REFERENCE LIST OF SECTORS

Note by the Secretariat

In the section relating to future work, Part II of the Montreal Ministerial Declaration (MTN.TNC/7(MIN)) provides for the compilation by the Secretariat of a reference list of sectors by 20 April 1989. It is noted that this process could be assisted by submissions of participants in the Group of Negotiations on Services.

This note presents one possible reference list and discusses a number of matters related to its determination.
1. There is a variety of sectoral classification systems that could be used as a basis for delineating the a reference list of sectors of the Secretariat requested in Part II of the Montreal Ministerial Declaration (MTN.TNC/7(MIN)). Both existing and planned statistical classification systems answer to three broad characterizations, depending on whether their respective focus is on activities, products or international transactions. The International Standard Industrial Classification (ISIC) and the System of National Accounts (SNA) are examples of the first type; the planned Central Product Classification (CPC) is an example of the second type; and the IMF Balance of Payments (BOP) typifies the third category.

2. The ISIC is the most commonly used and best-known activity-based classification system (see Appendix III for a list of its major components). It does not make a formal distinction between goods and services, neither of which are defined or classified separately. Activities classified in the ISIC represent types of production that observation (statistical) units engage in. The unit can be real (i.e. observable) or fictive (i.e. a construction created by a statistician). In the ISIC, an industry is defined as the summation of all units primarily engaged in the same or similar kind of activity. Activity-based classifications suffer from two main shortcomings from the point of view of the proposed reference list. First, in terms of statistical coverage, an activity-based classification is incomplete. The units classified under a given category of the ISIC may include services which are not characteristic of the principal kind of economic activity of the producing unit. Recorded activities, therefore, may not correspond one to one with the actual production of services. A second problem derives from the fact that it is ultimately service outputs - and not the activities that generate them - which enter international trade.

3. Product-based classifications, such as the CPC, are closely related to activity classifications inasmuch as products are typically the outputs of specific kinds of activities. Product-based classifications, however, provide a greater degree of disaggregation than activity-based systems as there are more identifiable products than activities. Thus, the CPC distinguishes almost 600 service products, as opposed to the ISIC's 130 service activities. The CPC is based on transactions between units and is thus similar to the ISIC in that it does not capture intra-unit transactions. A distinction is made between goods, services and intangible assets (both financial and non-financial), but all are considered to be products. As with the ISIC, no distinct definition of goods and services is provided in the CPC (see Appendix III for a list of its components). The CPC focuses on products that are transacted (i.e. sold commercially), as opposed to producers or kinds of activities.

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1 For a more detailed description of the classification systems, their sources and the uses to which they are put, see GNS and Statistics: Note by the Secretariat, MTN.GNS/W/41, 24 June 1988.
4. The conceptual difference between activity- and product-based classifications can perhaps be illustrated as follows. In the ISIC, the output of a manufacturer of a certain product that also provides transportation, maintenance and repair services will be allocated to the sector that constitutes its primary sphere of activity - i.e. the manufacture of the particular product. The CPC, in contrast, will provide separate estimates of the value of all three components, providing a more accurate and detailed picture of the actual value of production.

5. Transaction-based classifications (see Appendix III) are typically framed with a view to monitoring developments in the balance of payments (BOP) of a given country. Their chief focus is on cross-border transactions involving flows of foreign exchange. Unlike activity- or product-based systems, transaction-based classifications are not designed to capture fully the universe of commercially-provided services.

6. The proposed reference list is based on a product classification for the following reasons. First, international transactions do not pertain to activities, as these are primarily statistical constructions. Second, the provision of a service may require a producer (supplier) to move to the location of the consumer (recipient). While a product-based system does not specifically include factor flows (e.g. movement of labour and capital) these are covered to the extent that they actually produce a service product. Services that require factor movement to be provided internationally have thus been included in the proposed reference list, as appears necessary at this stage from paragraph 4 of the Montreal Ministerial Declaration. Utilisation of a product-based system will also allow foreign provision to be related to domestic production. Furthermore, a focus on products allows a higher degree of disaggregation and precision to be attained should it become necessary, at a later stage, when examining the nature of transactions (e.g. specificity of purpose) or the sectoral implications of various concepts. Finally, a product-based system meets the objective of achieving the highest degree of concordance with existing and proposed systems for recording statistics on services trade and production.

7. The proposed reference list (see below) constitutes an aggregated version of the CPC (see Appendix II for a concordance between the reference list, the CPC, and the ISIC Rev.3). Services which, broadly speaking, may be seen as neither tradeable nor commercially provided have been excluded. Sales of intangible assets, such as franchising or licensing, have been included. It should also be noted that the tourism sector does not appear in the proposed reference list. Tourism can be seen as consisting of a large number of components (hotels, restaurants, transportation, etc.) which will already be registered elsewhere in the list. This does not, however, imply that tourism should not be included. Appendix I contains a non-exhaustive list of the likely components of a tourism sector, as its inclusion would necessitate the delineation of the components of the tourism sector.
PROPOSED REFERENCE LIST OF SECTORS

1. BUSINESS SERVICES

Rental/leasing of equipment without crew
- transport: cars, trucks, aircraft, ships, etc.
- non-transport: computers, construction/demolition, etc.

Real estate services (not including rental of land)
- involving own or leased property
- on a fee or contract basis (e.g. property valuation, estate management, etc.)

Installation and assembly work (other than construction)

Maintenance and repair of equipment (not including fixed structures)

Services incidental to manufacturing

Professional services (including consulting)
- Agricultural, forestry and fishing services
- Mining and oil-field services
- Legal services
- Accounting and taxation services
- Management and administrative services
- Architectural services
- Advertising
- Market research and opinion polling
- Surveying and exploration services
- Advisory and consultative engineering services
- Industrial engineering
- Engineering design services
- Project management services
- Urban planning services
- Interior design services
- R&D, laboratories, testing and certification
- Computer-related services (including hardware-related consulting, installation, data processing, etc.)
- Software development (including software implementation)
- Travel agents and tour operators
- Economic and behavioural research
- Labour recruitment and provision of personnel
- Investigation and security activities
- Public relations services
- Photographic services
- Miscellaneous professional services

Business services not included elsewhere
- Biotechnology services
- Cleaning of buildings and similar activities
- Packaging activities
- Waste disposal and processing
- Translation services
- Exhibition management services
- Printing and publishing
- Other

2. COMMUNICATION SERVICES

Postal services

Courier services

Telecommunication services
- Telephone services
- Telegraph services
- Data transmission services
- Telematic services (e.g. Teletex, Facsimile and Videotex services)
- Radio and television broadcasting services
- Other telecommunication services

Film distribution and related services

Other communication services
- News and press agency services
- Library and archives services

3. CONSTRUCTION SERVICES

Site preparation

New constructions
- Buildings
- Civil engineering (bridges, roads, etc.)

Installation and assembly work

Building completion

Maintenance and repair of fixed structures

4. DISTRIBUTION SERVICES

Merchanting (wholesale trade)

Retail trade

Agent fees and commissions related to distribution

Countertrading services
5. EDUCATION SERVICES

6. FINANCIAL SERVICES (excluding insurance)
   - Wholesale and other bank deposit services
   - Services related to the administration of financial markets
   - Financial leasing
   - Other credit granting services (personal loans, mortgages, credit card and other credit services)
   - Services related to securities markets (brokerage, securities issue and registration, portfolio management)
   - Other financial intermediation (including investment and property trusts)
   - Other services auxiliary to financial intermediation (loan broking, financial consultancy, foreign exchange services, etc.)

7. HEALTH RELATED SERVICES (not including personal care)
   - Human health services
     - Hospital services
     - Medical and dental practice services
     - Other health services
   - Veterinary services

8. HOTELS AND RESTAURANTS (including catering)

9. INSURANCE
   - Insurance on freight
   - Non-freight insurance
     - Life
     - Pensions and annuities
     - Disability and medical care
     - Property
     - Liability
     - Other non-freight insurance
   - Services auxiliary to insurance (brokerage, consultancy, actuarial, other)
   - Reinsurance
10. **PERSONAL SERVICES** (not included elsewhere)
   - House cleaning and maintenance services
   - Nursing and other personal care services (including day-care)
   - Other

11. **RECREATIONAL AND CULTURAL SERVICES** (not including radio/film/TV)

12. **SALES OF INTANGIBLE ASSETS**

13. **TRANSPORTATION**

   **Freight services**
   - Air Freight
   - Ocean Freight
   - Rail Freight
   - Pipelines
   - Internal and coastal waterways
   - Road Freight
   - Space launching and freight (including satellites)
   - Other Freight

   **Passenger transportation services**
   - Air
   - Ocean
   - Rail
   - Road
   - Internal and coastal waterways
   - Other

   **Charter services** (leasing of vessels with crew)
   - Sea
   - Air and Space
   - Road

   **Services auxiliary to transport**
   - Customs agents
   - Cargo handling
   - Storage and warehousing
   - Port services
   - Pre-shipment inspection

   **Other transport services**

14. **OTHER SERVICES NOT INCLUDED ELSEWHERE**
APPENDIX I

COMPONENTS OF TOURISM-RELATED PRODUCTS AND SERVICES

1. RETAIL TRADE SERVICES

2. REPAIR SERVICES OF PERSONAL AND HOUSEHOLD GOODS

3. HOTEL AND RESTAURANT SERVICES
   - Hotel and similar accommodation services
   - Other accommodation services
   - Food serving services
   - Beverages serving services for consumption on the premises

4. LAND TRANSPORT SERVICES

5. WATER TRANSPORT SERVICES

6. AIR TRANSPORT SERVICES

7. SUPPORTING AND AUXILIARY TRANSPORT SERVICES
   - Travel agencies, tour operators and tourist guides services

8. COMMUNICATIONS (post, telephone, etc.)

9. FINANCIAL SERVICES
   - Currency exchange
   - Cheque cashing

10. INSURANCE (especially relating to travel)

11. BUSINESS SERVICES
    - Leasing or rental services concerning machinery and equipment without operators
    - Leasing or rental services concerning personal and household goods
    - Other business services (guides, interpreters, etc.)

12. SERVICES INCIDENTAL TO HUNTING AND FISHING

13. ADMINISTRATIVE SERVICES OF THE GOVERNMENT

14. RECREATIONAL, CULTURAL AND SPORTING SERVICES
    - Motion picture, radio and television and other entertainment services
    - Other entertainment services
    - Libraries, archives, museums, and other cultural services
    - Sporting and other recreational services
## APPENDIX II

### CONCORDANCE BETWEEN PROPOSED REFERENCE LIST AND CPC AND ISIC REV.3

<table>
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<tr>
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## Proposed list

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**N.B.**: /- denotes a non-inclusion
APPENDIX III

EXISTING AND PROPOSED CLASSIFICATION SYSTEMS

A. Activity-based Classification: Proposed Revised ISIC (December 1987)

5. CONSTRUCTION

501. Building of complete construction or parts thereof; civil engineering
502. Building installation
503. Building completion
504. Demolition of buildings and civil engineering work
505. Renting of construction or demolition equipment with operator

6. WHOLESALE AND RETAIL TRADE; REPAIR OR MOTOR VEHICLES, MOTORCYCLES AND PERSONAL AND HOUSEHOLD GOODS; RESTAURANTS AND HOTELS

61. Sale, maintenance, and repair of motor vehicles and motorcycles
62. Wholesale trade and commission trade except motor vehicles and motorcycles
63. Retail trade excluding motor vehicles/cycles; repair of personal and household goods
64. Restaurants and hotels

7. TRANSPORT, STORAGE, AND COMMUNICATION

71. Land transport
72. Water transport
73. Air transport
74. Supporting and auxiliary transport activities
75. Post and communication

8. FINANCIAL INTERMEDIATION, REAL ESTATE, RENTING AND BUSINESS ACTIVITIES

81. Financial intermediation
82. Activities auxiliary to financial intermediation
83. Real estate activities
84. Renting of machinery and equipment w/o operator and personal and household goods
85. Computer and related activities
86. R&D
89. Other business activities

9. COMMUNITY, SOCIAL AND PERSONAL SERVICE ACTIVITIES

91. Public administration and defence; compulsory social security and social assistance; other government provided or benefiting activities
92. Sewage and refuse disposal, sanitation and similar activities
93. Education
94. Health and social work
95. Activities of membership organisations
96. Recreational, cultural, and sporting activities
97. Other service activities
98. Private households with employed persons
99. Extra-territorial organizations and bodies

B. Product-based Classification: Central Product Classification Proposal (June 1988)

CONSTRUCTION

511. Pre-erection work at building and construction sites
512. General construction work for buildings
513. General construction work for civil engineering
514. Assembly and erection of prefabricated constructions
515. Special trade construction work
516. Installation work
517. Building completion and finishing work
518. Renting services related to equipment for construction or demolition of buildings or civil engineering works with operator
521. Buildings
522. Civil engineering works
529. Other engineering works

TRADE SERVICES: HOTEL AND RESTAURANT SERVICES

611. Sale, maintenance and repair services of motor vehicles; sales of related parts and accessories
612. Sale, maintenance and repair services of motorcycles and snowmobiles; sales of related parts and accessories
613. Retail sales of motor fuel
621. Commission agents' services
622. Wholesale trade services
631. Food retailing services
632. Non-food retailing services
633. Repair services of personal and household goods
641. Hotel and similar accommodation services
642. Food serving services
643. Beverages serving services for consumption on the premises

TRANSPORT, STORAGE AND COMMUNICATION SERVICES

711. Transport services by railways
712. Other land transport services
713. Transport services via pipelines
721. Transport services by sea-going vessels
722. Transport services by non-sea-going vessels

731. Passenger transportation by air
732. Freight transportation by air
733. Transportation via space
734. Rental of aircrafts with crew
741. Cargo handling services
742. Storage and warehouse services
743. Supporting services for railway transport
744. Supporting services for road transport
745. Supporting services for water transport
746. Supporting services for air transport
747. Travel agencies, tour operators and tourist guides services
748. Freight transport agency services
749. Other supporting and auxiliary transport services

POST AND TELECOMMUNICATION SERVICES

751. Postal and Courier services
752. Telecommunication services

BUSINESS SERVICES: AGRICULTURAL, MINING AND MANUFACTURING SERVICES

811. Financial intermediation services, except insurance and pension fund services
812. Insurance (including reinsurance) and pension fund services, except compulsory social security services
813. Services auxiliary to financial intermediation other than to insurance and pension funding
814. Services auxiliary to insurance and pension funding
821. Real estate services involving own or leased property
822. Real estate services on a fee or contract basis
831. Leasing or rental services concerning machinery and equipment without operators
832. Leasing or rental services concerning personal and household goods
841. Consultancy services related to the installation of computer hardware
842. Software implementation services
843. Data processing services
844. Data base services
845. Maintenance and repair services of office machinery and equipment including computers
849. Other computer services
851. Research and development services on natural sciences
852. Research and development services on social sciences and humanities
861. Legal services
862. Accounting, auditing and book-keeping services
863. Taxation services
864. Market research and public opinion polling services
865. Management consulting services
866. Services related to management consulting
867. Architectural, engineering and other technical services
871. Advertising services
872. Placement and supply services of personnel
873. Investigation and security services
874. Building-cleaning services
875. Photographic services
876. Packaging services
879. Other business services
881. Services incidental to agriculture, hunting and forestry
882. Services incidental to fishing
883. Services incidental to mining
884. Services incidental to manufacturing, except to the manufacture of metal products, machinery and equipment
885. Services incidental to the manufacture of metal products, machinery and equipment
886. Repair services incidental to metal products, machinery and equipment
887. Services incidental to energy distribution

INTANGIBLE ASSETS

891. Financial assets and liabilities
892. Non-financial intangible assets

PUBLIC ADMINISTRATION AND OTHER SERVICES TO THE COMMUNITY AS A WHOLE

911. Administrative services of the government
912. Services to the community as a whole
913. Compulsory social security services

EDUCATION SERVICES

921. Primary education services
922. Secondary education services
923. Higher education services

HEALTH AND SOCIAL SERVICES

931. Human health services
932. Veterinary services
933. Social services

SEWAGE AND REFUSE DISPOSAL, SANITATION AND SIMILAR SERVICES

SERVICES OF MEMBERSHIP ORGANIZATIONS

951. Services furnished by business, employers and professional organizations
952. Services furnished by trade unions
959. Services furnished by other membership organizations

RECREATIONAL, CULTURAL AND SPORTING SERVICES

961. Motion picture, radio and television and other entertainment services
962. New agency services
963. Libraries, archives, museums, and other cultural services
964. Sporting and other recreational services
970. Other services
980. Domestic services
990. Services provided by extra-territorial organizations and bodies


1. TRANSPORT AND STORAGE SERVICES

1.1 Passenger

1.2 Freight and auxiliary transport services
   1.2.1. Freight
   1.2.2. Rental of transport equipment with crew
   1.2.3. Other transport and storage services

2. TRAVEL

2.1 Tourism
   2.1.1. Business travellers
   2.1.2. Students and trainees
   2.1.3. Other tourists

2.2 Other travel

3. GOVERNMENT TRANSACTIONS N.I.E.

4. POSTAL AND TELECOMMUNICATION SERVICES

4.1 Postal and courier services
4.2 Telecommunication services

5. CONSTRUCTION SERVICES

6. SERVICES INCIDENTAL TO MANUFACTURING

6.1 Processing (manufacture on a fee or contract basis)
6.2 Repair services
TRADE-RELATED SERVICES

7.1 Commission agents' services
7.2 Merchanting (wholesale trade services)

FINANCIAL SERVICES

8.1 Services of financial intermediation
8.2 Services auxiliary to financial intermediation

INSURANCE SERVICES

9.1 Life insurance, pension, and annuity services (other than compulsory social security)
9.2 Casualty insurance
9.3 Services auxiliary to insurance and pension funding

BUSINESS SERVICES

10.1 Leasing or rental services without operators
10.2 Computer services
10.3 R&D, architectural, engineering, and other technical services
10.4 Legal, accounting, auditing, and bookkeeping services; taxation services; market research and public opinion polling services
10.5 Management consulting services
10.6 Advertising services
10.7 Information services
10.8 Other business services

MISCELLANEOUS SERVICES

11.1 Education services
11.2 Health and social services
11.3 Motion picture, radio and television and other entertainment services
11.4 Other miscellaneous services