FORM **BE-15A** (REV 3/2012)

OMB No. 0608-0034: Approval Expires 02/29/2016

BEA
BUREAU OF ECONOMIC ANALYSIS
U.S. DEPARTMENT OF COMMERCE

BE-15 Identification Number

2013 ANNUAL SURVEY OF FOREIGN DIRECT INVESTMENT IN THE UNITED STATES FORM BE–15A

Due date: **May 31, 2014**

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

Fax reports to:
(202) 606–1905*

Name and address of U.S. business enterprise

1002 Name of U.S. affiliate 0

1010 c/o (care of) 0

1003 Street or P.O. Box 0

1004 City 0 | 0998 State

1005 ZIP Code 0 | OR | Foreign Postal Code

Assistance: E-mail: be12/15@bea.gov
Telephone: (202) 606-5615
Copies of blank forms: www.bea.gov/fdi

Include your BE–15 Identification Number with all requests.

Who must file BE–15A — Form BE–15A must be filed for a majority-owned U.S. affiliate with total assets, sales or gross operating revenues, or net income greater than $300 million (positive or negative). For more information on filing requirements, see instructions I.2 on page 21. If you do not meet these filing criteria, see instruction I.A.1 on page 20 to determine which form to file.

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 19 for more details.

Person to consult concerning questions about this report — Enter name and address

1000 Name 0

1029 Address 0

1030 0

1031 0

1001 Telephone number 0 | Area code | Number | Extension

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 instruction III.C on page 22, estimates may have been provided.

Authorized official's signature | Date

0990 Print or type name 0 | 0991 Print or type title 0

0992 Telephone number 0 | 0993 Fax number 0

May fax and/or e-mail be used in correspondence between your enterprise and BEA?

* **Note** — If you choose to communicate with BEA via fax or electronic mail, BEA cannot guarantee the security of the information during transmission, but will treat information we receive as confidential in accordance with Section 5(c) of the International Investment and Trade in Services Survey Act.

1027 E-mail: 1 1 ☐ Yes (If yes, enter your e-mail address)
1 2 ☐ No

E-mail address 0 1028

1032 Fax: 1 1 ☐ Yes (If yes, enter your fax number)
1 2 ☐ No

Fax number 0 0999

Part I - Identification of U.S. Affiliate

IMPORTANT

Review the instructions starting on page 19 before completing this form. Insurance and real estate companies see special instructions starting on page 26.

- **Accounting principles** — If feasible use U.S. Generally Accepted Accounting Principles to complete Form BE–15 unless you are requested to do otherwise by a specific instruction. References in the instructions to Financial Accounting Standards Board Accounting Standards Codification Topics are referred to as "FASB ASC".
- **U.S. affiliate's 2013 fiscal year** — The affiliate's financial reporting year that had an ending date in calendar year 2013.
- **Consolidated reporting** — A U.S. affiliate must file on a fully consolidated domestic U.S. basis, including in the consolidation ALL U.S. business enterprises proceeding down each ownership chain whose voting securities are more than 50 percent owned by the U.S. business enterprise above. The consolidation rules are found in instruction IV.2 starting on page 22.
- **Rounding** — Report currency amounts in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each item.

	$ Bil.	Mil.	Thous.	Dols.
Example — If amount is $1,334,891.00 report as:		1	335	000

1 Which financial reporting standards will you use to complete this BE–15 report?

NOTE — The BE-15 report should be completed using U.S. Generally Accepted Accounting Principles (U.S. GAAP). If using U.S. GAAP to complete this report is highly burdensome, or otherwise not feasible, you may use other financial reporting standards, preferably with adjustments to correct for any material differences between U.S. GAAP and the reporting standards used.

1399 1 1 ☐ U.S. Generally Accepted Accounting Principles

1 2 ☐ International Financial Reporting Standards (as promulgated by, or adapted from, the International Accounting Standards Board) **NOTE** — Do not prepare your BE–15 report using the proportionate consolidation method.

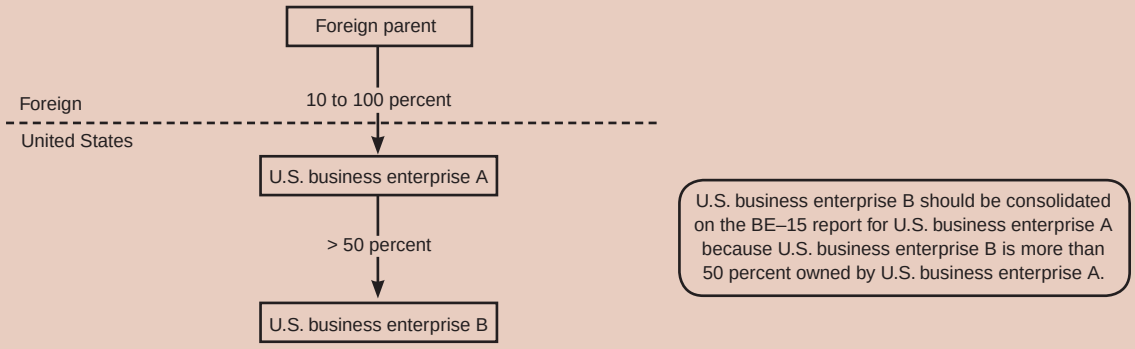
1 3 ☐ Other reporting standards — Specify the reporting standards used

2 Is more than 50 percent of the voting interest in this U.S. business enterprise owned by another U.S. affiliate of the foreign parent (see the diagram below)?

1400 1 1 ☐ Yes — If "Yes" — Do not complete this report unless exception 2.c. described in the consolidation rules on page 23 applies. If this exception does not apply, forward this BE–15 survey packet to the U.S. business enterprise owning your company more than 50 percent, and notify BEA of the action taken by filing BE–15 Claim for Exemption with item 2(d) completed on page 3 of that form. The BE–15 Claim for Exemption can be downloaded from BEA's Web site at: www.bea.gov/fdi

1 2 ☐ No — If "No" — Complete this report in accordance with the consolidation rules starting on page 22.

CONSOLIDATION OF U.S. AFFILIATES



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

	Primary	Other
	1006 1	2

Part I - Identification of U.S. Affiliate – Continued

4 **Reporting period** — Reporting period instructions are found in instruction 4 on page 23. If there was a **change in fiscal year**, review instruction 4.b. on page 23.

This U.S. affiliate's fiscal year ended in **calendar year 2013** on ..... 1007 Month Day Year 1 __ __ / __ __ / 2 0 1 3

Example — If the fiscal year ended on March 31, report for the 12-month period ended March 31, 2013.

NOTE — Affiliates with a fiscal year that ended within the first week of January 2014 are considered to have a 2013 fiscal year and should report December 31, 2013 as their 2013 fiscal year end.

5 **Did the U.S. business enterprise become a U.S. affiliate during its fiscal year that ended in calendar year 2013?**

1008 1 1 ☐ Yes If "Yes" — Enter the date the U.S. business enterprise became a U.S. affiliate and see instruction 5 on page 24 to determine how to report for the first time ..... 1009 Month Day Year 1 __ __ / __ __ / __ __ __ __

1 2 ☐ No

NOTE — For a U.S. business enterprise that became a U.S. affiliate during its fiscal year that ended in calendar year 2013, leave the close FY 2012 data columns blank.

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

1011 1 1 ☐ Incorporated in U.S.

Reporting rules for unincorporated affiliates are found in instruction 6 on page 24.

1 2 ☐ U.S. partnership — Reporting rules for partnerships are found in instruction 6.b. on page 24.

1 3 ☐ U.S. branch of foreign person — See instruction II.D. on page 22 for the definition of person.

1 4 ☐ Limited Liability Company (LLC) — Reporting rules for LLCs are found in instruction 6.c. on page 24.

1 5 ☐ Real property not in 1–4 above — Reporting rules for real estate are found in instruction V.C. on page 27.

1 6 ☐ Business enterprise incorporated abroad, but whose head office is located in the United States and whose business activity is conducted in, or from, the United States

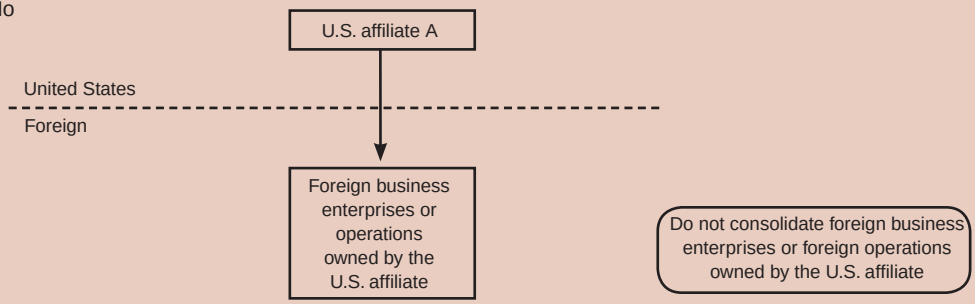
1 7 ☐ Other — Specify

7 **Does this U.S. affiliate own any foreign business enterprises or operations (see the diagram below)?**

1014 1 1 ☐ Yes If "Yes" — DO NOT consolidate foreign business enterprises or operations. Foreign operations in which you own an interest of 20 percent or more are to be deconsolidated and reported using the equity method of accounting. If your ownership interest is less than 20 percent, foreign operations are to be reported in accordance with FASB ASC 320 (formerly FAS 115). Reporting rules for foreign operations are found in instruction IV.2.a. on page 23.

NOTE — DO NOT eliminate intercompany accounts (e.g., receivables or liabilities) for holdings reported using the equity method.

1 2 ☐ No



8 **U.S. business enterprises fully consolidated in this report** — U.S. business enterprises that are more than 50-percent owned should be fully consolidated in this report, except as noted in the consolidation rules starting on page 22. **Banks, see instruction I.C. on page 21 for aggregated reporting rules.**

Enter the number of U.S. business enterprises consolidated in this report in the box below. Hereinafter they are considered to be one U.S. affiliate. If the report is for a single U.S. business enterprise, enter "1" in the box below. **Exclude from the consolidation all foreign business enterprises or operations owned by this U.S. affiliate.**

1012 1

If the number is greater than one, complete the Supplement A on page 16.

Part I - Identification of U.S. Affiliate – Continued

9 **U.S. affiliates NOT fully consolidated —** See instruction 9 on page 25.
Number of U.S. affiliates, in which this U.S. affiliate has an ownership interest, that are NOT fully consolidated in this report.

1013 1 ☐

If number is not zero, complete the Supplement B on page 17
The U.S. affiliate named on page 1 must include data for unconsolidated U.S. affiliates on an equity basis and must notify the unconsolidated U.S. affiliates of their obligation to file a Form BE–15 in their own names (see page 20 to determine the appropriate form for these affiliates to file).

10 **Did this U.S. affiliate acquire or establish any U.S. business enterprises or segments during the reporting period that are now either contained in this report on a fully consolidated basis, merged into this U.S. affiliate, or reflected as an equity investment?**

1015 1 1 ☐ Yes 1 2 ☐ No

11 **Did this U.S. affiliate sell, transfer ownership of, or liquidate any U.S. subsidiaries, operating divisions, segments, etc., during its fiscal year that ended in calendar year 2013?**

1016 1 1 ☐ Yes 1 2 ☐ No

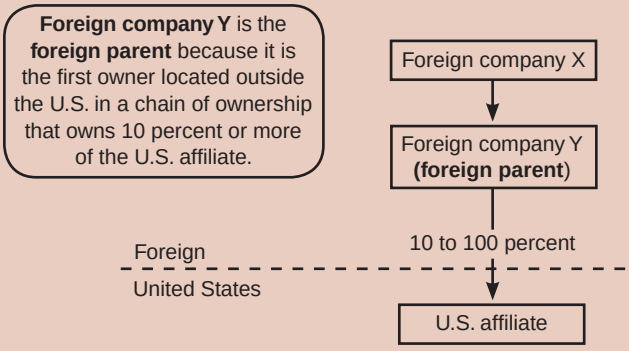
OWNERSHIP — Enter percent of ownership in this U.S. affiliate, to a tenth of one percent, based on voting and equity interest if an incorporated affiliate (or an equivalent interest if any unincorporated affiliate). "Voting interest" and "equity interest" are defined in instructions 12–16 on page 25.

Foreign parent — A foreign parent is the FIRST person or entity outside the U.S. in a chain of ownership that has a 10 percent or more voting interest (direct or indirect) in this U.S. affiliate. The country of the foreign parent is the country of incorporation or organization if the parent is a business enterprise, or of residence if the parent is an individual or government. For individuals see instruction V.G. on page 28.

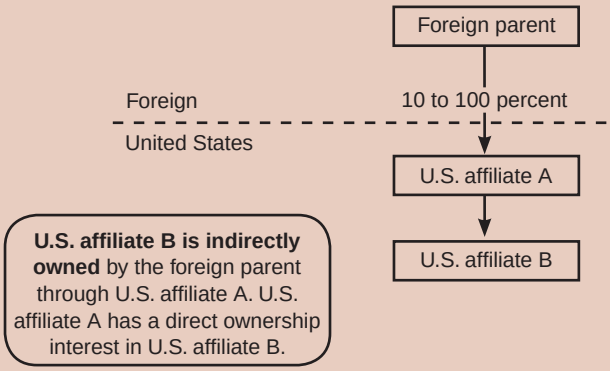
	Name of each direct owner	Country of foreign parent	Voting interest		Equity interest (If different from voting interest)		BEA USE ONLY
			Close FY 2013 (1)	Close FY 2012 (2)	Close FY 2013 (3)	Close FY 2012 (4)	
Ownership held directly by foreign parent(s) of this affiliate — see example 1 below. Enter name of each foreign parent with direct ownership and the country of the foreign parent — if more than 2, continue on separate sheet.							
12		--Select Coun 1017	1 ___ %	2 ___ %	3 ___ %	4 ___ %	5
13		--Select Coun 1018	1 ___ %	2 ___ %	3 ___ %	4 ___ %	5
Ownership held directly by all U.S. affiliates of the foreign parent(s) — see example 2 below. Enter name of each U.S. affiliate that owns this affiliate and the country of the foreign parent — if more than 2, continue on separate sheet.							
14		--Select Coun 1063	1 ___ ___ ___ . ___ %	2 ___ ___ ___ . ___ %	3 ___ ___ ___ . ___ %	4 ___ ___ ___ . ___ %	5
15		--Select Coun 1064	1 ___ ___ ___ . ___ %	2 ___ ___ ___ . ___ %	3 ___ ___ ___ . ___ %	4 ___ ___ ___ . ___ %	5
16a	**All other U.S. persons** (do not list names) 1061		1 ___ ___ ___ . ___ %	2 ___ ___ ___ . ___ %	3 ___ ___ ___ . ___ %	4 ___ ___ ___ . ___ %	
16b	**All other foreign persons** (do not list names) 1062		1 ___ ___ ___ . ___ %	2 ___ ___ ___ . ___ %	3 ___ ___ ___ . ___ %	4 ___ ___ ___ . ___ %	
	TOTAL — Sum of items **12** through **16b**		**100%**	**100%**	**100%**	**100%**	

EXAMPLES OF DIRECT AND INDIRECT FOREIGN OWNERSHIP

Example 1. Ownership held directly by a foreign parent



Example 2. Ownership held directly by all U.S. affiliates of the foreign parent(s)



Part I - Identification of U.S. Affiliate – Continued

17 **Enter the name and industry code** of the foreign parent. If there is more than one foreign parent, list each and its industry code on a separate sheet.

17a **Enter name of foreign parent.** If the foreign parent is an individual enter "individual."

3011 0

17b **Enter the foreign parent industry code** from the list of codes on page 6 that best describes the PRIMARY activity of the SINGLE entity named as the foreign parent. DO NOT base the code on the worldwide sales of all consolidated subsidiaries of the foreign parent. If the foreign parent is an individual, enter code "05."

3018 1

Ownership Type: ☐ Direct ☐ Indirect

18 For each foreign parent, furnish the name, country and industry code of the ultimate beneficial owner (UBO) – see UBO diagrams below. If there is more than one foreign parent, list each on a separate sheet and give the name of its UBO, and the UBO's country and industry codes.

The UBO is that person or entity, proceeding up the ownership chain beginning with and including the foreign parent, that is not more than 50 percent owned or controlled by another person or entity. See instruction II.P on page 22 for the complete definition of UBO.

18a **Is the foreign parent also the UBO?** If the foreign parent is owned or controlled MORE THAN 50 percent by another person or entity, then the foreign parent is NOT the UBO.

3019 1 1 ☐ Yes – (example 1 below) – Skip to **18d** 1 2 ☐ No – (examples 2A and 2B below) – Continue with item **18b**

18b **Enter the name of the UBO of the foreign parent.** If the UBO is an individual, or an associated group of individuals, enter "individual." See instruction II.D. on page 21 for the definition of associated group. Identifying the UBO as "bearer shares" is not an acceptable response.

3021 0

18c **Enter country in which the UBO is incorporated or organized, if a business enterprise, or is resident, if an individual or government.** For individuals, see instruction V.G. on page 28.

--Select Country--

BEA USE ONLY

3022 1

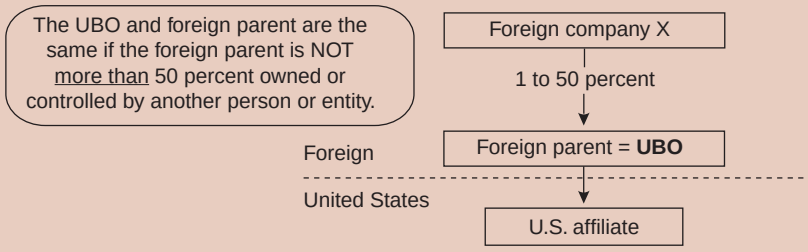
18d **Enter the industry code of the UBO** from the list of codes on page 6. Select the industry code that best reflects the consolidated worldwide sales of the UBO, including all of its majority-owned subsidiaries.

3023 1 (Do not use code 14 unless you receive permission from BEA.)

--Select Industry--

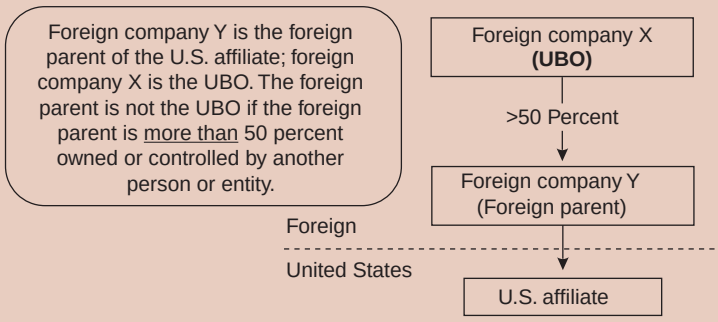
EXAMPLES OF THE ULTIMATE BENEFICIAL OWNER (UBO)

Example 1 – The UBO and foreign parent are the same

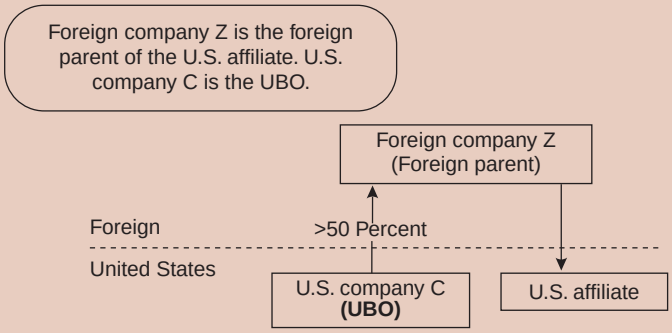


Examples 2A and 2B – The foreign parent is NOT the UBO

A. The UBO is a foreign person or entity



B. The UBO is a U.S. person or entity



Part II - Financial and Operating Data of U.S. Affiliate

FOREIGN PARENT AND UBO INDUSTRY CODES

Note: "ISI codes" are International Surveys Industry codes, as given in the *Guide to Industry Classifications for International Surveys, 2012*. See the Summary of Industry Classifications on page 18.

01 Government and government-owned or -sponsored enterprise, or quasi-government organization or agency

02 Pension fund — Government run

03 Pension fund — Privately run

04 Estate, trust, or nonprofit organization

05 Individual

Private business enterprise, investment organization, or group engaged in:

06 Insurance (ISI codes 5242, 5243, 5249)

07 Agriculture, forestry, fishing and hunting (ISI codes 1110–1140)

08 Mining (ISI codes 2111–2127)

09 Construction (ISI codes 2360–2380)

10 Transportation and warehousing (ISI codes 4810–4939)

11 Utilities (ISI codes 2211–2213)

12 Wholesale and retail trade (ISI codes 4231–4540)

13 Banking, including bank holding companies (ISI codes 5221 and 5229)

14 Holding companies, excluding bank holding companies (ISI codes 5512 and 5513)

15 Other finance (ISI codes 5223, 5224, 5231, 5238, that part of ISI code 5252 that is not estates and trusts, and ISI code 5331)

16 Real estate (ISI code 5310)

17 Information (ISI codes 5111–5191)

18 Professional, scientific, and technical services (ISI codes 5411–5419)

19 Other services (ISI codes 1150, 2132, 2133, 5321, 5329, and 5611–8130)

Manufacturing, including fabricating, assembling, and processing of goods:

20 Food (ISI codes 3111–3119)

21 Beverages and tobacco products (ISI codes 3121 and 3122)

22 Pharmaceuticals and medicine (ISI code 3254)

23 Other chemicals (ISI codes 3251–3259, except 3254)

24 Nonmetallic mineral products (ISI codes 3271–3279)

25 Primary and fabricated metal products (ISI codes 3311–3329)

26 Computer and electronic products (ISI codes 3341–3346)

27 Machinery (ISI codes 3331–3339)

28 Electrical equipment, appliances and components (ISI codes 3351–3359)

29 Motor vehicles and parts (ISI codes 3361–3363)

30 Other transportation equipment (ISI codes 3364–3369)

31 Other manufacturing (ISI codes 3130–3231, 3261, 3262, 3370–3399)

32 Petroleum manufacturing, including integrated petroleum and petroleum refining without extraction (ISI codes 3242–3244)

Section A — INDUSTRY CLASSIFICATION, TOTAL SALES, AND EMPLOYEES OF FULLY CONSOLIDATED U.S. AFFILIATE

19 **Major activities of fully consolidated U.S. affiliate** — For an inactive affiliate, select the activities based on its last active period; for "start-ups," select the intended activities.

Check all boxes that describe a major activity of the fully consolidated U.S. affiliate

1072 1 ☐ 1 Producer of goods
2 ☐ 2 Seller of goods the U.S. affiliate does not produce
3 ☐ 3 Producer or distributor of information
4 ☐ 4 Provider of services
5 ☐ 5 Real estate
6 ☐ 6 Other Specify

20 **What is (are) the major product(s) and/or service(s) resulting from this (these) activities?** If a product, also state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, transported, packaged, etc. (For example, "manufactured widgets.")

1163 0

BEA USE ONLY

1200	1	2	3	4	5
1201	1	2	3	4	5
1202	1	2	3	4	5
1203	1	2	3	4	5

Part II - Financial and Operating Data of U.S. Affiliate – Continued

INDUSTRY CLASSIFICATION, TOTAL SALES, AND EMPLOYEES OF FULLY CONSOLIDATED U.S. AFFILIATE

Enter the 4-digit International Surveys Industry (ISI) code(s) and the sales and employment associated with each code in items 21 through 30.

Book publishers, printers, and real estate investment trusts — See instructions 21– 34 on page 25.

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 page 18. For a full explanation of each code, see the *Guide to Industry Classifications for International Surveys, 2012* located at www.bea.gov/naics2012. For an inactive affiliate, 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. Companies involved with repos and reverse repos see instructions 21–34 on page 25.
- Total income of holding companies (ISI code 5512) as reported in item 39.

EXCLUDE

- Investment gains and losses reported in item 37.
- 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 37).
- Dividends and interest earned by non-finance and non-insurance companies and units (report as other income in item 38).

Column (3) – Number of employees — INCLUDE all full-time and part-time employees on the payroll at the end of FY 2013 associated with each ISI code. EXCLUDE contract workers and other workers not carried on the payroll of this U.S. affiliate. If employment at the end of FY 2013 was unusually high or low because of temporary factors (e.g., a strike), give the number of employees that reflects normal operations. If the business enterprise's activity involves large seasonal variations, give the average number of employees for FY 2013. If precise figures are not available, provide your best estimate.

NOTE: For most U.S. affiliates, the employment distribution in column 3 is not proportional to the sales distribution in column 2. Therefore, do not distribute employment by industry in proportion to sales by industry.

			ISI code (1)	Sales (2) $ Bil.	Mil.	Thous.	Dols.	Number of employees associated with each ISI code in column 1 (3)
21	Enter code of industry with largest sales	1164	--Select IS	2			000	3
22	Enter code of industry with 2nd largest sales	1165	--Select IS	2			000	3
23	Enter code of industry with 3rd largest sales	1166	--Select IS	2			000	3
24	Enter code of industry with 4th largest sales	1167	--Select IS	2			000	3
25	Enter code of industry with 5th largest sales	1168	--Select IS	2			000	3
26	Enter code of industry with 6th largest sales	1169	--Select IS	2			000	3
27	Enter code of industry with 7th largest sales	1170	--Select IS	2			000	3
28	Enter code of industry with 8th largest sales	1171	--Select IS	2			000	3
29	Enter code of industry with 9th largest sales	1176	--Select IS	2			000	3
30	Enter code of industry with 10th largest sales	1177	--Select IS	2			000	3
31	**Number of employees of administrative offices and other auxiliary units —** INCLUDE employees at corporate headquarters, central administrative, and regional offices, and operating units that provide administration and management or support services (such as accounting, data processing, legal, research and development and testing, and warehousing) to more than one U.S. operating unit. **EXCLUDE employees that provide administration and management or support services for only one unit.** Instead, report such employees in column 3 of items 21 through 30	1178						3
32	Sales and employees accounted for — Sum of items 21 through 31	1172		2			000	3
33	Sales and employees not accounted for above — Items 21 through 30 must all have entries if amounts are entered in this item	1173		2			000	3
34	**Total sales or gross operating revenues (excluding sales taxes) and employees —** Sum of items 32 and 33, columns 2 and 3.	1174	1	2			000	3

Section B — INCOME STATEMENT

INCOME

			$ Bil.	Mil.	Thous.	Dols.
35	**Total sales or gross operating revenues, excluding sales taxes** — Must equal item **34** column 2	2149				000
36	**Income from equity investments in unconsolidated U.S. affiliates and all foreign entities** — INCLUDE here the equity in earnings, during the reporting period, for all U.S. and foreign investments that are unconsolidated and reported in item **61**. INCLUDE dividends received for investments that are owned less than 20 percent and not subject to FASB ASC 320 (formerly FAS 115). EXCLUDE fair value gains and losses for investments that would otherwise be accounted for under the equity method. Report such fair value gains (losses) in item **37**	2150				000
37	**Certain gains (losses) — READ INSTRUCTIONS CAREFULLY** as this item is based on economic accounting concepts and may, in some cases, deviate from accounting principles. **Report gross** amount before income tax effect. Include tax effect in item **41**. Report gains (losses) resulting from:					
	a. 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, writedowns, and writeoffs of tangible and intangible assets; gains (losses) from the sale or other dispositions of capital assets. EXCLUDE legal judgments (report legal judgments against the U.S. affiliate in item **40**; report legal settlements in favor of the U.S. affiliate in item **38**);					
	b. Restructuring. INCLUDE restructuring costs that reflect writedowns or writeoffs of assets or liabilities. EXCLUDE actual payments, or charges to establish reserves for future actual payments, such as for severance pay, and fees to accountants, lawyers, consultants, or other contractors. Report them in item **40**;					
	c. Sales or disposition of land, other property, plant, and equipment, or other assets, and FASB ASC 360 (formerly FAS144) **impairment losses.** EXCLUDE gains (losses) from the sale of inventory assets in the ordinary course of trade or business. Real estate companies, see special instructions IV.37. on page 25;					
	d. Sales or other disposition of financial assets, including investment securities; gains (losses) related to **fair value accounting**; FASB ASC 320 (formerly FAS 115) holding gains (losses) on securities classified as **trading securities**; FASB ASC 320 impairment losses; and gains and losses derived from **derivative instruments**;					
	e. Goodwill impairment as defined by FASB ASC 350 (formerly FAS 142);					
	f. DISPOSALS of discontinued operations. EXCLUDE income (loss) from the operations of a discontinued segment. Report such income (loss) as part of your income from operations in items **21** through **34**;					
	g. Remeasurement of the U.S. affiliate's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the reporting period;					
	h. The cumulative effect of a **change in accounting principle**; and					
	i. The cumulative effect of a change in the estimate of **stock compensation forfeitures** under FASB ASC 718 (formerly FAS 123(R))	2151				000
38	**Other income** — Legal settlements in favor of the U.S. affiliate, dividends and interest earned by non-finance and non-insurance companies and units, nonoperating, and other income not included above. — Specify major items	2152				000
39	**Total income** — Sum of items **35** through **38**	2153				000

COSTS AND EXPENSES

40	**Cost of goods sold or services rendered, and selling, general, and administrative expenses** — Operating expenses that relate to sales or gross operating revenues, item **35**, and selling, general, and administrative expenses. INCLUDE production royalty payments to governments, their subdivisions and agencies, and to other persons. INCLUDE legal judgments against the U.S. affiliate. INCLUDE depletion charges representing the amortization of the actual cost of capital assets, but EXCLUDE all other depletion charges. EXCLUDE goodwill impairment as defined by FASB ASC 350 (formerly FAS 142). Report such impairment losses in item **37**. For guidance on restructuring costs, see item **37b**	2154				000
41	**Income taxes** — Provision for U.S. Federal, state, and local income taxes. INCLUDE the income tax effect of certain gain (losses) reported in item **37**. EXCLUDE production royalty payments	2156				000
42	**Other costs and expenses not included above.** Include noncontrolling interests in profits and losses (FASB ASC 810 (formerly FAS 160)). — Specify major items	2157				000
43	**Total costs and expenses** — Sum of items **40** through **42**	2158				000

NET INCOME

44	**Net income (loss) after provision for U.S. Federal, state, and local income taxes** — Item **39** minus item **43**	2159				000

Part II - Financial and Operating Data of U.S. Affiliate – Continued

Section C — 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 outputs that are tangible and "services" are normally outputs that are intangible. When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services are not separately billed), distribute the sales between goods and services based on a best estimate of the value in each.

NOTE — Before completing this section, please see the instructions for item 46 through 48 starting on page 25.
Insurance companies also see page 26, V.A. for special instructions.

Utilities and oil & gas producers and distributors — To the extent feasible, revenues are to be allocated between sales of goods and sales of services. Revenues earned from the sale of a product (e.g., electricity, natural gas, oil, water, etc.) are to be reported as sales of goods. Revenues earned from the distribution or transmission of a product (e.g., fees received for the use of transmission lines, pipelines, etc.) are to be reported as sales of services.

			$ Bil. Mil. Thous.	Dols.
45	**Total sales or gross operating revenues, excluding sales taxes —** Equals sum of items 46 through 48	2243	1	000
46	**Sales of goods**	2244	1	000
47	**Investment income included in gross operating revenues.** Include ALL interest and dividends generated by finance and insurance subsidiaries or units	2245	1	000
48	**Sales of services, total** — Sum of items 49 and 50	2246	1	000
49	**To U.S. persons or entities**	2247	1	000
50	**To foreign persons or entities**	2257	1	000

Section D — OTHER FINANCIAL AND OPERATING DATA

			$ Bil. Mil. Thous.	Dols.
51	**Interest income from all sources (including foreign parents and affiliates), after deduction of taxes withheld by the payer.** Do not net against interest expense (item 52)	2400	1	000
52	**Interest expense plus interest capitalized, paid or due to all payees (including to foreign parents and affiliates), before deduction of U.S. tax withheld by the affiliate.** Do not net against interest income (item 51)	2401	1	000
53	**Other taxes and non-tax payments** (EXCLUDING income and payroll taxes) — Amount paid or accrued for the year, net of refunds or credits, to U.S. Federal, state, and local governments, their subdivisions and agencies for — • Sales, consumption, and excise taxes **collected by the affiliate on goods and services sold** • Premium taxes paid by insurance companies • Property and other taxes on the value of assets and capital • Any remaining taxes (other than income and payroll taxes) • Non-tax liabilities (other than for purchases of goods and services) such as — - Import and export duties - Production royalties for natural resources - License fees, fines, penalties, and similar items **NOTE:** The amount reported in this item **SHOULD NOT EQUAL** the amount reported in item 41	2402	1	000
54	**Employee compensation** — Base compensation on payroll records. Employee compensation must cover compensation charged as an expense on the income statement, charged to inventories, or capitalized during the reporting period. INCLUDE wages and salaries and employee benefit plans. EXCLUDE compensation related to activities of a prior period, such as compensation capitalized or charged to inventories in prior periods. EXCLUDE compensation of contract workers and other workers not carried on the payroll of this U.S. affiliate. See instruction for item 54 on page 26	2253	1	000
	BEA USE ONLY	2404	1	

Section E – RESEARCH AND DEVELOPMENT

$ Bil. Mil. Thous. Dols.

55a **Research and development (R&D) performed BY the U.S. affiliate, total —** Include all costs incurred in performing R&D, including depreciation, amortization, wages and salaries, taxes, materials and supplies, overhead — whether or not allocated to others — and all other indirect costs. EXCLUDE the cost of R&D funded by the U.S. affiliate but performed by others. See instruction 55a on page 26 for more details of what to include..... 2403 1 000

55b **R&D employees —** Report the number of employees engaged in R&D in the United States (including the District of Columbia, Puerto Rico, and all territories and possessions of the United States) during the fiscal year that ended in calendar year 2013.

R&D employees are scientists, engineers, and other professional and technical employees, including managers, engaged in scientific or engineering R&D work, at a level that requires knowledge of physical, social, or life sciences, engineering, mathematics, statistics, or computer science at least equivalent to that acquired through completion of a four-year college course with a major in one of these fields (i.e., training may be either formal or by experience) 2409

Number of R&D Employees 1

BEA USE ONLY 2410 1

Section F – INSURANCE INDUSTRY ACTIVITIES

Insurance related activities are covered by industry codes 5243 (insurance carriers, except life insurance carriers) and 5249 (life insurance carriers).

56 **Of the total sales and gross operating revenues reported in item 34, column 2, were any of the sales or revenues generated by insurance related activities?**

1180 1 1 ☐ Yes — Answer items 57 and 58

1 2 ☐ No — Skip to item 59

$ Bil. Mil. Thous. Dols.

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..... 1181 1 000

58 **Losses incurred —** Report losses incurred for the insurance products covered by item 57. EXCLUDE loss adjustment expenses and losses that related 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 loses 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 course of settlement..... 1182 1 000

BEA USE ONLY 1189 1

Section G — BALANCE SHEET

NOTE — Disaggregate all balance sheet items in the detail shown. Insurance companies see page 26, V.A., for special instructions.

		Close FY 2013 (1) $ Bil. Mil. Thous. Dols.	Close FY 2012 (Unrestated) (2) $ Bil. Mil. Thous. Dols.
ASSETS			
59 **Cash items —** Deposits in financial institutions and other cash items. Do NOT include overdrafts as negative cash	2101	1 000	2 000
60 **Inventories —** Land development companies, exclude land held for resale (include in item **63**); finance and insurance companies, exclude inventories of marketable securities (include in item **63**)	2104	1 000	2 000
61 **Equity investment in unconsolidated U.S. and foreign business enterprises —** Include all ownership in unconsolidated business enterprises using the equity method. NOTE: Include ALL foreign affiliates using the equity method (even if majority owned)	2106	1 000	2 000
62 **Property, plant, and equipment, net —** Include land, timber, mineral rights, structures, machinery, equipment, special tools, deposit containers, construction in progress, and capitalized tangible and intangible exploration and development costs of the affiliate, net of accumulated depreciation, depletion, and amortization. Include items on capital leases from others, per FASB ASC 840 (formerly FAS 13), and property you own that you lease to others under operating leases. Exclude all other types of intangible assets, and land held for resale. (An unincorporated affiliate should include items owned by its foreign parent but which are in the affiliate's possession in the United States whether or not carried on the affiliate's own books or records.)	2107	1 000	2 000
63 **Other assets —** Include all other assets not included above	2110	1 000	2 000
64 **Total assets —** Sum of items **59** through **63**	2109	1 000	2 000
LIABILITIES			
65 **Total liabilities**	2114	1 000	2 000

66 Has **fair value accounting** been applied to, or elected for, any asset or liability items included in the amounts reported on the balance sheet above?

2112 1 1 ☐ Yes — Report the total amount of the fair value assets and liabilities in the space provided below.

1 2 ☐ No — Skip to item **67**

		Close FY 2013 (1) $ Bil. Mil. Thous. Dols.	Close FY 2012 (Unrestated) (2) $ Bil. Mil. Thous. Dols.
Of the property, plant, and equipment reported in item **62**, what amount was reported using fair value accounting?	2115	1 000	2 000
Of the total assets reported in item **64**, what amount was reported using fair value accounting?	2123	1 000	2 000
Of the total liabilities reported in item **65**, what amount was reported using fair value accounting?	2597	1 000	2 000

BANKING INDUSTRY ACTIVITIES

67 Of the total sales and gross operating revenues reported in item **34**, column 2, were any of the sales or revenues generated by depository or non-depository banking activities (industry codes 5221 or 5229)?

2113 1 1 ☐ Yes — Report the U.S. affiliate's values for the following

1 2 ☐ No — Skip to item **68**

		Total (1) $ Bil. Mil. Thous. Dols.	Banking activities in industry codes 5221 or 5229 (2) $ Bil. Mil. Thous. Dols.	All other (3) $ Bil. Mil. Thous. Dols.
Assets: Total of all assets reported in the balance sheet above (column 1 total equals item **64** column 1)	2124	1 000	2 000	3 000
Liabilities: Total of all liabilities reported in the balance sheet above (column 1 total equals item **65** column 1)	2125	1 000	2 000	3 000
Interest income: Column 1 total equals item **51**	2126	1 000	2 000	3 000
Interest expense: Column 1 total equals item **52**	2127	1 000	2 000	3 000

Section G — BALANCE SHEET — Continued

OWNERS' EQUITY

		Close FY 2013 (1) $ Bil. Mil. Thous.	Dols.	Close FY 2012 (Unrestated) (2) $ Bil. Mil. Thous.	Dols.
68 **Capital stock and additional paid-in capital —** Common and preferred, voting and non-voting capital stock and additional paid-in capital	2116	1	000	2	000
69 **Retained earnings (deficit)**	2117	1	000	2	000
70 **Treasury stock**	2118	1 ( )	000	2 ( )	000

Accumulated other comprehensive income (loss)		Close FY 2013 (1) $ Bil. Mil. Thous.	Dols.	Close FY 2012 (Unrestated) (2) $ Bil. Mil. Thous.	Dols.
71a **Translation adjustment**	2122	1	000	2	000
71b **All other components**	2128	1	000	2	000

71c **Total accumulated other comprehensive income (loss) —** Equals sum of **71a** and **71b**	2129	1	000	2	000
72 **Other —** Include noncontrolling interest per FASB ASC 810 (formerly FAS 160). Specify major items	2119	1	000	2	000
73 **Total owners' equity —** Sum of items **68**, **69**, **70**, **71c** and **72** for incorporated U.S. affiliates and those unincorporated U.S. affiliates for which this breakdown is available. For those unincorporated U.S. affiliates that cannot provide a breakdown for items **68** through **72**, report total owners' equity in this item. For both incorporated and unincorporated U.S. affiliates, total owners' equity must equal item **64** (total assets) minus item **65** (total liabilities)	2120	1	000	2	000

Section H — CHANGE IN RETAINED EARNINGS (DEFICIT) — If retained earnings (deficit) is not shown as a separate account, show change in total owners' equity.

		$ Bil. Mil. Thous.	Dols.
74 **Balance, close FY ended in 2012, before restatement due to a change in the entity (e.g., due to mergers, acquisitions, divestitures, etc.) or due to a change in accounting methods or principles, if any —** Enter amount from item **69**, column 2; if retained earnings (deficit) is not shown as a separate account, enter amount from item **73**, column 2	2211	1	000
75 **Increase (decrease) due to restatement of FY 2012 closing balance. —** Specify reason(s) for change	2212	1	000
76 **FY 2012 closing balance as restated —** Item **74** plus item **75**	2213	1	000
77 **Net income (loss) —** Enter amount from item **44**	2214	1	000
78 **Dividends or earnings distributed —** Incorporated affiliates, enter amount of dividends declared, inclusive of taxes withheld, out of current- or prior-period income, on common and preferred stock, excluding stock dividends. Unincorporated affiliates, enter amount of current- or prior-period net income distributed to owners	2215	1	000
79 **Other increases (decreases) in retained earnings (deficit), including stock or liquidating dividends, or in total owners' equity if retained earnings (deficit) is not shown as a separate account, including capital contributions (return of capital). —** Specify	2217	1	000
80 **FY 2013 closing balance —** Sum of items **76**, **77**, and **79** minus item **78**; also must equal item **69**, column 1, if retained earnings (deficit) is shown as a separate account, or item **73**, column 1, if retained earnings (deficit) is not shown as a separate account	2218	1	000

Section I — LAND AND OTHER PROPERTY, PLANT, AND EQUIPMENT

Include all land and other property, plant, and equipment carried anywhere on the U.S. affiliate's balance sheet, whether or not with the intent of holding and actively using the asset in the operating activity of the business. Land refers to any part of the earth's surface, including land being leased from others under capital leases. Other property, plant, and equipment includes: timber, mineral and like rights owned; all structures, machinery, equipment, special tools, and other depreciable property; construction in progress; capitalized tangible and intangible exploration and development costs; and the capitalized value of timber, mineral, and like rights leased by the affiliate from others under capital leases. On the balance sheet these items may be carried in property, plant, and equipment (item **62**) or in other assets (item **63**).

Exclude items that the affiliate has sold on a capital lease basis.

CHANGE FROM FY 2012 CLOSING BALANCES TO FY 2013 CLOSING BALANCES

		$ Bil. Mil. Thous.	Dols.
81 **Net book value of all land and other property, plant, and equipment at close of FY 2012** wherever carried on the balance sheet, before restatement due to a change in entity	2386	1	000

CHANGES DURING FY 2013

82 **Give amount by which the net book value in item 81 would be restated due to:** • **Change in entity** (i.e., due to the acquisition of, or merger with, another company, or the divestiture of a subsidiary, change in fiscal year, etc.) • **Change in accounting methods or principles** If a decrease, put amount in parentheses	2387	1	000
EXPENDITURES — Include all purchases by, or transfers to, the U.S. affiliate of land and other property, plant, and equipment. **Exclude** all changes caused by a change in the entity or by a change in accounting methods or principles during FY 2013 (include such changes in item **82**).		1	
Expenditures by the U.S. affiliate for, or transfers into the U.S. affiliate of,			
83 **Land —** Report expenditures for land except land held for resale. Report land held for sale in item **87**	2388		000
84 **Mineral rights, including timber —** Report capitalized expenditures to acquire mineral and timber rights. Exclude capitalized expenditures for the exploration and development of natural resources. Report them in item **85**	2389	1	000
85 **Property, plant, and equipment other than land and mineral rights** (Exclude changes due to mergers and acquisitions. Report them in item **82**.)	2390	1	000
86 **Depreciation and depletion**	2392	1	000
87 **Net book value of sales, retirements, impairments, or transfers out of assets defined for inclusion in this section, and other decreases (increases) —** INCLUDE expenditures for land held for sale. EXCLUDE amounts relating to the divestiture of U.S. affiliates. Report them in item **82**	2394	1	000

BALANCES AT CLOSE OF FY 2013

88 **Net book value of land and other property, plant, and equipment at close of FY 2013 —** Sum of items **81** through **85**, minus sum of items **86** and **87**	2395	1	000
89 **Accumulated depreciation and depletion**	2396	1	000
90 **Gross book value of all land and other property, plant, and equipment at close of FY 2013,** wherever carried on the balance sheet — Sum of items **88** and **89**	2397	1	000

ADDENDA

91 **Gross book value of land owned —** The portion of item **90** that is the gross book value of land owned. Include undeveloped and agricultural land, and also the value of land you own that is located under developed properties such as office buildings, apartment buildings, retail buildings, etc. If your accounting and reporting systems do not separately account for land and building components when buildings sit upon land that you own, provide your best estimate of the gross book value of the land owned	2356	1	000
92 **Expensed petroleum and mining exploration and development expenditures —** Include expensed expenditures to acquire or lease mineral rights. EXCLUDE expenditures that are capitalized and expenditures made in prior years that are reclassified in the current year; such expenditures are considered to be expenditures only in the year when initially expended	2398	1	000
BEA USE ONLY	2399	1	

Section J — U.S. TRADE IN GOODS BY U.S. AFFILIATE ON A SHIPPED BASIS

Report the value of goods exported and imported by the U.S. affiliate during the fiscal year that ended in calendar year 2013.

- **Report on a SHIPPED basis, rather than a CHARGED basis.** The shipped basis tracks at the physical movement of goods. However, U.S. affiliates normally keep their accounting records on a "charged basis," which may not reflect the physical movement of goods. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. However, if there is a material difference, the "shipped" basis must be used or adjustments must be made to the "charged" basis data to approximate a "shipped" basis. Additional instructions regarding the shipped basis are available on page 26.
- **Timing —** Only include goods actually shipped during FY 2013 regardless of when the goods were charged or consigned.
- **f.a.s. valuation —** Value goods f.a.s. (free alongside ship) at the port of exit.
  - INCLUDE costs incurred up to the point of loading the goods aboard the export carrier at the port of exit, including the selling price at the interior point of shipment (or cost if not sold), packaging cost, and inland freight and insurance.
  - EXCLUDE all subsequent costs such as loading costs, U.S. and foreign import duties, and freight and insurance from the port of exit to the port of entry.

INCLUDE:

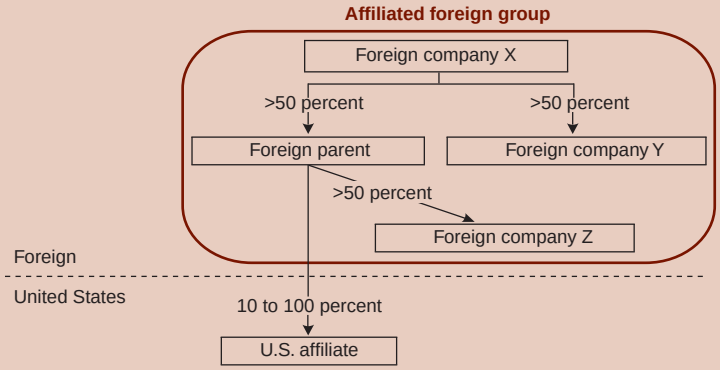
- **Capital goods** (e.g., manufacturing equipment used to produce goods for sale).
- **Consigned goods —** Include when shipped or received even though they are not normally recorded as sales or purchases, or entered into intercompany accounts when initially consigned.
- **Electricity, water, and natural gas —** Report ONLY the value of the product (electricity, water, and natural gas). DO NOT report the service value (transmission and distribution).
- **General use computer software —** Include packaged general use computer software at full transaction value (including both the value of the media on which the software is recorded and the value of the information contained on the media).
- **Goods shipped by an independent carrier or a freight forwarder** to or from the United States at the expense of a U.S. affiliate are, respectively, imports or exports of the U.S. affiliate.

EXCLUDE:

- **Services**
- **In-transit goods —** These are goods that are en route from one foreign country to another via the United States (such as from Canada to Mexico via the United States), and 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).
- **Ships, planes, railroad rolling stock, and trucks** that were temporarily outside the United States transporting people or merchandise.
- **Customized software** designed to meet the needs of a specific user. This type of software is considered a service and should not be reported as trade in goods.
- **Software transmitted electronically** rather than physically shipped.
- **Negotiated licensing fees** for software to use on networks.

			$ Bil.	Mil.	Thous.	Dols.
93	**Exports by U.S. affiliate to foreign persons or entities** Shipped by U.S. affiliate to foreign persons (valued f.a.s. U.S. port) — Sum of items 94 through 96	2502	1			000
94	Shipped to affiliated foreign group(s) (see illustration below)	2514	1			000
95	Shipped to foreign affiliates owned by this U.S. affiliate (see illustration for item 7 on page 3)	2526	1			000
96	Shipped to all other foreign persons or entities	2527	1			000
97	**Imports by U.S. affiliate from foreign persons or entities** Shipped to U.S. affiliate by foreign persons (valued f.a.s. foreign port) — Sum of items 98 through 100	2515	1			000
98	Shipped by affiliated foreign group(s) (see illustration below)	2534	1			000
99	Shipped by foreign affiliates owned by this U.S. affiliate (see illustration for item 7 on page 3)	2535	1			000
100	Shipped by all other foreign persons or entities	2536	1			000

EXAMPLE OF AFFILIATED FOREIGN GROUP



Affiliated foreign group means (i) the foreign parent, (ii) any foreign person, proceeding up the foreign parent's ownership chain, which owns more than 50 percent of the person below it, up to and including that person which is not owned more than 50 percent by another foreign person, and (iii) any foreign person, proceeding down the ownership chain(s) of each of these members, which is owned more than 50 percent by the person above it. ("Person" is used in the broad legal sense and includes companies.)

Section K — EMPLOYMENT BY LOCATION

Include in this schedule only employees of those U.S. business enterprises that are fully consolidated into the reporting U.S. affiliate. Do not consolidate or include employees of foreign business enterprises or operations, whether incorporated or unincorporated.

Location of employees is the U.S. state, territory, or possession in which the person is permanently employed.

The total number of employees reported in item **101** MUST equal the total number of employees reported in item **34** column 3.

Item 155—U.S. offshore oil and gas sites: Report employment on offshore oil and gas sites located within U.S. claimed territorial waters but NOT located within the territorial waters of a specific state. Employment on offshore oil and gas sites located within the territorial waters of a specific state should be reported in that state. For offshore oil and gas sites located outside U.S. claimed territorial waters, see item **157c** to the right.

Item 157—Foreign: Except as noted below, do not include employees located outside of the United States in item **157** or elsewhere in Section K.

a. Employees normally located in the United States who are on a temporary duty assignment outside of the country for one year or less should be reported in the U.S. state, territory, or possession where they are normally located.

b. Employees normally located in the United States who are on a duty assignment outside of the country for more than one year and carried on the payroll of the domestic U.S. affiliate should be reported in item **157**. Exclude these employees from the BE-15 report if they are carried on a foreign payroll.

c. Use item **157** line to report employment at oil and gas sites that (1) are owned by the U.S. affiliate; (2) are located outside of U.S. claimed territorial waters; (3) are not incorporated in a foreign country; (4) are not organized as a branch; and (5) do not otherwise have a physical presence in a foreign country as evidenced by plant and equipment or employees located in a foreign country.

			Number of employees at the end of FY 2013
101	**TOTAL** – Sum of items 102 through 157	2700	3
102	Alabama	2701	3
103	Alaska	2702	3
104	Arizona	2703	3
105	Arkansas	2704	3
106	California	2705	3
107	Colorado	2706	3
108	Connecticut	2707	3
109	Delaware	2708	3
110	Florida	2709	3
111	Georgia	2710	3
112	Hawaii	2711	3
113	Idaho	2712	3
114	Illinois	2713	3
115	Indiana	2714	3
116	Iowa	2715	3
117	Kansas	2716	3
118	Kentucky	2717	3
119	Louisiana	2718	3
120	Maine	2719	3
121	Maryland	2720	3
122	Massachusetts	2721	3
123	Michigan	2722	3
124	Minnesota	2723	3
125	Mississippi	2724	3
126	Missouri	2725	3
127	Montana	2726	3
128	Nebraska	2727	3
129	Nevada	2728	3
130	New Hampshire	2729	3
131	New Jersey	2730	3
132	New Mexico	2731	3
133	New York	2732	3
134	North Carolina	2733	3
135	North Dakota	2734	3
136	Ohio	2735	3
137	Oklahoma	2736	3
138	Oregon	2737	3
139	Pennsylvania	2738	3
140	Rhode Island	2739	3
141	South Carolina	2740	3
142	South Dakota	2741	3
143	Tennessee	2742	3
144	Texas	2743	3
145	Utah	2744	3
146	Vermont	2745	3
147	Virginia	2746	3
148	Washington	2747	3
149	West Virginia	2748	3
150	Wisconsin	2749	3
151	Wyoming	2750	3
152	District of Columbia	2751	3
153	Puerto Rico	2752	3
154	Virgin Islands	2753	3
155	U.S. offshore oil and gas sites – See instruction 155 above	2756	3
156	Other U.S. areas – includes Guam, American Samoa, and all other territories and possessions not separately listed	2754	3
157	Foreign – See instruction 157 above	2758	3

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FORM **BE-15 Supplement A (2013)**
(REV. 3/2012)

U.S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS

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LIST OF ALL U.S. BUSINESS ENTERPRISES FULLY CONSOLIDATED INTO THE REPORTING U.S. AFFILIATE

NOTE – If you filed a Supplement A or a computer printout of Supplement A with your 2012 BE-12 report, in lieu of completing a new Supplement A, you may substitute a copy of that Supplement A or computer printout that has been updated to show any additions, deletions, or other changes.

Name of U.S. affiliate as shown on page 1

Supplement A must be completed by a reporting affiliate that consolidates financial and operating data of any other U.S. business enterprises. The number of U.S. business enterprises listed below plus the reporting U.S. business enterprises must agree with item 8 on page 3. Continue listing onto as many additional copied pages as necessary.

Primary Employer Identification Number as shown in item 3 on page 2. 5110 1

If the affiliate has changed since the last report, please select the reason. If it is new, please select "New".	Name of each U.S. business enterprise consolidated (as represented in item 8 on page 3) (1)	Employer Identification Number used to file income and payroll taxes (2)	Name of U.S. business enterprise which holds the direct ownership interest in the U.S. affiliate listed in column 1 (3)	Percent of direct **voting** ownership that the entity named in column 3 holds in the entity named in column 1. – *Enter percent to nearest tenth.* (4)
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %
--Select Re	2	3	4	5 %

OMB No. 0608-0034: Approval Expires 02/29/2016

FORM **BE-15 Supplement B (2013)**
(REV. 3/2012)

U.S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS

BEA USE ONLY ▶ Page number ▶

LIST OF ALL U.S. AFFILIATES IN WHICH THE REPORTING AFFILIATE (AS CONSOLIDATED) HAS A DIRECT OWNERSHIP INTEREST BUT WHICH ARE NOT FULLY CONSOLIDATED

NOTE – If you filed a Supplement B or a computer printout of Supplement B with your 2012 BE-12 report, in lieu of completing a new Supplement B, you may substitute a copy of that Supplement B or computer printout that has been updated to show any additions, deletions, or other changes.

Name of U.S. affiliate as shown on page 1

Supplement B must be completed by a reporting affiliate which files a BE-15 and has a direct ownership interest in a U.S. affiliate(s) which is (are) not fully consolidated. The number of U.S. affiliates listed below must agree with item 9 on page 4. Continue listing onto as many additional copied pages as necessary.

If the affiliate has changed since the last report, please select the reason. If it is new, please select "New".	Name of each U.S. affiliate in which a direct interest is held but that is not listed in Supplement A (1)	Address *Provide number, street, city, state, and ZIP Code* (2)	Has affiliate been notified of obligation to file? (3)	Employer Identification Number used to file income and payroll taxes (4)	Percent of direct **voting** ownership interest that the fully consolidated U.S. business enterprise named on page 1, holds in the entity named in column 1. – *Enter percent to nearest tenth.* (5)
--Select Reas 6211	2	3	4 ---	5	6 %
--Select Reas 6212	2	3	4 ---	5	6 %
--Select Reas 6213	2	3	4 ---	5	6 %
--Select Reas 6214	2	3	4 ---	5	6 %
--Select Reas 6215	2	3	4 ---	5	6 %
--Select Reas 6216	2	3	4 ---	5	6 %
--Select Reas 6217	2	3	4 ---	5	6 %
--Select Reas 6218	2	3	4 ---	5	6 %
--Select Reas 6219	2	3	4 ---	5	6 %
--Select Reas 6220	2	3	4 ---	5	6 %
--Select Reas 6221	2	3	4 ---	5	6 %

Summary of Industry Classifications – For a full explanation of each code see www.bea.gov/naics2012

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 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, Durable Goods
4231 Motor vehicles 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, Non-Durable 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

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
5171 Wired telecommunications carriers
5172 Wireless telecommunications carriers, except satellite
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 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 finance 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

2013 ANNUAL SURVEY OF FOREIGN DIRECT INVESTMENT IN THE UNITED STATES
BE-15A INSTRUCTIONS

NOTE: Instructions in section IV are cross referenced by number to the items located on pages 2 to 18.

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).

A response is required from persons (in the broad sense, including companies) subject to the reporting requirements of the BE-15 survey. Also, persons contacted by BEA concerning their being subject to reporting, either by sending them a report form or by written inquiry, must respond pursuant to section 801.3 of 15 CFR, pt. 801 and the survey instructions. This may be accomplished by completing and submitting Form BE-15A, BE-15B, BE-15C, or BE-15 Claim For Exemption, whichever is applicable, by **May 31, 2014**.

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

Notwithstanding any other provision of the law, no person is required to respond to, nor shall any person be subject to a penalty for failure to comply with, a collection of information subject to the requirements of the Paperwork Reduction Act, unless that collection of information displays a currently valid OMB Control Number. The control number for this survey is at the top of page 1 of this form.

Respondent Burden – Public reporting burden for this BE-15A form is estimated to vary from 3.5 to 470 hours per response, with an average of 42.5 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, Washington, DC 20230; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0042, 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 in your files are immune from legal process.

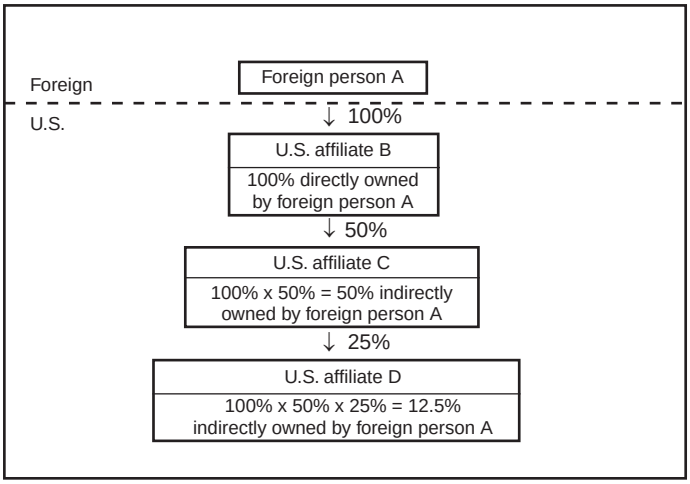
I. REPORTING REQUIREMENTS

A. Who must report – A BE-15 report is required for each U.S. affiliate, i.e., for each U.S. business enterprise in which a foreign person or entity owned or controlled, directly or indirectly, 10 percent or more of the voting securities if an incorporated U.S. business enterprise, or an equivalent interest if an unincorporated U.S. business enterprise, at the end of the business enterprise's fiscal year that ended in calendar year 2013.

Foreign ownership interest – All direct and indirect lines of ownership held by a foreign person in a given U.S. business enterprise must be summed to determine if the enterprise is a U.S. affiliate of the foreign person for purposes of reporting.

Indirect ownership interest in a U.S. business enterprise is the product of the direct ownership percentage of the foreign parent in the first U.S. business enterprise in the ownership chain multiplied by that first enterprise's direct ownership percentage in the second U.S. business enterprise, multiplied by each succeeding direct ownership percentage of each other intervening U.S. business enterprise in the ownership chain between the foreign parent and the given U.S. business enterprise.

Example: In the diagram below, foreign person A owns 100% of the voting stock of U.S. affiliate B; U.S. affiliate B owns 50% of the voting stock of U.S. affiliate C; and U.S. affiliate C owns 25% of the voting stock of U.S. affiliate D. Therefore, U.S. affiliate B is 100% directly owned by foreign person A; U.S. affiliate C is 50% indirectly owned by foreign person A; and U.S. affiliate D is 12.5% indirectly owned by foreign person A.



A report is required even if the foreign person's voting interest in the U.S. business enterprise was established or acquired during the reporting period.

Beneficial, not record, ownership is the basis of the reporting criteria. Voting securities, voting stock, and voting interest all have the same general meaning and are used interchangeably throughout these instructions and the report forms.

Airline and ship operators – U.S. stations, ticket offices, and terminal and port facilities of foreign airlines and ship operators that provide services ONLY to the foreign airlines' and ship operators' own operation are not required to report. Reports are required when such enterprises produce significant revenues from services provided to unaffiliated persons.

Agencies and representative offices – U.S. representative offices, agents, and employees of a foreign person or entity that meet the criteria outlined below are not considered to be U.S. affiliates, and therefore, should not be reported on Forms BE-15A, BE-15B, or BE-15C. However, a foreign person's or entity's disbursements to maintain U.S. sales and representative offices must be reported on Form BE-125, Quarterly Survey of Transactions in Selected Services and Intangible Assets with Foreign Persons. Copies of Form BE-125 are available on the BEA Web site at: www.bea.gov/surveys/iussurv.htm

I. REPORTING REQUIREMENTS – Continued

A U.S. presence of a foreign person or entity (or their representative(s)) is considered a U.S. sales promotion or representative office if:

1. It is engaged only in sales promotion, representational activities, public relations activities, or the gathering of market information, on behalf of the foreign person or entity;
2. It does not produce revenue (other than funds from the foreign person or entity to cover its expenses).
3. It has minimal assets held either in its own name or in the name of the foreign person or entity.

A U.S. presence of a foreign person or entity (or their representative(s)) that produces revenue for its own account from goods or services it provides to others is considered a U.S. affiliate and is subject to the BE-15 reporting requirements.

1. Which form to file – Review the questions below and the flow chart on this page to determine if your U.S. business enterprise is required to file the BE-15 survey. Blank forms can be found at: www.bea.gov/fdi

a. Were at least 10 percent of the voting rights in your business enterprise directly or indirectly owned by a foreign person or entity at the end of your fiscal year that ended in calendar year 2013?

☐ Yes — *Continue with question b.*

☐ No — *File Form BE-15 Claim for Exemption by May 31, 2014.*

b. Were more than 50 percent of the voting rights in this U.S. business enterprise owned by another U.S. affiliate at the end of this U.S. business enterprise's fiscal year that ended in calendar year 2013?

☐ Yes — *Continue with question c.*

☐ No — *Skip to question d.* NOTE: Your business is hereafter referred to as a "U.S. affiliate."

c. Do different foreign persons hold a direct and an indirect ownership interest in this U.S. affiliate (exception c to the consolidation rules)? (The consolidation rules are found in instruction IV.2. starting on page 22.)

☐ Yes — *Continue with question d.* NOTE: Your business is hereafter referred to as a "U.S. affiliate."

☐ No – This U.S. affiliate must be consolidated on the BE-15 report of the U.S. affiliate that owns it more than 50 percent. File Form BE-15 Claim for Exemption with page 1 and item (d) on page 3 completed by May 31, 2014.

Forward this survey packet to the U.S. affiliate that owns this affiliate more than 50 percent, and have them consolidate your data into their report.

d. Did **any one** of the items – Total assets, Sales or gross operating revenues, or Net income (loss) – for the U.S. affiliate (not just the foreign parent's share) exceed $40 million at the end of, or for, its fiscal year that ended in calendar year 2013?

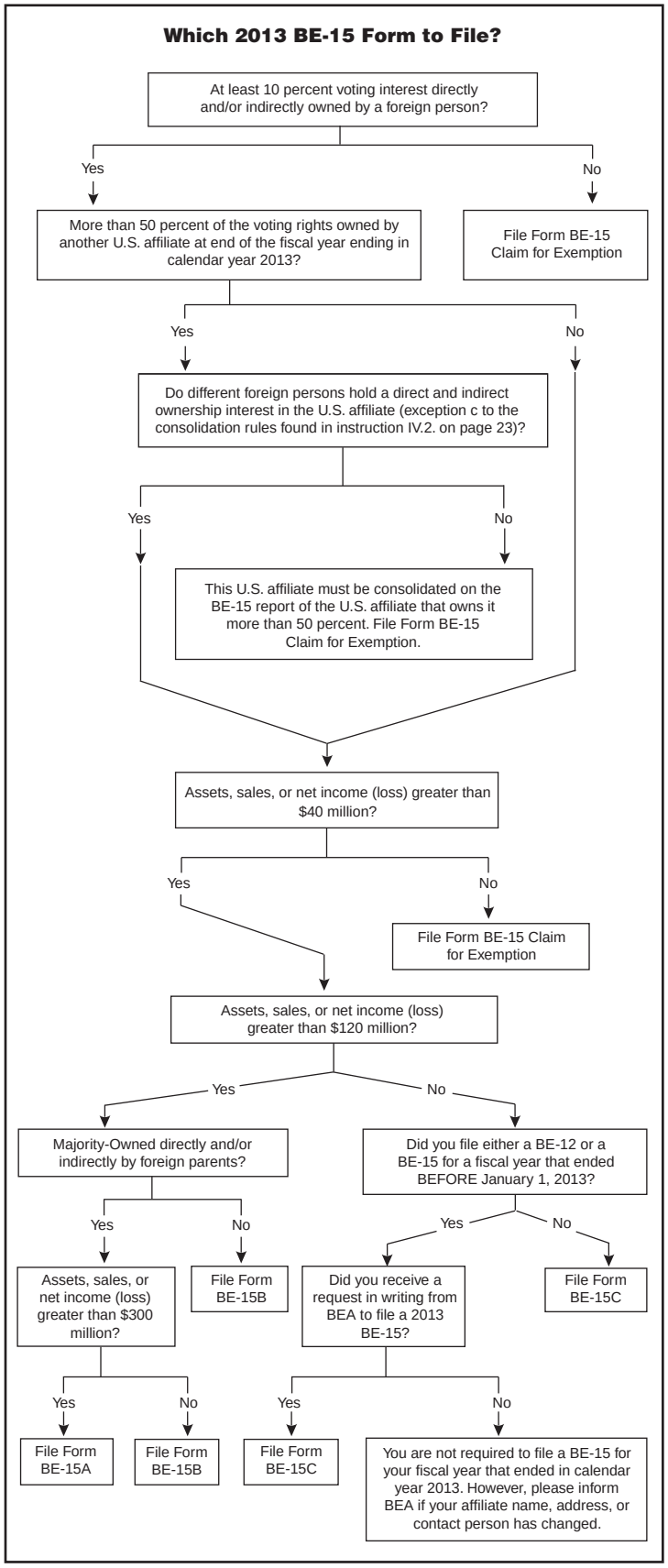
☐ Yes — *Continue with question e.*

☐ No – File Form BE-15 Claim for Exemption by May 31, 2014.

e. Did **any one** of the items – Total assets, Sales or gross operating revenues, or Net income (loss) – for the U.S. affiliate (not just the foreign parent's share) exceed $120 million at the end of, or for, its fiscal year that ended in calendar year 2013?

☐ Yes — *Skip to question h.*

☐ No – *Continue with question f.*



I. REPORTING REQUIREMENTS – Continued

f. Did you file either a BE-12 or a BE-15 for a fiscal year that ended BEFORE January 1, 2013?

☐ Yes — *Continue with question g.*

☐ No — *File Form BE-15C by May 31, 2014.*

g. Did you receive a request in writing from BEA to file a BE-15 for the fiscal year that ended in calendar year 2013?

☐ Yes — *File Form BE-15C by May 31, 2014.*

☐ No — *You are not required to file a BE-15 for your fiscal year that ended in calendar year 2013. However, please inform BEA if your affiliate name, address, or contact person has changed.*

h. Was the U.S. affiliate majority-owned by its foreign parent(s) at the end of its fiscal year that ended in calendar year 2013? (A U.S. affiliate is "majority-owned" if the combined direct and indirect ownership interests of all foreign parents of the U.S. affiliate exceed 50 percent.)

☐ Yes — *Continue with question i.*

☐ No — *File Form BE-15B by May 31, 2014.*

i. Did **any one** of the items – Total assets, Sales or gross operating revenues, or Net income (loss) – for the U.S. affiliate (not just the foreign parent's share) exceed $300 million at the end of, or for, its fiscal year that ended in calendar year 2013?

☐ Yes — *File Form BE-15A by May 31, 2014.*

☐ No — *File Form BE-15B by May 31, 2014.*

2. Who must file Form BE-15A – 2013 Annual Survey of Foreign Direct Investment in the United States?

A Form BE-15A must be completed and filed by May 31, 2014, by each U.S. business enterprise that was a U.S. affiliate of a foreign person at the end of its fiscal year that ended in calendar year 2013, if:

a. The ownership or control (both direct and indirect) by **all** foreign parents in the **voting securities** of an incorporated U.S. business enterprise (or an equivalent interest of an unincorporated U.S. business enterprise) at the end of the fiscal year that ended in calendar year 2013, was **more than 50 percent** (i.e., the voting securities, or equivalent interest were **majority owned** by foreign parents), **and**

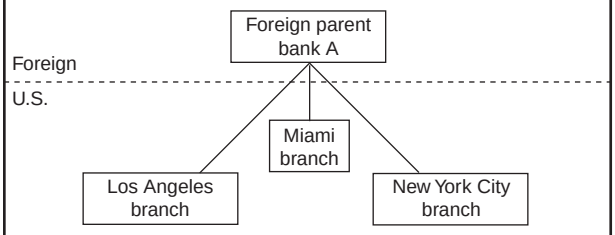
b. On a fully consolidated, or, in the case of real estate investments, an aggregated basis, any one of the following three items – Total assets (do not net out liabilities), **or** Sales or gross operating revenues, excluding sales taxes, **or** Net income after provision for U.S. income taxes – for the U.S. affiliate (not just the foreign parent's share) exceeded $300 million (positive or negative) at the end of, or for, its fiscal year that ended in calendar year 2013.

B. Aggregation of real estate investments – Aggregate all real estate investments of a foreign person for the purpose of applying the reporting criteria. Use a single report form to report the aggregate holdings, unless BEA has granted permission to do otherwise. Those holdings not aggregated must be reported separately. Real estate is discussed more fully in instruction V.C. on page 27.

C. Aggregated reporting for banks – All U.S. branches and agencies (including International Banking Facilities) directly owned by a foreign bank may be aggregated on a single BE-15.

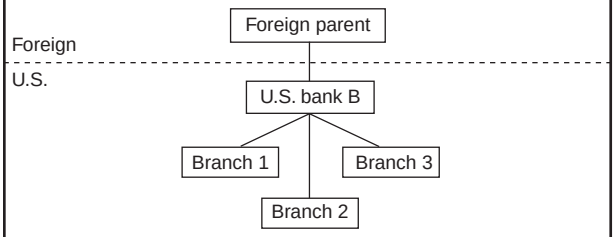
U.S. branches and agencies, directly owned by the foreign parent, that are aggregated on this report should be counted separately and listed separately on the Supplement A to this form. See Example A in the next column.

Example A



Data for **all** three branches (Miami, Los Angeles, and New York City) owned by foreign parent bank A may be aggregated on a single BE-15. If aggregated, list **all** three branches on the Supplement A. Report "3" as the number of U.S. branches aggregated for item 8 on page 3.

Example B



Consolidate data for **each** branch (branch 1, branch 2, and branch 3) and U.S. bank B on a single BE-15. DO NOT list them on the Supplement A. Report "1" as number of U.S. affiliates consolidated for item 8 on page 3.

U.S. branches and agencies, owned by a U.S. bank affiliate, should be consolidated on this report but not counted separately and not listed separately on the Supplement A to this form. See Example B above.

Note that subsequent filings of Form BE-15 annual reports and Form BE-605 quarterly reports with BEA, if required, must be on the same aggregated basis. If all U.S. branches and agencies directly owned by a foreign bank are not aggregated on a single report, then each branch or agency must file a separate BE-15.

II. DEFINITIONS

A. United States, when used in a geographic sense, means the several states, the District of Columbia, the Commonwealth of Puerto Rico, and all territories and possessions of the United States.

B. Foreign, when used in a geographic sense, means that which is situated outside the United States or which belongs to or is characteristic of a country other than the United States.

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

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

1. Members of the same family.

2. A business enterprise and one or more of its officers or directors.

3. Members of a syndicate or joint venture.

4. A corporation and its domestic subsidiaries.

II. DEFINITIONS – Continued

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

F. Direct investment means the ownership or control, directly or indirectly, by one person of 10 percent or more of the voting securities of an incorporated business enterprise or an equivalent interest in an unincorporated business enterprise.

G. Foreign direct investment in the United States means the ownership or control, directly or indirectly, by one foreign person of 10 percent or more of the voting securities of an incorporated U.S. business enterprise or an equivalent interest in an unincorporated U.S. business enterprise, including a branch.

H. Business enterprise means any organization, association, branch, or venture which exists for profit making purposes or to otherwise secure economic advantage, and any ownership of any real estate.

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

J. Affiliate means a business enterprise located in one country which is directly or indirectly owned or controlled by a person of another country to the extent of 10 percent or more of its voting securities for an incorporated business enterprise or an equivalent interest for an unincorporated business enterprise, including a branch.

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

1. **Majority-owned U.S. affiliate** means a U.S. affiliate in which the combined direct and indirect voting interest of all foreign parents of the U.S. affiliate exceeds 50 percent.

2. **Minority-owned U.S. affiliate** means a U.S. affiliate in which the combined direct and indirect voting interest of all foreign parents of the U.S. affiliate is 50 percent or less.

L. Foreign parent is a foreign person that directly or indirectly holds a voting interest of 10 percent or more in the U.S. affiliate. It is the first person outside the United States in a foreign chain of ownership.

M. Affiliated foreign group means (i) the foreign parent, (ii) any foreign person, proceeding up the foreign parent's ownership chain, which owns more than 50 percent of the person below it up to and including that person which is not owned more than 50 percent by another foreign person, and (iii) any foreign person, proceeding down the ownership chain(s) of each of these members, which is owned more than 50 percent by the person above it.

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

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

P. Ultimate beneficial owner (UBO) is that person, proceeding up the ownership chain beginning with and including the foreign parent, that is not more than 50 percent owned or controlled by another person. Note: Stockholders of a closely or privately held corporation are normally considered to be an associated group and may be a UBO.

Q. Banking covers business enterprises engaged in deposit banking or closely related functions, including commercial banks, Edge Act corporations engaged in international or foreign banking, foreign branches and agencies of U.S. banks whether or not they accept deposits abroad, U.S. branches and agencies of foreign banks whether or not they accept domestic deposits, savings and loans, savings banks, bank holding companies, and financial holding companies under the Gramm-Leach-Bliley Act.

R. Lease is an arrangement conveying the right to use property, plant, or equipment (i.e., land and/or depreciable assets), usually for a stated period of time.

1. **Capital lease –** A long-term lease under which a sale of the asset is recognized at the inception of the lease. These may be shown as lease contracts or accounts receivable on the lessor's books. The asset would not be considered as owned by the lessor.

2. **Operating lease –** Generally, a lease with a term which is less than the useful life of the asset and a transfer of ownership is not contemplated.

III. GENERAL INSTRUCTIONS

A. Changes in the reporting entity – DO NOT restate close fiscal year 2012 balances for changes in the consolidated reporting entity that occurred during fiscal year 2013. The close fiscal year 2012 balances should represent the reporting entity as it existed at the close of fiscal year 2012.

B. Required information not available – Make all reasonable efforts to obtain the information required for reporting. Answer every item except where specifically exempt. Indicate when only partial information is available.

C. Estimates – If actual figures are not available, provide estimates and label them as such. When items cannot be fully subdivided as required, provide totals and an estimated breakdown of the totals.

Certain sections of the Form BE-15A require data that may not normally be maintained in a company's customary accounting records. Precise answers for these items may present the respondent with a substantial burden beyond what is intended by BEA. This may be especially true for:

- Items 21 thru 31 – Number of employees in each industry of sales;
- Section C, Items 45 thru 50 – Distribution of sales or gross operating revenues, by whether the sales were goods, investment income, or services, and the distribution of sales of services by transactor;
- Items 93 thru 100 – U.S. trade in goods by U.S. affiliate on a shipped basis, and
- Items 101 thru 157 – Employment by location.

Therefore, the answers in these sections may be reasonable estimates based upon the informed judgment of persons in the responding organization, sampling techniques, prorations based on related data, etc. However, the estimating procedures used should be consistently applied on all BEA surveys.

D. Specify – When "specify" is stated for certain items, provide the type and dollar amount of the major items included in the data provided.

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

IV. INSTRUCTIONS FOR SPECIFIC SECTIONS OF THE REPORT FORM

NOTE: Instructions in section IV are cross referenced by number to the items located on pages 2 to 18.

2 Consolidation Rules

Consolidated reporting by the U.S. affiliate — A U.S. affiliate must file on a fully consolidated **domestic U.S.** basis, including in the full consolidation all U.S. business enterprises proceeding down each ownership chain whose voting securities are more than 50 percent owned by the U.S. business enterprise above. The fully consolidated entity is considered one U.S. affiliate.

A foreign person holding real estate investments that are reportable on the BE-15 must aggregate all such holdings. See Instruction I.B. on page 21 and V.C. on page 27 for details.

IV. INSTRUCTIONS FOR SPECIFIC SECTIONS OF THE REPORT FORM – Continued

Do not prepare your BE-15 report using the proportionate consolidation method. Except as noted in IV.b. and c. below, consolidate all majority-owned U.S. business enterprises into your BE-15 report.

Unless the exceptions discussed below apply, any deviation from these consolidation rules must be approved in writing each year by BEA. If you file deconsolidated reports, you must file the same type of reports (i.e., BE-15A or BE-15B) that would have been required if a consolidated report was filed. Report majority-owned subsidiaries, if not consolidated, on Form BE-15A, using the equity method of accounting. DO NOT eliminate intercompany accounts (e.g., receivables or liabilities) for affiliates not consolidated.

Exceptions to consolidated reporting – Note: If a U.S. business enterprise is not consolidated into another U.S. affiliate's BE-15 report, then it **must** be listed on the Supplement B of the other U.S. affiliate's BE-15 report, and each U.S. affiliate not consolidated **must** file its own Form BE-15.

a. DO NOT CONSOLIDATE FOREIGN SUBSIDIARIES, BRANCHES, OPERATIONS, OR INVESTMENTS NO MATTER WHAT THE PERCENTAGE OWNERSHIP.

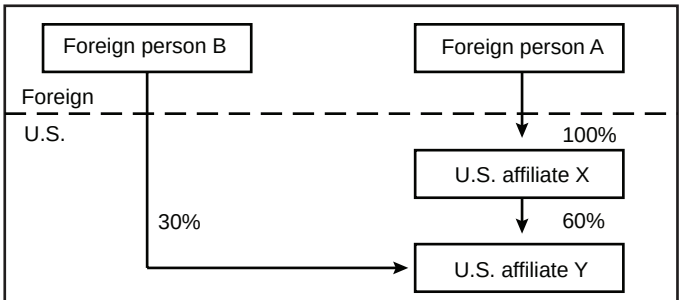
Include foreign holdings owned 20 percent or more using the equity method of accounting. DO NOT report employment, land, and other property, plant, and equipment and DO NOT eliminate intercompany accounts (e.g., receivables or liabilities) for holdings reported using the equity method.

DO NOT list any foreign holdings of the U.S. affiliate on the Supplement B. Oil and gas sites owned by U.S. affiliates and located outside of U.S. claimed territorial waters are to be treated as foreign subsidiaries of the U.S. affiliates if they meet one of the following criteria: (1) they are incorporated in a foreign country; (2) they are set up as a branch; or (3) they have a physical presence in a foreign country as evidenced by property, plant and equipment or employees located in that country.

Real estate located outside the United States that is owned by the U.S. affiliate and generates revenues for, or reimbursements to, the U.S. affiliate, or that facilitates the foreign operations of the U.S. affiliate is a foreign subsidiary and should not be consolidated on this BE-15 report.

b. Special consolidation rules apply to U.S. affiliates that are limited partnerships or that have an ownership interest in a U.S. limited partnership. These rules can be found on our web site at: **www.bea.gov/ltdpartner15**. Also see instruction 6.b. on page 24 for additional information about partnerships.

c. A U.S. affiliate in which a direct ownership interest and an indirect ownership interest are held by **different** foreign persons should not be fully consolidated into another U.S. affiliate, but must complete and file its own Form BE-15 report. (See diagram below.)



U.S. affiliate Y should not be fully consolidated into U.S. affiliate X because of the 30 percent direct ownership by foreign person B.

If this exception applies, reflect the indirect ownership interest, even if more than 50 percent, on the balance sheet and income statement of the owning U.S. affiliate's BE-15 report on an equity basis. For example, using the situation shown in the diagram above, U.S. affiliate X must treat its 60 percent ownership interest in U.S. affiliate Y as an equity investment.

4 Reporting period — The report covers the U.S. affiliate's 2013 fiscal year. The affiliate's 2013 fiscal year is defined as the affiliate's financial reporting year that had an ending date in calendar year 2013.

Special circumstances:

a. U.S. affiliates without a financial reporting year — If a U.S. affiliate does not have a financial reporting year, its fiscal year is deemed to be the same as calendar year 2013.

b. Change in fiscal year

(1) New fiscal year ends in calendar year 2013 – A U.S. affiliate that changed the ending date of its financial reporting year should file a 2013 BE-15 report that covers the 12 month period prior to the new fiscal year end date. The following example illustrates the reporting requirements.

Example 1: U.S. affiliate A had a June 30, 2012 fiscal year end date but changed its 2013 fiscal year end date to March 31. Affiliate A should file a 2013 BE-15 report covering the 12 month period from April 1, 2012 to March 31, 2013.

The ending balance sheet amounts reported in column 1 of items 59 through 73 must be the correct balances as of March 31, 2013. The beginning balance sheet amounts reported in column 2 must be the unrestated ending balances as of June 30, 2012. To reconcile the beginning and ending retained earnings balances (or, if retained earnings is not shown as a separate account, the beginning and ending owners' equity balances) affiliate A must include an adjusting entry in item 75. To reconcile the beginning and ending net property, plant and equipment balances, affiliate A must include an adjusting entry in item 82.

(2) No fiscal year ending in calendar year 2013 – If a change in fiscal year results in a U.S. affiliate not having a fiscal year that ended in calendar year 2013, the affiliate should file a 2013 BE-15 report that covers 12 months. The following example illustrates the reporting requirements.

Example 2: U.S. affiliate B had a December 31, 2012 fiscal year end date but changed its next fiscal year end date to March 31. Instead of having a short fiscal year ending in 2013, affiliate B decides to have a 15 month fiscal year running from January 1, 2013 to March 31, 2014. Affiliate B should file a 2013 BE-15 report covering a 12 month period ending in calendar year 2013, such as the period from April 1, 2012 to March 31, 2013.

In this example, the ending balance sheet amounts reported in column 1 of items 59 through 73 must be the correct balances as of March 31, 2013. The beginning balance sheet amounts reported in column 2 must be the unrestated ending balances as of December 31, 2012. To reconcile the beginning and ending retained earnings balances (or, if retained earnings is not shown as a separate account, the beginning and ending owners' equity balances) affiliate B must include an adjusting entry in item 75. To reconcile the beginning and ending net property, plant and equipment balances, affiliate B must include an adjusting entry in item 82.

For 2014, assuming no further changes in the fiscal year end date occur, affiliate B should file a BE-15 report covering the 12 month period from April 1, 2013 to March 31, 2014.

IV. INSTRUCTIONS FOR SPECIFIC SECTIONS OF THE REPORT FORM – Continued

5 Reporting for a U.S. business that became a U.S. affiliate during fiscal year 2013 —

a. A U.S. business enterprise that was newly established in fiscal year 2013 should file a report for the period starting with the establishment date up to and ending on the last day of its fiscal year that ended in calendar year 2013. DO NOT estimate amounts for a full year of operations if the first fiscal year is less than 12 months.

b. A U.S. business enterprise existing before fiscal year 2013 that became a U.S. affiliate in fiscal year 2013 should file a report covering a full 12 months of operations.

6 Form of organization of U.S. affiliate – Reporting by unincorporated U.S. affiliates

a. Directly owned vs. indirectly owned

(1) Directly owned – Each unincorporated U.S. affiliate, including a branch, that is directly owned 10 percent or more by a foreign person should file a separate BE-15 report. Do not combine two or more directly owned U.S. affiliates on a single BE-15 report. The only exceptions are for U.S. affiliates that are real estate investments or banks. See Instruction I.B. on page 21 and Instruction V.C. on page 27 for details on real estate. See instruction I.C. on page 21 for details on banks

(2) Indirectly owned – Except as noted in the exceptions to the consolidation rules starting on page 22, an indirectly owned unincorporated U.S. business enterprise that is owned more than 50 percent (voting interest) by another U.S. affiliate should be fully consolidated on the report with the U.S. affiliate that holds the voting interest greater than 50 percent. An indirectly owned unincorporated U.S. business enterprise owned 50 percent (voting interest) or less by another U.S. affiliate should file a separate BE-15 report if no other U.S. affiliate owns a voting interest of more than 50 percent.

b. Partnerships – Most partnerships are either general partnerships or limited partnerships. A general partnership usually consists of at least two general partners who together control the partnership. A limited partnership usually consists of at least one general partner and one limited partner. The general partner usually controls a limited partnership. The limited partner has a financial interest but does not usually have any voting rights (control) in a limited partnership.

Partners without voting rights (control) cannot have direct investment in a partnership. Therefore, limited partners do not usually have direct investment. The existence of direct investment in a partnership is determined by the percentage of control exercised by the partner(s). The percentage of control exercised by a partner may differ from its financial interest in the partnership.

(1) General partnerships

Determination of voting interest – "Voting interest" is defined in instructions 12–16 on page 25. The determination of the percentage of voting interest of a general partner is based on who controls the partnership. The percentage of voting interest is not based on the percentage of ownership in the partnership's equity. The general partners are presumed to control a general partnership. Unless a clause to the contrary is contained in the partnership agreement, a general partnership is presumed to be controlled equally by each of the general partners. For example, if a partnership has two general partners, and nothing to the contrary is stated in the partnership agreement, each general partner is presumed to have a 50 percent voting interest. If there are three general partners, each general partner is presumed to have a one-third voting interest, etc.

Managing partners – If one general partner is designated as the managing partner, responsible for the day-to-day operations of the partnership, this does not necessarily transfer control of the partnership to the managing partner. If the managing partner must obtain approval for annual operating budgets and for decisions relating to significant management issues from the other general partners, then the managing partner does not have a 100 percent voting interest in the partnership.

(2) Limited partnerships

(a) Determination of voting interest – "Voting interest" is defined in instructions 12-16 on page 25. The determination of the percentage of voting interest in a limited partnership is based on who controls the partnership. The percentage of voting interest is not based on the percentage of ownership in the partnership's equity. In most cases, the general partner is presumed to control a limited partnership, and therefore, have a 100 percent voting interest in the limited partnership. If there is more than one general partner, the partnership is presumed to be controlled equally by each of the general partners, unless a clause to the contrary is contained in the partnership agreement. For example, if a limited partnership has two general partners, and nothing to the contrary is stated in the partnership agreement, then each general partner is presumed to have a 50 percent voting interest in the limited partnership.

Limited partners do not normally exercise any control over a limited partnership. Therefore unless a clause to the contrary is contained in the partnership agreement, limited partners are presumed to have zero voting interest in a limited partnership. If a limited partnership has one or more limited partners who are foreign persons, the foreign limited partners are presumed to have no voting interest, and, therefore, no direct investment in the limited partnership.

Managing partners – See discussion under "General Partnerships" to the left.

(b) Consolidation Rules

Special consolidation rules apply to U.S. affiliates that are limited partnerships or that have an ownership interest in a U.S. limited partnership. These rules can be found on our web site at: www.bea.gov/ltdpartner15

c. Limited Liability Companies (LLCs)

Determination of voting interest – "Voting interest" is defined in instruction 12-16 on page 25. The determination of the percentage of voting interest in an LLC is based on who controls the LLC. The percentage of voting interest is not based on the percentage of ownership in the LLC's equity. LLCs are presumed to be controlled equally by each of its members (owners), unless a clause to the contrary is contained in the articles of organization or in the operating agreement. For example, if an LLC has two members, and nothing to the contrary is contained in the articles of organization or in the operating agreement, then each member is presumed to have a 50 percent voting interest in the LLC; if there are three members, then each member is presumed to have a one-third voting interest in the LLC.

Managing member – If one member is designated as the managing member responsible for the day-to-day operations of the LLC, this does not necessarily transfer control of the LLC to the managing member. If the managing member must obtain approval for annual operating budgets and for decisions relating to other significant management issues from the other members, then the managing member does not have a 100 percent voting interest in the LLC.

IV. INSTRUCTIONS FOR SPECIFIC SECTIONS OF THE REPORT FORM – Continued

9 U.S. affiliates NOT consolidated – Report investments in U.S. business enterprises that are owned 20 percent or more and not fully consolidated using the equity method of accounting. DO NOT report employment, land, and other property, plant, and equipment and DO NOT eliminate intercompany accounts for holdings reported using the equity method.

You may report immaterial investments using the cost method of accounting if this treatment is consistent with your normal reporting practice. Report investments owned less than 20 percent in accordance with FASB ASC 320 (formerly FAS 115) or the cost basis of accounting.

List all U.S. affiliates in which this U.S. affiliate has a voting interest of at least 10 percent and that are not consolidated in this Form BE-15A on the Supplement B.

12 – 16 — Ownership — Voting interest and equity interest

a. Voting interest is the percent of ownership in the voting equity of the U.S. affiliate. Voting equity consists of ownership interests that have a say in the management of the company. Examples of voting equity include capital stock that has voting rights, and a general partner's interest in a partnership. See instruction 6.b.(1) and 6.b.(2)(a), on page 24 for information about determining the voting interest for partnerships. See instruction 6.c. on page 24 for information about determining the voting interest for Limited Liability Companies.

b. Equity interest is the percent of ownership in the total equity (voting and nonvoting) of the U.S. affiliate. Nonvoting equity consists of ownership interests that do not have a say in the management of the company. An example of nonvoting equity is preferred stock that has no voting rights.

Voting interest and equity interest are not always equal. For example, an owner can have a 100 percent voting interest in a U.S. affiliate but own less than 100 percent of the affiliate's total equity. This situation is illustrated in the following example.

Example: U.S. affiliate A has two classes of stock, common and preferred. There are 50 shares of common stock outstanding. Each common share is entitled to one vote and has an ownership interest in 1 percent of the total owners' equity amount. There are 50 shares of preferred stock outstanding. Each preferred share has an ownership interest in 1 percent of the total owners' equity amount but has no voting rights. Foreign parent B owns all 50 shares of the common stock. U.S. investors own all 50 shares of the preferred stock. Since foreign parent B owns all of the voting stock, foreign parent B has a 100 percent voting interest in U.S. affiliate A. However, since all 50 shares of the nonvoting preferred shares are owned by U.S. investors, foreign parent B has only a 50 percent equity interest in the owners' equity amount of U.S. affiliate A.

21 – 34 Industry classification, total sales, and employees of fully consolidated U.S. affiliate

Book publishers and printers – Printing books without publishing is classified in international surveys industry (ISI) code 3231 (printing and related support activities) not ISI code 5111 (newspaper, periodical, book, and directory publishers).

Real estate investment trusts (REITS) – Report hybrid or mortgage REITS in ISI code 5252 (Funds, trusts, and other financial vehicles). Report all other REITS in ISI code 5310 (Real estate).

Repos and reverse repos – On the sales schedule (items 21–34), interest income and interest expense associated with repos and reverse repos should be offset against one another and reported at the net amount. This net amount should also be reported in item 47 (investment income included in gross operating revenues). However, in items 51 (interest income from all sources) and 52 (interest expense plus interest capitalized), interest income and interest expense associated with repos and reverse repos should be reported at the gross amounts.

On the balance sheet, reverse repos should be reported as assets and included in item 63 (other assets) while repos should be reported as liabilities and included in item 65 (total liabilities).

37 Certain gains (losses) —

Special instructions for real estate companies.

Real estate companies – Include in item 37:

(a) Impairment losses as defined by FASB ASC 360 (formerly FAS 144), and

(b) Goodwill impairment as defined by FASB ASC 350 (formerly FAS 142).

EXCLUDE the revenues earned and expenses incurred from the sale of real estate you own. Such revenues should be reported as operating income in item 34 column 2, items 35 and 45, and as sales of goods in item 46. Such expenses, including the net book value of the real estate sold, should be reported as costs of goods sold in item 40. Do not net the expenses against the revenues.

46 Sales of goods – Goods are outputs that are tangible. Report as sales of goods:

- Mass produced media, including exposed film, video tapes, DVDs, audio tapes, and CDs.
- Books. NOTE: Book publishers – To the extent feasible, report as sales of services all revenues associated with the design, editing, and marketing activities necessary for producing and distributing books that you both publish and sell. If you cannot unbundle (i.e., separate) these revenues from the value of the books you sell, then report your sales as sales of goods or services based on a best estimate of the value in each.
- 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 sales of services in item 48.
- Magazines and periodicals sold in retail stores. NOTE: Report subscription sales as sales of services in item 48.
- Packaged general use computer software.
- Structures sold by businesses in real estate.
- Revenues earned from building structures by businesses in construction.
- Electricity, natural gas, and water. NOTE: Revenues derived from transmitting and/or distributing these goods, as opposed to revenues derived from the sale of the actual product, should, to the extent feasible, be reported as sales of services in item 48.

47 Investment income – Report ALL interest and dividends generated by finance and insurance subsidiaries or units as investment income. NOTE: Report commissions and fees as sales of services in item 48.

48 Sales of services – Services are outputs that are intangible. Report as sales of services:

- Advertising revenue.
- Commissions and fees earned by companies engaged in finance and real estate activities.
- Premiums earned by companies engaged in insurance activities. NOTE: Calculate as direct premiums written (including renewals) net of cancellations, plus reinsurance premiums assumed, minus reinsurance premiums ceded, plus unearned premiums at the beginning of the year, minus unearned premiums at the end of the year.

IV. INSTRUCTIONS FOR SPECIFIC SECTIONS OF THE REPORT FORM – Continued

- Commissions earned by agents or brokers (i.e., wholesalers) who act on behalf of buyers and sellers in the wholesale distribution of goods.
- Magazines and periodicals sold through subscriptions. NOTE: Report magazines and periodicals sold through retail stores, as sales of goods in item 46.
- Newspapers.
- Pipeline transportation.
- Software downloaded from the Internet, electronic mail, an extranet, Electronic Data Interchange network, or some other online system.
- Computer systems design and related services.
- Negotiated licensing fees for software to be used on networks.
- Electricity transmission and distribution, natural gas distribution, and water distribution.

54 Employee compensation

Employee compensation includes wages and salaries and employee benefit plans.

Wages and salaries are the 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 persons who are not employees.

Wages and salaries include direct payments by employers for vacations, sick leave, severance (redundancy) pay, etc. Include employer contributions to benefit funds. Exclude payments made by, or on behalf of, benefit funds rather than by the employer.

Wages and salaries include in-kind payments, valued at their cost, that are **clearly and primarily of benefit to the employees as consumers.** Exclude expenditures that benefit employers as well as employees, such as expenditures for plant facilities, employee training programs, and reimbursement for business expenses.

Employee benefit plans are employer expenditures for all employee benefit plans, including those required by government statute, those resulting from a collective-bargaining contract, or those that are voluntary. Employee benefit plans 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. If plans are financed jointly by the employer and the employee, include only the contributions of the employer.

55a Research and development (R&D) performed BY the U.S. affiliate – R&D is planned, creative work aimed at discovering new knowledge or developing new or significantly improved goods and services. This includes a) activities aimed at acquiring new knowledge or understanding without specific immediate commercial application or use (basic research); b) activities aimed at solving a specific problem or meeting a specific commercial objective (applied research); and c) systematic use of research and practical experience to produce new or significantly improved goods, services, or processes (development).

R&D does **NOT** include 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

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 not a part of an R&D organization.

INCLUDE all costs incurred to support R&D performed by the affiliate. 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.

93 – 100 U.S. trade in goods by U.S. affiliate on a shipped basis

"U.S. Trade in goods" is the physical movement of goods between the customs area of the United States and the customs area of a foreign country. Goods shipped by, or to, the U.S. affiliate whether or not they were actually charged or consigned by, or to, the U.S. affiliate, are considered to be trade of the U.S. affiliate. To adjust "charged" basis data to a "shipped" basis it may be necessary to look at export and import declarations filed with U.S. customs or shipping and receiving documents to determine the physical movement of goods.

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

V. SPECIAL INSTRUCTIONS

A. Insurance companies – Reporting should be in accordance with U.S. Generally Accepted Accounting Principles not Statutory Accounting Practices (SAP). For example, the BE-15 report should include the following assets even though they are not acceptable under SAP: **1.** non-trusteed or free account assets, and **2.** nonadmitted assets such as furniture and equipment, agents' debit balances, and all receivables deemed to be collectible.

V. SPECIAL INSTRUCTIONS – Continued

Item on Form BE–15A:

34 **Sales or gross operating revenues, excluding sales taxes –** Include items such as earned premiums, annuity considerations, gross interest and dividend income, and items of a similar nature. Exclude income from unconsolidated affiliates that is to be reported in item 36, and certain gains (losses) that are to be reported in item 37.

40 **Cost of goods sold or services rendered, and selling, general, and administrative expenses –** Include costs relating to sales or gross operating revenues, item 35, such as policy losses incurred, death benefits, matured endowments, other policy benefits, increases in liabilities for future policy benefits, other underwriting expenses, and investment expenses.

47 **Investment income –** Report that portion of sales or gross operating revenues, items 34 column 2, 35 and 45, that is investment income (e.g., interest and dividends). However, report gains (losses) on investments in accordance with the instructions for item 37 on page 8.

48 **Sales of services –** Include premium income and income from actuarial, claims adjustment, and other services, if any.

64 **Total assets –** Include current items such as agents' 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.

65 **Total liabilities –** Include current items such as loss liabilities, policy claims, commissions due, other current liabilities arising from the ordinary course of business, and long-term debt.

73 **Total owners' equity –** Include mandatory securities valuation reserves that are appropriations of retained earnings.

B. Railroad transportation companies – Railroad transportation companies should include only the net annual balances for interline settlement items (car hire, car repair, freight revenues, switching revenues, and loss and damage settlements) in items 63 and 65.

C. Real Estate – The ownership of real estate is defined to be a business enterprise, and if the real estate is foreign owned, it is a U.S. affiliate of a foreign person. A BE-15 report is required unless the enterprise is otherwise exempt.

Residential real estate held exclusively for personal use and not for profit making purposes is not subject to the reporting requirements. A residence that is an owner's primary residence that is then leased by the owner while outside the United States, but which the owner intends to reoccupy, is considered real estate held for personal use and therefore not subject to the reporting requirements. Ownership of U.S. residential real estate by a corporation whose sole purpose is to hold the real estate for the personal use of the owner(s) of the corporation is considered to be real estate held for personal use and therefore not subject to the reporting requirements.

Aggregation of real estate investments – A foreign person holding real estate investments that are reportable on the BE-15 must aggregate all such holdings for the purpose of applying the reporting criteria (see instruction I.B. on page 21 of this form). File a single BE-15 report covering the aggregated holdings. If on an aggregated basis any one of the following three items – total assets (do not net out liabilities), or sales or gross operating revenues, excluding sales taxes, or net income after provision for U.S. income taxes – exceeds $300 million (positive or negative), file Form BE-15A. If permission has been received in writing from BEA to file on an non-aggregated basis, you must report each real estate investment on a Form BE-15A if a Form BE-15A would have been required on an aggregated basis. Non-aggregated reports should be filed as a group and you should inform BEA that they are all for one owner.

On page 1, for the name and address of the U.S. business enterprise, BEA is not seeking a legal description of the property, nor necessarily the address of the property itself. Because there may be no operating business enterprise for a real estate investment, what BEA seeks is a consistently identifiable name for the investment (i.e., the U.S. affiliate) together with an address to which report forms can be mailed so that the investment (affiliate) can be reported on a consistent basis for each reporting period and for the various BEA surveys.

Thus, on page 1 of the BE-15 survey forms the "name and address" of the U.S. affiliate might be:

XYZ Corp. N.V., Real Estate Investments
c/o B&K Inc., Accountants
120 Major Street
Miami, FL XXXXX

If the investment property has a name, such as Sunrise Apartments, the name and address on page 1 of the BE-15 survey forms might be:

Sunrise Apartments
c/o ABC Real Estate
120 Major Street
Miami, FL XXXXX

There are items throughout the Form BE-15A that may not apply to certain types of real estate investments, such as the employer identification number, the number of employees, and exports and imports. In such cases, mark the items "none."

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

1. If the foreign interest in the U.S. affiliate is directly held by the foreign person then a BE-15 report must be filed by the affiliate (subject to the aggregation rules discussed above).
2. If a voting interest of more than 50 percent in the U.S. affiliate is owned by another U.S. affiliate, the owned affiliate must be fully consolidated in the BE-15 report of the owning affiliate.
3. If a voting interest of 50 percent or less in the U.S. affiliate is owned by another U.S. affiliate, and no U.S. affiliate owns a voting interest of more than 50 percent, then a separate BE-15 report must be filed by the owned affiliate. The BE-15 report(s) of the owning affiliate(s) must show an equity investment in the owned affiliate.

E. Farms – For farms that are not operated by their foreign owners, the income statements and related items should be prepared based on the extent to which the income from the farm accrues to, and the expenses of the farm are borne by, the owner. Generally this means that income, expenses, and gain (loss) assignable to the owner should reflect the extent to which the risk of the operation falls on the owner. For example, even though the operator and other workers on the farm are hired by a management firm, if their wages and salaries are assigned to, and borne by, the farm operation being reported, then the operator and other workers should be reported as employees of that farm operation and the wages and salaries should be included as an expense in the income statement.

EXAMPLES:

1. If the farm is leased to an operator for a fixed fee, the owner should report the fixed fee in "total sales" and should report the non-operating expenses that he or she may be responsible for, such as real estate taxes, interest on loans, etc., as expenses in the income statement.
2. If the farm is operated by a management firm that oversees the operation of the farm and hires an operator, but the operating income and expenses are assigned to the owner, the income and expenses so assigned should be shown in the requested detail in the income statement, and related items, as appropriate. (The report should not show just one item, i.e., the net of income less the management fee, where the management fee includes all expenses.)

V. SPECIAL INSTRUCTIONS – Continued

F. Estates, trusts, and intermediaries

A Foreign estate is a person and therefore may have direct investment, and the estate, not the beneficiary, is considered to be the owner.

A Trust is a person but it is not a business enterprise. The trust is considered to be the same as an intermediary, and should report as outlined in the instructions for intermediaries below. For reporting purposes, the beneficiary(ies) of the trust, is (are) considered to be the owner(s) for purposes of determining the existence of direct investment, except in two cases: **(1)** if there is, or may be, a reversionary interest, and **(2)** if a corporation or other organization creates a trust designating its shareholders or members as beneficiaries. In these two cases, the creator(s) of the trust is (are) deemed to be the owner(s) of the investments of the trust (or succeeding trusts where the presently existing trust had evolved out of a prior trust), for the purposes of determining the existence and reporting of direct investment.

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

For an intermediary:

1. If a U.S. intermediary holds, exercises, administers, or manages a particular foreign direct investment in the United States for the beneficial owner, such intermediary is responsible for reporting the required information for, and in the name of, the U.S. affiliate. Alternatively, the U.S. intermediary can instruct the U.S. affiliate to submit the required information. Upon so doing, the intermediary is released from further liability to report, provided it has informed BEA of the date such instructions were given and provides BEA the name and address of the U.S. affiliate, and has supplied the U.S. affiliate with any information in the possession of, or which can be secured by, the intermediary that is necessary to permit the U.S. affiliate to complete the required reports. When acting in the capacity of an intermediary, the accounts or transactions of the U.S. intermediary with a UBO are considered as accounts or transactions of the U.S. affiliate with the UBO. To the extent such transactions or accounts are unavailable to the U.S. affiliate, BEA may require the intermediary to report them.

2. If a UBO holds a U.S. affiliate through a foreign intermediary, the U.S. affiliate may report the intermediary as its foreign parent but, when requested, must also identify and furnish information concerning the UBO. Accounts or transactions of the U.S. affiliate with the foreign intermediary are considered as accounts or transactions of the U.S. affiliate with the UBO.

G. Determining place of residence and country of jurisdiction of individuals –

An individual is considered a resident of, and subject to the jurisdiction of, the country in which he or she is physically located. The following guidelines apply to individuals who do not reside in their country of citizenship:

1. Individuals who reside, or expect to reside, outside their country of citizenship for less than one year are considered to be residents of their country of citizenship.

2. Individuals who reside, or expect to reside, outside their country of citizenship for one year or more are considered to be residents of the country in which they are residing, except as provided in paragraphs 3 and 4 in the next column.

3. If an owner or employee of a business enterprise resides outside the country of location of the enterprise for one year or more for the purpose of furthering the business of the enterprise, and the country of the business enterprise is the country of citizenship of the owner or employee, then such owner or employee is considered a resident of the country of citizenship, provided there is the intent to return to the country of citizenship within a reasonable period of time.

4. Individuals and members of their immediate family who are residing outside their country of citizenship as a result of employment by the government of that country – diplomats, consular officials, members of the armed forces, etc. – are considered to be residents of their country of citizenship.

VI. FILING THE BE–15

A. Due date – A completed report, or Claim for Exemption from filing, covering a reporting company's fiscal year ending in calendar year 2013 is due no later than May 31, 2014 (or by June 30 for reporting companies that use BEA's eFile system). Go to **www.bea.gov/efile** for details about using eFile.

B. Mailing report forms to a foreign address – BEA will accommodate foreign owners that wish to have forms sent directly to them. However, the extra time consumed in mailing to and from a foreign place may make meeting filing deadlines difficult. In such cases, consider using BEA's electronic filing option. Go to **www.bea.gov/efile** for details about this option. To obtain forms online go to: **www.bea.gov/fdi**

C. Extensions – For the efficient processing of the survey and timely dissemination of the results, it is important that your report be filed by the due date. Nevertheless, reasonable requests for extension of the filing deadline will be granted.

For extension requests of 30 days or less, you may call BEA at (202) 606-5615. Note: If submitting through eFile see due date information above. Requests for extensions of more than 30 days **MUST be in writing** and should explain the basis for the request. You may request an extension via email at **be12/15@bea.gov**. Requests for extensions must be received **NO LATER THAN** the original due date of the report.

D. Assistance – For assistance, telephone (202) 606-5615, or send email to **be12/15@bea.gov**. Forms can be obtained from BEA's web site at: **www.bea.gov/fdi**

E. Annual stockholders' report or other financial statements – Furnish a copy of your FY 2013 annual stockholders' report or Form 10-K when filing the BE-15 report. If you do not publish an annual stockholders' report or file Form 10-K, provide any financial statements that may be prepared, including the accompanying notes. Information contained in these statements is useful in reviewing your report and may reduce the need for further contact. Section 5(c) of the International Investment and Trade in Services Survey Act, Public Law 94-472, 90 Stat. 2059, 22 U.S.C. 3101-3108, as amended, provides that this information can be used for analytical and statistical purposes only and that it must be held strictly confidential.

F. Number of copies – File a single original copy of the form and supplement(s). If you are not filing electronically, this should be the copy with the address label on page 1, if such a copy has been pre-printed by BEA. (Make corrections directly to the address, if necessary.) You should also retain a file copy of each report for three years to facilitate resolution of any questions that BEA may have concerning your report. (Both copies are protected by law; see the statement on confidentiality on page 19.)