

**MULTILATERAL TRADE  
NEGOTIATIONS  
THE URUGUAY ROUND**

**RESTRICTED**

MTN.TNC/W/51/Rev.2  
20 September 1993

Special Distribution

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Trade Negotiations Committee

Original: English

**COMMUNICATION FROM AUSTRALIA**

**Conditional Offer by Australia of Specific Commitments  
in the Uruguay Round Negotiations on Trade in Services**

**Revision**

The following communication is circulated at the request of Australia to the members of the Group of Negotiations on Services.

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1. The Australian Government attaches great importance to the successful and early conclusion of a General Agreement on Trade in Services, and the simultaneous entry into force of specific initial commitments by member countries.
2. Australia circulated a revised conditional offer of specific commitments on trade in services in November 1991 (MTN.TNC/W/51/Rev.1) as a basis for continuing negotiations on specific commitments.
3. The following is a further revision of that offer. It expands sectoral coverage by including a number of commitments in sectors not previously contained in Australia's offer, but of interest to its trading partners. This version remains conditional and without commitment.
4. There have been several changes to the presentation of Australia's offer since the previous revision. The offer has been prepared in schedule format, consistent with the Secretariat paper entitled Scheduling of Initial Commitments in Trade in Services: Explanatory Note (MTN.GNS/W/164 of 3 September 1993). The section detailing commitments in financial services has been prepared in accordance with the provisions contained in the "Understanding on Commitments in Financial Services".
5. The Australian Government reserves the right to withdraw, modify or reduce this offer, in whole or in part, at any time prior to the conclusion of the Uruguay Round negotiations. A major factor in this context will be the extent to which Australia's trading partners are prepared to make comprehensive commitments on market access and national treatment in sectors of interest to Australia. Australia also reserves the right to adjust any part of this offer in the light of the nature and extent of m.f.n. exemptions sought by other participants. Australia further reserves the right to modify this offer depending on the outcome of ongoing

negotiations in respect of outstanding issues relating to the finalisation of the text of the General Agreement on Trade in Services; as well as the right to make technical changes and to correct errors, omissions or inaccuracies.

6. There have been significant improvements to the Australian offer in the financial services sector. Australia's proposed bindings in the financial sector reflect the range of liberalisation measures announced by the Government in February 1992.

7. There have also been significant enhancements to the offer on maritime services. Australia's preparedness to retain its offer in this sector in its entirety will depend on the extent to which comprehensive offers covering international shipping and auxiliary services and undertakings on the access to and use of port facilities are made by other participants, particularly those with major maritime services markets. Australia has included an offer in relation to access to and use of port services. Australia questions, however, the appropriateness of using the "Additional Commitments" column in this context and considers that further technical work is required on this issue. Australia has, therefore, reflected this undertaking in an attached note to this offer (Note B of Attachment B).

8. Australia's preparedness to retain its offer on Public Telecommunications Transport Networks and Services (basic telecommunications) will depend on the extent to which countries with major telecommunications markets make substantive offers in this sector. Australia is prepared to participate in negotiations in this sector should they extend beyond the Uruguay Round timeframe. In the event of agreement to extend the negotiations on basic telecommunications beyond the Uruguay Round, it is understood the attached offer on basic would be carried over into those negotiations.

9. Australia's intention is to keep its offer on "value-added" telecommunications services on the table in the Uruguay Round negotiations, however this will remain subject to the extent to which other countries maintain their offers.

10. The classification of sectors in this offer is based on the 1991 provisional Central Product Classification (CPC) of the United Nations Statistical Office, while the ordering reflects the classification system used by the GATT Secretariat in MTN.GNS/W/120.

11. Except where indicated otherwise, this offer encompasses the regulatory activities of sub-national entities. The draft offer has been prepared in consultation with sub-national State and Territory Governments but remains subject to the final approval of those Governments.

12. In the context of CPC listings in the offer, the appearance of \*\* indicates that the service specified constitutes only a part of the total range of activities covered by the CPC concordance.

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
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**HORIZONTAL COMMITMENTS APPLICABLE TO SECTORS LISTED IN THE SECTORAL PART OF THE SCHEDULE**

<b>Foreign investment</b>	(3) Notification and examination under Australia's foreign investment policy guidelines and the Foreign Acquisitions and Takeovers Act 1975. <sup>"</sup>	(3) Debt to equity ratio requirements are prescribed for the deductibility of interest for taxation purposes in the case of interest paid to non-residents.
<b>Temporary Entry of Service Providers</b>	(4) Unbound except for measures affecting the entry and temporary stay of natural persons in the following categories:	<p>(a) Executives and senior managers, as intracorporate transferees, without requiring compliance with labour market tests, for periods of initial stay up to four years.</p> <p>Executives and senior managers being natural persons who are employees of an organisation and who are responsible for the entire or a substantial part of an organisation's operations in Australia, receiving general supervision or direction principally from higher level executives, the board of directors or stockholders of the business, including directing the organisation or a department or sub-division of the organisation, supervising and controlling the work of other supervisory, professional or managerial employees; and having the authority to establish goals and policies of the department or sub-division of the organisation.</p>

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<sup>"</sup> The precise terms of an inscription under this section of the offer are the subject of further consideration.

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
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- (b) Independent executives, without requiring compliance with labour market tests, for periods of initial stay up to a maximum of two years.

Independent executives being natural persons who meet the criteria of executives and senior managers who are responsible for the establishment in Australia, of a commercial presence of a service provider with its head of operations in the territory of another Member and which has no other representative, branch or subsidiary in Australia.

- (c) Service sellers, as business visitors, without requiring compliance with labour market tests, for periods of initial stay of 6 months and up to a maximum of 12 months.

Service sellers being natural persons not based in Australia who are (sales) representatives of a service provider and are seeking temporary entry for the purpose of negotiating for the sale of services or entering into agreements to sell services for that service provider, where those representatives will not be engaged in making direct sales to the general public or in supplying services themselves.

Applicants for business visitor visas are natural persons seeking to travel to Australia for business purposes and not intending to engage in work that might otherwise be carried out by an Australian citizen or Australian permanent resident. This requirement will be satisfied where the service seller's remuneration and financial support for the duration of the visit are derived entirely from sources outside Australia. Where remuneration and financial support are derived from within Australia, service sellers will be considered under the criteria for temporary entry of executives and senior managers or specialists.

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
	(d) Specialists <sup>"</sup> , subject to compliance with labour market tests, for periods of initial stay up to a maximum of two years with provision of extension provided the total stay does not exceed four years.	

Specialists being natural persons with trade, technical or professional skills who are responsible for or employed in a particular aspect of an organisation's operations in Australia. Skills are assessed in terms of the applicant's employment experience, qualifications and suitability for the position.

Labour market testing is not required if the position is within a labour agreement in force at the time of application. A labour agreement is an agreement between the Australian Government, employers or industry organisations and unions for the entry of skilled workers from overseas. All other measures regarding entry, stay and work shall continue to apply, including observance of Australian conditions of work with respect to such natural persons covered by the above commitments. The above commitments do not apply in cases of labour/management dispute.

#### Measures Affecting Indigenous Peoples

Unbound for current and future measures at the federal, state or local government levels according rights or preferences to any indigenous person or organisation providing for the favourable treatment of any indigenous person or organisation in relation to acquisition, establishment or operation of any commercial or industrial undertaking.

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<sup>"</sup> This entry is the subject of further consideration.

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
<b>SECTOR-SPECIFIC COMMITMENTS</b>		
1. <b>BUSINESS SERVICES</b>		
A. <b>PROFESSIONAL SERVICES</b>		
LEGAL SERVICES		
Home Country Law (861)	<ul style="list-style-type: none"> <li>(1) None</li> <li>(2) None</li> <li>(3) None</li> </ul>	<ul style="list-style-type: none"> <li>(1) None</li> <li>(2) None</li> <li>(3) At least one equity partner in a firm engaged in advising on foreign law matters must be a permanent resident (NSW, Victoria); at least one equity partner in a foreign law firm must be resident for a minimum period of 180 days per calendar year (Queensland).</li> <li>(4) None</li> </ul>
		<ul style="list-style-type: none"> <li>(4) Unbound except as indicated in the horizontal section.</li> </ul>
Australian Law (861)	<ul style="list-style-type: none"> <li>(1) None</li> <li>(2) None</li> <li>(3) None</li> <li>(4) Unbound except as indicated in the horizontal section.</li> </ul>	<ul style="list-style-type: none"> <li>(1) None</li> <li>(2) None</li> <li>(3) <sup>#</sup></li> <li>(4) None</li> </ul>
ACCOUNTING, AUDITING AND BOOKKEEPING SERVICES (862)		
	<ul style="list-style-type: none"> <li>(1) None</li> <li>(2) None</li> <li>(3) Only natural persons may be registered as auditors and liquidators.</li> <li>(4) Unbound except as indicated in the horizontal section.</li> </ul>	<ul style="list-style-type: none"> <li>(1) None</li> <li>(2) None</li> <li>(3) At least one equity partner in a firm must be a permanent resident.</li> <li>(4) Permanent residency requirement for auditors and liquidators.</li> </ul>

<sup>#</sup> The appropriate entry for this mode is the subject of further consideration.

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
TAXATION SERVICES (863)	(1) None (2) None (3) None  (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) Registration required as a condition for preparation of taxation documents. (4) Permanent residency requirement for trustees.
ARCHITECTURAL SERVICES (8671)	(1) None (2) None (3) None  (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
ENGINEERING SERVICES (8672)	(1) None (2) None (3) None  (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
INTEGRATED ENGINEERING SERVICES (8673)	(1) None (2) None (3) None  (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
URBAN PLANNING (86741)	(1) None (2) None (3) None  (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
DENTAL SERVICES (93123)	(1) None (2) None (3) None  (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
VETERINARY SERVICES (932)	(1) None (2) None (3) None  (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
<u>B. COMPUTER AND RELATED SERVICES</u>		
CONSULTANCY SERVICES RELATED TO THE INSTALLATION OF COMPUTER HARDWARE (841)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
SOFTWARE IMPLEMENTATION SERVICES (842)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
DATA PROCESSING SERVICES (843)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
DATA BASE SERVICES (844)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
MAINTENANCE AND REPAIR SERVICES OF OFFICE MACHINERY AND EQUIPMENT INCLUDING COMPUTERS (845)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
<b>C. RESEARCH AND DEVELOPMENT SERVICES</b>		
R&D SERVICES ON SOCIAL SCIENCES AND HUMANITIES (852)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) Permanent residency requirement for psychologists (Western Australia)
<b>D. REAL ESTATE SERVICES</b>		
INVOLVING OWN OR LEASED PROPERTY (821)	(1) None (2) None (3) Incorporation requirement (All States and Territories) (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
ON A FEE OR CONTRACT BASIS (822)	(1) None (2) None (3) Incorporation requirement (All States and Territories) (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
<b>E. RENTAL/LEASING SERVICES WITHOUT OPERATORS</b>		
RELATING TO SHIPS (83103**)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
Excludes cabotage, intrastate and offshore trades.		
RELATING TO AIRCRAFT (83104)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons		

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
RELATING TO OTHER TRANSPORT EQUIPMENT (83101, 83102, 83105)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
RELATING TO OTHER MACHINERY AND EQUIPMENT (83106-9)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
<u>F. OTHER BUSINESS SERVICES</u>		
ADVERTISING SERVICES (87110, 87120**, 87190)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
Covers services by advertising agencies in creating and placing advertising in periodicals, newspapers, radio and television for clients; outdoor advertising; media representation ie. sale of time and space for various media; distribution and delivery of advertising material or samples. Does not include production or broadcast/screening of advertisements for radio, television or cinema.		
MARKET RESEARCH AND PUBLIC OPINION POLLING SERVICES (864)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
MANAGEMENT CONSULTING SERVICES (865)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
SERVICES RELATED TO MANAGEMENT CONSULTING (86601, 86609)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
Excludes arbitration and conciliation services.		
SERVICES INCIDENTAL TO AGRICULTURE, HUNTING AND FORESTRY (8811**, 8812**, 8814**)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
Provision of advice and guidance relating to crop and livestock management on consultancy basis. Includes specialised consultancy services only, related to forestry activities, timber evaluation, forest management or planning. Does not include logging.		
SERVICES INCIDENTAL TO FISHING (882**)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
Consists of specialised consultancy services only, related to marine or freshwater fisheries, fish hatchery services. Does not include fishing.		

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
SERVICES INCIDENTAL TO MINING (883**)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
Consultancy on a fee or contract basis relating to mining and oil field development.		
SERVICES INCIDENTAL TO ENERGY DISTRIBUTION (887**)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
Covers consultancy services related to the transmission and distribution on a fee or contract basis of electricity, gaseous fuels and steam and hot water to household, industrial, commercial and other users.		
PLACEMENT AND SUPPLY SERVICES OF PERSONNEL (872)	(1) Unbound (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) Unbound (2) None (3) None (4) None
INVESTIGATION AND SECURITY (873)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
RELATED SCIENTIFIC AND TECHNICAL CONSULTING SERVICES (86752***, 86753)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
Assembly and assessment of land and geographic related information; practice of the science of measurement; use of that information for the purpose of planning and implementing the administration of the land and sea. May involve surveying activities on, above or below the surface of the land or sea.		
BUILDING-CLEANING SERVICES (874)	(1) Unbound* (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) Unbound* (2) None (3) None (4) None
PHOTOGRAPHIC SERVICES (875)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
CONVENTION SERVICES (87909***)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
Activities of establishments engaged in provision of planning, organising, managing and marketing services for conventions and similar events (including catering and beverage services).		

\* Unbound due to lack of technical feasibility.

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
TELEPHONE ANSWERING SERVICES (87903)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
DUPLICATING SERVICES (87904)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
TRANSLATION AND INTERPRETATION SERVICES (87905)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
MAILING LIST COMPIRATION AND MAILING SERVICES (87906)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
INTERIOR DESIGN (87907)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
Specialised consultancy services related to the post-construction design and fitting out of interior living and working spaces. Includes purchase of necessary goods.		

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment	Additional Commitments
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**2. COMMUNICATION SERVICES**

**C. TELECOMMUNICATIONS SERVICES**

PUBLIC TELECOMMUNICATIONS TRANSPORT NETWORKS AND SERVICES as defined in Paragraphs 3.2 and 3.3 of the Annex on Telecommunications	(1) None  (2) None  (3) For voice telephone, two licensed general carriers until 30 June 1997 after which time the market will be open to more competition. Requirement for incumbent carrier to remain wholly Government owned and majority Australian ownership of the second general carrier	(1) None  (2) None  (3) None
		(3) Public Mobile Telecommunications Service (PMTS) licenses are limited to holders of mobile carriers license. Three license holders allowed until June 1997. Two licenses are held by the general carriers. Foreign interests must hold less than 50% of the third license holder's total issued shares by 1 July 2003.

(4) Unbound except as indicated in (4) None the horizontal section.

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment	Additional Commitments
ELECTRONIC MAIL (7523**)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None	
VOICE MAIL (7523**)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None	
ON-LINE INFORMATION AND DATA BASE RETRIEVAL (7523**)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None	
ELECTRONIC DATA INTERCHANGE (EDI) (7523**)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None	

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment	Additional Commitments
ENHANCED/VALUE-ADDED FACSIMILE SERVICES, INCLUDING STORE AND FORWARD, STORE AND RETRIEVE (7523**)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None	
CODE AND PROTOCOL CONVERSION (7523**)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None	

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
<b>3. CONSTRUCTION AND RELATED ENGINEERING SERVICES</b>		
GENERAL CONSTRUCTION WORK FOR BUILDINGS (512)	(1) Unbound* (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) Unbound* (2) None (3) None (4) None
GENERAL CONSTRUCTION WORK FOR CIVIL ENGINEERING (513)	(1) Unbound* (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) Unbound* (2) None (3) None (4) None
INSTALLATION AND ASSEMBLY WORK (514, 516)	(1) Unbound* (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) Unbound* (2) None (3) None (4) None
BUILDING COMPLETION AND FINISHING WORK (517)	(1) Unbound* (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) Unbound* (2) None (3) None (4) None

\* Unbound due to lack of technical feasibility.

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
<b>4. DISTRIBUTION SERVICES</b>		
COMMISSION AGENTS' SERVICES (621**)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
Does not include wholesale of goods to be governed by statutory marketing arrangements.		
WHOLESALE TRADE SERVICES (622**)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
Does not include wholesale of goods to be governed by statutory marketing arrangements.		
RETAILING SERVICES (631, 632)12 (6322-9)	(1) Unbound except for mail order. (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
Does not cover dispensing of pharmaceuticals.		
FRANCHISING (8929)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
<b>5. EDUCATIONAL SERVICES</b>		
SECONDARY EDUCATION SERVICES (922**)	<p>(1) None            (2) None            (3) None            (4) Unbound except as indicated in the horizontal section.</p> <p>Covers general as well as technical and vocational education at the secondary level in private institutions.</p>	<p>(1) None            (2) None            (3) Requirement for registration and accreditation by States/Territories            (4) None</p>
HIGHER EDUCATION SERVICES (923**)	<p>(1) None            (2) None            (3) None            (4) Unbound except as indicated in the horizontal section.</p> <p>Covers provision of private tertiary education services including at university level.</p>	<p>(1) None            (2) None            (3) English language institutions require accreditation through the National English Language Intensive Courses for Overseas Students (ELICOS) Accreditation Scheme (NEAS). Registration requirements.            (4) None</p>
OTHER EDUCATION SERVICES (929**)	<p>(1) None            (2) None            (3) None            (4) Unbound except as indicated in the horizontal section.</p> <p>Covers English language tuition.</p>	

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
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**6. ENVIRONMENTAL SERVICES**

SEWAGE SERVICES (9401)	(1) Unbound * (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) Unbound * (2) None (3) None (4) None
REFUSE DISPOSAL SERVICES (9402)	(1) None (2) Unbound * (3) None (4) Unbound except as indicated in the horizontal section.	(1) Unbound * (2) None (3) None (4) None
SANITATION AND SIMILAR SERVICES (9403)	(1) Unbound * (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) Unbound * (2) None (3) None (4) None
OTHER ENVIRONMENTAL SERVICES (9404**. 9405**) Does not include public works functions whether owned and operated by municipalities, state or federal governments or contracted out by these governments.	(1) Unbound * (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) Unbound * (2) None (3) None (4) None

\* Unbound due to lack of technical feasibility.

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
<b>7. FINANCIAL SERVICES</b>	<p>(1) Borrowings in the Australian capital market by foreign governments, their agencies and international organisations are not permitted in the form of bearer bond issues.</p> <p>(1) The investment at interest in Australia of official reserves by foreign central banks and foreign government monetary institutions may be approved by the Reserve Bank. The Bank seeks an assurance from the investing authority that it will aim to be a stable holder of the Australian dollar and that it will consult with the Bank in the event of significant changes in its Australian dollar portfolio.</p> <p>(1)(3) A foreign bank located overseas may offer its services to Australian enterprises, but it is not allowed to raise funds in Australia or undertake business within Australia unless it is an authorised bank (or establishes a money market corporation, subsidiary etc.)</p> <p>(1)(3) Dealings in foreign exchange in Australia must be carried out through a dealer authorised by the Reserve Bank. Only banks, including branches of overseas banks, and financial institutions incorporated in Australia with the required minimum capital base are eligible to seek authorisation as a foreign exchange dealer.</p>	<p>(3) Acquisition by foreign interests of equity in existing banks and other businesses in the financial sector is governed by the Commonwealth Government's foreign investment policy. Sub-national governments may also exercise jurisdiction over foreign investment.</p> <p>(3) The Commonwealth Bank of Australia, the Australian Industry Development Corporation, and other Commonwealth owned entities which may conduct financial operations are guaranteed by the Commonwealth Government.</p> <p>(3) Banks owned by State Governments are not generally obliged by law to meet all the obligations imposed on authorised banks by the Reserve Bank.</p> <p>(3) Sub-national government guarantees are provided to some financial service providers owned by sub-national governments. These include State Banks, State and Territory Insurance Offices and State and Territory Financing Authorities.</p> <p>(3) In relation to general insurance, a person who carries on the business of arranging contracts of general insurance in Australia as agent for an unauthorised foreign insurer must register with the Insurance and Superannuation Commissioner as an agent of an unauthorised foreign insurer (or, if appropriate, as an insurance broker).</p> <p>(3) Prescribed interest securities (collective investment schemes) constituted abroad cannot be marketed in Australia.</p>

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
		<p>(3) In relation to life insurance, for prudential reasons, a person in Australia (such as an insurance agent) may not receive premiums or proposals associated with life insurance products for transmission to an overseas life insurer unless that insurer is registered in Australia.</p> <p>(3) Foreign banks satisfying prudential supervision and other related criteria may conduct banking in Australia. Foreign banks may undertake banking operations in Australia through an authorised branch, however, a branch may not accept "retail" deposits. A foreign bank wishing to accept "retail" deposits must seek authorisation as a locally-incorporated subsidiary for that purpose. Foreign bank branches may accept deposits in any amount from incorporated entities, non-residents and their own employees. Deposits may only be accepted from other sources where the initial deposit is greater than \$250 000. Deposit-taking outside of this is considered to be "retail" banking business.</p> <p>(3) Acquisition, by foreign interests, of control of any of Australia's four main banks (Commonwealth Bank of Australia, National Australia Bank, Westpac Banking Corporation and Australia and New Zealand Banking Group) is not permitted. State governments also reserve the right to prevent foreign control of State-owned or controlled banks. Banks (resident and non-resident) are prohibited from holding shares in the Commonwealth Bank of Australia and other entities may not hold more than five per cent of its issued share capital.</p>

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
	<p>(3) Banks operating in Australia, whether domestically or foreign owned, are prohibited from having a direct equity interest, or more than a 12.5 per cent indirect interest, in Authorised Money Market Dealers (primary dealers). In addition, a party with a substantial equity interest in a bank may not hold, directly or indirectly, substantial equity in an authorised dealer. Similarly, building societies may not hold more than 12.5 per cent interest in an authorised dealer.</p> <p>(3) Approval is required by all entities to carry on insurance business in Australia. Approval of non-resident life insurers is restricted to subsidiaries. Registered foreign life insurance companies are required to have a principal officer resident in Australia..</p> <p>(3) Commercial presence in insurance is subject to the requirements of the Insurance Act 1973, the Life Insurance Act 1945 and the Insurance Acquisitions and Takeovers Act 1991.</p> <p>(3) The Australian Stock Exchange liquid capital requirements for members may favour membership of the Exchange by subsidiaries rather than branches of foreign companies.</p> <p>(3) To obtain approval to conduct a stock market or a futures market as a stock exchange or a futures exchange the applicant must be a body corporate.</p> <p>(3) Derivative markets (i.e. markets in currency and interest rate swaps and forward exchange rate and interest rate contracts) are restricted to Australian banks and merchant banks.</p>	<p>(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons</p>

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
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(3) A majority of the directors of a member organisation of the Australian Stock Exchange must be Australian residents.

(3) Most State and Territory Governments maintain restrictions, by way of monopolies or licensing provisions and associated controls on premiums and other terms of policies, in the following areas of insurance:

- . Compulsory Third Party Motor Vehicle Accident: VIC, WA, TAS, NT, ACT (monopolies); NSW, QLD, SA (licensing, premiums/policy terms).
- . Workers Compensation; VIC, QLD, SA (monopolies); NSW, WA, TAS (licensing, premiums/policy terms).

(3) A number of State Governments operate central financing authorities through which the Government's wholly or partly owned statutory authorities and business enterprises are obliged to borrow (and in some cases invest) their funds, or otherwise obtain certain financial services:

- . SA - South Australian Financing Authority, SA Local Government Financing Authority.
- . TAS - TasCorp
- . NSW - Treasury Corporation.

(3) Consumer credit laws administered by State and Territory Governments include prescriptions as to the manner in which credit provided to consumers can be priced, and the form in which such credit can be offered, which may have the effect of restricting the scope of financial service providers to offer new financial products.

(4) The temporary entry of senior managerial personnel and specialists in the operation of a financial service supplier is subject to the terms stipulated in the horizontal section.

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
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**8. HEALTH RELATED AND SOCIAL SERVICES**

OTHER HUMAN HEALTH SERVICES  
(93199\*\*)

- (1) Unbound
- (2) None
- (3) None
- (4) Unbound except as indicated in the horizontal section.

Covers podiatry and chiropody services.  
Includes podiatry services carried out in health clinics, residential health facilities other than hospitals, as well as in own consulting rooms, patients homes or elsewhere.

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
<b>9. TOURISM AND TRAVEL RELATED SERVICES</b>		
HOTELS AND RESTAURANTS (641, 642, 643)	(1) Unbound * (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) Unbound * (2) None (3) None (4) None
TRAVEL AGENCIES AND TOUR OPERATOR SERVICES (747)	(1) Unbound (2) None (3) Incorporation requirement (All States/Territories) (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
TOURIST GUIDE SERVICES (7472)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None

\* Unbound due to lack of technical feasibility.

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
<b>10. RECREATIONAL, CULTURAL AND SPORTING SERVICES</b>		
NEWS AGENCY SERVICES (962)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
SPORTING SERVICES (9641)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
OTHER RECREATIONAL SERVICES (96491)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.  Covers recreation park and beach services.	(1) None (2) None (3) None (4) None

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment	Additional Commitments
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## 11. TRANSPORT SERVICES

### A. MARITIME TRANSPORT SERVICES

INTERNATIONAL TRANSPORT (FREIGHT AND PASSENGERS) (7211 and 7212 less cabotage and offshore transport - as defined in Attachment B.1)

- (1) (a) Liner Shipping: Part X of the Trade Practices Act 1974 requires that every ocean carrier who provides international liner cargo shipping services to or from Australia shall, at all times, be represented for the purposes of the Act, by a person who is an individual resident in Australia; has been appointed by the ocean carrier as the ocean carrier's agent for the purposes of the Act; and is specified in the register of ocean carrier agents as the ocean carrier's agent.
- (b) Bulk, tramp and other international shipping, including international transportation: None
- (2) None
- (1)(a) Part X of the Trade Practices Act 1974 allows Australian flag operators to apply to the Trade Practices Commission to examine whether conference members and non-conference operators with substantial market power are hindering Australian flag shipping operators from engaging efficiently in the provision of outward liner cargo services to an extent which is reasonable.
- (1)(a) Unbound
- (3)(a) Establishment of registered company for the purpose of operating a fleet under the national flag of Australia: nationality requirements for ownership and registration of vessels as defined by the Shipping Registration Act 1981.

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment	Additional Commitments
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(b) Other forms of commercial presence for the supply of international maritime transport services (as defined in Attachment B.3): None

- (4) (a) Ships crews: Unbound except as indicated in the horizontal section.
- (b) Key shore personnel: Unbound except as indicated in the horizontal section.

INTERNATIONAL RENTAL OF VESSELS WITH CREW (less cabotage and offshore transport - as defined in Attachment B.4)

- (1) None
- (2) None
- (3) None
- (4) Unbound except as indicated in the horizontal section.

#### MARITIME AUXILIARY SERVICES

MARITIME CARGO HANDLING SERVICES (as defined in Attachment B.5)

- (1) Unbound\* except for - no limitation on transhipment (board-to-board or via the quay)
- (2) Requirement for shore labour to undertake loading and unloading of ships under the Navigation Act 1912.

- (1) Unbound \* except for - no limitation on transhipment (board to board or via the quay)

(3)(b) See Note A to Draft Schedule (Attachment B)

\* Unbound due to lack of technical feasibility.

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment	Additional Commitments
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(3) Licenses/concessions are granted (3) None  
by port authorities on the basis of an  
economic needs test \*\*\*

(4) Requirement for shore labour to (4) None  
undertake loading and unloading of  
ships under the Navigation Act  
1912.

**STORAGE AND WAREHOUSING  
SERVICES (742)**

- (1) Unbound \*
- (2) None
- (3) None
- (4) Unbound except as indicated in  
the horizontal section.

**MARITIME FREIGHT  
FORWARDING SERVICES (as  
defined in Attachment B.6)**

- (1) None
- (2) None
- (3) None
- (4) Unbound except as indicated in  
the horizontal section.

**CUSTOMS CLEARANCE  
SERVICES (as defined in  
Attachment B.7)**

- (1) Unbound \*
- (2) None
- (3) None
- (4) Unbound except as indicated in  
the horizontal section.

See Note A to Draft Schedule  
(Attachment B)

\*\*\* Public utility concession or licensing procedures may apply in the case of the occupation of the public domain for the conduct of these activities.

\* Unbound due to lack of technical feasibility.

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment	Additional Commitments
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PRESHIPMENT INSPECTION(as defined in Attachment B.8)

- (1) None
- (2) None
- (3) None
- (4) Unbound except as indicated in the horizontal section.

CONTAINER STATION AND DEPOT SERVICES(as defined in Attachment B.9)

MARITIME AGENCY SERVICES  
(as defined in Attachment B.10)

- (1) None
- (2) None
- (3) None
- (4) Unbound except as indicated in the horizontal section.

See Note A to Draft Schedule  
(Attachment B)

<sup>#</sup> A commitment in this sector is subject to further consideration.

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
C. AIR TRANSPORT SERVICES		
MAINTENANCE AND REPAIR OF AIRCRAFT (8863**)	<p>(1) Unbound *            (2) None            (3) None            (4) Unbound except as indicated in the horizontal section.</p> <p>Covers establishments mainly engaged in periodic maintenance and repair (routine and emergency) of airframes (including wings, doors, control surfaces) avionics, engines and engine components, hydraulics, pressurisation and electrical systems and landing gear. Includes painting, other fuselage surface treatments and repair of flight-deck (and other) transparencies. Further includes rotary and glider aircraft.</p>	<p>(1) Unbound *            (2) None            (3) None            (4) None</p>
COMPUTER RESERVATION SYSTEMS (7523**)	<p>(1) None            (2) None            (3) None            (4) Unbound except as indicated in the horizontal section.</p> <p>Activities of establishments engaged in providing and maintaining computer reservation to other enterprises engaged in the provision of travel agency services, including transport and accommodation booking, tour and travel wholesaling/retailing - to establishments engaged in providing reservation services (such as travel agencies etc), CRS services related to air carriers include the provision of information on air carrier schedules, space availability and tariffs.</p>	<p>(1) None            (2) None            (3) None            (4) None</p>

\* Unbound due to lack of technical feasibility.

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
<b>F. ROAD TRANSPORT SERVICES</b>		
PASSENGER TRANSPORTATION (71213, 71214, 7122)	<ul style="list-style-type: none"> <li>(1) Unbound</li> <li>(2) None</li> <li>(3) None</li> <li>(4) Unbound except as indicated in the horizontal section.</li> </ul> <p>Does not include regular urban bus services</p>	<ul style="list-style-type: none"> <li>(1) Unbound</li> <li>(2) None</li> <li>(3) None</li> <li>(4) None</li> </ul>
FREIGHT TRANSPORTATION (71231, 71232, 71233, 71234)	<ul style="list-style-type: none"> <li>(1) Unbound</li> <li>(2) None</li> <li>(3) None</li> <li>(4) Unbound except as indicated in the horizontal section.</li> </ul>	<ul style="list-style-type: none"> <li>(1) Unbound</li> <li>(2) None</li> <li>(3) None</li> <li>(4) None</li> </ul>
<b>G. PIPELINE TRANSPORT</b>		
TRANSPORTATION OF FUELS (7131)	<ul style="list-style-type: none"> <li>(1) None</li> <li>(2) None</li> <li>(3) None</li> <li>(4) Unbound except as indicated in the horizontal section.</li> </ul>	<ul style="list-style-type: none"> <li>(1) None</li> <li>(2) None</li> <li>(3) None</li> <li>(4) None</li> </ul>
TRANSPORTATION OF OTHER GOODS (7139)	<ul style="list-style-type: none"> <li>(1) None</li> <li>(2) None</li> <li>(3) None</li> <li>(4) Unbound except as indicated in the horizontal section.</li> </ul>	<ul style="list-style-type: none"> <li>(1) None</li> <li>(2) None</li> <li>(3) None</li> <li>(4) None</li> </ul>

(1) Cross-border supply (2) Consumption abroad (3) Commercial presence (4) Presence of natural persons

Sector or sub-sector	Limitations on Market Access	Limitations on National Treatment
<b>H. SERVICES AUXILIARY TO ALL MODES OF TRANSPORT</b>		
STORAGE AND WAREHOUSE SERVICES (742 minus maritime)	(1) Unbound * (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) Unbound * (2) None (3) None (4) None
FREIGHT FORWARDING (748 minus maritime)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None
PRESHIPMENT INSPECTION (749 minus maritime)	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section.	(1) None (2) None (3) None (4) None

\* Unbound due to lack of technical feasibility.

ATTACHMENT A

**NOTE TO DRAFT SCHEDULE - PUBLIC TELECOMMUNICATIONS  
TRANSPORT NETWORKS AND SERVICES**

**(1) Terms and Conditions of Interconnection**

There are no practical restrictions on the services that can be provided by an international reseller on capacity leased from a licensed carrier, including voice services interconnected with the Public Switched Telecommunications Network (PSTN). Service providers are required to refrain, however, from interconnection practices that would technically damage the network.

The International Service Providers Class License (administered by AUSTEL, the independent regulatory authority) allows the resale of international services provided on facilities acquired from sources other than the general carriers. In order to maintain the integrity of the facilities duopoly currently operating in Australia, services provided on facilities from sources other than the general (Australian) carriers are limited to those involving the "single ended connection" to the PSTN. There is a requirement under the license in some circumstances for resellers to enrol with AUSTEL where, for example, there is an intention to supply double-ended interconnected services. This is a notification procedure, not an approval process.

The Act provides for, *inter alia*, non-discrimination by dominant carriers, unbundling of basic carriage services and the public availability of basic carriage service tariffs. Furthermore, the carriers are required to keep such books of account and other records as are necessary in order to comply with the Chart of Accounts and the Cost Allocation Manual that are prepared by AUSTEL.

**(2) Intra-Corporate Services**

The International Services Providers Class License also permits unrestricted intra-corporate telecommunications services as well as telecommunications services for closed user groups or for own use.

**(3) Competition Rules**

Competitive safeguards are given effect by the Class License. It is designed to promote competition and to encourage commercial cost-based trade in telecommunications services.

ATTACHMENT B

**NOTE TO DRAFT SCHEDULE -MARITIME SERVICES**

A. Where road, rail, inland waterways and related auxiliary services are not otherwise fully covered in this schedule, a multimodal transport operator (as defined in Definition 2 below) shall have the ability to rent or lease trucks, railway carriages, or barges and related equipment, for the purpose of inland forwarding of cargoes, or have access to, and use of, these forms of multimodal activities on reasonable and non-discriminatory terms and conditions for the purpose of carrying out multimodal transport operations.

For the purposes of this schedule, "reasonable and non-discriminatory terms and conditions" means, for the purposes of multimodal transport operations, the ability of the multimodal transport operator to arrange for the conveyance of its merchandise on a timely basis, including priority over other merchandise which has entered the port at a later date.

B. The following services at the port are made available to international maritime transport suppliers on reasonable and non-discriminatory terms and conditions: pilotage, towing and tug assistance; provisioning, fuelling and watering; garbage collecting and ballast waste disposal; Port Captain's services; navigation aids; shore-based operational services essential to ship operations, including communications, water and electrical supplies; emergency repair facilities; [anchorage, berth and berthing services].

**DEFINITIONS**

**1. Cabotage:** for the purposes of this schedule only, cabotage is defined as the transportation of passengers or goods between a port located in Australia and another port located in Australia and traffic originating and terminating in the same port located in Australia.

**Offshore Transport** refers to shipping services involving the transportation of passengers or goods between a port located in Australia and any location associated with or incidental to, the exploration or exploitation of natural resources of the continental shelf of Australia, the seabed of the Australian coastal sea and the subsoil of that seabed.

**2. Multimodal Transport Operator:** the person on whose behalf the bill of lading/multimodal transport document, or any other document evidencing a contract of multimodal carriage of goods, is issued and who is responsible for the carriage of goods pursuant to the contract of carriage.

**3. Other Forms of Commercial Presence for the Supply of International Maritime Transport Service:** for the purposes of this schedule, means the ability for international maritime transport service suppliers of other Members to undertake locally all activities

which are necessary for the supply to their customers of a partially or fully integrated transport service, within which the maritime transport constitutes a substantial element. This commitment shall not be construed as limiting in any manner the commitments undertaken under the cross-border mode of delivery.

These activities include:

- marketing and sales of maritime transport and related services through direct contact with customers, from quotation to invoicing, these services being those operated or offered by the service supplier itself or by service suppliers with which the service seller has established standing business arrangements;
- the acquisition, on their own account or on behalf of their customers (and the resale to their customers) of any transport and related services, including inward transport services by any mode, particularly inland waterways, road and rail, necessary for the supply of the integrated service;
- the preparation of documentation concerning transport documents, customs documents, or other documents related to the origin and character of the goods transported;
- the provision of business information by any means, including computerised information systems and electronic data interchange (subject to the provisions of the Annex on Telecommunications);
- the setting up of any business arrangements (including participation in the stock of a company) and the appointment of personnel recruited locally (or, in the case of foreign personnel, subject to the horizontal commitment on movement of personnel) with any locally established shipping agency;
- acting on behalf of the companies, organising the call of the ship or taking over cargoes when required.

**4. International Rental of Vessels with Crew:** rental and/or leasing services of all types of sea-going vessels with crew (such as tankers, bulk dry cargo vessels, cargo and freight vessels) for the purpose of international trade.

**5. Maritime Cargo Handling Services:** activities exercised by stevedore companies, including terminal operators, but not including the direct activities of dockers, when this workforce is organised independently of the stevedoring or terminal operator companies. The activities covered include the organisation and supervision of:- the loading/discharging of cargo to/from a ship;

- the lashing/unlashing of cargo;
- the reception/delivery and safekeeping of cargoes in the wharf area before shipment or after discharge.

The organisation and supervision includes the arrangements for (1) engaging skilled labour (dockers), (2) using all the necessary equipment for on-board or shore use and the appropriate storage space, whether by ownership, rental or otherwise, (3) the checking of parcels and markings, the weighing and measuring of cargo (upon request of the owner), and (4) the administrative duties as well as the responsibility related to the services.

Container terminal operators can furthermore be appointed for stuffing/stripping containers and, e.g. the survey and supply of electricity to containers.

**6. Maritime Freight Forwarding Services:** the organisation and monitoring of shipment operations on behalf of shippers, through the acquisition of transport and related services, preparation of documentation and provision of business information.

**7. Customs Clearance Services:** activities consisting in carrying out on behalf of another party customs formalities concerning import, export or through transport of cargoes, whether this service is the main activity of the service provider or a usual complement of its main activity.

**8. Preshipment Inspection:** all services performed on a fee or contract basis involved in the verification of the quality, quantity, price (including currency exchange rate and financial terms), and/or the customs classification of goods to be exported. Does not include customs or quarantine inspection.

**9. Container Station and Depot Services:** a definition of this sector is subject to further consideration.

**10. Maritime Agency Services:** activities consisting in representing, within a given geographic area, as an agent the business interests of one or more shipping line or shipping companies, for the following purposes:

- marketing and sales of maritime transport and related services, form quotation to invoicing, and issuance of bills of lading on behalf of the companies; acquisition and resale of the necessary related services, preparation of documentation, and provision of business information;
- acting on behalf of the companies organising the call of the ship or taking over cargoes when required.