



2010 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD

MANDATORY — CONFIDENTIAL

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

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U.S. Department of Commerce
Bureau of Economic Analysis, BE-69(A)
Washington, DC 20230

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E-mail: be10/11@bea.gov
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Please include your BEA Identification Number with all requests.

Copies of instructions and blank forms:

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BEA USE ONLY

Reporter ID Number

A

1 Name of U.S. Reporter

IMPORTANT

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

Who must report — Form BE-11A must be filed by each U.S. person that has a foreign affiliate. Data on Form BE-11A pertain to the fully consolidated U.S. domestic business enterprise for the U.S. Reporter's 2010 fiscal year. **DO NOT FULLY CONSOLIDATE OPERATIONS OF FOREIGN AFFILIATES ON FORM BE-10A.** Report data pertaining to the operations of foreign affiliates on Forms BE-11B, BE-11C, or BE-11D.

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

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.

Bil.	Mil.	Thous.	Dols.
	1	335	

MANDATORY CONFIDENTIALITY PENALTIES

This survey is being conducted under the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101-3108, as amended). The filing of reports is mandatory and the Act provides that your report to this Bureau is confidential. Whoever fails to report may be subject to penalties. See page 11 for more details.

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

0990	Name		
0991	Address		
0992			
0993	Telephone number	Area code	Number
0994			Extension

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

Authorized official's signature	Date
Print or type name and title	
0995 Telephone number	0997 Fax number
0996	0997

May fax and/or e-mail be used in correspondence between your enterprise and BEA, including faxed reports, and/or to discuss questions relating to this survey that may contain information about your company that you may consider confidential? **NOTE:** The internet and telephone systems are not secure means of transmitting confidential information unless it is encrypted. If you choose to communicate with BEA via fax or electronic mail, BEA cannot guarantee the security of the information during transmission, but will treat information we receive as confidential in accordance with Section 5(c) of the International Investment and Trade in Services Survey Act.

0998	E-mail:	<input type="checkbox"/> 1 Yes (If yes, please print your e-mail address.) <input type="checkbox"/> 2 No	→	E-mail address (Please print) 0
1000	Fax:	<input type="checkbox"/> 1 Yes (If yes, please print your fax number.) <input type="checkbox"/> 2 No	→	Fax number 1

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

8 Major activity of fully consolidated domestic U.S. Reporter — Mark (X) one

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

- 1013 ¹ **1** Producer of goods ¹ **5** Other – Specify
- ¹ **2** Seller of goods the affiliate does not produce
- ¹ **3** Producer or distributor of information
- ¹ **4** Provider of services

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

1014

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, 2007**. 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. See **Additional Instructions for Part I, items 13-24, on page 13 at the back of this form.**

		Sales or gross operating revenues	
		(1)	(2)
	ISI code	\$ Bil.	Mil. Thous. Dols.
10 Largest sales or gross operating revenues	1015		000
11 2nd largest sales or gross operating revenues	1016		000
12 3rd largest sales or gross operating revenues	1017		000
13 4th largest sales or gross operating revenues	1018		000
14 5th largest sales or gross operating revenues	1019		000
15 6th largest sales or gross operating revenues	1020		000
16 7th largest sales or gross operating revenues	1021		000
17 8th largest sales or gross operating revenues	1022		000
18 9th largest sales or gross operating revenues	1023		000
19 10th largest sales or gross operating revenues	1024		000
20 Sales or gross operating revenues not accounted for above	1026		000
21 TOTAL SALES OR GROSS OPERATING REVENUES — Sum of items 10 through 20 (column (2)) must equal item 21 (column (2)) and also item 30.	1027		000

SIZE OF U.S. REPORTER

22 Did this U.S. Reporter have any one of these three items – (1) total assets, (2) sales or gross operating revenues, excluding sales taxes or (3) net income (loss) – greater than \$300 million at the end of, or for the U.S. Reporter's 2010 fiscal year?

- 2030 ¹ **1** Yes — Skip Part II, then continue with Part III on page 5.
- ¹ **2** No — Complete Part II, skip Part III, then continue to Part IV on page 8.

Remarks

BEA USE ONLY	1028	1	2	3	4	5
	1029	1	2	3	4	5

Part II – Selected Financial and Operating Data of U.S. Reporter
*Complete **ONLY** if the answer to item 22 is "No"*

NET INCOME, ASSETS, LIABILITIES, AND EMPLOYEES		Amount			
		\$ Bil.	Mil.	Thous.	Dols.
23	Net income (loss)	2031	1		000
24	Total assets	2032	1		000
25	Total liabilities	2033	1		000
			Number of employees		
26	Total number of employees — Report the total number of employees for the year. (See Part III, Section B, page 6, for explanation of "number of employees.")	2034	1		

→ Skip to Part IV on page 8.

Remarks

Part III – Financial and Operating Data of U.S. Reporter
 Complete ONLY if the answer to item 27 is "Yes."

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

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

	Amount				
	\$	Bil.	Mil.	Thous.	Dols.
3046	1				000

28 Certain gains (losses) — Read the following instructions carefully as they may deviate from what is normally required by U.S. Generally Accepted Accounting Principles. Report **gross before** income tax effect. Include income tax effect in item 29. Report gains (losses) resulting from:

- 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. *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 dispositions of land, other property, plant and equipment, or other assets, and FASB ASC 360 impairment losses. Exclude gains or losses from the sale of inventory assets in the ordinary course of trade or business. *Real estate companies, see Special Instructions, A.2., page 12;*
- c. Goodwill impairment as defined by FASB ASC 350;
- d. Restructuring. Include restructuring costs that reflect write-downs or write-offs of assets or liabilities. Exclude actual payments and charges to establish reserves for future expected payments, such as for severance pay, and fees to accountants, lawyers, consultants, or other contractors;
- e. Disposals of discontinued operations. Exclude income from the operations of a discontinued segment. Report such income as part of your income from operations in item 30;
- f. Re-measurement of U.S. Reporter's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the reporting period;
- g. Extraordinary, unusual, or infrequently occurring items that are material. Include losses from accidental damage or disasters after estimated insurance reimbursement. Include other material items, including write-ups, write-downs, and write-offs of tangible and intangible assets; gains (losses) from the sale or other disposition of capital assets; and gains (losses) from the sale or other disposition of financial assets, including securities, to the extent not included above. Exclude legal judgments;
- h. The cumulative effect of a change in accounting principle;
- i. The cumulative effect of a change in the estimate of stock compensation forfeitures under FASB ASC 718.

3039	1				000
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29 U.S. income taxes — Provision for U.S. Federal, State, and local income taxes. *Exclude production royalty payments.*

3043	1				000
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Remarks

BEA USE ONLY 3593	1	2	3	4	5
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Part III – Financial and Operating Data of U.S. Reporter — Continued

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

Section B — Distribution of Sales or Gross Operating Revenues

Distribute sales or gross operating revenues among three categories — sales of goods, sales of services, and investment income. For the purpose of this distribution, "goods" are normally economic outputs that are tangible and "services" are normally economic outputs that are intangible. 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.
30	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 31, 32, and 33 and the sum of items 34, 35, and 36.	3147	1			000
BY TRANSACTOR						
31	Sales to U.S. persons	3101	1			000
32	Sales to foreign affiliates of this U.S. Reporter	3102	1			000
33	Sales to other foreign persons	3103	1			000
BY TYPE						
34	Sales of goods	3148	1			000
35	Sales of services	3149	1			000
36	Investment income	3150	1			000

Section C — Number of Employees and Employee Compensation

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 — 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. DO NOT include compensation of contract workers not carried on the payroll of this U.S. Reporter.

		Number of employees				
NUMBER OF EMPLOYEES		1				
37	TOTAL NUMBER OF EMPLOYEES	3253				
		Amount				
EMPLOYEE COMPENSATION		\$	Bil.	Mil.	Thous.	Dols.
38	TOTAL EMPLOYEE COMPENSATION — Report, for all employees, the sum of					
	a. Wages and salaries — Employees' gross earnings (before payroll deductions), and direct and in-kind payments by the employer to employees; and		1			000
	b. Employee benefit plans — Employer expenditures for all employee benefit plans	3257				000

Remarks

BEA USE ONLY	3800	1	2	3	4	5
	3801	1	2	3	4	5

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

Section D — Balance Sheet Items		Balance at close of fiscal year			
		\$ Bil.	Mil.	Thous.	Dols.
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 FASB ASC 320 or lower of cost or market, as appropriate.					
39 Total assets	3371	1			000
40 Total liabilities	3375	1			000
41 Total owners' equity	3376	1			000

Section E — Expenditures for Property, Plant, and Equipment (PP&E)		Amount			
		\$ Bil.	Mil.	Thous.	Dols.
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).					
42 Expenditures for new and used property, plant, equipment (PP&E)	3480	1			000

Section F — Interest, and Taxes		Amount			
		\$ Bil.	Mil.	Thous.	Dols.
43 Interest income — Interest received by or due to the U.S. Reporter from all payors (including affiliated persons), net of tax withheld at the source. Include all interest receipts included in items 27 and 30. <i>Do not net against interest expensed, item 46.</i>	3587	1			000
46 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 43.</i>	3588	1			000
49 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	1			000

Remarks

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Section G — Insurance

50 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 21, column 2, were any of the sales or revenues generated by insurance related activities covered by industry codes 5243 or 5249?

3591 **1** Yes — Answer items b and c

2 No — Skip to item 51

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.

Amount			
	\$ Bil.	Mil.	Thous. Dols.
1			
3592			000

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.

1			
3593			000

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.

Section H — Technology

RESEARCH AND DEVELOPMENT (R&D) EXPENDITURES — Item 51 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(B), item 94.) 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.

51 R&D performed BY the U.S. Reporter

Amount			
	\$ Bil.	Mil.	Thous. Dols.
1			
3694			000

Remarks

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ONLY

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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 2008. Report all goods that physically left or entered the U.S. customs area. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. trade statistics to which these data will be compared. Do **not** record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the U.S. Reporter by, or charged by the U.S. Reporter to, a foreign person.

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

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

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

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

Packaged general use computer software — Include exports and imports of packaged general use computer software. Value such exports and imports at the full transaction value, i.e., the market value of the media on which the software is recorded and the value of the information contained on the media. 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).

52 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.	Dols.	\$ Bil.	Mil.	Thous.	Dols.	\$ Bil.	Mil.	Thous.	Dols.

53 Total goods shipped in FY 2010 by this U.S. Reporter to foreigners 4102

1				000	2				000	3				000
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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.	Dols.	\$ Bil.	Mil.	Thous.	Dols.	\$ Bil.	Mil.	Thous.	Dols.

54 Total goods shipped in FY 2010 to this U.S. Reporter by foreigners 4103

1				000	2				000	3				000
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Remarks

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

2008 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD FORM BE-11A ADDITIONAL INSTRUCTIONS BY ITEM

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

PENALTIES — Whoever fails to report shall be subject to a civil penalty 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 penalty for failure to comply with, a collection of information subject to the requirements of the Paperwork Reduction Act, unless that collection of information displays a currently valid OMB Control Number.

Respondent Burden — Public reporting burden for this BE-11 report (**comprising Form BE-11A and Form(s) BE-11B, BE-11C, BE-11D, and/or BE-11EZ**) is estimated to average 79.3 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.

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

Part I — Identification of U.S. Reporter

10.—21.

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 Part III, Section A 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.

*Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions**, page 12. Also see **Additional Instructions** for Part III, Section A, item 30.*

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

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

30. 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 5221, 5223, 5224, 5229, 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**.)*

34. 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 38.
- Magazines and periodicals sold in retail stores — NOTE: Report subscription sales as sales of services in item 35.
- 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 35.

35. 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 34.
- 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, 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 35.

36. 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.

BE-11A

Section C — Number of Employees and Employee Compensation

38. Total 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.

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 E — Property, Plant, and Equipment (PP&E)

42. 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 2010.

For U.S. Reporters 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.

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 gains (losses) (item 28) 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 FASB ASC 320,
- realized gains and losses on trading or dealing,
- unrealized gains or losses, due to changes in the valuation of financial instruments, that flow through the income statement, and
- goodwill impairment as defined by FASB ASC 350.

EXCLUDE from item 28, unrealized gains or losses due to changes in the valuation of financial instruments that are taken directly to owners' equity.

EXCLUDE from item 28, income from explicit fees and commissions. Include income from these fees and commissions as operating income in items 21 and 30 and as sales of services in item 35.

2. Real estate companies — Include in item 28:

- impairment losses as defined by FASB ASC 360, and
- goodwill impairment as defined by FASB ASC 350.

EXCLUDE from item 28 the revenues earned and expenses incurred from the sale of real estate you own. Such revenues should be reported as operating income in items 21 and 30 and as sales of goods in item 34.

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 30) — 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 28.

b. Certain gains (losses) (item 28) — See **Special Instruction, A.1.**

c. Sales of services (item 35) — Include premium income and income from other services, if any. See **Additional Instructions for Part III, Section A, item 35 on page 11.**

d. Investment income (item 36) — 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 III, Section A, item 36, on page 11 to determine the location of the transactor of investment income.**

e. Expenditures for property, plant, and equipment (item 42) — Include expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET.