



## 2010 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD

### MANDATORY — CONFIDENTIAL

### BE-11B (Report for Majority-Owned Foreign Affiliate of U.S. Reporter)

<p><b>REPORT ELECTRONICALLY:</b> www.bea.gov/efile</p> <p><b>MAIL REPORTS TO:</b> U.S. Department of Commerce Bureau of Economic Analysis, BE-69(A) Washington, DC 20230</p> <p><b>DELIVER REPORTS TO:</b> 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><b>FOR INFORMATION OR ASSISTANCE:</b> E-mail: be10/11@bea.gov Telephone: (202) 606-5566 Fax: (202) 606-5312</p> <p>Please include your BEA Identification Number with all requests.</p> <p>Copies of instructions and blank forms: www.bea.gov</p>	<p><b>BEA USE ONLY</b></p>	<p><b>Affiliate ID Number</b></p>	<p><b>C</b></p>
<p><b>1</b> Name of U.S. Reporter of foreign affiliate – Same as item 1, Form BE-10A</p>			
<p><b>2</b> Name of foreign affiliate being reported – Use the same name on all reports filed subsequently for this affiliate with the Bureau of Economic Analysis, e.g., Form BE-577.</p>			

1002

#### IMPORTANT

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

**Who must report** — The U.S. Reporter must file Form BE-11B for each majority-owned foreign affiliate for which total assets; sales or gross operating revenues, excluding sales taxes; **OR** net income (loss) after provision for foreign taxes was greater than \$60 million (positive or negative) at the end of, or for, the affiliate's 2010 fiscal year. See **Instruction Booklet, Part I** for detailed reporting requirements.

**Due Date** — A complete BE-11 report is due May 31, 2011

**Translation of foreign currency financial and operating data into U.S. dollars** — Use U.S. Generally Accepted Accounting Principles (FASB ASC 830). See **Instruction Booklet, Part IV.B**.

**Monetary Values** — 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

Bil.	Mil.	Thous.	Dols.
	1	335	000

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

98.7 %

**Percentages** — Report ownership percentages to a tenth of one percent:

#### Part I — Identification of Majority-Owned Foreign Affiliate

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

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

- |   |   |   |   |
|---|---|---|---|
| 1007 <input type="checkbox"/> <sup>1</sup> 601 <input type="checkbox"/> Australia | 1007 <input type="checkbox"/> <sup>1</sup> 650 <input type="checkbox"/> China | 1007 <input type="checkbox"/> <sup>1</sup> 313 <input type="checkbox"/> Ireland | 1007 <input type="checkbox"/> <sup>1</sup> 319 <input type="checkbox"/> Netherlands |
| <input type="checkbox"/> <sup>1</sup> 302 <input type="checkbox"/> Belgium        | <input type="checkbox"/> <sup>1</sup> 307 <input type="checkbox"/> France     | <input type="checkbox"/> <sup>1</sup> 314 <input type="checkbox"/> Italy        | <input type="checkbox"/> <sup>1</sup> 325 <input type="checkbox"/> Switzerland      |
| <input type="checkbox"/> <sup>1</sup> 202 <input type="checkbox"/> Brazil         | <input type="checkbox"/> <sup>1</sup> 308 <input type="checkbox"/> Germany    | <input type="checkbox"/> <sup>1</sup> 614 <input type="checkbox"/> Japan        | <input type="checkbox"/> <sup>1</sup> 327 <input type="checkbox"/> United Kingdom   |
| <input type="checkbox"/> <sup>1</sup> 100 <input type="checkbox"/> Canada         | <input type="checkbox"/> <sup>1</sup> 611 <input type="checkbox"/> Hong Kong  | <input type="checkbox"/> <sup>1</sup> 213 <input type="checkbox"/> Mexico       | <input type="checkbox"/> <sup>1</sup> <input type="checkbox"/> Other — Specify      |

**4 The ending date of this foreign affiliate's 2010 fiscal year** — The foreign affiliate's financial reporting year that has an ending date in calendar year 2010. See **Instruction Booklet, Part II.A**.

Month	Day	Year
<sup>1</sup>		<b>2010</b>

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

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

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

} Enter date	Month	Year
	<sup>3</sup>	

<sup>1</sup> <sup>2</sup>  **No**

**Part I — Identification of Majority-Owned Foreign Affiliate — Continued**

		Percent of ownership at close of fiscal year	
		Equity interest	Voting interest
		2010 (1)	2010 (2)
<b>DIRECT OWNERSHIP IN THIS FOREIGN AFFILIATE</b> — Enter percent of ownership, to a tenth of one percent, based on total voting stock, as applicable, if an incorporated affiliate, or an equivalent interest if an unincorporated affiliate, held <b>directly</b> by			
<b>6</b>	<b>U.S. Reporter named in item 1</b> — Report equity interest <b>and</b> voting interest.	1	2
1012		. %	. %
<b>7</b>	<b>Other foreign affiliate(s) of U.S. Reporter named in Item 1</b> — If entry is made here, complete items 14 and 15.		2
1013			. %
<b>8</b>	<b>Other U.S. Reporter(s) of this foreign affiliate</b> — If entry is made here, item 16 must be "Yes."		2
1014			. %
<b>9</b>	<b>Foreign affiliate(s) of other U.S. Reporter(s)</b> — If entry is made here, item 16 must be "Yes."		2
1015			. %
<b>10</b>	<b>Other U.S. persons</b>		2
1016			. %
<b>11</b>	<b>Foreign persons in this affiliate's country of location</b> (not reported above)		2
1017			. %
<b>12</b>	<b>All other foreign persons</b> (not reported above)		2
1018			. %
<b>13</b>	<b>TOTAL OF DIRECTLY HELD VOTING OWNERSHIP INTERESTS</b> — <b>Sum of items 6 through 12</b> →		2
1019			<b>100.0</b> %
<b>14</b>	<b>INDIRECT OWNERSHIP IN THIS FOREIGN AFFILIATE</b> — If there is an entry in item 7, enter U.S. Reporter's percent of indirect ownership in this affiliate. See <b>Instruction Booklet</b> , Part I.B.1.c, for instructions on how to calculate indirect ownership percentage.		2
1020			. %
<b>15</b>	<b>Identification of foreign affiliate parent(s)</b> — If there is an entry in item 7 — Enter below, the name(s) and percent(s) of ownership of each foreign affiliate of the U.S. Reporter named in item 1 holding a direct ownership interest in this foreign affiliate. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (c) the name of the foreign affiliate that holds a direct ownership interest in it.		

Foreign affiliate(s) holding direct ownership interest in this foreign affiliate			Name of foreign affiliate, if any, in ownership chain that holds direct interest in foreign affiliate named in column (a)
Name and ID Number <i>Enter name and BEA ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate.</i> (a)	BEA USE ONLY	Percent of direct ownership in this foreign affiliate Close FY 2010 (b)	
<b>a.</b>	1191	1	2
			. %
<b>b.</b>	1192	1	2
			. %
<b>c.</b>	1193	1	2
			. %
<b>TOTAL</b> — Must equal percentage entered in Item 7 →			2
		1021	. %

Remarks

BEA USE ONLY 2134	1	2	3	4	5
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**Part I — Identification of Majority-Owned Foreign Affiliate — Continued**

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

- 1022  **1** Yes — *Item 8 or 9 must have an entry, and item 17 must be completed. See Instruction Booklet, Part I.B.2.e.(2).*
- 2** No — *Skip to item 18*

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

Name	Mailing address

**18 Major activity of foreign affiliate — Mark (X) one**

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

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

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

1029

Remarks

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

**Part I — Identification of Majority-Owned Foreign Affiliate — Continued**

**Industry classification of foreign affiliate (based on sales or gross operating revenues)** — Enter the 4-digit International Surveys Industry (ISI) code(s) and the sales or gross operating revenues associated with each code. For a full explanation of each code, see the **Guide to Industry Classifications for International Surveys, 2007**. For an inactive affiliate, enter an ISI code based on its last active period. Holding companies (ISI code 5512) must show total income as reported in item 39. *Holding companies see **Additional Instructions** on page 11 for Part I, items 20-28.*

		ISI code		Sales or gross operating revenues			
		(1)	(2)	\$ Bil.	Mil.	Thous.	Dols.
<b>20</b> Largest sales or gross operating revenues	1030	1	2				000
<b>21</b> 2nd largest sales or gross operating revenues	1031	1	2				000
<b>22</b> 3rd largest sales or gross operating revenues	1032	1	2				000
<b>23</b> 4th largest sales or gross operating revenues	1033	1	2				000
<b>24</b> 5th largest sales or gross operating revenues	1034	1	2				000
<b>25</b> 6th largest sales or gross operating revenues	1035	1	2				000
<b>26</b> 7th largest sales or gross operating revenues	1036	1	2				000
<b>27</b> Sales or gross operating revenues not accounted for above	1037		2				000
<b>28 TOTAL SALES OR GROSS OPERATING REVENUES — Sum of items 20 through 27</b> →	1038		2				000

Remarks

BEA USE ONLY	1039	1	2	3	4	5
	1040	1	2	3	4	5
	1041	1	2	3	4	5

**Part II — Financial and Operating Data of Majority-Owned Foreign Affiliate**

**Section A — Number of Employees and Employee Compensation** — See *Additional Instructions* for Part II, Section A, on page 11 at the back of this form.

**NUMBER OF EMPLOYEES** — Employees on the payroll at the end of FY 2010 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 2010. If the number of employees at the end of FY 2010 (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 2010. 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** — Expenditures made by an employer in connection with the employment of workers, including cash payments, payments in-kind, and employer expenditures for employee benefit plans including those required by statute. 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 data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods. DO NOT include compensation of contract workers not carried on the payroll of this affiliate.

		Number of employees
<b>NUMBER OF EMPLOYEES</b>		1
<b>29 TOTAL NUMBER OF EMPLOYEES</b>	2105	

		Amount
		\$ Bil. Mil. Thous. Dols.
<b>30 TOTAL EMPLOYEE COMPENSATION</b> — Report, for all employees, the sum of		
<b>a. Wages and salaries</b> — Employees' gross earnings (before payroll deductions), and direct and in-kind payments by the employer to employees; and		1
<b>b. Employee benefit plans</b> — Employer expenditures for all employee benefit plans	2110	000

**31 If total employee compensation, item 30, is zero, is the compensation on the payroll of another foreign affiliate?**

2111  1 Yes  2 No — Explain why compensation is zero.

**32** Intentionally blank

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

**RESEARCH AND DEVELOPMENT (R&D) EXPENDITURES** — Item 33 pertains to only R&D performed by the foreign affiliate, including R&D performed by the affiliate for others (including the U.S. Reporter or its other foreign affiliates) under contract. This is the basis on which National Science Foundation surveys request information on R&D. (Exclude the cost of any R&D funded by the affiliate but performed by others, such as the affiliate's allocated share of R&D performed by the U.S. Reporter (report such R&D on Form BE-11A, item 51).

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.

<b>33 R&amp;D performed BY the affiliate</b>	2155	000
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**Section C — Size of Foreign Affiliate**

**34 Did this foreign affiliate have any one of these three items: (1) total assets, (2) sales or gross operating revenues, excluding sales taxes or (3) net income (loss), greater than \$300 million at the end of, or for, the affiliate's 2010 fiscal year?**

2153  1 Yes — Skip to Part IV on page 6

2 No — Complete Part III on page 5, then continue with Part V on page 10

Remarks

BEA USE ONLY	1	2	3	4	5
2134					

**Part III — Financial and Operating Data of Majority-Owned Foreign Affiliate With Assets, Sales, And Net Income (Loss) Less Than or Equal to \$300 Million**  
 Complete **ONLY** if the answer to item 34 is "No."

**Section A — Income** — See **Additional Instructions** for Part IV, Section A, on page 11 at the back of this form.

		Amount		
		\$ Bil.	Mil.	Thous. Dols.
		1		
<b>35 Net income (loss)</b>	2151			<b>000</b>

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

<b>36 Sales or gross operating revenues, excluding sales taxes</b>	<b>TOTAL</b> <i>Column (1) equals the sum of columns (2) through (7)</i> (1)	Local sales		Sales to U.S.		Sales to other countries	
		To other foreign affiliates of the U.S. Reporter(s)	To unaffiliated customers	To U.S. Reporter(s)	To unaffiliated customers	To other foreign affiliates of the U.S. Reporter(s)	To unaffiliated customers
		(2)	(3)	(4)	(5)	(6)	(7)
	\$ Bil. Mil. Thous. Dols.						
	1	2	3	4	5	6	7
2154	<b>000</b>						

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

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

		Balance at close of FY 2010		
		\$ Bil.	Mil.	Thous. Dols.
		1		
<b>37 Total assets</b>	1090			<b>000</b>
<b>38 Of which: Property, plant, and equipment, net</b>	1084			<b>000</b>
<b>39 Total liabilities</b>	1094			<b>000</b>
<b>40 Total owners' equity — Equals item 37 minus item 39</b>	1101			<b>000</b>

**Section D — Property, Plant, and Equipment (PP&E) Expenditures** — See **Additional Instructions** for Part IV, Section F, on page 12 at the back of this form.

PP&E includes land, timber, mineral and like rights owned, structures, machinery, equipment, special tools, and other depreciable property; construction in progress; and capitalized **and** expensed tangible and intangible exploration and development costs, but excludes other types of intangible assets, and land held for resale. *Insurance companies see **Special Instructions**, B.3.b., page 13.*

		Amount		
		\$ Bil.	Mil.	Thous. Dols.
		1		
<b>41 Expenditures for new and used property, plant, and equipment (PP&amp;E)</b>	2157			<b>000</b>

**42** Intentionally blank

➔ Skip to Part V on page 10.

Remarks

BEA USE ONLY	1	2	3	4	5
2159					

**Part IV — Financial and Operating Data of Majority-Owned Foreign Affiliate With Assets, Sales, or Net Income (Loss) Greater Than or Equal to \$300 Million**  
 Complete **ONLY** if the answer to item 34 is "Yes."

→ If you completed Part III, skip to Part V on page 10.

**Section A — Income Statement** — See **Additional Instructions** for Part IV, Section A, on page 11 at the back of this form.

		Amount		
		\$ Bil.	Mil.	Thous. Dols.
<b>INCOME</b>				
<b>43</b>	<b>Sales or gross operating revenues, excluding sales taxes</b> — Must equal item 77, column (1). (Dealers in financial instruments see <b>Special Instructions</b> , A.1., page 12; insurance companies see <b>Special Instructions</b> , B.3.a., page 13.)	2041	1	000
<b>44</b>	<b>Income from equity investments in foreign affiliates</b> — For foreign affiliates owned 20 percent or more (including those that are majority-owned), report equity in earnings during the reporting period; for those owned less than 20 percent, report dividends or distributed earnings for unincorporated affiliates. Do not include interest income.	2042	1	000
<b>45</b>	<b>Income from other equity investments</b>	2043	1	000
<b>46</b>	<b>Certain gains (losses)</b> — Read the following instructions carefully as they may deviate from what is normally required by U.S. Generally Accepted Accounting Principles. Report <b>gross before</b> income tax effect. Include income tax effect in item 50. Report gains (losses) resulting from: <ul style="list-style-type: none"> <li>a. Sale or disposition of financial assets including investment securities; FASB ASC 320 holding gains (losses) on securities classified as trading securities; FASB ASC 320 impairment losses; and gains (losses) derived from derivative instruments. <i>Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies, see <b>Special Instructions</b>, A.1., page 13;</i></li> <li>b. Sales or dispositions of land, other property, plant and equipment, or other assets, and FASB ASC 360 impairment losses. <u>Exclude</u> gains or losses from the sale of inventory assets in the ordinary course of trade or business. <i>Real estate companies, see <b>Special Instructions</b>, A.2., page 13;</i></li> <li>c. Goodwill impairment as defined by FASB ASC 350;</li> <li>d. Restructuring. <u>Include</u> restructuring costs that reflect write-downs or write-offs of assets or liabilities. <u>Exclude</u> 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. Report them in item 49;</li> <li>e. Disposals of discontinued operations. <u>Exclude</u> income from the operations of a discontinued segment. Report such income as part of your income from operations in items 28 and 43;</li> <li>f. Re-measurement of foreign affiliate's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the reporting period;</li> <li>g. Extraordinary, unusual, or infrequently occurring items that are material. <u>Include</u> losses from accidental damage or disasters after estimated insurance reimbursement. <u>Include</u> other material items, including write-ups, write-downs, and write-offs of tangible and intangible assets; gains (losses) from the sale or other disposition of capital assets; and gains (losses) from the sale or other disposition of financial assets, including securities, to the extent not included above. <u>Exclude</u> legal judgments. Report legal judgements against the foreign affiliate in item 49. Report legal settlements in favor of the foreign affiliate in item 47;</li> <li>h. The cumulative effect of a change in accounting principle;</li> <li>i. The cumulative effect of a change in the estimate of stock compensation forfeitures under FASB ASC 718.</li> </ul>	2044	1	000
<b>47</b>	<b>Other income</b> — <i>Specify</i>	2045	1	000
<b>48</b>	<b>TOTAL INCOME</b> — <i>Sum of items 43 through 47</i> →	2046	1	000

Remarks

BEA USE ONLY 1027	1	2	3	4	5
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**Part IV — Financial and Operating Data of Majority-Owned Foreign Affiliate With Assets, Sales, or Net Income (Loss) Greater Than or Equal to \$300 Million — Continued**

COSTS AND EXPENSES		Amount		
		\$ Bil.	Mil. Thous.	Dols.
<b>49</b>	<b>Cost of goods sold or services rendered and selling, general, and administrative expenses — (Insurance companies see <i>Special Instructions, B.3.c., page 13.</i>)</b>	2047	1	000
<b>50</b>	<b>Foreign income taxes — Provision for foreign income taxes for FY 2010</b>	2048	1	000
<b>51</b>	<b>Other costs and expenses not included above. Include noncontrolling interests in profits and losses per FASB ASC 810. — Specify</b>	2049	1	000
<b>52</b>	<b>TOTAL COSTS AND EXPENSES — Sum of items 49 through 51</b> →	2050	1	000
<b>NET INCOME</b>				
<b>53</b>	<b>NET INCOME (LOSS) — Item 48 minus item 52</b> →	2051	1	000

Remarks



**Part IV — Financial and Operating Data of Majority-Owned Foreign Affiliate With Assets, Sales, or Net Income (Loss) Greater Than or Equal to \$300 Million — Continued**

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

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

		Balance at close of fiscal year			
		\$ Bil.	Mil.	Thous.	Dols.
<b>ASSETS</b> (Insurance companies see <i>Special Instructions</i> , B.2. and B.3.f., page 13.)					
<b>54</b>	<b>Trade accounts and trade notes receivable, current</b> — Net of allowance for doubtful accounts.	2081			000
<b>55</b>	<b>Inventories</b>	2082			000
<b>56</b>	<b>Property, plant, and equipment — Gross</b>	2084			000
<b>57</b>	<b>Accumulated depreciation and depletion</b>	2085	(	)	000
<b>58</b>	<b>Equity investments in other foreign affiliates of which this affiliate is a parent</b> — Report foreign affiliates owned 20 percent or more (including majority-owned affiliates) on an equity basis. Report foreign affiliates owned less than 20 percent in accordance with FASB ASC 320 or lower of cost or market, as appropriate.	2086			000
<b>59</b>	<b>Other assets</b> — Other assets not reported elsewhere (including cash, other equity investments and noncurrent marketable securities, land held for resale, receivables and other investments).	2089			000
<b>60</b>	<b>TOTAL ASSETS</b> — <i>Sum of items 54 through 59</i> —————→	2090			000
<b>LIABILITIES</b> (Insurance companies see <i>Special instructions</i> , B.3.f., page 13)					
<b>61</b>	<b>Trade accounts and trade notes payable, current</b>	2092			000
<b>62</b>	<b>Other liabilities</b>	2093			000
<b>63</b>	<b>TOTAL LIABILITIES</b> — <i>Sum of items 61 and 62</i> —————→	2094			000
<b>OWNERS' EQUITY</b> — INCORPORATED AFFILIATE ONLY, complete items 64 through 70					
<b>64</b>	<b>Capital stock and additional paid-in capital</b>	2095			000
<b>65</b>	<b>Retained earnings (deficit)</b>	2096			000
<b>Accumulated other comprehensive income (loss)</b>		Balance at close of fiscal year			
		\$ Bil. Mil. Thous. Dols.			
<b>66</b>	<b>Translation adjustment component</b>	2097	1		
<b>67</b>	<b>All other components</b>	2098	1		000
<b>68</b>	<b>Total accumulated other comprehensive income (loss) — Equals sum of items 66 and 67.</b> —————→	2099			000
<b>69</b>	<b>Other</b> — Include treasury stock and involuntarily (or legally) restricted earnings, and noncontrolling interests per FASB ASC 810. — <i>Specify</i>	2100			000
<b>70</b>	<b>TOTAL OWNERS' EQUITY (INCORPORATED FOREIGN AFFILIATE) — Equals item 60 minus item 63 and, equals the sum of items 64, 65, 68, and 69.</b> —————→	2101			000
<b>OWNERS' EQUITY</b> — UNINCORPORATED AFFILIATE ONLY, complete items 71 and 72					
<b>71</b>	<b>TOTAL OWNERS' EQUITY (UNINCORPORATED FOREIGN AFFILIATE) — Equals item 60 minus item 63.</b> —————→	2102			000
<b>72</b>	<b>Translation adjustment</b> — Cumulative amount at year end (per FASB ASC 830) — That portion of item 71 representing the affiliate's cumulative translation adjustment account.	2103			000
BEA USE ONLY	2104	1	2	3	4
BEA USE ONLY	2105	1	2	3	4

**Part IV — Financial and Operating Data of Majority-Owned Foreign Affiliate With Assets, Sales, or Net Income (Loss) Greater Than or Equal to \$300 Million — Continued**

**Section C — Insurance**

**73 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 28, column 2, were any of the sales or revenues generated by insurance related activities covered by industry codes 5243 or 5249?**

2113  <sup>1</sup> **1**  Yes – Answer b and c

<sup>1</sup> **2**  No – Skip to item 74

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

**b. Premiums earned** – Report premiums, gross of commissions, included in revenue during the reporting year. Calculate as direct premiums written (including renewals) net of cancellations, plus reinsurance premiums assumed, minus reinsurance premiums ceded, plus unearned premiums at the beginning of the year, minus unearned premiums at the end of the year. Exclude all annuity premiums. Also exclude premiums and policy fees related to universal and adjustable life, variable and interest-sensitive life, and variable-universal life policies. → 2114

**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. → 2115

Amount			
\$	Bil.	Mil.	Dols.
1			000
1			000

**Section D — Interest and Taxes**

**74 Interest income** — Interest received or due to the affiliate from all payors (including affiliated persons), net of tax withheld at the source. Include all interest receipts included in items 43 and 47. Do not net against interest expensed, item 75. 2124

**75 Interest expensed or capitalized** — Interest expensed or capitalized by the affiliate, paid or due to all payees (including affiliated persons), gross of tax withheld. Do not net against interest income, item 74. 2125

**76 Taxes (other than income and payroll taxes) and nontax payments (other than production royalty payments)** — Report all such taxes and nontax payments whether or not included in revenues or expenses in the income statement. Include amounts paid or accrued for the year, net of refunds or credits, to foreign governments, their subdivisions and agencies for —  
**a.** Sales, value added, consumption, and excise taxes collected by the affiliate on goods and services that the affiliate sold;  
**b.** Property and other taxes on the value of assets and capital;  
**c.** Any remaining taxes (other than income and payroll taxes); and  
**d.** Import and export duties, license fees, fines, penalties, and all other payments or accruals of nontax liabilities (other than production royalty payments for natural resources). 2127

Amount			
\$	Bil.	Mil.	Dols.
1			000
1			000
1			000

Remarks

BEA USE ONLY	1	2	3	4	5
2134					

**Part IV — Financial and Operating Data of Majority-Owned Foreign Affiliate With Assets, Sales, or Net Income (Loss) Greater Than or Equal to \$300 Million — Continued**

**Section E — Distribution of Sales or Gross Operating Revenues — See *Additional Instructions* for Part IV, Section E, on page 12 at the back of this form.**

Distribute sales or gross operating revenues among three categories – sales of goods, sales of services, and investment income. For the purpose of this distribution, "goods" are normally economic outputs that are tangible and "services" are normally economic outputs that are intangible. When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services are not separately billed), classify the sales as goods or services based on whichever accounts for a majority of the value. Give best estimates if actual figures are not available. *Insurance companies also see **Special Instructions, B.3.d. and e., page 13.***

77 Sales or gross operating revenues, excluding sales taxes a. Column (1) equals item 43. b. Each column of line 77 equals the sum of items 78, 79 and 80.	TOTAL <i>Column (1) equals the sum of columns (2) through (7)</i>				Local sales		Sales to U.S.		Sales to other countries	
					To other foreign affiliates of the U.S. Reporter(s)	To unaffiliated customers	To U.S. Reporter(s)	To unaffiliated customers	To other foreign affiliates of the U.S. Reporter(s)	To unaffiliated customers
	(1) \$ Bil. Mil. Thous. Dols.	(2)	(3)	(4)	(5)	(6)	(7)			
3054	1	2	3	4	5	6	7			
								000		
<b>BY TYPE</b>	1	2	3	4	5	6	7			
<b>78 Sales of goods</b> 3055								000		
<b>79 Sales of services</b> 3056								000		
<b>80 Investment income</b> 3057								000		

**Section F — Property, Plant and Equipment (PP&E) — See *Additional Instructions* for Part IV, Section F, on page 12 at the back of this form.**

PP&E includes land, timber, mineral and like rights owned, structures, machinery, equipment, special tools, and other depreciable property; construction in progress; and capitalized and expensed tangible and intangible exploration and development costs, but excludes other types of intangible assets, and land held for resale. (*Insurance companies see **Special Instructions, B.3.g, page 13.***)

	Amount \$ Bil. Mil. Thous. Dols.
<b>81 Expenditures for new and used property, plant, and equipment (PP&amp;E)</b> 3109	000
<b>82 Current-period depreciation and depletion</b> — Current-period charges against property, plant, and equipment included in item 57. 3111	000

Remarks

BEA USE ONLY 2134	1	2	3	4	5
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**Part IV — Financial and Operating Data of Majority-Owned Foreign Affiliate With Assets, Sales, or Net Income (Loss) Greater Than or Equal to \$300 Million — Continued**

Section G — Change in Retained Earnings of Incorporated Foreign Affiliate or in Total Owners' Equity of Unincorporated Foreign Affiliate		Amount			
		\$ Bil.	Mil.	Thous.	Dols.
<b>83</b>	<b>Balance, close FY 2009 before restatement due to a change in the entity or a change in accounting methods or principles, if any —</b>	3117	1		000
<b>CHANGES DURING FY 2010</b>			1		
<b>84</b>	<b>Restatement due to a change in the entity (i.e., due to mergers, acquisitions, divestitures, etc.) or due to a change in accounting methods or principles. — Specify reasons for change</b>	3118			000
<b>85</b>	<b>Net income (loss)</b> — Enter amount from item 53.	3119	1		000
<b>86</b>	<b>Dividends or net income remitted to owners</b> Incorporated affiliate — Enter amount of dividends declared, before deduction of withholding taxes, out of current- and prior-period income on common and preferred stock during FY 2010. Exclude stock and liquidating dividends. Unincorporated affiliate — Enter amount of current- and prior-period net income remitted to owners during FY 2010.	3120	1		000
<b>87</b>	<b>Other increases (decreases)</b> — Enter other increases (decreases) in retained earnings of an incorporated affiliate, including stock dividends and liquidating dividends, or in total owners' equity of an unincorporated affiliate, including capital contributions (return of capital) — Specify	3122	1		000
<b>88</b>	<b>Balance, close FY 2010</b> — Sum of items 83, 84, 85, and 87, minus 86. Also, for an incorporated affiliate, this item equals item 65. For an unincorporated affiliate, this item equals item 71. →	3123	1		000

Remarks

BEA USE ONLY	1	2	3	4	5
2134					

**Part V — U.S. Exports to and U.S. Imports From Majority-Owned Foreign Affiliate**

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

**IMPORTANT NOTES**

Report U.S. exports of goods to and U.S. imports of goods from the foreign affiliate in FY 2010. Report all goods that physically left or entered the U.S. customs area. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. trade statistics to which these data will be compared. Do **not** record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person.

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

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

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

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

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

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

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

- 4172  1  "Shipped" basis
- 2  "Charged" basis without adjustments, because there is no material difference between the "charged" and "shipped" bases.
- 3  "Charged" basis with adjustments to correct for material differences between the "charged" and "shipped" bases.

U.S. **EXPORTS** OF GOODS TO THIS FOREIGN AFFILIATE (Valued f.a.s. U.S. port)

**TOTAL**

Shipped by U.S. Reporter(s)

Shipped by other U.S. persons

(1) (2) (3)  
\$Bil. Mil.Thous. Dols. \$Bil. Mil.Thous. Dols. \$Bil. Mil.Thous. Dols.

**90 Total goods shipped in FY 2010 from the U.S. to this affiliate**

4173	1	000	2	000	3	000
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U.S. **IMPORTS** OF GOODS FROM THIS FOREIGN AFFILIATE (Valued f.a.s. foreign port)

**TOTAL**

Shipped to U.S. Reporter(s)

Shipped to other U.S. persons

(1) (2) (3)  
\$Bil. Mil.Thous. Dols. \$Bil. Mil.Thous. Dols. \$Bil. Mil.Thous. Dols.

**91 Total goods shipped in FY 2010 to the U.S. by this affiliate**

4178	1	000	2	000	3	000
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Remarks

BEA USE ONLY 4179	1	2	3	4	5
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**2010 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD**  
**FORM BE-11B**  
**ADDITIONAL INSTRUCTIONS BY ITEM**

**Part I — Identification of Foreign Affiliate**

- 3. Country of location** — If the affiliate is engaged in petroleum shipping, other water transportation, or oil and gas drilling, and has operations spanning more than one country, use country of incorporation for country of location. For example, classify in country of incorporation an oil drilling rig that moves from country to country during the year.
- 6. Ownership by U.S. Reporter named in item 1.**  
**Equity interest** is the U.S. Reporter's direct ownership in the total equity (voting and nonvoting) of the affiliate. Examples of nonvoting equity include nonvoting stock and a limited partner's interest in a partnership.  
**Voting interest** is the U.S. Reporter's direct ownership in just the voting equity of the affiliate. Examples of voting equity include voting stock and a general partner's interest in a partnership. Thus, a U.S. Reporter could have a 100 percent direct voting interest in an affiliate but own less than 100 percent of the affiliate's total equity.
- 20.—28.**

**Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues.** See *Additional Instructions* for Part IV, Section A, item 43 below.

**Holding companies** (ISI code 5512) must show total income as reported in item 48. To be considered a holding company, income from equity investments (items 44 and 45) must be more than 50 percent of total income (item 48). In addition, normally at least 50 percent of total assets must consist of investments in affiliates. ISI code 5512, (holding company), is an invalid classification if more than 50 percent of income generated, or expected to be generated, by an affiliate is from non-holding company activities.

*Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 13.*

**Part II — Financial and Operating Data of Foreign Affiliate — Continued**

**Section A — Number of Employees and Employee Compensation**

- 30. Employee compensation** — Consists of wages and salaries of employees and employer expenditures for all employee benefit plans.  
**Wages and salaries** — Include 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** — Include employer expenditures for all employee benefit plans including those mandated by government statute, those resulting from collective bargaining contracts and those that are voluntary. Include Social Security and other retirement plans, life and disability insurance, guaranteed sick pay programs, workers' compensation insurance, medical insurance, family allowances, unemployment insurance, severance pay funds, etc. Also, include deferred post-employment and post-retirement expenses per FASB ASC 715. If plans are financed jointly by the employer and the employee, include only the contributions of the employer.

**Section B — Technology**

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

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

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

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

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

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

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

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

**Part IV — Financial and Operating Data of Foreign Affiliate Greater Than \$300 Million**

**Section A — Income Statement**

- 43. Sales or gross operating revenues, excluding sales taxes** — Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. Include revenues generated during the year from the operations of a discontinued business segment, but exclude gains or losses from disposals of discontinued operations. Report such gains or losses on page 6, item 46. Affiliates classified in ISI codes 5221, 5223, 5224, 5229, 5231, 5238, 5252 and 5331 report interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income in this item. *Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 13.*

**BE-11B****Part IV — Financial and Operating Data of Foreign Affiliate Greater Than \$300 Million — Continued**

- 44. Income from equity investments in foreign affiliates** — Report income from equity investments shown in item 58 of all foreign affiliates whether or not they are required to file a form BE-11. Do not report interest income here. Report interest in item 43 or 47 as appropriate.
- 45. Income from other equity investments** — Report income from equity investments included in item 59. Do not include interest income here. Report interest in item 43 or 47 as appropriate.
- 47. Other income** — Report non-operating and other income not included in items 43—46.
- 49. Cost of goods sold or services rendered and selling, general, and administrative expenses** — Report operating expenses that relate to sales or gross operating revenues (item 43) and selling, general, and administrative expenses. Include production royalty payments to governments, their subdivisions and agencies, and to other persons. Include depletion charges representing the amortization of the actual cost of capital assets but exclude all other depletion charges. Companies with ISI codes 5221, 5223, 5224, 5229, 5231, 5238, 5252 and 5331 should include interest expense.
- 50. Foreign income taxes** — Exclude production royalty payments and U.S. income taxes.
- 51. Other costs and expenses not included above, including minority interests in income (loss) that arise out of consolidation** — Report the net effect of any minority interest in the income and expense items as a lump sum in this item.

**Section E — Distribution of Sales or Gross Operating Revenues****77.—80.**

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

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

- Mass produced media, including exposed film, video tapes, DVDs, audio tapes, and CDs.
- Books. NOTE: 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 79.
- Magazines and periodicals sold in retail stores. NOTE: Report subscription sales as sales of services in item 79.
- 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 79.

- 79. 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 78.
- Newspapers.
- Pipeline transportation.

- Software downloaded from the Internet, electronic mail, an Extranet, an Electronic Data Interchange network, or some other online system.
- Computer systems design and related services.
- Negotiated licensing fees for software to be used on networks.
- Electricity transmission and distribution, natural gas distribution, and water distribution.

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

- 80. 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 79.

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

**Section B — Balance Sheet**

- 55. Inventories** — Land development companies should exclude land held for resale (include in item 59). Finance and insurance companies should exclude inventories of marketable securities (include in item 59).

- 56. Property, plant, and equipment gross** — Report gross book value of land, timber, mineral rights and similar rights owned. Also include structures, machinery, equipment, special tools, deposit containers, construction in progress, and capitalized tangible and intangible exploration and development costs of the foreign affiliate. Include items on capital leases from others, per FASB ASC 840. Exclude all other types of intangible assets, and land held for resale. (Unincorporated affiliates include items owned by the U.S. Reporter(s) but in the affiliate's possession whether or not carried on the affiliate's books or records. *However, insurance companies see Special Instructions B.2, page 15.*)

- 58. Equity investments in other foreign affiliates of which this affiliate is a parent** — Report this affiliate's equity investment in other foreign affiliates of the U.S. Reporter(s), including branches of this affiliate. (If this line has an entry, item 44 should contain data.)

- 59. Other assets** — Include cash, CDs representing cash on deposit with others; CDs held by others; other equity investments; noncurrent marketable securities; other noncurrent investments; noncurrent trade accounts and trade notes receivable net of allowance for doubtful items; intangible assets net of amortization; and any other noncurrent assets not reported elsewhere. Report credit balances in these accounts in item 62, other liabilities.

- 62. Other liabilities** — Include noncurrent items, deferred taxes, minority interest in consolidated subsidiaries, and long-term debt.

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

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

- 67. All other components of owner's equity** — Include the cumulative balance of unrealized holding gains and losses due to changes in the valuation of available-for-sale securities per FASB ASC 320 and any other comprehensive income items required to be displayed separately from retained earnings as per FASB ASC 220.

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

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

Exclude from expenditures all changes in PP&E, resulting from a change in the entity (e.g., mergers, acquisitions, divestitures, etc.) or accounting principles during FY 2010.

**For foreign affiliates engaged in exploring for or developing natural resources**, include exploration and development expenditures made during FY 2010 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 2010.

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

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

#### 1. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies — Include in item 46:

- 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 46, unrealized gains or losses due to changes in the valuation of financial instruments that are taken to other comprehensive income. Reflect such changes in item 67 (all other components of accumulated other comprehensive income (loss)).

**EXCLUDE** from item 46, income from explicit fees and commissions. Include income from these fees and commissions as operating income in items 28 and 43 and as sales of services in item 79.

#### 2. Real estate companies — Include in item 46:

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

**EXCLUDE** the revenues earned and expenses incurred from the sale of real estate you own. Such revenues should be reported as operating income in items 28, 43, and 77 and as sales of goods in item 78. Such expenses, including the net book value of the real estate sold, should be reported as costs of goods sold in item 49. Do not net the expenses against the revenues.

### B. Special Instructions for insurance companies

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

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

### 3. Instructions for reporting specific items

- a. **Sales or gross operating revenues, excluding sales taxes (item 43)** — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. Exclude income from equity investments in unconsolidated business enterprises that is to be reported in item 44 and exclude certain gains or losses that are to be reported in item 46.
- b. **Certain gains (losses) (item 37)** — See *Special Instructions, A.1.*
- c. **Cost of goods sold or services rendered and selling, general, and administrative expenses (item 49)** — Include costs relating to sales or gross operating revenues, such as policy losses incurred, death benefits, matured endowments, other policy benefits, increases in liabilities for future policy benefits, and other underwriting expenses.
- d. **Sales of services (item 79, column 1)** — Include premium income and income from other services, if any. See *Additional Instructions for Part IV, Section E., item 79, on page 9.*
- e. **Investment income (item 80, column 1)** — Report that portion of sales or gross operating revenues that is investment income. However, report any gains or losses on investments, in accordance with Special Instructions, A.1. See *Additional Instructions for Part IV, Section E, item 80, on page 10 to determine the location of the transactor of investment income.*
- f. **Current liabilities (items 60)** — Include current items such as loss liabilities, policy claims, commissions due, and other current liabilities arising from the ordinary course of business, and long-term debt. Include policy reserves in "Other liabilities," item 62, unless they are clearly current liabilities.
- g. **Expenditures for property, plant, and equipment (item 81)** — Include expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET (e.g., include expenditures that have been classified in "other noncurrent assets").



## Summary of Industry Classifications

**Agriculture, Forestry, Fishing, And Hunting**

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

**Mining**

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

**Utilities**

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

**Construction**

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

**Manufacturing**

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

3315 Foundries  
 3321 Forging and stamping  
 3322 Cutlery and handtools  
 3323 Architectural and structural metals  
 3324 Boilers, tanks, and shipping containers  
 3325 Hardware  
 3326 Spring and wire products  
 3327 Machine shops; turned products; and screws, nuts, and bolts  
 3328 Coating, engraving, heat treating, and allied activities  
 3329 Other fabricated metal products  
 3331 Agriculture, construction, and mining machinery  
 3332 Industrial machinery  
 3333 Commercial and service industry machinery  
 3334 Ventilation, heating, air-conditioning, and commercial refrigeration equipment  
 3335 Metalworking machinery  
 3336 Engines, turbines, and power transmission equipment  
 3339 Other general purpose machinery  
 3341 Computer and peripheral equipment  
 3342 Communications equipment  
 3343 Audio and video equipment  
 3344 Semiconductors and other electronic components  
 3345 Navigational, measuring, electromedical, and control instruments  
 3346 Manufacturing and reproducing magnetic and optical media  
 3351 Electric lighting equipment  
 3352 Household appliances  
 3353 Electrical equipment  
 3359 Other electrical equipment and components  
 3361 Motor vehicles  
 3362 Motor vehicle bodies and trailers  
 3363 Motor vehicle parts  
 3364 Aerospace products and parts  
 3365 Railroad rolling stock  
 3366 Ship and boat building  
 3369 Other transportation equipment  
 3370 Furniture and related products  
 3391 Medical equipment and supplies  
 3399 Other miscellaneous manufacturing

**Wholesale Trade, 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 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

## Summary of Industry Classifications — Continued

**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

**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