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SALES BY MAJORITY-OWNED FOREIGN AFFILIATES  
OF U.S. MULTINATIONAL COMPANIES DOUBLED FROM 1966 to 1972

Sales by majority-owned foreign affiliates of U.S. multinational companies rose from \$97.8 billion in 1966 to \$221.0 billion in 1972, according to the Bureau of Economic Analysis, an agency of the Commerce Department's Social and Economic Statistics Administration.

Estimates of affiliate sales are presented in "Sales by Majority-Owned Foreign Affiliates of U.S. Companies, 1966-72," an article that will appear in the August issue of the Survey of Current Business, BEA's monthly magazine. In addition to breakdowns by industry and area of affiliate, the sales estimates are grouped into three destination categories: local sales (sales by an affiliate to customers in its own country), exports to the United States and exports to other foreign countries.

Here are the highlights:

- \* Sales totaled \$221.0 billion in 1972, growing at an average annual rate of 15 percent over the 1966-72 period.
- \* The largest dollar increase in sales--\$63.0 billion--was by manufacturing affiliates. All major industries registered substantial sales growth, except for mining and smelting.
- \* Within manufacturing, affiliates in transportation equipment had the highest dollar sales throughout the 1966-72 period. In 1972, their sales amounted to \$24.1 billion, followed by chemicals--\$18.5 billion, and non-electrical machinery--\$16.5 billion.
- \* Sales by affiliates in both developed and developing areas grew at about the same rate from 1966 to 1972. The sales in developed countries totaled \$164.1 billion in 1972, compared with \$51.4 billion in developing countries.
- \* Sales to local customers accounted for almost three-fourths of total affiliate sales throughout the 1966-72 period. They amounted to \$158.3 billion in 1972.
- \* Exports to the United States, largely by affiliates in the transportation equipment and petroleum industries, were \$14.6 billion in 1972, 7 percent of total affiliate sales.

Additional detail will be included in the August issue of the Survey of Current Business. The Survey is available from District Offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of \$34.45, including weekly supplements; single copy, \$2.25.

Table 1.-Sales by Majority-Owned Foreign Affiliates of U.S. Companies, 1966-72  
(Billions of dollars or percent)

	1966	1967	1968	1969	1970	1971	1972	Average annual % change
Total.....	97.8	109.0	120.4	134.7	154.4	190.2	221.0	15
By industry								
Mining and smelting.....	3.3	3.7	4.0	4.4	4.7	4.3	4.7	6
Petroleum.....	27.5	31.5	33.8	36.6	42.3	54.9	61.1	14
Manufacturing.....	47.4	52.4	59.6	67.7	77.0	92.6	110.4	15
Food products.....	5.6	6.2	6.3	6.9	7.6	9.9	11.2	12
Paper and allied products.....	1.9	2.1	3.0	3.0	3.4	4.4	5.9	21
Chemicals and allied products.....	7.4	8.7	10.0	11.0	12.6	15.1	18.5	16
Rubber products.....	1.8	1.8	1.9	2.2	2.4	2.7	3.2	10
Primary and fabricated metals.....	3.9	4.5	4.9	5.8	7.2	7.8	8.7	14
Machinery (except electrical).....	6.5	7.5	8.4	10.3	12.0	13.9	16.5	17
Electrical machinery.....	4.4	4.7	5.1	5.9	7.3	9.1	10.9	16
Transportation equipment.....	11.2	11.6	13.8	16.1	16.7	20.2	24.1	14
Other manufacturing.....	4.6	5.5	6.1	6.5	7.8	9.5	11.4	16
Trade.....	14.1	13.9	15.3	17.0	20.2	24.6	29.2	13
Other industries.....	5.6	7.5	7.7	8.9	10.2	13.8	15.6	19
By area								
Developed countries.....	71.6	79.2	87.7	98.6	114.8	139.6	164.1	15
Canada.....	23.9	26.7	30.0	32.5	34.8	42.9	48.7	13
Europe.....	40.5	44.3	48.7	55.5	67.9	81.5	97.0	16
United Kingdom.....	13.4	14.6	14.7	16.1	18.2	21.7	24.4	11
European Economic Community(6).....	20.2	22.1	25.4	29.3	37.7	46.0	56.2	19
Other Europe.....	6.9	7.6	8.6	10.1	12.0	13.8	16.4	16
Japan.....	2.1	2.8	3.0	3.8	4.1	5.5	7.6	24
Australia, New Zealand, and South Africa.....	5.2	5.4	6.1	6.8	7.9	9.8	10.8	13
Developing countries.....	23.5	26.6	29.7	33.0	35.8	44.6	51.4	14
Latin America.....	14.3	16.1	17.5	19.5	20.7	23.9	26.3	11
Other Africa.....	1.9	2.6	3.3	3.5	4.0	4.6	5.1	18
Middle East.....	4.0	4.4	4.8	5.4	5.8	8.9	11.3	19
Other Asia and Pacific.....	3.3	3.5	4.2	4.6	5.4	7.2	8.7	18
International and unallocated.....	2.7	3.2	3.0	3.0	3.8	6.0	5.5	12
By destination								
Local sales.....	73.4	81.6	88.7	97.4	111.6	137.4	158.3	14
% of total sales.....	75	75	74	72	72	72	72	
Exports to the United States.....	6.3	7.6	8.6	10.0	10.4	12.5	14.6	15
% of total sales.....	6	7	7	7	7	7	7	
Exports to other foreign countries.....	18.1	19.8	23.1	27.3	32.5	40.3	48.2	18
% of total sales.....	19	18	19	20	21	21	22	

1. The European Economic Community(6) includes Belgium, France, Germany, Italy, Luxembourg, and the Netherlands.  
Note.-Details may not add to totals because of rounding  
Source.- U.S. Department of Commerce, Bureau of Economic Analysis