



2007 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD MANDATORY — CONFIDENTIAL

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

DUE DATE — A complete BE-11 report is due May 30, 2008

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

IMPORTANT

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

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

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

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

- **U.S. Reporter's 2007 fiscal year** — The U.S. Reporter's financial reporting year that has an ending date in calendar year 2007. See **Instruction Booklet**, Part II.A.

Bil.	Mil.	Thous.	Dols.
	1	335	

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

- **Electronic filing** — To file your BE-11 reports electronically, go to the BEA Web site <http://www.bea.gov>
- **Additional copies** — For additional copies of BE-11 forms, instructions, and the Guide to Industry Classifications for International Surveys, 2002, go to the BEA Web site: <http://www.bea.gov>
- **Contact us for help** — Telephone: 202-606-5566; FAX: 202-606-5312 or 5317; E-mail: be10/11@bea.gov.

Public reporting burden for this BE-11 report (comprising Form BE-11A and Form(s) BE-11B(LF), BE-11B(SF), BE-11B(BNB), BE-11B(EZ), and/or BE-11C) is estimated to average 78.4 hours per response. This burden includes time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, Washington, DC 20230; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0053, Washington, DC 20503.

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

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

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

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

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT — Enter name and address

Name	
Address	

CERTIFICATION — The undersigned official certifies that this report has been prepared in accordance with the applicable instructions, is complete, and is substantially accurate except that, in accordance with Part IV.E of the **Instruction Booklet**, estimates may have been provided.

Authorized official's signature	Date
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TELEPHONE NUMBER	Area code	Number	Extension
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Print or type name and title

FAX NUMBER	Area code	Number	Telephone number	FAX number
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Telephone number FAX number

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

1000 11 Yes — If yes, please provide your e-mail address. →
 12 No

E-mail address

1

1001

Part I – IDENTIFICATION OF U.S. REPORTER — Continued

Industry classification of fully consolidated domestic U.S. Reporter (based on sales or gross operating revenues) — Enter in columns (1) and (2) respectively, the 4-digit International Surveys Industry (ISI) code(s) and the sales associated with each code. For a full explanation of each code, see the Guide to Industry Classifications for International Surveys, 2002 . For an inactive U.S. Reporter, enter an ISI code based on its last active period. Holding companies (ISI code 5512) must show total income.	ISI code		Sales or gross operating revenues			
	(1)		(2)			
				Bil.	Mil.	Thous.
13. Largest sales or gross operating revenues	1015	1	2	\$		
14. 2nd largest sales or gross operating revenues	1016	1	2			
15. 3rd largest sales or gross operating revenues	1017	1	2			
16. 4th largest sales or gross operating revenues	1018	1	2			
17. 5th largest sales or gross operating revenues	1019	1	2			
18. 6th largest sales or gross operating revenues	1020	1	2			
19. 7th largest sales or gross operating revenues	1021	1	2			
20. 8th largest sales or gross operating revenues	1022	1	2			
21. 9th largest sales or gross operating revenues	1023	1	2			
22. 10th largest sales or gross operating revenues	1024	1	2			
23. Sales or gross operating revenues not accounted for above	1026		2			
24. TOTAL SALES OR GROSS OPERATING REVENUES — <i>Sum of items 13 through 23 (column (2)) must equal item 24 (column (2)) and also item 33.</i>	1027		2			
25. BEA USE ONLY	1029	1	2	3	4	5
26.	1129	1	2	3	4	5

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

27. Are (1) total assets, (2) sales or gross operating revenues, excluding sales taxes and (3) net income (loss), all less than or equal to \$150 million at the end of, or for, the U.S. Reporter's 2007 fiscal year?

1028

1	1
2	2

 Yes — Complete Part II, Part IV, and the BE-11A Supplement A on the remainder of this Form BE-11A.

No — Complete Part III, Part IV, and the BE-11A Supplement A on the remainder of this Form BE-11A.

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

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

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

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

Section A – Distribution of Sales or Gross Operating Revenues

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

		Amount			
		Bil.	Mil.	Thous.	Dols.
33. Sales or gross operating revenues, excluding sales taxes — Gross sales minus returns, allowances, and discounts, or gross operating revenues, both exclusive of sales or consumption taxes levied directly on the consumer and excise taxes levied on manufacturers, wholesalers, and retailers. — Equals the sum of items 34, 35, and 36 and the sum of items 37, 38, and 39.	3147	\$			
• BY TRANSACTOR					
34. Sales to U.S. persons	3101				
35. Sales to foreign affiliates of this U.S. Reporter	3102				
36. Sales to other foreign persons	3103				
• BY TYPE					
37. Sales of goods	3148				
38. Sales of services	3149				
39. Investment income	3150				

Section B – Net Income, Realized and Unrealized Gains (Losses), Taxes, and Interest

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

46. BEA USE ONLY	1	2	3	4	5
3593					

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

• ADDENDUM

47. INSURANCE INDUSTRY ACTIVITIES — Premiums earned and losses incurred

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

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

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

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

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

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

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

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

				Amount (1)			
				Bil.	Mil.	Thous.	Dols.
1							
	3048	\$					
1							
	3049	\$					

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

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

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

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

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

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

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

b. Enter the cost of goods purchased for resale without further processing during the fiscal year that ended in calendar year 2007 → 3051

				Amount (1)			
				Bil.	Mil.	Thous.	Dols.
1							
	3051	\$					

c. Enter the closing balances at the end of fiscal years 2006 and 2007 of the inventory of goods purchased for resale without further processing. → 3052

BALANCES							
Close FY 2007 (1)				Close FY 2006 (Unrestated) (2)			
Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
1				2			
	3052	\$					

49. BEA USE ONLY

3053

Remarks

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

Section C — Number of Employees and Employee Compensation

NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2007, including part-time employees, but excluding temporary and contract employees not included on your payroll records. A count taken at some other date during the reporting period may be given provided it is a reasonable estimate of employees on the payroll at the end of FY 2007. If the number of employees at the end of FY 2007 (or when the count was taken) was unusually high or low due to temporary factors (e.g., a strike), enter the number of employees that reflects normal operations. If the number of employees fluctuates widely during the year due to seasonal business variations, report the average number of employees on the payroll during FY 2007. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

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

• **NUMBER OF EMPLOYEES**

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

• **EMPLOYEE COMPENSATION**

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

Section D — Balance Sheet Items

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

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

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

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

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

Section F — Technology

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

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

60. R&D performed BY the U.S. Reporter		3694			
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61. BEA USE ONLY	1	2	3	4	5
3800					
62. BEA USE ONLY	1	2	3	4	5
3801					

Remarks

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

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

IMPORTANT NOTES

Report exports and imports of goods by the U.S. Reporter in FY 2007. Report all goods that physically left or entered the U.S. customs area. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. trade statistics to which these data will be compared. Do **not** record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the U.S. Reporter by, or charged by the U.S. Reporter to, a foreign person.

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

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

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

In-transit goods — Exclude from exports and imports the value of goods that are in-transit. In-transit goods are goods that are not processed or consumed by residents in the intermediate country(ies) through which they transit; the in-transit goods enter that country(ies) only because that country(ies) is along the shipping lines between the exporting and importing countries. In-transit goods are goods en route from one foreign country to another via the United States (such as from Canada to Mexico via the United States), and in-transit exports are goods en route from one part of the United States to another part via a foreign country (such as from Alaska to Washington State via Canada).

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

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

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

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

• EXPORTS OF GOODS BY THIS U.S. REPORTER (Value f.a.s. U.S. port)	TOTAL				Shipped to its foreign affiliates				Shipped to other foreigners			
	(1)				(2)				(3)			
	Bil.	Mil.	Thous.	lDols.	Bil.	Mil.	Thous.	lDols.	Bil.	Mil.	Thous.	lDols.
64. Total goods shipped in FY 2007 by this U.S. Reporter to foreigners 4102	1				2				3			
	\$				\$				\$			
• IMPORTS OF GOODS BY THIS U.S. REPORTER (Value f.a.s. foreign port)	TOTAL				Shipped by its foreign affiliates				Shipped by other foreigners			
	(1)				(2)				(3)			
	Bil.	Mil.	Thous.	lDols.	Bil.	Mil.	Thous.	lDols.	Bil.	Mil.	Thous.	lDols.
65. Total goods shipped in FY 2007 to this U.S. Reporter by foreigners 4103	1				2				3			
	\$				\$				\$			
66. BEA USE ONLY												
4104	1				2				3			
4105	1				2				3			

Remarks

Remarks

Listing of Foreign Affiliates Established or Acquired in 2007

List below: 1) each nonbank foreign affiliate of a nonbank U.S. Reporter established or acquired by the U.S. Reporter in fiscal year 2007 for which total assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign income taxes was greater than \$10 million (positive or negative), but for which no one of these items was greater than \$40 million (positive or negative) at the end of, or for, the affiliate's 2007 fiscal year and 2) each foreign affiliate of a bank U.S. Reporter and each bank foreign affiliate of a nonbank U.S. Reporter established or acquired by the U.S. Reporter in fiscal year 2007 for which total assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign income taxes was greater than \$10 million (positive or negative), but for which no one of these items was greater than \$500 million (positive or negative) at the end of, or for, the affiliate's 2007 fiscal year. Note: Nonbank foreign affiliates of nonbank U.S. Reporters established or acquired by the U.S. Reporter in fiscal year 2007 for which total assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign income taxes was greater than \$40 million (positive or negative), should be reported, in addition to existing affiliates, on Forms BE-11B(LF) or (SF) or BE-11C as appropriate. Foreign affiliates of bank U.S. Reporters and bank foreign affiliates of nonbank U.S. Reporters established or acquired by the U.S. Reporter in fiscal year 2007 for which assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign income taxes was greater than \$500 million (positive or negative), should be reported, in addition to existing affiliates, on Form BE-11B(FN).

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

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

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

Listing of Foreign Affiliates Established or Acquired in 2007

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

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

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

ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 2007
FORM BE-11A
ADDITIONAL INSTRUCTIONS BY ITEM

Part I — IDENTIFICATION OF U.S. REPORTER

13.—24.

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

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

Part III — FINANCIAL AND OPERATING DATA OF U.S. REPORTER

- **Section A — Distribution of Sales or Gross Operating Revenues (Items 33—39)**

- 29. **Sales or gross operating revenues, excluding sales taxes** —

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

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

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

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

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

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

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

51. and 52.; 54. and 55.

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

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

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

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

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

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

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

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

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

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

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

- 59. **Expenditures for property, plant, and equipment (PP&E)** —

Include items leased from others (including land) under capital leases. Also include the capitalized value of timber, mineral, and similar rights leased by the U.S. Reporter from others. Exclude items the U.S. Reporter has sold under a capital lease.

Exclude from expenditures all changes in PP&E, resulting from a change in the entity (e.g., due to mergers, acquisitions, divestitures, etc.) or accounting principles during FY 2007.

For U.S. Reporters engaged in exploring for, or developing, natural resources, include exploration and development expenditures made during FY 2007 that were capitalized, including capitalized expenditures to acquire or lease mineral rights. Do not include adjustments for expenditures charged against income in prior years but subsequently capitalized during FY 2007.

BE-11A

• Section F — Technology

R&D includes the following:

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

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

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

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

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

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

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

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

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

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

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

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

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

2. Real estate companies — Include in item 41:

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

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

B. Special instructions for insurance companies

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

2. Instructions for reporting specific items

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