BEA
BUREAU OF ECONOMIC ANALYSIS
U.S. DEPARTMENT OF COMMERCE

2014 BENCHMARK SURVEY OF U.S. DIRECT INVESTMENT ABROAD

MANDATORY — CONFIDENTIAL

FORM BE-10A (Report for U.S. Reporter)

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Please include your BEA Identification Number with all requests.

Reporter ID Number **A**

1 Name and address of U.S. Reporter

IMPORTANT

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

Who must report — Form BE-10A must be filed by each U.S. person that has a foreign affiliate reportable in fiscal year 2014. Data on Form BE-10A pertain to the fully consolidated U.S. domestic business enterprise for the U.S. Reporter's 2014 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-10B, BE-10C, or BE-10D.

Due Date — A complete BE-10 report is due on the following dates:

May 29, 2015 for a U.S. Reporter required to file fewer than 50 Forms BE-10B, BE-10C, and/or BE-10D

June 30, 2015 for a U.S. Reporter required to file 50 or more Forms BE-10B, BE-10C, and/or BE-10D

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

	$	Bil.	Mil.	Thous.	Dols.
EXAMPLE – If amount is $1,334,891.00, report as.	1		1	335	000

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

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 15 for additional details.

CONTACT INFORMATION

Provide information of person to consult about this report:

0990 Name 0

0991 Street 1 0

0992 Street 2 0

0993 City 0 State Zip

0994 Telephone Number 0 (__ __ __) __ __ __ - __ __ __ __ Extension

0997 Fax Number 0 (__ __ __) __ __ __ - __ __ __ __

0999 E-mail Address 0

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 except that, in accordance with instructions Part IV.E of the Instruction Booklet, estimates may have been provided.

Signature of Authorized Official Date

0995 Name 0 Title

0996 Telephone Number 1 (__ __ __) __ __ __ - __ __ __ __ Extension

1001 Fax Number 1 (__ __ __) __ __ __ - __ __ __ __

Part I – Identification of U.S. Reporter

2 **Form of organization of U.S. Reporter? —** *Mark (X) one.*

1002

1 **1** ☐ Corporation

1 **2** ☐ Individual, estate, or trust

1 **3** ☐ Other — *Specify*

3 **If the U.S. Reporter is a corporation, is the corporation owned to the extent of more than 50% of its voting stock by another U.S. business enterprise?**

1003

1 **1** ☐ **Yes** — *Complete the "BE-10, CLAIM FOR NOT FILING." On the claim, mark (X) box number B.2 and enter the name and address of the U.S. business enterprise with whose data your data will be consolidated in accordance with the definition of a fully consolidated U.S. domestic business enterprise. (See* ***Instruction Booklet****, Part I.B.1.b.) Submit the claim to BEA and forward the remainder of the BE-10 survey packet to the U.S. business enterprise with whose data your data will be consolidated. If this cannot be done, please contact us for further instructions.*

1 **2** ☐ **No** — *Complete the remainder of this form.*

4 **What is the Employer Identification Number(s) used by the U.S. Reporter to file income and payroll taxes?**
Show additional numbers on a separate sheet if necessary.

1004 1 __ __ — __ __ __ __ __ __ __ 2 __ __ — __ __ __ __ __ __ __

5 **How many foreign affiliate reports (Forms BE-10B, BE-10C, and BE-10D) are you required to file?**

1005 1

6 **What is the ending date of this U.S. Reporter's 2014 fiscal year?** — The U.S. Reporter's financial reporting year that has an ending date in calendar year 2014. *See* ***Instruction Booklet****, Part II.A.*

Month Day Year

1006 1 __ __ / __ __ / 2 0 1 4

7 **Was there a change in the entity due to mergers, acquisitions, divestitures, etc., or a change in accounting methods or principles during FY 2014 that caused FY 2013 data to be restated?**

1007

1 **1** ☐ **Yes** — *The effect of restatement on property, plant, and equipment accounts must be entered in* **73**.

1 **2** ☐ **No**

8 **Is the U.S. Reporter a bank?**

NOTE – A "bank" is a business engaged in deposit banking or closely related functions, including commercial banks, Edge Act corporations, foreign branches and agencies of U.S. banks whether or not they accept deposits abroad, savings and loans, bank holding companies, and financial holding companies under the Gramm-Leach-Bliley Act.

1008

1 **1** ☐ **Yes**

1 **2** ☐ **No**

Remarks

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

9 **Does the U.S. Reporter own a majority interest in an unconsolidated U.S. business enterprise?** *See **Instruction Booklet**, Part 1.B.1.b.*

1009

1 **1** ☐ **Yes** — *Form BE-10A should pertain to the fully consolidated U.S. domestic business enterprise. Permission must have been requested of, and granted by, BEA to file on an unconsolidated basis. A separate Form BE-10A must be filed for each unconsolidated U.S. domestic entity.*

Enter the name under which a separate Form BE-10A is being filed.

1 **2** ☐ **No**

10 **Does the U.S. Reporter maintain one or more sales promotion or representative offices abroad** that do not produce revenue directly for their own accounts but, instead, are established solely to do business, or provide market information or public relations services, for their U.S. parent?

1010

1 **1** ☐ **Yes** — *See **Instruction Booklet**, Part III.F., to determine whether these offices should be reported in this survey.*

1 **2** ☐ **No**

11 **Is the U.S. Reporter named in 1 a U.S. affiliate of a foreign person and required to file a 2014 Form BE-15A, Annual Survey of Foreign Direct Investment in the United States?**

1011

1 **1** ☐ **Yes** — *Complete **only** 33 through 35, 53 through 56, 60 through 85, 91 through 96, and Part VI on the remainder of this Form BE-10A. Also complete Form(s) BE-10B/C/D, as required.*

1 **2** ☐ **No** — *Continue with 12 (Major activity of the fully consolidated domestic U.S. Reporter).*

12 **What is the major activity of the 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 **2** ☐ Seller of goods the affiliate does not produce

1 **3** ☐ Producer or distributor of information

1 **4** ☐ Provider of services

1 **5** ☐ Other – Specify

13 **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.")

1014 0

14 — **19** Intentionally blank.

1012 BEA USE ONLY	1	2	3	4	5

Part II — Sales and Employment by Industry Classification

Industry classification of fully consolidated U.S. Reporter (based on sales or gross operating revenues)

- Report in columns (1) and (2), respectively, the 4-digit International Surveys Industry (ISI) code(s) and the sales or gross operating revenues, excluding sales taxes, associated with each code, in order of the sizes of sales or gross operating revenues from large to small.
- For a full explanation of each code, see the **Guide to Industry Classifications for International Surveys, 2012**.
- 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. 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 contact BEA for further assistance before using ISI code 5512.
- Dealers in financial instruments and finance, insurance, and real estate companies see ***Special Instructions***, *page 16.*
- Report in column (3), the number of employees on the payroll at the end of FY 2014, including part-time employees. 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 2014. If employment is subject to unusual variations, *see instructions for* ***"NUMBER OF EMPLOYEES"*** *under Part V, Section C, page 8.*
- For most companies the employment distribution in column (3) is not proportional to the sales distribution in column (2). Therefore, do not distribute employment in column (3) in proportion to sales in column (2).
- *See* ***Additional Instructions*** *for* **30** *on page 15 at the back of this form.*

What are the sales or gross operating revenues and employment by ISI code for the U.S. Reporter?

		ISI code (1)	Sales or gross operating revenues, excluding sales taxes (2) $ Bil. Mil. Thous. Dols.	Number of employees engaged in activities for the ISI codes in column (1) (3)
20 Largest sales or gross operating revenues?	1015	1	2 000	3
21 2nd largest sales or gross operating revenues?	1016	1	2 000	3
22 3rd largest sales or gross operating revenues?	1017	1	2 000	3
23 4th largest sales or gross operating revenues?	1018	1	2 000	3
24 5th largest sales or gross operating revenues?	1019	1	2 000	3
25 6th largest sales or gross operating revenues?	1020	1	2 000	3
26 7th largest sales or gross operating revenues?	1021	1	2 000	3
27 8th largest sales or gross operating revenues?	1022	1	2 000	3
28 9th largest sales or gross operating revenues?	1023	1	2 000	3
29 10th largest sales or gross operating revenues?	1024	1	2 000	3

30 **Number of employees of administrative offices and other auxiliary units? — INCLUDE** employees at corporate headquarters, central administrative, and regional offices located in the U.S. that provide administration and management or support services. Support services include accounting, data processing, legal, research and development and testing, and warehousing. **INCLUDE** employees located at an operating unit that provide administration and management or support services to more than one operating unit. **EXCLUDE** employees located at an operating unit that provide administration and management or support services for only that unit. Instead, report such employees in column (3) of items **20** through **29** in the industry(ies) of the operating unit(s). 1025 3

31 **Sales or gross operating revenues and employees not accounted for above?** 1026 2 000 3

32 **What is the U.S. Reporter's total sales or gross operating revenues and employees? — Sum of 20 through 31** (Column (2) must equal **43** and also **53** column (1). Column (3) must equal **57**) 1027 2 000 3

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1028	1	2	3	4	5
1029	1	2	3	4	5
1030	1	2	3	4	5
1031	1	2	3	4	5

Part III — Contract Manufacturing Services

CONTRACT MANUFACTURING — Contracting with a firm to process materials and components, including payments for fabricating, assembling, labeling, and packaging materials and components.

Contract Manufacturing Services PURCHASED

33 **In FY 2014, did this U.S. Reporter purchase contract manufacturing services from others (including foreign affiliates)?**

1032

- [1] **1** ☐ Yes — *Continue with* **34**
- [1] **2** ☐ No — *Skip to* **35**

34 **Does the U.S. Reporter own some or all of the materials used by the contract manufacturers? Are the companies providing the manufacturing services located inside or outside of the U.S.?**

Mark (X) all that apply.

1033

- [1] **1** ☐ The U.S. Reporter **owned** some or all of the materials used by the contract manufacturers and the contract manufacturers are located **inside** the U.S.
- [2] **2** ☐ The U.S. Reporter **owned** some or all of the materials used by the contract manufacturers and the contract manufacturers are located **outside** of the U.S.
- [3] **3** ☐ The U.S. Reporter **did not own** some or all of the materials used by the contract manufacturers and the contract manufacturers are located **inside** the U.S.
- [4] **4** ☐ The U.S. Reporter **did not own** some or all of the materials used by the contract manufacturers and the contract manufacturers are located **outside** of the U.S.

Contract Manufacturing Services PERFORMED

35 **In FY 2014, did this U.S. Reporter perform contract manufacturing services for others (including foreign affiliates) outside the U.S.?**

1037

- [1] **1** ☐ Yes
- [1] **2** ☐ No

SIZE OF THE U.S. REPORTER

36 **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 any time during the U.S. Reporter's 2014 fiscal year?**

2030

- [1] **1** ☐ Yes — *Skip Part IV, then continue with Part V on page 6.*
- [1] **2** ☐ No — *Complete Part IV, skip Part V, then continue to Part VI on page 14.*

37 — **39** Intentionally blank.

Part IV — Selected Financial and Operating Data of U.S. Reporter

NET INCOME, ASSETS AND LIABILITIES

What are the U.S. Reporter's values for:

		$ Bil.	Mil.	Thous.	Dols.
40 Net income (loss)?	2031	[1]			000
41 Total assets? — Balance at close of fiscal year	2032	[1]			000
42 Total liabilities? — Balance at close of fiscal year	2033	[1]			000

Skip to Part VI on page 14.

BEA USE ONLY 2036	1	2	3	4	5

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

Complete ONLY if the answer to 36 is "Yes"

Section A — Income Statement of U.S. Reporter — *See **Additional Instructions** for Part V, Section A, on page 15 at the back of this form.*

What are the U.S. Reporter's values for:

INCOME

			$ Bil. Mil. Thous. Dols.
43	Sales or gross operating revenues, excluding sales taxes? — Must equal to **32** column (2), *(Dealers in financial instruments see **Special Instructions**, A.1., page 16; insurance companies see **Special Instructions**, B.2.a., page 16.)*	3037	1 000
44	Income from equity investments in unconsolidated business enterprises (domestic and foreign)? — For those owned 20 percent or more (including majority-owned foreign affiliates), report equity in earnings during the reporting period; for those owned less than 20 percent, report dividends or distributed earnings for unincorporated affiliates. **EXCLUDE** interest income.	3038	1 000
45	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** amount **before** income tax effect. **INCLUDE** income tax effect in **49**. Report gains (losses) resulting from:	3039	1 000

a. Sale or disposition of financial assets including investment securities; FASB ASC 320 (FAS 115) holding gains (losses) on securities classified as trading securities; FASB ASC 320 (FAS 115) 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 16;*

b. Sales or dispositions of land, other property, plant and equipment, or other assets, and FASB ASC 360 (FAS 144) 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 16;*

c. Goodwill impairment as defined by FASB ASC 350 (FAS 142);

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 **32**, **43**, and **53**;

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; and

i. The cumulative effect of a change in the estimate of stock compensation forfeitures under FASB ASC 718 (FAS 123(R)).

46	Other income? — *Specify*	3040	1 000
		3041	1
47	Total income? — *Sum of* **43** *through* **46**		000

COSTS AND EXPENSES

48	Cost of goods sold or services rendered and selling, general, and administrative expenses? — *Insurance companies see **Special Instructions**, B.2.c., page 16.*	3042	1 000
49	U.S. income taxes? — Provision for U.S. Federal, state, and local income taxes. **EXCLUDE** production royalty payments	3043	1 000
50	Other costs and expenses not included above, including minority interests in income (loss) that arise out of consolidation? — *Specify*	3044	1 000
		3045	1
51	Total costs and expenses? — *Sum of* **48** *through* **50**		000

NET INCOME

		3046	1
52	Net income (loss)? — **47** *minus* **51**		000

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.d. and e., page 16.*

54 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 55.
- Magazines and periodicals sold in retail stores. NOTE: Report subscription sales as sales of services in 55.
- 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 55.

55 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.
- Mass produced audiovisual media that are delivered electronically, including film, music, manuscripts, or other digital content.
- 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 54.
- 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. Licensing fees associated with rights to reproduce or distribute software.
- Electricity transmission and distribution, natural gas distribution, and water distribution.

Report the source of real estate rental income in 55 based on the location of the property.

56 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 55.

Finance or insurance companies that include investment income in gross operating revenues should report the source of such investment income in 56 based on the location of the issuer of the financial instrument whether publicly issued or privately placed. If the location of the issuer is unknown, then substitute the nationality of the issuer. If both the location and nationality of the issuer are unknown, and an intermediary (e.g., trustee, custodian, or nominee) is used to manage the investment (financial instrument or real estate) use the country of location of the intermediary.

What is the U.S. Reporter's value for:

		TOTAL (1) = (2) + (3) + (4) $ Bil. Mil. Thous. Dols.	Sales to U.S. persons (2)	Sales to foreign affiliates of this U.S. Reporter (3)	Sales to other foreign persons (4)
53 Sales or gross operating revenues, excluding sales taxes? — a. Column (1) equals 43. b. Each column of line 53 equals the sum of 54, 55, and 56.	3147	1 000	2	3	4
BY TYPE 54 Sales of goods?	3148	1 000	2	3	4
55 Sales of services?	3149	1 000	2	3	4
56 Investment income?	3150	1 000	2	3	4

Section C — Number of Employees and Employee Compensation

Report the number of employees on the payroll at the end of FY 2014 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 2014. If the number of employees at the end of FY 2014 (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 2014. 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.

Research and development employees — Research and development employees are scientists, engineers, and other professional and technical employees, including managers, who spend all or a majority of their time engaged in scientific or engineering R&D work, at a level that requires knowledge of physical or life sciences, engineering, or mathematics at least equivalent to that acquired through completion of a four-year college course with a major in one of these fields. Training may be either formal or by experience.

		Number of employees
57	**What is the U.S. Reporter's total number of employees?**	3253 1
58	**What is the number of employees in 57 who are research and development employees?** — Employees engaged in R&D, including managers, scientists, and other professional and technical employees	3256 1

Report employee compensation expenditures, the base compensation data on payroll records, 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. **Total employee compensation consists of wages and salaries of employees and employer expenditures for all employee benefit plans.** Report compensation that 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. **EXCLUDE** data related to activities of a prior period, such as those capitalized or charged to inventories in prior periods. **EXCLUDE** compensation of contract workers not carried on the payroll of this U.S. Reporter.

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** payments-in-kind, valued at their costs, that are clearly and primarily of benefit to the employees as consumers. **EXCLUDE** 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 (FAS 106). If plans are financed jointly by the employer and the employee, **INCLUDE** only the contributions of the employer.

		$ Bil.	Mil.	Thous.	Dols.
59	**What is the U.S. Reporter's total employee compensation expenditure?** — Report, for all employees, the sum of **wages and salaries** and **employee benefit plans**	3257 1			000

Remarks

BEA USE ONLY	3260 1

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

Section D — Balance Sheet of U.S. Reporter at Close of FY 2014

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

60 Cash and cash equivalents — INCLUDE deposits in financial institutions and other cash items and short-term, highly liquid investments that are both readily convertible to known amounts of cash and so near their maturity that they present insignificant risk of changes in value because of changes in interest rates. **EXCLUDE** overdrafts as negative cash, instead report overdrafts in **69**.

63 Property, plant, and equipment, net — Report net of accumulated depreciation and depletion. **INCLUDE** land, timber, mineral rights and similar rights owned. Also **INCLUDE** structures, machinery, equipment, special tools, deposit containers, construction in progress, and capitalized tangible and intangible exploration and development costs of the U.S. Reporter. **INCLUDE** items on capital leases from others, per FASB ASC 840 (FAS 13). **EXCLUDE** all other types of intangible assets, and land held for resale.

66 Other assets

- **INCLUDE** land held for resale; other equity investments; noncurrent marketable securities; other investments; noncurrent trade accounts and trade notes receivable, net of allowance for doubtful items; intangible assets, net of amortization; and any other assets not reported elsewhere.
- Report credit balances in these accounts in **69**, other liabilities.
- *Insurance companies see **Special Instructions** B.1., page 16.*

69 Other liabilities — INCLUDE overdrafts, commercial paper issued and other current liabilities not included in **68**. **INCLUDE** long-term debt securities owed such as bonds or notes, lease obligations capitalized per FASB ASC 840 (FAS 13), deferred taxes, underlying minority interest in consolidated domestic subsidiaries, and all other long-term intercompany debt.

What are the U.S. Reporter's values for:

ASSETS

*— Insurance companies see **Special Instructions**, B.2.f., page 16.*

Balance at close of fiscal year

			$ Bil. Mil. Thous.	Dols.
60	Cash and cash equivalents?	3364	1	000
61	Current receivables? — Net of allowances for doubtful items. *(Insurance companies see **Special Instructions**, B.2.f., page 16.)*	3365	1	000
62	Inventories? — Land development companies **EXCLUDE** land held for resale (**INCLUDE** in **66**); finance and insurance companies **EXCLUDE** inventories of marketable securities (**INCLUDE** in **66**)	3366	1	000
63	Property, plant, and equipment, net?	3367	1	000
64	Equity investments in unconsolidated U.S. domestic business enterprises? — Report on the equity basis enterprises owned 20 to 50 percent. Report at cost enterprises owned less than 20 percent	3368	1	000
65	Equity investments in foreign affiliates? — Report on the equity basis enterprises owned 20 to 100 percent. Report at cost enterprises owned less than 20 percent.	3369	1	000
66	Other assets?	3370	1	000
67	Total assets? — *Sum of* **60** *through* **66**	3371	1	000

LIABILITIES

*— Insurance companies see **Special Instructions**, B.2.g., page 16.*

68	Trade accounts and trade notes payable, current?..	3373	1	000
69	Other liabilities?	3374	1	000
70	Total liabilities? — *Sum of* **68** *and* **69**	3375	1	000

OWNERS EQUITY?

71	Total owners' equity? — **67** *minus* **70**	3376	1	000

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

NOTE — 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.

72 – 79

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 (**74** and **75**) 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 2014. Account for such changes in **73**.

For U.S. Reporters engaged in exploring for, or developing, natural resources, **INCLUDE** in **74** and **75** exploration and development expenditures made during FY 2014 that were capitalized, including capitalized expenditures to acquire or lease mineral rights. **INCLUDE** adjustments for expenditures charged against income in prior years, but subsequently capitalized during FY 2014 in **78**.

76 **Depreciation — EXCLUDE** depletion. Report depletion separately in **77**.

What are the U.S. Reporter's values for:

BALANCE CLOSE, FY 2013

*— Insurance companies see **Special Instructions**, B.2.h., page 16.*

			$ Bil.	Mil.	Thous.	Dols.
72	Net book value of PP&E at close FY 2013? — The closing FY 2013 value, before restatement due to a change in the entity or accounting methods or principles..	3477	1			000

CHANGES DURING FY 2014

73	Restatement due to a change in the entity (i.e., due to mergers, acquisitions, divestitures, etc.) or due to a change in accounting methods or principles? — If the answer to **7** was "Yes," give amount by which the net book value of **72** would be restated. If a decrease, put amount in parentheses. **EXCLUDE** gains (losses) resulting from the sale or disposition of domestic subsidiaries of the U.S. Reporter, and from the revaluation of assets (whether or not realized). Report these amounts in **45** and/or **71**	3478	1			000

Expenditures by the U.S. Reporter for, or transfers into the U.S. Reporter of:

*— Insurance companies see **Special Instructions**, B.2.i., page 16.*

74	Land and mineral rights, including timber? — **INCLUDE** expenditures for land and capitalized expenditures for mineral and timber rights. **EXCLUDE** other capitalized expenditures for the exploration and development of natural resources and expenditures for land held for resale	3479	1			000
75	PP&E other than land, mineral, and timber rights? (Report changes due to mergers and acquisitions in **73**.)	3480	1			000
76	Depreciation?	3481	1	(	)	000
77	Depletion?	3482	1	(	)	000
78	Other increases (decreases)? — Net book value of sales, retirements, or transfers out of assets; land held for resale; and other increases (decreases). **INCLUDE** divestitures of subsidiaries in **73**. **INCLUDE** any gains (losses) from the sale or disposition of property, plant, and equipment in **45**	3483	1			000

BALANCE, CLOSE FY 2014

79	Net book value of PP&E at close FY 2014? — *Equals sum of* **72** *through* **78**; *must also equal* **63**	3484	1			000

ADDENDUM

			$ Bil.	Mil.	Thous.	Dols.
80	**What are the U.S. Reporter's petroleum and mining exploration and development expenditures charged against income including expenditures charged against income to acquire or lease mineral rights? — EXCLUDE** expenditures capitalized in prior years that are reclassified as expensed in the current year; such expenditures are considered to be expenditures only in the year when initially expensed	3485	1			000

81 Intentionally blank

BEA USE ONLY	3486	1

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

Section F — Interest, Production Royalty Payments, and Taxes

What are the U.S. Reporter's value(s) for:

			$ Bil.	Mil.	Thous.	Dols.
82	Interest income? — Report 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 **43** and **46**. *Do not net against interest expensed in* **83**	3587	1			000
83	Interest expensed or capitalized? — Report interest expensed or capitalized by the U.S. Reporter, paid or due to all payees (including affiliated persons), gross of tax withheld. *Do not net against interest income in* **82**	3588	1			000
84	Production royalty payments to Federal, state, and local governments for natural resources, total? — **INCLUDE** amounts paid or accrued for the year. **INCLUDE** payments-in-kind at market value..	3589	1			000
85	Taxes (except income and payroll taxes) and nontax payments (other than production royalty payments)?	3590	1			000

- 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 —
  - — Sales, consumption, and excise taxes collected by the U.S. Reporter on goods and services the U.S. Reporter sold;
  - — Property and other taxes on the value of assets and capital;
  - — Any remaining taxes (other than income and payroll taxes); and
  - — Import and export duties, license fees, fines, penalties, and all other payments or accruals of nontax liabilities (except production royalty payments for natural resources).

Section G — Banking Industry Activities

- Report assets, liabilities, and interest for banking related activities covered by ISI codes 5221 or 5229.

86 **In 20 through 29, did you report sales for ISI codes 5221 or 5229 (depository or non-depository banking)?**

3600
1 **1** ☐ **Yes**

1 **2** ☐ **No** — *Skip to* **88**

87 **What are the U.S. Reporter's values for:**

		TOTAL (1) = (2) + (3) (1)				Banking Activities in ISI codes 5221 or 5229 (2)				All Other (3)			
		$ Bil.	Mil.	Thous.	Dols.	$ Bil.	Mil.	Thous.	Dols.	$ Bil.	Mil.	Thous.	Dols.
Assets? — *Column (1) equals* **67**	3601	1			000	2			000	3			000
Liabilities? — *Column (1) equals* **70**	3602	1			000	2			000	3			000
Interest Income? — *Column (1) equals* **82**	3603	1			000	2			000	3			000
Interest expensed or capitalized? — *Column (1) equals* **83**	3604	1			000	2			000	3			000

Remarks

BEA USE ONLY	3487	1	2	3

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

Section H — Insurance Industry Activities — Premiums earned and losses incurred

- Report premiums earned and losses incurred for insurance related activities covered by ISI codes 5243 (Insurance carriers, except life insurance carriers) and 5249 (Life insurance carriers).

88 **Of the total sales and gross operating revenues reported in 32, column (2), were any of the sales or revenues generated by insurance related activities covered by ISI codes 5243 or 5249?**

3591

1 **1** ☐ Yes — *Answer* **89** **and** **90**

1 **2** ☐ No — *Skip to* **91**

What are the U.S. Reporter's values for:

		$ Bil.	Mil.	Thous.	Dols.
89 Premiums earned?	3592 1				000

— 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.

		$ Bil.	Mil.	Thous.	Dols.
90 Losses incurred?	3593 1				000

— Report losses incurred for the insurance products covered by **89** above. **EXCLUDE** loss adjustment expenses and losses that relate to annuities. Also **EXCLUDE** losses related to universal and adjustable life, variable and interest-sensitive life, and variable-universal life policies

— For property and casualty insurance, calculate as net losses paid during the reporting year, minus net unpaid losses at the beginning of the year, plus net unpaid losses at the end of the year. In the calculation of net losses, **INCLUDE** losses on reinsurance assumed from other companies and **EXCLUDE** losses on reinsurance ceded to other companies. Unpaid losses **INCLUDE** both case reserves and losses incurred but not reported.

— For life insurance, losses reflect policy claims on reinsurance assumed or on primary insurance sold, minus losses recovered from reinsurance ceded, adjusted for changes in claims due, unpaid, and in the course of settlement.

Remarks

BEA USE ONLY 3599	1	2

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

Section I — Technology

Research and development (R&D) expenditures in **91** 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-10B, **97** or **119**, as appropriate, or BE-10C, **33** .) Also, **INCLUDE** R&D financed by the Federal Government. **EXCLUDE** the cost of any R&D funded by the Reporter but performed by others.

Research and development (R&D) expenditures — R&D is planned, creative work aimed at discovering new knowledge or developing new or significantly improved goods and services. This includes a) activities aimed at acquiring new knowledge or understanding without specific immediate commercial application or use (basic research); b) activities aimed at solving a specific problem or meeting a specific commercial objective (applied research); and c) systematic use of research and practical experience to produce new or significantly improved goods, services, or processes (development).

R&D **EXCLUDES** 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

Definitions for Basic Research, Applied Research and 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 R&D organizational units of the company or carried out by company laboratories and technical groups that are not a part of an R&D organization.
- **INCLUDE** all costs incurred to support R&D performed by the affiliate. **INCLUDE** wages, salaries, and related costs; materials and supplies consumed; depreciation on R&D property and equipment, cost of computer software used in R&D activities; utilities, such as telephone, 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.

NOTE — **91** through **95** pertain to R&D **performed** by the U.S. Reporter, including R&D performed by the U.S. Reporter for others under contract. This is the basis on which National Science Foundation surveys request information on R&D. The FASB ASC 730 (FAS 2) – Measure of R&D; (i.e., R&D from which the firm **benefits**) is the sum of **92** and **96**.

What are the U.S. Reporter's values for:

			$ Bil. Mil. Thous. Dols.
91	**R&D performed BY the U.S. Reporter, total?** — *Sum of* **92** *through* **95**	3694	1 000
92	For U.S. Reporter's own account?	3695	1 000
93	For Federal Government (i.e., federally financed R&D)?	3696	1 000
94	For foreign affiliates under contract?	3697	1 000
95	For others under contract?	3698	1 000
96	**R&D performed FOR the U.S. Reporter by others (including foreign affiliates) on a contractual basis?**	3699	1 000

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Part VI – Exports and Imports By the U.S. Reporter

EXPORTS AND IMPORTS BY THE U.S. REPORTER

- *See **Additional Instructions** on page 15 at the back of this form.*

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

4101 1 **1** ☐ "Shipped" basis.

1 **2** ☐ "Charged" basis without adjustments, because there is no material difference between the "charged" and "shipped" bases.

1 **3** ☐ "Charged" basis with adjustments to correct for material differences between the "charged" and "shipped" bases.

EXPORTS OF GOODS BY THIS U.S. REPORTER
(Valued f.a.s. U.S. port)

		TOTAL (1) = (2) + (3) (1)	Shipped to its foreign affiliates (2)	Shipped to other foreigners (3)
		$ Bil. Mil. Thous. Dols.	$ Bil. Mil. Thous. Dols.	$ Bil. Mil. Thous. Dols.
98 **What is the value of the total goods shipped in FY 2014 by this U.S. Reporter to foreigners?**	4102	1 000	2 000	3 000

EXPORTS BY DESTINATION
The sum of **99** *through* **104**, *column (1) equals* **98** *column (3).*

		Shipped to other foreigners (1) $ Bil. Mil. Thous. Dols.
99 Canada	4401	1 000
100 Europe	4402	1 000
101 Latin America and other Western Hemisphere	4403	1 000
102 Africa	4404	1 000
103 Middle East	4405	1 000
104 Asia and Pacific	4406	1 000

IMPORTS OF GOODS BY THIS U.S. REPORTER
(Valued f.a.s. foreign port)

		TOTAL (1) = (2) + (3) (1)	Shipped by its foreign affiliates (2)	Shipped by other foreigners (3)
		$ Bil. Mil. Thous. Dols.	$ Bil. Mil. Thous. Dols.	$ Bil. Mil. Thous. Dols.
105 **What is the value of the total goods shipped in FY 2014 to this U.S. Reporter by foreigners?**	4103	1 000	2 000	3 000
By intended use:				
106 Goods intended for further processing, assembly, or manufacture by the U.S. Reporter before resale to others	4407	1 000	2 000	3 000
107 Goods for resale without further processing, assembly, or manufacture by the U.S. Reporter	4408	1 000	2 000	3 000
108 Other, including capital equipment — *Specify*	4409	1 000	2 000	3 000

IMPORTS BY DESTINATION
The sum of **109** *through* **114**, *column (1) equals* **105** *column (3).*

		Shipped by other foreigners (1) $ Bil. Mil. Thous. Dols.
109 Canada	4410	1 000
110 Europe	4411	1 000
111 Latin America and other Western Hemisphere	4412	1 000
112 Africa	4413	1 000
113 Middle East	4414	1 000
114 Asia and Pacific	4415	1 000

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4107	1	2	3	4	5
4108	1	2	3	4	5

Goods only valued f.a.s. at the port of exportation; EXCLUDE services. *See **Instruction Booklet,** Part V.*

IMPORTANT NOTES

Report exports and imports of goods by the U.S. Reporter in FY 2014. 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. **EXCLUDE** 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 **EXCLUDE** 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).

2014 BENCHMARK SURVEY OF U.S. DIRECT INVESTMENT ABROAD FORM BE-10A ADDITIONAL INFORMATION AND 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 C.F.R. 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-10 report **(comprising Form BE-10A and Form(s) BE-10B, BE-10C, and/or BE-10D)** is estimated to average 144 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 II — Sales and Employment by Industry Classification

30 Employees of administrative offices and auxiliary units — Auxiliary units and administrative offices are primarily engaged in performing management and support services for the fully consolidated U.S. domestic business enterprise. These services can include accounting, data processing, legal services, research and development, testing, warehousing, etc. Administrative offices and auxiliary units are typically located separately from the operating units of the company.

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

Section A — Income Statement of U.S. Reporter

43 Sales or gross operating revenues, excluding sales taxes — Report gross operating revenues or gross sales minus returns, allowances, and discounts. **EXCLUDE** sales or consumption taxes levied directly on the consumer. **EXCLUDE** net value-added taxes and excise taxes levied on manufacturers, wholesalers, and retailers. 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**, page 16.*

46 Other income — Report non-operating and other income not included in **43**.

48 Costs of goods sold or services rendered and selling, general, and administrative expenses — Report operating expenses that relate to sales or gross operating revenues (**43**) and selling, general, and administrative expenses. **INCLUDE** production royalty payments to governments, their subdivisions and agencies, and to other persons. **INCLUDE** depletion charges representing the amortization of the actual cost of capital assets, but **EXCLUDE** all other depletion charges. Companies with ISI codes 5221, 5223, 5224, 5229, 5231, 5238, 5252 and 5331 should **INCLUDE** interest expense.

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

A. Certain gains (losses) (45) 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 **45** :

- impairment losses as defined by FASB ASC 320 (FAS 115),
- realized gains and losses on trading or dealing,
- unrealized gains or losses, due to changes in the valuation of financial instruments, that flow through the income statement, and
- goodwill impairment as defined by FASB ASC 350 (FAS 142).

EXCLUDE from **45**, unrealized gains or losses due to changes in the valuation of financial instruments that are taken directly to owners' equity.

EXCLUDE from **45**, income from explicit fees and commissions. **INCLUDE** income from these fees and commissions as operating income in **32**, **43** and **53** and as sales of services in item **55**.

2. Real estate companies — INCLUDE in **45**:

- impairment losses as defined by FASB ASC 360 (FAS 144), and
- goodwill impairment as defined by FASB ASC 350 (FAS 142).

EXCLUDE from **45** the revenues earned and expenses incurred from the sale of real estate you own. Such revenues should be reported as operating income in **32**, **43** and **53** and as sales of goods in **54**.

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-10 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 insurance departments, e.g., **INCLUDE** assets not acceptable for inclusion in the annual statement to an insurance department such as:

(1.) non-trusteed 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 (43) — INCLUDE items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. **EXCLUDE** income from equity investments in unconsolidated business enterprises and certain realized and unrealized gains or losses that are to be reported in **45**.

b. Certain gains (losses) (45) — *See **Special Instructions,** A.1.*

c. Cost of goods sold or services rendered and selling, general, and administrative expenses (48) — INCLUDE costs relating to sales or gross operating revenues, such as policy losses incurred, death benefits, matured endowments, other policy benefits, increases in liabilities for future policy benefits, and other underwriting expenses.

d. Sales of services (55) — INCLUDE premium income and income from other services, if any.

Calculate premiums earned by companies engaged in insurance activities 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.

e. Investment income (56) — 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 V, Section B,* **56**, *on page 7 to determine the location of the transactor of investment income.*

f. Current receivables (61) — INCLUDE current items such as agents' balances, uncollected premiums, amounts recoverable from reinsurers, and other current notes and accounts receivable (net of allowances for doubtful items) arising from the ordinary course of business.

g. Trade accounts and trade notes payable, current (68) — INCLUDE current items such as loss liabilities, policy claims, commissions due, and other current liabilities arising from the ordinary course of business. **INCLUDE** policy reserves in "Other liabilities," **69** unless they are clearly current liabilities.

h. Net book value of property, plant, and equipment (72 and 79) — INCLUDE the net book value of property, plant, and equipment, WHEREVER CLASSIFIED IN THE BALANCE SHEET. Therefore, the opening and closing net book values for property, plant, and equipment will not necessarily reconcile with their balance sheet counterpart (**63**).

i. Expenditures for property, plant, and equipment (74 and 75) — INCLUDE expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET (e.g., **INCLUDE** expenditures for PP&E that have been classified in "other noncurrent assets").