



U.S. DEPARTMENT OF COMMERCE
Economic and Statistics Administration
BUREAU OF ECONOMIC ANALYSIS

**2004 BENCHMARK SURVEY OF
U.S. DIRECT INVESTMENT ABROAD**
MANDATORY — CONFIDENTIAL

FORM **BE-10B(SF) (Short Form) (Report for Nonbank Foreign Affiliate)** (REV. 12/2004)

DUE DATE — A complete BE-10 report is due on the following dates:
May 31, 2005 for a U.S. Reporter required to file fewer than 50 Forms BE-10B(LF), BE-10B(SF), BE-10B Mini, and/or BE-10B BANK
June 30, 2005 for a U.S. Reporter required to file 50 or more Forms BE-10B(LF), BE-10B(SF), BE-10B Mini, and/or BE-10B BANK

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-10A or BE-10A BANK		
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., Forms BE-11 and 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 banks, including bank holding companies, see the report forms for banks and the **Instruction Booklet**, Part I.C.

- **Who must report** — The U.S. Reporter must file Form BE-10B(SF) for:
 - (1) 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 \$25 million (positive or negative), but for which no one of these items was greater than \$150 million (positive or negative) at any time during the affiliate's 2004 fiscal year;
 - (2) each minority-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 \$25 million (positive or negative) at any time during the affiliate's 2004 fiscal year; and
 - (3) each nonbank foreign affiliate of a U.S. **bank** Reporter for which total assets, sales or gross operating revenues excluding sales taxes, **or** net income after provision for foreign income taxes was greater than \$25 million (positive or negative) at any time during the affiliate's 2004 fiscal year. See **Instruction Booklet**, Part I, for detailed reporting requirements.

NOTE — If the foreign affiliate is exempt from being reported on Form BE-10B(SF) and is not a bank, see the reporting requirements for form BE-10B(LF), BE-10B Mini, and BE-10A SUPPLEMENT A. The foreign affiliate must be reported on one of those forms.

- **Foreign affiliate's 2004 fiscal year** — The foreign affiliate's financial reporting year that has an ending date in calendar year 2004. 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 or 5317; E-mail: be10/11@bea.gov.

Part I — IDENTIFICATION OF FOREIGN AFFILIATE — See **Additional Instructions for Part I** on page 12 at the back of this form.

- 3. Number of foreign affiliates consolidated in this report** — Do not consolidate affiliates located in different countries or in different 4-digit industries. See the **Instruction Booklet**, Part I.B.2.d.(1). If your answer to this question is 2 or more, you must complete **Supplement B (page 11)** of this report. If this report is for a single foreign affiliate, enter "1" in the box.

1003 Number
1

- 4. Does this foreign affiliate have a direct equity interest in other foreign affiliates, including branches of this affiliate, that are not fully consolidated in this BE-10B(SF)?** — Mark (X) one.

1004 1 Yes — *Item 42 and 57 must have entries and Supplement A of this Form BE-10B(SF) must be completed.*
 2 No

- 5. Form of organization of this foreign affiliate** — Mark (X) one.

1005 1 Corporation 2 Branch 3 Partnership 4 Other — Specify _____

- 6. Country of incorporation or organization of this foreign affiliate** — Mark (X) one.

1006 1601 Australia 1307 France 1614 Japan 1327 United Kingdom _____
 1202 Brazil 1308 Germany 1213 Mexico 1 Other — Specify _____
 1100 Canada 1611 Hong Kong 1319 Netherlands _____
 1650 China 1314 Italy 1325 Switzerland _____

- 7. 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 1601 Australia 1307 France 1614 Japan 1327 United Kingdom _____
 1202 Brazil 1308 Germany 1213 Mexico 1 Other — Specify _____
 1100 Canada 1611 Hong Kong 1319 Netherlands _____
 1650 China 1314 Italy 1325 Switzerland _____

- 8. This foreign affiliate's financial books and records are kept in** — Mark (X) one.

1008 1 The currency of the country of the affiliate as given in item 7. (Foreign affiliates located in Euro Area countries should check this box if they keep their books in the currency of the country of the affiliate or in euros.)
 2 U.S. dollars
 3 A foreign currency which is not that of the country of location of the affiliate as given in item 7

9. The ending date of this foreign affiliate's 2004 fiscal year.

1009	Month	Day	Year
	1		2004

Part I — IDENTIFICATION OF FOREIGN AFFILIATE — Continued

10. Was the foreign business enterprise a foreign affiliate of the U.S. Reporter for only part of FY 2004?

1010 ¹ **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 from a foreign person?
- ² **3** Acquire a voting interest of 10 percent or more in this affiliate from a U.S. person? — Give name and address of U.S. person.

Enter date

Month	Year
³	

¹ **2** **Yes, and this is its final report** —

If "Yes," was the affiliate — Mark (X) one

- ² **4** Merged or reorganized?
- Sold:
 - ² **5** to a U.S. person? — Give name and address of U.S. person.

Enter date

Month	Year
³	

- ² **6** to a foreign person?
- ² **7** Liquidated?
- ² **8** Seized?

¹ **3** **No**

11. Was there a change in the entity due to mergers, acquisitions, divestitures, etc., or a change in accounting methods or principles during FY 2004 that caused FY 2003 data to be restated? Mark (X) one.

1011 ¹ **1** **Yes** — Report all close FY 2003 data before restatement, unless otherwise specified.

¹ **2** **No**

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	
	2004 (1)	2003 (2)	2004 (3)	2003 (4)
12. U.S. Reporter named in item 1 — Report equity interest and voting interest.	1012	. %	. %	. %
13. Other foreign affiliate(s) of U.S. Reporter named in Item 1 — If entry is made here, complete items 20 and 21.	1013	. %	. %	. %
14. Other U.S. Reporter(s) of this foreign affiliate — If entry is made here, item 22 must be "Yes."	1014	. %	. %	. %
15. Foreign affiliate(s) of other U.S. Reporter(s) — If entry is made here, item 22 must be "Yes."	1015	. %	. %	. %
16. Other U.S. persons	1016	. %	. %	. %
17. Foreign persons in this affiliate's country of location (not reported above)	1017	. %	. %	. %
18. All other foreign persons (not reported above)	1018	. %	. %	. %
19. TOTAL OF DIRECTLY HELD VOTING OWNERSHIP INTERESTS — Sum of items 12 through 18 →	1019	100.0 %	100.0 %	
20. INDIRECT OWNERSHIP IN THIS FOREIGN AFFILIATE — If there is an entry in item 13, enter U.S. Reporter's percent of indirect ownership in this affiliate. See Instruction Booklet, Part I.A.2. , for instructions on how to calculate indirect ownership percentages.	1020	. %	. %	. %

21. Identification of foreign affiliate parent(s) — If there is an entry in item 13, column (3) or column (4) — 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 (d) the name of the foreign affiliate that holds a direct ownership interest in it.

Foreign affiliate holding direct ownership interest in this foreign affiliate				Name of foreign affiliate, if any, in ownership chain that holds direct interest in foreign affiliate named in column (a)
Name and ID Number Enter name and BEA ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate. (a)	BEA USE ONLY	Percent direct ownership in this foreign affiliate		
		Close FY 2004 (b)	Close FY 2003 (c)	
a. 1191	1	2 . %	3 . %	
b. 1192	1	2 . %	3 . %	
c. 1193	1	2 . %	3 . %	
d. TOTAL — Must equal percentages entered in Item 13 →	1021	2 . %	3 . %	

Part I — IDENTIFICATION OF FOREIGN AFFILIATE — Continued

22. 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 1 Yes — *Item 14 or 15 on page 2 must have an entry, and either item 23 or 24 must be completed. See Instruction Booklet, Part I.B.2.d.(2).*
- ¹ 2 No — *Skip to item 28*

23. If the answer to item 22 is "Yes," and the U.S. Reporter named in item 1 is submitting the Parts II and IV data (i.e., the "complete" report) for this foreign affiliate — Give name(s) and mailing address(es) of the other U.S. Reporter(s) who is(are) not submitting the data.

Name	Mailing address

24. If the answer to item 22 is "Yes," and if the U.S. Reporter named in item 1 is not submitting the Parts II and IV data (i.e., is submitting a "partial" report) for this foreign affiliate — Give name and mailing address of U.S. Reporter who is submitting the data.

25. BEA USE ONLY	1025	1	2	3	4	5
26. BEA USE ONLY	1026	1	2	3	4	5
27. BEA USE ONLY	1027	1	2	3	4	5

28. 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 1 Producer of goods ¹ 4 Provider of services
- ¹ 2 Seller of goods the foreign affiliate does not produce ¹ 5 Other — *Specify*
- ¹ 3 Producer or distributor of information

29. 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 45. Holding companies see Additional Instructions on page 12 for Part I, items 30-38.	ISI code (1)	Sales or gross operating revenues (2)			
		Bil.	Mil.	Thous.	Dols.
30. Largest sales or gross operating revenues	1030	2			
31. 2nd largest sales or gross operating revenues	1031	2			
32. 3rd largest sales or gross operating revenues	1032	2			
33. 4th largest sales or gross operating revenues	1033	2			
34. 5th largest sales or gross operating revenues	1034	2			
35. 6th largest sales or gross operating revenues	1035	2			
36. 7th largest sales or gross operating revenues	1036	2			
37. Sales or gross operating revenues not accounted for above	1037	2			
38. TOTAL SALES OR GROSS OPERATING REVENUES — Sum of items 30 through 37 (Must equal item 41 and also item 100, column (1).) —>	1038	2			

39. BEA USE ONLY	1039	1	2	3	4	5
40. BEA USE ONLY	1040	1	2	3	4	5

Remarks

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

Section C — Balance Sheet of Foreign Affiliate — See Additional Instructions for Part II, Section C on page 12 at the back of this form. Disaggregate all asset and liability items in the detail shown. Report accounts receivable and payable between the U.S. Reporter and its foreign affiliates in the proper asset and liability accounts of the foreign affiliate. Do not report them as a net amount.	BALANCES							
	Close of FY 2004 (1)				Close of FY 2003 (unrestated) (2)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
• ASSETS (Insurance companies see Special Instructions , B.2 and 3.d., page 15)	1				2			
54. Current assets 2149	\$				\$			
55. Property, plant, and equipment, gross 2150	1				2			
56. Accumulated depreciation and depletion 2085	()		()	
57. Equity investments in other foreign affiliates of which this affiliate is a parent — Report on an equity basis foreign affiliates owned 20 percent and more (including majority-owned affiliates). Report at cost those owned less than 20 percent. Report other equity investments on line 58. 2151	1				2			
58. Other noncurrent assets — Specify 2152	1				2			
59. TOTAL ASSETS — Sum of items 54 through 58 —————> 2090	\$				\$			
• LIABILITIES (Insurance companies see Special Instructions , B.3.e, page 15)	1				2			
60. Current liabilities and long-term debt 2154								
61. Other noncurrent liabilities — Specify 2093	1				2			
62. TOTAL LIABILITIES — Sum of items 60 and 61 2094	\$				\$			
• OWNERS EQUITY — INCORPORATED AFFILIATE ONLY, complete items 63 through 69	1				2			
63. Capital stock and additional paid-in capital —————> 2095	\$				\$			
64. Retained earnings (deficit) 2096	1				2			
Accumulated other comprehensive income (loss)	Close FY 2004 (1)				Close FY 2003 (Unrestated) (2)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
65. Translation adjustment component 2097	1				2			
66. All other components 2098	\$				\$			
67. Total accumulated other comprehensive income (loss) — Equals sum of items 65 and 66 —————> 2099	1				2			
68. Other — Include treasury stock and involuntarily (or legally) restricted earnings — Specify 2100	1				2			
69. TOTAL OWNERS' EQUITY (INCORPORATED FOREIGN AFFILIATE) — Equals item 59 minus item 62 and, equals the sum of items 63, 64, 67 and 68 —————> 2101	\$				\$			
• OWNERS EQUITY — UNINCORPORATED AFFILIATE ONLY, complete items 70 and 71	1				2			
70. TOTAL OWNERS' EQUITY (UNINCORPORATED FOREIGN AFFILIATE) — Equals Item 59 minus item 62 —————> 2102	\$				\$			
71. Translation adjustment — Cumulative amount at year end (per FAS 52) — That portion of item 70 representing the affiliate's cumulative translation adjustment account 2103	1				2			
Section D — Property, Plant and Equipment (PP&E) See Additional Instructions for Part II, Section D on page 12 at the back of this form. (Insurance companies also see Special Instructions , B.3.f., page 15)	Amount							
72. 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. 2164	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
	1				2			
73.-74. BEA USE ONLY 2165	1				2			

Remarks

Part III — INVESTMENT AND TRANSACTIONS BETWEEN THE U.S. REPORTER AND THE FOREIGN AFFILIATE

Use Part III to report the line of direct ownership included in item 12, if any, and to report direct financial positions or transactions between the U.S. Reporter and foreign affiliate.

75. Did the U.S. Reporter named in item 1 have a direct ownership interest in this affiliate at any time during the affiliate's 2004 fiscal year (i.e., is any column of item 12 greater than zero)? — Mark (X) one.

3144 **1** **Yes** —
If "Yes" were the equity securities of this affiliate listed or publicly traded on a securities exchange at the end of FY 2004?

2 1 **Yes** — Enter the number of shares the U.S. Reporter directly held and the market price per share at the end of FY 2004. Continue with item 76.

2 2 **No** — Continue with item 76.

1 2 **No** — Complete only items 79, 80 and 90 through 95 of Part III and then continue with item 97 of Part IV.

Close FY 2004			
Number of shares (1)	Price per share (2)		
	Dollars	Cents	
3	4	\$.

Section A — U.S. Reporter's Equity in Foreign Affiliate's Net Income, and Dividends or Distributed Earnings — See *Additional Instructions for Part III, Section A, on page 12 at the back of this form.*

Enter the amounts that represent the U.S. Reporter's equity, based on its directly held equity interest. Thus if the U.S. Reporter holds both a direct and indirect equity interest, enter the amounts which represent only the directly held equity interest.

	Amount				
		Bil.	Mil.	Thous.	Dols.
76. Net income (loss) after provision for foreign income taxes — Enter U.S. Reporter's share of net income, item 50.	3145	\$			
77. Dividends on common and preferred stock of incorporated foreign affiliate (Exclude stock and liquidating dividends) or distributed earnings of unincorporated foreign affiliate — net of foreign tax withheld.	3149	1			
78. BEA USE ONLY	3152	1			

Section B — Debt and Other Intercompany Balances Between the U.S. Reporter and the Foreign Affiliate — See *Additional Instructions for Part III, Section B, on page 13 at the back of this form.*

Include current and long-term items and indebtedness resulting from a capital lease.

	According to books of foreign affiliate							
	Close FY 2004 (1)				Close FY 2003 (unrestated) (2)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
79. Liabilities owed to the U.S. Reporter by the foreign affiliate — That portion of item 60 representing amounts owed to U.S. Reporter	3153	1	\$		2	\$		
80. Receivables due to the foreign affiliate from the U.S. Reporter — That portion of items 54 and 58 representing amounts due from U.S. Reporter	3154	1			2			
81. BEA USE ONLY	3155	1			2			

Section C — Change in U.S. Reporter's Equity in Capital Stock and/or Additional Paid-in Capital of Incorporated Foreign Affiliate or Equity Investment in Unincorporated Foreign Affiliate — See *Additional Instructions for Part III, Section C, on page 13 at the back of this form.*

Report transactions during the year that changed the U.S. Reporter's equity holdings in the foreign affiliate. Include equity changes due to treasury stock transactions with the U.S. Reporter and liquidating dividends. Exclude equity changes due to net income (loss), stock and cash dividends, earnings distributions, balance sheet translation adjustments, treasury stock transactions with persons other than the U.S. Reporter and reorganizations in capital structure that do not affect total equity. Report all amounts at transaction value, i.e., the value of the consideration given (received) by the U.S. Reporter.

	Amount				
		Bil.	Mil.	Thous.	Dols.
• INCREASE IN U.S. REPORTER'S EQUITY INTEREST IN THIS AFFILIATE					
82. Establishment of affiliate or acquisition (partial or total) of equity interest in this affiliate by the U.S. Reporter either from this affiliate or from other foreign persons	3156	1	\$		
83. Capital contributions and other transactions of the U.S. Reporter with foreign persons that increase equity in this affiliate — Specify	3157	1			
84. Acquisition (partial or total) of equity interest in this affiliate by the U.S. Reporter from other U.S. persons	3158	1			
• DECREASE IN U.S. REPORTER'S EQUITY INTEREST IN THIS AFFILIATE					
85. Liquidation of affiliate or sale (partial or total) of equity interest in this affiliate by the U.S. Reporter either to this affiliate or to other foreign persons	3159	1			
86. Return of capital contributions to the U.S. Reporter and other transactions of the U.S. Reporter with foreign persons that decrease equity in this affiliate — Specify	3160	1			
87. Sale (partial or total) of equity interest in this affiliate by the U.S. Reporter to other U.S. persons	3161	1			
88. TOTAL — Equals sum of items 82, 83, and 84, minus sum of items 85, 86, and 87	3162	1	\$		
89. BEA USE ONLY	3165	1			2

Part III — INVESTMENT AND TRANSACTIONS BETWEEN THE U.S. REPORTER AND THE FOREIGN AFFILIATE — Continued

Section D — Receipts and Payments Between the U.S. Reporter and the Foreign Affiliate — See <i>Additional Instructions for Part III, Section D, on page 13 at the back of this form.</i>	Receipt by U.S. Reporter from foreign affiliate — net of foreign tax withheld (1)				Payments by U.S. Reporter to foreign affiliate — net of U.S. tax withheld (2)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
Report these items based on the books of the U.S. Reporter. Enter amounts received, paid, or entered into intercompany accounts, whichever occurred first.								
90. Interest on amounts reported in items 79 and 80, including interest on capital leases 3166	1				3			
91. Royalties, license fees, and other fees for the use or sale of intangible property 3167	1				3			
92. Charges for use of tangible property including film and television tape rentals 3168	1				3			
93. Allocated expenses and sales of services 3170	1				3			
94. TOTAL — Sum of items 90 through 93 3180	1				3			

NOTE: Complete item 95 **ONLY** if item 93, column 1 or 2, has an entry

95. Allocated expenses and sales of services by type — Enter the service number, from the chart below, which represents the predominant type of service reported in item 93. <i>Additional instructions are found on page 13 at the back of this form.</i> 3181	Service number							
	1	2	3	4	5	6	7	8

Service number	Type of service
1	Accounting, auditing, and bookkeeping
2	Computer and information
3	Financial
4	Insurance
5	Management, consulting and public relations
6	Research, development, and testing
7	Transportation
8	All other

96. BEA USE ONLY 3179		
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Part IV — U.S. EXPORTS TO AND IMPORTS FROM 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 2004. 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 goods 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 distribution — Include the value of natural gas that is exported or imported as trade in goods. Do not include as an export or import natural gas that you do not produce or sell at wholesale. The transmission of natural gas for others via a pipeline without producing or wholesaling the natural gas is considered a service and should not be reported as trade in goods.

Electricity and water — Report the value of electricity and water as exports and imports if the product value can be separated out from the service value. Report **ONLY** the product value (electricity and water). **DO NOT** report the service value (transmission and distribution).

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)	(4)	(1)	(2)	(3)	(4)	(1)	(2)	(3)	(4)
97. Total goods shipped in FY 2004 from the U.S. to this affiliate 4173	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
	1				2				3			
	\$				\$				\$			

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)	(4)	(1)	(2)	(3)	(4)	(1)	(2)	(3)	(4)
98. Total goods shipped in FY 2004 to the U.S. by this affiliate 4178	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
	1				2				3			
	\$				\$				\$			

Remarks

Part V — OTHER DETAILED FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGN AFFILIATE —
See **Additional Instructions** for Part V on page 14 at the back of this form

99. Is this a majority owned affiliate?

2018 1 Yes — Continue with item 100
 2 No — Skip items 100 through 114 and continue with the Supplement A on page 10.

• DISTRIBUTION OF SALES OR GROSS OPERATING REVENUES

100. Sales or gross operating revenues, excluding sales taxes	TOTAL <i>Column (1) equals the sum of columns (2) through (7)</i>				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)			
a. Column (1) equals item 38 column (2).	Bil.	Mil.	Thous.	Dols.						
2054	\$				\$	\$	\$	\$	\$	

• INTEREST, DEPRECIATION AND DEPLETION, AND TAXES

	Amount			
	Bil.	Mil.	Thous.	Dols.
101. 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 41 and 44. Do not net against interest expensed, item 102.	2124	\$		
102. 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 101.	2125			
103. Current-period depreciation and depletion — Current-period charges against property, plant, equipment included in item 55.	2020			
104. 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			

• RESEARCH AND DEVELOPMENT (R&D) EXPENDITURES — 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.
NOTE — Item 105 pertains to R&D performed by the foreign affiliate, including R&D performed by the affiliate for others under contract and excluding R&D performed for the affiliate by others. This is the basis on which National Science Foundation surveys request information on R&D.

105. R&D performed by the affiliate 2138 \$

• ROYALTIES, LICENSE FEES, AND OTHER FEES FOR THE USE, SALE, OR PURCHASE OF INTANGIBLE PROPERTY

106. Total Receipts — Include royalties, license fees, and other amounts from U.S. persons other than the U.S. Reporter and from all foreign persons that were received by or credited to this affiliate for the use or sale of intangible property. 2130 \$

107. Total payments — Include royalties, license fees, and other amounts paid or credited by this affiliate to U.S. persons other than the U.S. Reporter and to all foreign persons for the use or purchase of intangible property. 2134 \$

• EMPLOYMENT BY STANDARD OCCUPATION CLASSIFICATION (SOC) — See **Additional Instructions**, page 14, for a list of the major SOC groups.

• NUMBER OF EMPLOYEES — Sum of items 108 and 109 equals item 51

108. Managerial, professional and technical employees (SOC 11-29) 2066

109. All other employees (SOC 31-55) 2067

• EMPLOYEE COMPENSATION — Sum of items 110 and 111 equals item 52

110. Managerial, professional and technical employees (SOC 11-29) 2073 \$

111. All other employees (SOC 31-55) 2074 \$

112. BEA USE ONLY 2076

Remarks

Part V — OTHER DETAILED FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGN AFFILIATE — Continued

To be completed only if foreign affiliate is majority-owned

113. 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 38, column 2, were any of the sales or revenues generated by insurance related activities covered by industry codes 5243 or 5249?

2180 1 Yes – Answer b and c

2 No – Skip to 114

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.

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.

	Amount			
	Bil.	Mil.	Thous.	Dols.
1				
2181	\$			
1				
2182	\$			

114. 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 38, column 2, were any of the sales or revenues generated by wholesale or retail trade activities?

2183 1 Yes – Answer b and c

2 No – Skip to Supplement A

NOTE: Complete b and c ONLY if 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 2004.

	Amount (1)			
	Bil.	Mil.	Thous.	Dols.
1				
2184	\$			

c. Enter the closing balances at the end of fiscal years 2003 and 2004 of the inventory of goods purchased for resale without further processing.

	BALANCES							
	Close FY 2004 (1)				Close FY 2003 (Unrestated) (2)			
	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
1					2			
2185	\$				\$			

Remarks

C

LIST OF ALL FOREIGN AFFILIATES FULLY CONSOLIDATED INTO THE REPORTING FOREIGN AFFILIATE

Identification — Name of foreign affiliate as shown in item 2 of Form BE-10B(SF)

Supplement B — This list must be completed for the foreign affiliate for which the U.S. Reporter is reporting consolidated financial and operating data to BEA; each foreign affiliate fully consolidated must be more than 10 percent owned, directly or indirectly, by the U.S. Reporter and must also be more than 50 percent owned by the foreign affiliate named in item 2, of Form BE-10B(SF). The number of foreign affiliates listed below plus the reporting foreign affiliate must agree with Part I, item 3, of Form BE-10B(SF). Continue listing onto as many copied pages as needed.

NOTE – Consolidate affiliates only if they are located in the same country and are in the same BEA 4-digit industry or are integral parts of the same business operation.

BEA USE ONLY	(1)	(2)	(3)	(4)
	Name and country of location of each foreign affiliate fully consolidated in this Form BE-10B(SF)	Name of foreign affiliate which holds the direct equity interest in the foreign affiliate listed in column (2)	Percentage of direct ownership at close FY 2004 which the foreign affiliate listed in column (3) has in the foreign affiliate listed in column (2) (Enter percentage to the nearest tenth.)	
6002				. %
6003				. %
6004				. %
6005				. %
6006				. %
6007				. %
6008				. %
6009				. %
6010				. %
6011				. %
6012				. %
6013				. %
6014				. %
6015				. %

**BENCHMARK SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 2004
FORM BE-10B(SF)
ADDITIONAL INSTRUCTIONS BY ITEM**

Part I — IDENTIFICATION OF FOREIGN AFFILIATE

7. 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.

12. 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.

30.—38.

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 41 below.

Holding companies (ISI code 5512) must show total income as reported in item 45. To be considered a holding company, income from equity investments (items 42) must be more than 50 percent of total income (item 45). 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 14.

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

• Section A — Income Statement

- 41. 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 14.
- 42. Income from equity investments in foreign affiliates** — Report income from equity investments shown in item 57 of all foreign affiliates whether or not they are required to file a form BE-10B. Do not report interest income here. Report interest in item 41 or 44 as appropriate.
- 44. Other income** — Report income from other equity investments shown on line 58, non-operating income, and other income not included in items 41–43.
- 46. 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 41) 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.
- 47. Foreign income taxes** — Exclude production royalty payments and U.S. income taxes.
- 48. 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 — Number of Employees and Employee Compensation

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

- a. Wages and salaries** — Report gross earnings of all employees before deduction of employees' payroll withholding taxes, social insurance contributions, group insurance premiums, union dues, etc. Include time and piece rate payments, cost of living adjustments, overtime pay and shift differentials, bonuses, profit sharing amounts, and commissions. Exclude commissions paid to independent personnel who are not employees. Include direct payments by employers for vacations, sick leave, severance (redundancy) pay, etc. Exclude payments made by, or on behalf of, benefit funds rather than by the employer. (Include employer contributions to benefit funds in "employee benefit plans" as discussed below.)

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

b. 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 C — Balance Sheet of Foreign Affiliate

- 54. Current assets** — Include deposits in financial institutions and other cash items. Do NOT include overdrafts as negative cash. Instead, report overdrafts in item 60 (current liabilities and long-term debt). Include current trade accounts receivable, notes receivable, and other current receivables. Include certificates of deposits (CDs) representing cash on deposit with others and coming due within 12 months of the balance sheet date. Report CDs coming due more than 12 months from the balance sheet date in item 58 (other noncurrent assets). Include inventories and other current assets, including land held for resale and current marketable securities.
- 55. 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, 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. Insurance companies see **Special Instructions**, B.2., page 15.)
- 58. Other noncurrent assets** — Include the noncurrent portion of CDs representing cash on deposit with others and coming due more than 12 months from the balance sheet date; other equity investments, whether carried at cost or on the equity basis; other noncurrent investments; intangible assets net of amortization; noncurrent marketable securities; noncurrent accounts and trade notes receivable net of allowance for doubtful items; and any other noncurrent assets not reported elsewhere. Report credit balances in these accounts in item 61 (other noncurrent liabilities).
- 60. Current liabilities and long-term debt** — Include current trade accounts and trade notes payable; overdrafts, other current liabilities and long-term debt. Include intercompany debt and 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.
- 61. Other noncurrent liabilities** — Include noncurrent items but exclude long-term debt. Include deferred taxes and minority interest in consolidated subsidiaries. Report debit balances in these accounts in item 58 (other noncurrent assets). Exclude long-term intercompany debt (include in item 60).
- 63. Capital stock and additional paid-in capital** — Include common and preferred, voting and nonvoting capital stock and additional paid-in capital.
- 64. Retained earnings (deficit)** — Include earnings retained by the corporation and legally available for dividends and earnings voluntarily restricted.
- 66. All other components** — Include the cumulative balance of unrealized 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 D Property, Plant and Equipment (PP&E)

72. 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.

For affiliates engaged in exploring for or developing natural resources, include exploration and development expenditures made during FY 2004 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 2004.

Part III — INVESTMENT AND TRANSACTIONS BETWEEN THE U.S. REPORTER AND THE FOREIGN AFFILIATE

• Section A — U.S. Reporter's Equity in Foreign Affiliate's Net Income, and Dividends or Distributed Earnings

77. Dividends and distributed earnings — Report this item based on the books of the U.S. Reporter. Report amount received or entered into intercompany accounts, whichever occurred first. Include amounts for which payment was made in-kind. If a receivable was booked in a prior reporting period, do not report the collection of the receivable in the current period. Show the collection as a reduction to the intercompany account item 79.

Part III — INVESTMENT AND TRANSACTIONS BETWEEN THE U.S. REPORTER AND THE FOREIGN AFFILIATE — Continued

• Section B — Debt and Other Intercompany Balances Between the U.S. Reporter and the Foreign Affiliate

79.— 80.

Disaggregate lease payments into their component parts. Report return of capital, consisting of principal payments for capital leases and the depreciation component for operating leases, in items 79 and 80. Report the interest component under capital leases in item 90. Report the net rent for operating leases in item 92.

- 79.** If the foreign affiliate has leased equipment from the U.S. Reporter under a long-term operating lease (i.e., the lease is for more than one year), then:

Include the FY 2004 closing net book value of the leased equipment in column 1, and;

Include the FY 2003 closing net book value of the leased equipment in column 2.

Obtain the closing net book value of leased equipment from the books of the U.S. Reporter.

- 80.** If the foreign affiliate has leased equipment to the U.S. Reporter under a long-term operating lease (i.e., the lease is for more than one year), then:

Include the FY 2004 closing net book value of the leased equipment in column 1, and;

Include the FY 2003 closing net book value of the leased equipment in column 2.

Obtain the closing net book value of leased equipment from the books of the foreign affiliate.

• Section C — Change in U.S. Reporter's Equity in Capital Stock and/or Additional Paid-in Capital of Incorporated Foreign Affiliate or Equity Investment in Unincorporated Foreign Affiliate

82.—84.

Increase in U.S. Reporter's Equity Interest in This Affiliate —

For a newly established or acquired affiliate, report what the U.S. Reporter paid and/or borrowed to establish or acquire the affiliate in item 82 or 84 as appropriate. Do not report the book value of the equity interest if it differs from what was paid.

85.—87.

Decrease in U.S. Reporter's Equity Interest in This Affiliate —

For an affiliate that is sold, report the sale price in item 85 or 87 as appropriate. Include foreign income taxes, if any, on gains (and tax refunds on losses) in the calculation of these items. Report the ending intercompany debt position for the affiliate (in column 1 of items 79 and 80) as zero. If debt positions still exist, they are between a U.S. person and an unaffiliated foreign person, and may be reportable on the Department of the Treasury International Capital report forms.

For investments written off, enter zero in items 85-87. If an account receivable due to the U.S. Reporter from the affiliate is written off, report the amount of the receivable in item 83 as a capital contribution.

• Section D — Receipts and Payments Between the U.S. Reporter and Foreign Affiliate

Include amounts for which payment was made in-kind. If a receivable or payable for one of these items was booked in a prior reporting period, do not report the collection of the receivable or payment of the payable if collected or paid in the current period. Show such a collection or payment only as a reduction to an intercompany account (items 79 and 80).

- 90. Interest** — Report interest receipts and interest payments at gross. Do not net the receipts against the payments.

- 92. Charges for use of tangible property** — Include in column 1 rental payments to the U.S. Reporter under operating leases of one year or less. Include net rental payments to the U.S. Reporter under operating leases of more than one year. (Net rent equals the total rents paid to the U.S. Reporter for the reporting period less the return of capital (depreciation) component charged against the leased equipment on the books of the U.S. Reporter for the part of FY 2004 that the lease was in existence.)

Include in column 3 rent receipts from the U.S. Reporter under operating leases of one year or less. Include net rent receipts from the U.S. Reporter under operating leases of more than one year. (Net rent equals the total rents received from the U.S. Reporter less the amount of depreciation expense charged against the leased equipment on the books of the foreign affiliate for the part of FY 2004 that the lease was in existence.)

- 93. Allocated expenses and sales of services** — Include allocated expenses (such as R&D assessments) and reimbursements between the U.S. Reporter and the affiliate for management, professional, technical, or other services that are normally included in "other income" (item 44 of this form and item 40 of Form BE-10A) by the provider of the service. Also include receipts by the U.S. Reporter from, or payments by the U.S. Reporter to, the affiliate for services that are separately billed and normally included in the sales or gross operating revenues of the seller of the service (item 41 of this form and item 37 of Form BE-10A). Telecommunications carriers should **not** include receipts and payments for message telephone services. Report data for these services on Form BE-20 (Benchmark) or BE-25 (Quarterly Survey of Transactions between U.S. and Unaffiliated Foreign Persons in Selected Services and in Intangible Assets).

95. Allocated expenses and sales of services by type —

- a. Accounting, auditing, and bookkeeping services** — Receipts and payments for services related to recording of commercial transactions for businesses and others; preparation of financial statements, budgets, tax returns, billing, payroll, and other financial records; auditing and examination of accounting records and financial statements. Exclude data processing and tabulating services; instead, include them in computer and information services.

- b. Computer and information services** — Receipts and payments for:

1. Data entry processing (both batch and remote), and tabulation; computer systems analysis, design, and engineering; custom software and programming services (including web site design); integrated hardware/software systems; and other computer services (e.g., timesharing, maintenance, web site management, and repair).
2. Business and economic data base services, including business news, stock quotation, and financial information services; medical legal, technical, demographic, bibliographic, and similar data base services; general news services, such as those purchased from a news syndicate; direct non-bulk subscriptions (including online) to newspapers and periodicals; and other information services, including reservation systems and credit reporting and authorization systems. For airline reservation systems, include booking fees from foreign carriers for the use of your reservation system, whether accessed directly or by a U.S. or foreign travel agent.

Exclude operational leasing of computer and data equipment; rights to use, distribute, or reproduce general use software; and prepackaged computer software physically shipped to or from the United States and reported on import or export declarations.

- c. Financial services** — Receipts and payments for the following types of financial services:

- Brokerage including foreign exchange brokerage,
- Private placement of securities,
- Underwriting of securities,
- Financial management,
- Credit-related services,
- Financial advisory and custody services,
- Securities lending,
- Origination fees in connection with over-the-counter derivative financial instruments, but only if the fees are separately identified in transaction documentation issued by the dealers in the instruments to the customers, and are not considered undifferentiated components of overall trading or market making gains,
- Asset pricing,
- Security exchange listing fees,
- Demand deposit fees,
- Securities rating services,
- Electronic funds transfer,
- Check processing fees,
- Mutual fund exit fees, load charges, and "12b-1" service fees,
- Securities redemption or transfer,
- ATM network services,
- Securities or futures clearing and settling services.

PART III — INVESTMENT AND TRANSACTIONS BETWEEN THE U.S. REPORTER AND THE FOREIGN AFFILIATE — Continued

DO NOT report as financial services:

- Fees for commodity or merchandise brokerage services,
- Earnings from buying and selling (i.e., trading) commercial paper or other securities for your own account,
- Gains or losses due to selling or revaluing securities,
- Funding for sales promotion and representative offices (report in "other" services),
- Interest under repurchase or reverse repurchase agreements,
- Earnings from dealer markups on buy and sell transactions (i.e., bid/ask price spreads),
- Real estate brokerage fees,
- Business brokerage fees,
- Annuity purchases and payments to annuitants,
- Pension fund contributions and benefits,
- Earnings of principals from buying and selling of financial instruments,
- Bid/ask price spreads and trading profits on dealing in foreign currencies, securities, and other financial instruments,
- Insurance premiums and losses, and commissions on insurance,
- Interest and dividend receipts and payments

d. Insurance services — Column 1 includes amounts received by the U.S. Reporter from the foreign insurance affiliate for losses incurred by the U.S. Reporter under primary insurance sold to the U.S. Reporter by the foreign affiliate. Column 2 includes premiums paid by the U.S. Reporter to the foreign affiliate for the purchase of primary insurance from the foreign affiliate.

Also includes receipts and payments for services auxiliary to insurance, such as agent's commissions, actuarial services, brokering and agency services and salvage administration services.

e. Management, consulting, and public relations services — **Includes** expenses allocated by the U.S. Reporter to the foreign affiliate for management, consulting, and public relations services performed by the U.S. Reporter or someone other than the U.S. Reporter and charged to the U.S. Reporter.

EXCLUDES the following types of services:

- Computer consulting services — (include in other.)
- Management of health care facilities — (include in other.)
- Consulting engineering services related to actual or proposed construction projects — (include in other.)
- Public relations services that are an integral part of an advertising campaign (include in other.)

f. Research, development, and testing services — Receipts and payments between the U.S. Reporter and the foreign affiliate for commercial and noncommercial research, product development services, and testing services.

g. Transportation — Column 1 includes amounts received by the U.S. Reporter from the foreign affiliate for carrying goods from the United States to foreign destinations and between foreign destinations. Column 2 includes amounts paid by the U.S. Reporter to the foreign affiliate for carrying goods from foreign countries to U.S. destinations or between foreign destinations.

Part V — OTHER DETAILED FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGN AFFILIATE

100. Distribution of sales or gross operating revenues — Report the source of real estate rental income in columns 2 through 7 based on the location of the property. 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.

105. 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.

108.—111.

Employment by Standard Occupation Classification (SOC)

Managerial, professional and technical employees — Covers employees in 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 User Guide** can be found at the Bureau of Labor Statistics web site www.bls.gov. Select Standard Occupational Classification (SOC).

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

A. Certain realized and unrealized 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 43:

- 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 43, 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 67 (all other components of accumulated other comprehensive income (loss)).

EXCLUDE from item 43, income from explicit fees and commissions. Include income from these fees and commissions as part of your income from operations in items 30 through 37.

2. Real estate companies — Include in item 43:

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

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 38 column 2, 41, and 100. Such expenses, including the net book value of the real estate sold, should be reported as costs of goods sold in item 46. Do not net the expenses against the revenues.

**Part V — OTHER DETAILED FINANCIAL AND OPERATING
DATA OF MAJORITY- OWNED FOREIGN
AFFILIATE — Continued**

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-10 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 and 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 41)** — 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 42 and exclude certain realized and unrealized gains or losses that are to be reported in item 43.

- b. **Certain realized and unrealized gains (losses) (item 43)** — See *Special Instructions, A.1.*
- c. **Cost of goods sold or services rendered and selling, general, and administrative expenses (item 46)** — 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. **Current assets (item 54)** — Include current items such as agent's balances, uncollected premiums, amounts recoverable from reinsurers, and other current notes and accounts receivable (net of allowances for doubtful items) arising from the ordinary course of business.
- e. **Current liabilities and long-term debt (item 60)** — 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," unless they are clearly current liabilities.
- f. **Expenditures for property, plant, and equipment (item 73)** — Include expenditures and all related depreciation, depletion, and like charges 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

SUMMARY OF INDUSTRY CLASSIFICATIONS**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