FORM BE-11A (REV. 1/2008)				OM	B No. 0608-0053: Appro	val Expires 11/30/2010					
BUREAU OF ECONOMIC ANALYSIS U.S. DEPARTMENT OF COMMERCE											
2007 ANN			5. DIREC — CONFID	-	MENT ABROAI	D					
	BE-11A	(Report	for U.S.	Reporter)	valid						
DUE DATE — A complete BE-11 re	, ,			<u></u>	eer	*6*					
MAIL REPORTS TO: U.S. Department of Commerce	BEA USE ONLY	Reporter	ID Number	101	only	denta					
Bureau of Economic Analysis BE-69(A) Washington, DC 20230	1. Name and addre	ess of U.S. Re	porter 5	The se		0110					
OR		£(orm	urpear	e as rest						
DELIVER REPORTS TO: U.S. Department of Commerce		Jey)	ion P	ms a.	inver						
Bureau of Economic Analysis BE-69(A) Shipping and Receiving,	SUI	6m	40	1. FOL-21							
Section M-100 1441 L Street, NW Washington, DC 20005	ricarint	0'.11	Ves	N-10	e at resp						
his	BEA USE ONLY	IMP	ORTANT	no urpose urpose ar rms ar rms ar rms ar							
Please read the <i>Instruction Booklet</i> , Instructions specific to line items companies are provided at the back	which contains defin and "Special" Instru of this form.	ictions and re ictions for d	porting requir ealers in finan	ements, before cial instruments	and finance, insurance,	, and real estate					
 Who must report — Form BE-11 BE-11A pertain to the fully conso AFFILIATES ON FORM BE-11A BE-11B(FN), BE-11B(EZ) or BE-11 	lidated U.S. domestic A. Report data pertain C. See Instruction E	c business en ing to the op Booklet , Part	terprise. DO N erations of for I, for detailed	OT FULLY CO reign affiliates of reporting require	NSOLIDATE OPERAT n Forms BE-11B(LF), BE- rements.	IONS OF FOREIGN -11B(SF),					
Note: A U.S. Reporter that is not subsidiaries or units, on a separa it is not required to report.) Banki method of accounting.	te Form BE-11A. (How	wever, if the	bank, including	g its domestic s	ubsidiaries, does not ha	ve a foreign affiliate,					
For purposes of the BE-11 survey commercial banks, Edge Act corr savings and loans, bank holding	porations, foreign bra	anches and a	gencies of U.S	S. banks whethe	r or not they accept dep						
U.S. Reporter's 2007 fiscal ye Instruction Booklet, Part II.A.	ar — The U.S. Repor	ter's financia	l reporting yea	ar that has an er	,						
Currency amounts — Report in	n II S. dollars round	ded to thou	sands (omitti			Thous. Dols. 335					
enter amounts in the shaded por If an item is between + or – \$5	rtions of each line. E	KAMPLE – If	amount is \$1,	334,891.00, repo	ort as						
 Electronic filing — To file your Additional copies — For additional copies — For addities — For additional copies — For addities — For additional co	•			-		ternational					
Surveys, 2002, go to the BEA We • Contact us for help — Telepho	0	X: 202–606–	5312 or 5317; E	E-mail: be10/11@	bea.gov.						
and/or BE-11C) is estimated to ave sources, gathering and maintaining this burden estimate to Director, Bu	• Contact us for help — Telephone: 202–606–5566; FAX: 202–606–5312 or 5317; E-mail: be10/11@bea.gov. Public reporting burden for this BE-11 report (comprising Form BE-11A and Form(s) BE-11B(LF), BE-11B(SF), BE-11B(FN), BE-11B(EZ), and/or BE-11C) is estimated to average 79.3 hours per response. This burden includes time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, Washington, DC 20230; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0053, Washington, DC 20503.										
MANDATORY 94-472, 90	ey is being conducted) Stat. 2059, 22 U.S.C y under Section 5(b)(. 3101–3108,	as amended –	hereinafter "the	rade in Services Survey Act"), and the filing of	Act (P.L. reports is					
CONFIDENTIALITY purposes.	Without your prior v	vritten permi ividually ider	ssion, the info ntified. Your re	rmation filed in port cannot be	be used only for analytic your report cannot be p used for purposes of tax n legal process.	resented in a					
PENALTIES To injunction of more principal of the principa	ive relief commandin than \$10,000 and, if a employee, or agent of unished by a like fine ry adjustments. Those anding any other pro a penalty for failure	g such perso an individual, f any corpora , imprisonme e adjustment vision of the to comply wi	n to comply, c may be impri tion who know nt or both. (22 s are found in law, no perso th, a collection	or both. Whoeve soned for not m vingly participat 2 U.S.C. 3105) TI 15 CFR 6.4. n is required to n of information	\$2,500, and not more th r willfully fails to report ore than one year, or bo res in such violations, up hese civil penalties are s respond to, nor shall an subject to the requirem	shall be fined oth. Any officer, oon conviction, subject to y person be ents of the					
Paperwor PERSON TO CONSULT CONCERNING			tion of inform	ation displays a	currently valid OMB Co	ontrol Number.					
REPORT — Enter name and address			report has	been prepared i	ndersigned official certif n accordance with the a	pplicable					
Address			that, in acco		nd is substantially accur rt IV.E of the Instructio provided.						
			Authorized offi	cial's signature		Date					
TELEPHONE Area code Number		Extension	Print or type na								
Area code Number			Telephone nun		FAX number						
FAX NUMBER					1						
May we use e-mail to correspond with yo relating to this survey, including question	ns that may contain	1000 ¹ 1	Yes — If	yes, please	E-mail address						
information about your company that yo confidential? (Note that electronic mail is we will treat information we receive as co	not inherently confiden onfidential, but e-mail is	tial;	pr	ovide your mail address. →							
not necessarily secure against interception					1001						

Part I – IDENTIFICATION OF U.S. REPORTER See Additional Instructions for Part I on page 11 at the back of this form.
If the U.S. Reporter is a nonbank business enterprise, complete items 2, 3 and 4.
2. If the U.S. Reporter is a corporation, is the corporation owned to the extent of more than 50% of its
voting stock by another bank or nonbank U.S. business enterprise?
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 fully consolidated U.S. domestic business enterprise. (See Instruction Booklet , Part I.B.1.b.) Submit th claim to BEA and forward the remainder of the BE-11 survey packet to the U.S. business enterprise with whose da your data will be consolidated. If this cannot be done, please contact us for further instructions.
¹ 2 No — Complete the remainder of this form.
3. Does the U.S. Reporter own a majority interest in a U.S. bank? See Instruction Booklet, Part 1.B.1.a.
1008 1 Yes — Do not consolidate banking activities. A U.S. Reporter that is not a bank but that owns a majority interest in a U.S. bank, must file the bank, including all of its domestic subsidiaries or units, on a separate Form BE-11A. Banking activities owned by a nonbank must also be included on the nonbank's Form BE-11A using the equity method of accounting.
Enter the name under which a separate Form BE-11A is being filed for the banking activities.
cat scorminely a for
¹ 2 No historic for int surnation
4. Does the U.S. Reporter own a majority interest in a nonbank U.S. business enterprise? See Instruction Booklet, Part 1.B.1.b.
¹⁰⁰⁹ 1 Yes — Form BE-11A should pertain to the fully consolidated nonbank U.S. domestic business enterprise. Permission must have been requested of, and granted by, BEA to file on an unconsolidated basis. A separate Form BE-11A must be filed for each unconsolidated U.S. domestic entity. Enter the name under which a separate Form BE-11A is being filed.
hea.gov
If the U.S. Reporter is a bank, complete items 5 and 6.
5. Is the bank owned to the extent of more than 50% of its voting stock by another U.S. business enterprise that is a bank? ¹⁰⁰³ ¹
address of the U.S. business enterprise with whose data your data will be consolidated in accordance with the definition of 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 dates the termainder of the BE-11 survey packet to the U.S. business enterprise with whose dates the termainder of the BE-11 survey packet to the U.S. business enterprise with whose dates the terma survey packet to the U.S. business enterprise with whose dates the terma survey packet to the U.S. business enterprise with whose dates the terma survey packet to the U.S. business enterprise with whose dates the terma survey packet to the U.S. business enterprise with whose dates the terma survey packet to the U.S. business enterprise with whose dates the terma survey packet to the U.S. business enterprise with whose dates the terma survey packet to the U.S. business enterprise with whose dates the terma survey packet to the U.S. business enterprise with whose dates the terma survey packet to the U.S. business enterprise with whose dates the terma survey packet to the U.S. business enterprise with whose terma survey packet to the U.S. business enterprise with whose terma survey packet to the U.S. business enterprise with whose terma survey packet to the U.S. business enterprise with whose terma survey packet to the U.S. business enterprise with whose terma survey packet to the U.S. business enterprise with whose terma survey packet terma survey packe
your data will be consolidated. If this cannot be done, please contact us for further instructions.
6. Does the U.S. Reporter own a majority interest in a bank or nonbank U.S. business enterprise? See Instruction Booklet, Part 1.B.1.b. ¹⁰⁰⁹ ¹ 1 Ves — Form BE-11A should pertain to the fully consolidated U.S. domestic business enterprise. Permission must have be
¹⁰⁰⁹ <u>1</u> Yes — Form BE-11A should pertain to the fully consolidated U.S. domestic business enterprise. Permission must have be requested of, and granted by, BEA to file on an unconsolidated basis. A separate Form BE-11A must be filed for ea unconsolidated U.S. domestic entity.
Enter the name under which a separate Form BE-11A is being filed.
1 2 No
7. Employer identification Number(s) used by U.S. Reporter to file income and payroll taxes. Show additional numbers on a
separate sheet if necessary.
8. The number of foreign affiliate reports (Forms BE-11B(LF), (SF), (FN), (EZ) and BE-11C) that you are required to file.
1005 Number 1 If you also have foreign affiliates listed on the BE-11A Supplement A, do not include them in the number given here.
9. The ending date of this U.S. Reporter's 2007 fiscal year.
Month Day Year
10. Is the U.S. Reporter named in item 1 a U.S. affiliate of a foreign person and required to file a Form BE-12(LF), Benchmark
Survey of Foreign Direct Investment in the United States — 2007 (Long Form)? ¹⁰¹⁰ ¹ 1 Yes — Complete only items 33 through 36, and 50 through 55, and the BE-11A Supplement A
on the remainder of this Form BE-11A. Also complete Form(s) BE-11B/C, as required.
¹ 2 No — Continue with item 11 (Major activity of fully consolidated domestic U.S. Reporter).
Remarks

BE-11A	Reporter ID	Numbe	er		A
Part I – IDENTIFICATION	OF U.S. REPO	ORTER -	— Continued		
11. Major activity of fully consolidated domestic U.S. Report Select the one activity below that best describes the maj Reporter, select the activity based on its last active perio	or activity of t d; for "start-up	he U.S. os," sele	ct the intended activity.		
1013 1 Producer of goods 1 2 Seller of goods the affiliate does not produce 1 3 Producer or distributor of information 1 4 Provider of services	15	U Othe	r - Specify	5	
12. What is the MAJOR product or service involved in this ac whether it is mined, manufactured, sold at wholesale, packaged sell at wholesale.") – Please print. 1014					<u>ر</u> ج.
	- is		ose at	69 ⁰¹¹	
Industry classification of fully consolidated domestic U.S. on sales or gross operating revenues) — Enter in columns (1) respectively, the 4-digit International Surveys Industry (ISI) code(s associated with each code. For a full explanation of each code, se Industry Classifications for International Surveys, 2002. Fo Reporter, enter an ISI code based on its last active period. Holding code 5512) must show total income.	and (2) and the sales e the Guide to r an inactive U.S		are isi codey-re	Sales or gross operating revenu (2) Bil. Mil. Thous.	ues
13. Largest sales or gross operating revenues	Jey	1015) P	2 \$	1
14. 2nd largest sales or gross operating revenues	matio	1016	1	2	
15. 3rd largest sales or gross operating revenues		1017	1	2	<u> </u>
16. 4th largest sales or gross operating revenues		1018			
17. 5th largest sales or gross operating revenues		1019	1	2	
18. 6th largest sales or gross operating revenues		1020	1	2	
19. 7th largest sales or gross operating revenues		1021	1	2	
20. 8th largest sales or gross operating revenues		1022	1	2	
21. 9th largest sales or gross operating revenues		1023	1	2	
22. 10th largest sales or gross operating revenues		1024			
23. Sales or gross operating revenues not accounted for above		1026		2	Ì
24. TOTAL SALES OR GROSS OPERATING REVENUES — Sum of items 13 through 23 (column (2)) must equal item 24 (column (2)) and also item 33.		1027		2	
25. BEA USE 1029 1 2	3		4	5	
26.	3		4	5	
Part II – SELECTED FINANCIAL AN		IG DAT	A OF U.S. REPORTER		
27. Are (1) total assets, (2) sales or gross operating revenues less than or equal to \$150 million at the end of, or for, th	, excluding sal e U.S. Reporte	es taxes r's 2007	and (3) net income (los 7 fiscal year?	s), all	
1028 1 Image: Second state of the second stat					
				Amount	
				Bil. Mil. Thous.	Dols.
28. Net income (loss)			2031	\$	
29. Total assets			2032	1	
30. Total liabilities			2033	1	
			2033	Number of employ	vees
 Total number of employees — Report the total number of en (See Part III, Section C, page 6, for explanation of "number of en 	nployees for the mployees.")	year.	2030	1	,
32. BEA USE ONLY			2036	1	
IMPORTANT If the answer to item 27 is "Yes" and you	ı completed Pari	t II, SKIP	Part III and continue with I	PART IV of this form.	

		Part III	Complete ONLY i	OPERATING DATA If the answer to item 2	OF U.S. REPOF 7 is "No."			
3	See Addition a	al Instructions for Pa	art III on page 11.					
s	ection A — Di	istribution of Sales	or Gross Operating Re	venues				
pi ai bi	urpose of this c re intangible. W illed), classify tl	distribution, "goods" a Vhen a sale consists o he sales as goods or s	re normally economic ou f both goods and service services based on whiche	gories — sales of goods, utputs that are tangible a is and cannot be unbund ever accounts for a majo ial Instructions, B.2.a.,	nd "services" are i led (i.e., the good rity of the value. G	norma s and s dive be	Ily economic output services are not sep	s that arately
33.	allowances, ar consumption 1	nd discounts, or gross taxes levied directly o and retailers. — Equal	operating revenues, bot n the consumer and exci	tes — Gross sales minus th exclusive of sales or ise taxes levied on manu , 35, and 36 and the s	facturers,	3147	Amoun Bil. Mil.	t Thous. Dols.
• B	Y TRANSACT	OR		an a	00 3		1054	1
34.	Sales to	U.S. persons		for ou	are	3101		
35.	Sales to	foreign affiliates of th	is U.S. Reporter	ationform	15 SULA	3102	1	
36.	Sales to	other foreign persons	al storr	ley f	0,	3103		
	SY TYPE	tor	ic in s	uration			1	
37.	Sales of	goods	to ent	rma		3148	1	
38.	Sales of	services	cur int	0.		3149	1	
39.	Investme	ent income	<u>elpi</u>			3150		
s	ection B — Ne	et Income, Realized	and Unrealized Gains	(Losses), Taxes, and In	terest			l I
40.		00	n for U.S. income taxes.					
		m equity investments ed less than 20 percer		ess enterprises (domesti	c and foreign); for	r		
		, č	ordinary items (as define quidation of foreign affili	ed by GAAP). iates. In accordance with	FAS 52, these			1
		es) must be adjusted t		lance in the foreign affili		3046	1	
41.	40 — Read the some cases m	e following instruction ay deviate from what amount before incom	is carefully as they are b is normally required by	I in the determination ased on economic accou U.S. Generally Accepted come tax effect in item 42	Inting concepts an Accounting Princi	id in iples.		
	(losses) on financial in	n securities classified a Instruments (including	as trading securities; and	nvestment securities; FA FAS 115 impairment los rivatives, and other fina ions , A.1., page 12.	ses. Dealers in			
	from the sa (Real estate	ale of inventory assets e companies, see Spe	s in the ordinary course o cial Instructions, A.2.,	and equipment, or other of business), and FAS 14 page 12.)	assets (other than 4 impairment loss	n es.		
	d. Restructuri payments a	and charges to establi	, vrite-downs or write-offs	of assets or liabilities. (E pected payments, such a	xclude actual as for severance			
	e. Disposals of	of discontinued opera	tions. (Exclude income fr	om the operations of a c m operations in item 33.				I
	f. Re-measur	rement of U.S. Report		nominated assets and lia				
	g. Extraordina losses fron write-dowr	ary, unusual, or infreq n accidental damage on ns, and write-offs of ta	uently occurring items the or disasters and other ma angible and intangible as	hat are material, includin aterial items, including w sets and gains (losses) fi osses and legal judgmer	rite-ups, om the sales			
		-	ge in accounting principle					
		accounting estimate of method as defined by		stock option forfeitures	under the	3039	1	
42.	U.S. income	taxes — Provision fo	r U.S. Federal, State, and	l local income taxes.		3043	1	
43.	Taxes (excep royalty paym	ot income and payro nents) — Report all su	Il taxes) and nontax pauch taxes and nontax pay	ayments (other than p ments whether or not in	cluded in	3043		
	refunds or cre a. Sales, cons	edits, to Federal, state sumption, and excise	e, and local government	ounts paid or accrued for s, their subdivisions an S. Reporter on goods an	d agencies for -			
	Reporter so b. Property ar		value of assets and capit	al;				
	c. Any remain	ning taxes (other than	income and payroll taxe	es); and				I
	d. Import and nontax liab	l export duties, license pilities (except produc	e fees, fines, penalties, an tion royalty payments fo	nd all other payments or r natural resources).	accruals of	3590	1	
44.	Interest inco persons), net o	me — Interest receive of tax withheld at the	ed or due to the U.S. Rep source. <i>Do not net again</i>	oorter from all payors (in st interest expensed, iter	cluding affiliated m 45.	3587	1	
45.		ees (including affiliate		capitalized by the U.S. R withheld. <i>Do not net aga</i>		3588	1	
46.	BEA USE ¹ ONLY		2	3	4	0000	5	
	3593							

	Keportei	ID Number					A
Part III – FINANCIAL AND OPEF	RATING DATA	OF U.S. REPO	RTER — O	Conti	inued		
ADDENDUM							
17. INSURANCE INDUSTRY ACTIVITIES — Premiums ea							
Report premiums earned and losses incurred for insuranc (Insurance carriers, except life insurance carriers) and 524			stry codes !	5243	•		
a. Of the total sales and gross operating revenues r or revenues generated by insurance related activ					ales		
³⁰⁴⁷ 1 Yes – Answer items b and c			5	10			
1 2 I No – <i>Skip to item 48</i>			nge'n		Amou	nt C) •
NOTE: Complete items b and c ONLY if item a	is answard "Vas "		10		(1)	elle	
		510,56	25	E	<u>Bil. Mil.</u>	Thous. D	ols
b. Premiums earned – Report premiums, gross of commentation of the premium service of th	ncluding renewals)	net of cancellati	ions, 🕐		est		
plus reinsurance premiums assumed, minus reinsuran premiums at the beginning of the year, minus unearne Exclude all annuity premiums. Also exclude premiums	ed premiums at the	end of the year	and P	1			
adjustable life, variable and interest-sensitive life, and	variable-universal	life policies.	3	048 \$			
c. Losses incurred — Report losses incurred to the ins <u>Exclude</u> loss adjustment expenses and losses that relative	ate to annuities. Al	so exclude losse	es				
related to universal and adjustable life, variable and in life polices.	terest-sensitive life	, and variable-u	niversal				
For property and casualty insurance, calculate as net lo minus net unpaid losses at the beginning of the year,	osses paid during t	he reporting yea	ir, f the				
year. In the calculation of net losses, include losses on companies and exclude losses on reinsurance ceded to	reinsurance assun	ned from other					
both case reserves and losses incurred but not reporte	d.	·					
For life insurance, losses reflect policy claims on reinsu sold, minus losses recovered from reinsurance ceded, unpaid, and in the course of settlement.), 	049 \$			
8. WHOLESALE AND RETAIL TRADE INDUSTRY ACTIV	-				-	-	
Wholesale trade industry activities include the wholesale t goods is covered by industry codes 4231 through 4239. The through 4249.	ne wholesale trade	of nondurable g	oods is cov	ered b	by industry codes	4241	
Retail trade industry activities are covered by industry coc See the <i>Guide to Industry Classifications for International</i>							
trade industry codes listed above.		aotanoa aoooni			io miloiooalo alla	rotan	
a. Of the total sales and gross operating revenues r of the sales or revenues generated by wholesale							
of the sales or revenues generated by wholesale							
of the sales or revenues generated by wholesale ³⁰⁵⁰ ¹ ¹ ¹ ¹ ² ¹ ² ¹ ² ¹ ¹ ¹ ¹ ¹ ² ¹	or retail trade ac				Amoun (1)	t	
of the sales or revenues generated by wholesale	or retail trade ac				Amoun (1) sil. Mil.		ols
of the sales or revenues generated by wholesale ³⁰⁵⁰ ¹ ¹ Yes – Answer items b and c ¹ ² No – Skip to item 50 NOTE: Complete items b and c ONLY if item a b. Enter the cost of goods purchased for resale with	or retail trade ac	tivities?	vere any	E	(1) Bil. Mil.		ols
of the sales or revenues generated by wholesale ³⁰⁵⁰ ¹ ¹ ¹ ¹ ² ¹ ² ¹ ² ¹ ¹ ² ¹ ¹ ² ¹ ¹ ² ¹ ¹ ¹ ¹ ¹ ² ¹	or retail trade ac	tivities?	the 3	E	(1) Sil. Mil.		ols
of the sales or revenues generated by wholesale ³⁰⁵⁰ ¹ ¹ ¹ Yes – Answer items b and c ¹ ² ¹ No – Skip to item 50 NOTE: Complete items b and c ONLY if item a b. Enter the cost of goods purchased for resale with	or retail trade ac	tivities?	the 3	E 1 051 \$	(1) Sil. Mil. CES Close FY	Thous. D	ols
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of the sales or revenues generated by wholesale ³⁰⁵⁰ ¹ ¹ Yes - Answer items b and c ¹ ² No - Skip to item 50 NOTE: Complete items b and c ONLY if item a b. Enter the cost of goods purchased for resale with fiscal year that ended in calendar year 2007 c. Enter the closing balances at the end of fiscal ye	or retail trade ac is answered "Yes." hout further proc ars 2006 or resale	essing during t Close F (1 Bil. Mil. 1	the 3 Y 2007	E 1 3 3 ALAN Dols. E 2	(1) Sil. Mil. CES Close FY (Unresta (2) Sil. Mil.	Thous. D	
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of the sales or revenues generated by wholesale ³⁰⁵⁰ ¹ ¹ Yes - Answer items b and c ¹ ² No - Skip to item 50 NOTE: Complete items b and c ONLY if item a b. Enter the cost of goods purchased for resale with fiscal year that ended in calendar year 2007 c. Enter the closing balances at the end of fiscal ye and 2007 of the inventory of goods purchased fo without further processing. 49. BEA USE ONLY	or retail trade ac is answered "Yes." hout further proc ars 2006 or resale 3052	essing during t Close F (1 Bil. Mil. 1	the 3 Y 2007	E 1 3 3 ALAN 2 0 0 1 \$ 2 \$ \$ 2 \$ \$ \$	(1) Sil. Mil. CES Close FY (Unresta (2) Sil. Mil.	Thous. D	
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of the sales or revenues generated by wholesale ³⁰⁵⁰ ¹ ¹ Yes - Answer items b and c ¹ ² No - Skip to item 50 NOTE: Complete items b and c ONLY if item a b. Enter the cost of goods purchased for resale with fiscal year that ended in calendar year 2007 c. Enter the closing balances at the end of fiscal ye and 2007 of the inventory of goods purchased fo without further processing. 49. BEA USE ONLY	or retail trade ac is answered "Yes." hout further proc ars 2006 or resale 3052	essing during t Close F (1 Bil. Mil. 1	the 3 Y 2007	E 1 \$ \$ALAN Dols. E 2 \$	(1) Sil. Mil. CES Close FY (Unresta (2) Sil. Mil.	Thous. D	
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of the sales or revenues generated by wholesale ³⁰⁵⁰ ¹ ¹ Yes - Answer items b and c ¹ ² No - Skip to item 50 NOTE: Complete items b and c ONLY if item a b. Enter the cost of goods purchased for resale with fiscal year that ended in calendar year 2007 c. Enter the closing balances at the end of fiscal ye and 2007 of the inventory of goods purchased fo without further processing. 49. BEA USE ONLY	or retail trade ac is answered "Yes." hout further proc ars 2006 or resale 3052	essing during t Close F (1 Bil. Mil. 1	the 3 Y 2007	E 1 \$ \$ALAN Dols. E 2 \$	(1) Sil. Mil. CES Close FY (Unresta (2) Sil. Mil.	Thous. D	

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

Section C — Number of Employees and Employee Compensation

NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2007, 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 2007. If the number of employees at the end of FY 2007 (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 2007. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate.

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

periods.		Nu	mber of	
• NUMBER OF EMPLOYEES 50. TOTAL NUMBER OF EMPLOYEES - Sum of items 51 and 52	1.10		ployees	
50. TOTAL NUMBER OF EMPLOYEES – Sum of items 51 and 52	3253	1		
By Standard Occupation Classification (SOC) - See Additional Instructions on page 11 at the	5203	1		
back of this form, for a list of the major SOC groups.		•		
51. Managerial, professional and technical employees (SOC 11-29)	3254			
52. All other employees (SOC 31-55)	3255	1		
• EMPLOYEE COMPENSATION		A	mount	
This and Currelinto.		Bil. Mil.	. Thous.	Dols
53. TOTAL EMPLOYEE COMPENSATION — Sum of items 54 and 55	→ 3257	\$		1
By Standard Occupation Classification (SOC)		1		
54. Managerial, professional and technical employees (SOC 11-29)	3260			I
55. All other employees (SOC 31-55)	3261	1		
Section D — Balance Sheet Items			ce at close scal year	e
NOTE — Do not fully consolidate your foreign operations. Report foreign operations owned 20 percent or more (including majority-owned affiliates) on an equity basis. Report those owned less than 20 percent in		Bil. Mil.	. Thous.	Dols
accordance with FAS 115 or lower of cost or market, as appropriate.	3371	1 \$		1
56. Total assets	3371	φ		
57. Total liabilities	3375	-		
	1		l I	
58. Total owners' equity	3376			<u> </u>
Section E — Expenditures for Property, Plant, and Equipment (PP&E) PP&E includes land, timber, mineral and like rights owned, structures, machinery, equipment, special too	ols.	A	mount	
and other depreciable property; construction in progress; and capitalized tangible and intangible explora and development costs, but excludes other types of intangible assets, and land held for resale. (Insurance	tion	Bil. Mil.	. Thous.	Dols
companies see Special Instructions, B.2.e., page 12).	e	1		
59. Expenditures for new and used property, plant, equipment (PP&E)	3480	\$		I
Section F — Technology				l I
RESEARCH AND DEVELOPMENT (R&D) EXPENDITURES — Item 60 pertains only to R&D performed b	ov the			1
U.S. Reporter, whether for its own account or for others. Include the cost of R&D performed by the U.S. Re and allocated to its foreign affiliate. (DO NOT report such allocated R&D costs on Form BE-11(LF), item 94,	porter			i i
BE-11B(SF), item 49.) Also, include R&D financed by the Federal Government. Exclude the cost of any R&D	funded			
by the Reporter but performed by others.	n a wh			1
Include all costs incurred in performing R&D, including depreciation, amortization, wages and salaries, pro taxes and other taxes (except income taxes), materials and supplies, allocated overhead, and indirect costs		1		
60. R&D performed BY the U.S. Reporter	3694	\$		
61. BEA USE 1 2 3 4		5		
3800				
62. BEA USE 1 2 3 4		5		
3801				
Remarks				

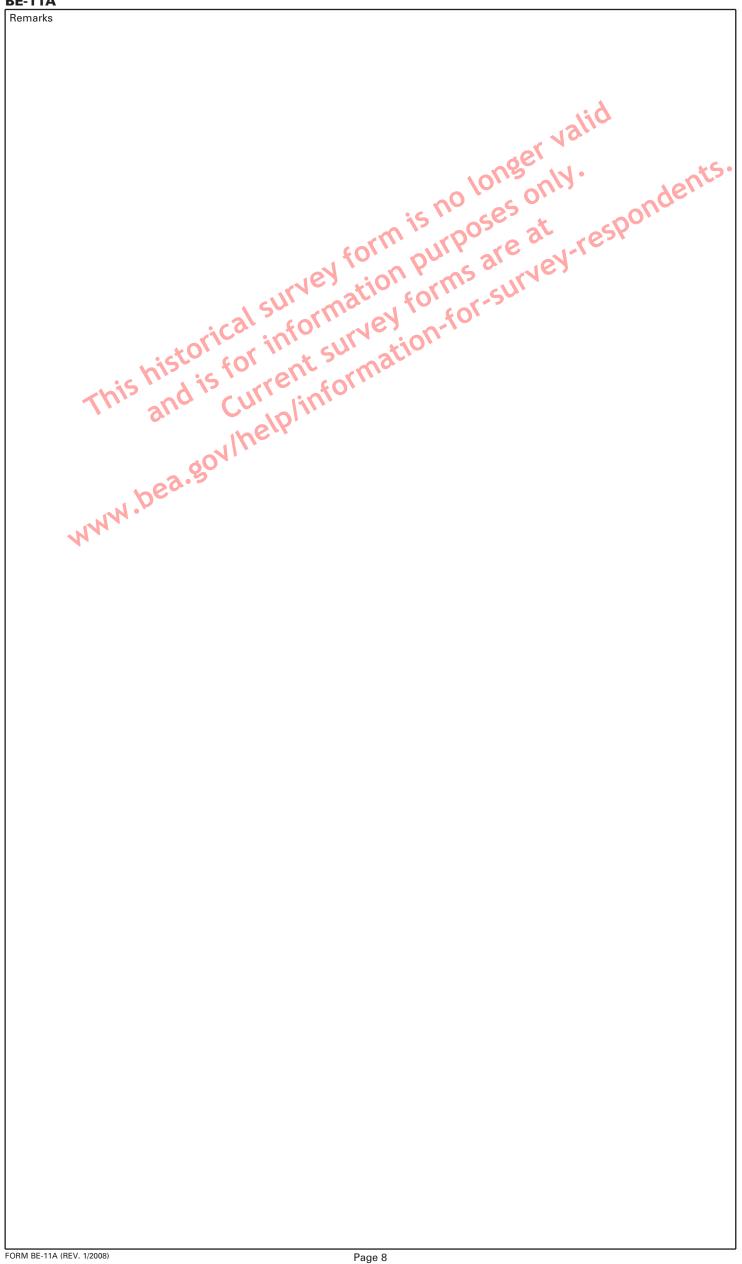
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Part IV – EXPORTS AND IMPORTS BY THE U.S. REPORTER

Goods only valued f.a.s. at the port of exportation; do not include services. See Instruction Booklet, Part V.

	DRIANINOIES					
Report exports and imports of goods by the U.S. Reporter in FN 2007. Report all goods that physically left or entered the U.S. customs area. Report data on a "shipped" basis, i.e., on the bas when and to (or by) whom the goods were shipped. This is the 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 on to physically enter or leave (i.e., were not physically shipped t 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 persor U.S. Reporters normally keep their accounting records on a "charged" basis, i.e., on the basis of when and to (or by) whom goods were charged. The "charged" basis may be used if there material difference, the "shipped" basis must be used or adjust made to data on a "charged" basis to approximate a "shipped" The data should include goods only; they should exclude serve outside the United States transporting people or goods. Capital goods — Include capital goods but exclude the value ships, planes, railroad rolling stock, and trucks that were tempor outside the United States transporting people or goods. 63. On what basis were the trade data in the section pre ⁴¹⁰¹ 1 1 1 1 2 1 1 2 1 1 2 1 1 1 1 2 1 1 2 1 3 3 1 4 1 </th <th>goods that are in-t processed or cons that country(ies) throug that country(ies) of shipping lines betwork o or another via the Ur on. the United States) one part of the United States) one part of the United States) one part of the United shipping lines betwork one part of the United states) one part of the United states) of the information and imports of cu specific user. This should not be incl negotiated leasing value of natural gas, elev value of natural gas service value (trar pared? — Mark (X) one.</th> <th></th> <th>goods that are not termediate a transit goods enter so is along the porting countries. a foreign country to Canada to Mexico via goods en route from via a foreign country a Canada). re Include exports ter software. Value such lue, i.e., the market recorded and the value bo not include exports d to meet the needs of a ered a service and so do not include o be used on networks. port ONLY the product at you produce or sell at DO NOT report the</th>	goods that are in-t processed or cons that country(ies) throug that country(ies) of shipping lines betwork o or another via the Ur on. the United States) one part of the United States) one part of the United States) one part of the United shipping lines betwork one part of the United states) one part of the United states) of the information and imports of cu specific user. This should not be incl negotiated leasing value of natural gas, elev value of natural gas service value (trar pared? — Mark (X) one.		goods that are not termediate a transit goods enter so is along the porting countries. a foreign country to Canada to Mexico via goods en route from via a foreign country a Canada). re Include exports ter software. Value such lue, i.e., the market recorded and the value bo not include exports d to meet the needs of a ered a service and so do not include o be used on networks. port ONLY the product at you produce or sell at DO NOT report the			
• EXPORTS OF GOODS BY THIS U.S. REPORTER	TOTAL	Shipped to its	Shipped to			
(Value f.a.s. U.S. port)		foreign affiliates other				
N	(1) Bil. Mil. Thous. Dols.	(2) Bil. Mil. Thous. Dols.	(3) Bil. Mil. Thous. Dols.			
	1 IVIII. THOUS. DOIS.	2 IVIII. THOUS. DOIS.	3			
64. Total goods shipped in FY 2007 by this U.S. Reporter to foreigners 4102	\$	\$	\$			
IMPORTS OF GOODS BY THIS U.S. REPORTER (Value f.a.s. foreign port)	TOTAL (1)	Shipped by its foreign affiliates (2)	Shipped by other foreigners (3)			
	Bil. Mil. Thous Dols.					
65 Total goods shipped in EV 2007 to this U.C.	1	2	3			
65. Total goods shipped in FY 2007 to this U.S. Reporter by foreigners 4103	\$	\$	\$			
66. BEA USE ONLY ¹	2	3	4			
4104						
1	2	3	4			
4105						

Remarks



ц.	FORM BE-11A Supplement A (REV. 1/2008)					U.S. E	DEPARTMENT SUREAU OF ECC	U.S. DEPARTMENT OF COMMERCE BUREAU OF ECONOMIC ANALYSIS	RFA US	REA LISE ONLY R	enorter ID	Benorter ID Number					4
_	Listing of Fore	eign Affil	Listing of Foreign Affiliates Established or Acquired in 2007	l or Acqu	uired in 2007	~		-	Name c		rter						
	List below: 1) each nonbank foreign affiliate of a nonbank U.S. Reporter established or acquired by the U.S. Reporter in fiscal year 2007 for which total assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign income taxes was greater than \$10 million (positive or negative), but for which no one of these items was greater than \$40 million (positive or negative) at the end of, or for, the affiliate's 2007 fiscal year and 2) each foreign affiliate of a bank U.S. Reporter and each bank foreign affiliate of a nonbank U.S. Reporter established or acquired by the U.S. Reporter in fiscal year 2007 for which total assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign income taxes was greater than \$10 million (positive or negative), but for which no one of these items was greater than \$2007 fiscal year. Note: Nonbank foreign affiliate of nonbank U.S. Reporter sates sales taxes; or net income after provision for foreign income taxes was greater than store after provision for foreign income taxes was greater than \$10 million (positive or negative), but for which no one of these items was greater than \$2007 fiscal year. Note: Nonbank foreign affiliates of nonbank U.S. Reporters established or acquired by the U.S. Reporter in fiscal year 2007 for which total assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign income taxes was greater than \$20 million (positive or negative). Reporters and bank foreign affiliates or normank U.S. Reporter in fiscal year 2007 for which total assets; sales or gross operating revenues, excluding sales taxes; or net income after provision for foreign income taxes was greater than \$20 million (positive or negative). Reporters and bank foreign affiliates or normank U.S. Reporter and each bank foreign affiliates of hank U.S. Reporter and solud be reported, in addition to existing affiliates, on Form BE-118(FN).	in nonbank U. inues, exclud hich no one reign affiliate in fiscal year no the U.S. F hy the U.S. F tes, on Form U.S. Reporte es taxes; or r fittion to exist	S. Reporter establishe ling sales taxes, or net i of these items was grea sof a bank U.S. Reporte 2007 for which total as twas greater than \$10 m the end of, or for, the a Reporter in fiscal year 21 n for foreign income tax is BE-11B(LF) or (SF) or est established or acquisi net income after provisi net income after for visi	J or acquir ncome after ter than \$4(r and each t iets; sales oi illion (posit fillate's 200 007 for whic ces was gres BE-11C as a red by the U on for foreig SE-11B(FN).	ed by the U.S. Red by the U.S. Red provision for for a provision for for to ank foreign affilitor (positive, caros operating ive or negative), 7 fiscal year. Not the than \$40 mill ppropriate. Foreign after than \$40 mill LS. Reporter in file.	eporter in f eign incorr e or negativ iate of a no i revenues, e Nunbanh les or gros lion (positiv gn affiliates scal year 2 scal year 2	iscal year 20 ne taxes was ve) at the en nbank U.S.† excluding si torreign affi s operating ve or negativ s of bank U.S 007 for whic than \$250 r	ar 2007 for was greater e end of, or J.S. Reporter ng sales ne of these na affiliates of ting gativel, k U.S. which assets, 250 million	6	This histo							
	Name of foreign affiliate	BEA USE	Country of location	BEA USE	Primary industry code ⁷	U.S. Repercer	U.S. Reporter's percentage of ownership	Total assets	50	Total liabilities	ities)	Sales or gross operating revenues	' gross revenues	Net inco after inco	Net income (loss) after foreign income tax	Number of employees	t s
	(1)	(2)	(3)	OINLY (4)	(5)	Direct (6)	Indirect ² (7)	(8) Mil. Thous.	Pols:	(9) Mil. Thous	s. Dols.	Mil. Th	(10) Thous. Dols.	Mil.	(11) Thous. Dols.	(12)	
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	2 5009	2	ñ	4	ß	Q	7	8		б		10	onu	11		12	
N REVERSE	¹ See Form BE-11B(LF), pages 13 and 14 or Guide to Industry Classifications for International Surveys, 2002, for code: enter code which accounts for largest amount of sales or gross operating revenues, excluding sales taxes. ² To calculate indirect ownership percentages — See Instruction Booklet , Part I.B.1.c.	to Industry amount of sa See Instruct	e to Industry Classifications for Interna amount of sales or gross operating re See Instruction Booklet , Part I.B.1.c.	national Sur revenues, ex c.	veys, 2002, «cluding sales ta»	kes.								ents.	Page No. of of of this Supplement A		pages

FORM BE-11A (REV. 1/2008)	-11A Supplement A — Continued	L	Listing of Foreign Affiliates Established or Acquire	Affiliate:	s Establishe	d or Acc	quired in	id in 2007							Page No. of of of this Supplement A	of	Pages
	Name of foreign affiliate	BEA USE	Country of location	BEA USE	Primary industry code ¹	U.S. Re percer owne	U.S. Reporter's percentage of ownership	Lotal assets	ssets	Fotal	Total liabilities	Sale	Sales or gross operating revenues		Net income (loss) after foreign income tax		Number of emplovees
	()	ONLY (2)	(3)	ONLY (4)	(5)	Direct (6)	Indirect ² (7)	Mil. 6 ho	(8) Thous. Dols.	Mil.	(9) Thous. Dols.	S. Mil.	(10) Thous. Dols.		(11) Thous. Do		(12)
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5015		7	m	4	م	ω	7	ω		თ	<u>n-10</u>	ALL RO	urp	=		12	
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5019		2	ε	4	ß	ø	7	8		б		10	011	7		12	
¹ Se foi ² To	¹ See Form BE-11B(LF), pages 13 and 14 or Guide to Industry Classifications for International Surveys, 2002, for code: enter code which accounts for largest amount of sales or gross operating revenues, excluding sales taxes. ² To calculate indirect ownership percentages — See Instruction Booklet, Part I.B.1.c.	to Industry (mount of sa ee Instruct	Classifications for Interr iles or gross operating i ion Booklet , Part I.B.1.	iational Surv evenues, ex c.	eys, 2002, cluding sales tax	es.								ents.			

2007 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD FORM BE-11A ADDITIONAL INSTRUCTIONS BY ITEM

Part I — IDENTIFICATION OF U.S. REPORTER

-24 13.-

Sales or gross operating revenues of fully consolidated domestic U.S. Reporter by industry of sales or gross operating revenues. (Dealers in financial instruments and finance, insurance, and real estate companies see Special Instructions. Also see Additional Instructions for item 33.)

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

Part III — FINANCIAL AND OPERATING DATA OF U.S. REPORTER 1ey

- Section A Distribution of Sales or Gross Operating Revenues (Items 33—39)
- **33. Sales or gross operating revenues, excluding sales taxes** Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added taxes and excise taxes levied on manufacturers, wholesalers, and retailers. 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 on page 4, item 41. Comparies with ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 should include interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income on this line. (Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions**.
- Sales of goods Goods are normally economic outputs that are tangible. Report as sales of goods:
 - Mass produced media, including exposed film, video tapes, DVD's, audio tapes, and CD's
 - 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 item 38.
 - Magazines and periodicals sold in retail stores NOTE: Report subscription sales as sales of services in item 38.
 - 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 item 38.

38. 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
- Premiums earned by companies engaged in insurance activities NOTE: 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.
- 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 item 37.
- 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
- Electricity transmission and distribution, natural gas distribution, and water distribution
- 39. 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 item 38.

- Section C Number of Employees and Employee
 Compensation
- 51. and 52.; 54. and 55.

Managerial, professional and technical employees — Cove employees in Standard Occupation Classification System (SOC) groups 11—29 listed below: Covers

- Management Occupations
 13 Business and Financial Operations Occupations
 15 Computer and Mathematical Occupations
 17 Architecture
- 17 Architecture and Engineering Occupations
- 19 Life, Physical, and Social Science Occupations
- 21 Community and Social Services Occupations
- 23 Legal Occupations 25 Education, Training, and Library Occupations
- 27 Arts, Design, Entertainment, Sports, and Media Occupations
- 29 Healthcare Practitioners and Technical Occupations

All other employees — Covers employees in SOC groups 31—55 listed below:

- 31 Healthcare Support Occupations
- 33 Protective Service Occupations
- 35 Food Preparation and Serving Related Occupations
- 37 Building and Grounds Cleaning and Maintenance Occupations
- 39 Personal Care and Service Occupations
- 41 Sales and Related Occupations
- 43 Office and Administrative Support Occupations
- 45 Farming, Fishing, and Forestry Occupations
- 47 Construction and Extraction Occupations
- 49 Installation, Maintenance, and Repair Occupations
- 51 Production Occupations
- 53 Transportation and Material Moving Occupations
- 55 Military Specific Occupations

The **SOC** and related information can be found at the Bureau of Labor Statistics web site www.bls.gov. Using the A–Z index, select Standard Occupational Classification (SOC).

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

Wages and salaries — Report gross earnings of all employees before deduction of employees' payroll withholding taxes, social insurance contributions, group insurance premiums, union dues, etc. Include time and piece rate payments, cost of living adjustments, overtime pay and shift differentials, bonuses, profit sharing amounts, 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 in "employee benefit plans".)

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

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

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

59. Expenditures for property, plant, and equipment (PP&E) — Include items leased from others (including land) under capital leases. Also include the capitalized value of timber, mineral, and similar rights leased by the U.S. Reporter from others. 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 2007.

For U.S. Reporters engaged in exploring for, or developing, natural resources, include exploration and development expenditures made during FY 2007 that were capitalized, including capitalized expenditures to acquire or lease mineral rights. Do not include adjustments for expenditures charged against income in prior years but subsequently capitalized during FY 2007.

BE-11A

Section F — Technology

R&D includes the following:

- The planned, systematic pursuit of new knowledge or understanding toward general application (basic research);
- The acquisition of knowledge or understanding to meet a specific, recognized need (applied research); and
- The application of knowledge or understanding toward the production or improvement of a product, service, process, or method (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 organizational units of the company or conducted by company laboratories and technical groups that are not a part of a separate R&D organization.

Exclude expenditures for quality control; routine product testing; market research; sales promotion, sales service, and other nontechnological activities; routine technical services; research in the social sciences or psychology; geological and geophysical exploration activities, and advertising programs to promote or demonstrate new products or processes

Include all costs incurred to support R&D. Include wages, salaries, and related costs; materials and supplies consumed; R&D depreciation, cost of computer software used in R&D activities; utilities, such as telephone, telex, 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.

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

S

- A. Certain realized and unrealized gains (losses) (item 41) for (1) dealers in financial instruments and finance and insurance companies, and (2) real estate companies.
 - Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies — Include in item 41:
 - impairment losses as defined by 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 FAS 142

EXCLUDE from item 41, unrealized gains or losses due to changes in the valuation of financial instruments that are taken directly to owners' equity.

EXCLUDE from item 41, income from explicit fees and commissions. Include income from these fees and commissions as operating income in items 24 and 33 and as sales of services in item 38.

2. Real estate companies — Include in item 41:

- impairment losses, as defined by FAS 144 and
- goodwill impairment as defined by FAS 142

EXCLUDE from item 41 the revenues earned and expenses incurred from the sale of real estate you own. Such revenues should be reported as operating income in items 24 and 33 and as sales of goods in item 37.

B. Special instructions for insurance companies

- 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 national insurance departments, e.g., include assets not acceptable for inclusion in the annual statement to an insurance department such as:
 non-trusteed or free account assets and 2. nonadmitted assets, including furniture and equipment, agents' debit balances, and all receivables deemed to be collectible. Include mandatory securities valuation reserves that are appropriations of retained earnings in the owners' equity section of the balance sheet, not in the liability section.
- 2. Instructions for reporting specific items
 - a. Sales or gross operating revenues, excluding sales taxes (item 33) — Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. Exclude income from equity investments in unconsolidated business enterprises and exclude certain realized and unrealized gains or losses that are to be reported in item 41.
 - b. Certain realized and unrealized gains (losses) (item 41) See Special Instructions, A.1.
 - C. Sales of services (item 38) Include premium income and income from other services, if any.
 - d. Investment income (item 39) 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.
 - e. Expenditures for property, plant, and equipment (item 59) Include expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET.

FORM BE-11B(LF) (REV. 1/2008)			OMB N	lo. 0608-0053: Appro	oval Expires 11/30/201
BUREAU OF ECONOMIC ANALYSIS					
U.S. DEPARTMENT OF COMMERCE					-
2007 ANN		OF U.S. DIE DATORY – CO	RECT INVESTM	ENI ABROA	D
(Report for Maj	BE jority-Owned N	E-11B(LF) (LON(onbank Foreigi	G FORM) n Affiliate of Nonb	ank U.S. Repo	rter)
DUE DATE — A complete BE-11 re	port is due May 30, 2	008	-19	el	*5
MAIL REPORTS TO:	BEA USE ONLY	Affiliate ID Num	ber 0	ours	den B
U.S. Department of Commerce Bureau of Economic Analysis BE-69(A)	1. Name of U.S. Re	l porter of foreign affi	liate — Same as item 1, F	Form BE-11A	
Washington, DC 20230		forn	purpare	av-res	
DELIVER REPORTS TO: U.S. Department of Commerce	2 Norre of fourt	vey itor		N	
Bureau of Economic Analysis BE-69(A)	2. Name of foreign this affiliate with	the Bureau of Econo	ed — Use the same name omic Analysis, e.g., BE-57	e on all reports filed 7.	subsequently for
Shipping and Receiving, Section M-100 1441 L Street, NW	rica. int	curves	ion		
Washington, DC 20005	5 f01	it ma			
Please read the Instruction Booklet,	which contains defin	itions and reporting	requirements, before con	npleting this form. "	Additional"
Instructions specific to line items a companies are provided at the back	of this form.	ctions for dealers in	financial instruments an	d finance, insurance	, and real estate
 Who must report — The nonbar total assets; sales or gross operat than \$150 million (positive or neg reporting requirements. 	ing revenues, exclud	ling sales taxes; or n	et income after provision	for foreign income	taxes was greater
Foreign affiliate's 2007 fiscal Instruction Booklet: Part II.A.	year — The foreign a	affiliate's financial re	porting year that has an e	ending date in calend	dar year 2007. See
Translation of foreign currence	y financial and ope	erating data into U	. S. dollars — Use U.S. G	enerally Accepted A	ccounting Principles
(FAS 52). See Instruction Booklet	t, Part IV.B.			Bil. Mil.	Thous. Dols.
 Currency amounts — Report in enter amounts in the shaded por 	n U.S. dollars round	ded to thousands (omitting 000). Do not	1	335
If an item is between + or - \$5				as	
Contact us for help — Telephone	ne: 202–606–5566; FA	X: 202–606–5312 or !	5317; E-mail: be10/11@be	a.gov.	
Part I See	— IDENTIFICATI Additional Instruct	ON OF MAJORIT tions for Part I on p	Y-OWNED FOREIGN page 10 at the back of a	AFFILIATE this form.	
3. Country of location — Countr carried out — Mark (X) one.	y in which this fore	eign affiliate's phy	sical assets are located	l or where its prim	ary activity is
1007 1601 Australia 1307	France	14 🗌 Japan	¹ 327 United Kingdo	om	
1202 Brazil 1308 1100 Canada 1611		13 Mexico 19 Netherlands	1 Other — Spec		
¹ 650 China ¹ 314	0 0 1	25 Switzerland			
				1009 Month	Day Year
4. The ending date of this foreig		-			2007
5. Did the foreign business ente		•	eviously owned by the U.S		
	J.S. Reporter — Mark	k (X) one			
2	the foreign affiliate? voting interest of 10	percent or more in a	n existing foreign compa	ny? Enter date	h Year
¹ 2 No					
Remarks					

		F	Part I — IDENTIFICA	TION OF MAJOR	ITY-OWI	NED FO	REIGN AI	FILIATE	— Continue	d
										nership at close cal year
			SHIP IN THIS FOREIGN					E	quity interest	Voting interest
	applicable, i	f an ir	a tenth of one percent, b ncorporated affiliate, or a ffiliate, held directly by	ased on total voting s an equivalent interest	tock, as if an				2007	2007
	unncorpora	leu ai	mate, neid unectly by					1	(1)	(2)
			amed in item 1 — Repo					1012	. %	. %
7.	Other fore complete it		ffiliate(s) of U.S. Repo 4 and 15.	rter named in Item	1 — If en	try is mad		1013	11.	
8.	Other U.S. must be "Ye		orter(s) of this foreign	affiliate — If entry is	s made he	ere, item 1	16	1014	<i>les</i>	² , , %
9.	Foreign af		e(s) of other U.S. Repo	rter(s) — If entry is r	nade here	e, item 16	-05	1015	لا مح	2
	must be re	95.			40 ^{(f}	~	TP-	(C	- res	2
10.	Other U.S.	pers	ons	ley		ηV.	m ^s	1016	<u> </u>	. %
11.	Foreign pe	rsons	s in this affiliate's cou	ntry of location (no	t reported	l above)		1017		. %
12.	All other f	oreig	n persons (not reported	labove)	Je'	3	.10.	1018		. %
13.			CTLY HELD VOTING C	WNERSHIP INTERE	STS —	t10.	→	1019		2 100.0 %
14.	INDIRECT	OWN	ERSHIP IN THIS FORE		there is a	n entry in	item 7,			2
	enter U.S.	Report	ter's percent of indirect of .1.c, for instructions on l	ownership in this affil	iate. See I	nstructio	on	1020		. %
15.	Identificat	ion o of eac	f foreign affiliate pare	nt(s) — If there is an U.S. Reporter named	entry in i in item 1	tem 7 — E holding a	Enter below direct owr	, the nam ership int	e(s) and percent erest in this fore	(s) of ign
	affiliate. Àls	so, for	each foreign affiliate in foreign affiliate that hold	column (a) that is bel	ow the fir	st tier in i	ts ownersh	ip chain, e	nter in column (č)
		Foreig	gn affiliate(s) holding dir	ect ownership interes	t in this fo	oreign affi	liate		Name of f	oreign affiliate, if
	Ento		Name and ID Number and BEA ID Number of	offoroign	BE	Δ	Percent ownersh	ip in this	any, in o that holds	wnership chain direct interest in
	affilia	te(s) ł	holding a direct ownersh in this foreign affiliate.	ip interest		E	foreign Close F			ffiliate named in Ilumn (a)
			(a)		1		(b			(c)
							2			
a.				1191	1		2	. %		
b.								. %		
				1192	1		2	. /0		
C. 1193 . %										
							2			
	TOTAL — M	lust ed	qual percentage entered	in Item 7		▶ 1021		. %		
16.	Do two or rights? Ma	more ark (X)	U.S. persons each di	rectly or indirectly	own or c	ontrol at	least 10 p	ercent of	f this foreign a	ffiliate's voting
	1022 ¹ 1] 🗆 Y	(es — Item 8 or 9 must I	have an entry, and ite	m 17 mus	st be comp	pleted.			
	¹ 2	י 🗆 [See Instruction B No — Skip to item 22	ooklet, Part Í.B.2.d.(2)						
17.	If the answe	er to i	tem 16 is "Yes," give nar	me(s) and mailing add	dress(es) o	of the othe	er U.S. Rep	orter(s).		
	_		Name					Mailin	g address	
18.	BEA USE	1024	1	2	3			1	5	
19	ONLY BEA USE	1025	1	2	3			1	5	
	ONLY									
20.	BEA USE ONLY	1026	1	2	3			1	5	
21.	BEA USE ONLY	1027	1	2	3			1	5	
Rer	marks				I					

BE-	11B(LF)			A	Affiliate ID N	umbe	r			В
		Part I — IDENTIF	ICATION OF MAJOI	RITY-O	WNED FOR	EIGN	AFFILIATE — Conti	nued		
22.	Major activi	ity of foreign affiliate	— Mark (X) one							
	Select the on select the act	e activity below that bes tivity based on its last ac	t describes the major act tive period; for "start-up:	tivity of t s," select	the foreign aff t the intended	iliate. activi	For an inactive affiliate, ty.			
	1028 1 1 1 2 1 3	Producer of goods Seller of goods the fore Producer or distributor	ign affiliate does not proc of information	duce		vider o er – <i>S</i> µ	of services pecify	\	<u> </u>	
							0119			4
23.	What is the	MAJOR product or se	ervice involved in this sale, packaged, transport	activity	? If a product (For example	brief "Man	fly state what is done to it, nufacture widgets.")	, i.e., whether	it is	
	1029					_	are at re	SP SP		
	revenues) – sales or gros of each code Surveys, 20 period. Holdi	- Enter the 4-digit Intern s operating revenues as , see the Guide to Indu 02. For an inactive affil ng companies (ISI code	affiliate (based on sal ational Surveys Industry sociated with each code stry Classifications for ate, enter an [SI code ba 5512) must show total in	les or gi (ISI) coo . For a fu or Intern ased on i acome a	ross operation de(s) and the ull explanation tational ts last active s reported in	ng	ISI code	Sales of operating (2	revenues	
	item 39. Hold items 24-32.	ling companies see Add	litional Instructions or	n page 1	0 for Part I,	ŀ	1	2	inous. D	7015.
24.	Largest sales	or gross operating reve	enues	<u>), </u>		1030		\$		
25	2nd laws act a	an	Curaliti			1031	1	2		
25.	Znd largest s	ales or gross operating	revenues				1	2		
26.	3rd largest sa	ales or gross operating	revenues			1032				
		2.00					1	2	j.	
27.	4th largest sa	ales or gross operating i	revenues			1033	1	2		
28.	5th largest sa	ales or gross operating i	revenues			1034				
	, N						1	2		
29.	6th largest sa	ales or gross operating i	revenues			1035				
20	7th largest sa	ales or gross operating i	0000000			1036	1	2		
30.	7 th largest se		evenues			1050		2		
31.	Sales or gros	s operating revenues n	ot accounted for above			1037				
32.			TING REVENUES — Se	um of				2		
	items 24 thro	1	2	3	\rightarrow	1038	4	\$ 5		
33.	BEA USE									
	ONLY	1	2	3			4	5		
	1040									

Remarks

Part II — FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGI		LIATE	
Section A — Income Statement — See Additional Instructions for Part II, Section A, on page 10 at the back of this form.		Amount	
• INCOME		Bil. Mil. Thous.	Dols.
34. Sales or gross operating revenues, excluding sales taxes — Must equal item 47, column (1).		1	
(Dealers in financial instruments see Special Instructions , A.1., page 12; insurance companies see Special Instructions , B.3.a., page 12.)	2041	\$ 1	1
35. Income from equity investments in foreign affiliates — For foreign affiliates owned 20 percent	110	1	1
or more (including those that are majority-owned), report equity in earnings during the reporting period; for those owned less than 20 percent, report dividends or distributed earnings for	-		
unincorporated affiliates. Do not include interest income.	2042		5.
	00.40	1 sen	
 36. Income from other equity investments 37. Certain realized and unrealized gains (losses) — Read the following instructions carefully as they are 	2043		
heard on accomption accounting concepts and in come accordingly deviate frame what is not actively the	~	8 01	1
income tax effect in item 41. Report gains (losses) resulting from:	ree		
a. Sales or other dispositions of financial assets, including investment securities; FAS 15 holding gains			1
(losses) on securities classified as trading securities; and FAS 115 impairment losses. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and			1
finance and insurance companies, see Special Instructions , A.1., page 12.			1
 b. Sales or other dispositions of land, other property, plant and equipment, or other assets, (other than from the sale of inventory assets in the ordinary course of business), and FAS 144 impairment losses. (Real estate companies, see Special Instructions, A.2., page 12.) 			1
c. Goodwill impairment as defined by FAS 142.			
d. 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,			1
and fees to accountants, lawyers, consultants, or other contractors. Include actual payments, and charges to established reserves for future expected payments, in item 40 (cost of goods sold or services rendered and selling, general, and administrative expenses).)			1
 Disposals of discontinued operations. (Exclude income from the operations of a discontinued segment. Report such income as part of your income from operations in items 32 and 34.) 			1
f. Re-measurement of foreign affiliate's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the reporting period.			1
g. Extraordinary, unusual, or infrequently occurring items that are material, including uninsured losses from accidental damage or disasters and other material items, including write-ups, write-downs, and write-offs of tangible and intangible assets and gains (losses) from the sales or other dispositions of capital assets. (Exclude insured losses and legal judgments. Include in item 40.)			
h. The cumulative effect of a change in accounting principle.			1
 Change in accounting estimate of provision for expected stock option forfeitures under the inception method as defined by FAS 123. 	2044	1	
38. Other income — Specify			
	2045		
	2045	1	
39. TOTAL INCOME — Sum of items 34 through 38	2046	\$	
COSTS AND EXPENSES		1	
40. Cost of goods sold or services rendered and selling, general, and administrative expenses — (Insurance companies see Special Instructions, B.3.c., page 12.)	2047		
expenses — (insurance companies see Special Instructions, b.s.c., page 12.)	2047	1	
41. Foreign income taxes — Provision for foreign income taxes for FY 2007	2048		
42. Other costs and expenses not included above, including minority interests in income (loss) that arise out of consolidation — Specify		1	
			l l
	2049		
		1	
43. TOTAL COSTS AND EXPENSES — Sum of items 40 through 42	2050	\$	
44. NET INCOME (LOSS) — Item 39 minus item 43	2051	\$	
ווסוומוגס			

BE-11B(LF)	Affiliate ID Number		
Part II — FINANCIAL AND OPERATING DATA O	MAJORITY-OWNED FOREIGN AF	FILIATE	— Continued
ADDENDUM			
45. INSURANCE INDUSTRY ACTIVITIES — Premiums earned Report premiums earned and losses incurred for insurance rela (Insurance carriers, except life insurance carriers) and 5249 (Life	ted activities covered by industry codes 52	43	
a. Of the total sales and gross operating revenues report revenues generated by insurance related activities cov	and by inductive codes E242 or E2402		or
²¹⁸⁰ ¹ 1 Yes – Answer b and c	ered "Yes."	O.	
	longint	1.	Amount
NOTE: Complete b and c ONLY if a is answe	ered "Yes."		Bil. Mil. Thous. Do
b. Premiums earned – Report premiums, gross of commission reporting year. Calculate as direct premiums written (includi plus reinsurance premiums assumed, minus reinsurance pre premiums at the beginning of the year, minus unearned pre <u>Exclude</u> all annuity premiums. Also <u>exclude</u> premiums and pre adjustable life, variable and interest-sensitive life, and variable	miums ceded, plus unearned niums at the end of the year. blicy fees related to universal and	→ 2181	\$
c. Losses incurred — Report losses incurred for the insurance <u>Exclude</u> loss adjustment expenses and losses that relate to to universal and adjustable life, variable and interest-sensitiv policies.	nnuities. Also <u>exclude</u> losses related /e life, and variable-universal life		
For property and casualty insurance, calculate as net losses minus net unpaid losses at the beginning of the year, plus n year. In the calculation of net losses, include losses on reins companies and exclude losses on reinsurance ceded to othe both case reserves and losses incurred but not reported.	et unpaid losses at the end of the urance assumed from other		
For life insurance, losses reflect policy claims on reinsurance sold, minus losses recovered from reinsurance ceded, adjust			1
unpaid, and in the course of settlement. 46. WHOLESALE AND RETAIL TRADE INDUSTRY ACTIVITIES	- Goode nurchased for resale without	→ 2182	÷
40. WHOLESALE AND RETAIL TRADE INDOSTRY ACTIVITIES Wholesale trade industry activities include the wholesale trade durable goods is covered by industry codes 4231 through 4239. codes 4241 through 4249.	of durable goods and nondurable goods. T	he whole	esale trade of
Retail trade industry activities are covered by industry codes 44 See the <i>Guide to Industry Classifications for International Surve</i> trade industry codes listed above.			
a. Of the total sales and gross operating revenues report of the sales or revenues generated by wholesale or ret	ed in item 32, column 2, were any ail trade activities?		
²¹⁸³ 1 Yes – Answer b and c			
1 2 No – Skip to item 47			Amount
NOTE: Complete b and c ONLY if a is answe	ered "Yes."		(1) Bil. Mil. Thous.
b. Enter the cost of goods purchased for resale without f	urther processing during the		1
fiscal year that ended in calendar year 2007.		→ 2184 BALA	\$ I
	Close FY 2	2007	Close FY 2006 (Unrestated)
	(1) Bil. Mil. T	hous. Dols	(2) Bil. Mil. Thous. Do
c. Enter the closing balances at the end of fiscal years 20 inventory of goods purchased for resale without furth			2 \$
inventory of goods parendsed for result without furth	1		2
BEA USE ONLY	2064		
Remarks			

Part II — FINANCIAL AND OPERATING DATA OF MAJORITY-OWNED FOREIGN AFFILIATE — Continued - Distribution of Sales or Gross Operating Revenues — See Additional Instructions for Part II, Section B, on page 10 Section B at the back of this form. Distribute sales or gross operating revenues among three categories – sales of goods, sales of services, and investment income. For the purpose of this distribution, "goods" are normally economic outputs that are tangible and "services" are normally economic outputs that are intangible. When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services are not separately billed), classify the sales as goods or services based on whichever accounts for a majority of the value. Give best estimates if actual figures are not available. Insurance companies also see **Special Instructions, B.3.d. and e., page 12**. 47. Sales or gross operating Sales to U.S. Local sales Sales to other countries revenues, excluding sales taxes **TOTAL** Column (1) equals the sum of columns (2) P a. Column (1) equals item 34. To other To other To unaffiliated foreign affiliates of the U.S. foreign affiliates of the U.S. To unaffiliated To unaffiliated through (7) To U.S Reporter(s) **b.** Each col-umn of line customers customers customers Reporter(s) Reporter(s) 47 equals the sum of items 48, 49 (1) Bil. Mil. Thous. Dols. (5) (2) (6) (7) (3) and 50. 5 6 \$ \$ \$ 2054 **BY TYPE** 48. Sales of goods 2055 5 49. Sales of services 2056 50. Investment income 205 5 6 2057 - Number of Employees and Employee Compensation — See Additional Instructions for Part II, Section C, on Section C page 10 at the back of this form. **NUMBER OF EMPLOYEES** — Employees on the payroll at the end of FY 2007 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 2007. If the number of employees at the end of FY 2007 (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 2007. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate. **EMPLOYEE COMPENSATION** — Sum of **wages and salaries** and **employee benefit plans**. Expenditures made by an employer in connection with the employment of workers, including cash payments, stock based compensation, payments in-kind, and employer expenditures for employee benefit plans including those required by statute. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include amounts related to activities of a prior period, such as those capitalized or charged to inventories in prior periods. Number of employees 51. TOTAL NUMBER OF EMPLOYEES — Sum of items 52 and 53 2065 By Standard Occupation Classification (SOC) — See Additional Instructions on page 10, at the back of this form, for a list of the major SOC groups 52 Managerial, professional and technical employees (SOC 11-29) 2066 All other employees (SOC 31-55) 2067 53 Amount Thous, Dols Bil. Mil. • EMPLOYEE COMPENSATION 54. TOTAL EMPLOYEE COMPENSATION — Sum of items 55 and 56 2070 **By Standard Occupation Classification (SOC)** 55. Managerial, professional and technical employees (SOC 11-29) 2073 56 All other employees (SOC 31-55) 2074 57. If total employee compensation, item 54, is zero, is the compensation on the payroll of another foreign affiliate? 2075 1 Yes No — Explain why compensation is zero. 2 58. BEA USE ONLY 2076 Remarks

BE-1	1B(LF)	filiate ID Number				В				
	Part II — FINANCIAL AND OPERATING DATA OF MAJ	ORITY-OWNED	FOREIGN AFF	ILIATI	E — Continued	·				
ba	Section D — Balance Sheet — See Additional Instructions for Part II, Section D, on page 11 at the back of this form. Disaggregate all asset and liability items in the detail shown. Show accounts receivable and payable									
be	saggregate all asset and liability items in the detail shown. Show account tween the U.S. Reporter and its foreign affiliate in the proper asset and illate. Do not report them as a net amount.				Balance at close of fiscal year					
	SSETS (Insurance companies see Special Instructions, B.2., page 12	2)		3/11	Bil. Mil. Thous.	Dols.				
	Cash items	-)	Joy Y	2077	\$					
60.	Inventories		ongont	9 2081	1 sent	5.				
61.	Other current assets	isnu	ces	2082						
	Property, plant, and equipment — Gross	m jurpo	reat	2084		 				
63.	Accumulated depreciation and depletion	nrms	anne	2085	1	 				
	Equity investments in other foreign affiliates of which this aff affiliates owned 20 percent or more (including majority-owned affiliat foreign affiliates owned less than 20 percent in accordance with FAS	tes) on an equity ba	sis. Report		1					
	appropriate.	10 ¹		2086	1					
65.	Other noncurrent assets — Other noncurrent assets not reported e	lsewhere		2089	1	 				
66.	TOTAL ASSETS — Sum of items 59 through 65		>	2090	\$					
• 11	ABILITIES (Insurance companies see Special instructions, B.3.f., pa	ge 12)			1	 				
67.	Trade accounts and trade notes payable, current			2091	1					
68.	Other current liabilities and long-term debt			2092		1				
69.	Other noncurrent liabilities			2093	1	1				
70	TOTAL LIABILITIES — Sum of items 67 through 69			2094	1 \$					
	WNERS' EQUITY — INCORPORATED AFFILIATE ONLY, complete item	ns 71 through 77	F	2004	1	1				
71.	Capital stock and additional paid-in capital			2095						
72.	Retained earnings (deficit)			2096	1	1				
	Accumulated other comprehensive income (loss)		Balance at cl of fiscal ye							
			Bil. Mil. The	us. ^I Dols.		l I				
73.	Translation adjustment component	2097	1 \$			1				
74			1			 				
74. 75.		2098	\$		1					
76	Equals sum of items 73 and 74. Other — Include treasury stock and involuntarily (or legally) restricte	d corpingo - Epos	••••	2099	1	 				
70.	Other — include treasury stock and involuntarily (of regary) restricte	a earnings — Spec	пу]						
				2100		 				
77.	TOTAL OWNERS' EQUITY (INCORPORATED FOREIGN AFFILIAT minus item 70 and, equals the sum of items 71, 72, 75, and 76		66	2101	1 \$	1				
• 0	WNERS' EQUITY — UNINCORPORATED AFFILIATE ONLY, complete i	tems 78 and 79			1					
78.	TOTAL OWNERS' EQUITY (UNINCORPORATED FOREIGN AFFIL Equals item 66 minus item 70.	.IATE) —		2102		 				
79.	Translation adjustment — Cumulative amount at year end (per FA) item 78 representing the affiliate's cumulative translation adjustment		n of	2103	1	1				
Rem	arks									

Sec	Part II — FINANCIAL AN							-OWN	ED F	OREIG	IN AFFI		— Cont	inued	
300	tion E — Composition of Ext			Fore		TTIllate									
• CLC 80.	DSE FY 2007 Current and noncurrent receivables and financial investments —	Equ co	TOTAL lals sum of lumns (2) rough (5) (1)			With U. orter(s) affiliat (2)	of this		other erson (3)			ersons i ffiliate's of locat (4)		With othe eign pers (5)	
	Column (1) equals those accounts included in item	Bil. Mil	. Thous.	Dols.	Bil.		Thous.	Bil. N		Thous.	Bil. M	110	ous. Bil.		hous.
	61 and 65 that are trade accounts and trade notes receivable and other receivables, net of		 							<u>n9</u>		•			<u>.</u>
	allowances for doubtful items; marketable securities; stocks; bonds;	1			2		. 6	3		0.5	4		5	den	
81.	and other investments 2104	\$ 1			2		n^{17}	3	502		a l	105	5		
	long-term debt —Column (1) equals thesum of items 67 and 68.2105	\$.0	18	0	9		52	re	Jey'				
	tion F — Property, Plant and Additional Instructions for P				11 at ti	he back	of this	form.		su					
and inta	E includes land, timber, minera other depreciable property; cor ngible exploration and develop resale. (Insurance companies se	nstruction ment cos	in progres	s; ar udes	nd cap other	italized types of	and exp	ensed t	tangik	le and				Amount . Thous.	Dols
	histe	ંક્લ		t	20	A							1		
82.	Expenditures for new and the Current-period depreciation			-	*0	<u> </u>					• • • • •	2109	\$ 1		
83.	equipment included in item 63			Curr	ent-pe		arges a	yainst p	roper	<i>//</i> 1	t, and	2111	-		
	BEA USE ONLY 2116	.1	ere			3				4			5		
Sec	tion G — Change in Retained	Earning	gs of Incor	rpora	ated F	oreign	Affilia	te or in	n Tota	al Own	ers' Equi	ty of	A	mount	
85.	Balance, close FY 2006 bef		atomont di	ue tr	a ch	ango ir	the e	ntity or	a ch	ango in			Bil. Mil	. Thous.	Dols.
	accounting methods or prin					angen				ange m		2117	\$		
• CH 86.	ANGES DURING FY 2007 Restatement due to a chang	ge in the	entity (i.e	ə., dı	ue to i	merger	s, acqu	isition	s, div	estitur	es, etc.)	or	1		
	due to a change in account	ing meth	ods or pri	incip	oles. –	– Speci	fy reaso	ons for c	hang	e		1			
												2118			
87.	Net income (loss) — Enter ar	mount fro	om item 44.									2119	1		
88.	Dividends or net income ret Incorporated affiliate — Enter	mitted to	o owners		larad	before	deducti	on of w	ithhol	ding ta		f	1		1
	curren	nt- and pr	ior-period i dividends.	ncor	ne on	commo	on and p	referred	d stoc	k. Exclu	de stock	1			
	Unincorporated affiliate — Ent dur	ter amour ring FY 20		nt- an	id prio	r-perio	d net ind	ome re	mitteo	d to ow	ners	2120			
89.	Other increases (decreases) affiliate, including stock divide	ends and	liquidating	divid	dends,	or in to	otal own	ers' equ	uity of		corporate	d	1		
	unincorporated affiliate, incluc	ding capit	al contribut	tions	s (retur	n of ca	pital) —	Specify	/			1			
												2122			
90.	Balance, close FY 2007 — S affiliate, this item equals item										d	- 2123	1 \$		
Sec	tion H — Interest and taxes												A	Amount	
91.	Interest income — Interest red	ceived or	due to the	affili	ate fro	om all p	ayors (i	ncluding	g affili	ated			Bil. Mi	l. Thous.	Dols.
	persons), net of tax withheld at Do not net against interest expe			all in	nterest	receipt	s includ	ed in ite	ems 3	4 and 3	8.	2124	\$		
	Interest expensed or capitali payees (including affiliated pers											2125	1		
93.	Taxes (other than income an royalty payments) — Report a revenues or expenses in the inc	d payrol all such ta	I taxes) an ixes and no ement. Inclu	nd no ontax ude a	ontax apaym amour	payme ients wi	nts (ot hether of or accr	h er tha r not in ued for	n pro clude	ductio d in	n		1		
	refunds or credits, to foreign go a. Sales, value added, consump	ption, and				•			ods a	nd					
	services that the affiliate solo b. Property and other taxes on		of assets a	and c	apital;	;									
	 c. Any remaining taxes (other t d. Import and export duties, lice nontax liabilities (other than 	ense fees	, fines, pen	altie	s, and	all othe	er paym ral reso	ents or urces).	accru	als of					
Sec	tion I — Technology — See A	·							1 at th	e back	of this for	2127 rm.		mount	-
	SEARCH AND DEVELOPMEN					·		, 0						Amount I. Thous.	Dols.
fore affil	eign affiliate, including R&D per liates) under contract. This is the	formed b e basis or	y the affiliat n which Nat	te fo tiona	r othe al Scier	rs (inclu nce Fou	iding th Indatior	e U.S. R survey	leport s reqι	er or its Jest info	other foi prmation	reign on	1		
	D. (Exclude the cost of any R&D re of R&D performed by the U.S									e affilia	te's alloc	ated			
Inclu taxe	ude all costs incurred in perforn as and other taxes (except incon	ning R&D ne taxes),	, including materials ;	depi and s	reciatio supplie	on, amo es, alloo	ortizatio cated ov	n, wage erhead,	s and and i	salaries ndirect	s, propert costs.	У			
	R&D performed BY the affili											2138	\$		
	BEA USE 1 ONLY 2129		2			3				4			5		
	BEA USE 1		2			3				4			5		

В

BE-11B(LF)	Affiliat	e ID Number			B
Part III — U.S. EXPORTS TO AND U.S. IMPORTS	FROM	MAJORITY-OWN		ILIATE	
Goods only valued f.a.s. at port of exportation; do not include	services	s — See Instruction	Booklet, Part V.		
IMPORTA	ΝΤ ΝΟΤ	ES			
 Report U.S. exports of goods to and U.S. imports of goods from the foreign affiliate in FY 2007. 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 foreign affiliate by, or charged by the foreign affiliate to, a U.S. person. Foreign affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference, the "shipped" basis. If there is a material difference, the "shipped" basis. If there is a material difference, the "shipped" basis 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. 97. On what basis were the trade data in the section prepared? 1 "Shipped" basis with adjustments, because there i bases. 1 "Charged" basis with adjustments to correct for material basis with adjustments to correct	In-tra of goc not pr countr that cc shippi In-trar anothe the Ur one par countr Packat import value of the and in specifi should negoti Natur value service	nsit goods — Exclud dds that are in-transit. ocessed or consumed ry(ies) through which buntry(ies) only becau ng lines between the thist goods are goods de er via the United State inited States), and ini- tited States), and ini- tied States), and ini- tied States), and ini- tied general use co- ts of packaged genera- iss and imports at the information contained information contained in the included as the ated leasing fees for sale as exports and in the value (transmission at (X) one.	een the "charged" and	bods that are termediate nsit goods enter along the ng countries. ign country to da to Mexico via ls en route from foreign e via Canada). Include exports ar re. Value such .e., the market ded and the value t include exports neet the needs of a service and not include used on networks.	a
U.S. EXPORTS OF GOODS TO THIS FOREIGN			Shinned by U.S.	Shipped by eth	or
AFFILIATE (Valued f.a.s. U.S. port)		TOTAL	Shipped by U.S. Reporter(s)	Shipped by oth U.S. persons	er
		(1)	(2)	(3)	

U.S. EXPORTS OF GOODS TO THIS FOREIGN AFFILIATE (Valued f.a.s. U.S. port)		TOTAL		Shipped by U.S. Reporter(s)		Shipped by of U.S. persor	
		(1)	_	(2)		(3)	
		Bil. Mil. Thous.	Dols.	Bil. Mil. Thous.	Dols.	Bil. Mil. Thous.	Dols.
98. Total goods shipped in FY 2007 from the U.S.		1	l	2	i	3	
to this affiliate	4173	\$	I	\$	I	\$	I
U.S. IMPORTS OF GOODS FROM THIS FOREIGN AFFILIATE (Valued f.a.s. foreign port)		TOTAL		Shipped to U Reporter(s		Shipped to ot U.S. persor	
		(1)		(2)		(3)	
		Bil. Mil. Thous.	Dols.	Bil. Mil. Thous.	Dols.	Bil. Mil. Thous.	Dols.
00 Total goods shipped in EV 2007 to the U.S.		1		2		3	
99. Total goods shipped in FY 2007 to the U.S. by this affiliate	4178	\$		\$		\$	
		1		2		3	
100. BEA USE ONLY	4179						

Remarks

2007 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD FORM BE-11B(LF) ADDITIONAL INSTRUCTIONS BY ITEM

Part I — IDENTIFICATION OF FOREIGN AFFILIATE

Country of location — If the affiliate is engaged in petroleum shipping, other water transportation, or oil and gas drilling, and has operations spanning more than one country, use country of incorporation for country of location. For example, classify in country of incorporation an oil drilling rig that moves from country to country the performance that were 3. to country during the year.

6. Ownership by U.S. Reporter named in item 1.

Equity interest is the U.S. Reporter's direct ownership in the total equity (voting and nonvoting) of the affiliate. Examples of nonvoting equity include nonvoting stock and a limited partner's interest in a partnership.

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

-32 24.-

Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues. See Additional Instructions for Part II, Section A, item 34 below.

Holding companies (ISI code 5512) must show total income as reported in item 39. To be considered a holding company, income from equity investments (items 35 and 36) must be more than 50 percent of total income (item 39). In addition, normally at least 50 percent of total assets must consist of investments in affiliates. ISI code 5512, (holding company), is an invalid classification if more than 50 percent of income generated, or expected to be generated, by an affiliate is from non-holding company activities.

Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 12.

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

• Section A — Income Statement

- 34. Sales or gross operating revenues, excluding sales taxes Sales or gross operating revenues, excluding sales taxes — Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. 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 on page 4, item 37. Affiliates classified in ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 report interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income in this item. Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 12.
- **35. Income from equity investments in foreign affiliates** Report income from equity investments shown in item 64 of all foreign affiliates whether or not they are required to file a form BE-11B. Do not report interest income here. Report interest in item 34 or 38 as appropriate.
- **36. Income from other equity investments** Report income from equity investments included in item 65. Do not include interest income here. Report interest in item 34 or 38 as appropriate.
- Other income Report non-operating and other income not included in items 34—37.
- **40. Cost of goods sold or services rendered and selling, general, and administrative expenses** Report operating expenses that relate to sales or gross operating revenues (item 34) and selling, general, and administrative expenses. Include production royalty payments to governments, their subdivisions and agencies, and to other persons. Include depletion charges representing the amortization of the actual cost of capital assets but exclude all other depletion charges. Companies with ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 should include interest expense.
- **41. Foreign income taxes** Exclude production royalty payments and U.S. income taxes.
- **42.** Other costs and expenses not included above, including minority interests in income (loss) that arise out of consolidation Report the net effect of any minority interest in the income and expense items as a lump sum in this item.
- Section B Distribution of Sales or Gross Operating Revenues
- 47. -50.

Disaggregate the total sales or gross operating revenues into sales of goods, investment income, and sales of services.

Sales of goods — Goods are normally economic outputs that are tangible. Report as sales of goods:

- Mass produced media, including exposed film, video tapes, DVD's, audio tapes, and CD's. •
- 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 item 49.
- Magazines and periodicals sold in retail stores. NOTE: Report subscription sales as sales of services in item 49. Packaged general use computer software

S.

- 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 item 49. **49. 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.
- Premiums earned by companies engaged in insurance activities. NOTE: 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.
- 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 item 48.
- 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. Electricity transmission and distribution, natural gas distribution, ٠ and water distribution.

Report the source of real estate rental income in columns 2 through 7 based on the location of the property.

50. 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 item 49.

Finance or insurance companies that include investment income in Finance or insurance companies that include investment income in gross operating revenues should report the source of such investment income in columns 2 through 7 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. the intermediary

Section C — Number of Employees and Employee Compensation

52, 53, 55, and 56

Managerial, professional and technical employees — Cove employees in Standard Occupation Classification System (SOC) groups 11—29 listed below: Covers

- 11-Management Occupations
- 13-Business and Financial Operations Occupations 15-Computer and Mathematical Occupations 17-Architecture and Engineering Occupations

- 19-Life, Physical, and Social Science Occupations 21-Community and Social Services Occupations 23-Legal Occupations
- 25-Education, Training, and Library Occupations
- 27-Arts, Design, Entertainment, Sports, and Media Occupations
- 29-Healthcare Practitioners and Technical Occupations

All other employees — Covers employees in SOC groups 31—55 listed below:

- 31-Healthcare Support Occupations 33-Protective Service Occupations
- 35-Food Preparation and Serving Related Occupations 37-Building and Grounds Cleaning and Maintenance Occupations

- 39-Personal Care and Service Occupations 41-Sales and Related Occupations 43-Office and Administrative Support Occupations
- 45-Farming, Fishing, and Forestry Occupations 47-Construction and Extraction Occupations
- 49-Installation, Maintenance, and Repair Occupations 51-Production Occupations 53-Transportation and Material Moving Occupations
- 55-Military Specific Occupations

The **SOC** and related information can be found at the Bureau of Labor Statistics web site www.bls.gov. Using the A–Z index, select Standard Occupational Classification (SOC).

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

Section C — Number of Employees and Employee Compensation — Continued

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

Wages and salaries — Report gross earnings of all employees before deduction of employees' payroll withholding taxes, social insurance contributions, group insurance premiums, union dues, etc. Include time and piece rate payments, cost of living adjustments, overtime pay and shift differentials, bonuses, profit sharing amounts, 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 in "employee benefit plans.")

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

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

• Section D — Balance Sheet

- **59. Cash items** Include deposits in financial institutions and other cash items. Do NOT include overdrafts as negative cash. Instead, report overdrafts in item 68 (other current liabilities and long-term debt). Exclude certificates of deposits (CDs) of the affiliate representing cash on deposit with others. Instead, report CDs in item 61 (other current assets) or 65 (other noncurrent assets) as appropriate.
- **60. Inventories** Land development companies should exclude land held for resale (include in item 61). Finance and insurance companies should exclude inventories of marketable securities (include in item 61 or 65, as appropriate).
- 62. Property, plant, and equipment gross Report gross book value of land, timber, mineral rights and similar rights owned. Also include structures, machinery, equipment, special tools, deposit containers, construction in progress, and capitalized tangible and intangible exploration and development costs of the foreign affiliate. Include items on capital leases from others, per FAS 13. Exclude all other types of intangible assets, and land held for resale. (Unincorporated affiliates' possession whether or not carried on the affiliate's books or records. However, insurance companies see Special Instructions B.2, page 12.)
- **64.** Equity investments in other foreign affiliates of which this affiliate is a parent Report this affiliate's equity investment in other foreign affiliates of the U.S. Reporter(s), including branches of this affiliate. (If this line has an entry, item 35 should contain data.)
- **65. Other noncurrent assets** Include the noncurrent portion of CD's held by others; other equity investments; noncurrent marketable securities; other noncurrent investments; noncurrent trade accounts and trade notes receivable net of allowance for doubtful items; intangible assets net of amortization; and any other noncurrent assets not reported elsewhere. Report credit balances in these accounts in item 69, other noncurrent liabilities.
- **68. Other current liabilities and long-term debt** Include overdrafts, other current liabilities not included in item 67, and long-term debt. Include intercompany debt as well as debt with unaffiliated parties. Also include lease obligations capitalized per FAS 13 with an original maturity of more than one year or with no stated maturity.
- **69. Other noncurrent liabilities** Include noncurrent items but exclude long-term debt. Include deferred taxes and minority interest in consolidated subsidiaries.

- **71.** Capital stock and additional paid-in capital Include common and preferred, voting and nonvoting capital stock and additional paid-in capital.
- **72. Retained earnings (deficit)** Include earnings retained by the corporation and legally available for dividends; and earnings <u>voluntarily</u> restricted.
- 74. All other components of owner's equity Include the cumulative balance of unrealized holding gains and losses due to changes in the valuation of available-for-sale securities per FAS 115 and any other comprehensive income items required to be displayed separately from retained earnings as per FAS 130.
- Section F Property, Plant and Equipment (PP&E)
- 82. Expenditures for new and used PP&E Include items leased from others (including land) under capital leases. Also include the capitalized value of timber, mineral and similar rights leased by the affiliate from others. Exclude items the affiliate has sold under a capital lease.

Exclude from expenditures all changes in PP&E, resulting from a change in the entity (e.g., mergers, acquisitions, divestitures, etc.) or accounting principles during FY 2007.

For foreign affiliates engaged in exploring for or developing natural resources, include exploration and development expenditures made during FY 2007 that were capitalized, including capitalized expenditures to acquire or lease mineral rights. Do not include adjustments for expenditures charged against income in prior years but subsequently capitalized during FY 2007.

• Section I — Technology

- **94. Research and development expenditures** R&D includes the following:
 - The planned, systematic pursuit of new knowledge or understanding toward general application (basic research);
 - The acquisition of knowledge or understanding to meet a specific, recognized need (applied research); and
 - The application of knowledge or understanding toward the production or improvement of a product, service, process, or method (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 organizational units of the company or conducted by company laboratories and technical groups that are not a part of a separate R&D organization.

Exclude expenditures for quality control; routine product testing; market research; sales promotion, sales service, and other nontechnological activities; routine technical services; research in the social sciences or psychology; geological and geophysical exploration activities, and advertising programs to promote or demonstrate new products or processes.

Include all costs incurred to support R&D. Include wages, salaries, and related costs; materials and supplies consumed; R&D depreciation, cost of computer software used in R&D activities; utilities, such as telephone, telex, 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.

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

- Certain realized and unrealized gains (losses) for (1) dealers in financial instruments and finance and insurance companies, and (2) real estate companies.
 - Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies Include in item 37:
 - impairment losses as defined by 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 form statement, and
 - goodwill impairment as defined by FAS 142.

EXCLUDE from item 37, unrealized gains or losses due to changes in the valuation of financial instruments that are taken to other comprehensive income. Reflect such changes in item 74 (all other components of accumulated other comprehensive income. income (loss)).

EXCLUDE from item 37, income from explicit fees and commissions. Include income from these fees and commissions as operating income in items 32 and 34 and as sales of services in info item 49.

- Real estate companies Include in item 37:
 - impairment losses, as defined by FAS 144 and
 goodwill impairment as the final sector of the final sector of
 - goodwill impairment as defined by FAS 142.

EXCLUDE the revenues earned and expenses incurred from the sale of real estate you own. Such revenues should be reported as operating income in items 32, 34, and 47 and as sales of goods in item 48. Such expenses, including the net book value of the real estate sold, should be reported as costs of goods sold in item 40. Do not net the expenses against the revenues.

B. Special Instructions for insurance companies

1. When there is a difference between the financial and operating When there is a difference between the financial and operating data reported to the 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 national insurance departments, e.g., include assets not acceptable for inclusion in the annual statement to an insurance department, such as: 1. non-trusteed or free account assets and 2. nonadmitted assets, including furniture and equipment, agents' debit balances, and all receivables deemed to be collectible. Include mandatory securities valuation reserves that are appropriations of retained earnings in the owners' equity section of the balance sheet not in the liability section.

- Do not include assets of the U.S. Reporter held in the country of location of the affiliate that are for the benefit of the U.S. Reporter's policyholders.
- 3. Instructions for reporting specific items
 - a. Sales or gross operating revenues, excluding sales taxes (item 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 that is to be reported in item 35 and exclude certain realized and unrealized gains or locus that are to he reported in item 37. or losses that are to be reported in item 37.
 - b. Certain realized and unrealized gains (losses) (item 37) See Special Instructions, A.1.
 - Cost of goods sold or services rendered and selling, general, and administrative expenses (item 40) — Include costs relating to sales or gross operating revenues, such as policy losses incurred, death benefits, matured endownents, other policy benefits, increases in liabilities for future policy benefits, and other underwriting expenses.
 - Sales of services (item 49, column 1) Include premium income and income from other services, if any. See Additional Instructions for Part II, Section B., item 49, on page 10.
 - **Investment income (item 50, column 1)** 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 II, Section B, item 50, on page 10 to determine the location of the transactor of investment income.
 - f. Current liabilities and long-term debt (items 67 and 68) — Include current items such as loss liabilities, policy claims, commissions due, and other current liabilities arising from the ordinary course of business, and long-term debt. Include policy reserves in "Other noncurrent liabilities," item 69, unless they are clearly current liabilities.
 - **Expenditures for property, plant, and equipment** (item 82) Include expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET (e.g., include expenditures that have been classified in "other noncurrent assets"). g.

SUMMARY OF INDUSTRY CLASSIFICATIONS

ELECTRONIC MARKETS AND AGENTS

4251 Wholesale electronic markets and

Motor vehicle and parts dealers

Electronics and appliance stores

Clothing and clothing accessories

Sporting goods, hobby, book, and music stores

General merchandise stores Miscellaneous store retailers

Rail transportation Petroleum tanker operations

Truck transportation Transit and ground passenger

and natural gas Other pipeline transportation Scenic and sightseeing transportation Support activities for

Couriers and messengers Petroleum storage for hire Other warehousing and storage

Newspaper, periodical, book, and

Sound recording industries Radio and television broadcasting

Cable and other subscription programming Internet publishing and

broadcasting Wired telecommunications

Wireless telecommunications carriers (except satellite)

Telecommunications resellers Satellite telecommunications Cable and other program

Other telecommunications Internet service providers and

Data processing, hosting, and related services

Depository credit intermediation

Other information services

Activities related to credit intermediation

Nondepository branches and

contracts intermediation and brokerage Other financial investment

activities and exchanges Agencies, brokerages, and other insurance related activities

Funds, trusts, and other financial

Insurance carriers, except life

insurance carriers

Life insurance carriers

vehicles

agencies Securities and commodity

Nondepository credit intermediation

web search portals

directory publishers Software publishers Motion picture and video

industries

carriers

distribution

FINANCE AND INSURANCE

(Banking)

Pipeline transportation of crude oil, refined petroleum products,

Other water transportation

agents and brokers

4420 Furniture and home furnishings

4440 Building material and appliance stores
4440 Building material and garden equipment and supplies dealers
4450 Food and beverage stores
4461 Health and personal care stores
4461 Gasoline stations

AND BROKERS

RETAIL TRADE

stores

stores

Nonstore retailers

Air transportation

transportation

transportation

TRANSPORTATION AND WAREHOUSING

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INFORMATION

AGRICULTURE, FORESTRY, FISHING, AND HUNTING

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

MINING

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

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

MANUFACTURING

- 3111 Animal foods
- Grain and oilseed milling 3112
- 3113
- Sugar and confectionery products Fruit and vegetable preserving and specialty foods 3114
- 3115
- Dairy products Meat products Seafood product preparation and 3116 3117
- packaging Bakeries and tortillas
- 3118
- 3119 3121 Other food products
- Beverages Tobacco
- 3122
- 3130 3140 Textile mills
- Textile product mills Apparel 3150
- Leather and allied products Wood products
- 3160 3210
- 3221 Pulp, paper, and paperboard mills
- Converted paper products Printing and related support 3222
- 3231 activities 3242
- Integrated petroleum refining and extraction 3243 Petroleum refining without
- extraction Asphalt and other petroleum 3244
- and coal products Basic chemicals 3251
- 3252 Resins, synthetic rubbers, and artificial and synthetic fibers and filaments
- 3253 Pesticides, fertilizers, and other
- agricultural chemicals Pharmaceuticals and medicines 3254
- 3255 Paints, coatings, and adhesives
- 3256 Soap, cleaning compounds, and
- toilet preparations Other chemical products and 3259 preparations
- Plastics products Rubber products 3261
- 3262
- 3271 3272
- Clay products and refractories Glass and glass products Cement and concrete products 3273
- 3274
- Lime and gypsum products Other nonmetallic mineral 3279
- products Iron and steel mills and 3311
- ferroalloys Steel products from purchased 3312
- steel 3313 Alumina and aluminum
- production and processing Nonferrous metal (except 3314 aluminum) production and
- processing
- 3315 Foundries

FORM BE-11B(LF) (REV. 1/2008)

3321 Forging and stamping

- 3322
- Cutlery and handtools Architectural and structural metals 3323 3324 Boilers, tanks, and shipping
 - containers
- 3325 Hardware
- 3326 3327
- Spring and wire products Machine shops; turned products; and screws, nuts, and bolts Coating, engraving, heat treating, and allied activities 3328
- Other fabricated metal products 3329
- Agriculture, construction, and mining machinery 3331
- 3332 Industrial 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

- Other general purpose machinery Computer and peripheral 3339 3341
 - equipment
- 3342
- equipment Communications equipment Audio and video equipment Semiconductors and other electronic components Navigational, measuring, electromedical, and control instruments Manufacturing and reproducing 3343
- 3344
- 3345
- 3346 Manufacturing and reproducing
 - magnetic and optical media Electric lighting equipment Household appliances
- 3351 3352
- 3353
- Electrical equipment Other electrical equipment and 3359 components
- 3361

WHOLESALE TRADE

wholesalers

4235 Metal and mineral (except

petroleum) merchant

merchant wholesalers

merchant wholesalers

4238 Machinery, equipment, and supplies merchant wholesalers

Paper and paper product

merchant wholesalers Drugs and druggists' sundries merchant wholesalers

Grocery and related product merchant wholesalers Farm product raw material

merchant wholesalers

merchant wholesalers

4246 Chemical and allied products

Apparel, piece goods, and notions merchant wholesalers

Petroleum and petroleum products merchant wholesalers

Beer, wine, and distilled alcoholic

Miscellaneous nondurable goods

Page 13

beverage merchant wholesalers

MERCHANT WHOLESALERS

NONDURABLE GOODS

Miscellaneous durable goods merchant wholesalers

wholesalers 4236 Electrical and electronic goods

GOODS

4231

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- Motor vehicles Motor vehicle bodies and trailers 3362 3363
 - Motor vehicle bodies and traffers Aerospace products and parts Railroad rolling stock Ship and boat building Other transportation equipment
- 3364 3365
- 3366
- 3369
- 3370 Furniture and related products
- 3391
- Medical equipment and supplies Other miscellaneous 3399 manufacturing

MERCHANT WHOLESALERS, DURABLE

Motor vehicles and motor vehicle

parts and supplies merchant

Furniture and home furnishing

merchant wholesalers Lumber and other construction

materials merchant wholesalers Professional and commercial equipment and supplies

Hardware, and plumbing and heating equipment and supplies

SUMMARY OF INDUSTRY CLASSIFICATIONS

REAL ESTATE AND RENTAL AND LEASING

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

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES

works)

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

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MANAGEMENT OF COMPANIES AND ENTERPRISES

- 5512 Holding companies, except bank holding companies Corporate, subsidiary, and
- 5513 regional management offices

ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES

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

EDUCATIONAL SERVICES

6110 Educational services

HEALTH CARE AND SOCIAL ASSISTANCE

- 6210 Ambulatory health care services 6220 Hospitals
- Nursing and residential care facilities 6230

K

6240 Social assistance

ARTS, ENTERTAINMENT, AND RECREATION

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

ACCOMMODATION AND FOOD SERVICES

7210 Accommodation 7220 Food services and drinking places 7220

OTHER SERVICES

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

PUBLIC ADMINISTRATION

9200 Public administration

FORM BE-11B(SF) (REV. 1/2008)			OMB No.	0608-0053: Approv	/al Expires 11/30/2010
BUREAU OF ECONOMIC ANALYSIS US. DEPARTMENT OF COMMERCE					
		OF U.S. DIREC		NT ABROAD)
		DATORY — CONFII E-11B(SF) (Short Fo		bir	
(Report for Maj	ority-Owned No	onbank Foreign Af	filiate of Nonba	nk U. <mark>S.</mark> Repor	ter)
DUE DATE — A complete BE-11 rep	port is due May 30, 20	008	tonge		ts.
MAIL REPORTS TO: U.S. Department of Commerce Bureau of Economic Analysis	BEA USE ONLY	Affiliate ID Number	no ces o		onde. F
BE-69(A) Washington, DC 20230	1. Name of U.S. Rep	porter of foreign affiliate -	- Same as item 1, For	m BE-11A	
OR DELIVER REPORTS TO:		ley toon P	ins all r	ley	
U.S. Department of Commerce Bureau of Economic Analysis BE-69(A)	2. Name of foreign this affiliate with	affiliate being reported — the Bureau of Economic	Use the same name c Analysis, e.g., BE-577.	on all reports filed s	subsequently for
Shipping and Receiving, Section M-100 1441 L Street, NW	rica, inf	o'surverio	n-1-		
Washington, DC 20005	is to ref	IMPORTANT			
Please read the Instruction Booklet , Instructions specific to line items a	and "Special" Instru	tions and reporting requi	rements, before comp ncial instruments and f	leting this form. "A inance, insurance,	dditional" and real estate
 • Who must report — The nonbar 	nk U.S. Reporter mus				
total assets; sales or gross operat than \$40 million (positive or nega of or for the affiliate's 2007 fiscal	tive) but for which no	o one of these items was	greater than \$150 milli	on (positive or neg	axes was greater ative) at the end
Foreign affiliate's 2007 fiscal See Instruction Booklet, Part II.A.	year — The foreign a	ffiliate's financial reporti	ng year that has an end	ding date in calenda	ar year 2007.
Translation of foreign current Principles (FAS 52). See Instruction	cy financial and ope on Booklet , Part IV.B.	rating data into U.S. d	ollars — Use U.S. Gen	erally Accepted Ac	counting
Currency amounts — Report in	n II S. dollars round	led to thousands (omit	ting ()()) Do not		Thous. Dols.
enter amounts in the shaded por If an item is between + or - \$5	tions of each line. EX	AMPLE – If amount is \$	1,334,891.00, report as	·	
• Contact us for help — Telepho	ne: 202–606–5566; FA	X: 202–606–5312 or 5317;	E-mail: be10/11@bea.	gov.	
		DN OF MAJORITY-OV tions for Part I on page			
3. Country of location — Countr carried out — Mark (X) one.	y in which this fore	ign affiliate's physical	assets are located o	r where its prima	ary activity is
1007 1601 Australia 1307 1202 Brazil 1308	France ¹⁶ Germany ¹ 2		7 United Kingdom		
¹ 100 Canada ¹ 611 ¹ 650 China ¹ 314	Hong Kong				
				1009 1	Day Year
4. The ending date of this foreig 5. Did the foreign business ente	·	-	S Penarter during th		2007
¹⁰¹⁰ ¹ 1 Yes, and this is	its initial report —	Affiliate was not previous			
² 1 Establish	J.S. Reporter — <i>Mark</i> the foreign affiliate?	: (X) one		Month	Year
² 2 Acquire a	voting interest of 10	percent or more in an exi	sting foreign company	? Enter date	
Remarks)	

BE-11B(SF)

	Part I — IDENTIFICATION OF MAJORITY-OWNED FOREIGN AFFILIATE — Continued									
										nership at close al year
	DIRECT OV	VNER	SHIP IN THIS FOREI	GN AFFILIATE — Enter	r percen	t		E	quity interest	Voting interest
	applicable, I	if an ir	a tenth of one percent, ncorporated affiliate, o ffiliate, held directly by	based on total voting s r an equivalent interest	tock, as if an				2007	2007 (2)
	·							1		2
				port equity interest and			, ,	1012	. %	2
/.	complete it			porter named in Item	entry is mad	de nere,	1013	11.	2	
8.	Other U.S. must be "Y	Repo es."	orter(s) of this foreig	n affiliate — If entry is	s made l	here, item 1	16	1014		2 dei . %
9.	Foreign af must be "Y		e(s) of other U.S. Rep	oorter(s) — If entry is r	nade he	re, item 16	205	1015	i esp	2
					601	n n	14 3	(e	av-re-	2
10.	Other U.S.	. pers	ons	Net	*10		ms	1016	6)	2
11.	Foreign pe	ersons	s in this affiliate's co	ountry of location (no	t reporte	ed above)	:01	1017		. %
12.	All other f	oreig	n persons (not report	ed above)	A ^e	<u>, </u>	-10	1018		. %
13.			CTLY HELD VOTING		STS —	ativ		1019		100.0 %
14.		OWN	ERSHIP IN THIS FOR	EIGN AFFILIATE	there is	an entry in	item 7,			2
	Booklet, P	art I.B	.1.c, for instructions of	n how to calculate indir	ect owne	ership perce	entage.	1020		. %
15.	ownership	of eac	h foreign affiliate of th	rent(s) — If there is an e U.S. Reporter named n column (a) that is bel	in item	1 holding a	a direct owr	nership inte	erest in this fore	ign
	the name o	of the f	foreign affiliate that ho	lds a direct ownership	interest	in it.				
		Forei		direct ownership interes	t in this	foreign affi		of direct	Name of fo	oreign affiliate, if wnership chain
	Ente	er nam	Name and ID Number he and BEA ID Number holding a direct owner	r of foreian		SEA JSE		ip in this	that holds foreign af	direct interest in filiate named in
	arring	110(3/1	in this foreign affiliate (a)			NLY	Close F		co	lumn (a) (c)
			(d)		1		2	,		(0)
a.				1191				. %		
					1		2			
b.				1192				. %		
					1		2			
c.				1193			2	. %		
		lust er	qual percentage enter	ed in Item 7		→ 1021		. %		
<u> </u>	. Do two or	more	U.S. persons each	directly or indirectly	own or		l least 10 p		f this foreign a	ffiliate's voting
	rights? <i>Ma</i>	7		t have an entry, and ite	m 17 mi	ust he comi	nleted See	Instructio	n Booklet	
	¹ 2	٦	Part I.B.2.d.(2). No — Skip to item 22	· · · · · · · · · · · · · · · · · · ·					,	
17.	. If the answ	er to i	tem 16 is "Yes," give n	ame(s) and mailing add	lress(es)	of the othe	er U.S. Rep	orter(s).		
			Name					Mailing	g address	
18.	BEA USE	1024	1	2	3			4	5	
19	BEA USE	1025	1	2	3			4	5	
20	ONLY BEA USE	1026	1	2	3			4	5	
21	ONLY BEA USE	1027	1	2	3			4	5	
	ONLY									
Rei	marks									

	11B(SF)			Af	filiate ID	Numbe	er				F
		Part I — IDENTIFI	CATION OF M	AJORITY-OV	VNED FC	REIG	N AFFILIATE —	Conti	nued		
	Select the on	ity of foreign affiliate - e activity below that best ivity based on its last act	describes the ma					iliate,			
	1028 1 1 1 1 2 1 3	Producer of goods Seller of goods the foreign Producer or distributor of i	•	roduce		ovider o her – <i>Sp</i>	f services becify	alic			
							ongent	4.		10nt	<u>i</u> s.
23.	What is the mined, manu	MAJOR product or ser Ifactured, sold at wholesa	ale, packaged, tra	nsported, etc. (I	For exampl	e, "Mai	nufacture widgets.	")	\sim	her it is	
	1029		. 1	eyforr	n pu	rp'	are at	-re	זכ		
	revenues) — sales or gross of each code, Surveys, 20 period. Holdi	ssification of foreign a - Enter the 4-digit Interna s operating revenues ass , see the Guide to Indus 02. For an inactive affilia ng companies (ISI code 5 ee Additional Instructio	tional Surveys In ociated with each itry Classificatio ite, enter an ISI co i512) must show t	dustry (ISI) code code. For a ful ons for Interna ode based on its total income. He	(s) and the explanation tional last active olding	e on	ISI code		Sal	es or gross ting revenu (2) I. Thous.	ies
		or gross operating rever	rel	FOLLE	02.	1030	1		2 \$		
25.	2nd largest s	ales or gross operating r	evenues			1031	1		2		
26.	3rd largest sa	ales or gross operating re	evenues			1032	1		2		
27.	4th largest sa	ales or gross operating re	evenues			1033	1		2		
28.	5th largest sa	ales or gross operating re	evenues			1034	1		2		<u> </u>
29.	6th largest sa	ales or gross operating re	evenues			1035	1		2		
30.	7th largest sa	ales or gross operating re	evenues			1036	1		2		
		s operating revenues not				1037			2		
	items 24 thro	ES OR GROSS OPERAT		5 — Sum of		1038	4		\$		
	BEA USE ONLY	1	2	3			4		5		
Se		Part II — FINANCIAL								Amount	
				,	, , , , , , , , , , , , , , , , , , , ,				Bil. Mi		Dols
34.	Net income	(loss)						2051			
	ection B — D e back of this	istribution of Sales or form.	Gross Operatin	g Revenues —	See Addit	ional Ir	nstructions for Part	t II, Sect	ion B, on	page 6 at	
	Sales or gross	TOTAL	Local	sales		Sales	s to U.S.	Sa	ales to oth	er countrie:	s
	operating revenues, excluding sales taxes	Column (1) equals the sum of columns (2) through (7) (1)	To other foreign affiliates of the U.S. Reporter(s)	To unaffiliated customers	U.	o S. rter(s)	To unaffiliated customers	for affili the	other reign ates of 9 U.S. orter(s)	To unaffilia custome	
		Bil. Mil. Thous. Dols.	(2)	(3)	4	1)	(5) 5	6	(6)	(7) 7	
		\$	\$	\$	\$		\$	\$		\$	

Part II — FINANCIAL	AND OPERATING	DATA OF MAJORITY	Y-OWNED FOREIGN AFF	LIATE — Continued

	Section C — Number of Employees a page 6 at the back of this form.	and Employee Compens	ation — See Additional	Instructions for Pa	art II, S	Section C, o	n
	NUMBER OF EMPLOYEES — Employee and contract employees not included on given provided it is a reasonable estimat FY 2007 (or when the count was taken) v employees that reflects normal operation variations, report the average number of on the payroll at the end of each pay per	your payroll records. A co te of employees on the pay was unusually high or low ns. If the number of emplo f employees on the payrol	bunt taken at some other yroll at the end of FY 200 due to temporary factors pyees fluctuates widely du I during FY 2007. Base su	date during the report 7. If the number of e (e.g., a strike), ente uring the year due to ch an average on the	orting employ r the r o seas e num	period may yees at the e umber of onal busines iber of emp	be end of ss
	EMPLOYEE COMPENSATION — Sum connection with the employment of wor expenditures for employee benefit plans compensation which relates to activities an expense on the income statement, ch period, such as those capitalized or char	kers, including cash paym s including those required that occurred during the r narged to inventories, or ca	ents, stock based comper by statute. Base compens eporting period regardles apitalized. DO NOT includ	nsation, payments in sation data on payro as of whether the ac	n-kind, ollerecc tivities	and employ ords. Report s were charg	yer ged as
	NUMBER OF EMPLOYEES		orm is urpo	seat	re'		nber of bloyees
36	. TOTAL NUMBER OF EMPLOYEES -		38	arey	2065	1	
37	By Standard Occupation Classificat back of this form, for a list of the major Managerial, professional and t	SOC groups	10 FO	ge 6, at the	2066	1	
_		(a) for	vey n-to			1	
38	All other employees (SOC 31-5	tor st	ation		2067	Ar	nount
•	EMPLOYEE COMPENSATION	rrentor	n			Bil. Mil.	Thous. Dols.
39	• TOTAL EMPLOYEE COMPENSATIO		nd 41		2070		
	By Standard Occupation Classifica	ation (SOC)				1	
40	. Managerial, professional and t	echnical employees (SO	C 11-29)		2073	1	
41	. All other employees (SOC 31-5	5)			2074		
42	2. If total employee compensation, it affiliate?	tem 39, is zero, is the co	ompensation on the pay	roll of another fo	reign		
	2075 $\begin{bmatrix} 1 \\ 1 \\ 2 \end{bmatrix}$ Yes						
	[2] $[]$ No — Explain why c	ompensation is zero.					
		2	3	4		5	
43	B. BEA USE 2076	2	5	-		5	
	Section D — Balance Sheet — See Ad	dditional Instructions fo	r Part II, Section D, on pa	ge 6 at the back			
	of this form. Disaggregate all asset and liability iter between the U.S. Reporter and its fore	ms in the detail shown. Sh eign affiliate in the proper	ow accounts receivable a	nd payable		of F	e at close Y 2007
	of this form. Disaggregate all asset and liability iter	ms in the detail shown. Sh eign affiliate in the proper	ow accounts receivable a	nd payable			
	of this form. Disaggregate all asset and liability iter between the U.S. Reporter and its fore	ms in the detail shown. Sh eign affiliate in the proper	ow accounts receivable a	nd payable		of F Bil. Mil.	Y 2007
44	of this form. Disaggregate all asset and liability iter between the U.S. Reporter and its fore affiliate. Do not report them as a net a	ms in the detail shown. Sh eign affiliate in the proper imount.	ow accounts receivable a	nd payable		of F Bil. Mil. 1 \$	Y 2007
44	of this form. Disaggregate all asset and liability iter between the U.S. Reporter and its fore affiliate. Do not report them as a net a	ms in the detail shown. Sh eign affiliate in the proper imount.	ow accounts receivable a	nd payable	2090	of F Bil. Mil. 1 \$ 1	Y 2007
44	of this form. Disaggregate all asset and liability iter between the U.S. Reporter and its fore affiliate. Do not report them as a net a I. Total assets 5. Of which: Property, plant, and equ	ms in the detail shown. Sh eign affiliate in the proper mount.	ow accounts receivable a	nd payable	2090 2150	of F Bil. Mil. 1 \$ 1	Y 2007
44 45 46 47	of this form. Disaggregate all asset and liability iter between the U.S. Reporter and its fore affiliate. Do not report them as a net a I. Total assets 5. Of which: Property, plant, and equ 5. Total liabilities	ms in the detail shown. Sh eign affiliate in the proper mount. iipment, net 44 minus item 46 uipment (PP&E) Expend	ow accounts receivable a asset and liability accoun	nd payable ts of the foreign	2090 2150 2094	of F Bil. Mil. 1 \$ 1	Y 2007
44 45 46 47	 of this form. Disaggregate all asset and liability iter between the U.S. Reporter and its fore affiliate. Do not report them as a net a Total assets Of which: Property, plant, and equ Total liabilities Total owners' equity — Equals item Section E — Property, Plant, and Equ Part II, Section E, on page 6 at the back of PP&E includes land, timber, mineral a tools, and other depreciable property; 	ms in the detail shown. Sh eign affiliate in the proper mount. ipment, net 44 minus item 46 uipment (PP&E) Expend of this form. nd like rights owned, struct construction in progress;	ow accounts receivable a asset and liability account itures — See Additional ctures, machinery, equipn and capitalized and expe	nd payable ts of the foreign	2090 2150 2094 2101	of F Bil. Mil. 1 \$ 1 1 1 Am	Y 2007 Thous. Dols.
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Part III — U.S. EXPORTS TO AND U.S. IMPORTS FROM MAJORITY-OWNED FOREIGN AFFILIATE							
Goods only valued f.a.s. at port of exportation; do not include services — See Instruction Booklet, Part V.							
IMPORTANT NOTES							
Report U.S. exports of goods to and U.S. imports of goods from the foreign affiliate in FY 2007. 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 foreign affiliate by, or charged by the foreign affiliate to a U.S. person	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 goods 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						

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

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. Do not include 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 do not include 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).

On what basis were the trade data in the section prepared? — Mark (X) one. 52.

4172 ¹ **1** Shipped" basis 1

2

1 **3**

"Charged" basis without adjustments, because there is no material difference between the "charged" and "shipped" base "Charged" basis with adjustments to correct for material differences between the "charged" and "shipped" bases.

U.S. EXPORTS OF GOODS TO THIS FOREIGN AFFILIATE (Valued f.a.s. U.S. port)		TOTAL		Shipped by U.S. Reporter(s)		Shipped by oth U.S. persons		
		(1)		(2)		(3)		
		Bil. Mil. Thous.	Dols.	Bil. Mil. Thous	Dols.	Bil. Mil.	Thous.	Dols.
53. Total goods shipped in FY 2007 from the U.S.		1		2		3		1
to this affiliate	4173	\$		\$	I	\$		I
U.S. IMPORTS OF GOODS FROM THIS FOREIGN AFFILIATE (Valued f.a.s. foreign port)		TOTAL		Shipped to U.S. Reporter(s)		Shipped to other U.S. persons		
		(1)		(2)		(3)		
		Bil. Mil. Thous.	Dols.	Bil. Mil. Thous	Dols.	Bil. Mil.	Thous.	Dols.
54. Total goods shipped in FY 2007 to the U.S.		1		2		3		
by this affiliate	4178	\$	1	\$		\$		
		1		2		3		
55. BEA USE ONLY	4179							

Remarks

2007 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD FORM BE-11B(SF) ADDITIONAL INSTRUCTIONS BY ITEM

Part I — IDENTIFICATION OF FOREIGN AFFILIATE

3. Country of location — If the affiliate is engaged in petroleum shipping, other water transportation, or oil and gas drilling, and has operations spanning more than one country, use country of incorporation for country of location. For example, classify in country of incorporation an oil drilling rig that moves from country to country during the year.

6. Ownership by U.S. Reporter named in item 1.

Equity interest is the U.S. Reporter's direct ownership in the total equity (voting and nonvoting) of the affiliate. Examples of nonvoting equity include nonvoting stock and a limited partner's interest in a partnership.

Voting interest is the U.S. Reporter's direct ownership in just the voting equity of the affiliate. Examples of voting equity include voting stock and a general partner's interest in a partnership. Thus, a U.S. Reporter could have a 100 percent direct voting interest in an affiliate but own less than 100 percent of the affiliate's total equity. 101 affiliate's total equity.

24.--32.

Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues. See Additional Instructions for Part II, Section B, item 35 below.

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

Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 7.

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

Section A — Income Statement

- **34.** Net income (loss) Net income for the year, after provision for foreign income taxes, but before provision for common and preferred dividends. Include income from equity investments and realized and unrealized gains (losses) (net of income tax effects) included in the determination of net income.
- Section B Distribution of Sales or Gross Operating Revenues
- 35. Sales or gross operating revenues, excluding sales taxes Sales or gross operating revenues, excluding sales taxes — Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. Affiliates classified in ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 report interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income in this item. Dealers in financial instruments and finance, insurance, and real estate companies see **Special Instructions** on page 7. on page 7
- Section $\mathbf{C}-\mathbf{N}\mathbf{u}\mathbf{m}\mathbf{b}\mathbf{r}$ of Employees and Employee Compensation

37, 38, 40, and 41

Managerial, professional and technical employees — Covers employees in Standard Occupation Classification System (SOC) groups 11—29 listed below:

- 11-Management Occupations 13-Business and Financial Operations Occupations 15-Computer and Mathematical Occupations
- 17-Architecture and Engineering Occupations 19-Life, Physical, and Social Science Occupations
- 21-Community and Social Services Occupations
- 23-Legal Occupations 25-Education, Training, and Library Occupations
- 27-Arts, Design, Entertainment, Sports, and Media
- Occupations 29-Healthcare Practitioners and Technical Occupations

All other employees — Covers employees in SOC groups 31—55 listed below:

- 31-Healthcare Support Occupations
- 33-Protective Service Occupations 35-Food Preparation and Serving Related Occupations 37-Building and Grounds Cleaning and Maintenance
- Occupations 39-Personal Care and Service Occupations
- 41-Sales and Related Occupations 43-Office and Administrative Support Occupations 45-Farming, Fishing, and Forestry Occupations 47-Construction and Extraction Occupations 49-Installation, Maintenance, and Repair Occupations 51-Production Occupations

- 53-Transportation and Material Moving Occupations
- 55-Military Specific Occupations

The **SOC** and related information can be found at the Bureau of Labor Statistics web site www.bls.gov. Using the A–Z index, select Standard Occupational Classification (SOC).

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

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

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

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

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

Section D — Balance Sheet

45. Property, plant, and equipment, net — Report NET book value of land, timber, mineral rights and similar rights owned. Also include net book value of structures, machinery, equipment, special tools, deposit containers, construction in progress, other depreciable property and capitalized tangible and intangible exploration and development costs of the foreign affiliate. Include items on capital leases from others, per FAS 13. Exclude all other types of intangible assets, and land held for resale. (Unincorporated affiliates include items owned by the U.S. Reporter(s) but in the affiliate's possession whether or not carried on the affiliate's books or records. However, insurance companies see Special Instructions, B.2., on page 7.)

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

48. Expenditures for new and used property, plant, and equipment (PP&E) — Include items leased from others (including land) under capital leases. Also include the capitalized value of timber, mineral and similar rights leased by the affiliate from others. Exclude items the affiliate has sold under a capital lease.

Exclude from expenditures all changes in PP&E, resulting from a change in the entity (e.g., merges, acquisitions, divestitures, etc.) or accounting principles during FY 2007.

For foreign affiliates engaged in exploring for or developing natural resources, include exploration and development expenditures made during FY 2007 whether capitalized, including capitalized expenditures to acquire or lease mineral rights. Do not include adjustments for expenditures charged against income in prior years but subsequently capitalized during the FY 2007.

Section F — Technology

- Research and development expenditures R&D includes 49. the following:
 - The planned, systematic pursuit of new knowledge or understanding toward general application (basic research);
 - The acquisition of knowledge or understanding to meet a specific, recognized need (**applied research**); and
 - **3.** The application of knowledge or understanding toward the production or improvement of a product, service, process, or method (**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.

• Section F — Technology

49. Research and development expenditures - Continued

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

Exclude expenditures for quality control; routine product testing; market research; sales promotion, sales service, and other nontechnological activities; routine technical services; research in the social sciences or psychology; geological and geophysical exploration activities, and advertising programs to promote or demonstrate new products or processes.

Include all costs incurred to support R&D. Include wages, salaries, and related costs; materials and supplies consumed; R&D depreciation, cost of computer software used in R&D activities; utilities, such as telephone, telex, 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. -responder

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

- A. Certain realized and unrealized gains (losses) 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 item 34:
 - impairment losses as defined by FAS 115,

 - 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 FAS 142.

EXCLUDE from item 34, unrealized gains or losses due to changes in the valuation of financial instruments that are taken to other comprehensive income,

Include income from explicit fees and commissions as operating income in item 32.

- 2. Real estate companies Include in item 34:
 - impairment losses, as defined by FAS 144 and
 - goodwill impairment as defined by FAS 142.

Include revenues earned from the sale of real estate you own as operating income in items 32 and 35. Expenses incurred from the sale of real estate you own, including the net book value of the real estate sold, should be considered as costs of goods sold. Do not net the expenses against the revenues.

B. Special Instructions for insurance companies

- 1. When there is a difference between the financial and operating data reported to the 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 national insurance departments, e.g., include assets not acceptable for inclusion in the annual statement to an insurance department, such as: 1. non-trusteed or free account assets and 2. nonadmitted assets, including furniture and equipment, agents' debit balances, and all receivables deemed to be collectible. Include mandatory securities valuation reserves that are appropriations of retained earnings in the owners' equity section of the balance sheet not in the liability section.
- Do not include assets of the U.S. Reporter held in the country of location of the affiliate that are for the benefit of the U.S. Reporter's policyholders in the data reported for the affiliate. 2.
- 3. Instructions for reporting specific items
 - a. Sales or gross operating revenues, excluding sales taxes (item 32) Include items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature.
 - b. Expenditures for property, plant, and equipment (item 48) Include expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET.

steel

processing Foundries

3313

3314

3315

SUMMARY OF INDUSTRY CLASSIFICATIONS

Dairy products 3115

- 3116
- Meat products Seafood product preparation and 3117
- packaging Bakeries and tortillas 3118
- 3119 Other food products
- 3130
- Textile mills
- Textile product mills Apparel
- 3160 Leather and allied products
- 3210
- Wood products Pulp, paper, and paperboard mills 3221
- 3222 3231
- Converted paper products Printing and related support activities 3242
- Integrated petroleum refining and extraction 3243 Petroleum refining without
- extraction Asphalt and other petroleum 3244
 - and coal products
- Basic chemicals Resins, synthetic rubbers, and 3251 3252
- artificial and synthetic fibers and filaments Pesticides, fertilizers, and other 3253
- agricultural chemicals Pharmaceuticals and medicines
- 3254
- 3255 3256
- Paints, coatings, and adhesives Soap, cleaning compounds, and toilet preparations Other chemical products and 3259 preparations
- 3261
- 3262 3271
- Plastics products Rubber products Clay products and refractories 3272
- Glass and glass products Cement and concrete products 3273
- Lime and gypsum products Other nonmetallic mineral 3274
- 3279 products
- Iron and steel mills and 3311 ferroallovs

3321 Forging and stamping Cutlery and handtools Architectural and structural metals 3322 3323

3312 Steel products from purchased

production and processing Nonferrous metal (except

aluminum) production and

Alumina and aluminum

- 3324 Boilers, tanks, and shipping containers
- 3325 Hardware
- 3326 3327
- Spring and wire products Machine shops; turned products; and screws, nuts, and bolts Coating, engraving, heat treating, and allied activities 3328
- 3329 Other fabricated metal products 3331
- Agriculture, construction, and mining machinery Industrial machinery 3332
- Commercial and service industry 3333
- Ventilation, heating, air-conditioning, and commercial refrigeration equipment 3334
- 3335
- Metalworking machinery Engines, turbines, and power transmission equipment 3336
- Other general purpose machinery Computer and peripheral 3339 3341
- equipment
- Communications equipment Audio and video equipment 3342
- 3343 3344 Semiconductors and other
- 3345
- electronic components Navigational, measuring, electromedical, and control instruments 3346
- Manufacturing and reproducing magnetic and optical media Electric lighting equipment 3351
- 3352
- Household appliances 3353 Electrical equipment

- Animal production Forestry and logging Fishing, hunting, and trapping Support activities for agriculture Beverages Tobacco 3121 3122
 - 3140 3150
- Oil and gas extraction 2111

AGRICULTURE, FORESTRY, FISHING, AND HUNTING

Crop production

and forestry

2121 Coal

MINING

1110

1120

1130

1140

1150

- 2123 2124 Nonmetallic minerals
- Iron ores
- 2125 Gold and silver ores
- 2126 2127 Copper, nickel, lead, and zinc ores 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 Natural gas distribution 2212
- 2213 Water, sewage, and other systems
- CONSTRUCTION
- 2360 Construction of buildings
- Heavy and civil engineering 2370 construction
- 2380 Specialty trade contractors

MANUFACTURING

3114

- 3111 Animal foods
- Grain and oilseed milling Sugar and confectionery products 3112 3113

and specialty foods

Fruit and vegetable preserving

MANUFACTURING – Continued

- 3359 Other electrical equipment and components
- 3361
- Motor vehicles Motor vehicle bodies and trailers 3362
- 3363 Motor vehicle parts
- Aerospace products and parts Railroad rolling stock Ship and boat building 3364 3365
- 3366
- 3369
- Other transportation equipment Furniture and related products 3370
- Medical equipment and supplies Other miscellaneous 3391
- 3399 manufacturing

WHOLESALE TRADE

MERCHANT WHOLESALERS, DURABLE GOODS

- 4231 Motor vehicles and motor vehicle parts and supplies merchant
- wholesalers 4232 Furniture and home furnishing
- 4233
- 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 elverbing of the second s
- 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

MERCHANT WHOLESALERS NONDURABLE GOODS

- 4241 Paper and paper product merchant wholesalers
- Drugs and druggists' sundries merchant wholesalers 4242
- Apparel, piece goods, and notions 4243
- merchant wholesalers Grocery and related product 4244
- merchant wholesalers Farm product raw material 4245
- merchant wholesalers
- Chemical and allied products merchant wholesalers 4246
- 4247 Petroleum and petroleum
- products merchant wholesalers Beer, wine, and distilled alcoholic 4248
- beverage merchant wholesalers Miscellaneous nondurable goods 4249 merchant wholesalers
- ELECTRONIC MARKETS AND AGENTS AND BROKERS
- 4251 Wholesale electronic markets and agents and brokers

RETAIL TRADE

- Motor vehicle and parts dealers 4410 4420 Furniture and home furnishings stores
- Electronics and appliance stores 4431 Building material and garden equipment and supplies dealers 4440
- 4450
- 4461
- Food and beverage stores Health and personal care stores Gasoline stations 4471 4480
- Clothing and clothing accessories stores
- Sporting goods, hobby, book, and 4510 music stores General merchandise stores
- 4520 Miscellaneous store retailers 4530
- 4540 Nonstore retailers

FORM BE-11B(SF) (REV. 1/2008)

TRANSPORTATION AND WAREHOUSING

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

INFORMATION

- 5111 Newspaper, periodical, book, and directory publishers
 5112 Software publishers
 5121 Motion picture and video industries
 5122 Sound recording industries

- Sound recording industries Radio and television broadcasting 5122
- 5151 5152 Cable and other subscription
- programming Internet publishing and 5161
- broadcasting Wired telecommunications 5171 carriers
- Wireless telecommunications carriers (except satellite) Telecommunications resellers 5172
- 5173
- Satellite telecommunications Cable and other program 5174 5175
- distribution
- Other telecommunications Internet service providers and 5179 5181
- web search portals Data processing, hosting, and related services 5182
- Other information services 5191

FINANCE AND INSURANCE

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

REAL ESTATE AND RENTAL AND LEASING

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

Page 8

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES

5411

5513

5611

5612

5613

5614

5615

5616

5617

5619

5620

6220

6230

6240

7121

7130

8110

8120

8130

SERVICES

OTHER SERVICES

- Legal services Accounting, tax preparation, bookkeeping, and payroll 5412
- services Architectural, engineering, and 5413
- related services Specialized design services Computer systems design and 5414 5415
- related services Management, scientific, and technical consulting services 5416 5417
 - Scientific research and development services

5418 Advertising and related services 5419 Other professional, scientific, and technical services

5512 Holding companies, except bank

ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES

Facilities support services

Employment services Business support services

Travel arrangement and

Services to buildings and dwellings

Other support services

EDUCATIONAL SERVICES

HEALTH CARE AND SOCIAL ASSISTANCE

Social assistance

ARTS, ENTERTAINMENT, AND

6110 Educational services

Hospitals

RECREATION

Waste management and remediation services

Office administrative services

reservation services Investigation and security services

Ambulatory health care services

Nursing and residential care facilities

7110 Performing arts, spectator sports, and related industries

Amusement, gambling, and recreation industries

7210 Accommodation7220 Food services and drinking places

Repair and maintenance Personal and laundry services Religious, grantmaking, civic,

professional, and similar

organizations

PUBLIC ADMINISTRATION

9200 Public administration

ACCOMMODATION AND FOOD

Museums, historical sites, and similar institutions

holding companies Corporate, subsidiary, and regional management offices

MANAGEMENT OF COMPANIES AND ENTERPRISES

BUREAU OF ECONOMIC ANALYSIS US. DEPARTMENT OF COMMERCE					·	
2007 ANN		Y OF U.S. DIREC		IT ABROA	D	
BE-11C (Report for M				onbank U	.S. Rep	orter)
DUE DATE — A complete BE-11 rep	oort is due May 30, 2	008	nge	11.		~t5.
MAIL REPORTS TO:	BEA USE ONLY	Affiliate ID Number	n0 10, c 0	<i>U</i> (,)	- ~ ~	et c
U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Washington, DC 20230 OR DELIVER REPORTS TO:	1. Name of U.S. Re	porter of foreign affiliate	Same as item 1, For	ey-tes	bo,.	
U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Shipping and Receiving, Section M-100 1441 L Street, NW Washington, DC 20005	2. Name of foreign this affiliate with	affiliate being reported – the Bureau of Economic	- Use the same name o Analysis, e.g., BE-577.	n all reports file	d subsequ	iently for
Please read the <i>Instruction Booklet</i> , Instructions specific to line items a companies are provided at the back	nd "Special"Instru	IMPORTANT itions and reporting requi ictions for dealers in fina	rements, before compl ncial instruments and fi	eting this form. nance, insuranc	"Additio e, and rea	n al" al estate
 Who must report — The nonbardirectly and/or indirectly, at least assets; sales or gross operating results of the sales of	20 percent, but not r evenues, excluding s at the end of, or for, I less than 20 percen 00 million (positive year — The foreign a	nore than 50 percent, by a sales taxes; OR net incom- the affiliate's 2007 fiscal y it by all U.S. Reporters of or negative). See Instruct	III U.S. Reporters of the e (loss) after provision f rear; or (b) owned direc the affiliate combined, ion Booklet , Part I for d	affiliate combir for foreign taxes tly and/or indire for which assets etailed reporting	ned, for wl s was grea ectly, at lea s, sales, O l g requirem	hich total ater than ast 10 R net nents.
See Instruction Booklet, Part II.A. Translation of foreign currenc		erating data into U.S. d	nllars — Use U.S. Gen	erally Accented	Accountin	a
Principles (FAS 52). See <i>Instructio</i>				Bil. Mil.	Thous.	
 Currency amounts — Report in enter amounts in the shaded por If an item is between + or - \$50 Contact us for help — Telephor 	tions of each line. EX 00.00, enter "0." Use	XAMPLE – If amount is \$ parenthesis () to indicate	1,334,891.00, report as negative numbers.	1	335	
Part I	— IDENTIFICATI	ON OF MINORITY-OV	VNED FOREIGN AF	FILIATE	_	
See 3. Country of location — Country carried out — Mark (X) one.		e <mark>tions</mark> for Part I on page eign affiliate's physical			mary acti	vity is
1007 1601 Australia 1307 1202 Brazil 1308 1611 1650 China 1314	Germany Hong Kong	114 Japan 132 113 Mexico 1 119 Netherlands 125 Switzerland	7 United Kingdom			
4. The ending date of this foreig	n affiliate's 2007 f	iscal year.		1009 1 1009 1	n Day	Year 2007
5. Did the foreign business enter	rprise become a fo	reign affiliate of the U.	S. Reporter during th	e fiscal year?		
	its initial report — J.S. Reporter — <i>Mar</i>	- Affiliate was not previou k (X) one	sly owned by the U.S. F	Reporter		
² 2 Acquire a	he foreign affiliate? voting interest of 10	percent or more in an exi	sting foreign company?	$\left. \begin{array}{c} \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\$	nth Y	'ear
Ownership interest in this For Percent of voting stock for an inc affiliate.	•	-			o' cl	Percent of wnership at ose of fiscal year 2007
6. Direct ownership interest held	l by U.S. Reporter	named in item 1			1012	. %
7. Indirect ownership interest he Instruction Booklet, Part I.B.1.c., o here, complete item 9.)	eld through U.S. Re	eporter's other foreign			2	. %
8. Total ownership interests of L	J.S. Reporter — Su	m of items 6 and 7			1020 2	. %

FORM **BE-11C** (REV. 1/2008)

BE-	11C					
	Part I — IDENTIFICATION OF MINOR	RITY-OWNED FO	DREIGN AFFILIATE	— Contir	nued	
9.	Identification of foreign affiliate parent(s) — If there is a of ownership of each foreign affiliate of the U.S. Reporter nar foreign affiliate. Also, for each foreign affiliate in column (a) t column (c) the name of the foreign affiliate that holds a direct	med in item 1 hold hat is below the fir	ing a direct ownership st tier in its ownership	interest in t	his	
	Foreign affiliate(s) holding direct ownership intere	est in this foreign a	ffiliate	Name	of foreign affiliate, i	;f
	Name and ID Number Enter name and BEA ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate. (a)	BEA USE ONLY	Percent direct ownership in this foreign affiliate Close FY 2007 (b)	any, that h	in ownership chain olds direct interest in gn affiliate named in column (a) (c)	n
		1	2	<i>,</i> ,	-yer,	
a.	1191	Formis	2 POSES %	1-re	spone	
b.	1192	L Q	5 0. %	62		
	TOTAL		FOL: %			
10.	What is the MAJOR product or service involved in this a mined, manufactured, sold at wholesale, packaged, transport	activity? If a prod ted, etc. (For examp	uct, briefly state what i ble, "Manufacture widg	s done to it, ets to sell a	i.e., whether it is t wholesale.")	
11.	1029 This histers for rent s and is currenting International Survey Industry (ISI) code Give the 4-dig	ormat s	dustry group that acco	unts	2	
	for the largest amount of the affiliate's sales. A list, and a full Guide to Industry Classifications for International Surv included on Forms BE-11B(LF) and (SF). For an inactive affilia period. Holding companies see Additional Instructions on	explanation of, the reys, 2002. A sum ite, enter an ISI cod	e ISI codes are given in mary list of ISI codes is	the S		
	Part II FINANCIAL AND OPERATING	DATA OF MINC	DRITY-OWNED FOR		FILIATE	
	See Additional Instructions for Part II, on page 4 at the back of	of this form.			Amount	
	Dealers in financial instruments and finances, insurance, and	real estate			Bil. Mil. Thous	. Dols.
12	companies see Special Instructions, page 4. Total assets — Balance at close of fiscal year			2090	1 \$	Ì
12.	Total assets — Balance at close of fiscal year			2030	1	
13.	Annual sales or gross operating revenues, excluding sa	lles taxes		2041	1	<u> </u>
14.	Net income (loss)			2051		
	 mber of Employees and Employee Compensation NUMBER OF EMPLOYEES — Employees on the payroll at t and contract employees not included on your payroll records. given provided it is a reasonable estimate of employees on th FY 2007 (or when the count was taken) was unusually high or employees that reflects normal operations. If the number of evariations, report the average number of employees on the payroll at the end of each pay period, month or quarte EMPLOYEE COMPENSATION — Sum of wages and salar connection with the employee benefit plans including those required expenditures for employee benefit plans including those required an expense on the income statement, charged to inventories, 	. A count taken at s he payroll at the en r low due to tempo employees fluctuate ayroll during FY 20 rr. If precise figures ies and employee bayments, stock ba- ired by statute. Ba- the reporting peric or capitalized. DO	ome other date during d of FY 2007. If the nur rary factors (e.g., a stri as widely during the ye 07. Base such an avera are not available, give benefit plans. Exper sed compensation, pay se compensation data od regardless of wheth	the reporting nber of emp ke), enter th ar due to se ige on the n your best e malitures maa yments in-ki on payroll r er the activi	ng period may be oloyees at the end of e number of asonal business umber of employees stimate. de by an employer in nd, and employer ecords. Report ties were charged as	5
	period, such as those capitalized or charged to inventories in	prior periods.			Number of employees	
15.	Total number of employees*			2065	1 	
					Amount	
					Bil. Mil. Thous	. Dols.
16.	Total employee compensation*			2070	1 \$	1
*Nc	te – If total number of employees, item 15, or total employee o	compensation, item	n 16, is zero — <i>Explain</i>		5	
17.	BEA USE ONLY 1 2 2076 2 2	5	*		, ,	

С

Part III — U.S. EXPORTS	TO AND US IN	IPORTS FROM N	AINORITY-OWNED	FOREIGN AFFILIATE

Goods only valued f.a.s. at port of exportation; do not include services — See Instruction Booklet, Part V.

IMPORTANT NOTES

 Report U.S. exports of goods to and U.S. imports of goods from the foreign affiliate in FY 2007. 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 foreign affiliate by, or charged basis, i.e., on the basis of when and to (or by) whom the goods were shipped. The "charged" to use for eign affiliate shipped to a U.S. person. Foreign affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference, the "shipped" basis must be used or adjustments made to the data on a "charged" basis must be used or adjustments made to the data on a "charged" basis only; they should exclude services. Capital goods — Include capital goods but exclude the value or 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. 	of goods t not proces country(ie that count shipping I In-transit another vi the United one part of country (s Package imports of exports ar value of the of the info and impo specific us should no negotiated Natural g value of n wholesale	goods — Exclude from exponent hat are in-transit. In-transit go seed or consumed by residents s) through which they transit; ry(ies) only because that count ines between the exporting an goods are goods en route from a the United States (such as fr I States), and in transit exports f the United States to another uch as from Alaska to Washing d general use computer soft for ackaged general use compu- nd imports at the full transaction the media on which the software mation contained on the meet ts of customized software des ser. This type of software is co to be included as trade in good I leasing fees for software that as exports and imports of goo lue (transmission and distribut	ods are g in the in-tra the in-tra try (ies) is d import o one for om Cana are goo part via gton Stat tware — ter softw on value, e is reco lia. Do no igned to nsidered s. Also de is to be - Report to ods. DO f	poods that intermedia solong the ing coun- eign coun- eign coun- eign coun- eign coun- a foreign te via Car- a	at are ate ate ds enter he tries. htry to exico via ute from ada). exports a e such market the value e exports a needs o e and lude networks e produc: ce or sell	and ue s of a s.		
U.S. EXPORTS OF GOODS TO THIS FOREIGN AFFILIATE				Ar	nount			
(Valued f.a.s. U.S. port)			В	il. Mil.	Thous.	Dols.		
18. Total goods shipped in FY 2007 from the U.S. (by the U.	S Benorter(s) o	f this affiliate and hy	1					
other U.S. persons) to this affiliate		T this armute and by	4173 \$			1		
U.S. IMPORTS OF GOODS FROM THIS FOREIGN AFFILIATE (Valued f.a.s. foreign port)			1					
19. Total goods shipped in FY 2007 to the U.S. (to the U.S. U.S. persons) by this affiliate	Reporter(s) of th	is affiliate and to other	4178					
	3	4	5					
ONLY								
4179								
Remarks								

2007 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD FORM BE-11C ADDITIONAL INSTRUCTIONS BY LINE ITEM

Part I — IDENTIFICATION OF MINORITY-OWNED FOREIGN AFFILIATE

3. Country of location — If the affiliate is engaged in petroleum shipping, other water transportation, or oil and gas drilling, and has operations spanning more than one country, use country of incorporation for country of location. For example, classify in country of incorporation an oil drilling rig that moves from country to country during the year.

6. Ownership interest held by U.S. Reporter named in item 1.

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

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

Part II FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

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

- 14. Net income (loss) Net income for the year, after provision for foreign income taxes, but before provision for common and preferred dividends. Include income from equity investments and realized and unrealized gains (losses) (net of income tax effects) included in the determination of net income.
- Employee compensation Consists of wages and salaries of employees and employer expenditures for all employee benefit plans.

Wages and salaries — Consists of gross earnings of all employees before deduction of employees' payroll withholding taxes, social insurance contributions, group insurance premiums, union dues, etc. Include time and piece rate payments, cost of living adjustments, overtime pay and shift differentials, bonuses, profit sharing amounts, 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 in "employee benefit plans" as discussed below.)

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

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

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

- A. Certain realized and unrealized gains (losses) for (1) dealers in financial instruments and finance and insurance companies, and (2) real estate companies.
 - . Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies Include in the calculation of net income (item 14):
 - impairment losses as defined by 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 FAS 142.

EXCLUDE from item 13 and 14, unrealized gains or losses due to changes in the valuation of financial instruments that are taken to other comprehensive income.

Include income from explicit fees and commissions as operating income in item 13.

- 2. Real estate companies Include in item 14:
 - impairment losses, as defined by FAS 144 and
 - goodwill impairment as defined by FAS 142

Include revenues earned from the sale of real estate you own as operating income in item 13.

- **B.** Special Instructions for insurance companies
 - When there is a difference between the financial and operating data reported to the 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 national insurance departments, e.g., include assets not acceptable for inclusion in the annual statement to an insurance department, such as:

 non-trusteed or free account assets and 2. nonadmitted assets, including furniture and equipment, agents' debit balances, and all receivables deemed to be collectible. Include mandatory securities valuation reserves that are appropriations of retained earnings in the owners' equity section of the balance sheet not in the liability section.
 - 2. Do not include assets of the U.S. Reporter held in the country of location of the affiliate that are for the benefit of the U.S. Reporter's policyholders in the data reported for the affiliate.

3. Instructions for reporting specific items

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

FORM BE-11B(FN) (REV. 1/2008)			OMB No.	0608-0053: /	Approval Exp	oires 11/30/2010
		Y OF U.S. DIRE		NT ABR	OAD	
) (Report for F	oreign Affiliates Affiliate of Nonb	of Bank U.S. R		and	
DUE DATE — A complete BE-11 re	port is due May 30, 2	008	-nge'			.*5.
MAIL REPORTS TO:	BEA USE ONLY	Affiliate ID Number	0000			dente
U.S. Department of Commerce Bureau of Economic Analysis BE-69(A)	1. Name of U.S. Re	l porter of foreign affiliate	– Same as item 1, For	n BE-11A	spol'	
Washington, DC 20230 OR		form	ourp are	ey-re		
DELIVER REPORTS TO: U.S. Department of Commerce	2 Name of foreign	affiliate being reported -				wently for
Bureau of Economic Analysis BE-69(A) Shipping and Receiving,	this affiliate with	the Bureau of Economic	Analysis, e.g., BE-577.	n an reports	meu subseq	
Section M-100 1441 L Street, NW Washington, DC 20005	orica, int	survetin	n ⁻ .			
	15 ret	IMPORTANT				
Please read the <i>Instruction Booklet</i> , Instructions specific to line items a	which contains defined and "Special" Instru	itions and reporting requ	uirements, before compl ancial instruments and fi	eting this fo inance, insu	rm. "Additic rance, and re	onal" eal estate
companies are provided at the back For purposes of the BE-11 survey, a	of this form.	entity engaged in deposi	t banking or closely rela	ted function	s. including (commercial
banks, Edge Act corporations, foreig savings banks, bank holding compa	in branches and ager	ncies of U.S. banks wheth	er or not they accept de	posits abroa	ad, savings a	nd loans,
 Who must report — 1) The bank assets; sales or gross operating r million (positive or negative) at th each bank foreign affiliate for wh foreign taxes was greater than \$2 	evenues, excluding s ne end of, or for, the ich total assets; sales	ales taxes; or net income affiliate's 2007 fiscal year or gross operation rever	e after provision for fore ; 2) the nonbank U.S. Re nues, excluding sales tax	ign taxes wa eporter mus xes; or net ir	as greater tha t file Form BE ncome after p	an \$250 E-11B(FN) for provision for
Part I, for detailed reporting requ	irements.	-				
Foreign affiliate's 2007 fiscal Instruction Booklet, Part II.A.		·		C	·	
Translation of foreign currence (FAS 52). See Instruction Booklet		erating data into U.S. c	Iollars — Use U.S. Gen			· ·
Currency amounts — Report in	U.S. dollars rounded	d to thousands (omitting	000) Do not enter	Bil. Mi	I. Thous. 33 5	Dois.
amounts in the shaded portions of If an item is between + or - \$5	of each line. EXAMP	LE – If amount is \$1,334,	891.00, report as			<u> </u>
• Contact us for help — Telepho			,	jov.		
See		NTIFICATION OF FO ctions for Part I on pag		s form.		
3. Country of incorporation or o	rganization of this	foreign affiliate — Ma	rk (X) one.			
1006 1601 Australia 1307			27 United Kingdom			
1202 Brazil 1308 1100 Canada 1611	Hong Kong	213 Mexico 1 219 Netherlands	Other — <i>Specify</i>			
<u>650</u> China <u>'314</u>		Switzerland				
4. Country of location — Countr carried out — Mark (X) one.	y in which this for	eign affiliate's physica	l assets are located o	r where its	primary act	tivity is
1007 1601 Australia 1307 1202 Brazil 1308			27 United Kingdom			
¹ 100 Canada ¹ 611	Hong Kong	19 Netherlands	Other — <i>Specify</i>	·		
China 1314	Italy 13	Switzerland		M	onth Day	Year
5. The ending date of this foreig	n affiliate's 2007 f	iscal year.		1009 1		2007
6. Did the foreign business ente					ar?	
If "Yes," did the	J.S. Reporter — <i>Mar</i>	 Affiliate was not previou k (X) one 	usly owned by the U.S. I	Reporter		
2	the foreign affiliate? voting interest of 10	percent or more in an ex	isting foreign company	, Enter	Month 3	Year
			and a second sec	f date		
Remarks						

BE-11B(FN)

	Part I — IDENTIFICATION OF FOREIGN AFFILIATE — Continued									
										nership at close cal year
	DIRECT OV	VNER	SHIP IN THIS FOREIGN	J AFFILIATE — Ente	r pei	rcent			Equity interest	Voting interest
	applicable, i	if an ir	a tenth of one percent, ba accorporated affiliate, or a	ased on total voting s an equivalent interest	tock if a	k, as n			2007	2007
	unincorpora	ited af	filiate, held directly by					1	(1)	(2)
7.	U.S. Repo	rter n	amed in item 1 — Repo	ort equity interest and	dvo	ting interest.		1012	10. %	
8.	Other fore complete it		ffiliate(s) of U.S. Repo 5 and 16.	rter named in Item	1 —	- If entry is mad	le here,	1013	1.	2
9.	Other U.S. must be "Ye		orter(s) of this foreign	affiliate — If entry is	s ma	ade here, item 1	170	1014 C	n.,	² , , , , , , , , , , , , , , , , , , ,
10.	Foreign af	filiate	e(s) of other U.S. Repo	rter(s) — If entry is n	nade	e here, item 17	, <u> </u>	e	<u>x</u>	2
	must be "Y	es."			• •	THI -	(9)	1015	1-resi	2
11.	Other U.S.	pers	ons	.ev	1.		52	1016	ey	. %
12.	Foreign pe	ersons	s in this affiliate's cou	ntry of location (no	ot rep	ported above)		1017		. %
13.	All other f	oreig	n persons (not reported	above)		jey 'n	£0,	1018		2
14.			CTLY HELD VOTING O		ST	s-t10		1010		2
15			through 13 ERSHIP IN THIS FORE		that	ro io op optru in	itam 9	1019		2 100.0 %
15.	enter U.S.	Report	er's percent of indirect of .1.c, for instructions on l	wnership in this affil	iate.	See Instructio	on 🛛	1020		. %
16.	ownership affiliate. Als	of eac so, for	f foreign affiliate pare h foreign affiliate of the each foreign affiliate in oreign affiliate that hold	U.S. Reporter named column (a) that is bel	l in it low t	tem 1 holding a the first tier in it	direct ow	nership iı	nterest in this fore	eign
		Foreig	gn affiliate(s) holding dir	ect ownership interes	st in	this foreign affi	liate			oreign affiliate, if
	Name and ID Number Enter name and BEA ID Number of foreign					BEA	ownersh	of direct	that holds	ownership chain direct interest in ffiliate named in
	affilia	te(s) ł	nolding a direct ownersh in this foreign affiliate.	ip interest				foreign affiliate Close FY 2007		olumn (a)
			(a)		1		2)		(c)
а.				1191	1		2	. 9	6	
b.				1192				c	6	
				1102	1		2	. /		
c.				1193				. 9	6	
							2			
	TOTAL — /	Must e	equal percentage entered	d in Item 8		1 021		. 9	6	
17.	Do two or rights? Ma	more ark (X)	U.S. persons each die one.	rectly or indirectly	owr	n or control at	least 10 j	percent	of this foreign a	ffiliate's voting
	1022 ¹ 1] 🗆 Y	(es — Item 9 or 10 must	have an entry, and it 50klet , Part I.B.2.d.(2)	em	18 must be corr	npleted.			
	¹ 2	<u>י </u>	No — Skip to item 22	JOKIEL, FAIL 1.D.2.0.(2)	•					
18.	If the answ	er to i	tem 17 is "Yes," give nar	ne(s) and mailing add	dres	s(es) of the othe	er U.S. Rep			
			Name					Maili	ng address	
	<u> </u>									
BE/ ON	A USE LY	1025	1	2		3		4	5	
BE/	AUSE	1026	1	2		3		4	5	
BE	AUSE	1027	1	2		3		4	5	
ON Rer	LY narks									
1										

BE-11B(FN)	Affiliate ID Numbe	ər		Ε
Part I — IDENTIFICATION OF F	OREIGN AFFILIA	E — Continued		
19. What is the MAJOR activity of foreign affiliate?				
1029				
			\$	
Industry classification of foreign affiliate (based on sales or revenues) — Enter the 4-digit International Surveys Industry (ISI) sales or gross operating revenues associated with each code. For of each code, see the Guide to Industry Classifications for Int Surveys, 2002. For an inactive affiliate, enter an ISI code based of	code(s) and the a full explanation ernational	on olst code	Sales or gross operating revenues	5.
period.	00		Bil. Mil. Thous. D	ols.
20. Largest sales or gross operating revenues	1030	se at a	s o l	
21. 2nd largest sales or gross operating revenues	0U 1031	are lev-re	2	
22. 3rd largest sales or gross operating revenues	1032		2	
23. 4th largest sales or gross operating revenues	1033		2	
24. 5th largest sales or gross operating revenues	1034	1	2	
his is to cent or	no l	1	2	
25. 6th largest sales or gross operating revenues	1035	1	2	
26. 7th largest sales or gross operating revenues	1036			
27. Sales or gross operating revenues not accounted for above	1037		2	
28. TOTAL SALES OR GROSS OPERATING REVENUES - Sum of			2	
items 20 through 27	> 1038	4	\$	
29. BEA USE ONLY	0	-	5	
1 2 1040	3	4	5	
Remarks				

BE-11B(FN)

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIA	ГЕ	
Section A — Income Statement — See Additional Instructions for Part II, Section A, on page 7 at the back of this form.	Amount	
• INCOME	Bil. Mil. Thou	is. Dols
30. Sales or gross operating revenues, excluding sales taxes — Must equal item 40, column (1). (Dealers in financial instruments see Special Instructions, A.1., page 8; insurance companies see Special Instructions, B.3.a., page 8.)	1 \$	
31. Income from equity investments in foreign affiliates — For foreign affiliates owned 20 percent or more (including those that are majority-owned), report equity in earnings during the reporting period; for those owned less than 20 percent, report dividends or distributed earnings for unincorporated affiliates. Do not include interest income.		56.
32. Income from other equity investments	i se	N-
 32. Income from other equity investments 2043 33. Certain realized and unrealized gains (losses) — Read the following instructions carefully as they are based on economic accounting concepts and in some cases 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 item 36. Report gains (losses) resulting from: a. Sales or other dispositions of financial assets, including investment securities; FAS 115 holding gains (losses) on securities classified as trading securities; and FAS 115 impairment losses. Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies, see Special Instructions, A.1., page 8. 	responde	
 b. Sales or other dispositions of land, other property, plant and equipment, or other assets, (other than from the sale of inventory assets in the ordinary course of business), and FAS 144 impairment losses. (Real estate companies, see Special Instructions, A.2., page 8.) c. Goodwill impairment as defined by FAS 142. d. 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 items 28 and 30.) f. Re-measurement of foreign affiliate'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, including uninsured losses 		
from accidental damage or disasters and other material items, including write-ups, write-downs, and write-offs of tangible and intangible assets and gains (losses) from the sales or other dispositions of capital assets. (Exclude insured losses and legal judgments.)		
 h. The cumulative effect of a change in accounting principle. i. Change in accounting estimate of provision for expected stock option forfeitures under the inception method as defined by FAS 123. 	1	
34. Other income — Specify	1	
2045		
	1	
35. TOTAL INCOME — Sum of items 30 through 34 2046 • COSTS AND EXPENSES	\$	_
36. of which: Foreign income taxes – Provisions for foreign income taxes for FY 2007 2048		_
37. TOTAL COSTS AND EXPENSES 2050	1	
NET INCOME	1	
38. NET INCOME (LOSS) — Item 35 minus item 37 2051	\$	
 ADDENDUM 39. INSURANCE INDUSTRY ACTIVITIES — Premiums earned and losses incurred Report premiums earned and losses incurred for insurance related activities covered by industry codes 5243 (Insurance carriers, except life insurance carriers) and 5249 (Life insurance carriers). a. Of the total sales and gross operating revenues reported in item 28, column 2, were any of the revenues generated by insurance related activities covered by industry codes 5243 or 5249? 2180 1 Yes – Answer b and c No – Skip to item 40 		
NOTE: Complete b and c ONLY if a is answered "Yes."	Amount	
 b. 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. <u>Exclude</u> all annuity premiums. Also <u>exclude</u> premiums and policy fees related to universal and adjustable life, variable and interest-sensitive life, and variable-universal life policies. 	Bil. Mil. Thous	s. ¦Dols.
c. Losses incurred — Report losses incurred for the insurance products covered by b above. <u>Exclude</u> loss adjustment expenses and losses that relate to annuities. Also <u>exclude</u> losses related to universal and adjustable life, variable and interest-sensitive life, and variable-universal life policies.		
For property and casualty insurance, calculate as net losses paid during the reporting year, minus net unpaid losses at the beginning of the year, plus net unpaid losses at the end of the year. In the calculation of net losses, include losses on reinsurance assumed from other companies and exclude losses on reinsurance ceded to other companies. Unpaid losses include both case reserves and losses incurred but not reported.	1	
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.	\$	

BE-11B(FN)			Af	filiate ID Numbe	r				E	
	Part II — FINAN	CIAL AND OP	ERATING DAT	A OF FOREIGN	I AFFILIATE —	Contin	nued			
the back of this for Distribute sales o purpose of this di are intangible. Wi billed), classify th	tribution of Sales of orm. r gross operating reve istribution, "goods" ar hen a sale consists of e sales as goods or s railable. Insurance cor	enues among thr e normally econo both goods and ervices based on	ee categories – sa omic outputs that services and canr whichever accour	les of goods, sales are tangible and " tot be unbundled (nts for a majority o	s of services, and services" are norr i.e., the goods an of the value. Give	investme nally eco d service	ent incom pnomic ou es are not	ne. For the utputs that separately		
40. Sales or gross operating revenues,		Loca	l sales	Sales t	o U.S.	Sal	les to oth	er countries	;	
excluding sales taxes a. Column (1)	TOTAL Column (1) for				onsont	4.		Jent	5.	
equals item 30.	items 40 and 42 equals the sum of columns (2)	items 40 and 42 equals the sum of columns (2) To other foreign To						To	to d	
b. Column (1) item 40 equals the	through (7)	affiliates of the U.S. Reporter(s)	unaffiliated customers	Reporter(s)	unaffiliated customers	the	ites of U.S. rter(s)	unaffiliat custome		
sum of column (1) for items 41, 42 and 43.	(1) Bil. Mil. Thous. Dols.	(2)	3	(4)	(5)	6 (6	6)	(7)		
• BY TYPE	\$ 1	\$ 3 50	sime	\$ 70	\$	\$		\$		
41. Sales of 2055	1 histol		sul a	4	5	6		7		
42. Sales of services 2056 43. Investment	15 10 19	curren	for.							
income 2057	mber of Employees	and Employee	Compensation -	– See Additional	Instructions for Pa	art II. Sec	ction C. o	n		
and contract emp given provided it FY 2007 (or when employees that re variations, report on the payroll at EMPLOYEE COM connection with t expenditures for compensation wh	 NUMBER OF EMPLOYEES — Employees on the payroll at the end of FY 2007 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 2007. If the number of employees at the end of FY 2007 (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 2007. Base such an average on the number of employees on the payroll at the end of each pay period, month or quarter. If precise figures are not available, give your best estimate. EMPLOYEE COMPENSATION — Sum of wages and salaries and employee benefit plans. Expenditures made by an employer in connection with the employment of workers, including cash payments, stock based compensation, payments in-kind, and employer expenditures for employee benefit plans including those required by statute. Base compensation data on payroll records. Report compensation which relates to activities that occurred during the reporting period regardless of whether the activities were charged as an expense on the income statement, charged to inventories, or capitalized. DO NOT include amounts related to activities of a prior 									
		arged to inventor		15.				lumber of mployees		
• NUMBER OF EM	IPLOYEES SER OF EMPLOYEES	S — Sum of iten	ns 45 and 46 —			2065	1			
back of this for	Dccupation Classifi rm, for a list of the ma al, professional and	ajor SOC groups			age 7, at the	2066	1			
	employees (SOC 31-					2067	1			
								Amount 1il. Thous.	Dole	
• EMPLOYEE CON 47. TOTAL EMPLO	MPENSATION OYEE COMPENSAT	ION — Sum of i	items 48 and 49			2070	1	11. 111003.		
By Standard (Occupation Classifi	cation (SOC)					1			
48. Manageria	ll, professional and	technical empl	oyees (SOC 11-2	29)		2073	1			
49. All other e	employees (SOC 31-	55)				2074				
affiliate?	y ee compensation, Yes No — Explain why c			sation on the pa	yroll of another	foreign				
51. BEA USE ONLY	1	2	3		4		5			
Remarks										

Г

BE-11B(FN)

	Part II — FINANCIA	L AND OPERATIN	G DATA OF FORE	IGN AFFILIATE — (Contir	nued	
	ction D — Balance Sheet — See Addi this form.	tional Instructions for	Part II, Section D, on	page 7 at the back		Balance at close	
	SETS					of fiscal year Bil. Mil. Thous.	
	of which: Property, plant, and equi	oment, net			2084	1	
	TOTAL ASSETS			. N	31,	1	
53. • LI	ABILITIES			der	2090	\$	6
54.	TOTAL LIABILITIES			tous ti	2094	\$	
	VNERS' EQUITY — INCORPORATED A Capital stock and additional paid-in		lete items 55 through	61		1 onac	
55.		сарітаї	- cm 13	oos at	2095	58	
56.	Retained earnings (deficit) Accumulated other comprehensive	income (loss)	ation pur	Balance at clo of fiscal yea Bil. Mil. Thou	r		
57.	Translation adjustment component	al inform	rvey n-f	1 2097 \$			
58.	All other components	or " at su	matri	2098 \$	I		1
59.	Total accumulated other comprehe Equals sum of items 57 and 58. —	nsive income (loss)	<u>, , , , , , , , , , , , , , , , , , , </u>		2099	1	
60.	Other — Include treasury stock and in	oluntarily (or legally)	restricted earnings —	Specify		1	
	الارم	hen			2100		
61.	TOTAL OWNERS' EQUITY (INCORPO minus item 54 and, equals the sum	ORATED FOREIGN A	AFFILIATE) — Equals	item 53	2101	1 ¢	-
• 0	NNERS' EQUITY - UNINCORPORATE			3	2101	\$ 1	+
62.	TOTAL OWNERS' EQUITY (UNINCO Equals item 53 minus item 54.	RPORATED FOREIG	N AFFILIATE) —		2102	\$	
63.	Translation adjustment — Cumulativ item 62 representing the affiliate's cum			portion of	2103	1	
64.	BEA USE ONLY					1	
	ction E — Property, Plant and Equipr		Additional Instructio	ns for Part II,	2064		
PP an	ction F on page 7 at the back of this form &E includes land, timber, mineral and lik d other depreciable property; construction	e rights owned, struct in in progress; and ca	pitalized and expensed	tangible and		Amount	
	angible exploration and development co resale.	sts, but excludes othe	r types of intangible a	ssets, and land held		Bil. Mil. Thous.	Dols.
65.	Expenditures for new and used pre-	operty, plant, and e	quipment (PP&E)		2109	\$	
66.	Current-period depreciation and d equipment.	epletion — Current-p	period charges against	property, plant, and	2111	1	I
67.	BEA USE 1 ONLY 2116	2	3	4		5	
Se	Ction F — Interest and taxes					Amount	
68.	Interest income — Interest received o	r due to the affiliate fr	rom all payors (includi	ng affiliated		Bil. Mil. Thous.	Dols.
00.	persons), net of tax withheld at the sou Do not net against interest expensed, it	rce. Include all interes			2124	\$	1
69.	Interest expensed or capitalized — payees (including affiliated persons), gr				2125	1	-
70.	Taxes (other than income and payro royalty payments) — Report all such t revenues or expenses in the income sta refunds or credits, to foreign governme	axes and nontax payr tement. Include amou	ments whether or not i ints paid or accrued fo	ncluded in		1	
	 Sales, value added, consumption, ar services that the affiliate sold; 	nd excise taxes collect	ed by the affiliate on g	joods and			1
	b. Property and other taxes on the valuec. Any remaining taxes (other than income	•					-
	 Import and export duties, license fee nontax liabilities (other than product 	s, fines, penalties, and	d all other payments o				
71.	BEA USE 1 ONLY 2129	2	3	4	2127	5	
72.	BEA USE 1	2	3	4		5	
Rema	ONLY 2143						

2007 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD FORM BE-11B(FN) **ADDITIONAL INSTRUCTIONS BY ITEM**

Part I — IDENTIFICATION OF FOREIGN AFFILIATE

7. Ownership by U.S. Reporter named in item 1

Equity interest is the U.S. Reporter's direct ownership in the total nonvoting equity including nonvoting stock and a limited partner's interest in a partnership.

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

20. -28.

Sales or gross operating revenues of foreign affiliate, by industry of sales or gross operating revenues. See Additional Instructions for Part II, Section A, item 30 below.

Instructions for Part II, Section A, item au below. Holding companies (ISI code 5512) must show total income as reported in item 35. To be considered a holding company, income from equity investments (items 31 and 32) must be more than 50 percent of total income (item 35). In addition, normally at least 50 percent of total assets must consist of investments in affiliates. ISI code 5512, (holding company), is an invalid classification if more than 50 percent of income generated, or expected to be generated, by an affiliate is from non-holding company activities.

Dealers in financial instruments and finance, insurance, and real estate companies see Special Instructions on page 7.

Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE

Section A — Income Statement

- 30. Sales or gross operating revenues, excluding sales taxes Report gross operating revenues or gross sales minus returns, allowances, and discounts. Exclude sales or consumption taxes levied directly on the consumer. Exclude net value-added and excise taxes levied on manufacturers, wholesalers, and retailers. 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 on page 4, item 33. Affiliates classified in ISI codes 5223, 5224, 5231, 5238, 5252 and 5331 report interest income on this line. Insurance companies with ISI codes 5243 and 5249 should include gross investment income in this item. Dealers in financial instruments and finance, insurance, and real estate companies see Special Instructions on page 8.
 31. Income from equity investments in foreign affiliates —
- **31.** Income from equity investments in foreign affiliates Report income from equity investments of all foreign affiliates whether or not they are required to file a form BE-11B. Do not report interest income here. Report interest in item 30 or 34 as appropriate.
- **32.** Income from other equity investments Do not include interest income here. Report interest in item 30 or 34 as appropriate.
- **Other income** Report non-operating and other income not included in items 30—33. 34.
- 36. Foreign income taxes Exclude U.S. income taxes.
- Section B Distribution of Sales or Gross Operating Revenues

40.--43.

Disaggregate the total sales or gross operating revenues into sales of goods, investment income, and sales of services.

- 41. Sales of goods Goods are normally economic outputs that are tangible.
- **42. Sales of services** Services are normally economic outputs that are intangible. Report as sales of services:
 - Commissions and fees earned by companies engaged in finance and real estate activities.
 - Premiums earned by companies engaged in insurance activities. NOTE: 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.
 - 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.

Report the source of real estate rental income in columns 2 through 7 based on the location of the property.

43. 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 item 42.

Section C — Number of Employees and Employee Compensation

45, 46, 48, and 49

Managerial, professional and technical employees — Cove employees in Standard Occupation Classification System (SOC) groups 11—29 listed below: Covers

11-Management Occupations 13-Business and Financial Operations Occupations

15-Computer and Mathematical Occupations

- 17-Architecture and Engineering Occupations 19-Life, Physical, and Social Science Occupations 21-Community and Social Services Occupations
- 23-Legal Occupations
- 25-Education, Training, and Library Occupations
- 27-Arts, Design, Entertainment, Sports, and Media
 29-Healthcare Practitioners and Technical Occupations

s. All other employees — Covers employees in SOC groups 31—55 listed below:

- 31-Healthcare Support Occupations
 33-Protective Service Occupations
 35-Food Preparation and Serving Related Occupations
 37-Building and Grounds Cleaning and Maintenance
 Occupations
- 39-Personal Care and Service Occupations 41-Sales and Related Occupations 43-Office and Administrative Support Occupations
- 45-Farming, Fishing, and Forestry Occupations 47-Construction and Extraction Occupations
- 49-Installation, Maintenance, and Repair Occupations
 51-Production Occupations
 53-Transportation and Material Moving Occupations
- 55-Military Specific Occupations

The **SOC** and related information can be found at the Bureau of Labor Statistics web site www.bls.gov. Using the A–Z index, select Standard Occupational Classification (SOC).

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

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

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

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

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

• Section D — Balance Sheet

- **Property, plant, and equipment net** Report net book value of land, timber, mineral rights and similar rights owned. Also include structures, machinery, equipment, special tools, deposit containers, construction in progress, and capitalized tangible and intangible exploration and development costs of the foreign affiliate. Include items on capital leases from others, per FAS 13. Exclude all other types of intangible assets, and land held for resale. (Unincorporated affiliates include items owned by the U.S. Reporter(s) but in the affiliate's possession whether or not carried on the affiliate's books or records. However, insurance companies see **Special Instructions** B.2, page 8.) 52.
- **55.** Capital stock and additional paid-in capital Include common and preferred, voting and nonvoting capital stock and additional paid-in capital.
- **Retained earnings (deficit)** Include earnings retained by the corporation and legally available for dividends; and earnings <u>voluntarily</u> restricted. 56.
- All other components of owner's equity Include the cumulative balance of unrealized holding gains and losses due to changes in the valuation of available-for-sale securities per FAS 58. 115 and any other comprehensive income items required to be displayed separately from retained earnings as per FAS 130.

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

Expenditures for new and used PP&E — Include items leased from others (including land) under capital leases. Exclude items the affiliate has sold under a capital lease.

Exclude from expenditures all changes in PP&E, resulting from a change in the entity (e.g., mergers, acquisitions, divestitures, etc.) or accounting principles during FY 2007.

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

- Certain realized and unrealized gains (losses) for (1) dealers in financial instruments and finance and insurance companies, and (2) real estate companies.
 - Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies Include in item 33:
 - impairment losses as defined by 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 FAS 142.

EXCLUDE from item 33, unrealized gains or losses due to changes in the valuation of financial instruments that are taken to other comprehensive income. Reflect such changes in item 58 (all other components of accumulated other comprehensive income. income (loss)).

EXCLUDE from item 33, income from explicit fees and commissions. Include income from these fees and commissions as operating income in items 28 and 30 and as sales of services in info item 42.

- Real estate companies Include in item 33:
 - impairment losses, as defined by FAS 144 and
 goodwill impairment a single for the single for
 - goodwill impairment as defined by FAS 142.

EXCLUDE the revenues earned and expenses incurred from the sale of real estate you own. Such revenues should be reported as operating income in items 28, 30, and 40 and as sales of goods in item 42. Such expenses, including the net book value of the real estate sold, should be reported as costs of goods sold. Do not net the expenses against the revenues.

Special Instructions for insurance companies B.

1. When there is a difference between the financial and operating data reported to the 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 national insurance departments, e.g., include assets not acceptable for inclusion in the annual statement to an insurance department, such as: the annual statement to an insurance department, such as: 1. non-trusteed or free account assets and 2. nonadmitted assets, including furniture and equipment, agents' debit balances, and all receivables deemed to be collectible. Include mandatory securities valuation reserves that are appropriations of retained earnings in the owners' equity section of the balance sheet not in the liability section.

2. Do not include assets of the U.S. Reporter held in the country of location of the affiliate that are for the benefit of the U.S. Reporter's policyholders.

3. Instructions for reporting specific items

- Sales or gross operating revenues, excluding sales taxes (item 30) 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 that is to be reported in item 31 and exclude certain realized and unrealized gains or losses that are to be reported in item 33.
- b. Certain realized and unrealized gains (losses) (item 33) See Special Instructions, A.1.
- c. Sales of services (item 42, column 1) Include premiur income and income from other services, if any. See Additional Instructions for Part II, Section B., item 42, on - Include premium page 7.
- Investment income (item 43, column 1) 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 II, Section B, item 43, on page 7 to determine the location of the transactor of investment income. d.
- **Expenditures for property, plant, and equipment** (item 65) Include expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET (e.g., include expenditures that have been classified in "other noncurrent assets").