OMB No. 0608-0065: Approval Expires 12/31/2015	**BEA USE ONLY**	Control number										

FORM **BE-185**
(11-2012)

U.S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS

QUARTERLY SURVEY OF FINANCIAL SERVICES TRANSACTIONS BETWEEN U.S. FINANCIAL SERVICES PROVIDERS AND FOREIGN PERSONS

(This report is mandatory and confidential.)

Name and address of U.S. Reporter –
Enter or correct as necessary

10001	1
10002	1
10003	1
10004	1

Complete and file this form or file electronically at http://www.bea.gov/efile.

Assistance is available via phone (202) 606–5588, M–F 8:30 A.M. – 5:00 P.M., eastern time or via e-mail at be185help@bea.gov. Please include the form name and number in all correspondences.

How to file:

Step 1. Verify or correct name and address of the U.S. Reporter named in the mailing label and complete Part 1.

Step 2. Complete Part 2 and Schedules A and B based on the instructions given in Part 2.

Step 3. File the completed form within 45 days after the close of each fiscal quarter (or within 90 days after the close of the final quarter of your fiscal year).

By filing electronically at: http://www.bea.gov/efile

e-mailing to: be185submission@bea.gov

mailing to:
U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(SSB)
Washington, DC 20230

delivering to:
U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(SSB)
Shipping and Receiving Section M-100
1441 L Street, NW
Washington, DC 20005

or faxing to: (202) 606-5318

PART 1 Section A

1. Person to consult concerning questions about this report

10005	1 Name
10006	1 Title
10007	1 Telephone number ( )
10008	1 FAX number ( )
10009	1 E-mail address

2. May we use e-mail to correspond with you to discuss questions relating to this form, including questions that may contain information about your company that you may consider confidential? (Note: Electronic mail is not inherently confidential. We will treat information we receive as confidential but your e-mail is not necessarily secure against interception by a third party.)

10010 1 **1** ☐ Yes
2 ☐ No

3. 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 VI.G of the General Instructions, estimates may have been prepared where the data are not available from customary accounting records or precise data could not be obtained without undue burden.

Authorized official's signature

Print or type name and title

Date

Part 1

4. What period does this quarterly report cover?

10011

	Month	Day	Year
Beginning date	1		
Ending date	2		**2012**

5. Enter the 4-digit code that best describes the major activity of the U.S. Reporter from the Summary of Industry Classifications found on pages 12 and 13 of the General Instructions.

10012 1 [ ][ ][ ][ ]

6. What is the primary Employer Identification Number used by the U.S. Reporter to file U.S. income or payroll taxes?

10013 1 [ ][ ] — [ ][ ][ ][ ][ ][ ][ ]

7. Was the U.S. reporter in existence during the entire reporting period?

10014

1 **1** ☐ Yes – *Skip question 8.*

1 **2** ☐ No – If purchased by another U.S. financial services provider complete 8 below. Otherwise, complete the report for the time you were in existence and, in the space at the bottom of this page, explain why you did not exist as a separate company for a part of the period.

8. During the reporting period identified in 4, did another U.S. financial services provider own more than 50 percent of the voting stock of the U.S. reporter named in the mailing label on page 1?

10015

1 **1** ☐ Yes → *Enter the name and address of the controlling U.S. person or entity in the box and please return this form according to the instructions on page 1.*

10016 1 Name

10017 1 Street

10018 1 City | 2 State | 3 ZIP Code

1 **2** ☐ No – *Continue with completion of the form.*

Comments

Part 2

9. *Follow the steps in the section below to determine whether you must complete the mandatory tables or whether you are requested to complete the voluntary tables of Schedules A and B on pages 4 and 5.*

Step 1			Step 2 Sales of financial services	Step 3 Purchases of financial services
This survey covers transactions in financial services by U.S. financial services providers. Please check a box below to indicate which types of financial services transactions (either sales or purchases), if any, occurred between the U.S. reporter and foreign persons in the reporting period in item 4. *Mark all that apply. Complete descriptions are available in Section IV of the General Instructions.*				
Type of Service	Service code			
Brokerage services related to equity transactions	**1**	20001 [1] ☐	[2] **1** ☐ Yes **2** ☐ No	[3] **1** ☐ Yes **2** ☐ No
Other brokerage services	**2**	20002 [1] ☐	[2] **1** ☐ Yes **2** ☐ No	[3] **1** ☐ Yes **2** ☐ No
Underwriting and private placement services	**3**	20003 [1] ☐	[2] **1** ☐ Yes **2** ☐ No	[3] **1** ☐ Yes **2** ☐ No
Financial management services	**4**	20004 [1] ☐	[2] **1** ☐ Yes **2** ☐ No	[3] **1** ☐ Yes **2** ☐ No
Credit-related services, except credit card services	**5**	20005 [1] ☐	[2] **1** ☐ Yes **2** ☐ No	[3] **1** ☐ Yes **2** ☐ No
Credit card services	**6**	20006 [1] ☐	[2] **1** ☐ Yes **2** ☐ No	[3] **1** ☐ Yes **2** ☐ No
Financial advisory and custody services . .	**7**	20007 [1] ☐	[2] **1** ☐ Yes **2** ☐ No	[3] **1** ☐ Yes **2** ☐ No
Securities lending services	**8**	20008 [1] ☐	[2] **1** ☐ Yes **2** ☐ No	[3] **1** ☐ Yes **2** ☐ No
Electronic funds transfer services	**9**	20009 [1] ☐	[2] **1** ☐ Yes **2** ☐ No	[3] **1** ☐ Yes **2** ☐ No
Other financial services	**10**	20010 [1] ☐	[2] **1** ☐ Yes **2** ☐ No	[3] **1** ☐ Yes **2** ☐ No

10. Did the U.S. reporter have any transactions, either sales or purchases, in any of the financial services covered by this survey? (Did you place a check next to any of the activities listed in step 1 of question 9?)

20011 [1] **1** ☐ Yes – Report mandatory transactions in Table 1 of the appropriate schedule and voluntary transactions in Table 2 of the appropriate schedule and return pages 1 through 5 according to the instructions on page 1.

2 ☐ No – Return pages 1 through 3 according to the instructions on page 1.

11. Did your total sales of financial services marked "Yes" in Step 2 exceed $20 million in the prior fiscal year or are they expected to exceed that amount in your current fiscal year?

20012 [1] **1** ☐ Yes – *If "Yes" then reporting on Schedule A, Table 1 is mandatory for each service marked "Yes."*

2 ☐ No – *If "No" then voluntary reporting on Schedule A, Table 2 is requested for each service marked "Yes."*

12. Did your total purchases of financial services marked "Yes" in Step 3 exceed $15 million in the prior fiscal year or are they expected to exceed that amount in your current fiscal year?

20013 [1] **1** ☐ Yes – *If "Yes" then reporting is mandatory on Schedule B, Table 1 for each service marked "Yes."*

2 ☐ No – *If "No" then voluntary reporting on Schedule B, Table 2 is requested for each service marked "Yes."*

SCHEDULE A — U.S. Reporter's Sales of Financial Services to Foreign Persons

- *For each service marked **Yes** in Step 2 of question 9, reporting is mandatory in Table 1 below.*
- *For additional instructions, see the General Instruction A.1.a. and A.1.b.*
- *Report all currency amounts in thousands of U.S. dollars. Example: If the amount is $1,555,555.00 report as 1, 556.*
- *Round amounts of less than $500.00 to 0.*
- *In the column heading for Tables 1 and 2, enter the Service Code as found in Step 1 of question 9.*
- *Use additional copied sheets or the attached overflow sheets as necessary.*

SALES TO		BEA USE ONLY		U.S. Reporter's Sales of Financial Services to Foreign Persons — REPORT IN THOUSANDS OF U.S. DOLLARS					
				Service code _____			Service code _____		
		(1)	(2)	Foreign affiliates (3)	Foreign parent(s) and foreign affiliates of foreign parent(s) (4)	Unaffiliated foreign persons (5)	Foreign affiliates (6)	Foreign parent(s) and foreign affiliates of foreign parent(s) (7)	Unaffiliated foreign persons (8)
BEA USE ONLY	A1000	1	2	3	4	5	6	7	8
Table 1 – Mandatory data —									
1. Australia	002	1 **601**	2	3	4	5	6	7	8
2. Belgium	003	1 **302**	2	3	4	5	6	7	8
3. Bermuda	004	1 **252**	2	3	4	5	6	7	8
4. Canada	005	1 **100**	2	3	4	5	6	7	8
5. Cayman Islands	006	1 **266**	2	3	4	5	6	7	8
6. China	007	1 **650**	2	3	4	5	6	7	8
7. France	008	1 **307**	2	3	4	5	6	7	8
8. Germany	009	1 **308**	2	3	4	5	6	7	8
9. Hong Kong	010	1 **611**	2	3	4	5	6	7	8
10. Ireland	011	1 **313**	2	3	4	5	6	7	8
11. Italy	012	1 **314**	2	3	4	5	6	7	8
12. Japan	013	1 **614**	2	3	4	5	6	7	8
13. Luxembourg	014	1 **316**	2	3	4	5	6	7	8
14. Netherlands	015	1 **319**	2	3	4	5	6	7	8
15. Norway	016	1 **320**	2	3	4	5	6	7	8
16. Singapore	017	1 **625**	2	3	4	5	6	7	8
17. Sweden	018	1 **324**	2	3	4	5	6	7	8
18. Switzerland	019	1 **325**	2	3	4	5	6	7	8
19. United Kingdom	020	1 **327**	2	3	4	5	6	7	8
Other – *Specify country* **20.**	021	1	2	3	4	5	6	7	8
21.	022	1	2	3	4	5	6	7	8
22.	023	1	2	3	4	5	6	7	8
23.	024	1	2	3	4	5	6	7	8
24.	025	1	2	3	4	5	6	7	8
25.	026	1	2	3	4	5	6	7	8
26.	027	1	2	3	4	5	6	7	8
27.	028	1	2	3	4	5	6	7	8
28. All countries, total	001	1	2	3	4	5	6	7	8
29. Table 2 – Voluntary data – *Complete if total sales for all types of transactions are $20 million or less annually. (See A.1.b. of Instructions.)*	029	1 **709**	2	3	4	5	6	7	8

30. If you reported data under service code 10, Other financial services, *specify the major type of service:* 030

BEA USE ONLY	031	1	2	3	4	5	6	7	8

SCHEDULE B — U.S. Reporter's Purchases of Financial Services from Foreign Persons

- *For each service marked **Yes** in Step 3 of question 9, reporting is mandatory in Table 1 below.*
- *For additional instructions, see the General Instruction A.1.a. and A.1.b.*
- *Report all currency amounts in thousands of U.S. dollars. Example: If the amount is $1,555,555.00 report as 1, 556.*
- *Round amounts of less than $500.00 to 0.*
- *In the column heading for Tables 1 and 2, enter the Service Code as found in Step 1 of question 9.*
- *Use additional copied sheets or the attached overflow sheets as necessary.*

PURCHASES FROM		BEA USE ONLY		U.S. Reporter's Purchases of Financial Services from Foreign Persons — REPORT IN THOUSANDS OF U.S. DOLLARS					
				Service code _____			Service code _____		
		(1)	(2)	Foreign affiliates (3)	Foreign parent(s) and foreign affiliates of foreign parent(s) (4)	Unaffiliated foreign persons (5)	Foreign affiliates (6)	Foreign parent(s) and foreign affiliates of foreign parent(s) (7)	Unaffiliated foreign persons (8)
BEA USE ONLY	B1000	1	2	3	4	5	6	7	8
Table 1 – Mandatory data —									
1. Australia	002	1 **601**	2	3	4	5	6	7	8
2. Belgium	003	1 **302**	2	3	4	5	6	7	8
3. Bermuda	004	1 **252**	2	3	4	5	6	7	8
4. Canada	005	1 **100**	2	3	4	5	6	7	8
5. Cayman Islands	006	1 **266**	2	3	4	5	6	7	8
6. China	007	1 **650**	2	3	4	5	6	7	8
7. France	008	1 **307**	2	3	4	5	6	7	8
8. Germany	009	1 **308**	2	3	4	5	6	7	8
9. Hong Kong	010	1 **611**	2	3	4	5	6	7	8
10. Ireland	011	1 **313**	2	3	4	5	6	7	8
11. Italy	012	1 **314**	2	3	4	5	6	7	8
12. Japan	013	1 **614**	2	3	4	5	6	7	8
13. Luxembourg	014	1 **316**	2	3	4	5	6	7	8
14. Netherlands	015	1 **319**	2	3	4	5	6	7	8
15. Norway	016	1 **320**	2	3	4	5	6	7	8
16. Singapore	017	1 **625**	2	3	4	5	6	7	8
17. Sweden	018	1 **324**	2	3	4	5	6	7	8
18. Switzerland	019	1 **325**	2	3	4	5	6	7	8
19. United Kingdom	020	1 **327**	2	3	4	5	6	7	8
Other – *Specify country* **20.**	021	1	2	3	4	5	6	7	8
21.	022	1	2	3	4	5	6	7	8
22.	023	1	2	3	4	5	6	7	8
23.	024	1	2	3	4	5	6	7	8
24.	025	1	2	3	4	5	6	7	8
25.	026	1	2	3	4	5	6	7	8
26.	027	1	2	3	4	5	6	7	8
27.	028	1	2	3	4	5	6	7	8
28. All countries, total	001	1	2	3	4	5	6	7	8
29. Table 2 – Voluntary data – *Complete if total purchases for all types of transactions are $15 million or less annually. (See A.1.b. of Instructions.)*	029	1 **709**	2	3	4	5	6	7	8

30. If you reported data under transaction code 10, Other financial services, *specify the major type of service:* 030

BEA USE ONLY	031	1	2	3	4	5	6	7	8

OVERFLOW SHEET FOR SCHEDULES A OR B OF 2012 FORM BE-185, QUARTERLY SURVEY OF FINANCIAL SERVICES TRANSACTIONS BETWEEN U.S. FINANCIAL SERVICE PROVIDERS AND FOREIGN PERSONS

Company Name _____ **Control Number:** _____

Form BE-185 Schedule __ (Enter "A" or "B") **Overflow Page #_____of _____**

	BEA USE ONLY		Service Code _____			Service Code _____		
Country			Foreign affiliates	Foreign Parent(s) and foreign affiliates of foreign parent(s)	Unaffiliated foreign persons	Foreign affiliates	Foreign Parent(s) and foreign affiliates of foreign parent(s)	Unaffiliated foreign persons
BEA USE ONLY **000**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
01 Country total for this page (sum of rows 39-59)	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
39	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
40	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
41	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
42	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
43	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
44	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
45	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
46	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
47	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
48	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
49	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
50	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
51	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
52	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
53	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
54	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
55	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
56	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
57	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
58	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**
59	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**

Note: You may use this overflow sheet if there is insufficient space on Form BE-185, Schedule A or B, to list every individual foreign country with which you had transactions. (However, if you prefer, you may instead reproduce a copy of the appropriate schedule (s), and enter the data for the additional foreign countries on lines 20 through 27 of the schedule (s).) The overflow sheet is also available in Microsoft Excel format. If you wish to receive a copy of the Excel file, send an email message to **be-185@bea.gov** with your request and we will reply to you with the file attached to our message.

GENERAL INSTRUCTIONS

Public reporting burden for this BE-185 report is estimated to average 10 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 0608-0065, Washington, DC 20503.

Purpose – Reports on this form are required to obtain reliable and up-to-date information on financial services transactions between U.S. financial services providers and foreign persons. The information will be used to formulate U.S. international economic policy, and to analyze the impact of that policy and the policies of foreign countries, on such international transactions. The data will also be used in compiling the U.S. international transactions accounts and national income and product accounts.

Authority – This survey is authorized by the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101-3108, as amended), and by Section 5408 of the Omnibus Trade and Competitiveness Act of 1988 (P.L. 100-418, 15 U.S.C. 4908(b)). Regulations for the survey may be found in 15 CFR Part 801. The survey has been approved by the Office of Management and Budget under the Paperwork Reduction Act (44 U.S.C. 3501, et seq).

Penalties – Whoever fails to report may be subject to a civil penalty of not less that $2,500, and not more than $25,000, and to injunctive relief commanding such person to comply, or both. These civil penalties are subject to inflationary adjustments. Those adjustments are found in 15 CFR 6.4. 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. (See 22 U.S.C. 3105.) Notwithstanding the above, a U.S. person is not subject to any penalty for failure to report if a valid Office of Management and Budget (OMB) control number is not displayed on the form. The control number for Form BE-185 (0608-0065) is displayed at the top of page 1.

Confidentiality – The International Investment and Trade in Services Survey Act provides that your report to this Bureau is CONFIDENTIAL and may be used only for analytical and 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.

I. WHO MUST REPORT AND GENERAL COVERAGE

A. Who must report

1. Mandatory and voluntary reporting

a. Mandatory reporting – A BE-185 report is required from each U.S. person that:

(1) is a financial services provider or intermediary *(see I.B.1. of these Instructions*), or whose consolidated U.S. enterprise includes a separately organized subsidiary, or part, that is a financial services provider or intermediary; and

(2)(a) had receipts from foreign persons in all financial services combined *(see V. of these Instructions)* in excess of $20,000,000 for the previous fiscal year, or for which receipts are expected to exceed that amount in the current fiscal year.

(2)(b) had payments to foreign persons in all financial services combined in excess of $15,000,000 for the previous fiscal year or for which payments are expected to exceed that amount the current fiscal year.

The $20,000,000 (receipts) and the $15,000,000 (payments) thresholds should be applied to financial services transactions with foreign persons by all parts of the consolidated U.S. enterprise that are financial services providers or intermediaries. Because these thresholds apply separately to sales and purchases, mandatory reporting may apply only to sales, only to purchases, or to both.

Determining whether a U.S. financial services provider or intermediary is subject to mandatory reporting may be based on the judgement of knowledgeable persons in a company who can identify reportable transactions with a reasonable degree of certainty, without conducting a detailed records search.

Complete Parts 1 and 2 of the form and the mandatory tables of the applicable schedule(s). Enter the total amounts of transactions applicable to a particular schedule in the appropriate column(s) on line 27 of the schedule. Distribute these amounts to the foreign country(ies) involved in the transaction(s) on lines 1–26.

b. Voluntary reporting – If your covered sales *(see IV. of these Instructions)* were $20,000,000 or less, or if your covered purchases were $15,000,000 or less during your previous fiscal year and are expected to be below these amounts for the current fiscal year, you are requested to provide an estimate of the total for the quarterly period covered by this form for each type of service. Provision of this information is voluntary. The estimates may be judgmental. Because these thresholds apply separately to sales and purchases, voluntary reporting may apply only to sales, only to purchases, or to both.

If you elect to file voluntarily, complete the voluntary table(s) of the appropriate schedule(s). You may voluntarily report either, (1) estimated totals by type of service only on line 28 (Table 2) of Schedule A and/or Schedule B; or (2) totals by type of service and a breakout by country on lines 1–27 (Table 1) in the mandatory table of the appropriate schedule(s).

c. Exemption – The $20,000,000 and $15,000,000 exemption levels for mandatory reporting are based upon total financial services sold to, or purchased from, foreign persons by all parts of the consolidated U.S. enterprise that are financial services providers or intermediaries combined, regardless of the number of subsidiaries or parts of the enterprise filing separate BE-185 forms.

2. Consolidation – A U.S. enterprise may file a single Form BE-185 covering combined (total) financial services transactions (purchases and sales) of all its subsidiaries, and parts, that are financial services providers or intermediaries, or it may file separate reports for its separately organized financial services subsidiaries and parts. However, regardless of the number of subsidiaries or parts of the enterprise filing separate BE-185 forms, the reporting criteria must be applied with reference to the total transactions of the consolidated U.S. enterprise, as described above.

B. General Coverage

1. Definition of financial services provider – The definition of financial services providers used for this survey is identical in coverage to Sector 52 — Finance and insurance, and holding companies from Sector 55 of the North American Industry Classification System United States, 2007.

For example, companies and/or subsidiaries and other separable parts of companies in the following industries are regarded as financial services providers: depository credit intermediation and related activities (including commercial banking, bank holding companies, financial holding companies, savings institutions, check cashing, and debit card issuing); nondepository credit intermediation (including credit card issuing, sales financing, and consumer lending); securities, commodity contracts, and other financial investments and related activities (including security and commodity futures brokers, dealers, exchanges, traders, underwriters, investment bankers, and providers of securities custody services); insurance carriers and related activities (including agents, brokers, and services providers); investment advisors and managers and funds, trusts, and other financial vehicles (including mutual funds, pension funds, real estate investment trusts, investors, stock quotation services, etc.).

Filing options for holding companies that own only nonfinancial subsidiaries:

- You may report your purchases of financial services from foreign persons on Form BE-185; or
- You may report such purchases on Forms BE-120 and BE-125, Benchmark and Quarterly Surveys of Transactions in Selected Services and Intangible Assets with Foreign Persons.

In either case, sales of financial services to foreign persons must be reported on Form BE-185 if they are expected to exceed $20 million in the current fiscal year or exceeded that amount in the previous fiscal year.

2. Clarification of general coverage, including special situations

a. Report purchases or sales in the periods when they occur or are charged (that is, in the period when the provider of the service recognizes or performs the services), whether expensed by the purchaser of the service in that accounting period, amortized over several accounting periods, or included in expenses in a subsequent accounting period. For example, report payments of credit-related fees (and payments of securities brokerage commissions) in the period when credit related (securities brokerage) services are charged, whether or not the charge for the service is included in the purchaser's expenses for that particular accounting period. *See IV. of these Instructions for an explanation of what measures should be applied in determining whether you are subject to the BE-185 survey's mandatory reporting requirements for a given type of service.*

b. Report covered transactions regardless of whether the service was performed in the United States or abroad. Please note that the reporting requirements are determined by whom the transactions are with and not by where the services are performed or the location of the buyer and seller at the time of the transaction. Thus, reportable transactions may include those conducted over the Internet or other networks (for example, brokerage or financial advisory services sold to foreign persons over the Internet).

c. When a sale or purchase consists of services that are commingled or bundled (i.e., the different types of services are not separately billed), you should unbundle the transaction whenever possible. When the transaction cannot be unbundled, it should be classified based upon whichever service accounts for the largest share of its value. However, do not unbundle the transaction if the services are billed together because they are integral parts of the same transaction (for example, if the fee for financial management services includes payment for custody and other services that are regarded as integral parts of financial management services).

II. DEFINITIONS

A. Services mean economic activities whose outputs are other than tangible goods. This term includes, but is not limited to, banking, other financial services, insurance, transportation, communications and data processing, retail and wholesale trade, advertising, accounting, construction, design, engineering, management, consulting, real estate, professional services, entertainment, education, and health care.

B. Financial services include trading, issuing, dealing, underwriting, lending, custody, etc., of financial instruments; financial advisory or management services; credit card services; credit-related services (including establishing, maintaining, or arranging credits, letters of credit, lines of credit, mortgages, etc.); financial rating services; electronic funds transfer services; insurance services; etc. These services typically are performed by firms classified in Sector 52 – Finance and Insurance and holding companies from Sector 55 of the North American Industry Classification System United States, 2007 *(see I.B.1.).* Some types of financial services are not covered on this survey. *See IV. of the Instructions for a list of financial services that are covered, and see V. of the Instructions for a list of financial services that are not covered on this survey.*

C. U.S. reporter means a U.S. person filing a report in this survey. On Form BE-185, the U.S. Reporter may be either the consolidated U.S. enterprise or one or more financial services subsidiary or part of a consolidated U.S. enterprise reporting separately.

D. Consolidated U.S. enterprise means (i) a U.S. financial services provider, (ii) any U.S. corporation, proceeding up the financial services provider's ownership chain, that owns more than 50 percent of the voting securities of the corporation below it, and (iii) any U.S. corporation, proceeding down the ownership chain(s) of each of these corporations, whose voting securities are more than 50 percent owned by the U.S. corporation above it.

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

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

G. Person means any individual, branch, partnership, associated group, association, estate, trust, corporation, or other organization (whether or not organized under the laws of any State), and any government (including a foreign government, the United States Government, a State or local government, and any agency, corporation, financial institution, or other entity or instrumentality thereof, including a government sponsored agency).

1. **United States person** means any person resident in the United States or subject to the jurisdiction of the United States.
2. **Foreign person** means any person resident outside the United States or subject to the jurisdiction of a country other than the United States.

H. Unaffiliated foreign person means, with respect to a given U.S. person, any foreign person that is not an affiliated foreign person as defined in paragraph I. below.

I. Affiliated foreign person means with respect to a given U.S. person, (i) a foreign affiliate of which the U.S. person is the U.S. parent, or (ii) the foreign parent or other member of the affiliated foreign group of which the U.S. person is a U.S. affiliate.

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

1. **Foreign affiliate** means an affiliate located outside the United States in which a U.S. person has direct investment.
2. **U.S. affiliate** means an affiliate located in the United States in which a foreign person has direct investment.
3. **Foreign affiliate of a foreign parent** means, with reference to a given U.S. affiliate, any member of the affiliated foreign group owning the U.S. affiliate that is not a foreign parent of the U.S. affiliate.

K. Business enterprise means any organization, association, branch, or venture which exists for profitmaking purposes or to otherwise secure economic advantage, and any ownership of any real estate. (A business enterprise is a "person" within the definition in paragraph G. above.)

L. Direct investment means the ownership or control, directly or indirectly, by one person of 10 percent or more of the voting stock of an incorporated business enterprise or an equivalent interest in an unincorporated business enterprise.

M. Parent means a person of one country who, directly or indirectly, owns or controls 10 percent or more of the voting securities of an incorporated business enterprise, or an equivalent ownership interest in an unincorporated business enterprise, that is located outside the country.

1. **U.S. parent** means the U.S. person that has direct investment in a foreign business enterprise, including a branch.
2. **Foreign parent** means the first person outside the United States that has direct investment in a U.S. business enterprise, including a branch.

N. Affiliated foreign group means (i) the foreign parent, (ii) any foreign person, proceeding up the foreign parent's ownership chain, that owns more than 50 percent of the person below it up to and including that person which is not owned more than 50 percent by another foreign person, and (iii) any foreign person, proceeding down the ownership chain(s) of each of these members, that is owned more than 50 percent by the person above it.

O. Country means, for purposes of this survey, the country of location of the foreign person with whom a transaction has occurred.

III. OTHER INSTRUCTIONS

A. Differentiating between U.S. and foreign persons

In II.G.2. of these Instructions, a "foreign person" is defined as any person resident outside the United States or subject to the jurisdiction of a country other than the United States. Persons that reside or expect to reside for 1 year or more in a foreign country are considered to be foreign persons. International organizations are considered to be foreign persons whether they are based in the United States (such as the International Monetary Fund, Inter-American Development Bank, United Nations, World Bank, and the Organization of American States) or abroad.

Use the following procedure to identify financial services transactions with foreign persons:

1. Billing records or mailing address information to identify the country of the foreign person(s) – report receipts and payments with a given foreign country, or international organization, if the billing records or mailing address identify that foreign country as the location of the foreign person that was a party to the transaction.

2. IRS Form W-8, Certificate of Foreign Status filed by foreign persons, and IRS Form W-9, Request for Taxpayer Identification Number and Certification (filed by U.S. persons).

3. Any other available information on residency of persons with whom you have sold or purchased financial services.

NOTE: Steps 2 and 3 above may be necessary when foreign customers provide billing addresses of U.S. agents or other locations of convenience in the United States.

B. Who must report a transaction when an intermediary is involved

Financial services transactions between a U.S. person and a foreign person are frequently arranged by, billed through, or otherwise facilitated by, a financial services provider or intermediary. The intermediary may be U.S. or foreign, and may be affiliated or unaffiliated with the U.S., or the foreign, person. The U.S. financial services provider or intermediary that **directly** deals with a foreign person, and not the U.S. customer of the intermediary, is typically responsible for reporting the transaction on this survey.

Use the following guidelines to determine who should report data on payments of brokerage fees and commissions (service codes 1 and 2) in cases where more than one U.S. financial services provider is involved in or knowledgeable about the transaction.

- Where a U.S. broker is involved in the transaction, the broker should report the data on payments of brokerage commissions.

- If a U.S. broker is not involved, a U.S. financial manager, such as a fund or investment manager, involved in the transaction should report the data.

- Where neither a U.S. broker nor a U.S. manager is involved in the transaction, a U.S. custodian should report; this would be the case, for example, where the principal uses a foreign (rather than a U.S.) financial manager, but a U.S. custodian. (In this case, the custodian may wish to contact the principal to determine which of its financial managers are foreign persons.)

- If the custodian does not have or cannot obtain the information needed to report, then the U.S. principal, or its paying agent, should report the data; the U.S. principal must make the determination of whether it or its paying agent is responsible for reporting.

Respondents may deviate from these guidelines by agreement among themselves. Please confer with one another to assure that the data reported on payments of brokerage commissions are neither omitted from all BE-185 reports, resulting in undercounting of data, nor reported on more than one BE-185 report, resulting in duplication.

C. Distinguishing between affiliated and unaffiliated transactions

For purposes of reporting on this survey, it is necessary to distinguish between transactions between affiliated U.S. and foreign persons, and transactions between unaffiliated U.S. and foreign persons. An unaffiliated foreign person is a foreign person that is neither the foreign affiliate nor the foreign parent (or other member of the affiliated foreign group) of the consolidated U.S. enterprise filing Form BE-185. *(See II.H., I., J., M., and N. in these Instructions.)*

Transactions with unaffiliated foreign persons by or through a foreign activity of a U.S. person that is not a foreign affiliate of the U.S. person are deemed to be direct transactions of the U.S. person. Report such direct transactions in this survey.

If a U.S. person's foreign activity or operation is incorporated abroad, it is a foreign affiliate.

If a U.S. person's foreign activity or operation is NOT incorporated abroad, its status is based on the weight of the evidence when the following factors are considered.

An unincorporated foreign activity or operation generally WOULD NOT be considered a foreign affiliate if it:

1. conducts business abroad only for the U.S. person's account and not for its own account;

2. has no separate financial statements (including an income statement and balance sheet);

3. receives funds to cover its expenses only from the U.S. person;

4. is not subject to foreign income taxes; and

5. has limited physical assets, or employees, permanently located abroad.

Criteria for determining which U.S. activities do or do not constitute a U.S. affiliate of a foreign person are parallel to those listed above.

This survey covers U.S. persons' direct transactions, both sales and purchases, with affiliated and unaffiliated foreign persons.

Examples of affiliated transactions are:

1. A transaction between a U.S. person (U.S. parent) and its foreign affiliate.

2. A transaction between a U.S. person (U.S. affiliate) and its foreign parent(s) or member(s) of the affiliated foreign group(s).

Examples of unaffiliated transactions are:

1. A transaction between a U.S. person and an unaffiliated foreign person.

2. A transaction between one U.S. person and another U.S. person's foreign affiliate. Such a transaction is reportable by the first U.S. person.

Examples of transactions that are **not** reportable are:

1. A transaction between a U.S. affiliate of a foreign parent and another U.S. person.

2. A transaction between a U.S. parent's foreign affiliate and another foreign person.

Under the Treasury International Capital reporting system, the Department of the Treasury conducts mandatory surveys on the international financial position of the United States and on movements of portfolio investment capital between the United States and foreign countries that may give rise to financial services transactions. Inquiries about these surveys should be directed to the Federal Reserve Bank of New York (as fiscal agent for the Treasury Department) at (212) 720–6357.

IV. SERVICES COVERED

This survey covers receipts **(Schedule A of Form BE-185)** and payments **(Schedule B)** of fees, commissions, and other charges for the following types of financial services:

1. **Brokerage services related to equity transactions –** Report on Schedule A your receipts of commissions and fees (inclusive of taxes and stamp duties) directly from foreign customers for executing orders to purchase or sell securities. Report on Schedule B your payments of commissions and fees directly to foreign brokers for executing your or your customers' equities orders. Include brokerage transactions with foreign persons conducted over the Internet and Electronic-communications networks.

   Do not report income where you were a dealer or other principal who was at risk of incurring a loss on the financial instruments rather than acting solely as the broker. For example, exclude income from marking positions to market and inherent earnings from dealer markups on buy and sell transactions (i.e., bid/ask price spreads in dealing in securities).

2. **Other brokerage services –** Report on Schedule A your receipts of commissions and fees (inclusive of taxes and stamp duties) directly from foreign customers for executing orders to purchase or sell options, futures, and other financial instruments. Also include fees and commissions on brokering foreign currencies. Report on Schedule B your payments of commissions and fees directly to foreign brokers for executing your, or your customers' orders related to options, futures or other financial instruments. Include brokerage transactions with foreign persons conducted over the Internet and Electronic-communications networks.

   Report origination fees in connection with the over-the-counter derivative financial instruments only if the fees are separately identified in transaction documentation issued by the dealers in the instruments to the customers, and are not considered undifferentiated components of overall trading or marketmaking gains.

   Do not report income where you were a dealer or other principal who was at risk of incurring a loss on the financial instruments rather than acting solely as the broker. For example, exclude income from marking positions to market and inherent earnings from dealer markups on buy and sell transactions (i.e., bid/ask price spreads in dealing in bonds, foreign currencies, and other financial instruments).

   Report brokerage commissions for arranging a joint venture in service number 10, Other financial services. Report multi-currency conversion fees of credit card companies in service number 6, Credit card services.

   Do not report fees for commodity or merchandise brokerage services, real estate brokerages, and business services brokerage because they are not considered to be financial services (as opposed to fees for purchasing or selling commodity futures and other financial instruments that are reportable on this survey).

3. **Underwriting and private placement services –** Report in underwriting services your earnings from buying and reselling an entire or substantial portion of newly issued securities. Report on Schedule A as negative receipts your losses from purchasing securities from a foreign person (issuer or lead underwriter) and reselling them at a lower price. (This is the only financial service category where negative amounts may be reported.)

   Also report fees you received from an issuer of securities for privately placing its securities, or fees that you paid to a foreign person who privately placed your securities, including fees on dealer-placed commercial paper. Do not report earnings from buying and selling (i.e., trading) commercial paper or other securities for your own account, because they are not considered to be financial services.

   Where you are lead underwriter, report separately your receipts of underwriting fees and payments of selling concessions and other expenses. Report on Schedule A your underwriting fees, before deduction of selling concessions paid to other members of the syndicate, according to the country of the person (issuer) from whom you purchased the securities. Report on Schedule B your selling concessions and reimbursements for expenses paid by you to foreign members of the syndicate based upon the country(ies) of the foreign syndicate members receiving these sums.

   Where you are a syndicate member other than the lead underwriter, report on Schedule A selling concessions received by you based upon the country of the lead underwriter.

   Report payments of underwriting fees (on Schedule B) by an issuer of securities as;

   The estimated gross proceeds to the foreign lead underwriter from the sale to the public of the securities – base this estimate on the number of units of securities sold times the per unit public offer price

   Minus

   The net proceeds received by the issuer from the foreign lead underwriter.

   Classify these payments according to the country of the foreign lead underwriter.

   Report fees or commissions received by, or paid to, intermediaries that arrange the sale of securities (including mutual funds shares) they do not themselves own as brokerage services (under service number 1) rather than as underwriting services.

4. **Financial management services –** Report services in which the provider of the service has the authority to direct the use or investment of funds or other assets. Report fee income from (to) foreign persons for managing or administering financial portfolios, such as cash, securities, futures, and other financial instruments or assets, if you (they) have this authority. Report the fees under service number 7, Financial advisory and custody services, if a U.S. or foreign person has input into the decision-making process but does not have this authority. Report these fees whether or not the assets are in the custody of the manager or in the custody of another U.S. or foreign person whom the manager directs. Report fees from actively managed accounts (where research and market timing skills are also provided) and fees from passively managed, or indexed, accounts.

   U.S. persons (including trustees and fiduciaries with management authority) should report on Schedule A their fees from managing **foreign** commodity pools, mutual funds, hedge funds, trusts (including trusts containing mortgages), etc., (which are considered foreign persons). Do not report fees from managing U.S. mutual funds, hedge funds, trusts (including trusts containing mortgages), etc., (which are considered U.S. persons) **unless** the management fee is charged directly to a foreign investor, owner, beneficiary, maker, etc., of the U.S. mutual fund, hedge fund, or trust rather than charged to the U.S. mutual fund, etc., itself.

   Report under service number 7, Financial advisory and custody services, receipts from and payments to foreign persons (including foreign-based custodians or subcustodians) for managing the custody or safekeeping of securities.

   Foreign participation in U.S. futures markets frequently occurs indirectly, by foreign persons investing directly in a foreign commodity pool that, in turn, invests directly in the U.S. futures market. Foreign commodity pools may be organized by U.S. commodity pool operators (CPO's), such as U.S. brokerage institutions. U.S. CPO's report on Schedule A fees from managing foreign commodity pools, including additional management fees received based upon positive returns. Exclude gains and losses to principal amounts you have invested in the pool; in this case, your earnings are considered to be capital gains, which are not covered on Schedules A and B. (Similar guidelines pertain to the earnings of U.S. persons who manage foreign hedge funds; i.e., report management fees including additional fees based on positive returns, but do not report gains or losses to principal amounts invested in the funds.)

   Do not report receipts (payments) of your foreign affiliates from (to) foreign persons. For example, where your foreign affiliate manages foreign assets, do not report the management fee paid by foreign clients to your foreign affiliate because the fee was not received by the U.S. reporter from a foreign person. *(See III. of the **Instructions** for a discussion of foreign activities of a U.S. person that constitute a foreign affiliate.)* Similarly, do not report fees paid by you to, or received by you from, a U.S. affiliate of a foreign person.

   Do not report funding for foreign sales promotion and representative offices in this survey. Report such funding on Form BE-120 or BE-125.

5. **Credit-related services, except card services –** Report fees received from or paid to foreign persons, including fees paid directly and fees that are withheld or deducted from the proceeds for:

- Credit-related or lending-related services, such as fees for renegotiating debt terms and fees for establishing/originating, maintaining, accepting or arranging standby letters of credit
- Commercial and similar letters of credit
- Letters of indemnity
- Lines of credit
- Participations in acceptances
- Mortgages
- Credit facilities
- Reimbursement commissions for honoring import letters of credit (ILC's), and of discrepancy fees for financial services provided when goods imported under ILC's do not fully meet specifications
- Factoring services
- Issuing financial guarantees and loan commitments (to make or purchase loans)
- Arranging or entering into financial lease contracts
- Credit-related services received by, or paid to, note issuance facilities (NIF's)

Do not report underwriting fees on notes issued by NIF's (these should be reported under service number 3, underwriting services). Also, do not report interest received or paid, including discounts and premiums on notes purchased or sold.

If you are a member of a loan syndicate, or of loan participations other than syndicates, report fees received and paid for organizing, managing, or participating in the operation. Do not report the sale of assets (i.e., of parts or shares in the syndicated loan), because these are not financial services. Where you have collected a fee from a foreign person on a loan syndication and passed through a portion of the fee to foreign syndicate members, report the total fee you received on Schedule A and report the portion of the fee you passed through on Schedule B. Borrowers under loan syndicates or loan participations other than syndicates should report payments of fees according to the country of the lead manager of the syndicate.

Report payments of credit-related fees in the accounting period in which the fee is assessed by the provider of credit-related services, whether included in expenses for that particular accounting period or amortized over several accounting periods.

If compensating balances are reflected in the cost of credit-related services, report the (net) amount received or paid for credit-related services after credit for the value of the compensating balances. Do not report the value of the compensating balance to the bank (in the form of foregone interest expense). If the bank returns some portion of its savings to its customers in the form of a credit against other financial services provided, the amount to report for the other financial services provided should be the reduced charge after consideration of this credit.

6. **Credit card services –** Report all cross-border receipts and payments for credit card services, whether paid separately or in the form of a discount from face or par value.

U.S. credit card companies must report specified transactions in which they themselves engage with foreign persons, as well as specified transactions of their independent issuers or acquirers with foreign persons. To avoid duplication, their independent credit card issuers and acquirers are exempt from reporting data on these credit card services.

Listed below are the major types of credit card services sold to or purchased from foreign persons. The credit card company must report separately total receipts and payments through the system it controls or monitors. Total receipts (or total payments) of credit card services are the sum of receipts (or payments) from all of these services combined.

- Transaction and service fees received from or paid to foreign acquirers and issuers
- Interchange received from foreign acquirers or paid to foreign issuers
- Discount (including interchange and overhead assessments, reimbursements for telecommunication services, etc.) received from or paid to foreign acquirers and issuers
- Payments to foreign issuers, acquirers, or merchants under guarantees to protect them from losses from a default in the processing network
- Fees you received from foreign issuers for credit authorization services
- Fees you received from foreign issuers for listing lost or stolen credit card numbers in warning bulletins or on electronic files
- Resignation assessments or membership fees received from foreign issuers and acquirers
- Multi-currency conversion fees received from foreign issuers or paid to foreign acquirers, processing centers, or issuers

Independent issuers, acquirers, and processors must report credit card services that are conducted outside the system controlled or monitored by the credit card companies. Such transactions may include annual dues and other fees received by issuers from cardholders, payments to processors by independent issuers and acquirers, and any interchange reimbursements that do not go through the credit card system.

Do **not** report receipts or payments for credit card enhancements, such as travel insurance, extended warranties, and discounts on tour packages or other purchases.

7. **Financial advisory and custody services –** Report receipts from and payments to foreign persons (including foreign-based custodians or subcustodians) for managing the custody or safekeeping of securities. Include the following:

- Financial advisory services on mergers and acquisitions
- Investment newsletters or investment advice
- Commodity trading advisory services
- Proxy voting advisory services
- Custody services (including payments and settlements services such as mortgage servicing services)
- Other advisory and custody services provided by U.S. or foreign persons who have no discretion, or who have very limited discretion, to act independently from instructions provided by the investor or another principal

Include services with foreign persons conducted over the Internet. Exclude services where you are at risk of incurring a loss, such as underwriting services (service number 3).

U.S. issuers of American Depositary Receipts (ADR's) and American Depositary Shares (ADS's) – Report on Schedule B your payments to foreign correspondent institutions for holding the securities backing the ADR's and ADS's. U.S. issuers of ADS's should also report, on Schedule A, any receipts of sponsorship fees from foreign persons.

Do not report fees received from or paid to a U.S. subsidiary (or U.S. affiliate) of a foreign person, because, under balance of payments conventions, these are considered U.S., not foreign, persons.

Where you do have complete (or substantially complete) discretion to act independently from instructions provided by investors or other principals, report your receipts under service number 4, Financial management services. Where you are an investor or principal, and a foreign person has complete (or substantially complete) discretion to act independently on your behalf, report your payments under service number 4.

8. **Securities lending services –** U.S. securities lenders and borrowers, and their agents, should report amounts received directly from, or paid directly to, foreign persons, for lending or borrowing securities. Report fees received by or paid to principals or agents for arranging loan terms and conditions, monitoring the value of collateral, providing guarantees against default, and providing other securities lending services. Report rebates received or paid on "borrow versus cash transactions." Do not report amounts received from, or paid to, foreign persons by a U.S. or foreign agent upon the default of a customer, because such payments are not considered to be for financial services. Do not report interest under repurchase or reverse repurchase agreements, because interest is not reportable (although, as mentioned, rebates are reportable) on this form.

9. **Electronic funds transfer services –** Report fees for the electronic funds transfers of money or financial assets received directly from, or paid directly to, foreign persons. Include payments to SWIFT, in Belgium.

10. **Other financial services** *(Specify primary type(s) on line 29 of the appropriate schedule.)* – Report the **total** amount of fees you received from or paid to foreign persons for all other financial services combined. Report the type(s) of service(s) accounting for the largest share of the data being reported on line 29 provided at the bottom of the schedules. Examples of services that may be reported under this category include:

- Asset pricing services
- Security exchange listing fees
- Demand deposit fees
- Securities rating services
- Check processing fees
- Mutual fund exit fees, load charges 12b–1 service fees, and hedge fund exit fees
- Security redemption or transfer services
- ATM network services
- Securities or futures clearing and settling services
- Brokerage services not covered above, such as for arranging joint ventures

Do not report real estate brokerage fees (real estate services), business brokerage fees (business services), and commodity or merchandise brokerage fees (wholesale or retail trade services), because these are not considered financial services.

Note that some types of financial services are not covered on this form. *See V. of the* ***Instructions*** *for a list of types of financial services not to be reported.*

V. TYPES OF FINANCIAL SERVICES EXCLUDED FROM COVERAGE

Do not report the following types of financial services on this survey:

A. Stock quotation and financial information services – These are instead covered by Form BE-120 or BE-125, under data base and other information services.

B. Insurance premiums and losses, and commissions on insurance – These are covered on other BEA forms. *(See BEA's web site www.bea.gov/bea/surveys for information on whom to call regarding these forms.)* Charges at the individual policy level also are not covered.

C. Annuity purchases and payments to annuitants – Annuity purchases and payments to annuitants are not covered. Also, charges at the individual policy level, including insurance company fees on variable annuities, are not covered.

D. Pension fund contributions and benefits – Pension fund contributions and pension benefits are not covered. However, U.S. pension funds may engage in other financial services transactions that are reportable on this form, including payments of brokerage commissions and fees for investment management or financial advisory services to foreign persons.

E. Interest and dividend receipts and payments – Under balance of payments conventions, interest and dividends are considered to be investment income rather than income from services, and are therefore not covered by this survey.

F. Premiums and other proceeds from writing (selling) options, forwards, futures, and swaps – Premiums from writing options, and fees and other proceeds from writing forwards, futures, and swaps are not covered. (However, explicit brokerage commissions on transactions in these financial instruments are covered under service number 2, Other brokerage services.)

G. Earnings of principals from buying and selling (including dealing, trading, holding, or arbitrage) of financial instruments, except foreign currency exchange transactions – Under balance of payments conventions, these types of earnings are considered to be "capital gains" (i.e., earnings that are not from current production) rather than payments for financial services, and are therefore not covered. However, underwriting is considered to be a financial service, and is covered under service number 3.

H. Foreign currency exchange transactions – Bid/ask price spreads and trading profits on currency exchange transactions are not covered. However, explicit commissions paid to currency exchange brokers are covered under service number 2, Other brokerage services.

I. Bond transactions – Bid/ask price spreads and trading profits on bond transactions are not covered. However, explicit commissions paid to bond brokers are covered under service number 2, Other brokerage services.

VI. REPORTING PROCEDURES

A. Due date – A completed form is due within 45 days, after the close of each fiscal year quarter, except the final quarter of the fiscal or calendar year, when the report is due within 90 days after the close of the quarter.

B. Fiscal year – For the purposes of this report your current fiscal year is your fiscal year that ends in the calendar year 2012. Your previous fiscal year is the fiscal year that ended in calendar year 2011.

C. Extension – Requests for an extension of the reporting deadline will not normally be granted. However, in a hardship case, a written request for an extension will be considered if it is received at least 15 days before the due date. You may Fax the request to (202) 606–5318 or e-mail the request to BE-185extension@bea.gov. BEA will provide a written response to such a request.

D. Assistance and additional copies of the forms – Phone (202) 606–5588 between 8:30 a.m. and 5:00 p.m., eastern time for assistance. Copies of our forms are also available on BEA's web site: www.bea.gov/bea/surveys/iussurv.htm.

E. Original and file copies – File a single original copy of each form. Please use the copy with the address label if such a labeled copy has been provided. Companies that elect to file separate reports for their separately organized financial services subsidiaries or parts must file a separate original copy of the form for each separate subsidiary or part. In addition, retain a copy of each report in your files to facilitate resolution of problems; these copies should be retained by the U.S. Reporter for a period of not less than three years beyond the original due date.

F. Where to send the report – Send reports filed by mail through the U.S. Postal Service to:

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(SSB)
Washington, DC 20230

Send reports filed by direct private express delivery to:

U.S. Department of Commerce
Bureau of Economic Analysis
BE-50(SSB)
Shipping and Receiving Section M-100
1441 L Street, NW
Washington, DC 20005

Fax reports to: (202) 606-5318

To file a report electronically see our web site at www.bea.gov/efile for details.

G. Estimates – If actual figures are not available, supply estimates and label them as such. When data items cannot be fully subdivided as required, report totals and an estimated breakdown of the totals.

SUMMARY OF INDUSTRY CLASSIFICATIONS

AGRICULTURE, FORESTRY, FISHING, AND HUNTING

1110 Crop production
1120 Animal production
1130 Forestry and logging
1140 Fishing, hunting, and trapping
1150 Support activities for agriculture and forestry

MINING, QUARRYING, AND OIL AND GAS EXTRACTION

2111 Oil and gas extraction
2121 Coal
2123 Nonmetallic minerals
2124 Iron ores
2125 Gold and silver ores
2126 Copper, nickel, lead, and zinc ores
2127 Other metal ores
2132 Support activities for oil and gas operations
2133 Support activities for mining, except for oil and gas operations

UTILITIES

2211 Electric power generation, transmission, and distribution
2212 Natural gas distribution
2213 Water, sewage, and other systems

CONSTRUCTION

2360 Construction of buildings
2370 Heavy and civil engineering construction
2380 Specialty trade contractors

MANUFACTURING

3111 Animal foods
3112 Grain and oilseed milling
3113 Sugar and confectionery products
3114 Fruit and vegetable preserving and specialty foods
3115 Dairy products
3116 Meat products
3117 Seafood product preparation and packaging
3118 Bakeries and tortillas
3119 Other food products
3121 Beverages
3122 Tobacco
3130 Textile mills
3140 Textile product mills
3150 Apparel
3160 Leather and allied products
3210 Wood products
3221 Pulp, paper, and paperboard mills
3222 Converted paper products
3231 Printing and related support activities
3242 Integrated petroleum refining and extraction
3243 Petroleum refining without extraction
3244 Asphalt and other petroleum and coal products
3251 Basic chemicals
3252 Resins, synthetic rubbers, and artificial and synthetic fibers and filaments
3253 Pesticides, fertilizers, and other agricultural chemicals
3254 Pharmaceuticals and medicines
3255 Paints, coatings, and adhesives
3256 Soap, cleaning compounds, and toilet preparations
3259 Other chemical products and preparations
3261 Plastics products
3262 Rubber products
3271 Clay products and refractories
3272 Glass and glass products
3273 Cement and concrete products
3274 Lime and gypsum products
3279 Other nonmetallic mineral products
3311 Iron and steel mills and ferroalloys
3312 Steel products from purchased steel
3313 Alumina and aluminum production and processing
3314 Nonferrous metal (except aluminum) production and processing
3315 Foundries
3321 Forging and stamping
3322 Cutlery and handtools
3323 Architectural and structural metals
3324 Boilers, tanks, and shipping containers
3325 Hardware
3326 Spring and wire products
3327 Machine shops; turned products; and screws, nuts, and bolts
3328 Coating, engraving, heat treating, and allied activities
3329 Other fabricated metal products
3331 Agriculture, construction, and mining machinery
3332 Industrial machinery
3333 Commercial and service industry machinery
3334 Ventilation, heating, air-conditioning, and commercial refrigeration equipment
3335 Metalworking machinery
3336 Engines, turbines, and power transmission equipment
3339 Other general purpose machinery
3341 Computer and peripheral equipment
3342 Communications equipment
3343 Audio and video equipment
3344 Semiconductors and other electronic components
3345 Navigational, measuring, electromedical, and control instruments
3346 Manufacturing and reproducing magnetic and optical media
3351 Electric lighting equipment
3352 Household appliances
3353 Electrical equipment
3359 Other electrical equipment and components
3361 Motor vehicles
3362 Motor vehicle bodies and trailers
3363 Motor vehicle parts
3364 Aerospace products and parts
3365 Railroad rolling stock
3366 Ship and boat building
3369 Other transportation equipment
3370 Furniture and related products
3391 Medical equipment and supplies
3399 Other miscellaneous manufacturing

WHOLESALE TRADE

MERCHANT WHOLESALERS, DURABLE GOODS

4231 Motor vehicles and motor vehicle parts and supplies merchant wholesalers
4232 Furniture and home furnishing merchant wholesalers
4233 Lumber and other construction materials merchant wholesalers
4234 Professional and commercial equipment and supplies merchant wholesalers
4235 Metal and mineral (except petroleum) merchant wholesalers
4236 Electrical and electronic goods merchant wholesalers
4237 Hardware, and plumbing and heating equipment and supplies merchant wholesalers
4238 Machinery, equipment, and supplies merchant wholesalers
4239 Miscellaneous durable goods merchant wholesalers

MERCHANT WHOLESALERS, NONDURABLE GOODS

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

ELECTRONIC MARKETS AND AGENTS AND BROKERS

4251 Wholesale electronic markets and agents and brokers

RETAIL TRADE

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

4530 Miscellaneous store retailers
4540 Nonstore retailers

TRANSPORTATION AND WAREHOUSING

4810 Air transportation
4821 Rail transportation
4833 Petroleum tanker operations
4839 Other water transportation
4840 Truck transportation
4850 Transit and ground passenger transportation
4863 Pipeline transportation of crude oil, refined petroleum products, and natural gas
4868 Other pipeline transportation
4870 Scenic and sightseeing transportation
4880 Support activities for transportation
4920 Couriers and messengers
4932 Petroleum storage for hire
4939 Other warehousing and storage

INFORMATION

5111 Newspaper, periodical, book, and directory publishers
5112 Software publishers
5121 Motion picture and video industries
5122 Sound recording industries
5151 Radio and television broadcasting
5152 Cable and other subscription programming
5171 Wired telecommunications carriers
5172 Wireless telecommunications carriers (except satellite)
5174 Satellite telecommunications
5179 Other telecommunications
5182 Data processing, hosting, and related services
5191 Other information services

FINANCE AND INSURANCE

5221 Depository credit intermediation (Banking)
5223 Activities related to credit intermediation
5224 Nondepository credit intermediation
5229 Nondepository branches and agencies
5231 Securities and commodity contracts intermediation and brokerage
5238 Other financial investment activities and exchanges
5242 Agencies, brokerages, and other insurance related activities
5243 Insurance carriers, except life insurance carriers
5249 Life insurance carriers
5252 Funds, trusts, and other financial vehicles

REAL ESTATE AND RENTAL AND LEASING

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

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES

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

MANAGEMENT OF COMPANIES AND ENTERPRISES

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

ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES

5611 Office administrative services
5612 Facilities support services
5613 Employment services
5614 Business support services
5615 Travel arrangement and reservation services
5616 Investigation and security services
5617 Services to buildings and dwellings
5619 Other support services
5620 Waste management and remediation services

EDUCATIONAL SERVICES

6110 Educational services

HEALTH CARE AND SOCIAL ASSISTANCE

6210 Ambulatory health care services
6220 Hospitals
6230 Nursing and residential care facilities
6240 Social assistance services

ARTS, ENTERTAINMENT, AND RECREATION

7110 Performing arts, spectator sports, and related industries
7121 Museums, historical sites, and similar institutions
7130 Amusement, gambling, and recreation industries

ACCOMMODATION AND FOOD SERVICES

7210 Accommodation
7220 Food services and drinking places

OTHER SERVICES

8110 Repair and maintenance
8120 Personal and laundry services
8130 Religious, grantmaking, civic, professional, and similar organizations

PUBLIC ADMINISTRATION

9200 Public administration

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