

**MANDATORY — CONFIDENTIAL***

SURVEY OF NEW FOREIGN DIRECT INVESTMENT IN THE UNITED STATES FORM BE-13B

(Report for Establishment of a New U.S. Business Enterprise)

If you received a letter from BEA with a Lead ID, please enter it here:

005 3

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Mail reports to: U.S. Department of Commerce
Bureau of Economic Analysis
Direct Investment Division, BE-49(NI)
4600 Silver Hill Road
Washington, DC 20233

Deliver reports to: U.S. Department of Commerce Bureau of
Economic Analysis
Direct Investment Division, BE-49(NI)
4600 Silver Hill Road
Suitland, MD 20746

Fax reports to: (301) 278-9504

Assistance: E-mail: be13@bea.gov
Telephone: (301) 278-9419
Copies of form: www.bea.gov/be13

Name and mailing address of U.S. Business Enterprise

010	Company Name		
	1		
011	In Care Of		
	1		
012	Attention		
	1		
013	Street 1		
	1		
014	Street 2		
	1		
015	City	State	Zip
	1	2	3
	Country		
	4		

Due date: No later than 45 calendar days after the new legal entity is established.

WHO MUST REPORT

A BE-13B report must be filed by a U.S. business enterprise when a foreign entity, or an existing U.S. affiliate of a foreign entity, establishes a new legal entity in the United States, and

- (1) the projected total cost to establish the new legal entity is greater than \$3 million, and
- (2) the foreign entity owns 10 percent or more of the new business enterprise's voting interest (directly, or indirectly through an existing U.S. affiliate).

INCLUDE:

- Creation of a new legal entity whether incorporated or unincorporated, including a branch.
- Construction of real estate intended for lease or sale.
If the construction is for purposes of an expansion, see the instructions for reporting as an expansion on Form BE-13D.
- Creation of a new legal entity even if it does not have physical operations.
- Purchase of U.S. real estate including land, or rights to land, on which you intend to perform construction.
If the construction is for purposes of an expansion, see the instructions for reporting as an expansion on Form BE-13D.

EXCLUDE:

- Purchase of U.S. real estate that is intended for lease or sale without significant added construction.
This is deemed to be an acquisition of a U.S. business enterprise and should be reported on Form BE-13A.
- The creation of a holding company that is being set up with less than \$60 million, solely to acquire at least one target company within 180 days, and then will be dissolved.
- Establishment of a new legal entity created for the sole purpose of acquiring a single entity within 30 days after the establishment.
Consolidate the new legal entity with the acquired entity in a single report on the BE-13A.
- Certain private funds are exempt from filing Form BE-13B.
Review exemption criteria on page 3, question 1, response option 5 of Form BE-13 Claim for Exemption.

OTHER BE-13 FORMS

Go to www.bea.gov/be13 for more information about other BE-13 forms.

Form BE-13A covers certain acquisitions of a U.S. business enterprise by a foreign entity.

Form BE-13D covers certain expansions of operations of existing U.S. affiliates.

Form BE-13E covers cost updates for previously filed Form BE-13B or BE-13D.

Form BE-13 Claim for Exemption covers certain transactions that are not required to be filed on Forms BE-13A, BE-13B, and BE-13D.

*See page 11 for penalties and confidentiality statements.

BE-13B – Instructions and Contact Information

INSTRUCTIONS

Monetary Values: Report in U.S. dollars rounded to thousands (omitting 000).

EXAMPLE – If amount is \$1,334,891.00, report as.....

\$ Bil. Mil. Thous. Dols.

1 1 335 ,000

Percentages: Report ownership percentages to a tenth of one percent. EXAMPLE

1 _ 98.7 %

Estimates: If actual amounts are not available, supply estimates and specify in the notes section.

Definitions: Underlined items are defined on page 12.

Retention of copies: Retain a copy of each BE-13 report for three years beyond the report's original due date.

Notes

CONTACT INFORMATION

Provide information of person to consult about this report:

020	Name 1				
021	Street 1 1	Telephone Number 2 (_ _ _) _ _ _ - _ _ _ _ _		Extension 3	
022	Street 2 1	Fax Number 2 (_ _ _) _ _ _ - _ _ _ _ _			
023	City 1	State 2	Zip 3	E-mail Address 4	
	Country 5				

NOTE: BEA uses a Secure Messaging System to correspond with you via encrypted message to discuss questions relating to this form. We may use your e-mail address for survey-related announcements and to inform you about secure messages. When communicating with BEA by e-mail, please do not include any confidential business or personal information.

CERTIFICATION

The undersigned official certifies that this report has been prepared in accordance with the applicable instructions, is complete, and is substantially accurate including estimates that may have been provided.

024	Signature of Authorized Official	Date	Telephone Number 1 (_ _ _) _ _ _ - _ _ _ _ _	Extension 2
025	Name 1	Title 2	Fax Number 3 (_ _ _) _ _ _ - _ _ _ _ _	

BE-13B – New U.S. Business Enterprise Information

NEW U.S. BUSINESS ENTERPRISE INFORMATION

1 Is the new U.S. business enterprise a holding company?

A holding company is a businesses engaged in holding the securities or financial assets of companies and enterprises for the purpose of owning a controlling interest in them or influencing their management decisions. Businesses in this industry do not manage the day-to-day operations of the firms whose securities they hold.

¹⁰⁰ ¹ **1** Yes – Select every statement below that applies to the new U.S. business enterprise (**holding company**):

- ² A It is being set up solely for the purpose of acquiring or establishing at least one other U.S. business enterprise.
- ³ B The initial capitalization, including debt and equity, of the **holding company** is \$60 million or less.
- ⁴ C The acquisition or establishment is occurring within 180 days of the creation of the **holding company**.
- ⁵ D The **holding company** will be dissolved after the acquisition or establishment.

If all four options A-D were selected, then the new U.S. business enterprise (**holding company**) can file a Form BE-13 Claim for Exemption instead of completing the rest of this form.

- ⁶ E The new U.S. business enterprise (**holding company**) was established solely to make a single acquisition within 30 days. Do not file this establishment on a Form BE-13B, report it with the acquisition on a single Form BE-13A.

¹ **2** No

Month Day Year

¹ ____ / ____ / ____

2 What date was the new U.S. business enterprise established?¹⁰¹

3 What is the total expected cost to all foreign parents' affiliated foreign groups (AFG, see EXAMPLE 1) and their U.S. affiliates to set up the new U.S. business enterprise?

INCLUDE:

- Actual expenditures from past years and expected expenditures for current and future years.
- The cost of voting interest and non-voting equity interest.

EXCLUDE:

- The cost to any U.S. or foreign entity that is not affiliated with any of the foreign parents.

\$ Bil. Mil. Thous. Dols.

Total cost.¹⁰² 1 _____,000

Affiliated foreign group means:

- (1) the foreign parent,
- (2) any foreign entity, proceeding up the foreign parent's ownership chain, that owns more than 50 percent of the entity below it up to and including that entity which is not owned more than 50 percent by another foreign entity, and
- (3) any foreign entity, proceeding down the ownership chain(s) of each of these members, which is owned more than 50 percent by the member above it.

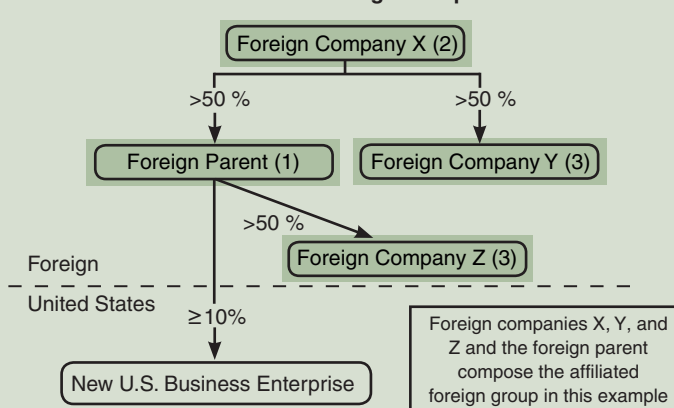
(As used here, "entity" is synonymous with "person," as that term is used in the broad legal sense.)

Affiliate means a business enterprise located in one country that is directly or indirectly owned or controlled by an entity of another country to the extent of 10 percent or more of its voting stock for an incorporated business or an equivalent interest for an unincorporated business enterprise.

Business enterprise means any organization, association, branch, or venture that exists for profit-making purposes or to otherwise secure economic advantage, and ownership of any real estate that is not held for personal use.

Entity (as used here, "entity" is synonymous with "person," as that term is used in the broad legal sense) means any individual, branch, partnership, associated group, association, estate, trust, corporation, or other organization (whether or not organized under the laws of any state), and any government (including a foreign government, the United States Government, a state or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government-sponsored agency).

EXAMPLE 1. Affiliated Foreign Group



Foreign parent is the FIRST entity incorporated outside the United States, proceeding up a chain of ownership, that has 10 percent or more voting interest (directly, or indirectly through existing U.S. affiliates) in the new U.S. business enterprise.

Voting interest is the percent of ownership in the voting securities of an incorporated business enterprise or an equivalent interest in an unincorporated business enterprise, including a branch or partnership.

- In a **general or limited partnership**, voting interest is presumed to be divided evenly between the general partners, and limited partners are presumed to have zero voting interest, unless otherwise stated in the partnership agreement.
- In the case of a **limited liability corporation (LLC)**, voting interest is presumed to be divided equally between the members (owners), unless otherwise stated in the articles of organization or in the operating agreement.

BE-13B – New U.S. Business Enterprise Information

4 What is the legal name of the new U.S. business enterprise?

105 1

5 What is the employer identification number of the new U.S. business enterprise used to file income and payroll taxes?

Primary	Other
109 1 <input style="width: 300px; height: 20px;" type="text"/>	2 <input style="width: 300px; height: 20px;" type="text"/>

6 Is the address of the new U.S. business enterprise different from the address on the cover page?

500 1 1 Yes – Provide address:

1 2 No

Street 1 1	Street 2 2
501 City 1	State 2
502	Zip 3

OWNERSHIP INFORMATION FOR THE NEW U.S. BUSINESS ENTERPRISE

As of the establishment date reported in **2** :

7 How many **foreign parents** (direct, and indirect through U.S. affiliates) does the new U.S. business enterprise have?

Number of Foreign Parents 180 1

Foreign parent is the FIRST entity incorporated outside the United States, proceeding up a chain of ownership, that has a 10 percent or more voting interest (directly, and/or indirectly through existing U.S. affiliates) in the new U.S. business enterprise.

8 What are the names of all **foreign parents** and the percent of direct and indirect **voting interest** that each holds in the new U.S. business enterprise?

	Foreign Parents	DIRECT Voting Interest	INDIRECT Voting Interest, Through Existing U.S. Affiliates	TOTAL Voting Interest
191	1 <input style="width: 500px;" type="text"/>	2 <input style="width: 50px;" type="text"/> %	3 <input style="width: 50px;" type="text"/> %	4 <input style="width: 50px;" type="text"/> %
192	1 <input style="width: 500px;" type="text"/>	2 <input style="width: 50px;" type="text"/> %	3 <input style="width: 50px;" type="text"/> %	4 <input style="width: 50px;" type="text"/> %

If necessary, please list additional entries on a separate page.

9 What percent of **voting interest** in the new U.S. business enterprise (see EXAMPLE 2) is held:

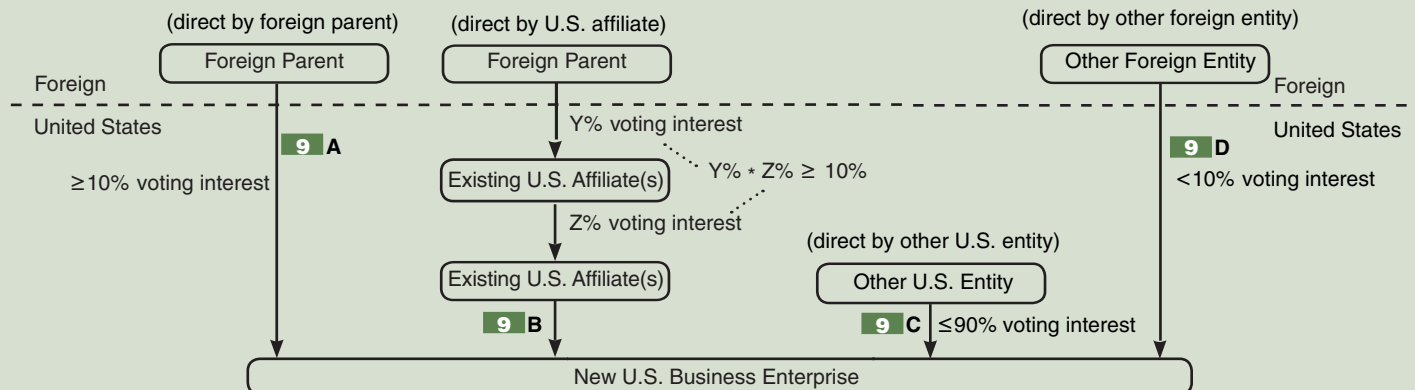
Voting Interest

A. DIRECTLY by foreign parents (This is the sum of direct voting interest provided in 8) 150		1 <input style="width: 50px;" type="text"/> %
B. DIRECTLY by existing U.S. affiliates of the foreign parents ? 151		1 <input style="width: 50px;" type="text"/> %
C. DIRECTLY by other U.S. entities ? 152		1 <input style="width: 50px;" type="text"/> %
D. DIRECTLY by other foreign entities ? (Each holding less than 10 percent voting interest in the new U.S. business enterprise.) 153		1 <input style="width: 50px;" type="text"/> %

Total of **9 A** through **9 D** must sum to **100.0** %

EXAMPLE 2.

Different Types of Ownership



BE-13B – Existing U.S. Affiliates

EXISTING U.S. AFFILIATES

As of the establishment date reported in **2** :

10 Does any one existing U.S. affiliate DIRECTLY own more than 50 percent of the voting interest in the new U.S. business enterprise?

- ²³⁰ **1** Yes - Please provide an organizational chart, as of the date of the acquisition. *CONTINUE* to **11**.
- 2** No - *SKIP* to **13**.

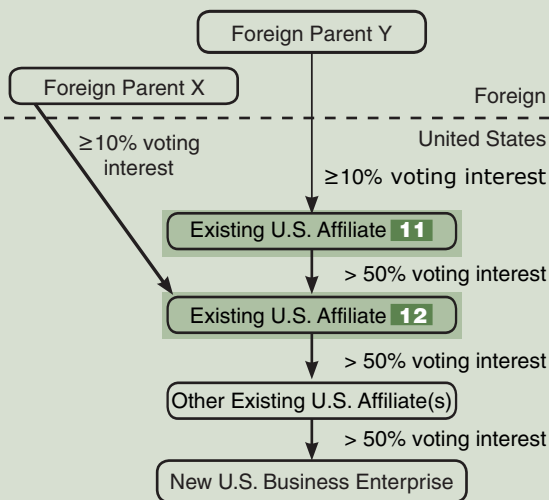
11 What are the legal name, address, and BEA ID (if it has one) of the existing U.S. affiliate that, proceeding up the ownership chain from the new U.S. business enterprise, is first that is NOT more than 50 percent directly owned by another existing U.S. affiliate?
See EXAMPLES 3 and 4.

²³¹ Name
1

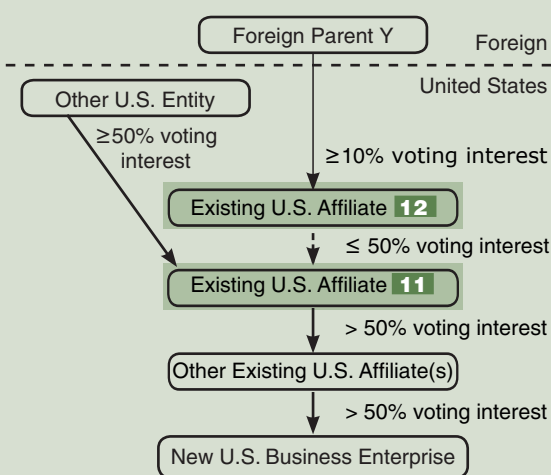
Street 1 2	Street 2 3	
City 4	State 5	Zip 6
Country 7		

BEA ID
8

EXAMPLE 3. Identifying the U.S. Affiliates



EXAMPLE 4. Identifying the U.S. Affiliates



12 What is the legal name, address, and BEA ID (if it has one) of the existing U.S. affiliate that, proceeding up the ownership chain from the new U.S. business enterprise, is first that is at least 10 percent DIRECTLY owned by a foreign parent?
See EXAMPLES 3 and 4 above.

If it is the same existing U.S. affiliate as in **11**, write "same" in name field.

²³² Name
1

Street 1 2	Street 2 3	
City 4	State 5	Zip 6
Country 7		

BEA ID
8

NOTE: If there is more than one foreign parent (direct and/or indirect through existing U.S. affiliates), complete **13** through **21** for each additional foreign parent on separate pages. Additional copies of these pages may be downloaded from www.bea.gov/be13.

NOTE: If there is more than one foreign parent (direct and/or indirect through existing U.S. affiliates), complete **13** through **21** for each additional foreign parent on separate pages. Additional copies of these pages may be downloaded from www.bea.gov/be13.

IDENTIFYING THE FOREIGN PARENT

13 What is the name of this foreign parent? See Example 5.

If this foreign parent is an individual who owns 10 percent of the voting interest (directly, and/or indirectly through existing U.S. affiliates) in the acquired U.S. entity, write "individual" instead of the individual's name.

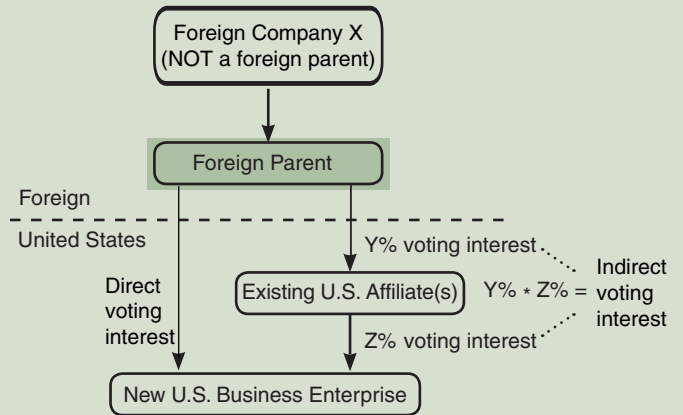
201

Foreign parent is the FIRST entity incorporated outside the United States, proceeding up a chain of ownership, that has 10 percent or more voting interest (directly, or indirectly through existing U.S. affiliates) in the new U.S. business enterprise.

Voting interest is the percent of ownership in the voting securities of an incorporated business enterprise or an equivalent interest in an unincorporated business enterprise, including a branch or partnership.

- In a **general** or **limited partnership**, voting interest is presumed to be divided evenly between the general partners, and limited partners are presumed to have zero voting interest, unless otherwise stated in the partnership agreement.
- In the case of a **limited liability corporation (LLC)**, voting interest is presumed to be divided equally between the members (owners), unless otherwise stated in the articles of organization or in the operating agreement.

EXAMPLE 5. Direct and Indirect Voting Interest



14 What is this foreign parent's country of incorporation?

If the foreign parent is an individual or government, enter the country of residence. For individuals who do not reside in their country of citizenship, please follow the guidelines for country of residence on page 12.

Country of Foreign Parent

202 ¹

15 What is this foreign parent's industry code?

- Select the category below which best describes the PRIMARY activity of the SINGLE entity named as the foreign parent. (The codes are also listed on page 11.)
- DO NOT base the code on the worldwide sales of all consolidated subsidiaries of the foreign parent.
- If the UBO is an individual, select the category "05 - Individual."

203 ¹

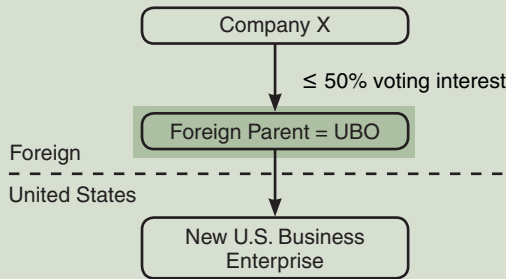
IDENTIFYING THE ULTIMATE BENEFICIAL OWNER (UBO)

16 Is this foreign parent also the ultimate beneficial owner (UBO)? See EXAMPLES 6 and 7.

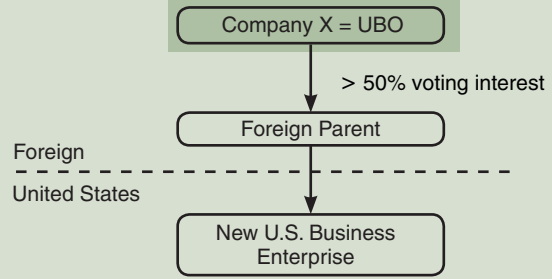
- The UBO is the entity, proceeding up the ownership chain that includes the foreign parent, whose voting interest is not more than 50 percent owned by another entity.
- If the foreign parent is owned or controlled more than 50 percent by another entity, then the foreign parent is NOT the UBO.

210 1 1 Yes — SKIP to **19**
 1 2 No

EXAMPLE 6. Foreign Parent is UBO



EXAMPLE 7. Foreign Parent is Not UBO



17 What is the name of the UBO?

If the UBO is an individual, write "individual" instead of the individual's name.

211 1

18 What is the UBO's country of incorporation?

If the UBO is an individual or government, provide the country of residence. For individuals who do not reside in their country of citizenship, please follow the guidelines for country of residence on page 12.

Country of UBO

1
212

19 What is the UBO's industry code?

- Select the category below which best reflects the consolidated worldwide sales of the UBO, including all majority-owned subsidiaries. (The codes are also listed on page 11.)
- If the UBO is an individual, select the category "05 - Individual."
- Do not use code 14 unless you receive permission from BEA.

213 1

ESTABLISHMENT INFORMATION

20 What is the total expected cost to this foreign parent's affiliated foreign group (see **EXAMPLE 8**) and its U.S. affiliates to establish the new U.S. business enterprise?

- If there is only one foreign parent, this is the same as the total cost reported in **3**.
- If there is more than one foreign parent, the sum of the cost for each should match the total reported in **3**.

INCLUDE:

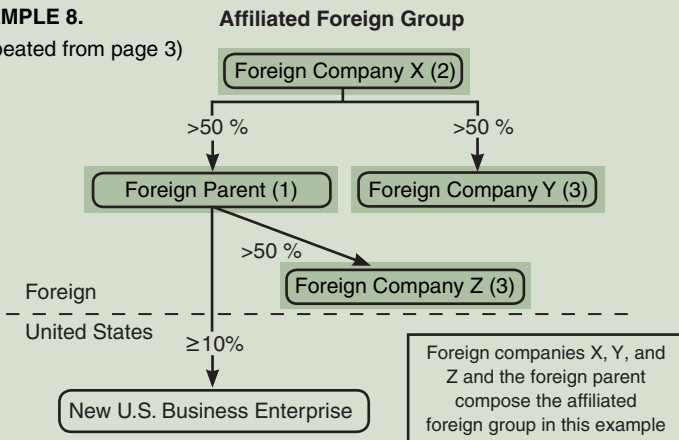
- Actual expenditures from past years and expected expenditures for current and future years.
- The cost of voting interest and non-voting equity interest.

EXCLUDE:

- The cost to any U.S. entity that is not affiliated with this foreign parent.

	\$ Bil. Mil. Thous. Dols.
Total cost to this <u>foreign parent's</u> AFG and U.S. <u>affiliates</u> 320	1 <input type="text"/> ,000

EXAMPLE 8.
(Repeated from page 3)



Affiliated foreign group means:

- (1) the foreign parent,
- (2) any foreign entity, proceeding up the foreign parent's ownership chain, that owns more than 50 percent of the entity below it up to and including that entity which is not owned more than 50 percent by another foreign entity, and
- (3) any foreign entity, proceeding down the ownership chain(s) of each of these members, which is owned more than 50 percent by the member above it.

(As used here, "entity" is synonymous with "person," as that term is used in the broad legal sense.)

DEBT AND EQUITY BETWEEN THE AFFILIATED FOREIGN GROUP (AFG) AND U.S. AFFILIATES

21 For the establishment of the new U.S. business enterprise, how much did:

	\$ Bil. Mil. Thous. Dols.
A. This <u>affiliated foreign group</u> DIRECTLY invest in the new U.S. business enterprise as cash or equity? 381	1 <input type="text"/> ,000
B. This <u>affiliated foreign group</u> DIRECTLY loan to the new U.S. business enterprise? 382	1 <input type="text"/> ,000
C. This <u>affiliated foreign group</u> invest in existing U.S. <u>affiliates</u> as cash or equity? 383	1 <input type="text"/> ,000
D. This <u>affiliated foreign group</u> loan to existing U.S. <u>affiliates</u> ? 384	1 <input type="text"/> ,000

NOTE: If there is more than one foreign parent (direct and/or indirect through existing U.S. affiliates), complete **13** through **21** for each additional foreign parent on separate pages. Additional copies of these pages may be downloaded from www.bea.gov/be13.

BE-13B – Financial and Operating Information

FINANCIAL AND OPERATING INFORMATION FOR THE NEW U.S. BUSINESS ENTERPRISE

- Report projections for the first fiscal year of operations.
- Use projections made in the course of planning the investment if available; otherwise give best estimate.
- If the first fiscal year is less than 12 months, provide annualized numbers for **25** and **26**.

Month Day Year

22 What is the ending date for the new U.S. business enterprise's first fiscal year of operations? 400

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As of the date reported in **22**, what are the new U.S. business enterprise's projected:

\$ Bil. Mil. Thous. Dols.

23 Assets? 401

			,000

24 Liabilities? 402

			,000

25 Annual sales or gross operating revenues? 403

			,000

26 Annual net income (loss) after provision for income taxes? 404

			,000

27 What is the projected number of employees of the new business enterprise when it is fully operating?

- Include all full-time and part-time employees expected to be on the payroll.
- Exclude contract workers and other workers not expected to be carried on the payroll.
- If the new U.S. business enterprise's activity will involve large seasonal variations, report a number that represents an average over a year.

Projected Number of Employees. 405

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28 How many employees did the new U.S. business enterprise have at the time of this filing?

- Include all full-time and part-time employees on the payroll.
- Exclude contract workers and other workers not carried on the payroll.

Current Number of Employees. 506

--

29 What will be the major activities of the new U.S. business enterprise when it is fully operating? Check all that apply.

- | | | | | | |
|-----|---|---------------------------|---|---|--|
| 420 | 1 | 1 Producer of goods | 4 | 4 | Seller of goods it does not produce |
| | 2 | 2 Provider of services | 5 | 5 | Producer or distributor of information |
| | 3 | 3 Real estate | 6 | 6 | Other—Specify: |

--

30 What are the major products and/or services involved in the activities identified in **29**?

If a product, also state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, transported, packaged, etc.

421	
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31 What will be the new U.S. business enterprise's four-digit industry classification?

Select the category below which best describes the industry classification in which the new U.S. business enterprise will have the largest amount of sales or gross operating revenues. (See page 13 for list or go to www.bea.gov/NAICS2012 for detailed descriptions.)

423	1	
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32 In what state is the new U.S. business enterprise located?

- If the new U.S. business enterprise operates in more than one state, then select the state where the largest number of employees are based.
- If there are no employees and no physical location, then select the state of incorporation.

422	1	
-----	---	--

33 Will the new U.S. business enterprise conduct research and development activities when it is fully operating?

- | | | |
|-----|---|----------|
| 424 | 1 | 1 Yes |
| | 2 | 2 No |

BE-13B – Project Information

PROJECT INFORMATION

34 Is the new U.S. business enterprise currently under construction?

- 508 1 1 Yes
- 1 2 No, construction has yet to begin
- 1 3 No, construction is complete – Provide completion date:
- 1 4 No, the project has been canceled
- 1 5 No, construction is not required for this project

Month	Day	Year

For **35** and **36**, break down the total expected cost to set up the new U.S. business enterprise by type and by fiscal year.

	\$ Bil.	Mil.	Thous.	Dols.
Total expected cost reported in 3				,000

35 How much of the total expected cost to set up the new U.S. business enterprise is for:

- A. Land?** 510
- B. Property, plant, and equipment?** Include construction. Exclude land. 512
- C. Intellectual property rights?** 514
- D. Fees, taxes, permits, licenses?** 515
- E. Other costs?** Describe in notes section on page 2. 516

	\$ Bil.	Mil.	Thous.	Dols.
1				,000
1				,000
1				,000
1				,000
1				,000
1				,000
517				,000
Sum of 35 A through 35 E:				,000
This should match the total expected cost reported in 3				,000
The difference is currently:				,000

36 In which fiscal years will the total expected cost be incurred and how much each year?

- Only include leases until the business is fully operating.
- Provide actual cash or in-kind outlays, not depreciation.
- Use the new U.S. business enterprise's fiscal calendar for determining

	Fiscal Year	\$ Bil.	Mil.	Thous.	Dols.
550	1				,000
551	1				,000
552	1				,000
553	1				,000
554	1				,000
555	1				,000
556	1				,000
557	1				,000
558	1				,000
559	1				,000

525	2				,000
Sum of 36 A through 36 E:					,000
This should match the total expected cost reported in 3					,000
The difference is currently:					,000

NOTE: BEA will request updated project information each year until final data are collected.

RETURN TO COVER PAGE FOR FILING INSTRUCTIONS

SURVEY INFORMATION

Purpose: This survey collects data on the acquisition or establishment of U.S. business enterprises by foreign investors and the expansion of existing U.S. affiliates of foreign companies to establish a new production facility. The data collected on the survey are used to measure the amount of new foreign direct investment in the United States, assess the impact on the U.S. economy, and based on this assessment, make informed policy decisions regarding foreign direct investment in the United States.

Authority: This survey is being conducted under the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101-3108, as amended) hereinafter “the Act”, and the filing of reports is MANDATORY pursuant to Section 5(b)(2) of the Act (22 U.S.C. 3104). The implementing regulations are contained in 15 CFR Part 801.

Penalties: Whoever fails to report may be subject to a civil penalty of not less than \$4,450, and not more than \$44,539, 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 violation, upon conviction, may be punished by a like fine, imprisonment, or both (22 U.S.C. 3105). Civil penalties are subject to inflationary adjustments. Those adjustments are found in 15 CFR 6.4.

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

Respondent burden: Public reporting burden for this BE-13B form is estimated to average 2.2 hours per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing burden, to: Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, 4600 Silver Hill Road, Washington, DC 20233; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0035, Washington, DC 20503.

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

FOREIGN PARENT AND UBO INDUSTRY CODES

Note: “ISI codes” are International Surveys Industry codes, as given in the *Guide to Industry Classifications for International Surveys, 2012*, available at www.bea.gov/naics2012. See the Summary of Industry Classifications on page 13 of this form.

- | | |
|--|--|
| 01 Government and government-owned or -sponsored enterprise, or quasi-government organization or agency | 17 Information (ISI codes 5111–5191) |
| 02 Pension fund — Government run | 18 Professional, scientific, and technical services (ISI codes 5411–5419) |
| 03 Pension fund — Privately run | 19 Other services
(ISI codes 1150, 2132, 2133, 5321, 5329, and 5611–8130) |
| 04 Estate, trust, or nonprofit organization | Manufacturing, including fabricating, assembling, and processing of goods: |
| 05 Individual | 20 Food (ISI codes 3111–3119) |
| Private business enterprise, investment organization, or group engaged in: | 21 Beverages and tobacco products (ISI codes 3121 and 3122) |
| 06 Insurance (ISI codes 5242, 5243, 5249) | 22 Pharmaceuticals and medicine (ISI code 3254) |
| 07 Agriculture, forestry, fishing and hunting (ISI codes 1110–1140) | 23 Other chemicals (ISI codes 3251–3259, except 3254) |
| 08 Mining (ISI codes 2111–2127) | 24 Nonmetallic mineral products (ISI codes 3271–3279) |
| 09 Construction (ISI codes 2360–2380) | 25 Primary and fabricated metal products (ISI codes 3311–3329) |
| 10 Transportation and warehousing (ISI codes 4810–4939) | 26 Computer and electronic products (ISI codes 3341–3346) |
| 11 Utilities (ISI codes 2211–2213) | 27 Machinery (ISI codes 3331–3339) |
| 12 Wholesale and retail trade (ISI codes 4231–4540) | 28 Electrical equipment, appliances and components (ISI codes 3351–3359) |
| 13 Banking, including bank holding companies (ISI codes 5221 and 5229) | 29 Motor vehicles and parts (ISI codes 3361–3363) |
| 14 Holding companies, excluding bank holding companies (ISI codes 5512 and 5513) | 30 Other transportation equipment (ISI codes 3364–3369) |
| 15 Other finance
(ISI codes 5223, 5224, 5231, 5238, that part of ISI code 5252 that is not estates and trusts, and ISI code 5331) | 31 Other manufacturing
(ISI codes 3130–3231, 3261, 3262, 3370–3399) |
| 16 Real estate (ISI code 5310) | 32 Petroleum manufacturing, including integrated petroleum and petroleum refining without extraction (ISI codes 3242–3244) |

DEFINITIONS

Affiliate means a business enterprise located in one country that is directly or indirectly owned or controlled by an entity of another country to the extent of 10 percent or more of its voting stock for an incorporated business or an equivalent interest for an unincorporated business enterprise.

Affiliated foreign group means:

- (1) the foreign parent,
- (2) any foreign entity, proceeding up the foreign parent's ownership chain, that owns more than 50 percent of the entity below it up to and including that entity which is not owned more than 50 percent by another foreign entity; and
- (3) any foreign entity, proceeding down the ownership chain(s) of each of these members, which is owned more than 50 percent by the entity above it.

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

Business enterprise means any organization, association, branch, or venture that exists for profit-making purposes or to otherwise secure economic advantage, and ownership of any real estate that is not held for personal use.

Country of residence for individuals who do not reside in their country of citizenship is determined using the following guidelines:

- (1) Individuals who reside, or expect to reside, outside their country of citizenship for less than one year are considered to be residents of their country of citizenship.
- (2) Individuals who reside, or expect to reside, outside their country of citizenship for one year or more are considered to be residents of the country in which they are residing, except as provided in (3) below.
- (3) If an owner or employee of a business enterprise resides outside the country of location of the enterprise for one year or more for the purpose of furthering the business of the enterprise, and the country of the business enterprise is the country of citizenship of the owner or employee, then the owner or employee is considered a resident of the country of citizenship provided he or she intends to return within a reasonable period of time.
- (4) Individuals and members of their immediate families who reside outside their country of citizenship as a result of employment by the government of that country – diplomats, consular officials, members of the armed forces, etc. – are considered to be residents of their country of citizenship.

Direct investment means the ownership or control, directly or indirectly, by one entity of 10 percent or more of the voting interest in a business enterprise.

Entity (as used here, "entity" is synonymous with "person," as that term is used in the broad legal sense) means any individual, branch, partnership, associated group, association, estate, trust, corporation, or other organization (whether or not organized under the laws of any state), and any government (including a foreign government, the United States Government, a state or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government-sponsored agency).

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

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

Foreign parent is the FIRST entity incorporated outside the United States, proceeding up a chain of ownership, that has 10 percent or more voting interest (directly, and/or indirectly through existing U.S. affiliates) in the new U.S. business enterprise.

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

- (1) activities aimed at acquiring new knowledge or understanding without specific immediate commercial application or use (basic research);
- (2) activities aimed at solving a specific problem or meeting a specific commercial objective (applied research); and
- (3) systematic use of research and practical experience to produce new or significantly improved goods, services, or processes (development).

R&D does NOT include expenditures for costs for routine product testing, quality control, and technical services unless they are an integral part of an R&D project; market research; efficiency surveys or management studies; literary, artistic, or historical projects, such as films, music, or books and other publications; prospecting or exploration for natural resources.

Ultimate beneficial owner (UBO) means the entity, proceeding up the ownership chain that includes the foreign parent, which is not more than 50 percent owned or controlled by another entity.

United States, when used in a geographic sense, means the 50 states, the District of Columbia, the Commonwealth of Puerto Rico, and all territories and possessions of the United States.

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

Voting interest is the percent of ownership in the voting securities of an incorporated business enterprise or an equivalent interest in an unincorporated business enterprise.

- In a **general** or **limited partnership**, voting interest is presumed to be divided evenly between the general partners, and limited partners are presumed to have zero voting interest, unless otherwise stated in the partnership agreement.
- In the case of a **limited liability corporation (LLC)**, voting interest is presumed to be divided equally between the members (owners), unless otherwise stated in the articles of organization or in the operating agreement.

SUMMARY OF INDUSTRY CLASSIFICATIONS (ISI codes)

For a full description of each classification, see www.bea.gov/naics2012

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, Nondurable Goods

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

Wholesale Trade, Electronic Markets and Agents and Brokers

4251 Wholesale electronic markets and agents and brokers

Retail Trade

4410 Motor vehicle and parts dealers
4420 Furniture and home furnishings
4431 Electronics and appliance
4440 Building material and garden equipment and supplies dealers
4450 Food and beverage
4461 Health and personal care
4471 Gasoline stations
4480 Clothing and clothing accessories
4510 Sporting goods, hobby, book, and music
4520 General merchandise
4530 Miscellaneous store retailers
4540 Nonstore 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 contract 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 financial vehicles

Real Estate and Rental and Leasing

5310 Real estate
5321 Automotive equipment rental and leasing
5329 Other rental and leasing services
5331 Lessors of nonfinancial intangible assets, except copyrighted works

Professional, Scientific, and Technical Services

5411 Legal services
5412 Accounting, tax preparation, bookkeeping, and payroll services
5413 Architectural, engineering, and related services
5414 Specialized design services
5415 Computer systems design and related services
5416 Management, scientific, and technical consulting services
5417 Scientific research and development services
5418 Advertising, public relations, and related services
5419 Other professional, scientific, and technical services

Management of Companies and Enterprises

5512 Holding companies, except bank holding companies
5513 Corporate, subsidiary, and regional management offices

Administrative and Support and 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