



U.S. DEPARTMENT OF COMMERCE  
Economics and Statistics Administration  
BUREAU OF ECONOMIC ANALYSIS

**2004 BENCHMARK SURVEY OF  
U.S. DIRECT INVESTMENT ABROAD  
MANDATORY — CONFIDENTIAL**

FORM **BE-10B Mini (Report for Nonbank Foreign Affiliate)** (REV. 11/2004)

**DUE DATE** – A complete BE-10 report is due on the following dates:  
**May 31, 2005** for a U.S. Reporter required to file fewer than 50 Forms BE-10B(LF), BE-10B(SF), BE-10B Mini, and/or BE-10B BANK  
**June 30, 2005** for a U.S. Reporter required to file 50 or more Forms BE-10B(LF), BE-10B(SF), BE-10B Mini, and/or BE-10B BANK

<b>MAIL REPORTS TO:</b> U.S. Department of Commerce Bureau of Economic Analysis BE-69(A) Washington, DC 20230  <b>OR</b> <b>DELIVER REPORTS TO:</b> 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	<b>BEA USE ONLY</b>	<b>Affiliate ID Number</b>	<b>M</b>
	<b>1. Name of U.S. Reporter of foreign affiliate — Same as item 1, Form BE-10A or BE-10A BANK</b>		
<b>2. Name of foreign affiliate being reported — Use the same name on all reports filed subsequently for this affiliate with the Bureau of Economic Analysis, e.g., Forms BE-11 and BE-577.</b>			

**IMPORTANT**

Please read the **Instruction Booklet**, which contains definitions and detailed reporting requirements, before completing this form. **"Additional" Instructions** specific to line items are provided at the back of this form. For banks including bank holding companies, see the report forms for banks and the **Instruction Booklet**, Part I.C.

- Who must report** — The U.S. Reporter must file Form BE-10B Mini for:
  - each nonbank foreign affiliate 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 \$25 million (positive or negative) at any time during the affiliate's 2004 fiscal year;

**NOTE** — If the foreign affiliate does not meet the criteria for being reported on Form BE-10B Mini and is not a bank, see the reporting requirements for form BE-10B(LF), BE-10B(SF) and BE-10A SUPPLEMENT A. The foreign affiliate must be reported on one of those forms.

- Foreign affiliate's 2004 fiscal year** — The foreign affiliate's financial reporting year that has an ending date in calendar year 2004. See **Instruction Booklet**, Part II.A.
- Translation of foreign currency financial and operating data into U.S. dollars** — Use U.S. generally accepted accounting principles (FAS 52). See **Instruction Booklet**, Part IV.B.

Bil.	Mil.	Thous.	Dols.
	1	335	

- Currency amounts** — Report in U.S. dollars rounded to thousands (omitting 000). Do not enter amounts in the shaded portions of each line. **EXAMPLE** — If amount is \$1,334,891.00, report as 1 335. If an item is between + or - \$500.00, enter "0." Use parenthesis () to indicate negative numbers.

- Contact us for help** — Telephone: 202-606-5566; FAX: 202-606-5312 or 5317; E-mail: be10/11@bea.gov.

**Part I — IDENTIFICATION OF FOREIGN AFFILIATE** — See **Additional Instructions** for Part I on page 4 of this form.

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

1007	<input checked="" type="checkbox"/> 1601	<input type="checkbox"/> Australia	<input checked="" type="checkbox"/> 1307	<input type="checkbox"/> France	<input checked="" type="checkbox"/> 1614	<input type="checkbox"/> Japan	<input checked="" type="checkbox"/> 1327	<input type="checkbox"/> United Kingdom	
	<input type="checkbox"/> 1202	<input type="checkbox"/> Brazil	<input type="checkbox"/> 1308	<input type="checkbox"/> Germany	<input type="checkbox"/> 1213	<input type="checkbox"/> Mexico	<input type="checkbox"/> 1	<input type="checkbox"/> Other — Specify	
	<input type="checkbox"/> 1100	<input type="checkbox"/> Canada	<input type="checkbox"/> 1611	<input type="checkbox"/> Hong Kong	<input type="checkbox"/> 1319	<input type="checkbox"/> Netherlands			
	<input type="checkbox"/> 1650	<input type="checkbox"/> China	<input type="checkbox"/> 1314	<input type="checkbox"/> Italy	<input type="checkbox"/> 1325	<input type="checkbox"/> Switzerland			

	Month	Day	Year
1009	1		2004

**4. The ending date of this foreign affiliate's 2004 fiscal year.**

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

1010  1  Yes

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

<input type="checkbox"/> 2 1	<input type="checkbox"/> Establish the foreign affiliate?	} Enter date →	<table border="1"> <tr> <td>Month</td> <td>Year</td> </tr> <tr> <td>3</td> <td></td> </tr> </table>	Month	Year	3	
Month	Year						
3							
<input type="checkbox"/> 2 2	<input type="checkbox"/> Acquire a voting interest of 10 percent or more in an existing foreign company?						

1 3  No

Ownership interest in this Foreign Affiliate by U.S. Reporter named in item 1	Percent of ownership at close of fiscal year 2004	
	Equity interest (1)	Voting interest (2)
6. Direct ownership interest held by U.S. Reporter named in item 1	1012	
7. Indirect ownership interest held through U.S. Reporter's other foreign affiliates — See Instruction Booklet, Part I.A.2., on how to calculate indirect ownership interest. (If entry is made here, complete item 9.)	1020	
8. Total ownership interests of U.S. Reporter — Sum of items 6 and 7	1050	

**Part I — IDENTIFICATION OF FOREIGN AFFILIATE — Continued**

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

Foreign affiliate holding direct ownership interest in this foreign affiliate			Name of foreign affiliate, if any, in ownership chain that holds direct interest in foreign affiliate named in column (a)
Name and ID Number <i>Enter name and BEA ID Number of foreign affiliate(s) holding a direct ownership interest in this foreign affiliate.</i> (a)	<b>BEA USE ONLY</b>	Percent direct ownership in this foreign affiliate Close FY 2004 (b)	
a. 1191	1	2 . %	(c)
b. 1192	1	2 . %	
<b>c. TOTAL</b> →	1021	. %	

**10. What is the major product produced or sold, or the major service performed, by this foreign affiliate?** If a product, briefly state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, packaged, transported, etc. (For example, "Manufacture widgets.")

1029

**11. Industry classification of foreign affiliate (based on sales or gross operating revenues)** — Enter the 4-digit International Surveys Industry (ISI) code(s) for the industry group that accounts for the largest amount of the affiliate's sales. A list, and an explanation of, the ISI codes are given in the **Guide to Industry Classifications for International Surveys, 2002**. A summary list of ISI codes is included on Forms BE-10B(LF) and (SF).

1039

**Part II — FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE —**  
See *Additional Instructions* for Part II on page 4 of this form.

Section A — Income Statement Items	Amount			
	Bil.	Mil.	Thous.	Dols.
12. Sales or gross operating revenues, excluding sales taxes	2041	\$		
13. Certain realized and unrealized gains (losses)	2044	\$		
14. Foreign income taxes — Provision for foreign income taxes for FY 2004.	2048	\$		
15. Net income (loss)	2051	\$		
Section B — Number of Employees and Employee Compensation	Number of employees			
16. Total number of employees	2065			
17. Total employee compensation	Amount			
a. Wages and salaries — Employees' gross earnings (before payroll deductions), and direct and in-kind payments by the employer to employees; AND				
b. Employee benefit plans — Employer expenditures for all employee benefit plans	2070	\$		
Section C — Balance Sheet Items				
18. Property, plant, and equipment, net	2153	\$		
19. Total assets	2090	\$		
20. Total liabilities	2094	\$		
Section D — Selected Data for Current Period (Do not report cumulative amount)				
21. Expenditures for new and used property, plant and equipment (PP&E) — PP&E includes land, timber, mineral and like rights owned, structures, machinery, equipment, special tools, and other depreciable property; construction in progress; and capitalized and expensed tangible and intangible exploration and development costs, but excludes other types of intangible assets, and land held for resale.	2164	\$		

**Part III — DEBT AND OTHER INTERCOMPANY BALANCES BETWEEN THE U.S. REPORTER AND THE FOREIGN AFFILIATE**

Include current and long-term items and indebtedness resulting from a capital lease. See <i>Additional Instructions</i> Part III, B. on page 20 of the BE-10B(LF) long form or page 13 of the BE-10B(SF) short form.				According to books of foreign affiliate			
				Bil.	Mil.	Thous.	Dols.
22. Liabilities owed to the U.S. Reporter by the foreign affiliate — Close FY 2004	3153	\$					
23. Receivables due to the foreign affiliate from the U.S. Reporter — Close FY 2004	3154	\$					
24. BEA USE ONLY	1	2	3	4			
3155							

**Part IV — U.S. EXPORTS TO AND U.S. IMPORTS FROM 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 2004. 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 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.

**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 goods en route from one part of the United States to another part via a foreign country (such as from Alaska to Washington State via Canada).

**Packaged general use computer software** — Include exports and imports of packaged general use computer software. Value such exports and imports at the full transaction value, i.e., the market value of the media on which the software is recorded and the value of the information contained on the media. 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 distribution** — Include the value of natural gas that is exported or imported as trade in goods. Do not include as an export or import natural gas that you do not produce or sell at wholesale. The transmission of natural gas for others via a pipeline without producing or wholesaling the natural gas is considered a service and should not be reported as trade in goods.

**Electricity and water** — Report the value of electricity and water as exports and imports if the product value can be separated out from the service value. Report **ONLY** the product value (electricity and water). **DO NOT** report the service value (transmission and distribution).

	Amount			
	Bil.	Mil.	Thous.	Dols.
U.S. <b>EXPORTS</b> OF GOODS TO THIS FOREIGN AFFILIATE (Valued f.a.s. U.S. port)				
<b>25. Total goods shipped in FY 2004 from the U.S. to this affiliate</b>	4173			
U.S. <b>IMPORTS</b> OF GOODS FROM THIS FOREIGN AFFILIATE (Valued f.a.s. foreign port)				
<b>26. Total goods shipped in FY 2004 to the U.S. by this affiliate</b>	4178			

**Part V — OTHER DETAILED FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE — To be completed only if foreign affiliate is majority-owned — See Additional Instructions for Part V on page 4 of this form.**

**27. Is this a majority owned affiliate?**

2018 <sup>1</sup>  Yes — Continue with item 28  
 <sup>1</sup>  No — Do not complete items 28, 29, and 30.

**• DISTRIBUTION OF SALES OR GROSS REVENUES**

<b>28. Sales or gross operating revenues, excluding sales taxes</b>	<b>TOTAL</b> <i>Column (1) equals the sum of columns (2), (3) and (4)</i>				Local sales	Sales to U.S.	Sales to other countries			
	(1)							(2)	(3)	(4)
	Bil.	Mil.	Thous.	Dols.						
a. Column (1) equals item 12.										
2054	\$			\$	\$	\$				

	Amount			
	Bil.	Mil.	Thous.	Dols.
<b>29. Current-period depreciation and depletion</b> — Current-period charges against property, plant, and equipment	2020			
<b>30. Taxes (other than income and payroll taxes) and nontax payments (other than production royalty payments)</b> — Report all such taxes and nontax payments whether or not included in revenues or expenses in the income statement. Include amounts paid or accrued for the year, net of refunds or credits, to foreign governments, their subdivisions and agencies for —				
a. Sales, value added, consumption, and excise taxes collected by the affiliate on goods and services that the affiliate sold;				
b. Property and other taxes on the value of assets and capital;				
c. Any remaining taxes (other than income and payroll taxes); and				
d. Import and export duties, license fees, fines, penalties, and all other payments or accruals of nontax liabilities (other than production royalty payments for natural resources).	2127			\$

<b>31. BEA USE ONLY</b>	1040	1	2	3	4
<b>32. BEA USE ONLY</b>	1025	1	2	3	4
<b>33. BEA USE ONLY</b>	1026	1	2	3	4
<b>34. BEA USE ONLY</b>	1027	1	2	3	4

**BENCHMARK SURVEY OF U.S. DIRECT INVESTMENT ABROAD — 2004**  
**FORM BE-10B Mini**  
**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 interest held 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.

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

**• Section A — Income Statement Items**

**12. 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 codes 5243 and 5249 should include gross investment income on this line.

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

Dealers in financial instruments see Special Instruction A.1, on page 22 of the BE-10B(LF) long form or page 14 of the BE-10B(SF) short form; insurance companies see Special Instructions B.3.a. on page 22 of the BE-10B(LF) long form or on page 15 of the BE-10B(SF) short form.

**13. Certain realized and unrealized gains (losses)** — See item 44 on form BE-10B(LF) long form or item 43 on form BE-10B(SF) short form.

**14. Foreign income taxes** — Exclude production royalty payments and U.S. income taxes.

**15. 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 — Number of Employees and Employee Compensation**

**16. Number of Employees** — Employees on the payroll at the end of FY 2004 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 2004. If the number of employees at the end of FY 2004 (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 2004. 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.

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

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

**a. 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, 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 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.

**b. 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 C — Balance Sheet Items**

**18. 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.3.i. on page 22 of the BE-10B(LF) long form.

**• Section D — Selected Data for Current Period**

**21. 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. Do not include 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 2004.

**For foreign affiliates engaged in exploring for or developing natural resources**, include exploration and development expenditures made during FY 2004 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 the FY 2004.

Insurance companies see Special Instructions B.3.h. on page 22 of the BE-10B(LF) long form or B.3.f. on page 15 of the BE-10B(SF) short form.

**Part V — OTHER DETAILED FINANCIAL AND OPERATING DATA OF FOREIGN AFFILIATE**

**28. Distribution of sales or gross operating revenues**

Report the source of real estate rental income in columns 2 through 4 based on the location of the property. Finance or insurance companies that include investment income in gross operating revenues should report the source of such investment income in columns 2 through 4 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.