bea
Bureau of Economic Analysis
U.S. DEPARTMENT OF COMMERCE

2023 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
MANDATORY — CONFIDENTIAL
BE-11A (Report for U.S. Reporter)

Due Date: May 31, 2024

Electronic Filing: Go to **www.bea.gov/efile** for details

Mail reports to: Bureau of Economic Analysis
Direct Investment Division, BE-69(A)
4600 Silver Hill Road
Washington, DC 20233

Deliver reports to: Bureau of Economic Analysis
Direct Investment Division, BE-69(A)
4600 Silver Hill Road
Suitland, MD 20746

Fax reports to: (301) 278-9502

Assistance: E-mail: **be10/11@bea.gov**
Telephone: (301) 278-9418
Copies of form: **www.bea.gov/dia**

Please include your Reporter Identification Number with all requests.

Reporter ID Number* **A**
*Do not enter Social Security Number in Reporter ID box

1 Name and address of U.S. Reporter

Form used in U.S. MNE 2023-Revised data collection.
Presented here for historical record.
Find current forms at www.bea.gov/dia.

IMPORTANT

Instruction Booklet — Contains additional instructions, definitions, and detailed reporting requirements for completing this form.

Who must report — Form BE-11A must be filed by each U.S. person that has a foreign affiliate reportable in fiscal year 2023. Data on Form BE-11A pertain to the fully consolidated U.S. domestic business enterprise for the U.S. Reporter's 2023 fiscal year. **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, BE-11C, or BE-11D.

Monetary Values — Report in U.S. dollars rounded to thousands (omitting 000).
EXAMPLE – If amount is $1,334,891.00, report as . . . . . .

	$ Bil.	Mil.	Thous.	Dols.
1		1	335	000

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

MANDATORY CONFIDENTIALITY PENALTIES 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). The filing of reports is mandatory and the Act provides that your report to this Bureau is confidential. Whoever fails to report may be subject to penalties. See page 11 for additional details.

CONTACT INFORMATION

Provide information of person to consult about this report:

0990 Name 0

0991 Street 1 0

0992 Street 2 0

0993 City 0 State Zip

0994 Telephone Number 0 (___ ___ ___) ___ ___ ___ – ___ ___ ___ ___ Extension

0997 Fax Number 0 (___ ___ ___) ___ ___ ___ – ___ ___ ___ ___

0999 E-mail Address 0

NOTE: BEA uses a Secure Messaging System to correspond with you via encrypted message to discuss questions relating to this form. We may use your e-mail address for survey-related announcements and to inform you about secure messages. **When communicating with BEA by e-mail, please do not include any confidential business or personal information. This includes your Social Security Number which should never be provided to BEA via any method of transmission.**

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 instructions Part IV.E of the Instruction Booklet, estimates may have been provided.

Signature of Authorized Official Date

0995 Name 0 Title

0996 Telephone Number 0 (___ ___ ___) ___ ___ ___ – ___ ___ ___ ___ Extension

1001 Fax Number 0 (___ ___ ___) ___ ___ ___ – ___ ___ ___ ___

Part I – Identification of U.S. Reporter

2 **Intentionally blank**

3 **If the U.S Reporter is a business enterprise, is the U.S. Reporter owned to the extent of more than 50% of its voting stock by another 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 a 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.*

4 **What is the Employer Identification Number(s) used by the U.S. Reporter to file income and payroll taxes?** *Show additional numbers on a separate sheet if necessary.*

1004 [1] __ __ — __ __ __ __ __ __ __ [2] __ __ — __ __ __ __ __ __ __

5 **How many foreign affiliate reports (Forms BE-11B, BE-11C, and BE-11D) are you required to file?**

1005 [1]

6 **What is the ending date of this U.S. Reporter's 2023 fiscal year? —** The U.S. Reporter's financial reporting year that has an ending date in calendar year 2023. *See* ***Instruction Booklet****, Part II.A.*

Month Day Year

1006 [1] __ __ / __ __ / **2 0 2 3**

7 **Is the U.S. Reporter named in 1 a U.S. affiliate of a foreign person and required to file a 2023 Form BE-15 Annual Survey of Foreign Direct Investment in the United States?**

1011

[1] **1** ☐ **Yes** — *Complete* ***only*** **34** *through* **37** *on the remainder of this Form BE-11A. Also complete Form(s) BE-11B/C/D, as required.*

[1] **2** ☐ **No** — *Continue with* **9** *(Major activity of the fully consolidated domestic U.S. Reporter).*

8 **Intentionally blank**

Form used in U.S. MNE 2023-Revised data collection.
Presented here for historical record.
Find current forms at www.bea.gov/dia.

Remarks

BEA USE ONLY						
	1012	1	2	3	4	5
	1028	1	2	3	4	5
	1029	1	2	3	4	5
	1030	1	2	3	4	5
	1031	1	2	3	4	5

Part I – Identification of U.S. Reporter — Continued

9 **What is the major activity of the 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] **1** ☐ Producer of goods
- [1] **2** ☐ Seller of goods the U.S. Reporter does not produce
- [1] **3** ☐ Producer or distributor of information
- [1] **4** ☐ Provider of services
- [1] **5** ☐ Other – *Specify* [0]

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.")*

1014 [0]

Enter the 4-digit International Surveys Industry (ISI) code(s) and the sales associated with each code in items 11 through 20.

Holding company (ISI code 5512) is often an invalid industry classification for a conglomerate. A conglomerate must determine its industry code based on the activities of the fully consolidated domestic U.S. business enterprise.

Column 1 – ISI Code — See the Summary of Industry Classifications on pages 12 and 13. For a full explanation of each code, see the *Guide to Industry Classifications for International Surveys, 2017* located at **www.bea.gov/naics2017**. **For an inactive U.S. Reporter, base the industry classification(s) on its last active period; for "start-ups" with no sales, show the intended activities.**

Column 2 – Sales

INCLUDE

- Total sales or gross operating revenues, excluding sales taxes, returns, allowances, and discounts.
- Fees and commissions.
- Revenues generated during the year from the operations of a discontinued business segment.
- ONLY finance and insurance companies and units should report dividends and interest.
- Total income of holding companies (ISI code 5512).

EXCLUDE

- Investment gains and losses reported in item **32**.
- Sales or consumption taxes levied directly on the consumer.
- Excise taxes levied directly on manufacturers, wholesalers, and retailers.
- Gains or losses from DISPOSALS of discontinued operations and gains and losses from derivative instruments (report as certain gains (losses) in item **32**).
- Dividends and interest earned by non-finance and non-insurance companies and units.

NOTE: *Dealers in financial instruments and finance, insurance, and real estate companies see* ***Special Instructions*** *on page 11.*

Form used in U.S. MNE 2023-revised data collection.
Presented here for historical record.
Find current forms at www.bea.gov/bea.

What is the U.S. Reporter's industry (ISI) code(s) and value(s) for:		ISI code (1)		Sales or gross operating revenues (2) $ Bil. Mil. Thous. Dols.
11 Largest sales or gross operating revenues?	1015	[1]	[2]	000
12 2nd largest sales or gross operating revenues?	1016	[1]	[2]	000
13 3rd largest sales or gross operating revenues?	1017	[1]	[2]	000
14 4th largest sales or gross operating revenues?	1018	[1]	[2]	000
15 5th largest sales or gross operating revenues?	1019	[1]	[2]	000
16 6th largest sales or gross operating revenues?	1020	[1]	[2]	000
17 7th largest sales or gross operating revenues?	1021	[1]	[2]	000
18 8th largest sales or gross operating revenues?	1022	[1]	[2]	000
19 9th largest sales or gross operating revenues?	1023	[1]	[2]	000
20 10th largest sales or gross operating revenues?	1024	[1]	[2]	000
21 Sales or gross operating revenues not accounted for above?	1026		[2]	000
22 **What is the U.S. Reporter's total sales or gross operating revenues?** *Sum of* **11** *through* **21**	1027		[2]	000

23 through **25** Intentionally blank

Part I – Identification of U.S. Reporter — Continued

SIZE OF U.S. REPORTER

26 **Did this U.S. Reporter have any one of these three items – (1) total assets, (2) sales or gross operating revenues, excluding sales taxes, or (3) net income (loss) – greater than $300 million at the end of, or for, the U.S. Reporter's 2023 fiscal year?**

2030

[1] **1** ☐ **Yes** — *Skip Part II, then continue with Part III on page 5.*

[1] **2** ☐ **No** — *Complete Part II, skip Part III, then continue to Part IV on page 10.*

Part II – Selected Financial and Operating Data of U.S. Reporter

*Complete **ONLY** if the answer to* **26** *is "No."*

NET INCOME, ASSETS, LIABILITIES, AND EMPLOYEES

What are the U.S. Reporter's values for:

		$ Bil. Mil. Thous. Dols.
27 Net income (loss)? – *See* **31** *on page 5 for instructions*	2031	[1] 000
28 Total assets? — Balance at close of fiscal year	2032	[1] 000
29 Total liabilities? — Balance at close of fiscal year	2033	[1] 000
		Number of employees
30 Total number of employees? — Report the total number of employees for the year. *(See* **41** *on page 7 for an explanation of "number of employees.")*	2034	[1]

→ *Skip to Part IV on page 10.*

Remarks

Form used in U.S. MNE 2023-Revised data collection.
Presented here for historical record.
Find current forms at www.bea.gov/dia.

BEA USE ONLY	2036	1

Part III – Financial and Operating Data of U.S. Reporter

Complete ONLY if the answer to **26** *is "Yes."*

Section A — Net Income, Certain Gains (Losses), and U.S. Income Taxes

What are the U.S. Reporter's value(s) for:

		$	Bil.	Mil.	Thous.	Dols.
31	Net income (loss), after provision for U.S. income taxes?— **INCLUDE**:	3046	1			000

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 FASB ASC 830 (FAS 52), these gains (losses) must be adjusted to include the closing balance in the foreign affiliate's translation adjustment account.

		$	Bil.	Mil.	Thous.	Dols.
32	Certain gains (losses)?— Read the following instructions carefully as they 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 **33**. Report gains (losses) resulting from:	3039	1			000

a Sales or other dispositions of financial assets, including investment securities; gains (losses) related to fair value accounting; FASB ASC 320 holding gains (losses) on securities classified as trading securities; FASB ASC 320 impairment losses; FASB ASC 321 unrealized holding gains (losses) on securities measured at fair value; and gains and losses derived from derivative instruments; *Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies, see* ***Special Instructions****, A.1., page 11;*

b. Sales or dispositions of land, other property, plant and equipment, or other assets, and FASB ASC 360 (FAS 144) impairment losses. **EXCLUDE** gains or losses from the sale of inventory assets in the ordinary course of trade or business. *Real estate companies, see* ***Special Instructions****, A.2., page 11;*

c. Goodwill impairment as defined by FASB ASC 350 (FAS 142);

d. Restructuring. **INCLUDE** 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 **34**;

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. **INCLUDE** losses from accidental damage or disasters after estimated insurance reimbursement. **INCLUDE** other material items, including write-ups, write-downs, and write-offs of tangible and intangible assets; gains (losses) from the sale or other disposition of capital assets; and gains (losses) from the sale or other disposition of financial assets, including securities, to the extent not included above. **EXCLUDE** legal judgments;

h. The cumulative effect of a change in accounting principle(s); and

i. The cumulative effect of a change in the estimate of stock compensation forfeitures under FASB ASC 718 (FAS 123(R)).

		$	Bil.	Mil.	Thous.	Dols.
33	U.S. income taxes?— Provision for U.S. Federal, state, and local income taxes. **EXCLUDE** production royalty payments	3043	1			000

Remarks

BEA USE ONLY	3050	1

Form used in U.S. MNE 2023-Revised data collection.
Presented here for historical record.
Find current forms at www.bea.gov/bia.

Section B — 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, including sales related to intellectual property rights. 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.c and d., page 11.*

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

- Mass produced media, including exposed film, video tapes, DVDs, audio tapes, and CDs.
- Books. NOTE: Report revenues associated with the design, editing, and marketing activities for producing and distributing books that you both publish and sell as sales of services.
- 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 **39**.
- Bulk sales of newspapers and periodicals sold in retail stores. NOTE: Report subscription sales as sales of services in **39**.
- 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 be reported as sales of services in **39**.

39 Sales of services — Services are normally economic outputs that are intangible. Sales of services include, but are not limited to:

- Advertising revenue, including placement of ads in print, broadcast, or digital media.
- Commissions and fees earned by companies engaged in finance and real estate activities.
- 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.
- Newspapers and periodicals sold through subscriptions, whether by mail, electronic subscription, or other means. NOTE: Report bulk sales as sales of goods in **38**.
- Transportation, including by air, rail, tanker, truck, or pipeline, and warehousing.
- Income from transactions in intellectual property, including franchise fees and the right to use, reproduce and/or distribute, intellectual property, including:
  - patents, process, trade secrets, and trademarks;
  - books or music, recorded performances and events, and broadcasting live performances and events, excluding on physical media;
  - general use computer software, excluding on physical media.
- Computer services, including sales of customized software, cloud computing, and data storage services.
- Electricity, natural gas, and water transmission and distribution.
- Operating electronic markets bringing together buyers and sellers of goods and services using the Internet or other electronic means.
- Real estate rental income. NOTE: Report in **35** through **37** based on the location of the property.

40 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 **39**.

Finance or insurance companies that include investment income in gross operating revenues should report the source of such investment income in **35** through **37** 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.

Form used in U.S. MNE 2023-Revised data collection.
Presented here for historical record.
Find current forms at www.bea.gov/bia.

		$	Bil.	Mil.	Thous.	Dols.
34 What are the U.S. Reporter's sales or gross operating revenues, excluding sales taxes? (Equals the sum of 35, 36, and 37 and the sum of 38, 39, and 40)	3147	1				000

BY TRANSACTOR

What are the U.S. Reporter's value(s) for:		$	Bil.	Mil.	Thous.	Dols.
35 Sales to U.S. persons?	3101	1				000
36 Sales to foreign affiliates of this U.S. Reporter?	3102	1				000
37 Sales to other foreign persons?	3103	1				000

BY TYPE

What are the U.S. Reporter's value(s) for:		$	Bil.	Mil.	Thous.	Dols.
38 Sales of goods?	3148	1				000
39 Sales of services, including intellectual property rights?	3149	1				000
40 Investment income?	3150	1				000

BEA USE ONLY	3250	1

Part III – Financial and Operating Data of U.S. Reporter — Continued

Section C — Employment

Report the number of employees on the payroll at the end of FY 2023 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 2023. If the number of employees at the end of FY 2023 (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 2023. 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
41 **What is the U.S. Reporter's total number of employees?**	3253 1	

Report employee compensation expenditures, the base compensation data on payroll records, made by an employer in connection with the employment of workers, including cash payments, payments-in-kind, and employer expenditures for employee benefit plans including those required by statute. **Total employee compensation consists of wages and salaries of employees and employer expenditures for all employee benefit plans.** Report compensation that 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. **EXCLUDE** data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods. **EXCLUDE** compensation of contract workers not carried on the payroll of this U.S. Reporter.

		$ Bil. Mil. Thous. Dols.
42 **What is the U.S. Reporter's total employee compensation expenditure?** — Report, for all employees in **41**, the sum of wages and salaries and employee benefit plans.	3257 1	000

Form used in U.S. MNE 2023-Revised data collection.
Presented here for historical record.
Find current forms at www.bea.gov/dia.

Section D — Balance Sheet Items

NOTE: Do not fully consolidate your foreign operations.

What are the U.S. Reporter's values for:

		Balance at close of fiscal year $ Bil. Mil. Thous. Dols.
ASSETS		
43 Equity investments in foreign affiliates? — Report on the equity basis enterprises owned 20 to 100 percent. Report at fair value enterprises owned less than 20 percent	3369 1	000
44 All other assets?	3370 1	000
45 Total assets?—Sum of **43** and **44**	3371 1	000
LIABILITIES AND OWNERS' EQUITY		
46 Total liabilities?	3375 1	000
47 Total owners' equity?— **45** minus **46**	3376 1	000

Remarks

48 Intentionally blank

BEA USE ONLY	3260	1

Part III – Financial and Operating Data of U.S. Reporter — Continued

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

NOTE: PP&E expenditures includes expenditures for 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 expenditures for other types of intangible assets, and land held for resale.

INCLUDE items leased from others (including land). Also **INCLUDE** the expenditure for the capitalized value of timber, mineral, and similar rights leased by the U.S. Reporter from others. **EXCLUDE** items the U.S. Reporter has leased to others.

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 2023.

For U.S. Reporters engaged in exploring for, or developing, natural resources, INCLUDE exploration and development expenditures made during FY 2023 that were capitalized, including capitalized expenditures to acquire or lease mineral rights. **EXCLUDE** adjustments for expenditures charged against income in prior years but subsequently capitalized during FY 2023.

Insurance companies should **INCLUDE** expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET.

		$ Bil.	Mil.	Thous.	Dols.
49 **What is the U.S. Reporter's expenditure for new and used property, plant, and equipment (PP&E)?**	3480	1			000

50 **Were total assets and/or total liabilities affected by implementation of FASB ASC 842 Lease Accounting?**

3488 [1] **1** ☐ **Yes**

[1] **2** ☐ **No**

Section F — Interest and Taxes

What are the U.S. Reporter's value(s) for:

		$ Bil.	Mil.	Thous.	Dols.
51 Interest income? — Report interest received by or due to the U.S. Reporter from all payors (including affiliated persons), net of tax withheld at the source. **INCLUDE** all interest receipts included in **31** and **34**. *Do not net against interest expensed,* **52**	3587	1			000
52 Interest expensed or capitalized? — Report interest expensed or capitalized by the U.S. Reporter, paid or due to all payees (including affiliated persons), gross of tax withheld. *Do not net against interest income,* **51**	3588	1			000
53 Taxes (except income and payroll taxes) and nontax payments (other than production royalty payments)?	3590	1			000

- 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 —
  - — Sales, consumption, and excise taxes collected by the U.S. Reporter on goods and services the U.S. Reporter sold;
  - — Property and other taxes on the value of assets and capital;
  - — Any remaining taxes (other than income and payroll taxes); and
  - — Import and export duties, license fees, fines, penalties, and all other payments or accruals of nontax liabilities (except production royalty payments for natural resources).

Form used in U.S. MNE 2023-Revised data collection.
Presented here for historical record.
Find current forms at www.bea.gov/dia.

Section G — Banking Industry Activities

54 **In 11 through 20, did you report sales for ISI codes 5221 or 5229 (depository or non-depository banking)?**

3600 [1] **1** ☐ **Yes**

[1] **2** ☐ **No** — *Skip to* **56**

55 **What are the U.S. Reporter's values for:**

		Total Column (1) = (2) + (3) (1) $ Bil.	Mil.	Thous.	Dols.	Banking Activities in ISI codes 5221 or 5229 (2) $ Bil.	Mil.	Thous.	Dols.	All Other (3) $ Bil.	Mil.	Thous.	Dols.
Assets? — *Column (1) equals* **45**	3601	1			000	2			000	3			000
Liabilities? — *Column (1) equals* **46**	3602	1			000	2			000	3			000
Interest income? — *Column (1) equals* **51**	3603	1			000	2			000	3			000
Interest expensed or capitalized? — *Column (1) equals* **52**	3604	1			000	2			000	3			000

BEA USE ONLY	3486	1	2	3

Part III – Financial and Operating Data of U.S. Reporter — Continued

Section H — Insurance Industry Activities — Premiums earned and losses incurred

56 **Of the total sales and gross operating revenues reported in 22, column (2), were any of the sales or revenues generated by insurance related activities covered by ISI codes 5243 (Insurance carriers, except direct life insurance carriers) and 5249 (Direct life insurance carriers)?**

3591 [1] **1** ☐ **Yes** — *Answer* **57** *and* **58**
[1] **2** ☐ **No** — *Skip to* **59**

What are the U.S. Reporter's values for:

		$ Bil. Mil. Thous. Dols.
57 Premiums earned?	3592 [1]	000
58 Losses incurred?	3593 [1]	000

57 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.

58 Losses incurred?

Report losses incurred for the insurance products covered by **57** 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.

Form used in U.S. MNE 2023-Revised data collection.
Presented here for historical record.
Find current forms at www.bea.gov/dia.

Section I — Research and Development

R&D is planned, creative work aimed at discovering new knowledge or developing new or significantly improved goods and services. This includes:

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 R&D organizational units of the company or carried out by company laboratories and technical groups that are not a part of an R&D organization.

EXCLUDE R&D expenditures for:

- Costs for routine product testing, quality control, and technical services unless they are an integral part of an R&D project
- Market research
- Efficiency surveys or management studies
- Literary, artistic, or historical projects, such as films, music, or books and other publications
- Prospecting or exploration for natural resources

INCLUDE wages, salaries, and related costs; materials and supplies consumed; depreciation on R&D property and equipment, cost of computer software used in R&D activities; utilities, such as telephone, 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.

Research and development (R&D) expenditures in 59 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–11B, **33**.) Also, **INCLUDE** R&D financed by the Federal Government. **EXCLUDE** the cost of any R&D funded by the Reporter but performed by others.

		$ Bil. Mil. Thous. Dols.
59 **What is the U.S. Reporter's expenditure for research and development that it performed?**	3694 [1]	000

BEA USE ONLY	3599	1	2

Part IV – Exports and Imports By the U.S. Reporter

IMPORTANT NOTES

Report exports and imports of goods by the U.S. Reporter in FY 2023. 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. **EXCLUDE** 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. **EXCLUDE** 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).

*See **Instruction Booklet,** Part V.*

Form used in U.S. MNE 2023-Revised data collection.
Presented here for historical record.
Find current forms at www.bea.gov/dia.

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

4101

[1] **1** ☐ "Shipped" basis.

[1] **2** ☐ "Charged" basis without adjustments, because there is no material difference between the "charged" and "shipped" bases.

[1] **3** ☐ "Charged" basis with adjustments to correct for material differences between the "charged" and "shipped" bases.

EXPORTS OF GOODS BY THIS U.S. REPORTER (Valued f.a.s. U.S. port)		**TOTAL (1) = (2) + (3)** (1)				Shipped to its foreign affiliates (2)				Shipped to other foreigners (3)			
		$ Bil.	Mil.	Thous.	Dols.	$ Bil.	Mil.	Thous.	Dols.	$ Bil.	Mil.	Thous.	Dols.
61 **What is the value of the total goods shipped in FY 2023 by this U.S. Reporter to foreigners?**	4102	1			000	2			000	3			000

IMPORTS OF GOODS BY THIS U.S. REPORTER (Valued f.a.s. foreign port)		**TOTAL (1) = (2) + (3)** (1)				Shipped by its foreign affiliates (2)				Shipped by other foreigners (3)			
		$ Bil.	Mil.	Thous.	Dols.	$ Bil.	Mil.	Thous.	Dols.	$ Bil.	Mil.	Thous.	Dols.
62 **What is the value of the total goods shipped in FY 2023 to this U.S. Reporter by foreigners?**	4103	1			000	2			000	3			000

Remarks

	4104	1	2	3	4	5
BEA USE ONLY	4105	1	2	3	4	5

2023 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
FORM BE-11A
ADDITIONAL INSTRUCTIONS BY ITEM

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

Penalties — Whoever fails to report shall be subject to a civil penalty and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined 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 C.F.R. 6.3.

Notwithstanding any other provision of the law, no person is required to respond to, nor shall any person be subject to 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.

Respondent Burden — Public reporting burden for this BE-11 report **(comprising Form BE-11A and Form(s) BE-11B, BE-11C, and/or BE-11D)** is estimated to average 90.5 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, 4600 Silver Hill Rd, Washington, DC 20233; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0053, Washington, DC 20503.

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 for your files are immune from legal process. Per the Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through security monitoring of the BEA information systems.

Form used in U.S. MNE 2023-Revised data collection.
Presented here for historical record.
Find current forms at www.bea.gov/dia.

Special Instructions for Dealers in Financial Instruments, Finance Companies, Insurance Companies, and Real Estate Companies

A. Certain gains (losses) (32) 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 **32**:

- impairment losses as defined by FASB ASC 320,
- 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 FASB ASC 350 (FAS 142).

EXCLUDE from **32**, unrealized gains or losses due to changes in the valuation of financial instruments that are taken directly to owners' equity.

EXCLUDE from **32**, income from explicit fees and commissions. **INCLUDE** income from these fees and commissions as operating income in **22** and **34** and as sales of services in item **39**.

2. Real estate companies — INCLUDE in **32**:

- impairment losses as defined by FASB ASC 360 (FAS 144), and
- goodwill impairment as defined by FASB ASC 350 (FAS 142).

EXCLUDE from **32** the revenues earned and expenses incurred from the sale of real estate you own. Such revenues should be reported as operating income in **22** and **34** and as sales of goods in **38**.

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 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. Instructions for reporting specific items

a. Sales or gross operating revenues, excluding sales taxes (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 and **EXCLUDE** certain realized and unrealized gains or losses that are to be reported in **32**.

b. Certain gains (losses) (32) — *See* ***Special Instructions,*** *A.1.*

c. Sales of services (39) — INCLUDE premium income and income from other services, if any.

Calculate premiums earned by companies engaged in insurance activities 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.

d. Investment income (40) — 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 Section B — Distribution of Sales or Gross Operating Revenues,* **40**, *on page 6 to determine the location of the transactor of investment income.*

Summary of Industry Classifications

For a full explanation of each code see www.bea.gov/naics2017

Agriculture, Forestry, Fishing, and Hunting

1110 Crop production
1120 Animal production and aquaculture
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 Bakery products 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
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 hand tools
3323 Architectural and structural metals
3324 Boilers, tanks, and shipping containers
3325 Hardware
3326 Spring and wire products
3327 Machine shop products, 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, Durable Goods

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

Wholesale Trade, Nondurable Goods

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

Wholesale Trade, 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
4431 Electronics and appliance
4440 Building material and garden equipment and supplies dealers
4450 Food and beverage
4461 Health and personal care
4471 Gasoline stations
4480 Clothing and clothing accessories
4510 Sporting goods, hobby, book, and music
4520 General merchandise
4530 Miscellaneous store retailers
4540 Non-store 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

Form Used in U.S. MNE 2022-Revised data collection.
Presented here for historical record.
Find current forms at www.bea.gov/dia.

Summary of Industry Classifications — Continued

For a full explanation of each code see www.bea.gov/naics2017

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
5173 Wired and wireless telecommunication carriers
5174 Satellite telecommunications
5179 Other telecommunications
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 Non-depository credit intermediation, except branches and agencies
5229 Non-depository 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 direct life insurance carriers
5249 Direct 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, public relations, 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, 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 services

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

Form used in U.S. BAnE 2023 Revised data collection.
Presented here for historical record.
Find current forms at www.bea.gov/dia