally economic outputs that are tangible and "services" are normally economic outputs that are intangible. When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services are not separately billed), classify the sales as goods or services based on whichever accounts for a majority of the value. Give best estimates if actual figures are not available. (Insurance companies also see **Special Instructions**, B.2.a., c., and d., page 12.)

	Amount			
	Bil.	Mil.	Thous.	Dols.
33. Sales or gross operating revenues, excluding sales taxes — Gross sales minus returns, allowances, and discounts, or gross operating revenues, both exclusive of sales or consumption taxes levied directly on the consumer and excise taxes levied on manufacturers, wholesalers, and retailers. — Equals the sum of items 34, 35, and 36 and the sum of items 37, 38, and 39.				
	1			
	3147	\$		
• BY TRANSACTOR				
34. Sales to U.S. persons				
	1			
	3101			
35. Sales to foreign affiliates of this U.S. Reporter				
	1			
	3102			
36. Sales to other foreign persons				
	1			
	3103			
• BY TYPE				
37. Sales of goods				
	1			
	3148			
38. Sales of services				
	1			
	3149			
39. Investment income				
	1			
	3150			
Section B — Net Income, Certain Gains (Losses), Taxes, and Interest				
40. Net income (loss) — After provision for U.S. income taxes. Also include: a. Income from equity investments in unconsolidated business enterprises (domestic and foreign); for those owned less than 20 percent report dividends. b. Non-operating income and extraordinary items (as defined by GAAP). c. Gains (losses) from the sale or liquidation of foreign affiliates. In accordance with FAS 52, these gains (losses) must be adjusted to include the closing balance in the foreign affiliate's translation adjustment account.				
	1			
	3046			
41. Certain gains (losses) included in the determination of net income, item 40 — Read the following instructions carefully as they are based on economic accounting concepts and in some cases may deviate from what is normally required by U.S. Generally Accepted Accounting Principles. Report gross amount before income tax effect. Include income tax effect in item 42. Report gains (losses) resulting from: a. Sales or other dispositions of financial assets, including investment securities; FAS 115 holding gains (losses) on securities classified as trading securities; and FAS 115 impairment losses. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies, see Special Instructions , A.1., page 12. b. Sales or other dispositions of land, other property, plant and equipment, or other assets (other than from the sale of inventory assets in the ordinary course of business), and FAS 144 impairment losses. (Real estate companies, see Special Instructions , A.2., page 12.) c. Goodwill impairment as defined by FAS 142. d. Restructuring costs that reflect write-downs or write-offs of assets or liabilities. (Exclude actual payments and charges to establish reserves for future expected payments, such as for severance pay, and fees to accountants, lawyers, consultants, or other contractors.) e. Disposals of discontinued operations. (Exclude income from the operations of a discontinued segment. Report such income as part of your income from operations in item 33.) f. Re-measurement of U.S. Reporter's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the reporting period. g. Extraordinary, unusual, or infrequently occurring items that are material, including uninsured losses from accidental damage or disasters and other material items, including write-ups, write-downs, and write-offs of tangible and intangible assets and gains (losses) from the sales or other dispositions of capital assets. (Exclude insured losses and legal judgments.) h. The cumulative effect of a change in accounting principle. i. Change in accounting estimate of provision for expected stock option forfeitures under the inception method as defined by FAS 123.				
	1			
	3039			
42. U.S. income taxes — Provision for U.S. Federal, State, and local income taxes. <i>Exclude production royalty payments.</i>				
	1			
	3043			
43. Taxes (except income and payroll taxes) and nontax payments (other than production royalty payments) — Report all such taxes and nontax payments whether or not included in revenues or expenses in the income statement. Include amounts paid or accrued for the year, net of refunds or credits, to Federal, state, and local governments, their subdivisions and agencies for — a. Sales, consumption, and excise taxes collected by the U.S. Reporter on goods and services the U.S. Reporter sold; b. Property and other taxes on the value of assets and capital; c. Any remaining taxes (other than income and payroll taxes); and d. Import and export duties, license fees, fines, penalties, and all other payments or accruals of nontax liabilities (except production royalty payments for natural resources).				
	1			
	3590			
44. Interest income — Interest received or due to the U.S. Reporter from all payors (including affiliated persons), net of tax withheld at the source. <i>Do not net against interest expensed, item 45.</i>				
	1			
	3587			
45. Interest expensed or capitalized — Interest expensed or capitalized by the U.S. Reporter, paid or due to all payees (including affiliated persons), gross of tax withheld. <i>Do not net against interest income, item 44.</i>				
	1			
	3588			
46. BEA USE ONLY	1	2	3	4
	3593			5

Part III - FINANCIAL AND OPERATING DATA OF U.S. REPORTER - Continued

• ADDENDUM

47. INSURANCE INDUSTRY ACTIVITIES - Premiums earned and losses incurred

Report premiums earned and losses incurred for insurance related activities covered by industry codes 5243 (Insurance carriers, except life insurance carriers) and 5249 (life insurance carriers).

a. Of the total sales and gross operating revenues reported in item 24 (column 2) were any of the sales or revenues generated by insurance related activities covered by industry codes 5243 or 5249?

3047 1 Yes - Answer items b and c
 2 No - Skip to item 48

NOTE: Complete items b and c ONLY if item a is answered "Yes."

b. **Premiums earned** - Report premiums, gross of commissions, included in revenue during the reporting year. Calculate as direct premiums written (including renewals) net of cancellations, plus reinsurance premiums assumed, minus reinsurance premiums ceded, plus unearned premiums at the beginning of the year, minus unearned premiums at the end of the year. Exclude all annuity premiums. Also exclude premiums and policy fees related to universal and adjustable life, variable and interest-sensitive life, and variable-universal life policies. → 3048

c. **Losses incurred** - Report losses incurred for the insurance products covered by b above. Exclude loss adjustment expenses and losses that relate to annuities. Also exclude losses related to universal and adjustable life, variable and interest-sensitive life, and variable-universal life policies.

For property and casualty insurance, calculate as net losses paid during the reporting year, minus net unpaid losses at the beginning of the year, plus net unpaid losses at the end of the year. In the calculation of net losses, include losses on reinsurance assumed from other companies and exclude losses on reinsurance ceded to other companies. Unpaid losses include both case reserves and losses incurred but not reported.

For life insurance, losses reflect policy claims on reinsurance assumed or on primary insurance sold, minus losses recovered from reinsurance ceded, adjusted for changes in claims due, unpaid, and in the course of settlement. → 3049

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

48. WHOLESALE AND RETAIL TRADE INDUSTRY ACTIVITIES - Goods purchased for resale without further processing

Wholesale trade industry activities include the wholesale trade of durable goods and nondurable goods. The wholesale trade of durable goods is covered by industry codes 4231 through 4239. The wholesale trade of nondurable goods is covered by industry codes 4241 through 4249.

Retail trade industry activities are covered by industry codes 4410, 4420, 4431, 4440, 4450, 4461, 4471, 4480, 4510, 4520, 4530, and 4540.

See the Guide to Industry Classifications for International Surveys, 2002 for a detailed description of each of the wholesale and retail trade industry codes listed above.

a. Of the total sales and gross operating revenues reported in item 24 (column 2) were any of the sales or revenues generated by wholesale or retail trade activities?

3050 1 Yes - Answer items b and c
 2 No - Skip to item 50

NOTE: Complete items b and c ONLY if item a is answered "Yes."

b. Enter the cost of goods purchased for resale without further processing during the fiscal year that ended in calendar year 2008 → 3051

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

c. Enter the closing balances at the end of fiscal years 2007 and 2008 of the inventory of goods purchased for resale without further processing. → 3052

BALANCES							
Close FY 2008 (1)				Close FY 2007 (Unrestated) (2)			
Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
1				2			
\$				\$			

49. BEA USE ONLY

3053

Remarks

Section C — Number of Employees and Employee Compensation

NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2008, including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 2008. If the number of employees at the end of FY 2008 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 2008. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

EMPLOYEE COMPENSATION — Sum of **wages and salaries** and **employee benefit plans**. Expenditures made by an employer in connection with the employment of workers including cash payments, stock based compensation, payments in-kind, and employer expenditures for employee benefit plans including those mandated by government statute, such as the employer's share of Social Security taxes. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include amounts related to activities of a prior period, such as those capitalized or charged to inventories in prior periods.

• **NUMBER OF EMPLOYEES**

50. TOTAL NUMBER OF EMPLOYEES — <i>Sum of items 51 and 52</i> →	3253	Number of employees			
<i>By Standard Occupation Classification (SOC) — See Additional Instructions on page 11, at the back of this form, for a list of the major SOC groups.</i>		1			
51. Managerial, professional and technical employees (SOC 11-29)	3254	1			
52. All other employees (SOC 31-55)	3255	1			

• **EMPLOYEE COMPENSATION**

		Amount			
		Bil.	Mil.	Thous.	Dols.
53. TOTAL EMPLOYEE COMPENSATION — <i>Sum of items 54 and 55</i> →	3257	1			
<i>By Standard Occupation Classification (SOC)</i>		1			
54. Managerial, professional and technical employees (SOC 11-29)	3260	1			
55. All other employees (SOC 31-55)	3261	1			

Section D — Balance Sheet Items

NOTE — Do not fully consolidate your foreign operations. Report foreign operations owned 20 percent or more (including majority-owned affiliates) on an equity basis. Report those owned less than 20 percent in accordance with FAS 115 or lower of cost or market, as appropriate.

		Balance at close of fiscal year			
		Bil.	Mil.	Thous.	Dols.
56. Total assets	3371	1			
57. Total liabilities	3375	1			
58. Total owners' equity	3376	1			

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

PP&E includes land, timber, mineral and like rights owned, structures, machinery, equipment, special tools, and other depreciable property; construction in progress; and capitalized tangible and intangible exploration and development costs, but excludes other types of intangible assets, and land held for resale. (Insurance companies see **Special Instructions**, B.2.e., page 12).

		Amount			
		Bil.	Mil.	Thous.	Dols.
59. Expenditures for new and used property, plant, equipment (PP&E)	3480	1			

Section F — Technology

• **RESEARCH AND DEVELOPMENT (R&D) EXPENDITURES** — Item 60 pertains only to R&D performed by the U.S. Reporter, whether for its own account or for others. Include the cost of R&D performed by the U.S. Reporter and allocated to its foreign affiliate. (DO NOT report such allocated R&D costs on Form BE-11(LF), item 94, or Form BE-11B(SF), item 49.) Also, include R&D financed by the Federal Government. Exclude the cost of any R&D funded by the Reporter but performed by others.

Include all costs incurred in performing R&D, including depreciation, amortization, wages and salaries, property taxes and other taxes (except income taxes), materials and supplies, allocated overhead, and indirect costs.

60. R&D performed BY the U.S. Reporter	3694	1			
61. BEA USE ONLY	3800	1	2	3	4
62. BEA USE ONLY	3801	1	2	3	4

Remarks

Part IV - EXPORTS AND IMPORTS BY THE U.S. REPORTER

Goods only valued f.a.s. at the port of exportation; do not include services. See *Instruction Booklet, Part V.*

IMPORTANT NOTES

Report exports and imports of goods by the U.S. Reporter in FY 2008. Report all goods that physically left or entered the U.S. customs area. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. trade statistics to which these data will be compared. Do **not** record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the U.S. Reporter by, or charged by the U.S. Reporter to, a foreign person.

U.S. Reporters normally keep their accounting records on a "charged" basis, i.e., on the basis of when and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference, the "shipped" basis must be used or adjustments made to data on a "charged" basis to approximate a "shipped" basis. The data should include goods only; they should **exclude** services.

Capital goods — Include capital goods but exclude the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States transporting people or goods.

Consigned goods — Include consigned goods in the trade figures when shipped or received, even though they are not normally recorded as sales or purchases, or entered into intercompany accounts when initially consigned.

In-transit goods — Exclude from exports and imports the value of goods that are in-transit. In-transit goods are goods that are not processed or consumed by residents in the intermediate country(ies) through which they transit; the in-transit goods enter that country(ies) only because that country(ies) is along the shipping lines between the exporting and importing countries. In-transit imports are goods 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).

Packaged general use computer software — Include exports and imports of packaged general use computer software. Value such exports and imports at the full transaction value, i.e., the market value of the media on which the software is recorded and the value of the information contained on the media. Do not include exports and imports of customized software designed to meet the needs of a specific user. This type of software is considered a service and should not be included as trade in goods. Also do not include negotiated leasing fees for software that is to be used on networks.

Natural gas, electricity, and water — Report **ONLY** the product value of natural gas, electricity, and water that you produce or sell at wholesale as exports and imports of goods. **DO NOT** report the service value (transmission and distribution).

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

- 4101 1 "Shipped" basis
- 2 "Charged" basis without adjustments, because there is no material difference between the "charged" and "shipped" bases.
- 3 "Charged" basis with adjustments to correct for material differences between the "charged" and "shipped" bases.

• EXPORTS OF GOODS BY THIS U.S. REPORTER (Value f.a.s. U.S. port)	TOTAL (1)				Shipped to its foreign affiliates (2)				Shipped to other foreigners (3)			
	Bil.	Mil.	Thous.	1Dols.	Bil.	Mil.	Thous.	1Dols.	Bil.	Mil.	Thous.	1Dols.
64. Total goods shipped in FY 2008 by this U.S. Reporter to foreigners 4102	1				2				3			
	\$				\$				\$			
• IMPORTS OF GOODS BY THIS U.S. REPORTER (Value f.a.s. foreign port)	TOTAL (1)				Shipped by its foreign affiliates (2)				Shipped by other foreigners (3)			
	Bil.	Mil.	Thous.	1Dols.	Bil.	Mil.	Thous.	1Dols.	Bil.	Mil.	Thous.	1Dols.
65. Total goods shipped in FY 2008 to this U.S. Reporter by foreigners 4103	1				2				3			
	\$				\$				\$			
66. BEA USE ONLY												
4104	1				2				3			
4105	1				2				3			

Remarks

Remarks

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.

Listing of Foreign Affiliates Established or Acquired in 2008

List below: 1) each nonbank foreign affiliate of a nonbank U.S. Reporter **established or acquired** by the U.S. Reporter in fiscal year 2008 for which total assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign income taxes was greater than \$10 million (positive or negative), but for which no one of these items was greater than \$60 million (positive or negative) at the end of, or for, the affiliate's 2008 fiscal year and 2) each foreign affiliate of a bank U.S. Reporter and each bank foreign affiliate of a nonbank U.S. Reporter **established or acquired** by the U.S. Reporter in fiscal year 2008 for which total assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign income taxes was greater than \$10 million (positive or negative), but for which no one of these items was greater than \$250 million (positive or negative) at the end of, or for, the affiliate's 2008 fiscal year. Note: Nonbank foreign affiliates of nonbank U.S. Reporters established or acquired by the U.S. Reporter in fiscal year 2008 for which total assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign income taxes was greater than \$60 million (positive or negative), should be reported, in addition to existing affiliates, on Forms BE-11B(LF) or (SF) or BE-11C as appropriate. Foreign affiliates of bank U.S. Reporters and bank foreign affiliates of nonbank U.S. Reporters established or acquired by the U.S. Reporter in fiscal year 2008 for which assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign income taxes was greater than \$250 million (positive or negative), should be reported, in addition to existing affiliates, on Form BE-11B(FN).

Name of U.S. Reporter

Name of foreign affiliate (1)	BEA USE ONLY (2)	Country of location (3)	BEA USE ONLY (4)	Primary industry code ¹ (5)	U.S. Reporter's percentage of ownership		Total assets			Total liabilities			Sales or gross operating revenues			Net income (loss) after foreign income tax			Number of employees (12)	
					Direct (6)	Indirect ² (7)	(8)			(9)			(10)			(11)				
							Mil.	Thous.	Dols.	Mil.	Thous.	Dols.	Mil.	Thous.	Dols.	Mil.	Thous.	Dols.		
5002							\$			\$										
5003																				
5004																				
5005																				
5006																				
5007																				
5008																				
5009																				

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.

¹ See Form BE-11B(LF), pages 13 and 14 or Guide to Industry Classifications for International Surveys, 2002, for code: enter code which accounts for largest amount of sales or gross operating revenues, excluding sales taxes.
² To calculate indirect ownership percentages See **Instruction Booklet**, Part I.B.1.c.

Page 9

CONTINUE ON REVERSE

Listing of Foreign Affiliates Established or Acquired in 2008

Name of foreign affiliate (1)	BEA USE ONLY (2)	Country of location (3)	BEA USE ONLY (4)	Primary industry code ¹ (5)	U.S. Reporter's percentage of ownership		Total assets			Total liabilities			Sales or gross operating revenues			Net income (loss) after foreign income tax			Number of employees (12)
					Direct (6)	Indirect ² (7)	(8)			(9)			(10)			(11)			
							Mil.	Thous.	Dols.	Mil.	Thous.	Dols.	Mil.	Thous.	Dols.	Mil.	Thous.	Dols.	
5010																			
5011																			
5012																			
5013																			
5014																			
5015																			
5016																			
5017																			
5018																			
5019																			

¹ See Form BE-11B(LF), pages 13 and 14 or Guide to Industry Classifications for International Surveys, 2002, for code: enter code which accounts for largest amount of sales or gross operating revenues, excluding sales taxes.

² To calculate indirect ownership percentages — See **Instruction Booklet**, Part I.B.1.c.

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**2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
FORM BE-11A
ADDITIONAL INSTRUCTIONS BY ITEM**

Part I — IDENTIFICATION OF U.S. REPORTER

13.—24.

Sales or gross operating revenues of fully consolidated domestic U.S. Reporter by industry of sales or gross operating revenues. (Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions**. Also see **Additional Instructions** for item 33.)

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

Part III — FINANCIAL AND OPERATING DATA OF U.S. REPORTER**• Section A — Distribution of Sales or Gross Operating Revenues (Items 33—39)**

33. Sales or gross operating revenues, excluding sales taxes — Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added taxes and excise taxes levied on manufacturers, wholesalers, and retailers. Include revenues generated during the year from the operations of a discontinued business segment, but exclude gains or losses from disposals of discontinued operations. Report such gains or losses on page 4, item 41. Companies with ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 should include interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income on this line. (Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions**.)

37. Sales of goods — Goods are normally economic outputs that are tangible. Report as sales of goods:

- Mass produced media, including exposed film, video tapes, DVD's, audio tapes, and CD's
- Books — NOTE: Book publishers to the extent feasible, report as sales of services all revenues associated with the design, editing, and marketing activities necessary for producing and distributing books that you both publish and sell. If you cannot unbundle (i.e., separate) these revenues from the value of the books you sell, then report your total sales as sales of goods or services based on the activity that accounts for a majority of the value.
- Energy trading activities where you take title to the goods — NOTE: If you act in the capacity of a broker or agent to facilitate the sale of goods and you do not take title to the goods, report your revenue (i.e., commissions) as sale of services in item 38.
- Magazines and periodicals sold in retail stores — NOTE: Report subscription sales as sales of services in item 38.
- Packaged general use computer software
- Structures sold by businesses in real estate
- Revenues earned from building structures by businesses in construction
- Electricity, natural gas, and water — NOTE: Revenues derived from transmitting and/or distributing these goods, as opposed to revenues derived from the sale of the actual product, should to the extent feasible, be reported as sales of services in item 38.

38. Sales of services — Services are normally economic outputs that are intangible. Report as sales of services:

- Advertising revenue
- Commissions and fees earned by companies engaged in finance and real estate activities
- Premiums earned by companies engaged in insurance activities — NOTE: Calculate as direct premiums written (including renewals) net of cancellations, plus reinsurance premiums assumed, minus reinsurance premiums ceded, plus unearned premiums at the beginning of the year, minus unearned premiums at the end of the year.
- Commissions earned by agents or brokers (i.e., wholesalers) who act on behalf of buyers and sellers in the wholesale distribution of goods — NOTE: Agents or brokers do not take title to the goods being sold.
- Magazines and periodicals sold through subscriptions. — NOTE: Report magazines and periodicals sold through retail stores, as sales of goods in item 37.
- Newspapers
- Pipeline transportation
- Software downloaded from the Internet, electronic mail, an Extranet, an Electronic Data Interchange network, or some other online system.
- Computer systems design and related services
- Negotiated licensing fees for software to be used on networks
- Electricity transmission and distribution, natural gas distribution, and water distribution

39. Investment income — Report dividends and interest generated by finance and insurance activities as investment income. NOTE: Report commissions and fees as sales of services in item 38.

• Section C — Number of Employees and Employee Compensation

51. and 52.; 54. and 55.

Managerial, professional and technical employees — Covers employees in Standard Occupation Classification System (SOC) groups 11—29 listed below:

- 11 - Management Occupations
- 13 - Business and Financial Operations Occupations
- 15 - Computer and Mathematical Occupations
- 17 - Architecture and Engineering Occupations
- 19 - Life, Physical, and Social Science Occupations
- 21 - Community and Social Services Occupations
- 23 - Legal Occupations
- 25 - Education, Training, and Library Occupations
- 27 - Arts, Design, Entertainment, Sports, and Media Occupations
- 29 - Healthcare Practitioners and Technical Occupations

All other employees — Covers employees in SOC groups 31—55 listed below:

- 31 - Healthcare Support Occupations
- 33 - Protective Service Occupations
- 35 - Food Preparation and Serving Related Occupations
- 37 - Building and Grounds Cleaning and Maintenance Occupations
- 39 - Personal Care and Service Occupations
- 41 - Sales and Related Occupations
- 43 - Office and Administrative Support Occupations
- 45 - Farming, Fishing, and Forestry Occupations
- 47 - Construction and Extraction Occupations
- 49 - Installation, Maintenance, and Repair Occupations
- 51 - Production Occupations
- 53 - Transportation and Material Moving Occupations
- 55 - Military Specific Occupations

The **SOC** and related information can be found at the Bureau of Labor Statistics web site www.bls.gov. Using the A-Z index, select Standard Occupational Classification (SOC).

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

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

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

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

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

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

59. Expenditures for property, plant, and equipment (PP&E) — Include items leased from others (including land) under capital leases. Also include the capitalized value of timber, mineral, and similar rights leased by the U.S. Reporter from others. Exclude items the U.S. Reporter has sold under a capital lease.

Exclude from expenditures all changes in PP&E, resulting from a change in the entity (e.g., due to mergers, acquisitions, divestitures, etc.) or accounting principles during FY 2008.

For U.S. Reporters engaged in exploring for, or developing, natural resources, include exploration and development expenditures made during FY 2008 that were capitalized, including capitalized expenditures to acquire or lease mineral rights. Do not include adjustments for expenditures charged against income in prior years but subsequently capitalized during FY 2008.

BE-11A

• Section F — Technology

R&D includes the following:

1. The planned, systematic pursuit of new knowledge or understanding toward general application (**basic research**);
2. The acquisition of knowledge or understanding to meet a specific, recognized need (**applied research**); and
3. The application of knowledge or understanding toward the production or improvement of a product, service, process, or method (**development**).

Basic research is the pursuit of new scientific knowledge or understanding that does not have specific immediate commercial objectives, although it may be in fields of present or potential commercial interest.

Applied research applies the findings of basic research or other existing knowledge toward discovering new scientific knowledge that has specific commercial objectives with respect to new products, services, processes, or methods.

Development is the systematic use of the knowledge or understanding gained from research or practical experience directed toward the production or significant improvement of useful products, services, processes, or methods, including the design and development of prototypes, materials, devices, and systems.

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

Exclude expenditures for quality control; routine product testing; market research; sales promotion, sales service, and other nontechnological activities; routine technical services; research in the social sciences or psychology; geological and geophysical exploration activities, and advertising programs to promote or demonstrate new products or processes.

Include all costs incurred to support R&D. Include wages, salaries, and related costs; materials and supplies consumed; R&D depreciation, cost of computer software used in R&D activities; utilities, such as telephone, telex, electricity, water, and gas; travel costs and professional dues; property taxes and other taxes (except income taxes) incurred on account of the R&D organization or the facilities they use; insurance expenses; maintenance and repair, including maintenance of buildings and grounds; company overhead including: personnel, accounting, procurement and inventory, and salaries of research executives not on the payroll of the R&D organization. Exclude capital expenditures, expenditures for tests and evaluations once a prototype becomes a production model, patent expenses, and income taxes and interest.

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

A. Certain gains (losses) (item 41) for (1) dealers in financial instruments and finance and insurance companies, and (2) real estate companies.

1. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies — Include in item 41:

- impairment losses as defined by FAS 115,
- realized gains and losses on trading or dealing,
- unrealized gains or losses, due to changes in the valuation of financial instruments, that flow through the income statement, and
- goodwill impairment as defined by FAS 142

EXCLUDE from item 41, unrealized gains or losses due to changes in the valuation of financial instruments that are taken directly to owners' equity.

EXCLUDE from item 41, income from explicit fees and commissions. Include income from these fees and commissions as operating income in items 24 and 33 and as sales of services in item 38.

2. Real estate companies — Include in item 41:

- impairment losses as defined by FAS 144 and
- goodwill impairment as defined by FAS 142

EXCLUDE from item 41 the revenues earned and expenses incurred from the sale of real estate you own. Such revenues should be reported as operating income in items 24 and 33 and as sales of goods in item 37.

B. Special instructions for insurance companies

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

2. Instructions for reporting specific items

- a. **Sales or gross operating revenues, excluding sales taxes (item 33)** — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. Exclude income from equity investments in unconsolidated business enterprises and exclude certain gains or losses that are to be reported in item 41.
- b. **Certain gains (losses) (item 41)** — See **Special Instructions, A.1.**
- c. **Sales of services (item 38)** — Include premium income and income from other services, if any.
- d. **Investment income (item 39)** — Report that portion of sales or gross operating revenues that is investment income. However, report any gains or losses on investments in accordance with **Special Instructions, A.1.**
- e. **Expenditures for property, plant, and equipment (item 59)** — Include expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET.



**2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
MANDATORY — CONFIDENTIAL**

**BE-11B(LF) (LONG FORM)
(Report for Majority-Owned Nonbank Foreign Affiliate of Nonbank U.S. Reporter)**

DUE DATE — A complete BE-11 report is due May 29, 2009

MAIL REPORTS TO:
U.S. Department of Commerce
Bureau of Economic Analysis
BE-69(A)
Washington, DC 20230

OR

DELIVER REPORTS TO:
U.S. Department of Commerce
Bureau of Economic Analysis
BE-69(A)
Shipping and Receiving,
Section M-100
1441 L Street, NW
Washington, DC 20005

BEA USE ONLY	Affiliate ID Number	
1. Name of U.S. Reporter of foreign affiliate — <i>Same as item 1, Form BE-11A</i>		

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

IMPORTANT

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

- **Who must report** — The nonbank U.S. Reporter must file Form BE-11B(LF) for each majority-owned nonbank foreign affiliate for which total assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign income taxes was greater than \$225 million (positive or negative) at the end of, or for, the affiliate's 2008 fiscal year. See **Instruction Booklet**, Part I, for detailed reporting requirements.
- **Foreign affiliate's 2008 fiscal year** — The foreign affiliate's financial reporting year that has an ending date in calendar year 2008. See **Instruction Booklet**, Part II.A.
- **Translation of foreign currency financial and operating data into U.S. dollars** — Use U.S. Generally Accepted Accounting Principles (FAS 52). See **Instruction Booklet**, Part IV.B.

Bil.	Mil.	Thous.	Dols.
	1	335	

- **Currency amounts** — Report in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each line. **EXAMPLE** — If amount is \$1,334,891.00, report as
If an item is between + or - \$500.00, enter "0." Use parenthesis () to indicate negative numbers.

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

Part I — IDENTIFICATION OF MAJORITY-OWNED FOREIGN AFFILIATE
See Additional Instructions for Part I on page 10 at the back of this form.

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

1007	<input type="checkbox"/> 1601 Australia	<input type="checkbox"/> 1307 France	<input type="checkbox"/> 1614 Japan	<input type="checkbox"/> 1327 United Kingdom
	<input type="checkbox"/> 1202 Brazil	<input type="checkbox"/> 1308 Germany	<input type="checkbox"/> 1213 Mexico	<input type="checkbox"/> 1 Other — <i>Specify</i> _____
	<input type="checkbox"/> 1100 Canada	<input type="checkbox"/> 1611 Hong Kong	<input type="checkbox"/> 1319 Netherlands	
	<input type="checkbox"/> 1650 China	<input type="checkbox"/> 1314 Italy	<input type="checkbox"/> 1325 Switzerland	

4. The ending date of this foreign affiliate's 2008 fiscal year.	1009	Month	Day	Year
		1		2008

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

1010 1 **Yes, and this is its initial report** — Affiliate was not previously owned by the U.S. Reporter
If "Yes," did the U.S. Reporter — *Mark (X) one*

<input type="checkbox"/> 2 1	<input type="checkbox"/> Establish the foreign affiliate?	} Enter date	<table border="1"> <tr> <td>Month</td> <td>Year</td> </tr> <tr> <td>3</td> <td></td> </tr> </table>	Month	Year	3	
Month	Year						
3							
<input type="checkbox"/> 2 2	<input type="checkbox"/> Acquire a voting interest of 10 percent or more in an existing foreign company?						

2 **No**

Remarks

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

DIRECT OWNERSHIP IN THIS FOREIGN AFFILIATE — Enter percent of ownership, to a tenth of one percent, based on total voting stock, as applicable, if an incorporated affiliate, or an equivalent interest if an unincorporated affiliate, held directly by	Percent of ownership at close of fiscal year	
	Equity interest	Voting interest
	2008 (1)	2008 (2)
6. U.S. Reporter named in item 1 — Report equity interest and voting interest. 1012	1 . %	2 . %
7. Other foreign affiliate(s) of U.S. Reporter named in Item 1 — If entry is made here, complete items 14 and 15. 1013		2 . %
8. Other U.S. Reporter(s) of this foreign affiliate — If entry is made here, item 16 must be "Yes." 1014		2 . %
9. Foreign affiliate(s) of other U.S. Reporter(s) — If entry is made here, item 16 must be "Yes." 1015		2 . %
10. Other U.S. persons 1016		2 . %
11. Foreign persons in this affiliate's country of location (not reported above) 1017		2 . %
12. All other foreign persons (not reported above) 1018		2 . %
13. TOTAL OF DIRECTLY HELD VOTING OWNERSHIP INTERESTS — Sum of items 6 through 12 → 1019		2 100.0 %
14. INDIRECT OWNERSHIP IN THIS FOREIGN AFFILIATE — If there is an entry in item 7, enter U.S. Reporter's percent of indirect ownership in this affiliate. See Instruction Booklet , Part I.B.1.c, for instructions on how to calculate indirect ownership percentage. 1020		2 . %

15. Identification of foreign affiliate parent(s) — If there is an entry in item 7 — Enter below, the name(s) and percent(s) of ownership of each foreign affiliate of the U.S. Reporter named in item 1 holding a direct ownership interest in this foreign affiliate. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (c) the name of the foreign affiliate that holds a direct ownership interest in it.

Foreign affiliate(s) holding direct ownership interest in this foreign affiliate			Name of foreign affiliate, if any, in ownership chain that holds direct interest in foreign affiliate named in column (a)
Name and ID Number Enter name and BEA ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate. (a)	BEA USE ONLY	Percent of direct ownership in this foreign affiliate Close FY 2008 (b)	
a. 1191	1	2 . %	(c)
b. 1192	1	2 . %	
c. 1193	1	2 . %	
TOTAL — Must equal percentage entered in Item 7 →	1021	. %	

16. Do two or more U.S. persons each directly or indirectly own or control at least 10 percent of this foreign affiliate's voting rights? Mark (X) one.

1022 1 Yes — Item 8 or 9 must have an entry, and item 17 must be completed. See **Instruction Booklet**, Part I.B.2.e.(2).

2 No — Skip to item 22

17. If the answer to item 16 is "Yes," give name(s) and mailing address(es) of the other U.S. Reporter(s).

Name	Mailing address

18. BEA USE ONLY 1024	1	2	3	4	5
19. BEA USE ONLY 1025	1	2	3	4	5
20. BEA USE ONLY 1026	1	2	3	4	5
21. BEA USE ONLY 1027	1	2	3	4	5

Remarks

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

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

Select the one activity below that best describes the major activity of the foreign affiliate. For an inactive affiliate, select the activity based on its last active period; for "start-ups," select the intended activity.

- 1028 1 Producer of goods 4 Provider of services
 2 Seller of goods the foreign affiliate does not produce 5 Other — Specify
 3 Producer or distributor of information

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

1029

Industry classification of foreign affiliate (based on sales or gross operating revenues) — Enter the 4-digit International Surveys Industry (ISI) code(s) and the sales or gross operating revenues associated with each code. For a full explanation of each code, see the **Guide to Industry Classifications for International Surveys, 2002**. For an inactive affiliate, enter an ISI code based on its last active period. Holding companies (ISI code 5512) must show total income as reported in item 39. Holding companies see **Additional Instructions** on page 10 for Part I, items 24-32.

ISI code

Sales or gross operating revenues
(2)

(1)

Bil. Mil. Thous. Dols.

24. Largest sales or gross operating revenues	1030	1	2	\$			
25. 2nd largest sales or gross operating revenues	1031	1	2				
26. 3rd largest sales or gross operating revenues	1032	1	2				
27. 4th largest sales or gross operating revenues	1033	1	2				
28. 5th largest sales or gross operating revenues	1034	1	2				
29. 6th largest sales or gross operating revenues	1035	1	2				
30. 7th largest sales or gross operating revenues	1036	1	2				
31. Sales or gross operating revenues not accounted for above	1037		2				
32. TOTAL SALES OR GROSS OPERATING REVENUES — Sum of items 24 through 31	1038		2	\$			

33. BEA USE ONLY	1039	1	2	3	4	5
	1040	1	2	3	4	5

Remarks

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

Section A — Income Statement — See Additional Instructions for Part II, Section A, on page 10 at the back of this form.	Amount		
	Bil.	Mil.	Thous. Dols.
• INCOME			
34. Sales or gross operating revenues, excluding sales taxes — Must equal item 47, column (1). (Dealers in financial instruments see Special Instructions , A.1., page 12; insurance companies see Special Instructions , B.3.a., page 12.)	2041	\$	1
35. Income from equity investments in foreign affiliates — For foreign affiliates owned 20 percent or more (including those that are majority-owned), report equity in earnings during the reporting period; for those owned less than 20 percent, report dividends or distributed earnings for unincorporated affiliates. Do not include interest income.	2042		1
36. Income from other equity investments	2043		1
37. Certain gains (losses) — Read the following instructions carefully as they are based on economic accounting concepts and in some cases may deviate from what is normally required by U.S. Generally Accepted Accounting Principles. Report gross amount before income tax effect. Include income tax effect in item 41. Report gains (losses) resulting from: a. Sales or other dispositions of financial assets, including investment securities; FAS 115 holding gains (losses) on securities classified as trading securities; and FAS 115 impairment losses. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies, see Special Instructions , A.1., page 12. b. Sales or other dispositions of land, other property, plant and equipment, or other assets, (other than from the sale of inventory assets in the ordinary course of business), and FAS 144 impairment losses. (Real estate companies, see Special Instructions , A.2., page 12.) c. Goodwill impairment as defined by FAS 142. d. Restructuring costs that reflect write-downs or write-offs of assets or liabilities. (Exclude actual payments and charges to establish reserves for future expected payments, such as for severance pay, and fees to accountants, lawyers, consultants, or other contractors. Include actual payments, and charges to established reserves for future expected payments, in item 40 (cost of goods sold or services rendered and selling, general, and administrative expenses).) e. Disposals of discontinued operations. (Exclude income from the operations of a discontinued segment. Report such income as part of your income from operations in items 32 and 34.) f. Re-measurement of foreign affiliate's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the reporting period. g. Extraordinary, unusual, or infrequently occurring items that are material, including uninsured losses from accidental damage or disasters and other material items, including write-ups, write-downs, and write-offs of tangible and intangible assets and gains (losses) from the sales or other dispositions of capital assets. (Exclude insured losses and legal judgments. Include in item 40.) h. The cumulative effect of a change in accounting principle. i. Change in accounting estimate of provision for expected stock option forfeitures under the inception method as defined by FAS 123.	2044		1
38. Other income — <i>Specify</i> <div style="border: 1px solid black; height: 40px; width: 100%;"></div>	2045		1
39. TOTAL INCOME — <i>Sum of items 34 through 38</i> —————>	2046	\$	1
• COSTS AND EXPENSES			
40. Cost of goods sold or services rendered and selling, general, and administrative expenses — (Insurance companies see Special Instructions , B.3.c., page 12.)	2047		1
41. Foreign income taxes — Provision for foreign income taxes for FY 2008	2048		1
42. Other costs and expenses not included above, including minority interests in income (loss) that arise out of consolidation — <i>Specify</i> <div style="border: 1px solid black; height: 40px; width: 100%;"></div>	2049		1
43. TOTAL COSTS AND EXPENSES — <i>Sum of items 40 through 42</i> —————>	2050	\$	1
• NET INCOME			
44. NET INCOME (LOSS) — <i>Item 39 minus item 43</i> —————>	2051	\$	1

Remarks

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

Section B — Distribution of Sales or Gross Operating Revenues — See **Additional Instructions** for Part II, Section B, on page 10 at the back of this form.

Distribute sales or gross operating revenues among three categories — sales of goods, sales of services, and investment income. For the purpose of this distribution, "goods" are normally economic outputs that are tangible and "services" are normally economic outputs that are intangible. When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services are not separately billed), classify the sales as goods or services based on whichever accounts for a majority of the value. Give best estimates if actual figures are not available. Insurance companies also see **Special Instructions, B.3.d. and e., page 12.**

47. Sales or gross operating revenues, excluding sales taxes a. Column (1) equals item 34. b. Each column of line 47 equals the sum of items 48, 49 and 50.	TOTAL Column (1) equals the sum of columns (2) through (7)				Local sales		Sales to U.S.		Sales to other countries	
					To other foreign affiliates of the U.S. Reporter(s)	To unaffiliated customers	To U.S. Reporter(s)	To unaffiliated customers	To other foreign affiliates of the U.S. Reporter(s)	To unaffiliated customers
	(1)				(2)	(3)	(4)	(5)	(6)	(7)
	Bil.	Mil.	Thous.	Dols.						
2054	\$				\$	\$	\$	\$	\$	\$
• BY TYPE	1				2	3	4	5	6	7
48. Sales of goods 2055										
49. Sales of services 2056										
50. Investment income 2057										

Section C — Number of Employees and Employee Compensation — See **Additional Instructions** for Part II, Section C, on page 10 at the back of this form.

NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2008 including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 2008. If the number of employees at the end of FY 2008 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 2008. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

EMPLOYEE COMPENSATION — Sum of **wages and salaries** and **employee benefit plans**. Expenditures made by an employer in connection with the employment of workers, including cash payments, stock based compensation, payments in-kind, and employer expenditures for employee benefit plans including those required by statute. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include amounts related to activities of a prior period, such as those capitalized or charged to inventories in prior periods.

		Number of employees			
		Bil.	Mil.	Thous.	Dols.
51. TOTAL NUMBER OF EMPLOYEES — Sum of items 52 and 53	2065				
By Standard Occupation Classification (SOC) — See Additional Instructions on page 10, at the back of this form, for a list of the major SOC groups					
52. Managerial, professional and technical employees (SOC 11-29)	2066				
53. All other employees (SOC 31-55)	2067				
• EMPLOYEE COMPENSATION		Amount			
		Bil.	Mil.	Thous.	Dols.
54. TOTAL EMPLOYEE COMPENSATION — Sum of items 55 and 56	2070				
By Standard Occupation Classification (SOC)					
55. Managerial, professional and technical employees (SOC 11-29)	2073				
56. All other employees (SOC 31-55)	2074				

57. If total employee compensation, item 54, is zero, is the compensation on the payroll of another foreign affiliate?

2075 1 Yes
 2 No — Explain why compensation is zero.

58. BEA USE ONLY 2076	1	2	3	4	5
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Remarks

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

Section D — Balance Sheet — See *Additional Instructions* for Part II, Section D, on page 11 at the back of this form.

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

		Balance at close of fiscal year			
		Bil.	Mil.	Thous.	Dols.
• ASSETS (Insurance companies see Special Instructions , B.2., page 12)					
59. Cash items	2077	\$			
60. Inventories	2081				
61. Other current assets	2082				
62. Property, plant, and equipment — Gross	2084				
63. Accumulated depreciation and depletion	2085	()	
64. Equity investments in other foreign affiliates of which this affiliate is a parent — Report foreign affiliates owned 20 percent or more (including majority-owned affiliates) on an equity basis. Report foreign affiliates owned less than 20 percent in accordance with FAS 115 or lower of cost or market, as appropriate.	2086				
65. Other noncurrent assets — Other noncurrent assets not reported elsewhere	2089				
66. TOTAL ASSETS — Sum of items 59 through 65	2090	\$			
• LIABILITIES (Insurance companies see Special Instructions , B.3.f., page 12)					
67. Trade accounts and trade notes payable, current	2091				
68. Other current liabilities and long-term debt	2092				
69. Other noncurrent liabilities	2093				
70. TOTAL LIABILITIES — Sum of items 67 through 69	2094	\$			
• OWNERS' EQUITY — INCORPORATED AFFILIATE ONLY, complete items 71 through 77					
71. Capital stock and additional paid-in capital	2095				
72. Retained earnings (deficit)	2096				
Accumulated other comprehensive income (loss)		Balance at close of fiscal year			
		Bil.	Mil.	Thous.	Dols.
73. Translation adjustment component	2097	\$			
74. All other components	2098	\$			
75. Total accumulated other comprehensive income (loss) — Equals sum of items 73 and 74.	2099				
76. Other — Include treasury stock and involuntarily (or legally) restricted earnings — <i>Specify</i>	2100				
77. TOTAL OWNERS' EQUITY (INCORPORATED FOREIGN AFFILIATE) — Equals item 66 minus item 70 and, equals the sum of items 71, 72, 75, and 76.	2101	\$			
• OWNERS' EQUITY — UNINCORPORATED AFFILIATE ONLY, complete items 78 and 79					
78. TOTAL OWNERS' EQUITY (UNINCORPORATED FOREIGN AFFILIATE) — Equals item 66 minus item 70.	2102	\$			
79. Translation adjustment — Cumulative amount at year end (per FAS 52) — That portion of item 78 representing the affiliate's cumulative translation adjustment account.	2103				

Remarks

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

Section E — Composition of External Finances of Foreign Affiliate

• CLOSE FY 2008	TOTAL Equals sum of columns (2) through (5) (1)				With U.S. Reporter(s) of this affiliate (2)			With other U.S. persons (3)			With persons in this affiliate's country of location (4)			With other foreign persons (5)		
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.
80. Current and noncurrent receivables and financial investments — Column (1) equals those accounts included in item 61 and 65 that are trade accounts and trade notes receivable and other receivables, net of allowances for doubtful items; marketable securities; stocks; bonds; and other investments 2104																
81. Current liabilities and long-term debt — Column (1) equals the sum of items 67 and 68. 2105																

Section F — Property, Plant and Equipment (PP&E) — See **Additional Instructions** for Part II, Section F on page 11 at the back of this form.

PP&E includes land, timber, mineral and like rights owned, structures, machinery, equipment, special tools, and other depreciable property; construction in progress; and capitalized and expensed tangible and intangible exploration and development costs, but excludes other types of intangible assets, and land held for resale. (Insurance companies see Special Instructions, B.3.g, page 12.)

	Amount			
	Bil.	Mil.	Thous.	Dols.
82. Expenditures for new and used property, plant, and equipment (PP&E) 2109				
83. Current-period depreciation and depletion — Current-period charges against property, plant, and equipment included in item 63. 2111				
84. BEA USE ONLY 2116				

Section G — Change in Retained Earnings of Incorporated Foreign Affiliate or in Total Owners' Equity of Unincorporated Foreign Affiliate

	Amount			
	Bil.	Mil.	Thous.	Dols.
85. Balance, close FY 2007 before restatement due to a change in the entity or a change in accounting methods or principles, if any — 2117				
• CHANGES DURING FY 2008				
86. 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. — Specify reasons for change 2118				
87. Net income (loss) — Enter amount from item 44. 2119				
88. Dividends or net income remitted to owners Incorporated affiliate — Enter amount of dividends declared, before deduction of withholding taxes, out of current- and prior-period income on common and preferred stock during FY 2008. Exclude stock and liquidating dividends. Unincorporated affiliate — Enter amount of current- and prior-period net income remitted to owners during FY 2008. 2120				
89. Other increases (decreases) — Enter other increases (decreases) in retained earnings of an incorporated affiliate, including stock dividends and liquidating dividends, or in total owners' equity of an unincorporated affiliate, including capital contributions (return of capital) — <i>Specify</i> 2122				
90. Balance, close FY 2008 — Sum of items 85, 86, 87, and 89, minus 88. Also, for an incorporated affiliate, this item equals item 72. For an unincorporated affiliate, this item equals item 78. 2123				

Section H — Interest and Taxes

	Amount			
	Bil.	Mil.	Thous.	Dols.
91. Interest income — Interest received or due to the affiliate from all payors (including affiliated persons), net of tax withheld at the source. Include all interest receipts included in items 34 and 38. Do not net against interest expensed, item 92. 2124				
92. Interest expensed or capitalized — Interest expensed or capitalized by the affiliate, paid or due to all payees (including affiliated persons), gross of tax withheld. Do not net against interest income, item 91. 2125				
93. Taxes (other than income and payroll taxes) and nontax payments (other than production royalty payments) — Report all such taxes and nontax payments whether or not included in revenues or expenses in the income statement. Include amounts paid or accrued for the year, net of refunds or credits, to foreign governments, their subdivisions and agencies for — a. Sales, value added, consumption, and excise taxes collected by the affiliate on goods and services that the affiliate sold; b. Property and other taxes on the value of assets and capital; c. Any remaining taxes (other than income and payroll taxes); and d. Import and export duties, license fees, fines, penalties, and all other payments or accruals of nontax liabilities (other than production royalty payments for natural resources). 2127				

Section I — Technology — See **Additional Instructions** for Part II, Section I, on page 11 at the back of this form.

	Amount			
	Bil.	Mil.	Thous.	Dols.
• RESEARCH AND DEVELOPMENT (R&D) EXPENDITURES — Item 94 pertains to only R&D performed by the foreign affiliate, including R&D performed by the affiliate for others (including the U.S. Reporter or its other foreign affiliates) under contract. This is the basis on which National Science Foundation surveys request information on R&D. (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 60). Include all costs incurred in performing R&D, including depreciation, amortization, wages and salaries, property taxes and other taxes (except income taxes), materials and supplies, allocated overhead, and indirect costs.				
94. R&D performed BY the affiliate 2138				
95. BEA USE ONLY 2129				
96. BEA USE ONLY 2143				

Part III — U.S. EXPORTS TO AND U.S. IMPORTS FROM MAJORITY-OWNED FOREIGN AFFILIATE

Goods only valued f.a.s. at port of exportation; do not include services — See Instruction Booklet, Part V.

IMPORTANT NOTES

Report U.S. exports of goods to and U.S. imports of goods from the foreign affiliate in FY 2008. Report all goods that physically left or entered the U.S. customs area. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. trade statistics to which these data will be compared. Do not record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person.

Foreign affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference, the "shipped" basis must be used or adjustments made to the data on a "charged" basis to approximate a "shipped" basis. The data should include goods only; they should exclude services.

Capital goods — Include capital goods but exclude the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States transporting people or goods.

Consigned goods — Include consigned goods in the trade figures when shipped or received, even though they are not normally recorded as sales or purchases, or entered into intercompany accounts when initially consigned.

In-transit goods — Exclude from exports and imports the value of goods that are in-transit. In-transit goods are goods that are not processed or consumed by residents in the intermediate country(ies) through which they transit; the in-transit goods enter that country(ies) only because that country(ies) is along the shipping lines between the exporting and importing countries. In-transit imports are goods 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).

Packaged general use computer software — Include exports and imports of packaged general use computer software. Value such exports and imports at the full transaction value, i.e., the market value of the media on which the software is recorded and the value of the information contained on the media. Do not include exports and imports of customized software designed to meet the needs of a specific user. This type of software is considered a service and should not be included as trade in goods. Also do not include negotiated leasing fees for software that is to be used on networks.

Natural gas, electricity, and water — Report ONLY the product value of natural gas, electricity, and water that you produce or sell at wholesale as exports and imports of goods. DO NOT report the service value (transmission and distribution).

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

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

U.S. EXPORTS OF GOODS TO THIS FOREIGN AFFILIATE (Valued f.a.s. U.S. port)	TOTAL		Shipped by U.S. Reporter(s)		Shipped by other U.S. persons	
	(1)		(2)		(3)	
	Bil.	Mil. Thous. Dols.	Bil.	Mil. Thous. Dols.	Bil.	Mil. Thous. Dols.
98. Total goods shipped in FY 2008 from the U.S. to this affiliate	1	2	2	3	3	
4172 \$			\$		\$	
U.S. IMPORTS OF GOODS FROM THIS FOREIGN AFFILIATE (Valued f.a.s. foreign port)	TOTAL		Shipped to U.S. Reporter(s)		Shipped to other U.S. persons	
	(1)		(2)		(3)	
	Bil.	Mil. Thous. Dols.	Bil.	Mil. Thous. Dols.	Bil.	Mil. Thous. Dols.
99. Total goods shipped in FY 2008 to the U.S. by this affiliate	1	2	2	3	3	
4178 \$			\$		\$	
100. BEA USE ONLY	1	2	3			
4179						

Remarks

**2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
FORM BE-11B(LF)
ADDITIONAL INSTRUCTIONS BY ITEM**

Part I — IDENTIFICATION OF FOREIGN AFFILIATE

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

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

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

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

24.—32.

Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues. See **Additional Instructions** for Part II, Section A, item 34 below.

Holding companies (ISI code 5512) must show total income as reported in item 39. To be considered a holding company, income from equity investments (items 35 and 36) must be more than 50 percent of total income (item 39). In addition, normally at least 50 percent of total assets must consist of investments in affiliates. ISI code 5512, (holding company), is an invalid classification if more than 50 percent of income generated, or expected to be generated, by an affiliate is from non-holding company activities.

Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 12.

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

• Section A — Income Statement

34. Sales or gross operating revenues, excluding sales taxes — Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. Include revenues generated during the year from the operations of a discontinued business segment, but exclude gains or losses from disposals of discontinued operations. Report such gains or losses on page 4, item 37. Affiliates classified in ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 report interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income in this item. Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 12.

35. Income from equity investments in foreign affiliates — Report income from equity investments shown in item 64 of all foreign affiliates whether or not they are required to file a form BE-11B. Do not report interest income here. Report interest in item 34 or 38 as appropriate.

36. Income from other equity investments — Report income from equity investments included in item 65. Do not include interest income here. Report interest in item 34 or 38 as appropriate.

38. Other income — Report non-operating and other income not included in items 34—37.

40. Cost of goods sold or services rendered and selling, general, and administrative expenses — Report operating expenses that relate to sales or gross operating revenues (item 34) 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. Companies with ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 should include interest expense.

41. Foreign income taxes — Exclude production royalty payments and U.S. income taxes.

42. Other costs and expenses not included above, including minority interests in income (loss) that arise out of consolidation — Report the net effect of any minority interest in the income and expense items as a lump sum in this item.

• Section B — Distribution of Sales or Gross Operating Revenues

47.—50.

Disaggregate the total sales or gross operating revenues into sales of goods, investment income, and sales of services.

48. Sales of goods — Goods are normally economic outputs that are tangible. Report as sales of goods:

- Mass produced media, including exposed film, video tapes, DVD's, audio tapes, and CD's.
- Books. NOTE: Book publishers — To the extent feasible, report as sales of services all revenues associated with the design, editing, and marketing activities necessary for producing and distributing books that you both publish and sell. If you cannot unbundle (i.e., separate) these revenues from the value of the books you sell, then report your total sales as sales of goods or services based on the activity that accounts for a majority of the value.

- Energy trading activities where you take title to the goods. NOTE: If you act in the capacity of a broker or agent to facilitate the sale of goods and you do not take title to the goods, report your revenue (i.e., commissions) as sale of services in item 49.
 - Magazines and periodicals sold in retail stores. NOTE: Report subscription sales as sales of services in item 49.
 - Packaged general use computer software.
 - Structures sold by businesses in real estate.
 - Revenues earned from building structures by businesses in construction
 - Electricity, Natural gas, and Water. NOTE: Revenues derived from transmitting and/or distributing these goods, as opposed to revenues derived from the sale of the actual product, should to the extent feasible, be reported as sales of services in item 49.
- 49. Sales of services** — Services are normally economic outputs that are intangible. Report as sales of services:
- Advertising revenue.
 - Commissions and fees earned by companies engaged in finance and real estate activities.
 - Premiums earned by companies engaged in insurance activities. NOTE: Calculate as direct premiums written (including renewals) net of cancellations, plus reinsurance premiums assumed, minus reinsurance premiums ceded, plus unearned premiums at the beginning of the year, minus unearned premiums at the end of the year.
 - Commissions earned by agents or brokers (i.e., wholesalers) who act on behalf of buyers and sellers in the wholesale distribution of goods. NOTE: Agents or brokers do not take title to the goods being sold.
 - Magazines and periodicals sold through subscriptions. NOTE: Report magazines and periodicals sold through retail stores, as sales of goods in item 48.
 - Newspapers.
 - Pipeline transportation.
 - Software downloaded from the Internet, electronic mail, an Extranet, an Electronic Data Interchange network, or some other online system.
 - Computer systems design and related services.
 - Negotiated licensing fees for software to be used on networks.
 - Electricity transmission and distribution, natural gas distribution, and water distribution.

Report the source of real estate rental income in columns 2 through 7 based on the location of the property.

50. Investment income — Report dividends and interest generated by finance and insurance activities as investment income. NOTE: Report commissions and fees as sales of services in item 49.

Finance or insurance companies that include investment income in gross operating revenues should report the source of such investment income in columns 2 through 7 based on the location of the issuer of the financial instrument whether publicly issued or privately placed. If the location of the issuer is unknown, then substitute the nationality of the issuer. If both the location and nationality of the issuer are unknown, and an intermediary (e.g., trustee, custodian, or nominee) is used to manage the investment (financial instrument or real estate) use the country of location of the intermediary.

• Section C — Number of Employees and Employee Compensation

52., 53., 55., and 56.

Managerial, professional and technical employees — Covers employees in Standard Occupation Classification System (SOC) groups 11—29 listed below:

- 11-Management Occupations
- 13-Business and Financial Operations Occupations
- 15-Computer and Mathematical Occupations
- 17-Architecture and Engineering Occupations
- 19-Life, Physical, and Social Science Occupations
- 21-Community and Social Services Occupations
- 23-Legal Occupations
- 25-Education, Training, and Library Occupations
- 27-Arts, Design, Entertainment, Sports, and Media Occupations
- 29-Healthcare Practitioners and Technical Occupations

All other employees — Covers employees in SOC groups 31—55 listed below:

- 31-Healthcare Support Occupations
- 33-Protective Service Occupations
- 35-Food Preparation and Serving Related Occupations
- 37-Building and Grounds Cleaning and Maintenance Occupations
- 39-Personal Care and Service Occupations
- 41-Sales and Related Occupations
- 43-Office and Administrative Support Occupations
- 45-Farming, Fishing, and Forestry Occupations
- 47-Construction and Extraction Occupations
- 49-Installation, Maintenance, and Repair Occupations
- 51-Production Occupations
- 53-Transportation and Material Moving Occupations
- 55-Military Specific Occupations

The **SOC** and related information can be found at the Bureau of Labor Statistics web site www.bls.gov. Using the A-Z index, select Standard Occupational Classification (SOC).

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE — Continued

• **Section C — Number of Employees and Employee Compensation — Continued**

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

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

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

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

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

• **Section D — Balance Sheet**

59. Cash items — Include deposits in financial institutions and other cash items. Do NOT include overdrafts as negative cash. Instead, report overdrafts in item 68 (other current liabilities and long-term debt). Exclude certificates of deposits (CDs) of the affiliate representing cash on deposit with others. Instead, report CDs in item 61 (other current assets) or 65 (other noncurrent assets) as appropriate.

60. Inventories — Land development companies should exclude land held for resale (include in item 61). Finance and insurance companies should exclude inventories of marketable securities (include in item 61 or 65, as appropriate).

62. Property, plant, and equipment gross — Report gross book value of land, timber, mineral rights and similar rights owned. Also include structures, machinery, equipment, special tools, deposit containers, construction in progress, and capitalized tangible and intangible exploration and development costs of the foreign affiliate. Include items on capital leases from others, per FAS 13. Exclude all other types of intangible assets, and land held for resale. (Unincorporated affiliates include items owned by the U.S. Reporter(s) but in the affiliate's possession whether or not carried on the affiliate's books or records. However, insurance companies see **Special Instructions** B.2, page 12.)

64. Equity investments in other foreign affiliates of which this affiliate is a parent — Report this affiliate's equity investment in other foreign affiliates of the U.S. Reporter(s), including branches of this affiliate. (If this line has an entry, item 35 should contain data.)

65. Other noncurrent assets — Include the noncurrent portion of CD's held by others; other equity investments; noncurrent marketable securities; other noncurrent investments; noncurrent trade accounts and trade notes receivable net of allowance for doubtful items; intangible assets net of amortization; and any other noncurrent assets not reported elsewhere. Report credit balances in these accounts in item 69, other noncurrent liabilities.

68. Other current liabilities and long-term debt — Include overdrafts, other current liabilities not included in item 67, and long-term debt. Include intercompany debt as well as debt with unaffiliated parties. Also include lease obligations capitalized per FAS 13 with an original maturity of more than one year or with no stated maturity.

69. Other noncurrent liabilities — Include noncurrent items but exclude long-term debt. Include deferred taxes and minority interest in consolidated subsidiaries.

71. Capital stock and additional paid-in capital — Include common and preferred, voting and nonvoting capital stock and additional paid-in capital.

72. Retained earnings (deficit) — Include earnings retained by the corporation and legally available for dividends; and earnings voluntarily restricted.

74. All other components of owner's equity — Include the cumulative balance of unrealized holding gains and losses due to changes in the valuation of available-for-sale securities per FAS 115 and any other comprehensive income items required to be displayed separately from retained earnings as per FAS 130.

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

82. Expenditures for new and used PP&E — Include items leased from others (including land) under capital leases. Also include the capitalized value of timber, mineral and similar rights leased by the affiliate from others. Exclude items the affiliate has sold under a capital lease.

Exclude from expenditures all changes in PP&E, resulting from a change in the entity (e.g., mergers, acquisitions, divestitures, etc.) or accounting principles during FY 2008.

For foreign affiliates engaged in exploring for or developing natural resources, include exploration and development expenditures made during FY 2008 that were capitalized, including capitalized expenditures to acquire or lease mineral rights. Do not include adjustments for expenditures charged against income in prior years but subsequently capitalized during FY 2008.

• **Section I — Technology**

94. Research and development expenditures — R&D includes the following:

1. The planned, systematic pursuit of new knowledge or understanding toward general application (**basic research**);
2. The acquisition of knowledge or understanding to meet a specific, recognized need (**applied research**); and
3. The application of knowledge or understanding toward the production or improvement of a product, service, process, or method (**development**).

Basic research is the pursuit of new scientific knowledge or understanding that does not have specific immediate commercial objectives, although it may be in fields of present or potential commercial interest.

Applied research applies the findings of basic research or other existing knowledge toward discovering new scientific knowledge that has specific commercial objectives with respect to new products, services, processes, or methods.

Development is the systematic use of the knowledge or understanding gained from research or practical experience directed toward the production or significant improvement of useful products, services, processes, or methods, including the design and development of prototypes, materials, devices, and systems.

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

Exclude expenditures for quality control; routine product testing; market research; sales promotion, sales service, and other nontechnological activities; routine technical services; research in the social sciences or psychology; geological and geophysical exploration activities, and advertising programs to promote or demonstrate new products or processes.

Include all costs incurred to support R&D. Include wages, salaries, and related costs; materials and supplies consumed; R&D depreciation, cost of computer software used in R&D activities; utilities, such as telephone, telex, electricity, water, and gas; travel costs and professional dues; property taxes and other taxes (except income taxes) incurred on account of the R&D organization or the facilities they use; insurance expenses; maintenance and repair, including maintenance of buildings and grounds; company overhead including: personnel, accounting, procurement and inventory, and salaries of research executives not on the payroll of the R&D organization. Exclude capital expenditures, expenditures for tests and evaluations once a prototype becomes a production model, patent expenses, and income taxes and interest.

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

A. Certain gains (losses) for (1) dealers in financial instruments and finance and insurance companies, and (2) real estate companies.

1. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies — Include in item 37:

- impairment losses as defined by FAS 115,
- realized gains and losses on trading or dealing,
- unrealized gains or losses, due to changes in the valuation of financial instruments, that flow through the income statement, and
- goodwill impairment as defined by FAS 142.

EXCLUDE from item 37, unrealized gains or losses due to changes in the valuation of financial instruments that are taken to other comprehensive income. Reflect such changes in item 74 (all other components of accumulated other comprehensive income (loss)).

EXCLUDE from item 37, income from explicit fees and commissions. Include income from these fees and commissions as operating income in items 32 and 34 and as sales of services in item 49.

2. Real estate companies — Include in item 37:

- impairment losses as defined by FAS 144 and
- goodwill impairment as defined by FAS 142.

EXCLUDE the revenues earned and expenses incurred from the sale of real estate you own. Such revenues should be reported as operating income in items 32, 34, and 47 and as sales of goods in item 48. Such expenses, including the net book value of the real estate sold, should be reported as costs of goods sold in item 40. Do not net the expenses against the revenues.

B. Special Instructions for insurance companies

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

- 2.** Do not include assets of the U.S. Reporter held in the country of location of the affiliate that are for the benefit of the U.S. Reporter's policyholders.

3. Instructions for reporting specific items

a. Sales or gross operating revenues, excluding sales taxes (item 34) — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. Exclude income from equity investments in unconsolidated business enterprises that is to be reported in item 35 and exclude certain gains or losses that are to be reported in item 37.

b. Certain gains (losses) (item 37) — See **Special Instructions, A.1.**

c. Cost of goods sold or services rendered and selling, general, and administrative expenses (item 40) — Include costs relating to sales or gross operating revenues, such as policy losses incurred, death benefits, matured endowments, other policy benefits, increases in liabilities for future policy benefits, and other underwriting expenses.

d. Sales of services (item 49, column 1) — Include premium income and income from other services, if any. See **Additional Instructions** for Part II, Section B., item 49, on page 10.

e. Investment income (item 50, column 1) — Report that portion of sales or gross operating revenues that is investment income. However, report any gains or losses on investments, in accordance with **Special Instructions, A.1.** See **Additional Instructions** for Part II, Section B, item 50, on page 10 to determine the location of the transactor of investment income.

f. Current liabilities and long-term debt (items 67 and 68) — Include current items such as loss liabilities, policy claims, commissions due, and other current liabilities arising from the ordinary course of business, and long-term debt. Include policy reserves in "Other noncurrent liabilities," item 69, unless they are clearly current liabilities.

g. Expenditures for property, plant, and equipment (item 82) — Include expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET (e.g., include expenditures that have been classified in "other noncurrent assets").

SUMMARY OF INDUSTRY CLASSIFICATIONS

AGRICULTURE, FORESTRY, FISHING, AND HUNTING

- 1110 Crop production
- 1120 Animal production
- 1130 Forestry and logging
- 1140 Fishing, hunting, and trapping
- 1150 Support activities for agriculture and forestry

MINING

- 2111 Oil and gas extraction
- 2121 Coal
- 2123 Nonmetallic minerals
- 2124 Iron ores
- 2125 Gold and silver ores
- 2126 Copper, nickel, lead, and zinc ores
- 2127 Other metal ores
- 2132 Support activities for oil and gas operations
- 2133 Support activities for mining, except for oil and gas operations

UTILITIES

- 2211 Electric power generation, transmission, and distribution
- 2212 Natural gas distribution
- 2213 Water, sewage, and other systems

CONSTRUCTION

- 2360 Construction of buildings
- 2370 Heavy and civil engineering construction
- 2380 Specialty trade contractors

MANUFACTURING

- 3111 Animal foods
- 3112 Grain and oilseed milling
- 3113 Sugar and confectionery products
- 3114 Fruit and vegetable preserving and specialty foods
- 3115 Dairy products
- 3116 Meat products
- 3117 Seafood product preparation and packaging
- 3118 Bakeries and tortillas
- 3119 Other food products
- 3121 Beverages
- 3122 Tobacco
- 3130 Textile mills
- 3140 Textile product mills
- 3150 Apparel
- 3160 Leather and allied products
- 3210 Wood products
- 3221 Pulp, paper, and paperboard mills
- 3222 Converted paper products
- 3231 Printing and related support activities
- 3242 Integrated petroleum refining and extraction
- 3243 Petroleum refining without extraction
- 3244 Asphalt and other petroleum and coal products
- 3251 Basic chemicals
- 3252 Resins, synthetic rubbers, and artificial and synthetic fibers and filaments
- 3253 Pesticides, fertilizers, and other agricultural chemicals
- 3254 Pharmaceuticals and medicines
- 3255 Paints, coatings, and adhesives
- 3256 Soap, cleaning compounds, and toilet preparations
- 3259 Other chemical products and preparations
- 3261 Plastics products
- 3262 Rubber products
- 3271 Clay products and refractories
- 3272 Glass and glass products
- 3273 Cement and concrete products
- 3274 Lime and gypsum products
- 3279 Other nonmetallic mineral products
- 3311 Iron and steel mills and ferroalloys
- 3312 Steel products from purchased steel
- 3313 Alumina and aluminum production and processing
- 3314 Nonferrous metal (except aluminum) production and processing
- 3315 Foundries
- 3321 Forging and stamping

- 3322 Cutlery and handtools
- 3323 Architectural and structural metals
- 3324 Boilers, tanks, and shipping containers
- 3325 Hardware
- 3326 Spring and wire products
- 3327 Machine shops; turned products; and screws, nuts, and bolts
- 3328 Coating, engraving, heat treating, and allied activities
- 3329 Other fabricated metal products
- 3331 Agriculture, construction, and mining machinery
- 3332 Industrial machinery
- 3333 Commercial and service industry machinery
- 3334 Ventilation, heating, air-conditioning, and commercial refrigeration equipment
- 3335 Metalworking machinery
- 3336 Engines, turbines, and power transmission equipment
- 3339 Other general purpose machinery
- 3341 Computer and peripheral equipment
- 3342 Communications equipment
- 3343 Audio and video equipment
- 3344 Semiconductors and other electronic components
- 3345 Navigational, measuring, electromedical, and control instruments
- 3346 Manufacturing and reproducing magnetic and optical media
- 3351 Electric lighting equipment
- 3352 Household appliances
- 3353 Electrical equipment
- 3359 Other electrical equipment and components
- 3361 Motor vehicles
- 3362 Motor vehicle bodies and trailers
- 3363 Motor vehicle parts
- 3364 Aerospace products and parts
- 3365 Railroad rolling stock
- 3366 Ship and boat building
- 3369 Other transportation equipment
- 3370 Furniture and related products
- 3391 Medical equipment and supplies
- 3399 Other miscellaneous manufacturing

WHOLESALE TRADE

MERCHANT WHOLESALERS, DURABLE GOODS

- 4231 Motor vehicles and motor vehicle parts and supplies merchant wholesalers
- 4232 Furniture and home furnishing merchant wholesalers
- 4233 Lumber and other construction materials merchant wholesalers
- 4234 Professional and commercial equipment and supplies merchant wholesalers
- 4235 Metal and mineral (except petroleum) merchant wholesalers
- 4236 Electrical and electronic goods merchant wholesalers
- 4237 Hardware, and plumbing and heating equipment and supplies merchant wholesalers
- 4238 Machinery, equipment, and supplies merchant wholesalers
- 4239 Miscellaneous durable goods merchant wholesalers

MERCHANT WHOLESALERS NONDURABLE GOODS

- 4241 Paper and paper product merchant wholesalers
- 4242 Drugs and druggists' sundries merchant wholesalers
- 4243 Apparel, piece goods, and notions merchant wholesalers
- 4244 Grocery and related product merchant wholesalers
- 4245 Farm product raw material merchant wholesalers
- 4246 Chemical and allied products merchant wholesalers
- 4247 Petroleum and petroleum products merchant wholesalers
- 4248 Beer, wine, and distilled alcoholic beverage merchant wholesalers
- 4249 Miscellaneous nondurable goods merchant wholesalers

ELECTRONIC MARKETS AND AGENTS AND BROKERS

- 4251 Wholesale electronic markets and agents and brokers

RETAIL TRADE

- 4410 Motor vehicle and parts dealers
- 4420 Furniture and home furnishings stores
- 4431 Electronics and appliance stores
- 4440 Building material and garden equipment and supplies dealers
- 4450 Food and beverage stores
- 4461 Health and personal care stores
- 4471 Gasoline stations
- 4480 Clothing and clothing accessories stores
- 4510 Sporting goods, hobby, book, and music stores
- 4520 General merchandise stores
- 4530 Miscellaneous store retailers
- 4540 Nonstore retailers

TRANSPORTATION AND WAREHOUSING

- 4810 Air transportation
- 4821 Rail transportation
- 4833 Petroleum tanker operations
- 4839 Other water transportation
- 4840 Truck transportation
- 4850 Transit and ground passenger transportation
- 4863 Pipeline transportation of crude oil, refined petroleum products, and natural gas
- 4868 Other pipeline transportation
- 4870 Scenic and sightseeing transportation
- 4880 Support activities for transportation
- 4920 Couriers and messengers
- 4932 Petroleum storage for hire
- 4939 Other warehousing and storage

INFORMATION

- 5111 Newspaper, periodical, book, and directory publishers
- 5112 Software publishers
- 5121 Motion picture and video industries
- 5122 Sound recording industries
- 5151 Radio and television broadcasting
- 5152 Cable and other subscription programming
- 5161 Internet publishing and broadcasting
- 5171 Wired telecommunications carriers
- 5172 Wireless telecommunications carriers (except satellite)
- 5173 Telecommunications resellers
- 5174 Satellite telecommunications
- 5175 Cable and other program distribution
- 5179 Other telecommunications
- 5181 Internet service providers and web search portals
- 5182 Data processing, hosting, and related services
- 5191 Other information services

FINANCE AND INSURANCE

- 5221 Depository credit intermediation (Banking)
- 5223 Activities related to credit intermediation
- 5224 Nondepository credit intermediation
- 5229 Nondepository branches and agencies
- 5231 Securities and commodity contracts intermediation and brokerage
- 5238 Other financial investment activities and exchanges
- 5242 Agencies, brokerages, and other insurance related activities
- 5243 Insurance carriers, except life insurance carriers
- 5249 Life insurance carriers
- 5252 Funds, trusts, and other financial vehicles

SUMMARY OF INDUSTRY CLASSIFICATIONS

REAL ESTATE AND RENTAL AND LEASING

- 5310 Real estate
- 5321 Automotive equipment rental and leasing
- 5329 Other rental and leasing services
- 5331 Lessors of nonfinancial intangible assets (except copyrighted works)

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES

- 5411 Legal services
- 5412 Accounting, tax preparation, bookkeeping, and payroll services
- 5413 Architectural, engineering, and related services
- 5414 Specialized design services
- 5415 Computer systems design and related services
- 5416 Management, scientific, and technical consulting services
- 5417 Scientific research and development services
- 5418 Advertising and related services
- 5419 Other professional, scientific, and technical services

MANAGEMENT OF COMPANIES AND ENTERPRISES

- 5512 Holding companies, except bank holding companies
- 5513 Corporate, subsidiary, and regional management offices

ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES

- 5611 Office administrative services
- 5612 Facilities support services
- 5613 Employment services
- 5614 Business support services
- 5615 Travel arrangement and reservation services
- 5616 Investigation and security services
- 5617 Services to buildings and dwellings
- 5619 Other support services
- 5620 Waste management and remediation services

EDUCATIONAL SERVICES

- 6110 Educational services

HEALTH CARE AND SOCIAL ASSISTANCE

- 6210 Ambulatory health care services
- 6220 Hospitals
- 6230 Nursing and residential care facilities
- 6240 Social assistance

ARTS, ENTERTAINMENT, AND RECREATION

- 7110 Performing arts, spectator sports, and related industries
- 7121 Museums, historical sites, and similar institutions
- 7130 Amusement, gambling, and recreation industries

ACCOMMODATION AND FOOD SERVICES

- 7210 Accommodation
- 7220 Food services and drinking places

OTHER SERVICES

- 8110 Repair and maintenance
- 8120 Personal and laundry services
- 8130 Religious, grantmaking, civic, professional, and similar organizations

PUBLIC ADMINISTRATION

- 9200 Public administration

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



**2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
MANDATORY — CONFIDENTIAL**

**BE-11B(SF) (Short Form)
(Report for Majority-Owned Nonbank Foreign Affiliate of Nonbank U.S. Reporter)**

DUE DATE — A complete BE-11 report is due May 29, 2009

<p>MAIL REPORTS TO: U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Washington, DC 20230</p> <p align="center">OR</p> <p>DELIVER REPORTS TO: U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Shipping and Receiving, Section M-100 1441 L Street, NW Washington, DC 20005</p>	BEA USE ONLY	Affiliate ID Number	F
<p>1. Name of U.S. Reporter of foreign affiliate — <i>Same as item 1, Form BE-11A</i></p>			
<p>2. Name of foreign affiliate being reported — <i>Use the same name on all reports filed subsequently for this affiliate with the Bureau of Economic Analysis, e.g., BE-577.</i></p>			

IMPORTANT

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

- **Who must report** — The nonbank U.S. Reporter must file Form BE-11B(SF) for each majority-owned nonbank foreign affiliate for which total assets; sales or gross operating revenues, excluding sales taxes; **or** net income after provision for foreign income taxes was greater than \$60 million (positive or negative) but for which no one of these items was greater than \$225 million (positive or negative) at the end of, or for, the affiliate's 2008 fiscal year. See **Instruction Booklet**, Part I, for detailed reporting requirements.
 - **Foreign affiliate's 2008 fiscal year** — The foreign affiliate's financial reporting year that has an ending date in calendar year 2008. See **Instruction Booklet**, Part II.A.
 - **Translation of foreign currency financial and operating data into U.S. dollars** — Use U.S. Generally Accepted Accounting Principles (FAS 52). See **Instruction Booklet**, Part IV.B.
- | | | | |
|------|------|--------|-------|
| Bil. | Mil. | Thous. | Dols. |
| 1 | 335 | | |
- **Currency amounts** — Report in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each line. **EXAMPLE** — If amount is \$1,334,891.00, report as
If an item is between + or - \$500.00, enter "0." Use parenthesis () to indicate negative numbers.
 - **Contact us for help** — Telephone: 202-606-5566; FAX: 202-606-5312; E-mail: be10/11@bea.gov.

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

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

1007	<input type="checkbox"/> ¹ 601 Australia	<input type="checkbox"/> ¹ 307 France	<input type="checkbox"/> ¹ 614 Japan	<input type="checkbox"/> ¹ 327 United Kingdom
	<input type="checkbox"/> ¹ 202 Brazil	<input type="checkbox"/> ¹ 308 Germany	<input type="checkbox"/> ¹ 213 Mexico	<input type="checkbox"/> ¹ Other — <i>Specify</i> _____
	<input type="checkbox"/> ¹ 100 Canada	<input type="checkbox"/> ¹ 611 Hong Kong	<input type="checkbox"/> ¹ 319 Netherlands	
	<input type="checkbox"/> ¹ 650 China	<input type="checkbox"/> ¹ 314 Italy	<input type="checkbox"/> ¹ 325 Switzerland	

4. The ending date of this foreign affiliate's 2008 fiscal year.	1009	Month	Day	Year
	1			2008

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

1010 ¹ **Yes, and this is its initial report** — Affiliate was not previously owned by the U.S. Reporter
If "Yes," did the U.S. Reporter — Mark (X) one

<input type="checkbox"/> ² 1 Establish the foreign affiliate?	}	Enter date	Month	Year	
<input type="checkbox"/> ² 2 Acquire a voting interest of 10 percent or more in an existing foreign company?			3		

¹ 2 **No**

Remarks

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

DIRECT OWNERSHIP IN THIS FOREIGN AFFILIATE — Enter percent of ownership, to a tenth of one percent, based on total voting stock, as applicable, if an incorporated affiliate, or an equivalent interest if an unincorporated affiliate, held directly by	Percent of ownership at close of fiscal year	
	Equity interest	Voting interest
	2008 (1)	2008 (2)
6. U.S. Reporter named in item 1 — Report equity interest and voting interest. 1012	1	2
7. Other foreign affiliate(s) of U.S. Reporter named in Item 1 — If entry is made here, complete items 14 and 15. 1013		2
8. Other U.S. Reporter(s) of this foreign affiliate — If entry is made here, item 16 must be "Yes." 1014		2
9. Foreign affiliate(s) of other U.S. Reporter(s) — If entry is made here, item 16 must be "Yes." 1015		2
10. Other U.S. persons 1016		2
11. Foreign persons in this affiliate's country of location (not reported above) 1017		2
12. All other foreign persons (not reported above) 1018		2
13. TOTAL OF DIRECTLY HELD VOTING OWNERSHIP INTERESTS — Sum of items 6 through 12 → 1019		2 100.0 %
14. INDIRECT OWNERSHIP IN THIS FOREIGN AFFILIATE — If there is an entry in item 7, enter U.S. Reporter's percent of indirect ownership in this affiliate. See Instruction Booklet , Part I.B.1.c, for instructions on how to calculate indirect ownership percentage. 1020		2

15. Identification of foreign affiliate parent(s) — If there is an entry in item 7 — Enter below, the name(s) and percent(s) of ownership of each foreign affiliate of the U.S. Reporter named in item 1 holding a direct ownership interest in this foreign affiliate. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (c) the name of the foreign affiliate that holds a direct ownership interest in it.

Foreign affiliate(s) holding direct ownership interest in this foreign affiliate			Name of foreign affiliate, if any, in ownership chain that holds direct interest in foreign affiliate named in column (a)
Name and ID Number Enter name and BEA ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate. (a)	BEA USE ONLY	Percent of direct ownership in this foreign affiliate Close FY 2008 (b)	
a. 1191	1	2	(c)
b. 1192	1	2	
c. 1193	1	2	
TOTAL — Must equal percentage entered in Item 7 →	1021	2	

16. Do two or more U.S. persons each directly or indirectly own or control at least 10 percent of this foreign affiliate's voting rights? Mark (X) one.

1022 1 Yes — Item 8 or 9 must have an entry, and item 17 must be completed. See **Instruction Booklet**, Part I.B.2.e.(2).

2 No — Skip to item 22

17. If the answer to item 16 is "Yes," give name(s) and mailing address(es) of the other U.S. Reporter(s).

Name	Mailing address

18. BEA USE ONLY 1024	1	2	3	4	5
19. BEA USE ONLY 1025	1	2	3	4	5
20. BEA USE ONLY 1026	1	2	3	4	5
21. BEA USE ONLY 1027	1	2	3	4	5

Remarks

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

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

Select the one activity below that best describes the major activity of the foreign affiliate. For an inactive affiliate, select the activity based on its last active period; for "start-ups," select the intended activity.

- 1028 1 Producer of goods 4 Provider of services
 2 Seller of goods the foreign affiliate does not produce 5 Other - Specify
 3 Producer or distributor of information

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

1029

Industry classification of foreign affiliate (based on sales or gross operating revenues) — Enter the 4-digit International Surveys Industry (ISI) code(s) and the sales or gross operating revenues associated with each code. For a full explanation of each code, see the **Guide to Industry Classifications for International Surveys, 2002**. For an inactive affiliate, enter an ISI code based on its last active period. Holding companies (ISI code 5512) must show total income. Holding companies see **Additional Instructions** on page 6 for Part I, items 24-32.

	ISI code (1)	Sales or gross operating revenues (2)				
		Bil.	Mil.	Thous.	Dols.	
24. Largest sales or gross operating revenues	1030	2				
25. 2nd largest sales or gross operating revenues	1031	2				
26. 3rd largest sales or gross operating revenues	1032	2				
27. 4th largest sales or gross operating revenues	1033	2				
28. 5th largest sales or gross operating revenues	1034	2				
29. 6th largest sales or gross operating revenues	1035	2				
30. 7th largest sales or gross operating revenues	1036	2				
31. Sales or gross operating revenues not accounted for above	1037	2				
32. TOTAL SALES OR GROSS OPERATING REVENUES — Sum of items 24 through 31	1038	2				
33. BEA USE ONLY	1039	1	2	3	4	5
	1040	1	2	3	4	5

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

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

	Amount			
	Bil.	Mil.	Thous.	Dols.
34. Net income (loss)	2051	\$		

Section B — Distribution of Sales or Gross Operating Revenues — See **Additional Instructions** for Part II, Section B, on page 6 at the back of this form.

35. Sales or gross operating revenues, excluding sales taxes	TOTAL Column (1) equals the sum of columns (2) through (7)				Local sales		Sales to U.S.		Sales to other countries	
					To other foreign affiliates of the U.S. Reporter(s)	To unaffiliated customers	To U.S. Reporter(s)	To unaffiliated customers	To other foreign affiliates of the U.S. Reporter(s)	To unaffiliated customers
	(1)	(2)	(3)	(4)	(5)	(6)	(7)			
	Bil.	Mil.	Thous.	Dols.						
2054	\$				\$	\$	\$	\$	\$	\$

Remarks

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

Section C — Number of Employees and Employee Compensation — See **Additional Instructions** for Part II, Section C, on page 6 at the back of this form.

NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2008 including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 2008. If the number of employees at the end of FY 2008 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 2008. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

EMPLOYEE COMPENSATION — Sum of **wages and salaries** and **employee benefit plans**. Expenditures made by an employer in connection with the employment of workers, including cash payments, stock based compensation, payments in-kind, and employer expenditures for employee benefit plans including those required by statute. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include amounts related to activities of a prior period, such as those capitalized or charged to inventories in prior periods.

		Number of employees			
		Bil.	Mil.	Thous.	Dols.
• NUMBER OF EMPLOYEES					
36. TOTAL NUMBER OF EMPLOYEES — Sum of items 37 and 38	2065				
By Standard Occupation Classification (SOC) — See Additional Instructions on page 6, at the back of this form, for a list of the major SOC groups					
37. Managerial, professional and technical employees (SOC 11-29)	2066				
38. All other employees (SOC 31-55)	2067				
• EMPLOYEE COMPENSATION					
39. TOTAL EMPLOYEE COMPENSATION — Sum of items 40 and 41	2070				
By Standard Occupation Classification (SOC)					
40. Managerial, professional and technical employees (SOC 11-29)	2073				
41. All other employees (SOC 31-55)	2074				
42. If total employee compensation, item 39, is zero, is the compensation on the payroll of another foreign affiliate?					
2075	<input checked="" type="checkbox"/> 1	<input type="checkbox"/> Yes			
	<input type="checkbox"/> 2	<input type="checkbox"/> No — Explain why compensation is zero.			

43. BEA USE ONLY	1	2	3	4	5
2076					

Section D — Balance Sheet — See **Additional Instructions** for Part II, Section D, on page 6 at the back of this form.

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

		Balance at close of FY 2008			
		Bil.	Mil.	Thous.	Dols.
44. Total assets	2090				
45. Of which: Property, plant, and equipment, net	2150				
46. Total liabilities	2094				
47. Total owners' equity — Equals item 44 minus item 46	2101				

Section E — Property, Plant, and Equipment (PP&E) Expenditures — See **Additional Instructions** for Part II, Section E, on page 6 at the back of this form.

PP&E includes land, timber, mineral and like rights owned, structures, machinery, equipment, special tools, and other depreciable property; construction in progress; and capitalized and expensed tangible and intangible exploration and development costs, but excludes other types of intangible assets, and land held for resale. (Insurance companies see **Special Instructions**, B.3.b., page 7.)

		Amount			
		Bil.	Mil.	Thous.	Dols.
48. Expenditures for new and used property, plant, and equipment (PP&E)	2109				

Section F — Technology — See **Additional Instructions** for Part II, Section F, on page 6 at the back of this form.

RESEARCH AND DEVELOPMENT (R&D) EXPENDITURES — Item 49 pertains to only R&D performed by the foreign affiliate, including R&D performed by the affiliate for others (including the U.S. Reporter or its other foreign affiliates) under contract. This is the basis on which National Science Foundation surveys request information on R&D. (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 60).

Include all costs incurred in performing R&D, including depreciation, amortization, wages and salaries, property taxes and other taxes (except income taxes), materials and supplies, allocated overhead, and indirect costs.

49. R&D performed BY the affiliate	2138				
---	------	--	--	--	--

50. BEA USE ONLY	1	2	3	4	5
2139					
51. BEA USE ONLY	1	2	3	4	5
2143					

Remarks

Part III — U.S. EXPORTS TO AND U.S. IMPORTS FROM MAJORITY-OWNED FOREIGN AFFILIATE

Goods only valued f.a.s. at port of exportation; do not include services — See Instruction Booklet, Part V.

IMPORTANT NOTES

Report U.S. exports of goods to and U.S. imports of goods from the foreign affiliate in FY 2008. Report all goods that physically left or entered the U.S. customs area. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. trade statistics to which these data will be compared. Do **not** record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person.

Foreign affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference, the "shipped" basis must be used or adjustments made to the data on a "charged" basis to approximate a "shipped" basis. The data should include goods only; they should exclude services.

Capital goods — Include capital goods but exclude the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States transporting people or goods.

Consigned goods — Include consigned goods in the trade figures when shipped or received, even though they are not normally recorded as sales or purchases, or entered into intercompany accounts when initially consigned.

In-transit goods — Exclude from exports and imports the value of goods that are in-transit. In-transit goods are goods that are not processed or consumed by residents in the intermediate country(ies) through which they transit; the in-transit goods enter that country(ies) only because that country(ies) is along the shipping lines between the exporting and importing countries. In-transit imports are goods 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).

Packaged general use computer software — Include exports and imports of packaged general use computer software. Value such exports and imports at the full transaction value, i.e., the market value of the media on which the software is recorded and the value of the information contained on the media. Do not include exports and imports of customized software designed to meet the needs of a specific user. This type of software is considered a service and should not be included as trade in goods. Also do not include negotiated leasing fees for software that is to be used on networks.

Natural gas, electricity, and water — Report ONLY the product value of natural gas, electricity, and water that you produce or sell at wholesale as exports and imports of goods. DO NOT report the service value (transmission and distribution).

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

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

U.S. EXPORTS OF GOODS TO THIS FOREIGN AFFILIATE (Valued f.a.s. U.S. port)	TOTAL		Shipped by U.S. Reporter(s)		Shipped by other U.S. persons	
	(1)		(2)		(3)	
	Bil.	Mil. Thous. Dols.	Bil.	Mil. Thous. Dols.	Bil.	Mil. Thous. Dols.
53. Total goods shipped in FY 2008 from the U.S. to this affiliate	1	2	3	4	5	6
4173	\$		\$		\$	
U.S. IMPORTS OF GOODS FROM THIS FOREIGN AFFILIATE (Valued f.a.s. foreign port)	TOTAL		Shipped to U.S. Reporter(s)		Shipped to other U.S. persons	
	(1)		(2)		(3)	
	Bil.	Mil. Thous. Dols.	Bil.	Mil. Thous. Dols.	Bil.	Mil. Thous. Dols.
54. Total goods shipped in FY 2008 to the U.S. by this affiliate	1	2	3	4	5	6
4178	\$		\$		\$	
55. BEA USE ONLY	1	2	3	4	5	6
4179						

Remarks

2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
FORM BE-11B(SF)
ADDITIONAL INSTRUCTIONS BY ITEM

Part I — IDENTIFICATION OF FOREIGN AFFILIATE

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

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

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

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

24.—32.

Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues. See **Additional Instructions** for Part II, Section B, item 35 below.

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

Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 7.

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

• **Section A — Income Statement**

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

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

35. Sales or gross operating revenues, excluding sales taxes — Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. Affiliates classified in ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 report interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income in this item. Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 7.

• **Section C — Number of Employees and Employee Compensation**

37., 38., 40., and 41.

Managerial, professional and technical employees — Covers employees in Standard Occupation Classification System (SOC) groups 11—29 listed below:

- 11-Management Occupations
- 13-Business and Financial Operations Occupations
- 15-Computer and Mathematical Occupations
- 17-Architecture and Engineering Occupations
- 19-Life, Physical, and Social Science Occupations
- 21-Community and Social Services Occupations
- 23-Legal Occupations
- 25-Education, Training, and Library Occupations
- 27-Arts, Design, Entertainment, Sports, and Media Occupations
- 29-Healthcare Practitioners and Technical Occupations

All other employees — Covers employees in SOC groups 31—55 listed below:

- 31-Healthcare Support Occupations
- 33-Protective Service Occupations
- 35-Food Preparation and Serving Related Occupations
- 37-Building and Grounds Cleaning and Maintenance Occupations
- 39-Personal Care and Service Occupations
- 41-Sales and Related Occupations
- 43-Office and Administrative Support Occupations
- 45-Farming, Fishing, and Forestry Occupations
- 47-Construction and Extraction Occupations
- 49-Installation, Maintenance, and Repair Occupations
- 51-Production Occupations
- 53-Transportation and Material Moving Occupations
- 55-Military Specific Occupations

The **SOC** and related information can be found at the Bureau of Labor Statistics web site www.bls.gov. Using the A-Z index, select Standard Occupational Classification (SOC).

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

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

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

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

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

• **Section D — Balance Sheet**

45. Property, plant, and equipment, net — Report NET book value of land, timber, mineral rights and similar rights owned. Also include net book value of structures, machinery, equipment, special tools, deposit containers, construction in progress, other depreciable property and capitalized tangible and intangible exploration and development costs of the foreign affiliate. Include items on capital leases from others, per FAS 13. **Exclude** all other types of intangible assets, and land held for resale. (Unincorporated affiliates include items owned by the U.S. Reporter(s) but in the affiliate's possession whether or not carried on the affiliate's books or records. However, insurance companies see **Special Instructions**, B.2., on page 7.)

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

48. Expenditures for new and used property, plant, and equipment (PP&E) — Include items leased from others (including land) under capital leases. Also include the capitalized value of timber, mineral and similar rights leased by the affiliate from others. Exclude items the affiliate has sold under a capital lease.

Exclude from expenditures all changes in PP&E, resulting from a change in the entity (e.g., merges, acquisitions, divestitures, etc.) or accounting principles during FY 2008.

For foreign affiliates engaged in exploring for or developing natural resources, include exploration and development expenditures made during FY 2008 whether capitalized, including capitalized expenditures to acquire or lease mineral rights. Do not include adjustments for expenditures charged against income in prior years but subsequently capitalized during the FY 2008.

• **Section F — Technology**

49. Research and development expenditures — R&D includes the following:

1. The planned, systematic pursuit of new knowledge or understanding toward general application (**basic research**);
2. The acquisition of knowledge or understanding to meet a specific, recognized need (**applied research**); and
3. The application of knowledge or understanding toward the production or improvement of a product, service, process, or method (**development**).

Basic research is the pursuit of new scientific knowledge or understanding that does not have specific immediate commercial objectives, although it may be in fields of present or potential commercial interest.

Applied research applies the findings of basic research or other existing knowledge toward discovering new scientific knowledge that has specific commercial objectives with respect to new products, services, processes, or methods.

Development is the systematic use of the knowledge or understanding gained from research or practical experience directed toward the production or significant improvement of useful products, services, processes, or methods, including the design and development of prototypes, materials, devices, and systems.

• Section F — Technology

49. Research and development expenditures — Continued

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

Exclude expenditures for quality control; routine product testing; market research; sales promotion, sales service, and other nontechnological activities; routine technical services; research in the social sciences or psychology; geological and geophysical exploration activities, and advertising programs to promote or demonstrate new products or processes.

Include all costs incurred to support R&D. Include wages, salaries, and related costs; materials and supplies consumed; R&D depreciation, cost of computer software used in R&D activities; utilities, such as telephone, telex, electricity, water, and gas; travel costs and professional dues; property taxes and other taxes (except income taxes) incurred on account of the R&D organization or the facilities they use; insurance expenses; maintenance and repair, including maintenance of buildings and grounds; company overhead including: personnel, accounting, procurement and inventory, and salaries of research executives not on the payroll of the R&D organization. Exclude capital expenditures, expenditures for tests and evaluations once a prototype becomes a production model, patent expenses, and income taxes and interest.

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

A. Certain gains (losses) for (1) dealers in financial instruments and finance and insurance companies, and (2) real estate companies.

1. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies — Include in item 34:

- impairment losses as defined by FAS 115,
- realized gains and losses on trading or dealing,
- unrealized gains or losses, due to changes in the valuation of financial instruments, that flow through the income statement, and
- goodwill impairment as defined by FAS 142.

EXCLUDE from item 34, unrealized gains or losses due to changes in the valuation of financial instruments that are taken to other comprehensive income.

Include income from explicit fees and commissions as operating income in item 32.

2. Real estate companies — Include in item 34:

- impairment losses as defined by FAS 144 and
- goodwill impairment as defined by FAS 142.

Include revenues earned from the sale of real estate you own as operating income in items 32 and 35. Expenses incurred from the sale of real estate you own, including the net book value of the real estate sold, should be considered as costs of goods sold. Do not net the expenses against the revenues.

B. Special Instructions for insurance companies

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

2. Do not include assets of the U.S. Reporter held in the country of location of the affiliate that are for the benefit of the U.S. Reporter's policyholders in the data reported for the affiliate.

3. Instructions for reporting specific items

a. Sales or gross operating revenues, excluding sales taxes (item 32) — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature.

b. Expenditures for property, plant, and equipment (item 48) — Include expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET.

SUMMARY OF INDUSTRY CLASSIFICATIONS

AGRICULTURE, FORESTRY, FISHING, AND HUNTING

- 1110 Crop production
- 1120 Animal production
- 1130 Forestry and logging
- 1140 Fishing, hunting, and trapping
- 1150 Support activities for agriculture and forestry

MINING

- 2111 Oil and gas extraction
- 2121 Coal
- 2123 Nonmetallic minerals
- 2124 Iron ores
- 2125 Gold and silver ores
- 2126 Copper, nickel, lead, and zinc ores
- 2127 Other metal ores
- 2132 Support activities for oil and gas operations
- 2133 Support activities for mining, except for oil and gas operations

UTILITIES

- 2211 Electric power generation, transmission, and distribution
- 2212 Natural gas distribution
- 2213 Water, sewage, and other systems

CONSTRUCTION

- 2360 Construction of buildings
- 2370 Heavy and civil engineering construction
- 2380 Specialty trade contractors

MANUFACTURING

- 3111 Animal foods
- 3112 Grain and oilseed milling
- 3113 Sugar and confectionery products
- 3114 Fruit and vegetable preserving and specialty foods

- 3115 Dairy products
- 3116 Meat products
- 3117 Seafood product preparation and packaging
- 3118 Bakeries and tortillas
- 3119 Other food products
- 3121 Beverages
- 3122 Tobacco
- 3130 Textile mills
- 3140 Textile product mills
- 3150 Apparel
- 3160 Leather and allied products
- 3210 Wood products
- 3221 Pulp, paper, and paperboard mills
- 3222 Converted paper products
- 3231 Printing and related support activities
- 3242 Integrated petroleum refining and extraction
- 3243 Petroleum refining without extraction
- 3244 Asphalt and other petroleum and coal products
- 3251 Basic chemicals
- 3252 Resins, synthetic rubbers, and artificial and synthetic fibers and filaments
- 3253 Pesticides, fertilizers, and other agricultural chemicals
- 3254 Pharmaceuticals and medicines
- 3255 Paints, coatings, and adhesives
- 3256 Soap, cleaning compounds, and toilet preparations
- 3259 Other chemical products and preparations
- 3261 Plastics products
- 3262 Rubber products
- 3271 Clay products and refractories
- 3272 Glass and glass products
- 3273 Cement and concrete products
- 3274 Lime and gypsum products
- 3279 Other nonmetallic mineral products
- 3311 Iron and steel mills and ferroalloys

- 3312 Steel products from purchased steel
- 3313 Alumina and aluminum production and processing
- 3314 Nonferrous metal (except aluminum) production and processing
- 3315 Foundries
- 3321 Forging and stamping
- 3322 Cutlery and handtools
- 3323 Architectural and structural metals
- 3324 Boilers, tanks, and shipping containers
- 3325 Hardware
- 3326 Spring and wire products
- 3327 Machine shops; turned products; and screws, nuts, and bolts
- 3328 Coating, engraving, heat treating, and allied activities
- 3329 Other fabricated metal products
- 3331 Agriculture, construction, and mining machinery
- 3332 Industrial machinery
- 3333 Commercial and service industry machinery
- 3334 Ventilation, heating, air-conditioning, and commercial refrigeration equipment
- 3335 Metalworking machinery
- 3336 Engines, turbines, and power transmission equipment
- 3339 Other general purpose machinery
- 3341 Computer and peripheral equipment
- 3342 Communications equipment
- 3343 Audio and video equipment
- 3344 Semiconductors and other electronic components
- 3345 Navigational, measuring, electromedical, and control instruments
- 3346 Manufacturing and reproducing magnetic and optical media
- 3351 Electric lighting equipment
- 3352 Household appliances
- 3353 Electrical equipment

SUMMARY OF INDUSTRY CLASSIFICATIONS

MANUFACTURING – Continued

- 3359 Other electrical equipment and components
- 3361 Motor vehicles
- 3362 Motor vehicle bodies and trailers
- 3363 Motor vehicle parts
- 3364 Aerospace products and parts
- 3365 Railroad rolling stock
- 3366 Ship and boat building
- 3369 Other transportation equipment
- 3370 Furniture and related products
- 3391 Medical equipment and supplies
- 3399 Other miscellaneous manufacturing

WHOLESALE TRADE

MERCHANT WHOLESALERS, DURABLE GOODS

- 4231 Motor vehicles and motor vehicle parts and supplies merchant wholesalers
- 4232 Furniture and home furnishing merchant wholesalers
- 4233 Lumber and other construction materials merchant wholesalers
- 4234 Professional and commercial equipment and supplies merchant wholesalers
- 4235 Metal and mineral (except petroleum) merchant wholesalers
- 4236 Electrical and electronic goods merchant wholesalers
- 4237 Hardware, and plumbing and heating equipment and supplies merchant wholesalers
- 4238 Machinery, equipment, and supplies merchant wholesalers
- 4239 Miscellaneous durable goods merchant wholesalers

MERCHANT WHOLESALERS, NONDURABLE GOODS

- 4241 Paper and paper product merchant wholesalers
- 4242 Drugs and druggists' sundries merchant wholesalers
- 4243 Apparel, piece goods, and notions merchant wholesalers
- 4244 Grocery and related product merchant wholesalers
- 4245 Farm product raw material merchant wholesalers
- 4246 Chemical and allied products merchant wholesalers
- 4247 Petroleum and petroleum products merchant wholesalers
- 4248 Beer, wine, and distilled alcoholic beverage merchant wholesalers
- 4249 Miscellaneous nondurable goods merchant wholesalers

ELECTRONIC MARKETS AND AGENTS AND BROKERS

- 4251 Wholesale electronic markets and agents and brokers

RETAIL TRADE

- 4410 Motor vehicle and parts dealers
- 4420 Furniture and home furnishings stores
- 4431 Electronics and appliance stores
- 4440 Building material and garden equipment and supplies dealers
- 4450 Food and beverage stores
- 4461 Health and personal care stores
- 4471 Gasoline stations
- 4480 Clothing and clothing accessories stores
- 4510 Sporting goods, hobby, book, and music stores
- 4520 General merchandise stores
- 4530 Miscellaneous store retailers
- 4540 Nonstore retailers

TRANSPORTATION AND WAREHOUSING

- 4810 Air transportation
- 4821 Rail transportation
- 4833 Petroleum tanker operations
- 4839 Other water transportation
- 4840 Truck transportation
- 4850 Transit and ground passenger transportation
- 4863 Pipeline transportation of crude oil, refined petroleum products, and natural gas
- 4868 Other pipeline transportation
- 4870 Scenic and sightseeing transportation
- 4880 Support activities for transportation
- 4920 Couriers and messengers
- 4932 Petroleum storage for hire
- 4939 Other warehousing and storage

INFORMATION

- 5111 Newspaper, periodical, book, and directory publishers
- 5112 Software publishers
- 5121 Motion picture and video industries
- 5122 Sound recording industries
- 5151 Radio and television broadcasting
- 5152 Cable and other subscription programming
- 5161 Internet publishing and broadcasting
- 5171 Wired telecommunications carriers
- 5172 Wireless telecommunications carriers (except satellite)
- 5173 Telecommunications resellers
- 5174 Satellite telecommunications
- 5175 Cable and other program distribution
- 5179 Other telecommunications
- 5181 Internet service providers and web search portals
- 5182 Data processing, hosting, and related services
- 5191 Other information services

FINANCE AND INSURANCE

- 5221 Depository credit intermediation (Banking)
- 5223 Activities related to credit intermediation
- 5224 Nondepository credit intermediation
- 5229 Nondepository branches and agencies
- 5231 Securities and commodity contracts intermediation and brokerage
- 5238 Other financial investment activities and exchanges
- 5242 Agencies, brokerages, and other insurance related activities
- 5243 Insurance carriers, except life insurance carriers
- 5249 Life insurance carriers
- 5252 Funds, trusts, and other financial vehicles

REAL ESTATE AND RENTAL AND LEASING

- 5310 Real estate
- 5321 Automotive equipment rental and leasing
- 5329 Other rental and leasing services
- 5331 Lessors of nonfinancial intangible assets (except copyrighted works)

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES

- 5411 Legal services
- 5412 Accounting, tax preparation, bookkeeping, and payroll services
- 5413 Architectural, engineering, and related services
- 5414 Specialized design services
- 5415 Computer systems design and related services
- 5416 Management, scientific, and technical consulting services
- 5417 Scientific research and development services
- 5418 Advertising and related services
- 5419 Other professional, scientific, and technical services

MANAGEMENT OF COMPANIES AND ENTERPRISES

- 5512 Holding companies, except bank holding companies
- 5513 Corporate, subsidiary, and regional management offices

ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES

- 5611 Office administrative services
- 5612 Facilities support services
- 5613 Employment services
- 5614 Business support services
- 5615 Travel arrangement and reservation services
- 5616 Investigation and security services
- 5617 Services to buildings and dwellings
- 5619 Other support services
- 5620 Waste management and remediation services

EDUCATIONAL SERVICES

- 6110 Educational services

HEALTH CARE AND SOCIAL ASSISTANCE

- 6210 Ambulatory health care services
- 6220 Hospitals
- 6230 Nursing and residential care facilities
- 6240 Social assistance

ARTS, ENTERTAINMENT, AND RECREATION

- 7110 Performing arts, spectator sports, and related industries
- 7121 Museums, historical sites, and similar institutions
- 7130 Amusement, gambling, and recreation industries

ACCOMMODATION AND FOOD SERVICES

- 7210 Accommodation
- 7220 Food services and drinking places

OTHER SERVICES

- 8110 Repair and maintenance
- 8120 Personal and laundry services
- 8130 Religious, grantmaking, civic, professional, and similar organizations

PUBLIC ADMINISTRATION

- 9200 Public administration



**2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
MANDATORY — CONFIDENTIAL**

BE-11C (Report for Minority-Owned Nonbank Foreign Affiliate of Nonbank U.S. Reporter)

DUE DATE — A complete BE-11 report is due May 29, 2009

MAIL REPORTS TO: U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Washington, DC 20230 OR DELIVER REPORTS TO: U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Shipping and Receiving, Section M-100 1441 L Street, NW Washington, DC 20005	BEA USE ONLY	Affiliate ID Number	C
	1. Name of U.S. Reporter of foreign affiliate — Same as item 1, Form BE-11A		
2. Name of foreign affiliate being reported — Use the same name on all reports filed subsequently for this affiliate with the Bureau of Economic Analysis, e.g., BE-577.			

IMPORTANT

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

- Who must report** — The nonbank U.S. Reporter must file Form BE-11C for each minority-owned nonbank foreign affiliate owned directly and/or indirectly, at least 20 percent, but not more than 50 percent, by all U.S. Reporters of the affiliate combined, for which total assets; sales or gross operating revenues, excluding sales taxes; **OR** net income (loss) after provision for foreign taxes was greater than \$60 million (positive or negative) at the end of, or for, the affiliate's 2008 fiscal year. See **Instruction Booklet**, Part I for detailed reporting requirements.
- Foreign affiliate's 2008 fiscal year** — The foreign affiliate's financial reporting year that has an ending date in calendar year 2008. See **Instruction Booklet**, Part II.A.
- Translation of foreign currency financial and operating data into U.S. dollars** — Use U.S. Generally Accepted Accounting Principles (FAS 52). See **Instruction Booklet**, Part IV.B.

Bil.	Mil.	Thous.	Dols.
	1	335	

- Currency amounts** — Report in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each line. **EXAMPLE** — If amount is \$1,334,891.00, report as
If an item is between + or - \$500.00, enter "0." Use parenthesis () to indicate negative numbers.

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

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

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

1007	<input type="checkbox"/> ¹ 601 Australia	<input type="checkbox"/> ¹ 307 France	<input type="checkbox"/> ¹ 614 Japan	<input type="checkbox"/> ¹ 327 United Kingdom
	<input type="checkbox"/> ¹ 202 Brazil	<input type="checkbox"/> ¹ 308 Germany	<input type="checkbox"/> ¹ 213 Mexico	<input type="checkbox"/> ¹ Other — Specify _____
	<input type="checkbox"/> ¹ 100 Canada	<input type="checkbox"/> ¹ 611 Hong Kong	<input type="checkbox"/> ¹ 319 Netherlands	
	<input type="checkbox"/> ¹ 650 China	<input type="checkbox"/> ¹ 314 Italy	<input type="checkbox"/> ¹ 325 Switzerland	

4. The ending date of this foreign affiliate's 2008 fiscal year.	1009	Month	Day	Year
	1			2008

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

1010 ¹ **Yes, and this is its initial report** — Affiliate was not previously owned by the U.S. Reporter
If "Yes," did the U.S. Reporter — Mark (X) one

<input type="checkbox"/> ² 1 Establish the foreign affiliate?	} Enter date	Month	Year
<input type="checkbox"/> ² 2 Acquire a voting interest of 10 percent or more in an existing foreign company?		3	

¹ 2 **No**

Ownership interest in this Foreign Affiliate by U.S. Reporter named in item 1 Percent of voting stock for an incorporated affiliate, or an equivalent interest for an unincorporated affiliate.	1011	Percent of ownership at close of fiscal year 2008
6. Direct ownership interest held by U.S. Reporter named in item 1	1012	. %
7. Indirect ownership interest held through U.S. Reporter's other foreign affiliates — See Instruction Booklet, Part I.B.1.c., on how to calculate indirect ownership interest. (If entry is made here, complete item 9.)	1020	. %
8. Total ownership interests of U.S. Reporter — Sum of items 6 and 7	1050	. %

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

9. Identification of foreign affiliate parent(s) — If there is an entry in item 7, — Enter below, the name(s) and percent(s) of ownership of each foreign affiliate of the U.S. Reporter named in item 1 holding a direct ownership interest in this foreign affiliate. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (c) the name of the foreign affiliate that holds a direct ownership interest in it.

Foreign affiliate(s) holding direct ownership interest in this foreign affiliate			Name of foreign affiliate, if any, in ownership chain that holds direct interest in foreign affiliate named in column (a)
Name and ID Number <i>Enter name and BEA ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate.</i> (a)	BEA USE ONLY	Percent direct ownership in this foreign affiliate Close FY 2008 (b)	
a. 1191	1	2 %	(c)
b. 1192	1	2 %	
TOTAL	1021	%	

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

1029

11. International Survey Industry (ISI) code — Give the 4-digit ISI code in the industry group that accounts for the largest amount of the affiliate's sales. A list, and a full explanation of, the ISI codes are given in the **Guide to Industry Classifications for International Surveys, 2002**. A summary list of ISI codes is included on Forms BE-11B(LF) and (SF). For an inactive affiliate, enter an ISI code based on its last active period. Holding companies see **Additional Instructions** on page 4, Part 1.

2
1039

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

See **Additional Instructions** for Part II, on page 4 at the back of this form.

Dealers in financial instruments and finances, insurance, and real estate companies see **Special Instructions**, page 4.

	Amount	Amount			
		Bil.	Mil.	Thous.	Dols.
12. Total assets — Balance at close of fiscal year	2090	\$			
13. Annual sales or gross operating revenues, excluding sales taxes	2041				
14. Net income (loss)	2051				

Number of Employees and Employee Compensation

NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2008 including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 2008. If the number of employees at the end of FY 2008 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 2008. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

EMPLOYEE COMPENSATION — Sum of **wages and salaries** and **employee benefit plans**. Expenditures made by an employer in connection with the employment of workers, including cash payments, stock based compensation, payments in-kind, and employer expenditures for employee benefit plans including those required by statute. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include amounts related to activities of a prior period, such as those capitalized or charged to inventories in prior periods.

	Number of employees	Amount			
		Bil.	Mil.	Thous.	Dols.
15. Total number of employees*	2065				
16. Total employee compensation*	2070	\$			

*Note — If total number of employees, item 15, or total employee compensation, item 16, is zero — Explain

17. BEA USE ONLY	1	2	3	4	5
2076					

Part III — U.S. EXPORTS TO AND U.S. IMPORTS FROM MINORITY-OWNED FOREIGN AFFILIATE

Goods only valued f.a.s. at port of exportation; do not include services — See Instruction Booklet, Part V.

IMPORTANT NOTES

Report U.S. exports of goods to and U.S. imports of goods from the foreign affiliate in FY 2008. Report all goods that physically left or entered the U.S. customs area. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. trade statistics to which these data will be compared. Do **not** record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person.

Foreign affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference, the "shipped" basis must be used or adjustments made to the data on a "charged" basis to approximate a "shipped" basis. The data should include goods only; they should exclude services.

Capital goods — Include capital goods but exclude the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States transporting people or goods.

Consigned goods — Include consigned goods in the trade figures when shipped or received, even though they are not normally recorded as sales or purchases, or entered into intercompany accounts when initially consigned.

In-transit goods — Exclude from exports and imports the value of goods that are in-transit. In-transit goods are goods that are not processed or consumed by residents in the intermediate country(ies) through which they transit; the in-transit goods enter that country(ies) only because that country(ies) is along the shipping lines between the exporting and importing countries. In-transit imports are goods 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).

Packaged general use computer software — Include exports and imports of packaged general use computer software. Value such exports and imports at the full transaction value, i.e., the market value of the media on which the software is recorded and the value of the information contained on the media. Do not include exports and imports of customized software designed to meet the needs of a specific user. This type of software is considered a service and should not be included as trade in goods. Also do not include negotiated leasing fees for software that is to be used on networks.

Natural gas, electricity, and water — Report ONLY the product value of natural gas, electricity, and water that you produce or sell at wholesale as exports and imports of goods. DO NOT report the service value (transmission and distribution).

	Amount			
	Bil.	Mil.	Thous.	Dols.
▶ U.S. EXPORTS OF GOODS TO THIS FOREIGN AFFILIATE (Valued f.a.s. U.S. port)				
18. Total goods shipped in FY 2008 from the U.S. (by the U.S. Reporter(s) of this affiliate and by other U.S. persons) to this affiliate	4173	\$		
▶ U.S. IMPORTS OF GOODS FROM THIS FOREIGN AFFILIATE (Valued f.a.s. foreign port)				
19. Total goods shipped in FY 2008 to the U.S. (to the U.S. Reporter(s) of this affiliate and to other U.S. persons) by this affiliate	4178			
20. BEA USE ONLY	1	2	3	4
4179				5

Remarks

**2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
FORM BE-11C
ADDITIONAL INSTRUCTIONS BY LINE ITEM**

Part I — IDENTIFICATION OF MINORITY-OWNED FOREIGN AFFILIATE

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

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

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

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

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

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

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

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

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

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

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

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

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

A. Certain gains (losses) for (1) dealers in financial instruments and finance and insurance companies, and (2) real estate companies.

1. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies — Include in the calculation of net income (item 14):

- impairment losses as defined by FAS 115,
- realized gains and losses on trading or dealing,
- unrealized gains or losses, due to changes in the valuation of financial instruments, that flow through the income statement, and
- goodwill impairment as defined by FAS 142.

EXCLUDE from item 13 and 14, unrealized gains or losses due to changes in the valuation of financial instruments that are taken to other comprehensive income.

Include income from explicit fees and commissions as operating income in item 13.

2. Real estate companies — Include in item 14:

- impairment losses as defined by FAS 144 and
- goodwill impairment as defined by FAS 142.

Include revenues earned from the sale of real estate you own as operating income in item 13.

B. Special Instructions for insurance companies

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

2. Do not include assets of the U.S. Reporter held in the country of location of the affiliate that are for the benefit of the U.S. Reporter's policyholders in the data reported for the affiliate.

3. Instructions for reporting specific items

Sales or gross operating revenues, excluding sales taxes (item 13) — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature.



**2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
MANDATORY — CONFIDENTIAL**

BE-11B(EZ) (Report for Selected Nonbank Foreign Affiliates)

DUE DATE — A complete BE-11 report is due May 29, 2009

MAIL REPORTS TO: U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Washington, DC 20230 OR DELIVER REPORTS TO: U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Shipping and Receiving, Section M-100 1441 L Street, NW Washington, DC 20005	BEA USE ONLY	Affiliate ID Number	Z
	1. Name of U.S. Reporter of foreign affiliate — <i>Same as item 1, Form BE-11A</i>		
2. Name of foreign affiliate being reported — <i>Use the same name on all reports filed subsequently for this affiliate with the Bureau of Economic Analysis, e.g., BE-577.</i>			

IMPORTANT

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

- **Who must report** — A BE-11B(EZ) is required to be filed for each nonbank foreign affiliate selected by BEA to be reported on this form in lieu of Form BE-11B(SF).
 - **Foreign affiliate's 2008 fiscal year** — The foreign affiliate's financial reporting year that has an ending date in calendar year 2008. See *Instruction Booklet*, Part II.A.
 - **Translation of foreign currency financial and operating data into U.S. dollars** — Use U.S. Generally Accepted Accounting Principles (FAS 52). See *Instruction Booklet*, Part IV.B.
- | | | | |
|------|------|--------|-------|
| Bil. | Mil. | Thous. | Dols. |
| | 1 | 335 | |
- **Currency amounts** — Report in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each line. **EXAMPLE** - If amount is \$1,334,891.00, report as
If an item is between + or - \$500.00, enter "0." Use parenthesis () to indicate negative numbers.
 - **Contact us for help** — Telephone: 202-606-5566; FAX: 202-606-5312; E-mail: be10/11@bea.gov.

Part I — IDENTIFICATION OF FOREIGN AFFILIATE

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

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

1007	<input type="checkbox"/> 1601 Australia	<input type="checkbox"/> 1307 France	<input type="checkbox"/> 1614 Japan	<input type="checkbox"/> 1327 United Kingdom
	<input type="checkbox"/> 1202 Brazil	<input type="checkbox"/> 1308 Germany	<input type="checkbox"/> 1213 Mexico	<input type="checkbox"/> 1 Other — Specify _____
	<input type="checkbox"/> 1100 Canada	<input type="checkbox"/> 1611 Hong Kong	<input type="checkbox"/> 1319 Netherlands	
	<input type="checkbox"/> 1650 China	<input type="checkbox"/> 1314 Italy	<input type="checkbox"/> 1325 Switzerland	

4. The ending date of this foreign affiliate's 2008 fiscal year.

1009	Month	Day	Year
	1		2008

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

1010 1 **Yes, and this is its initial report** — Affiliate was not previously owned by the U.S. Reporter
 If "Yes," did the U.S. Reporter — Mark (X) one

<input type="checkbox"/> 2 1	Establish the foreign affiliate?	}	Enter date	Month		Year	
<input type="checkbox"/> 2 2	Acquire a voting interest of 10 percent or more in an existing foreign company?			3			

1 2 **No**

Ownership interest in this Foreign Affiliate by U.S. Reporter named in item 1 Percent of voting stock for an incorporated affiliate, or an equivalent interest for an unincorporated affiliate.	1011	.	%
6. Direct ownership interest held by U.S. Reporter named in item 1	1012	.	%
7. Indirect ownership interest held through U.S. Reporter's other foreign affiliates — See Instruction Booklet, Part I.B.1.c., on how to calculate indirect ownership interest. (If entry is made here, complete item 9.)	1020	.	%
8. Total ownership interests of U.S. Reporter — Sum of items 6 and 7	1050	.	%

Part I — IDENTIFICATION OF FOREIGN AFFILIATE — Continued

9. Identification of foreign affiliate parent(s) — If there is an entry in item 7, — Enter below, the name(s) and percent(s) of ownership of each foreign affiliate of the U.S. Reporter named in item 1 holding a direct ownership interest in this foreign affiliate. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (c) the name of the foreign affiliate that holds a direct ownership interest in it.

Foreign affiliate(s) holding direct ownership interest in this foreign affiliate			BEA USE ONLY	Percent direct ownership in this foreign affiliate		Name of foreign affiliate, if any, in ownership chain that holds direct interest in foreign affiliate named in column (a) (c)
Name and ID Number <i>Enter name and BEA ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate.</i> (a)		Close FY 2008 (b)				
a.	1191	1	2	%		
b.	1192	1	2	%		
TOTAL		1021		%		

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

1029

11. International Survey Industry (ISI) code — Give the 4-digit ISI code in the industry group that accounts for the largest amount of the affiliate's sales. A list, and a full explanation of, the ISI codes are given in the **Guide to Industry Classifications for International Surveys, 2002**. A summary list of ISI codes is included on Forms BE-11B(LF) and (SF). For an inactive affiliate, enter an ISI code based on its last active period.

2

1039

BEA USE ONLY	1024	1	2	3	4	5
BEA USE ONLY	1025	1	2	3	4	5
BEA USE ONLY	1026	1	2	3	4	5
BEA USE ONLY	1027	1	2	3	4	5

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

See **Additional Instructions** for Part II, on page 3 at the back of this form.

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

Amount

Bil. Mil. Thous. Dols.

12. Total assets — Balance at close of fiscal year

2090

\$ 1 | | |

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

2041

1 | | |

14. Net income (loss)

2051

1 | | |

Number of Employees

NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2008 including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 2008. If the number of employees at the end of FY 2008 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 2008. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

Number of employees

1 | | |

15. Total number of employees*

2065

*Note — If total number of employees, item 15, is zero — Explain

16. BEA USE ONLY	1	2	3	4	5
2076					

2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
FORM BE-11B(EZ)
ADDITIONAL INSTRUCTIONS BY LINE ITEM

Part I — IDENTIFICATION OF FOREIGN AFFILIATE

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

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

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

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

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

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

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

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

A. Certain gains (losses) for (1) dealers in financial instruments and finance and insurance companies, and (2) real estate companies.

1. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies — Include in the calculation of net income (item 14)

- impairment losses as defined by FAS 115,
- realized gains and losses on trading or dealing,
- unrealized gains or losses, due to changes in the valuation of financial instruments, that flow through the income statement, and
- goodwill impairment as defined by FAS 142.

EXCLUDE from item 13 and 14, unrealized gains or losses due to changes in the valuation of financial instruments that are taken to other comprehensive income.

Include income from explicit fees and commissions as operating income in item 13.

2. Real estate companies — Include in item 14:

- impairment losses as defined by FAS 144,
- goodwill impairment as defined by FAS 142, and

Include revenues earned from the sale of real estate you own as operating income in item 13.

B. Special Instructions for insurance companies

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

2. Do not include assets of the U.S. Reporter held in the country of location of the affiliate that are for the benefit of the U.S. Reporter's policyholders in the data reported for the affiliate.

3. Instructions for reporting specific items

Sales or gross operating revenues, excluding sales taxes (item 13) — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature.



**2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
MANDATORY — CONFIDENTIAL**

**BE-11B(FN) (Report for Foreign Affiliates of Bank U.S. Reporter and
Bank Foreign Affiliate of Nonbank U.S. Reporter)**

DUE DATE — A complete BE-11 report is due May 29, 2009

MAIL REPORTS TO:

U.S. Department of Commerce
Bureau of Economic Analysis
BE-69(A)
Washington, DC 20230

OR

DELIVER REPORTS TO:

U.S. Department of Commerce
Bureau of Economic Analysis
BE-69(A)
Shipping and Receiving,
Section M-100
1441 L Street, NW
Washington, DC 20005

BEA USE ONLY

Affiliate ID Number

E

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

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

IMPORTANT

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

For purposes of the BE-11 survey, a "bank" is a business entity engaged in deposit banking or closely related functions, including commercial banks, Edge Act corporations, foreign branches and agencies of U.S. banks whether or not they accept deposits abroad, savings and loans, savings banks, bank holding companies and financial holding companies under the Gramm-Leach-Bliley Act.

• **Who must report** — 1) The bank U.S. Reporter must file Form BE-11B(FN) for each bank and nonbank foreign affiliate for which total assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign taxes was greater than \$250 million (positive or negative) at the end of, or for, the affiliate's 2008 fiscal year; 2) the nonbank U.S. Reporter must file Form BE-11B(FN) for each bank foreign affiliate for which total assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign taxes was greater than \$250 million (positive or negative) at the end of, or for, the affiliate's 2008 fiscal year. See **Instruction Booklet**, Part I, for detailed reporting requirements.

• **Foreign affiliate's 2008 fiscal year** — The foreign affiliate's financial reporting year that has an ending date in calendar year 2008. See **Instruction Booklet**, Part II.A.

• **Translation of foreign currency financial and operating data into U.S. dollars** — Use U.S. Generally Accepted Accounting Principles (FAS 52). See **Instruction Booklet**, Part IV.B.

Bil.	Mil.	Thous.	Dols.
	1	335	

• **Currency amounts** — Report in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each line. **EXAMPLE** — If amount is \$1,334,891.00, report as

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

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

Part I — IDENTIFICATION OF FOREIGN AFFILIATE

See Additional Instructions for Part I on page 7 at the back of this form.

3. Country of incorporation or organization of this foreign affiliate — Mark (X) one.

1006	<input type="checkbox"/> ¹ 601 Australia	<input type="checkbox"/> ¹ 307 France	<input type="checkbox"/> ¹ 614 Japan	<input type="checkbox"/> ¹ 327 United Kingdom
	<input type="checkbox"/> ¹ 202 Brazil	<input type="checkbox"/> ¹ 308 Germany	<input type="checkbox"/> ¹ 213 Mexico	<input type="checkbox"/> ¹ Other — <i>Specify</i> _____
	<input type="checkbox"/> ¹ 100 Canada	<input type="checkbox"/> ¹ 611 Hong Kong	<input type="checkbox"/> ¹ 319 Netherlands	
	<input type="checkbox"/> ¹ 650 China	<input type="checkbox"/> ¹ 314 Italy	<input type="checkbox"/> ¹ 325 Switzerland	

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

1007	<input type="checkbox"/> ¹ 601 Australia	<input type="checkbox"/> ¹ 307 France	<input type="checkbox"/> ¹ 614 Japan	<input type="checkbox"/> ¹ 327 United Kingdom
	<input type="checkbox"/> ¹ 202 Brazil	<input type="checkbox"/> ¹ 308 Germany	<input type="checkbox"/> ¹ 213 Mexico	<input type="checkbox"/> ¹ Other — <i>Specify</i> _____
	<input type="checkbox"/> ¹ 100 Canada	<input type="checkbox"/> ¹ 611 Hong Kong	<input type="checkbox"/> ¹ 319 Netherlands	
	<input type="checkbox"/> ¹ 650 China	<input type="checkbox"/> ¹ 314 Italy	<input type="checkbox"/> ¹ 325 Switzerland	

5. The ending date of this foreign affiliate's 2008 fiscal year.

Month	Day	Year
1		2008

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

1010 ¹ **Yes, and this is its initial report** — Affiliate was not previously owned by the U.S. Reporter
If "Yes," did the U.S. Reporter — *Mark (X) one*

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

Month	Year
3	

¹ **2** **No**

Remarks

Part I — IDENTIFICATION OF FOREIGN AFFILIATE — Continued

DIRECT OWNERSHIP IN THIS FOREIGN AFFILIATE — Enter percent of ownership, to a tenth of one percent, based on total voting stock, as applicable, if an incorporated affiliate, or an equivalent interest if an unincorporated affiliate, held directly by	Percent of ownership at close of fiscal year	
	Equity interest	Voting interest
	2008 (1)	2008 (2)
7. U.S. Reporter named in item 1 — Report equity interest and voting interest. 1012	1	2
8. Other foreign affiliate(s) of U.S. Reporter named in Item 1 — If entry is made here, complete items 15 and 16. 1013		2
9. Other U.S. Reporter(s) of this foreign affiliate — If entry is made here, item 17 must be "Yes." 1014		2
10. Foreign affiliate(s) of other U.S. Reporter(s) — If entry is made here, item 17 must be "Yes." 1015		2
11. Other U.S. persons 1016		2
12. Foreign persons in this affiliate's country of location (not reported above) 1017		2
13. All other foreign persons (not reported above) 1018		2
14. TOTAL OF DIRECTLY HELD VOTING OWNERSHIP INTERESTS — Sum of items 7 through 13 —————> 1019		2 100.0 %
15. INDIRECT OWNERSHIP IN THIS FOREIGN AFFILIATE — If there is an entry in item 8, enter U.S. Reporter's percent of indirect ownership in this affiliate. See Instruction Booklet , Part I.B.1.c, for instructions on how to calculate indirect ownership percentage. 1020		2

16. Identification of foreign affiliate parent(s) — If there is an entry in item 8 — Enter below, the name(s) and percent(s) of ownership of each foreign affiliate of the U.S. Reporter named in item 1 holding a direct ownership interest in this foreign affiliate. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (c) the name of the foreign affiliate that holds a direct ownership interest in it.

Foreign affiliate(s) holding direct ownership interest in this foreign affiliate			Name of foreign affiliate, if any, in ownership chain that holds direct interest in foreign affiliate named in column (a)
Name and ID Number Enter name and BEA ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate. (a)	BEA USE ONLY	Percent of direct ownership in this foreign affiliate Close FY 2008 (b)	
a. 1191	1	2	(c)
b. 1192	1	2	
c. 1193	1	2	
TOTAL — Must equal percentage entered in Item 8 —————> 1021		2	

17. Do two or more U.S. persons each directly or indirectly own or control at least 10 percent of this foreign affiliate's voting rights? Mark (X) one.

1022 1 Yes — Item 9 or 10 must have an entry, and item 18 must be completed. See **Instruction Booklet**, Part I.B.2.d.(2).

2 No — Skip to item 22

18. If the answer to item 17 is "Yes," give name(s) and mailing address(es) of the other U.S. Reporter(s).

Name	Mailing address

BEA USE ONLY	1025	1	2	3	4	5
BEA USE ONLY	1026	1	2	3	4	5
BEA USE ONLY	1027	1	2	3	4	5

Remarks

Part I — IDENTIFICATION OF FOREIGN AFFILIATE — Continued

19. What is the MAJOR activity of the foreign affiliate?

1029

Industry classification of foreign affiliate (based on sales or gross operating revenues) — Enter the 4-digit International Surveys Industry (ISI) code(s) and the sales or gross operating revenues associated with each code. For a full explanation of each code, see the **Guide to Industry Classifications for International Surveys, 2002**. For an inactive affiliate, enter an ISI code based on its last active period.

ISI code

Sales or gross operating revenues

(2)

(1)

Bil. Mil. Thous. Dols.

20. Largest sales or gross operating revenues	1030	1	2	\$	
21. 2nd largest sales or gross operating revenues	1031	1	2		
22. 3rd largest sales or gross operating revenues	1032	1	2		
23. 4th largest sales or gross operating revenues	1033	1	2		
24. 5th largest sales or gross operating revenues	1034	1	2		
25. 6th largest sales or gross operating revenues	1035	1	2		
26. 7th largest sales or gross operating revenues	1036	1	2		
27. Sales or gross operating revenues not accounted for above	1037		2		
28. TOTAL SALES OR GROSS OPERATING REVENUES — Sum of items 20 through 27	1038		2	\$	
29. BEA USE ONLY	1039	1	2	3	4
	1040	1	2	3	4
			5		

Remarks

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.

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

Section A — Income Statement — See <i>Additional Instructions for Part II, Section A, on page 7 at the back of this form.</i>	Amount			
	Bil.	Mil.	Thous.	Dols.
• INCOME				
30. Sales or gross operating revenues, excluding sales taxes — Must equal item 40, column (1). (Dealers in financial instruments see Special Instructions, A.1. , page 8; insurance companies see Special Instructions, B.3.a. , page 8.)	2041	\$		
31. Income from equity investments in foreign affiliates — For foreign affiliates owned 20 percent or more (including those that are majority-owned), report equity in earnings during the reporting period; for those owned less than 20 percent, report dividends or distributed earnings for unincorporated affiliates. Do not include interest income.	2042			
32. Income from other equity investments	2043			
33. Certain gains (losses) — Read the following instructions carefully as they are based on economic accounting concepts and in some cases may deviate from what is normally required by U.S. Generally Accepted Accounting Principles. Report gross amount before income tax effect. Include income tax effect in item 36. Report gains (losses) resulting from: <ul style="list-style-type: none"> a. Sales or other dispositions of financial assets, including investment securities; FAS 115 holding gains (losses) on securities classified as trading securities; and FAS 115 impairment losses. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies, see Special Instructions, A.1., page 8. b. Sales or other dispositions of land, other property, plant and equipment, or other assets, (other than from the sale of inventory assets in the ordinary course of business), and FAS 144 impairment losses. (Real estate companies, see Special Instructions, A.2., page 8.) c. Goodwill impairment as defined by FAS 142. d. Restructuring costs that reflect write-downs or write-offs of assets or liabilities. (Exclude actual payments and charges to establish reserves for future expected payments, such as for severance pay, and fees to accountants, lawyers, consultants, or other contractors.) e. Disposals of discontinued operations. (Exclude income from the operations of a discontinued segment. Report such income as part of your income from operations in items 28 and 30.) f. Re-measurement of foreign affiliate's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the reporting period. g. Extraordinary, unusual, or infrequently occurring items that are material, including uninsured losses from accidental damage or disasters and other material items, including write-ups, write-downs, and write-offs of tangible and intangible assets and gains (losses) from the sales or other dispositions of capital assets. (Exclude insured losses and legal judgments.) h. The cumulative effect of a change in accounting principle. i. Change in accounting estimate of provision for expected stock option forfeitures under the inception method as defined by FAS 123. 	2044			
34. Other income — <i>Specify</i>	2045			
35. TOTAL INCOME — <i>Sum of items 30 through 34</i> →	2046	\$		
• COSTS AND EXPENSES				
36. Of which: Foreign income taxes — Provisions for foreign income taxes for FY 2008	2048			
37. TOTAL COSTS AND EXPENSES →	2050	\$		
• NET INCOME				
38. NET INCOME (LOSS) — <i>Item 35 minus item 37</i> →	2051	\$		
• ADDENDUM				
39. INSURANCE INDUSTRY ACTIVITIES — Premiums earned and losses incurred Report premiums earned and losses incurred for insurance related activities covered by industry codes 5243 (Insurance carriers, except life insurance carriers) and 5249 (Life insurance carriers). <ul style="list-style-type: none"> a. Of the total sales and gross operating revenues reported in item 28, column 2, were any of the sales or revenues generated by insurance related activities covered by industry codes 5243 or 5249? 2180 <input type="checkbox"/> 1 <input type="checkbox"/> Yes — Answer b and c <input type="checkbox"/> 2 <input type="checkbox"/> No — Skip to item 40 				
NOTE: Complete b and c ONLY if a is answered "Yes."				
b. Premiums earned — Report premiums, gross of commissions, included in revenue during the reporting year. Calculate as direct premiums written (including renewals) net of cancellations, plus reinsurance premiums assumed, minus reinsurance premiums ceded, plus unearned premiums at the beginning of the year, minus unearned premiums at the end of the year. Exclude all annuity premiums. Also exclude premiums and policy fees related to universal and adjustable life, variable and interest-sensitive life, and variable-universal life policies. →	2181	\$		
c. Losses incurred — Report losses incurred for the insurance products covered by b above. Exclude loss adjustment expenses and losses that relate to annuities. Also exclude losses related to universal and adjustable life, variable and interest-sensitive life, and variable-universal life policies. For property and casualty insurance, calculate as net losses paid during the reporting year, minus net unpaid losses at the beginning of the year, plus net unpaid losses at the end of the year. In the calculation of net losses, include losses on reinsurance assumed from other companies and exclude losses on reinsurance ceded to other companies. Unpaid losses include both case reserves and losses incurred but not reported. For life insurance, losses reflect policy claims on reinsurance assumed or on primary insurance sold, minus losses recovered from reinsurance ceded, adjusted for changes in claims due, unpaid, and in the course of settlement. →	2182	\$		

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE — Continued

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

Distribute sales or gross operating revenues among three categories — sales of goods, sales of services, and investment income. For the purpose of this distribution, "goods" are normally economic outputs that are tangible and "services" are normally economic outputs that are intangible. When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services are not separately billed), classify the sales as goods or services based on whichever accounts for a majority of the value. Give best estimates if actual figures are not available. Insurance companies also see **Special Instructions**, B.3.c. and d., page 8.

40. Sales or gross operating revenues, excluding sales taxes a. Column (1) equals item 30. b. Column (1) item 40 equals the sum of column (1) for items 41, 42 and 43. 2054	TOTAL Column (1) for items 40 and 42 equals the sum of columns (2) through (7) (1)				Local sales		Sales to U.S.		Sales to other countries	
					To other foreign affiliates of the U.S. Reporter(s) (2)	To unaffiliated customers (3)	To U.S. Reporter(s) (4)	To unaffiliated customers (5)	To other foreign affiliates of the U.S. Reporter(s) (6)	To unaffiliated customers (7)
	Bil.	Mil.	Thous.	Dols.						
	1				2	3	4	5	6	7
	\$				\$	\$	\$	\$	\$	\$
• BY TYPE	1									
41. Sales of goods 2055										
42. Sales of services 2056										
43. Investment income 2057										

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

NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2008 including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 2008. If the number of employees at the end of FY 2008 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 2008. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

EMPLOYEE COMPENSATION — Sum of **wages and salaries** and **employee benefit plans**. Expenditures made by an employer in connection with the employment of workers, including cash payments, stock based compensation, payments in-kind, and employer expenditures for employee benefit plans including those required by statute. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include amounts related to activities of a prior period, such as those capitalized or charged to inventories in prior periods.

• NUMBER OF EMPLOYEES	Number of employees			
	1			
44. TOTAL NUMBER OF EMPLOYEES — Sum of items 45 and 46 By Standard Occupation Classification (SOC) — See Additional Instructions on page 7, at the back of this form, for a list of the major SOC groups 2065	1			
45. Managerial, professional and technical employees (SOC 11-29) 2066	1			
46. All other employees (SOC 31-55) 2067	1			
• EMPLOYEE COMPENSATION	Amount			
	Bil.	Mil.	Thous.	Dols.
47. TOTAL EMPLOYEE COMPENSATION — Sum of items 48 and 49 By Standard Occupation Classification (SOC) 2070	1			
48. Managerial, professional and technical employees (SOC 11-29) 2073	1			
49. All other employees (SOC 31-55) 2074	1			

50. If total employee compensation, item 47, is zero, is the compensation on the payroll of another foreign affiliate?
2075

1 Yes
1 No — Explain why compensation is zero.

51. BEA USE ONLY 2076	1	2	3	4	5
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Remarks

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE — Continued

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

		Balance at close of fiscal year			
		Bil.	Mil.	Thous.	Dols.
• ASSETS					
52.	Of which: Property, plant, and equipment, net				
					2084
53.	TOTAL ASSETS				2090
• LIABILITIES					
54.	TOTAL LIABILITIES				2094
• OWNERS' EQUITY — INCORPORATED AFFILIATE ONLY, complete items 55 through 61					
55.	Capital stock and additional paid-in capital				2095
56.	Retained earnings (deficit)				2096
Accumulated other comprehensive income (loss)		Balance at close of fiscal year			
		Bil.	Mil.	Thous.	Dols.
57.	Translation adjustment component	1			
		2097	\$		
58.	All other components	1			
		2098	\$		
59.	Total accumulated other comprehensive income (loss) — Equals sum of items 57 and 58.				2099
60.	Other — Include treasury stock and involuntarily (or legally) restricted earnings — Specify				2100
61.	TOTAL OWNERS' EQUITY (INCORPORATED FOREIGN AFFILIATE) — Equals item 53 minus item 54 and, equals the sum of items 55, 56, 59, and 60.				2101
• OWNERS' EQUITY — UNINCORPORATED AFFILIATE ONLY, complete items 62 and 63					
62.	TOTAL OWNERS' EQUITY (UNINCORPORATED FOREIGN AFFILIATE) — Equals item 53 minus item 54.				2102
63.	Translation adjustment — Cumulative amount at year end (per FAS 52) — That portion of item 62 representing the affiliate's cumulative translation adjustment account.				2103
64.	BEA USE ONLY				2064

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

PP&E includes land, timber, mineral and like rights owned, structures, machinery, equipment, special tools, and other depreciable property; construction in progress; and capitalized and expensed tangible and intangible exploration and development costs, but excludes other types of intangible assets, and land held for resale.

		Amount			
		Bil.	Mil.	Thous.	Dols.
65.	Expenditures for new and used property, plant, and equipment (PP&E)				2109
66.	Current-period depreciation and depletion — Current-period charges against property, plant, and equipment.				2111
67.	BEA USE ONLY	1	2	3	4
		2116			5

Section F — Interest and Taxes

		Amount			
		Bil.	Mil.	Thous.	Dols.
68.	Interest income — Interest received or due to the affiliate from all payors (including affiliated persons), net of tax withheld at the source. Include all interest receipts included in items 30 and 34. Do not net against interest expensed, item 69.				2124
69.	Interest expensed or capitalized — Interest expensed or capitalized by the affiliate, paid or due to all payees (including affiliated persons), gross of tax withheld. Do not net against interest income, item 68.				2125
70.	Taxes (other than income and payroll taxes) and nontax payments (other than production royalty payments) — Report all such taxes and nontax payments whether or not included in revenues or expenses in the income statement. Include amounts paid or accrued for the year, net of refunds or credits, to foreign governments, their subdivisions and agencies for —				2127
	a. Sales, value added, consumption, and excise taxes collected by the affiliate on goods and services that the affiliate sold;				
	b. Property and other taxes on the value of assets and capital;				
	c. Any remaining taxes (other than income and payroll taxes); and				
	d. Import and export duties, license fees, fines, penalties, and all other payments or accruals of nontax liabilities (other than production royalty payments for natural resources).				
71.	BEA USE ONLY	1	2	3	4
		2129			5
72.	BEA USE ONLY	1	2	3	4
		2143			5

Remarks

2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
FORM BE-11B(FN)
ADDITIONAL INSTRUCTIONS BY ITEM

Part I — IDENTIFICATION OF FOREIGN AFFILIATE

7. Ownership by U.S. Reporter named in item 1.

Equity interest is the U.S. Reporter's direct ownership in the total nonvoting equity including nonvoting stock and a limited partner's interest in a partnership.

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

20.—28.

Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues. See **Additional Instructions** for Part II, Section A, item 30 below.

Holding companies (ISI code 5512) must show total income as reported in item 35. To be considered a holding company, income from equity investments (items 31 and 32) must be more than 50 percent of total income (item 35). In addition, normally at least 50 percent of total assets must consist of investments in affiliates. ISI code 5512, (holding company), is an invalid classification if more than 50 percent of income generated, or expected to be generated, by an affiliate is from non-holding company activities.

Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 8.

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

• **Section A — Income Statement**

30. Sales or gross operating revenues, excluding sales taxes —

Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. Include revenues generated during the year from the operations of a discontinued business segment, but exclude gains or losses from disposals of discontinued operations. Report such gains or losses on page 4, item 33. Affiliates classified in ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 report interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income in this item. Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 8.

31. Income from equity investments in foreign affiliates — Report income from equity investments of all foreign affiliates whether or not they are required to file a form BE-11B. Do not report interest income here. Report interest in item 30 or 34 as appropriate.

32. Income from other equity investments — Do not include interest income here. Report interest in item 30 or 34 as appropriate.

34. Other income — Report non-operating and other income not included in items 30—33.

36. Foreign income taxes — Exclude U.S. income taxes.

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

40.—43.

Disaggregate the total sales or gross operating revenues into sales of goods, investment income, and sales of services.

41. Sales of goods — Goods are normally economic outputs that are tangible.

42. Sales of services — Services are normally economic outputs that are intangible. Report as sales of services:

- Commissions and fees earned by companies engaged in finance and real estate activities.
- Premiums earned by companies engaged in insurance activities. NOTE: Calculate as direct premiums written (including renewals) net of cancellations, plus reinsurance premiums assumed, minus reinsurance premiums ceded, plus unearned premiums at the beginning of the year, minus unearned premiums at the end of the year.
- Commissions earned by agents or brokers (i.e., wholesalers) who act on behalf of buyers and sellers in the wholesale distribution of goods. NOTE: Agents or brokers do not take title to the goods being sold.

Report the source of real estate rental income in columns 2 through 7 based on the location of the property.

43. Investment income — Report dividends and interest generated by finance and insurance activities as investment income. NOTE: Report commissions and fees as sales of services in item 42.

• **Section C — Number of Employees and Employee Compensation**

45., 46., 48., and 49.

Managerial, professional and technical employees — Covers employees in Standard Occupation Classification System (SOC) groups 11—29 listed below:

- 11-Management Occupations
- 13-Business and Financial Operations Occupations
- 15-Computer and Mathematical Occupations

- 17-Architecture and Engineering Occupations
- 19-Life, Physical, and Social Science Occupations
- 21-Community and Social Services Occupations
- 23-Legal Occupations
- 25-Education, Training, and Library Occupations
- 27-Arts, Design, Entertainment, Sports, and Media Occupations
- 29-Healthcare Practitioners and Technical Occupations

All other employees — Covers employees in SOC groups 31—55 listed below:

- 31-Healthcare Support Occupations
- 33-Protective Service Occupations
- 35-Food Preparation and Serving Related Occupations
- 37-Building and Grounds Cleaning and Maintenance Occupations
- 39-Personal Care and Service Occupations
- 41-Sales and Related Occupations
- 43-Office and Administrative Support Occupations
- 45-Farming, Fishing, and Forestry Occupations
- 47-Construction and Extraction Occupations
- 49-Installation, Maintenance, and Repair Occupations
- 51-Production Occupations
- 53-Transportation and Material Moving Occupations
- 55-Military Specific Occupations

The **SOC** and related information can be found at the Bureau of Labor Statistics web site www.bls.gov. Using the A-Z index, select Standard Occupational Classification (SOC).

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

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

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

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

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

• **Section D — Balance Sheet**

52. Property, plant, and equipment net — Report net book value of land, timber, mineral rights and similar rights owned. Also include structures, machinery, equipment, special tools, deposit containers, construction in progress, and capitalized tangible and intangible exploration and development costs of the foreign affiliate. Include items on capital leases from others, per FAS 13. Exclude all other types of intangible assets, and land held for resale. (Unincorporated affiliates include items owned by the U.S. Reporter(s) but in the affiliate's possession whether or not carried on the affiliate's books or records. However, insurance companies see **Special Instructions** B.2, page 8.)

55. Capital stock and additional paid-in capital — Include common and preferred, voting and nonvoting capital stock and additional paid-in capital.

56. Retained earnings (deficit) — Include earnings retained by the corporation and legally available for dividends; and earnings voluntarily restricted.

58. All other components of owner's equity — Include the cumulative balance of unrealized holding gains and losses due to changes in the valuation of available-for-sale securities per FAS 115 and any other comprehensive income items required to be displayed separately from retained earnings as per FAS 130.

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

65. Expenditures for new and used PP&E — Include items leased from others (including land) under capital leases. Exclude items the affiliate has sold under a capital lease.

Exclude from expenditures all changes in PP&E, resulting from a change in the entity (e.g., mergers, acquisitions, divestitures, etc.) or accounting principles during FY 2008.

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

A. Certain gains (losses) for (1) dealers in financial instruments and finance and insurance companies, and (2) real estate companies.

1. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies — Include in item 33:

- impairment losses as defined by FAS 115,
- realized gains and losses on trading or dealing,
- unrealized gains or losses, due to changes in the valuation of financial instruments, that flow through the income statement, and
- goodwill impairment as defined by FAS 142.

EXCLUDE from item 33, unrealized gains or losses due to changes in the valuation of financial instruments that are taken to other comprehensive income. Reflect such changes in item 58 (all other components of accumulated other comprehensive income (loss)).

EXCLUDE from item 33, income from explicit fees and commissions. Include income from these fees and commissions as operating income in items 28 and 30 and as sales of services in item 42.

2. Real estate companies — Include in item 33:

- impairment losses as defined by FAS 144 and
- goodwill impairment as defined by FAS 142.

EXCLUDE the revenues earned and expenses incurred from the sale of real estate you own. Such revenues should be reported as operating income in items 28, 30, and 40 and as sales of goods in item 42. Such expenses, including the net book value of the real estate sold, should be reported as costs of goods sold. Do not net the expenses against the revenues.

B. Special Instructions for insurance companies

1. When there is a difference between the financial and operating data reported to the stockholders and the data reported in the annual statement to an insurance department, prepare the BE-11 on the same basis as the annual report to the stockholders. Valuation should be according to normal commercial accounting

procedures, not at rates promulgated by national insurance departments, e.g., include assets not acceptable for inclusion in the annual statement to an insurance department, such as: 1. non-trusted or free account assets and 2. nonadmitted assets, including furniture and equipment, agents' debit balances, and all receivables deemed to be collectible. Include mandatory securities valuation reserves that are appropriations of retained earnings in the owners' equity section of the balance sheet not in the liability section.

2. Do not include assets of the U.S. Reporter held in the country of location of the affiliate that are for the benefit of the U.S. Reporter's policyholders.

3. Instructions for reporting specific items

a. Sales or gross operating revenues, excluding sales taxes (item 30) — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. Exclude income from equity investments in unconsolidated business enterprises that is to be reported in item 31 and exclude certain gains or losses that are to be reported in item 33.

b. Certain gains (losses) (item 33) — See **Special Instructions, A.1.**

c. Sales of services (item 42, column 1) — Include premium income and income from other services, if any. See **Additional Instructions** for Part II, Section B., item 42, on page 7.

d. Investment income (item 43, column 1) — Report that portion of sales or gross operating revenues that is investment income. However, report any gains or losses on investments, in accordance with **Special Instructions, A.1.** See **Additional Instructions** for Part II, Section B, item 43, on page 7 to determine the location of the transactor of investment income.

e. Expenditures for property, plant, and equipment (item 65) — Include expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET (e.g., include expenditures that have been classified in "other noncurrent assets").



MANDATORY — CONFIDENTIAL
2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
BE-11 (Claim for Not Filing)

<p>MAIL REPORTS TO: U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Washington, DC 20230</p> <p align="center">OR</p> <p>DELIVER REPORTS TO: U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Shipping and Receiving, Section M-100 1441 L Street, NW Washington, DC 20005</p>	<p>BEA USE ONLY Reporter ID Number</p>	<p>Name and address of U.S. business enterprise for which this claim is filed — If the enterprise received a Form BE-11A but is exempt from filing, enter below the Reporter name, address, and BEA assigned Identification Number (Reporter ID) from the preprinted information provided in Part I, item 1, of Form BE-11A. If a Form BE-11A was not received, enter name and address.</p> <p>Name and address of U.S. Reporter</p>
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A BE-11, *2008 Annual Survey of U.S. Direct Investment Abroad*, is required from any U.S. person that had a foreign affiliate — that is, that had direct or indirect ownership or control of at least 10 percent of the voting stock of an incorporated foreign business enterprise or an equivalent interest in an unincorporated foreign business enterprise — at the end of its 2008 fiscal year, unless all of the person's affiliates are exempt. (The U.S. person's 2008 fiscal year is defined to be the person's financial reporting year that has an ending date in calendar year 2008.)

Section 806.4 of 15 CFR, Chapter VIII, requires that all persons subject to the reporting requirements of the BE-11 survey respond, whether or not they are contacted by BEA.

It also requires that all persons, or their agents, who are contacted by BEA about reporting in this survey, either by sending them report forms or by written inquiry, must respond in writing. They may respond by:

- filing the properly completed BE-11 report by May 29, 2009, as required;
- completing and returning the "BE-11 Claim for Not Filing" by May 29, 2009;
- certifying in writing, by May 29, 2009, to the fact that the person had no direct investment within the purview of the reporting requirements of the BE-11 survey.

BASIS OF CLAIM FOR NOT FILING

Mark (X) and complete either A or B

A. This U.S. person did **not** own or control, directly and/or indirectly, 10 percent or more of the voting securities of an incorporated foreign business enterprise, or an equivalent interest in an unincorporated foreign business enterprise (including a branch or real estate held for other than personal use) at the end of its 2008 fiscal year.

But *did* file the 2007 BE-11, Annual Survey of U.S. Direct Investment Abroad, with this Bureau.

B. This U.S. person **did** own or control, directly or indirectly, 10 percent or more of the voting securities of an incorporated foreign business enterprise, or an equivalent interest in an unincorporated foreign business enterprise (including a branch or real estate held for other than personal use) at the end of its 2008 fiscal year, but (*Mark (X) one*) —

1 None of its foreign affiliates are required to be reported on Forms BE-11B(LF), (SF), (FN) or (EZ) or Form BE-11C, because all affiliates are exempt. **You must complete the reverse side of this claim for those affiliates for which you received a preprinted form.** See **Instruction Booklet**, Section I.C., for exemption criteria.

2 Is fully consolidated in the BE-11 report for another U.S. person — *Give name and address of that person and their BEA Identification Number, if known.*

Name		
Address — Number and street or P.O. Box		
City	State	ZIP Code
BEA Identification Number		

C. Other — *Specify and include reference to section of regulations or instructions on which claim is based.*

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

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

PENALTIES — Whoever fails to report shall be subject to a civil penalty of not less than \$2,500, and not more than \$25,000, and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than \$10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a like fine, imprisonment or both. (22 U.S.C. 3105)

Notwithstanding any other provision of the law, no person is required to respond to, nor shall any person be subject to a penalty for failure to comply with, a collection of information subject to the requirements of the Paperwork Reduction Act, unless that collection of information displays a currently valid OMB Control Number. These civil penalties are subject to inflationary adjustments. Those adjustments are found in 15 CFR 6.4.

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT				CERTIFICATION — The undersigned official certifies that the information contained in this claim is correct and complete to the best of his/her knowledge.			
Name				Authorized official's signature			Date
Address				Print or type name and title			
Telephone	Area code	Number	Extension				
FAX Number				Telephone	Area code	Number	Extension
E-mail Address				FAX Number			

