

OMB No. 0608-0053: Approval Expires 09/30/2006	BEA USE ONLY	Reporter ID Number	A
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FORM BE-11A (Report for Nonbank U.S. Reporter)
(REV. 11/2003)

U.S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS

MANDATORY — CONFIDENTIAL

ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD – 2003

<p>MAIL REPORTS TO:</p> <p>U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Washington, DC 20230</p> <p style="text-align: center;">OR</p> <p>DELIVER REPORTS TO:</p> <p>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>1. Name and address of U.S. Reporter</p>
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IMPORTANT

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

- Who must report — Form BE-11A must be filed by each nonbank U.S. person that has a foreign affiliate reportable in this survey. Data on Form BE-11A pertain to the fully consolidated U.S. domestic business enterprise. DO NOT FULLY CONSOLIDATE OPERATIONS OF FOREIGN AFFILIATES ON FORM BE-11A. Report data pertaining to the operations of foreign affiliates on Forms BE-11B(LF), BE-11B(SF), or BE-11C. See **Instruction Booklet**, Part I, for detailed reporting requirements.
- U.S. Reporter's 2003 fiscal year — The U.S. Reporter's financial reporting year that has an ending date in calendar year 2003. See **Instruction Booklet**, Part II.A.
- Due date — A completed BE-11 report is due May 28, 2004.

Bil.	Mil.	Thous.	Dols.
	1	335	

- Currency amounts — Report in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each line. EXAMPLE – If amount is \$1,334,891.00, report as

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

- Contact us for help — Telephone: 202-606-5566; FAX: 202-606-5312 or -5317; E-mail: be10/11@bea.gov.

Public reporting burden for this BE-11 report (comprising Form BE-11A and Form(s) BE-11B(LF), BE-11B(SF) and/or BE-11C) is estimated to vary from 4 to 3,000 hours per response, with an average of 68.4 hours per response. This burden includes time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, Washington, DC 20230; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0053, Washington, DC 20503.

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

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

PENALTIES ▶ Whoever fails to report shall be subject to a civil penalty of not less than \$2,500, and not more that \$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)

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

PERSON TO CONSULT CONCERNING QUESTIONS ABOUT THIS REPORT				CERTIFICATION – The undersigned official certifies that this report (consisting of Form BE-11A and Form(s) BE-11B(LF), BE-11B(SF), and/or BE-11C) has been prepared in accordance with the applicable instructions, is complete, and is substantially accurate except that, in accordance with Part IV.D. of the Instruction Booklet , estimates have been provided where data are not available from customary accounting records or precise data could not be obtained without undue burden.			
Name and title				Authorized official's signature		Date	
Address							
Telephone				Print or type name and title			
Area code	Number	Extension		Telephone	Area code	Number	Extension
FAX Number				FAX Number			
E-mail Address				FAX Number			

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

Sales or gross operating revenues of fully consolidated domestic U.S. Reporter, by industry of sales or gross operating revenues. Enter in columns (1) and (2) respectively, the 4-digit ISI code(s) and the amount of sales or gross operating revenues associated with each code. For an inactive U.S. Reporter, enter an ISI code based on its last active period. See the Guide to Industry and Foreign Trade Classification for International Surveys for a full explanation of each code. (Holding companies (ISI code 5512) should use total income.)	(1)	Sales or gross operating revenues			
		(2)	Bil.	Mil.	Thous.
9. Largest sales or gross operating revenues	1015	1	2	\$	
10. 2nd largest sales or gross operating revenues	1016	1	2		
11. 3rd largest sales or gross operating revenues	1017	1	2		
12. 4th largest sales or gross operating revenues	1018	1	2		
13. 5th largest sales or gross operating revenues	1019	1	2		
14. 6th largest sales or gross operating revenues	1020	1	2		
15. 7th largest sales or gross operating revenues	1021	1	2		
16. 8th largest sales or gross operating revenues	1022	1	2		
17. 9th largest sales or gross operating revenues	1023	1	2		
18. 10th largest sales or gross operating revenues	1024	1	2		
19. Sales or gross operating revenues not accounted for above	1026		2		
20. TOTAL SALES OR GROSS OPERATING REVENUES — <i>Sum of items 9 through 19. Must equal item 29.</i>	1027		2		
21. BEA USE ONLY	1029	1	2	3	4
22.	1129	1	2	3	4

23. Are (1) total assets, (2) sales or gross operating revenues, excluding sales taxes **and** (3) net income (loss), **all** less than or equal to \$100 million at the end of, or for, the U.S. Reporter's 2002 fiscal year?

1028 **1** Yes — Complete Part II **and** Part IV on the remainder of this Form BE-11A.
 2 No — Complete Part III **and** Part IV on the remainder of this Form BE-11A.

Part II – SELECTED FINANCIAL AND OPERATING DATA OF U.S. REPORTER
Complete ONLY if the answer to item 23 is "Yes."

	Amount			
	Bil.	Mil.	Thous.	Dols.
24. Net income (loss)	2031	\$		
25. Total assets	2032			
26. Total liabilities	2033			
27. Total number of employees — Report the total number of employees for the year. (See Part III, Section C, page 5, for explanation of "number of employees.")	2030	Number of employees		
28. BEA USE ONLY	2036	1		

IMPORTANT If the answer to item 23 is "Yes" and you completed Part II, complete Part IV on the remainder of this form; do not complete Part III of this form.

Part III – FINANCIAL AND OPERATING DATA OF U.S. REPORTER – Continued
See Additional Instructions for Part III on page 6 at the back of this form.

Section C – Number of Employees and Employee Compensation				
<p>NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2003, 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 2003. If the number of employees at the end of FY 2003 (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 2003. 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.</p> <p>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 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 data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods.</p>				
				Number of employees
43. Total number of employees — Report the total number of employees for the year.				3253
44. Total employee compensation — Report, for all employees, the sum of				Amount
a. Wages and salaries — Employees' gross earnings (before payroll deductions), and direct and in-kind payments by the employer to employees; and				Bil. Mil. Thous. Dols.
b. Employee benefit plans — Employer expenditures for all employee benefit plans.				3256
Section D – Balance Sheet Items				
NOTE — Do not fully consolidate your foreign operations. Include investment in foreign affiliates, including branches, on either a cost or equity basis.				Balance at close of fiscal year
				Bil. Mil. Thous. Dols.
45. Total assets				3366
46. Total liabilities				3370
47. Total owners' equity				3371
Section E – Property, Plant, and Equipment (PP&E) Expenditures				
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 6).				Amount
48. Expenditures for new and used property, plant, equipment (PP&E)				3577
Section F – Research and Development (R&D) Expenditures				
Include all costs incurred in performing R&D, including depreciation, amortization, wages and salaries, taxes, materials and supplies, allocated overhead, and indirect costs.				Amount
49. R&D performed by this U.S. Reporter — All R&D performed by this U.S. Reporter, whether for its own account or for others. Include the cost of R&D performed by this U.S. Reporter and allocated to its foreign affiliates. (DO NOT report such allocated R&D costs on Form BE-11B(LF), item 71, or Form BE-11B(SF), item 32.) Also, include R&D financed by the Federal Government. Exclude the cost of any R&D funded by the Reporter but performed by others.				3793
50. BEA USE ONLY	1	2	3	4
3800				5

Part IV – EXPORTS AND IMPORTS BY THE U.S. REPORTER
 Goods only valued f.a.s. at port of exportation; do not include services

IMPORTANT NOTES

This section requires the reporting of exports and imports of goods by the U.S. Reporter in FY 2003. 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, as discussed in the Instruction Booklet, Part V. Data in this section cover all goods that physically left or entered the U.S. customs area in FY 2003, including capital goods but excluding the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States transporting people or goods. Consigned goods must be included in the trade figures when shipped or received, even though not normally recorded as sales or purchases or entered into intercompany accounts when initially consigned. The data should include goods only; they should exclude services.

51. On what basis were the trade data in this section prepared? — <i>Mark (X) one.</i>															
4101	<input checked="" type="checkbox"/> 1	<input type="checkbox"/> "Shipped" basis													
	<input type="checkbox"/> 2	<input type="checkbox"/> "Charged" basis without adjustments, because there is no material difference between the "charged" and "shipped" bases													
	<input type="checkbox"/> 3	<input type="checkbox"/> Charged" basis with adjustments to correct for material differences between the "charged" and "shipped" bases.													
If it is determined that there is a material difference between the "charged" and "shipped" bases and the data have not been filed on the "shipped" basis, or the necessary adjustments have not been made to put "charged" basis data essentially on a "shipped" basis, then BEA will require that the data be refiled.															
EXPORTS BY THIS U.S. REPORTER (Value f.a.s. U.S. port)				TOTAL (1)				Shipped to its foreign affiliates (2)				Shipped to other foreigners (3)			
				Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
52. Total goods shipped in FY 2003 by this U.S. Reporter to foreigners				4102	\$			\$				\$			
IMPORTS BY THIS U.S. REPORTER (Value f.a.s. foreign port)				TOTAL (1)				Shipped by its foreign affiliates (2)				Shipped by other foreigners (3)			
				Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.
53. Total goods shipped in FY 2003 to this U.S. Reporter by foreigners				4103	\$			\$				\$			

ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 2003
FORM BE-11A

ADDITIONAL INSTRUCTIONS BY LINE ITEM

Part I — IDENTIFICATION OF U.S. REPORTER

9.—19.

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* item 29.)

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

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

• Section A — Distribution of Sales or Gross Operating Revenues (Items 29—35)

Distribute sales consistent with the industry codes reported in column (1) of items 9—18. When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services are not separately billed), classify it as a good or service based on whichever accounts for a majority of the value. If actual figures are not available, give best estimates.

29. Sales or gross operating revenues, excluding sales taxes — Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added taxes and excise taxes levied on manufacturers, wholesalers, and retailers. Companies with ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 should include interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income on this line. (Dealers in financial instruments and finance, insurance, and real estate companies see Special Instructions.)

• Section C — Number of Employees and Employee Compensation

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

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

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

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

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

48. 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. Do not include 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 2003.

For U.S. Reporters engaged in exploring for, or developing, natural resources, include exploration and development expenditures made during FY 2003 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 2003.

• Section F — Research and Development Expenditures

49. R&D performed by the U.S. Reporter — Research and development (R&D) includes basic and applied research in science and engineering, and the design and development of prototypes and processes, if the purpose of such activity is to:

1. Pursue a planned search for new knowledge whether or not the search has reference to a specific application;
2. Apply existing knowledge to the creation of a new product or process, including evaluation of use; or
3. Apply existing knowledge to the employment of a present product or process.

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

Include all costs incurred to support R&D, including R&D depreciation and overhead. Exclude capital expenditures, routine product testing and quality control conducted during commercial production, geological and geophysical exploration, market research and surveys, and legal work pertaining to patents.

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

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

1. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies — Include in item 37 (1) impairment losses, (2) realized gains or losses on trading or dealing, and (3) unrealized gains or losses due to changes in the valuation of financial instruments that flow through the income statement. Do not include in item 37 unrealized gains or losses due to changes in the valuation of financial instruments that are taken directly to retained earnings. (Report income attributable to fees or commissions in items 20 and 29.)

2. Real estate companies

Gains or losses from the sale, disposition, or revaluation of land, other property, plant and equipment, or other assets:

Realized gains and losses

Include gains or losses from the sale of real estate in the ordinary course of trade or business in item 20 and 29.

Impairment of long-lived assets

Include impairment losses, as defined by FAS 121, recognized during the period in item 37.

Unrealized gains

Include gains recognized due to the revaluation of real estate assets in item 47. Do not include these unrealized gains in item 37.

B. Special instructions for insurance companies

1. When there is a difference between the financial and operating data reported to stockholders and the data reported in the annual statement to an insurance department, prepare the BE-11 on the same basis as in the annual report to the stockholders. Valuation should be according to normal commercial accounting procedures, not at rates promulgated by national insurance departments, i.e., include assets not acceptable for inclusion in the annual statement to an insurance department. Include: 1. non-trusted or free account assets and 2. nonadmitted assets, such as 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 29) — 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 37.

b. Certain realized and unrealized gains (losses) (item 37) See Special Instruction A.1.

c. Sales of services (item 34) — Include premium income and income from other services, if any.

d. Investment income (item 35) — 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 Instruction A.1.

e. Expenditures for property, plant, and equipment (item 48) — Include expenditures wherever classified in the balance sheet.