

**BE-11C**

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|--|---------------------|----------------------------|----------|
| OMB No. 0608-0053: Approval Expires 11/30/2003 | <b>BEA USE ONLY</b> | <b>Affiliate ID Number</b> | <b>C</b> |
|--|---------------------|----------------------------|----------|

FORM **BE-11C (Report for Minority-Owned Foreign Affiliate)**  
(REV. 01/2003)

U.S. DEPARTMENT OF COMMERCE  
BUREAU OF ECONOMIC ANALYSIS

**MANDATORY — CONFIDENTIAL**

**ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 2002**

|   |   |
|---|---|
| <b>MAIL REPORTS TO:</b><br>U.S. Department of Commerce<br>Bureau of Economic Analysis<br>BE-69(A)<br>Washington, DC 20230<br><br><b>OR</b><br><b>DELIVER REPORTS TO:</b><br>U.S. Department of Commerce<br>Bureau of Economic Analysis<br>BE-69(A)<br>Shipping and Receiving,<br>Section M-100<br>1441 L Street, NW<br>Washington, DC 20005 | <b>1.</b> Name of U.S. Reporter of foreign affiliate — <i>Same as item 1, Form BE-11A</i>   |
|   | <b>2.</b> Name of foreign affiliate being reported — <i>Use the same name on all reports filed subsequently for this affiliate with the Bureau of Economic Analysis, e.g., Form BE-577.</i> |

**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** — The U.S. Reporter must file Form BE-11C for each minority-owned nonbank foreign affiliate **(a)** owned at least 20 percent, but not more than 50 percent, directly and/or indirectly, by all U.S. Reporters of the affiliate combined, for which total assets; sales or gross operating revenues, excluding sales taxes; **OR** net income (loss) after provision for foreign taxes was greater than \$30 million (positive or negative) at the end of, or for, the affiliate's 2002 fiscal year; or **(b)** owned directly and/or indirectly, at least 10 percent by one U.S. Reporter and less than 20 percent by all U.S. Reporters of the affiliate combined, for which assets, sales, **OR** net income (loss) was greater than \$100 million (positive or negative). See **Instruction Booklet**, Part I for detailed reporting requirements.
- Foreign affiliate's 2002 fiscal year** — The foreign affiliate's financial reporting year that has an ending date in calendar year 2002. See **Instruction Booklet**, Part II.A.
- Due date** — A complete BE-11 report (consisting of Form BE-11A and Form(s) BE-11B(LF), BE-11B(SF), and/or BE-11C) is due May 30, 2003.
- Translation of foreign currency financial and operating data into U.S. dollars** — Use U.S. generally accepted accounting principles (FAS 52). See **Instruction Booklet**, Part IV.B.

| 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.

**Part I — IDENTIFICATION OF MINORITY-OWNED FOREIGN AFFILIATE**  
*See Additional Instructions for Part I on page 3 at the back of this form.*

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

|      |   |   |   |  |
|------|---|---|---|--|
| 1007 | <input type="checkbox"/> <sup>1</sup> 601 Australia | <input type="checkbox"/> <sup>1</sup> 307 France  | <input type="checkbox"/> <sup>1</sup> 614 Japan       | <input type="checkbox"/> <sup>1</sup> 325 Switzerland              |
|      | <input type="checkbox"/> <sup>1</sup> 202 Brazil    | <input type="checkbox"/> <sup>1</sup> 308 Germany | <input type="checkbox"/> <sup>1</sup> 213 Mexico      | <input type="checkbox"/> <sup>1</sup> 327 United Kingdom           |
|      | <input type="checkbox"/> <sup>1</sup> 100 Canada    | <input type="checkbox"/> <sup>1</sup> 314 Italy   | <input type="checkbox"/> <sup>1</sup> 319 Netherlands | <input type="checkbox"/> <sup>1</sup> Other — <i>Specify</i> _____ |

|   |      |       |     |      |
|---|------|-------|-----|------|
| <b>4. The ending date of this foreign affiliate's 2002 fiscal year.</b> | 1009 | Month | Day | Year |
|   |      | 1     |     | 2002 |

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

1010  <sup>1</sup> 1  Yes

If "Yes," did the U.S. Reporter — Mark (X) one ↘

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

} Enter date →

| Month        | Year |
|--------------|------|
| <sup>3</sup> |      |
|              |      |
|              |      |
|              |      |

<sup>1</sup> 2  No

|  |   |
|--|---|
| <b>Ownership interest in this Foreign Affiliate by U.S. Reporter named in item 1</b><br>Percent of voting stock for an incorporated affiliate, or an equivalent interest for an unincorporated affiliate.                        | Percent of ownership at close of fiscal year 2002 |
|  | <sup>2</sup>                                      |
| <b>6. Direct ownership interest held by U.S. Reporter named in item 1</b>  | 1012 . %  |
| <b>7. Indirect ownership interest held through U.S. Reporter's other foreign affiliates</b> — See Instruction Booklet, Part I.B.1.c., on how to calculate indirect ownership interest. (If entry is made here, complete item 9.) | <sup>2</sup><br>1019 . %                          |
| <b>8. Total ownership interests of U.S. Reporter — Sum of items 6 and 7</b>  | <sup>2</sup><br>1050 . %                          |

**Part I — IDENTIFICATION OF MINORITY-OWNED FOREIGN AFFILIATE — Continued**

**9. Identification of foreign affiliate parent(s)** — If there is an entry in item 7, —Enter below, the name(s) and percent(s) of ownership of each foreign affiliate of the U.S. Reporter named in item 1 holding a direct ownership interest in this foreign affiliate. Also, for each foreign affiliate in column (a) that is below the first tier in its ownership chain, enter in column (c) the name of the foreign affiliate that holds a direct ownership interest in it.

| Foreign affiliate holding direct ownership interest in this foreign affiliate   |                     |  | Name of foreign affiliate, if any, in ownership chain that holds direct interest in foreign affiliate named in column (a)<br>(c) |
|---|---------------------|--|--|
| Name and ID Number<br><i>Enter name and BEA ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate.</i><br>(a) | <b>BEA USE ONLY</b> | Percent direct ownership in this foreign affiliate<br>Close FY 2002<br>(b) |  |
| a. 1191   | 1                   | 2 . %  |  |
| b. 1192   | 1                   | 2 . %  |  |
| c. TOTAL →  |                     | 1020 . %   |  |

**10. What is the major product produced or sold, or the major service performed, by this foreign affiliate?** 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.")

1029

**11. International Survey Industry (ISI) code** — Give the 4-digit ISI code in the industry group that accounts for the largest amount of the affiliate's sales. A list, and an explanation of, the ISI codes are given in the **Guide to Industry and Foreign Trade Classifications for International Surveys**. A summary list of ISI codes is included on Forms BE-11B(LF) and (SF).

2  
1039

**Part II — FINANCIAL AND OPERATING DATA OF MINORITY-OWNED FOREIGN AFFILIATE**  
See Additional Instructions for Part II, on page 4 at the back of this form.

| Dealers in financial instruments and finances, insurance, and real estate companies see <b>Special Instructions</b> , page 4. | Amount |      |        |       |
|---|--------|------|--------|-------|
|   | Bil.   | Mil. | Thous. | Dols. |
| <b>12. Total assets — Balance at close of fiscal year</b>   | 2088   | \$   |        |       |
| <b>13. Annual sales or gross operating revenues, excluding sales taxes</b>  | 2041   |      |        |       |
| <b>14. Net income (loss)</b>  | 2051   |      |        |       |

**Number of Employees and Employee Compensation**

**NUMBER OF EMPLOYEES** — Employees on the payroll at the end of FY 2002 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 2002. If the number of employees at the end of FY 2002 (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 2002. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

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

**15. Total number of employees\*** — Report the total number of employees for the year

| Number of employees |  |
|---------------------|--|
| 1                   |  |

**16. 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**  
**b. Employee benefit plan** — Employer expenditures for all employee benefit plans

| Amount |      |        |       |
|--------|------|--------|-------|
| Bil.   | Mil. | Thous. | Dols. |
| 2072   | \$   |        |       |

\*Note — If total number of employees, item 15, or total employee compensation, item 16, is zero — Explain

|                         |   |   |   |   |   |
|-------------------------|---|---|---|---|---|
| <b>17. BEA USE ONLY</b> | 1 | 2 | 3 | 4 | 5 |
| 2065                    |   |   |   |   |   |

**Part III — U.S. EXPORTS TO AND U.S. IMPORTS FROM MINORITY-OWNED FOREIGN AFFILIATE**  
**Goods only valued f.a.s. at port of exportation; do not include services**  
*See Instruction Booklet, Part V.*

**IMPORTANT NOTES**

This section requires the reporting of U.S. exports of goods to and U.S. imports of goods from the foreign affiliate in FY 2002. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. Trade statistics to which these data will be compared. Do **not** record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the foreign affiliate by, or charged by the foreign affiliate to, a U.S. person.

Foreign affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference, the "shipped" basis must be used or adjustments made to the data on a "charged" basis to approximate a "shipped" basis, 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 2002, 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.

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 enroute 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).

|   |   |   |   |   | Amount |      |        |       |  |
|---|---|---|---|---|--------|------|--------|-------|--|
|   |   |   |   |   | Bil.   | Mil. | Thous. | Dols. |  |
| <ul style="list-style-type: none"> <li>U.S. <b>EXPORTS</b> TO THIS FOREIGN AFFILIATE<br/>(Valued f.a.s. U.S. port)</li> </ul>                   |   |   |   |   | 1      |      |        |       |  |
| <b>18. Total goods shipped in FY 2002 from the U.S. (by the U.S. Reporter(s) of this affiliate and by other U.S. persons) to this affiliate</b> |   |   |   |   | 4173   | \$   |        |       |  |
| <ul style="list-style-type: none"> <li>U.S. <b>IMPORTS</b> FROM THIS FOREIGN AFFILIATE<br/>(Valued f.a.s. foreign port)</li> </ul>              |   |   |   |   | 1      |      |        |       |  |
| <b>19. Total goods shipped in FY 2002 to the U.S. (to the U.S. Reporter(s) of this affiliate and to other U.S. persons) by this affiliate</b>   |   |   |   |   | 4188   |      |        |       |  |
| <b>20. BEA USE ONLY</b>   | 1 | 2 | 3 | 4 | 5      |      |        |       |  |
| 4199  |   |   |   |   |        |      |        |       |  |

Notes

**ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 2002**  
**FORM BE-11C**  
**ADDITIONAL INSTRUCTIONS BY LINE ITEM**

**Part I — IDENTIFICATION OF MINORITY-OWNED FOREIGN AFFILIATE**

- 3. Country of location** — If the affiliate is engaged in petroleum shipping, other water transportation, or oil and gas drilling, and has operations spanning more than one country, use country of incorporation for country of location. For example, classify in country of incorporation an oil drilling rig that moves from country to country during the year.
- 6. Ownership interest held by U.S. Reporter named in item 1.**

**Voting interest** is the U.S. Reporter's direct ownership in just the voting equity of the affiliate. Examples of voting equity include voting stock and a general partner's interest in a partnership. Thus, a U.S. Reporter could have a 100 percent direct voting interest in an affiliate but own less than 100 percent of the affiliate's total equity.

**Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE**

- 13. Sales or gross operating revenues, excluding sales taxes** — Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. Affiliates classified in ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 report 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** below.)

Holding companies (ISI code 5512) must show total income. To be considered a holding company, a company's equity in net income of affiliates that it holds must constitute a majority of its total income. In addition, normally at least 50 percent of total assets must consist of investments in affiliates. ISI code 5512 (holding company) is an invalid classification if more than 50 percent of income generated, or expected to be generated, by an affiliate is from non-holding company activities.

- 14. Net income (loss)** — Net income for the year, after provision for foreign income taxes, but before provision for common and preferred dividends. Include income from equity investments and realized and unrealized gains (losses) (net of income tax effects) included in the determination of net income.

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

**Wages and salaries** — Consists of 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" as discussed below.)

Include in-kind payments, valued at their costs, 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** — Consists of employer expenditures for all employee benefit plans, including those mandated by government statute, 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 FAS 106. For plans financed jointly by the employer and the employee, include only the contributions of the employer.

**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 the calculation of net income (item 14) (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. Report income attributable to fees and commissions in item 13.

Also, do not include in sales or net income unrealized gains or losses due to changes in the valuation of financial instruments that are taken directly to retained earnings.

**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 13.

Impairment of long-lived assets

Exclude from item 13, but include in the calculation of net income (item 14), impairment losses, as defined by FAS 121, recognized during the period.

Unrealized gains

Do not include in the calculation of net income (item 14) gains recognized due to the revaluation of real estate assets. Rather these unrealized gains should be included in retained earnings.

**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 as 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-trusteed 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.

**3. Instructions for reporting specific items**

- a. Sales or gross operating revenues, excluding sales taxes (item 13)** — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature.