

# 2022 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD MANDATORY — CONFIDENTIAL

		DE-11	A (Report )	ior (	J.3. RE	eporte	r)				
Due Date:	May 31, 2023										
Electronic Filing:	•	ea.gov/efile for details					ID Number* r Social Security N	Jumber in Re	enorter II	D hox	A
Mail reports to:	Bureau of Econo	omic Analysis nt Division, BE-69(A) Road		ne and a		U.S. Report		variber in the	porter it	D BOX	
Deliver reports to:		nt Division, BE-69(A) Road									
Fax reports to:	(301) 278-9502										
Assistance:	E-mail: Telephone: Copies of form:	<b>be10/11@bea.gov</b> (301) 278-9418 <b>www.bea.gov/dia</b>									
Please include you with all requests.	ır Reporter Ide	entification Number	•								
			IMPORT	TANT							
Instruction Bookl	et — Contains a	additional instructions	definitions, and d	detailed	I reporting	requireme	nts for completi	ng this form	٦.		
Who must report - Data on Form BE-11A CONSOLIDATE OF on Forms BE-11B, BE	A pertain to the for PERATIONS O	ully consolidated U.S. F FOREIGN AFFIL	domestic business	s ente	prise for th	he U.S. Re	porter's 2022 fis	scal year. D			5
								\$ Bil.	Mil.	Thous.	Dols.
Monetary Values EXAMPLE – If amour	— Report in U.S nt is \$1,334,891.0	d. dollars rounded to the control of	ousands (omitting	g 000).				. 1	1	335	000
If an item is between	+ or – \$500.00, e	enter "0." Use parenth	esis () to indicate r	negativ	e numbers	S.					
MANDATORY CONFIDENTIAL PENALTIES	ITY 94	is survey is being con -472, 90 Stat. 2059, 2 ovides that your report e page 11 for addition	2 U.S.C. 3101-310 to this Bureau is	08, as a	amended).	The filing of	of reports is ma	ndatory and	d the Ac	ct	
CONTACT INFO		to consult about t	lhio vonovt								
Provide information	on of person	to consult about	inis report:								
0990											
Street 1				0	lephone Nur	mber and Ext )	tension –				
Street 2					x Number						
0 0992		Ctoto	7in	0997	mail Address	)					
City 0 0993		State Z	<sup>z</sup> ip	0 0999	maii Address	5					
NOTE: BEA uses a S your e-mail address for please do not inc should never be p CERTIFICATION	or survey-related lude any conf provided to BI	d announcements and fidential business	to inform you abo or personal in	out se	cure mess	ages. Whe	en communic	cating wi	th BEA	A by e-ma	ail,
The undersigned offic accurate except that,									nd is su	bstantially	
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Name		1	itle	0996 Fa	x Number	_/					
0				1001	(	)					

# Part I – Identification of U.S. Reporter

2	Inter	ntion	ally blan	k						
3				er is a busines U.S. business		he U.S.	Reporter owned to	the extent of more th	nan 50% of its vo	oting
	1003	<sup>1</sup> 1		address of the U definition of a ful claim to BEA and	S. business enterprily consolidated U.S. d forward the remain	ise with w domestic der of the	vhose data your data will business enterprise. (Se	X) box number B.2 and er be consolidated in accord be Instruction Booklet the U.S. business enterpi er instructions.	dance with the <b>t,</b> Part I.B.1.b.) Subi	
		<sup>1</sup> 2			mainder of this form.					
4				yer Identifica te sheet if necess		ised by	the U.S. Reporter to	o file income and pay	roll taxes? Show	additional
	1004				2					
E	U		fauaiau	official a vana	wto /Forms DE 44	ID DE 4	140 and RE 44D) are	a very required to file?		
<b>5</b>	1005		iy loreigi	i aiiiiiate repo	rts (Forms BE-11	ID, DE-I	i i C, and BE-i i D) are	e you required to file?		
	1005									
6					U.S. Reporter's 2 uction Booklet, F		cal year? — The U.S.	Reporter's financial report	ing year that has an	ending
			Day	Year						
	1006									
		_	_//	2022						
7	la dh	~ II (	S Damard	ar named in		1 - 1-		anning data file a cocc	Form DE 40A	
<b>'</b>					irect Investment			equired to file a 2022	FORM BE-12A,	
	1011	14	Yes —	Complete <b>only</b>	34 through 37 or	n the rem	ainder of this Form BE-1	1A Also complete		
		·	.00	Form(s) BE-11B	/C/D, as required.	1 1110 10111	andor or the rorm BE r	17.1.7.1100 00111111010		
		<sup>1</sup> 2	No —	Continue with	(Major activity of t	the fully o	consolidated domestic U.	S. Reporter).		
8	Inter	ntion	ally blan	k						
		Rema	arks							
		1012	1		2		3	4	5	
		1028	1		2		3	4	5	
BE.		1029	1		2		3	4	5	
ON	IV	1030	1		2		3	4	5	
		1031	1		2		3	4	5	
		1031	1				3	1	5	

# 9 What is the major activity of the fully consolidated domestic U.S. Reporter? — Mark (X) one. Select the one activity below that best describes the major activity of the U.S. Reporter. For an inactive U.S. Reporter, select the activity based on its last active period; for "start-ups," select the intended activity. 1013 1 Producer of goods 1 Other – Specify 1 Seller of goods the U.S. Reporter does not produce 1 Provider of distributor of information 1 Provider of services 10 What is the MAJOR product or service involved in this activity? If a product, briefly state what is done to it, i.e., whether it is mined, manufactured, sold at wholesale, packaged, transported, etc. (For example, "Manufacture widgets to sell at wholesale.")

Enter the 4-digit International Surveys Industry (ISI) code(s) and the sales associated with each code in items 11 through 20.

**Holding company** (ISI code 5512) is often an invalid industry classification for a conglomerate. A conglomerate must determine its industry code based on the activities of the fully consolidated domestic U.S. business enterprise.

**Column 1 – ISI Code** — See the Summary of Industry Classifications on pages 12 and 13. For a full explanation of each code, see the *Guide to Industry Classifications for International Surveys, 2017* located at <a href="https://www.bea.gov/naics2017">www.bea.gov/naics2017</a>. For an inactive U.S. Reporter, base the industry classification(s) on its last active period; for "start-ups" with no sales, show the intended activities.

#### Column 2 - Sales

#### **INCLUDE**

- Total sales or gross operating revenues, excluding sales taxes, returns, allowances, and discounts.
- Fees and commissions.
- Revenues generated during the year from the operations of a discontinued business segment.
- ONLY finance and insurance companies and units should report dividends and interest.
- Total income of holding companies (ISI code 5512).

#### **EXCLUDE**

- Investment gains and losses reported in item 32.
- Sales or consumption taxes levied directly on the consumer.
- Excise taxes levied directly on manufacturers, wholesalers, and retailers.
- Gains or losses from DISPOSALS of discontinued operations and gains and losses from derivative instruments (report as certain gains (losses) in item 32).
- Dividends and interest earned by non-finance and non-insurance companies and units.

NOTE: Dealers in financial instruments and finance, insurance, and real estate companies see Special Instructions on page 11.

		ISI code (1)			ales or g ating re (2)	gross evenues	
Wha	t is the U.S. Reporter's industry (ISI) code(s) and value(s) for:		\$	Bil.	Mil.	Thous.	Dols.
111	Largest sales or gross operating revenues?	1	2				000
12	2nd largest sales or gross operating revenues?	1	2				000
	1017	1	2				
13	3rd largest sales or gross operating revenues?	1	2				000
14	4th largest sales or gross operating revenues?						000
15	5th largest sales or gross operating revenues?	1	2				000
16	6th largest sales or gross operating revenues?	1	2				000
17	7th largest sales or gross operating revenues?	1	2				000
	1022	1	2				-
18	8th largest sales or gross operating revenues?	1	2				000
19	9th largest sales or gross operating revenues?	1	_				000
20	10th largest sales or gross operating revenues?	1	2				000
21	Sales or gross operating revenues not accounted for above?	1026	2				000
22	What is the U.S. Reporter's total sales or gross operating revenues?  Sum of 11 through 21	1027	2				000
23	through 25 Intentionally blank						

	Part I – Identification of U.S. Reporter — Continued								
SIZE OF	F U.S. REPORTER								
exc	d this U.S. Reporter have any one of these three items – (1) total assets, (2) sales or gross operating revenues, cluding sales taxes, or (3) net income (loss) – greater than \$300 million at the end of, or for, the U.S. Reporter's 22 fiscal year?								
2030	<sup>1</sup> 1 Yes — Skip Part II, then continue with Part III on page 5.								
	<sup>1</sup> 2 No — Complete Part II, skip Part III, then continue to Part IV on page 10.								

# Part II - Selected Financial and Operating Data of U.S. Reporter Complete ONLY if the answer to 26 is "No." **NET INCOME, ASSETS, LIABILITIES, AND EMPLOYEES** What are the U.S. Reporter's values for: \$ Bil. Mil. Thous. Dols. 2031 000 000 2033 000 Number of employees 2034 1 Total number of employees? — Report the total number of employees for the year. Skip to Part IV on page 10. Remarks BEA 2036 USE ONLY

Part III – Financial and Operating Data of U.S. Reporter  Complete ONLY if the answer to 26 is "Yes."					
Section A — Net Income, Certain Gains (Losses), and U.S. Income Taxes					
What are the U.S. Reporter's value(s) for:		Bil.	Mil.	Thous.	Dols.
31 Net income (loss), after provision for U.S. income taxes?— INCLUDE:  a. Income from equity investments in unconsolidated business enterprises (domestic and foreign); for those owned less than 20 percent report dividends;  b. Non-operating income and extraordinary items (as defined by GAAP);					000
c. Gains (losses) from the sale or liquidation of foreign affiliates. In accordance with FASB ASC 830 (FAS 52), these gains (losses) must be adjusted to include the closing balance in the foreign affiliate's translation adjustment account.					
Certain gains (losses)?— Read the following instructions carefully as they may deviate from what is normally required by U.S. Generally Accepted Accounting Principles. Report <b>gross</b> amount <b>before</b> income tax effect.  INCLUDE income tax effect in 33. Report gains (losses) resulting from:		Bil.	Mil.	Thous.	Dols.
a Sales or other dispositions of financial assets, including investment securities; gains (losses) related to fair value accounting; FASB ASC 320 holding gains (losses) on securities classified as trading securities; FASB ASC 320 impairment losses; FASB ASC 321 unrealized holding gains (losses) on securities measured at fair value; and gains and losses derived from derivative instruments; Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies, see <b>Special Instructions</b> , A.1., page 11;					
b. Sales or dispositions of land, other property, plant and equipment, or other assets, and FASB ASC 360 (FAS 144) impairment losses. EXCLUDE gains or losses from the sale of inventory assets in the ordinary course of trade or business. Real estate companies, see Special Instructions, A.2., page 11;					
<ul> <li>Goodwill impairment as defined by FASB ASC 350 (FAS 142);</li> <li>Restructuring. INCLUDE restructuring costs that reflect write-downs or write-offs of assets or liabilities.</li> </ul>					
<b>EXCLUDE</b> 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;					
<ul> <li>e. Disposals of discontinued operations. EXCLUDE income from the operations of a discontinued segment. Report such income as part of your income from operations in 34;</li> </ul>					
f. Re-measurement of U.S. Reporter's foreign-currency-denominated assets and liabilities due to changes in foreign exchange rates during the reporting period;					
g. Extraordinary, unusual, or infrequently occurring items that are material. INCLUDE losses from accidental damage or disasters after estimated insurance reimbursement. INCLUDE other material items, including write-ups, write-downs, and write-offs of tangible and intangible assets; gains (losses) from the sale or other disposition of capital assets; and gains (losses) from the sale or other disposition of financial assets, including securities, to the extent not included above. EXCLUDE legal judgments;					
h. The cumulative effect of a change in accounting principle(s); and					
i. The cumulative effect of a change in the estimate of stock compensation forfeitures under FASB ASC 718 (FAS 123(R)).	Φ.	D:1	B 4"1	<b>T</b>	Date
33 U.S. income taxes?— Provision for U.S. Federal, state, and local income taxes.	\$ I	Bil.	Mil.	Thous.	Dols.
EXCLUDE production royalty payments					000
Remarks	3052	0 10			
USE ONLY	003				

## Section B — Distribution of Sales or Gross Operating Revenues

Distribute sales or gross operating revenues among three categories – sales of goods, sales of services, and investment income. For the purpose of this distribution, "goods" are normally economic outputs that are tangible and "services" are normally economic outputs that are intangible, including sales related to intellectual property rights. When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services are not separately billed), classify the sales as goods or services based on whichever accounts for a majority of the value. Give best estimates if actual figures are not available. *Insurance companies also see* **Special Instructions**, *B.2.c* and *d.*, page 11.

- **38 Sales of goods** Goods are normally economic outputs that are tangible. Report as sales of goods:
  - Mass produced media, including exposed film, video tapes, DVDs, audio tapes, and CDs.
  - Books. NOTE: Report revenues associated with the design, editing, and marketing activities for producing and distributing books that you both publish and sell as sales of services.
  - Energy trading activities where you take title to the goods. NOTE: If
    you act in the capacity of a broker or agent to facilitate the sale of
    goods and you do not take title to the goods, report your revenue
    (i.e., commissions) as sale of services in 39.
  - Bulk sales of newspapers and periodicals sold in retail stores. NOTE:
     Report subscription sales as sales of services in 39.
  - · Packaged general use computer software.
  - · Structures sold by businesses in real estate.
  - Revenues earned from building structures by businesses in construction.
  - Electricity, natural gas, and water. NOTE: Revenues derived from transmitting and/or distributing these goods, as opposed to revenues derived from the sale of the actual product, should be reported as sales of services in 39.
- **39** Sales of services Services are normally economic outputs that are intangible. Sales of services include, but are not limited to:
  - Advertising revenue, including placement of ads in print, broadcast, or digital media.
  - Commissions and fees earned by companies engaged in finance and real estate activities.
  - 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.

- Newspapers and periodicals sold through subscriptions, whether by mail, electronic subscription, or other means. NOTE: Report bulk sales as sales of goods in 38.
- Transportation, including by air, rail, tanker, truck, or pipeline, and warehousing.
- Income from transactions in intellectual property, including franchise fees and the right to use, reproduce and/or distribute, intellectual property, including:
- patents, process, trade secrets, and trademarks;
- books or music, recorded performances and events, and broadcasting live performances and events, excluding on physical media;
- general use computer software, excluding on physical media.
- Computer services, including sales of customized software, cloud computing, and data storage services.
- · Electricity, natural gas, and water transmission and distribution.
- Operating electronic markets bringing together buyers and sellers of goods and services using the Internet or other electronic means.
- Real estate rental income. NOTE: Report in 35 through 37 based on the location of the property.
- **40 Investment income** Report dividends and interest generated by finance and insurance activities as investment income. NOTE: Report commissions and fees as sales of services in **39**.

Finance or insurance companies that include investment income in gross operating revenues should report the source of such investment income in **35** through **37** based on the location of the issuer of the financial instrument whether publicly issued or privately placed. If the location of the issuer is unknown, then substitute the nationality of the issuer. If both the location and nationality of the issuer are unknown, and an intermediary (e.g., trustee, custodian, or nominee) is used to manage the investment (financial instrument or real estate) use the country of location of the intermediary.

		\$	Bil.	Mil.	Thous.	Dols.
34 What are the U.S. Reporter's sales or gross operating revenues, excluding sales	3147	1				
taxes? (Equals the sum of 35, 36, and 37 and the sum of 38, 39, and 40)						000
BY TRANSACTOR		\$	Bil.	Mil.	Thous.	Dols.
What are the U.S. Reporter's value(s) for:	3101	1				
35 Sales to U.S. persons?						000
	3102					
36 Sales to foreign affiliates of this U.S. Reporter?						000
	3103					
37 Sales to other foreign persons?						000
BY TYPE		\$ E	3il.	Mil.	Thous.	Dols.
What are the U.S. Reporter's value(s) for:	3148	1				
<b>38</b> Sales of goods?						000
	3149	1				
39 Sales of services, including intellectual property rights?						000
Sales of services, including intellectual property rights?						
Sales of services, including intellectual property rights?	3150					
	3150	1				000
40 Investment income?	3150	1				000
	3150	1	50 1			000

## Section C — Employment

Report the number of employees on the payroll at the end of FY 2022 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 2022. If the number of employees at the end of FY 2022 (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 2022. 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.

employees fluctuates widely during the year due to seasonal business variations, report the average number of employees 2022. Base such an average on the number of employees on the payroll at the end of each pay period, month or qua available, give your best estimate.	oyees	on	the pa	yroll du	uring FY	
			Nur	nber of	f employees	S
41 What is the U.S. Reporter's total number of employees?	3253					
Report employee compensation expenditures, the base compensation data on payroll records, made by an engloyment of workers, including cash payments, payments-in-kind, and employer expenditures for employee benefit by statute. Total employee compensation consists of wages and salaries of employees and employee benefit plans. Report compensation that relates to activities that occurred during the reporting period, such as those capitalized or charged to inventories in prior periods. EXCLUDE compensation of contract wo this U.S. Reporter.	t plan <b>oyer</b> riod re ata re	ex ega elate	cluding <b>pendi</b> rdless ed to ac	those tures of whet	required for ther the of a prior	
		\$	Bil.	Mil.	Thous.	Dols.
<b>What is the U.S. Reporter's total employee compensation expenditure?</b> — Report, for all employees in <b>41</b> , the sum of wages and salaries and employee benefit plans	3257	1				000

Section D — Balance Sheet Items						
NOTE: Do not fully consolidate your foreign operations.			D. I	ance at	.1	
What are the U.S. Reporter's values for:						
ASSETS		\$	Bil.	Mil.	Thous.	Dols.
43 Equity investments in foreign affiliates? — Report on the equity basis enterprises owned 20 to 100 percent.	3369					000
Report at fair value enterprises owned less than 20 percent	3370					000
44 All other assets?						000
	3371	1				
45 Total assets?—Sum of 43 and 44						000
LIABILITIES AND OWNERS' EQUITY	3375	1				
46 Total liabilities?						000
	3376					000
47 Total owners' equity?— 45 minus 46						000
Remarks						
48 Intentionally blank						
BEA		32	160 1			
USE ONLY						

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

**NOTE:** PP&E expenditures includes expenditures for land, timber, mineral and like rights owned, structures, machinery, equipment, special tools, and other depreciable property; construction-in-progress; and capitalized tangible and intangible exploration and development costs, but excludes expenditures for other types of intangible assets, and land held for resale.

**INCLUDE** items leased from others (including land). Also **INCLUDE** the expenditure for the capitalized value of timber, mineral, and similar rights leased by the U.S. Reporter from others. **EXCLUDE** items the U.S. Reporter has leased to others.

**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 2022.

For U.S. Reporters engaged in exploring for, or developing, natural resources, INCLUDE exploration and development expenditures made during FY 2022 that were capitalized, including capitalized expenditures to acquire or lease mineral rights. **EXCLUDE** adjustments for expenditures charged against income in prior years but subsequently capitalized during FY 2022.

Insurance companies should INCLUDE expenditures WHEREVER CLASSIFIED IN THE BALANCE SHEET.

		\$	Bil.	MII.	Thous.	Dols.
 What is the U.S. Reporter's expenditure for new and used property, plant,	480	1				000
and equipment (PP&E)?						000

Were total assets and/or total liabilities affected by implementation of FASB ASC 842 Lease Accounting?

<sup>3488</sup> <sup>1</sup>**1** Yes

Section	F —	Int	erest	and	Taxes	
What are	the	u.s.	Renoi	ter's	value(s)	for:

What are the U.S. Reporter's value(s) for:	\$	Bil.	Mil.	Thous.	Dols.
51 Interest income? — Report interest received by or due to the U.S. Reporter from all payors (including affiliated persons), net of tax withheld at the source. <b>INCLUDE</b> all interest receipts included in and 34. Do not net against interest expensed, 52	1				000
52 Interest expensed or capitalized? — Report interest expensed or capitalized by the U.S. Reporter, paid or due to all payees (including affiliated persons), gross of tax withheld. <i>Do not net against interest income</i> , 51	1				000
Taxes (except income and payroll taxes) and nontax payments (other than production royalty payments)?	1				000

- Report all such taxes and nontax payments whether or not included in revenues or expenses in the income statement. **INCLUDE** amounts paid or accrued for the year, net of refunds or credits, to Federal, state, and local governments, their subdivisions and agencies for —
- Sales, consumption, and excise taxes collected by the U.S. Reporter on goods and services the U.S. Reporter sold;
- Property and other taxes on the value of assets and capital;
- Any remaining taxes (other than income and payroll taxes); and
- Import and export duties, license fees, fines, penalties, and all other payments or accruals of nontax liabilities (except production royalty payments for natural resources).

## **Section G — Banking Industry Activities**

54 In 11 through 20 did you report sales	for ISI andre 5221 or 5220 /d	lanacitary or non-danacitary bankin	~ \1

	<sup>1</sup> 2 No — Skip to <b>56</b>		(1	Total Colum ) = (2) · (1)	n				ctivities codes or 522 (2)	s in 5221			All Oti	ner	
55	What are the U.S. Reporter's values for:	\$ 3601 1	Bil.	Mil.	Thous.	Dols.	<b>\$</b>	Bil.	Mil.	Thous.	Dols.	\$ Bil		Thous.	Dols.
	Assets? — Column (1) equals 45	3602 1				000	2				000	2			000
	Liabilities? — Column (1) equals 46.					000					000	· · · · · · · · · · · · · · · · · · ·			000
	Interest income? — Column (1) equals 51	3603 1				000	2				000	3			000
	Interest expensed or capitalized? — Column (1) equals 52	3604 1				000	2				000	3			000

Banking

BEA 3486	1	2	3
USE ONLY			
ONLI			

3600

14

Voc

\$ Bil.

3592

Mil.

Thous.

Dols.

000

000

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

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

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

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

58 Losses incurred? . . . .

Report premiums, gross of commissions, included in revenue during the reporting year. Calculate as direct premiums written (including renewals) net of cancellations, plus reinsurance premiums assumed, minus reinsurance premiums ceded, plus unearned premiums at the beginning of the year, minus unearned premiums at the end of the year. **EXCLUDE** all annuity premiums. Also **EXCLUDE** premiums and policy fees related to universal and adjustable life, variable and interest-sensitive life, and variable-universal life policies.

Report losses incurred for the insurance products covered by **57** above. **EXCLUDE** loss adjustment expenses and losses that relate to annuities. Also **EXCLUDE** losses related to universal and adjustable life, variable and interest-sensitive life, and variable-universal life policies.

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

## **Section I — Research and Development**

R&D is planned, creative work aimed at discovering new knowledge or developing new or significantly improved goods and services. This includes:

**Basic research** is the pursuit of new scientific knowledge or understanding that does not have specific immediate commercial objectives, although it may be in fields of present or potential commercial interest.

**Applied research** applies the findings of basic research or other existing knowledge toward discovering new scientific knowledge that has specific commercial objectives with respect to new products, services, processes, or methods.

**Development** is the systematic use of the knowledge or understanding gained from research or practical experience directed toward the production or significant improvement of useful products, services, processes, or methods, including the design and development of prototypes, materials, devices, and systems.

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

#### **EXCLUDE** R&D expenditures for:

- Costs for routine product testing, quality control, and technical services unless they are an integral part of an R&D project
- Market research
- Efficiency surveys or management studies
- Literary, artistic, or historical projects, such as films, music, or books and other publications
- Prospecting or exploration for natural resources

**INCLUDE** wages, salaries, and related costs; materials and supplies consumed; depreciation on R&D property and equipment, cost of computer software used in R&D activities; utilities, such as telephone, electricity, water, and gas; travel costs and professional dues; property taxes and other taxes (except income taxes) incurred on account of the R&D organization or the facilities they use; insurance expenses; maintenance and repair, including maintenance of buildings and grounds; company overhead including: personnel, accounting, procurement and inventory, and salaries of research executives not on the payroll of the R&D organization.

**EXCLUDE** capital expenditures, expenditures for tests and evaluations once a prototype becomes a production model, patent expenses, and income taxes and interest.

Research and development (R&D) expenditures in 59 pertains only to R&D performed by the U.S. Reporter, whether for its own account or for others. INCLUDE the cost of R&D performed by the U.S. Reporter and allocated to its foreign affiliate. (DO NOT report such allocated R&D costs on Form BE–11B, 33.) Also, INCLUDE R&D financed by the Federal Government. EXCLUDE the cost of any R&D funded by the Reporter but performed by others.

performed by official.		0004	\$ Bil.	Mil.	Thous.	Dols.
59 What is the U.S. Reporter's expenditure for rese	earch and development that it	performed?				000
BEA USE ONLY	3599	1	2			

## Part IV - Exports and Imports By the U.S. Reporter

#### **IMPORTANT NOTES**

Report exports and imports of goods by the U.S. Reporter in FY 2022. Report all goods that physically left or entered the U.S. customs area. Report data on a "shipped" basis, i.e., on the basis of when and to (or by) whom the goods were shipped. This is the same basis as official U.S. trade statistics to which these data will be compared. Do **not** record a U.S. import or export if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even if they were charged to the U.S. Reporter by, or charged by the U.S. Reporter to, a foreign person.

U.S. Reporters normally keep their accounting records on a "charged" basis, i.e., on the basis of when and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference, the "shipped" basis must be used or adjustments made to data on a "charged" basis to approximate a "shipped" basis. The data should **INCLUDE** goods only; they should **EXCLUDE** services.

**Capital goods** — **INCLUDE** capital goods but **EXCLUDE** the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States transporting people or goods.

**Consigned goods** — **INCLUDE** consigned goods in the trade figures when shipped or received, even though they are not normally recorded as sales or purchases, or entered into intercompany accounts when initially consigned.

In-transit goods — EXCLUDE from exports and imports the value of goods that are in-transit. In-transit goods are goods that are not processed or consumed by residents in the intermediate country(ies) through which they transit; the in-transit goods enter that country(ies) only because that country(ies) is along the shipping lines between the exporting and importing countries. In-transit imports are goods en route from one foreign country to another via the United States (such as from Canada to Mexico via the United States), and in-transit exports are goods en route from one part of the United States to another part via a foreign country (such as from Alaska to Washington State via Canada).

Packaged general use computer software — INCLUDE exports and imports of packaged general use computer software. Value such exports and imports at the full transaction value, i.e., the market value of the media on which the software is recorded and the value of the information contained on the media. **EXCLUDE** exports and imports of customized software designed to meet the needs of a specific user. This type of software is considered a service and should not be included as trade in goods. **EXCLUDE** negotiated leasing fees for software that is to be used on networks.

**Natural gas, electricity, and water** — Report ONLY the product value of natural gas, electricity, and water that you produce or sell at wholesale as exports and imports of goods. DO NOT report the service value (transmission and distribution).

See Instruction Booklet, Part V.

00	A	The state of the s		11-1 (11)
60	On what basis were	the trade data in this	section prepared?	— <i>Iviarк (X) one.</i>

4101 <sup>1</sup> **1** "Shipped" basis.

<sup>1</sup>2 "Charged" basis without adjustments, because there is no material difference between the "charged" and "shipped" bases.

<sup>1</sup>3 "Charged" basis with adjustments to correct for material differences between the "charged" and "shipped" bases.

EXPORTS OF GOODS BY THIS U.S. REPORTER (Valued f.a.s. U.S. port)  61 What is the value of the total goods shipped in FY 2022 by this U.S. Reporter to foreigners?	4102	(1) \$ Bil	TOT/ = (2) (1) Mil.	Dols.	fo \$ B	hipped eign af (2)		Dols.	s Bil.	(3)	d to igners Thous.	Dols.
IMPORTS OF GOODS BY THIS U.S. REPORTER (Valued f.a.s. foreign port)  62 What is the value of the total goods shipped in	4103	(1) \$ Bil	TOTA = (2) (1) Mil.	Dols.	fo \$ B	hipped reign af (2) il. Mil.	•	Dols.	SI other	(3)	d by igners Thous.	Dols.
FY 2022 to this U.S. Reporter by foreigners?  Remarks				000				000				000

41	104	1	2	3	4	5
BEA 41 USE ONLY	105	1	2	3	4	5

# 2022 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD FORM BE-11A ADDITIONAL INSTRUCTIONS BY ITEM

**Authority** — This survey is being conducted pursuant to the International Investment and Trade in Services Survey Act (P.L. 94-472., 90 Stat. 2059, 22 U.S.C 3101-3108, as amended, hereinafter "the Act"), and the filing of reports is MANDATORY pursuant to Section 5(b)(2) of the Act (22 U.S.C. 3104).

**Penalties** — Whoever fails to report shall be subject to a civil penalty and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a like fine, imprisonment, or both (22 U.S.C. 3105). These civil penalties are subject to inflationary adjustments. Those adjustments are found in 15 C.F.R. 6.3.

Notwithstanding any other provision of the law, no person is required to respond to, nor shall any person be subject to penalty for failure to comply with, a collection of information subject to the requirements of the Paperwork Reduction Act, unless that collection of information displays a currently valid OMB Control Number.

Respondent Burden — Public reporting burden for this BE-11 report (comprising Form BE-11A and Form(s) BE-11B, BE-11C, and/or BE-11D) is estimated to average 90.5 hours per response. This burden includes time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, 4600 Silver Hill Rd, Washington, DC 20233; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0053, Washington, DC 20503.

**Confidentiality** — The Act provides that your report to this Bureau is confidential and may be used only for analytical or statistical purposes. Without your prior written permission, the information filed in your report cannot be presented in a manner that allows it to be individually identified. Your report cannot be used for purposes of taxation, investigation, or regulation. Copies retained for your files are immune from legal process. Per the Cybersecurity Enhancement Act of 2015, your data are protected from cybersecurity risks through security monitoring of the BEA information systems.

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

- A. Certain gains (losses) (32) for (1) dealers in financial instruments and finance and insurance companies, and (2) real estate companies.
  - Dealers in financial instruments (including securities, currencies, derivatives, and other financial instruments) and finance and insurance companies — INCLUDE in 32:
    - impairment losses as defined by FASB ASC 320,
    - realized gains and losses on trading or dealing,
    - unrealized gains or losses, due to changes in the valuation of financial instruments, that flow through the income statement, and
    - goodwill impairment as defined by FASB ASC 350 (FAS 142).

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

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

- 2. Real estate companies INCLUDE in 32:
  - $\bullet$  impairment losses as defined by FASB ASC 360 (FAS 144), and
  - goodwill impairment as defined by FASB ASC 350 (FAS 142).

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

## **B.** Special instructions for insurance companies

 When there is a difference between the financial and operating data reported to stockholders and the data reported in the annual statement to an insurance department, prepare the BE-11 on the same basis as the annual report to the stockholders. Valuation should be according to normal commercial accounting procedures, not at rates promulgated by insurance departments, e.g., **INCLUDE** assets not acceptable for inclusion in the annual statement to an insurance department such as:

- (1.) non-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 (34) INCLUDE items such as earned premiums, annuity considerations, gross investment income, and items of a similar nature. EXCLUDE income from equity investments in unconsolidated business enterprises and EXCLUDE certain realized and unrealized gains or losses that are to be reported in 32.
  - **b.** Certain gains (losses) (32) See Special Instructions, A.1.
  - c. Sales of services (39) INCLUDE premium income and income from other services, if any.

Calculate premiums earned by companies engaged in insurance activities as direct premiums written (including renewals) net of cancellations, plus reinsurance premiums assumed, minus reinsurance premiums ceded, plus unearned premiums at the beginning of the year, minus unearned premiums at the end of the year.

d. Investment income (40) — Report that portion of sales or gross operating revenues that is investment income. However, report any gains or losses on investments in accordance with Special Instructions, A.1. See Additional Instructions for Section B — Distribution of Sales or Gross Operating Revenues, 40, on page 6 to determine the location of the transactor of investment income.

# **Summary of Industry Classifications**

For a full explanation of each code see <a href="https://www.bea.gov/naics2017">www.bea.gov/naics2017</a>

	ulture, Forestry, Fishing,	3254	Pharmaceuticals and medicines	Whol	esale Trade, Durable Goods
	lunting	3255 3256	Paints, coatings, and adhesives Soap, cleaning compounds, and	4231	Motor vehicle and motor vehicle
1110	Crop production	0200	toilet preparations		parts and supplies
1120	Animal production and aquaculture	3259	Other chemical products and	4232	Furniture and home furnishing
1130	Forestry and logging		preparations	4233 4234	Lumber and other construction materials Professional and commercial
1140 1150	Fishing, hunting, and trapping Support activities for agriculture	3261	Plastics products	4234	equipment and supplies
1130	and forestry	3262	Rubber products	4235	Metal and mineral (except petroleum)
	and forestry	3271	Clay products and refractories	4236	Household appliances, and electrical and
Minin	A.P.	3272 3273	Glass and glass products Cement and concrete products		electronic goods
		3273	Lime and gypsum products	4237	Hardware, and plumbing and heating
2111	Oil and gas extraction	3279	Other nonmetallic mineral products		equipment and supplies
2121	Coal	3311	Iron and steel mills	4238	Machinery, equipment, and supplies
2123	Nonmetallic minerals Iron ores	3312	Steel products from purchased steel	4239	Miscellaneous durable goods
2124 2125	Gold and silver ores	3313	Alumina and aluminum production		
2126	Copper, nickel, lead, and zinc ores		and processing	Whol	esale Trade, Nondurable Goods
2127	Other metal ores	3314	Nonferrous metal (except aluminum)	4241	Paper and paper product
2132	Support activities for oil and gas		production and processing	4242	Drugs and druggists' sundries
	operations	3315	Foundries	4243	Apparel, piece goods, and notions
2133	Support activities for mining, except	3321	Forging and stamping	4244	Grocery and related product
	for oil and gas operations	3322 3323	Cutlery and hand tools Architectural and structural metals	4245	Farm product raw material
		3324	Boilers, tanks, and shipping containers	4246	Chemical and allied products
Utilit	ies	3325	Hardware	4247	Petroleum and petroleum products
2011	Electric newer generation	3326	Spring and wire products	4248	Beer, wine, and distilled alcoholic
2211	Electric power generation, transmission, and distribution	3327	Machine shop products, turned products,	4040	beverage
2212	Natural gas distribution		and screws, nuts, and bolts	4249	Miscellaneous nondurable goods
2213	Water, sewage, and other systems	3328	Coating, engraving, heat treating,		
	Trate, corrage, and outer eyeteme		and allied activities		esale Trade, Electronic Markets
Cons	truction	3329	Other fabricated metal products	and A	Agents and Brokers
		3331	Agriculture, construction, and mining	4251	Wholesale electronic markets and
2360	Construction of buildings	3332	machinery		agents and brokers
2370	Heavy and civil engineering construction	3333	Industrial machinery Commercial and service industry		
2380	Specialty trade contractors	3333	machinery	Retai	il Trade
Manuel	do atomino	3334	Ventilation, heating, air-conditioning,	4410	Motor vehicle and parts dealers
wanu	ıfacturing		and commercial refrigeration equipment	4420	Furniture and home furnishings
3111	Animal foods	3335	Metalworking machinery	4431	Electronics and appliance
3112	Grain and oilseed milling	3336	Engines, turbines, and power	4440	Building material and garden
3113	Sugar and confectionery products	0000	transmission equipment	4.450	equipment and supplies dealers
3114	Fruit and vegetable preserving and	3339 3341	Other general purpose machinery Computer and peripheral equipment	4450	Food and beverage
3115	specialty foods Dairy products	3342	Communications equipment	4461 4471	Health and personal care Gasoline stations
3116	Meat products	3343	Audio and video equipment	4480	Clothing and clothing accessories
3117	Seafood product preparation and	3344	Semiconductors and other	4510	Sporting goods, hobby, book, and music
	packaging		electronic components	4520	General merchandise
3118	Bakery products and tortillas	3345	Navigational, measuring, electromedical,	4530	Miscellaneous store retailers
3119	Other food products		and control instruments	4540	Non-store retailers
3121	Beverages	3346	Manufacturing and reproducing		
3122	Tobacco	0054	magnetic and optical media	Trans	sportation and Warehousing
3130	Textile mills	3351	Electric lighting equipment	4810	Air transportation
3140	Textile product mills	3352 3353	Household appliances Electrical equipment	4821	Rail transportation
3150 3160	Apparel Leather and allied products	3359	Other electrical equipment and	4833	Petroleum tanker operations
3210	Wood products	0000	components	4839	Other water transportation
3221	Pulp, paper, and paperboard mills	3361	Motor vehicles	4840	Truck transportation
3222	Converted paper products	3362	Motor vehicle bodies and trailers	4850	Transit and ground passenger
3231	Printing and related support activities	3363	Motor vehicle parts		transportation
3242	Integrated petroleum refining and	3364	Aerospace products and parts	4863	Pipeline transportation of crude oil,
	extraction	3365	Railroad rolling stock		refined petroleum products,
3243	Petroleum refining without extraction	3366	Ship and boat building	4000	and natural gas
3244	Asphalt and other petroleum and	3369	Other transportation equipment	4868	Other pipeline transportation
2251	coal products	3370	Furniture and related products	4870 4880	Scenic and sightseeing transportation Support activities for transportation
3251 3252	Basic chemicals  Resins synthetic rubbers and	3391 3399	Medical equipment and supplies Other miscellaneous manufacturing	4920	Couriers and messengers
J2J2	Resins, synthetic rubbers, and artificial and synthetic fibers and	0099	Cirio miscellaricous manufacturing	4932	Petroleum storage for hire
	filaments			4939	Other warehousing and storage
3253	Pesticides, fertilizers, and other				Ů,
	agricultural chemicals				

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# **Summary of Industry Classifications — Continued**

For a full explanation of each code see www.bea.gov/naics2017

#### Information

5111	Newspaper, periodical, book,
	and directory publishers
5112	Software publishers
5121	Motion picture and video industries
5122	Sound recording industries
5151	Radio and television broadcasting
5152	Cable and other subscription
	programming
5173	Wired and wireless telecommunication
	carriers
5174	Satellite telecommunications
5179	Other telecommunications
5182	Data processing, hosting, and related
	services
5191	Other information services

## **Finance and Insurance**

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

# **Real Estate and Rental and Leasing**

5310 Real estate

5321	Automotive equipment rental and leasing
5329	Other rental and leasing services
5331	Lessors of nonfinancial intangible assets
	except copyrighted works

# **Professional, Scientific, and Technical Services**

5411 Legal services

and an well as wises
and payroll services
Architectural, engineering, and related
services
Specialized design services
Computer systems design and related
services
Management, scientific, and technical
consulting services
Scientific research and development
services
Advertising, public relations, and related
services

# Management of Companies and Enterprises

technical services

5419 Other professional, scientific, and

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

# Administrative and Support, Waste Management and Remediation Services

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

# 20 Waste management and remediation services

#### **Educational Services**

6110 Educational services

## **Health Care and Social Assistance**

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

# Arts, Entertainment, and Recreation

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

#### **Accommodation and Food Services**

Accommodation

Other Services		
8110	Repair and maintenance	
8120	Personal and laundry services	
8130	Religious, grantmaking, civic,	

Food services and drinking places

professional, and similar organizations

#### **Public Administration**

7210

7220

9200 Public administration