



**2018 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD  
MANDATORY — CONFIDENTIAL  
BE-11A (Report for U.S. Reporter)**

**Due Date:** May 31, 2019

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**Reporter ID Number\***  **A**  
\*Do not enter Social Security Number in Reporter ID box

**1** Name and address of U.S. Reporter

*Form presented here is historical record. For current forms at www.bea.gov/dia.*

**Please include your Reporter Identification Number with all requests.**

**IMPORTANT**

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

**Who must report** — Form BE-11A must be filed by each U.S. person that has a foreign affiliate reportable in fiscal year 2018. Data on Form BE-11A pertain to the fully consolidated U.S. domestic business enterprise for the U.S. Reporter's 2018 fiscal year. **DO NOT FULLY CONSOLIDATE OPERATIONS OF FOREIGN AFFILIATES ON FORM BE-11A.** Report data pertaining to the operations of foreign affiliates on Forms BE-11B, BE-11C, or BE-11D.

**Monetary Values** — Report in U.S. dollars rounded to thousands (omitting 000).  
EXAMPLE — If amount is \$1,334,891.00, report as: ..... 1 335 000

\$	Bil.	Mil.	Thous.	Dols.
1			335	000

**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 11 for additional details.

**CONTACT INFORMATION**

**Provide information of person to consult about this report:**

Name 0			Telephone Number 0 ( ) - - - - -		Extension
Street 1 0			Fax Number 0 ( ) - - - - -		
Street 2 0			E-mail Address 0		
City 0	State	Zip			

**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	Telephone Number 0 ( ) - - - - -		Extension
Name 0		Title	Fax Number 0 ( ) - - - - -		

**Part I – Identification of U.S. Reporter**

**2 Intentionally blank**

**3 Is the U.S. Reporter owned to the extent of more than 50% of its voting stock by another U.S. enterprise?**

- 1003 <sup>1</sup>  **1 Yes** — Complete the “BE-11, 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-11 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.
- <sup>1</sup>  **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 <sup>1</sup>  —  <sup>2</sup>

**5 How many foreign affiliate reports (Forms BE-11B, BE-11C, and BE-11D) are you required to file?**

1005 <sup>1</sup>

**6 What is the ending date of this U.S. Reporter’s 2018 fiscal year? —** The U.S. Reporter’s financial reporting year that has an ending date in calendar year 2018. See **Instruction Booklet**, Part II.A.

1006 <sup>1</sup> Month Day Year  
 /  / **2 0 1 8**

**7 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, savings and loans, bank holding companies, and financial holding companies under the Gramm-Leach-Bliley Act.
- 1008 <sup>1</sup>  **1 Yes**
- <sup>1</sup>  **2 No**

**8 Is the U.S. Reporter named in <sup>1</sup> a U.S. affiliate of a foreign person and required to file a 2018 Form BE-15A, Annual Survey of Foreign Direct Investment in the United States?**

- 1011 <sup>1</sup>  **1 Yes** — Complete **only 34** through **37** on the remainder of this Form BE-11A. Also complete Form(s) BE-11B/C/D, as required.
- <sup>1</sup>  **2 No** — Continue with **9** (Major activity of the fully consolidated domestic U.S. Reporter).

Remarks

BEA USE ONLY	1029	<sup>1</sup>	<sup>2</sup>	<sup>3</sup>	<sup>4</sup>	<sup>5</sup>
	1030	<sup>1</sup>	<sup>2</sup>	<sup>3</sup>	<sup>4</sup>	<sup>5</sup>
	1031	<sup>1</sup>	<sup>2</sup>	<sup>3</sup>	<sup>4</sup>	<sup>5</sup>

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

**9 What is the major activity of the fully consolidated domestic U.S. Reporter? — Mark (X) one.**

Reporter ID	
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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 Producer of goods
  - 2 Seller of goods the U.S. Reporter does not produce
  - 3 Producer or distributor of information
  - 4 Provider of services
- 1  5 Other – Specify

**10 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

**Industry classification of fully consolidated domestic 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 associated with each code.
- For a full explanation of each code, see the **Guide to Industry Classifications for International Surveys, 2012** at [www.bea.gov/naics2012](http://www.bea.gov/naics2012). A summary list of ISI codes is included at the back of Form BE-11B.
- 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 12.

What is the U.S. Reporter's industry (ISI) code(s) and value(s) for:	ISI code (1)	Sales or gross operating revenues (2)			Dols.
		\$ Bil.	Mil.	Thous.	
<b>11</b> Largest sales or gross operating revenues? .....	1015 1	2			000
<b>12</b> 2nd largest sales or gross operating revenues? .....	1016 1	2			000
<b>13</b> 3rd largest sales or gross operating revenues? .....	1017 1	2			000
<b>14</b> 4th largest sales or gross operating revenues? .....	1018 1	2			000
<b>15</b> 5th largest sales or gross operating revenues? .....	1019 1	2			000
<b>16</b> 6th largest sales or gross operating revenues? .....	1020 1	2			000
<b>17</b> 7th largest sales or gross operating revenues? .....	1021 1	2			000
<b>18</b> 8th largest sales or gross operating revenues? .....	1022 1	2			000
<b>19</b> 9th largest sales or gross operating revenues? .....	1023 1	2			000
<b>20</b> 10th largest sales or gross operating revenues? .....	1024 1	2			000
<b>21</b> Sales or gross operating revenues not accounted for above? .....	1026 2				000
<b>22</b> What is the U.S. Reporter's total sales or gross operating revenues? Sum of <b>11</b> through <b>21</b> .....	1027 2				000

Remarks

**23** through **25** Intentionally blank

1028	1	2	3	4	5	
BEA USE ONLY	1012	1	2	3	4	5

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

**SIZE OF U.S. REPORTER**

**26** 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 the end of, or for, the U.S. Reporter's 2018 fiscal year?

- 2030 1  **1** Yes — Skip Part II, then continue with Part III on page 5.  
 1  **2** No — Complete Part II, skip Part III, then continue to Part IV on page 10.

**Part II – Selected Financial and Operating Data of U.S. Reporter**

Complete **ONLY** if the answer to **26** is "No."

**NET INCOME, ASSETS, LIABILITIES, AND EMPLOYEES**

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

		\$	Bil.	Mil.	Thous.	Dols.
<b>27</b> Net income (loss)? – See <b>31</b> on page 5 for instructions .....	2031	1				000
<b>28</b> Total assets? — Balance at close of fiscal year .....	2032	1				000
<b>29</b> Total liabilities? — Balance at close of fiscal year .....	2033	1				000
<b>30</b> Total number of employees? — Report the total number of employees for the year. (See <b>41</b> on page 7 for an explanation of "number of employees.") .....	2034	1				

Number of employees

➔ Skip to Part IV on page 10.

Remarks

**Part III – Financial and Operating Data of U.S. Reporter**

Complete ONLY if the answer to 26 is "Yes."

**Section A – Net Income, Certain Gains (Losses), and U.S. Income Taxes**

Reporter ID	
3046	1

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

\$ Bil. Mil. Thous. Dols.

**31** Net income (loss), after provision for U.S. income taxes?— **INCLUDE:** ..... 000

- a. Income from equity investments in unconsolidated business enterprises (domestic and foreign); for those owned less than 20 percent report dividends;
- b. Non-operating income and extraordinary items (as defined by GAAP);
- c. Gains (losses) from the sale or liquidation of foreign affiliates. In accordance with FASB ASC 830 (FAS 52), these gains (losses) must be adjusted to include the closing balance in the foreign affiliate's translation adjustment account.

**32** 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 **33**. Report gains (losses) resulting from: ..... 000

\$ Bil. Mil. Thous. Dols.

3039 1

- 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 12;*
- 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 12;*
- 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 **34** ;
- 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)).

\$ Bil. Mil. Thous. Dols.

3043 1

**33** U.S. income taxes?— Provision for U.S. Federal, state, and local income taxes. **EXCLUDE** production royalty payments ..... 000

Remarks

BEA USE ONLY	3050	1
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Part III – Financial and Operating Data of U.S. Reporter — Continued

Section B — Distribution of Sales or Gross Operating Revenues

- Report gross operating revenues or gross sales minus returns, allowances, and discounts. **EXCLUDE** sales or consumption taxes levied directly on the consumer. **EXCLUDE** net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. **INCLUDE** revenues generated during the year from the operations of a discontinued business segment, but **EXCLUDE** gains or losses from disposals of discontinued operations. Report such gains or losses in **32**.
- Finance and leasing companies with ISI codes 5221, 5223, 5224, 5229, 5231, 5238, 5252, or 5331 report interest income in **34**.
- Insurance companies with ISI codes 5243 or 5249 report gross investment income in **34**. See **Special Instructions, B.2.a., c., and d., page 12**.
- Distribute sales or gross operating revenues among three categories – sales of goods, sales of services, and investment income. See **Additional Instructions on page 11**.
- 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 the majority of the value. Give best estimates if actual figures are not available.

	\$	Bil.	Mil.	Thous.	Dols.
<b>34</b> What are the U.S. Reporter’s sales or gross operating revenues, excluding sales taxes? (Equals the sum of <b>35</b> , <b>36</b> , and <b>37</b> and the sum of <b>38</b> , <b>39</b> , and <b>40</b> )	3147	1			000

BY TRANSACTOR

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

	\$	Bil.	Mil.	Thous.	Dols.
<b>35</b> Sales to U.S. persons?	3101	1			000
<b>36</b> Sales to foreign affiliates of this U.S. Reporter?	3102	1			000
<b>37</b> Sales to other foreign persons?	3103	1			000

BY TYPE

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

	\$	Bil.	Mil.	Thous.	Dols.
<b>38</b> Sales of goods?	3148	1			000
<b>39</b> Sales of services?	3149	1			000
<b>40</b> Investment income?	3150	1			000

Remarks

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USE  
ONLY

3250 1

**Part III – Financial and Operating Data of U.S. Reporter — Continued**

**Section C — Number of Employees and Employee Compensation**

<b>Reporter ID</b>	
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• **Report the number of employees** on the payroll at the end of FY 2018 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 2018. If the number of employees at the end of FY 2018 (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 2018. 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.

	Number of employees
3253	1

**41 What is the U.S. Reporter's total number of employees?** .....

• **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.
3257	1				

**42 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.** .....

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**Section D — Balance Sheet Items**

• **Do not fully consolidate your foreign operations.**

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

		Balance at close of fiscal year				
		\$	Bil.	Mil.	Thous.	Dols.
<b>ASSETS</b>						
<b>43</b>	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
<b>44</b>	All other assets? .....	3370	1			000
<b>45</b>	Total assets?—Sum of <b>43</b> and <b>44</b> .....	3371	1			000
<b>LIABILITIES AND OWNERS' EQUITY</b>						
<b>46</b>	Total liabilities? .....	3375	1			000
<b>47</b>	Total owners' equity?— <b>45</b> minus <b>46</b> .....	3376	1			000

Remarks

**48** Intentionally blank

BEA USE ONLY	3260	1
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**Part III – Financial and Operating Data of U.S. Reporter — Continued**

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

- PP&E expenditures includes expenditures for 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 expenditures for other types of intangible assets, and land held for resale.
- **INCLUDE** expenditures for items leased from others (including land) under **capital leases**. Also **INCLUDE** the expenditure for 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 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 2018.
- **For U.S. Reporters engaged in exploring for, or developing, natural resources, INCLUDE** exploration and development expenditures made during FY 2018 that were capitalized, including capitalized expenditures to acquire or lease mineral rights. **EXCLUDE** adjustments for expenditures charged against income in prior years but subsequently capitalized during FY 2018.
- **Insurance companies** should **INCLUDE** expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET.

**49** What is the U.S. Reporter's expenditure for new and used property, plant, and equipment (PP&E)? 3480 1  000

**50** Were total assets and/or total liabilities affected by the early implementation of FASB ASU No. 2016-02, Leases (Topic 842)? 3488 1

1  Yes

2  No

**Section F — Interest and Taxes**

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

**51** 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 **31** and **34**. Do not net against interest expensed, **52** 3587 1  000

**52** 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, **51** 3588 1  000

**53** 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.

**54** In **11** through **20**, did you report sales for ISI codes 5221 or 5229 (depository or non-depository banking)?

3600 1  Yes

2  No — Skip to **56**

Total Column (1) = (2) + (3)	Banking Activities in ISI codes 5221 or 5229	All Other (3)
(1)	(2)	(3)

	\$	Bil.	Mil.	Thous.	Dols.	\$	Bil.	Mil.	Thous.	Dols.	\$	Bil.	Mil.	Thous.	Dols.
<b>55</b> What are the U.S. Reporter's values for:	3601	1				2					3				
Assets? — Column (1) equals <b>45</b>					000					000					000
Liabilities? — Column (1) equals <b>46</b>	3602	1				2					3				000
Interest income? — Column (1) equals <b>51</b>	3603	1				2					3				000
Interest expensed or capitalized? — Column (1) equals <b>52</b>	3604	1				2					3				000

Remarks

BEA USE ONLY	3486	1	2	3
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Part III – Financial and Operating Data of U.S. Reporter — Continued

Section H — Insurance

Insurance Industry Activities — Premiums earned and losses incurred

Reporter ID	
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- 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).

**56** Of the total sales and gross operating revenues reported in **22**, column (2), were any of the sales or revenues generated by insurance related activities covered by ISI codes 5243 or 5249?

3591 <sup>1</sup> **1**  Yes — Answer **57** and **58**  
<sup>1</sup> **2**  No — Skip to **59**

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

**57** Premiums earned? — 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.
3592	1				000

**58** Losses incurred? — Report losses incurred for the insurance products covered by **57** 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 . . . . .

	\$	Bil.	Mil.	Thous.	Dols.
3593	1				000

- 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.

Section I — Technology

**Research and development (R&D) expenditures in 59** 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-11B, **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.

	\$	Bil.	Mil.	Thous.	Dols.
3694	1				000

**59** What is the U.S. Reporter's expenditure for research and development that it performed? . . . . .

BEA USE ONLY	3599	1		2
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**Part IV – Exports and Imports By the U.S. Reporter**

See **Instruction Booklet, Part V.**

**IMPORTANT NOTES**

Report exports and imports of goods by the U.S. Reporter in FY 2018. 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).

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

- 4101  1 “Shipped” basis.  
 2 “Charged” basis without adjustments, because there is no material difference between the “charged” and “shipped” bases.  
 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				Shipped to its foreign affiliates				Shipped to other foreigners			
	(1)				(2)				(3)			
	\$ Bil.	Mil.	Thous.	Dols.	\$ Bil.	Mil.	Thous.	Dols.	\$ Bil.	Mil.	Thous.	Dols.
4102	1			000	2			000	3			000

**61 What is the value of the total goods shipped in FY 2018 by this U.S. Reporter to foreigners? .....**

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

	TOTAL				Shipped by its foreign affiliates				Shipped by other foreigners			
	(1)				(2)				(3)			
	\$ Bil.	Mil.	Thous.	Dols.	\$ Bil.	Mil.	Thous.	Dols.	\$ Bil.	Mil.	Thous.	Dols.
4103	1			000	2			000	3			000

**62 What is the value of the total goods shipped in FY 2018 to this U.S. Reporter by foreigners? .....**

Remarks

BEA USE ONLY	4104	1	2	3	4	5
	4105	1	2	3	4	5

# 2018 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD

## FORM BE-11A

### ADDITIONAL 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 \$4,619, and not more than \$46,192, 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-11 report (comprising Form BE-11A and Form(s) BE-11B, BE-11C, and/or BE-11D) is estimated to average 103.4 hours per response. This burden includes time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, 4600 Silver Hill Rd, Washington, DC 20233; 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. Per the Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through security monitoring of the BEA information systems.

#### Part III — Financial and Operating Data of U.S. Reporter

##### Section B — Distribution of Sales or Gross Operating Revenues ( 38 — 40 )

**38 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 **39**.
- Magazines and periodicals sold in retail stores. NOTE: Report subscription sales as sales of services in **39**.
- 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 **39**.

**39 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 **38**.
- 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 **35** through **37** based on the location of the property.

**40 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 **39**.

Finance or insurance companies that include investment income in gross operating revenues should report the source of such investment income in **35** through **37** 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.

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

### A. Certain gains (losses) (32) 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 32 :

- 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 32, unrealized gains or losses due to changes in the valuation of financial instruments that are taken directly to owners' equity.

**EXCLUDE** from 32, income from explicit fees and commissions. **INCLUDE** income from these fees and commissions as operating income in 22 and 34 and as sales of services in item 39.

#### 2. Real estate companies — INCLUDE in 32 :

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

**EXCLUDE** from 32 the revenues earned and expenses incurred from the sale of real estate you own. Such revenues should be reported as operating income in 22 and 34 and as sales of goods in 38.

### B. Special instructions for insurance companies

1. When there is a difference between the financial and operating data reported to stockholders and the data reported in the annual statement to an insurance department, prepare the BE-11 on the same basis as the annual report to the stockholders.

Valuation should be according to normal commercial accounting procedures, not 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-trusted 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 (34)** — **INCLUDE** items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. **EXCLUDE** income from equity investments in unconsolidated business enterprises and **EXCLUDE** certain realized and unrealized gains or losses that are to be reported in 32.

b. **Certain gains (losses) (32)** — See **Special Instructions, A.1.**

c. **Sales of services (39)** — **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.

d. **Investment income (40)** — 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 III, Section B, 40**, on page 11 to determine the location of the transactor of investment income.