

**MULTILATERAL TRADE  
NEGOTIATIONS  
THE URUGUAY ROUND**

**RESTRICTED**  
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Trade Negotiations Committee

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**COMMUNICATION FROM FINLAND**

**Conditional Offer by Finland Concerning  
Initial Commitments on Trade in Services**

**Revision**

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

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Progressive liberalization of trade in services in its widest possible scope is an essential goal for Finland in the Uruguay Round negotiations. Finland attaches thus a great importance to comprehensive initial commitments by all participating countries in the Uruguay Round as a part of the General Agreement on Trade in Services.

This draft schedule is presented in the expectation of corresponding schedules by other participants in the negotiations and it reflects the bilateral negotiations on initial commitments that Finland has conducted. The final outcome of the negotiations will be evaluated in the light of the quality and number of offers by other participants in the areas of interest to Finland, the scope and economic value of MFN exemptions sought by other participants and the final contents of the framework agreement and sectoral annexes. Finland reserves its right to eventually modify and reduce this offer, as well as to make technical changes, correct errors, omissions or inaccuracies, at any time prior to the conclusion of the negotiations.

Finland's negotiations for accession to the European Communities were commenced on February 1993 and the present schedule may further be affected by these negotiations.

This schedule is based on the draft text of the General Agreement on Trade in Services (GATS), as contained in the Draft Final Act of 20 December 1991. The classification of the sectors is based on the document MTN.GNS/W/120 and on the 1991 "Provisional Central Product Classification" (CPC) of the United Nations, with some limited variations. The scheduling of the commitments is made according to the secretariat's note "Scheduling of Initial Commitments in Trade in Services: Explanatory Note (MTN.GNS/W/164 of 3 September 1993). According to this Explanatory Note, there is no obligation in the GATS which requires a Member to take measures outside its territorial jurisdiction. Subsequently, Finland's commitments are made on the assumption that subsidies are not to be listed in case of cross-border supply or consumption abroad.

	1) cross-border supply 2) consumption abroad 3) commercial presence 4) presence of natural persons	Limitations on market access	Limitations on national treatment	Additional commitments
Sector/Sub-sector				
<b>A. MEASURES APPLICABLE TO ALL SECTORS</b>				
3) <u>Legal Entities</u>				
		<p>Acquisition of shares by foreign owners giving more than one third of the voting rights of a major Finnish company or a major business undertaking (with more than 1000 employees or with a turnover exceeding 1000 million Finnish markka or with a balance sheet total exceeding 1000 million Finnish markka) is subject to confirmation by the Finnish authorities; the confirmation may be denied only if an important national interest would be jeopardized.</p> <p>At least half of the ordinary and deputy members of the Board of Directors have to be citizens of Finland and resident in Finland. The Managing Director of a limited company has to be a Finnish citizen and resident in Finland. Company exemptions may, however, be granted.</p>	<p>A foreigner carrying on a trade as a private entrepreneur or as a partner in a Finnish limited or general partnership needs a trade permit and has to be permanently resident in Finland. If a foreign organization intends to carry on a business or trade by establishing a branch in Finland, a trade permit is required.</p> <p>A permission to act as a founder of a limited company is required of a foreign organization or a private person, who is not a citizen of Finland.</p>	<p>Non-residents need a permit to acquire or rent real estate for more than two years intended for leisure-time dwelling or for recreational purposes.</p>
				<p><b>3,4) Acquisition and possession of Real Estate</b></p>

Sector/Sub-sector	1) cross-border supply 2) consumption abroad  <u>3,4) Åland Islands</u>	Limitations on market access	Limitations on national treatment	Additional commitments
3) commercial presence  <u>4) presence of natural persons</u>				

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<u>Presence of Natural Persons (continued)</u>	<p>Full compliance with Finnish labour laws and labour market practices are required, including observance of wage levels, terms and conditions for work etc. as practiced on the local labour market, whether based on law or enforced through collective agreements</p> <p><b>UNBOUND</b></p> <p><u>Entry and temporary stay of service providers</u></p> <p>Unbound except for the entry and temporary stay of the following categories of service provider personnel as intra-corporate transferees, provided that such persons have been employed or sub-contracted by the company concerned not less than one year immediately preceding the entry</p> <p><u>executives</u> - without requiring compliance with labour market tests to persons who primarily direct the management of the organization, establish its goals and generally have a wide decision making authority. Executives would not necessarily perform tasks related to the actual provision of the service</p> <p><u>managers</u> - without requiring compliance with labour market tests to persons who direct the organization or its department and are in a senior level responsible of the service providing functions of the organization by supervising and controlling and having also authority to hire and fire personnel or recommend such and other personnel actions</p>		

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<u>Presence of Natural Persons (continued)</u>	<p><b>specialists</b> - in compliance with labour market tests to persons within the organization, who possess knowledge at an advanced level of expertise or otherwise essential or proprietary to the organizations service, research equipment, techniques or management</p> <p>Unbound except for <b>business visitors</b> who are allowed to enter into country without requiring a work permit when their residence does not exceed 90 days.</p> <p><b>Business visitors</b> are defined as representatives of a service provider who are seeking temporary entry in purposes of negotiation for the sale of services or entering into agreements to sell services for that service provider, where this selling activity is not directed to the general public.</p>		

Sector/Sub-sector	Limitations on market access	Limitations on national treatment*	Additional commitments
<b>B. MEASURES APPLICABLE TO INDIVIDUAL SECTORS</b>			
<b>BUSINESS SERVICES</b>			
Professional services			
Legal services (861) - international and home country law	<p>1) None 2) None 3,4) When practicing legal services as a member of the General Bar Association, Finnish citizenship and residency in Finland are required 4) Unbound except as indicated in the horizontal section</p> <p>1) None 2) None 3) None 4) None</p> <p>1) Unbound 2) None 3,4) At least one of the auditors of a Finnish liability company must be a Finnish citizen resident in Finland or a Finnish CPA audit company 4) Unbound except as indicated in the horizontal section</p> <p>1) None 2) None 3) None 4) None</p> <p>1) None 2) None 3) None 4) None</p>		
Accounting services (parts of 862)			
Auditing services (parts of 862)			
Taxation services (863)			
Architectural services (861)			

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<b>Professional services (continued)</b>			
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 and landscape architectural services (8674)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
Medical and dental services (parts of 9312)	1) None 2) None 3,4) Foreigners may be granted a license to practice on special grounds 4) Unbound except as indicated in the horizontal section	1; None 2) None 3,4) Sufficient knowledge of Finnish language is required.	
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	
Services provided by nurses (parts of 93191)	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	Limitations on market access	Limitations on national treatment	Additional commitments
Sector/Sub-sector				
<b>Computer and related services (continued)</b>				
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	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	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	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	1) None 2) None 3) None 4) None
Maintenance and repair, other (845 + 849)		1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<b><u>Research and development services</u></b>			
Research and development 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) None	
<b><u>Real estate services</u></b>			
Involving own or leased property (821) and on a fee or contract basis (822)	1) None 2) None 3) Chairman, members of the Board and Managing Director have to be Finnish citizens. 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
<b><u>Leasing or Rental services without operator</u></b>			
Transport:			
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	
Relating to aircraft (83104)			
Relating to other transport equipment (83101 + 83102 + 83105)			1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<b>Non-transport:</b>			
Relating to other machinery and equipment (83106 - 83109)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
<u>Other business services</u>			
Advertising services (871)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
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
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
Technical testing and analysis services (867)			1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section
Services related to management consulting (866)			1) None 2) None 3) None 4) None

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<b>Other business services (continued)</b>			
Services incidental to agriculture, forestry and fishing (concerned parts of 88 consisting specialised consultancy services only)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
Services incidental to mining (concerned parts of 88 consisting specialised consultancy services only )	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
Security services (parts of 873)	1) None 2) None 3) License of the County Government is required for a commercial presence. License may be granted only to Finnish citizens and Finnish registered organizations. 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
Related scientific and technical consulting services (867f)	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 of equipment (633 + 8861 - 8866, not including maritime vessels, aircraft or other transport equipment)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<b><u>Other business services (continued)</u></b>			
Building-cleaning services (874)	<p>1) Unbound *</p> <p>2) None</p> <p>3) None</p> <p>4) Unbound except as indicated in the horizontal section</p>	<p>1) Unbound *</p> <p>2) None</p> <p>3) None</p> <p>4) None</p>	
Photographic services (875)	<p>1) Unbound *</p> <p>2) None</p> <p>3) None</p> <p>4) Unbound except as indicated in the horizontal section</p>	<p>1) Unbound *</p> <p>2) None</p> <p>3) None</p> <p>4) None</p>	
Printing, publishing (88442)	<p>2) None</p> <p>1,3,4) Residency requirement for publishing.</p> <p>Citizenship requirement for a person in charge of printing.</p> <p>4) Unbound except as indicated in the horizontal section</p>	<p>1) None</p> <p>2) None</p> <p>3) None</p> <p>4) None</p>	
Certified translators/interpreters (87905)	<p>1) None</p> <p>2) None</p> <p>3) None</p> <p>4) Unbound except as indicated in the horizontal section</p>	<p>1) None</p> <p>2) None</p> <p>3) None</p> <p>4) Residency requirement for certified translators</p>	
Other translators/interpreters (87905)	<p>1) None</p> <p>2) None</p> <p>3) None</p> <p>4) Unbound except as indicated in the horizontal section</p>	<p>1) None</p> <p>2) None</p> <p>3) None</p> <p>4) None</p>	

\* ) A commitment on this mode of delivery is not feasible

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<u>Other business services (continued)</u>			
Exhibition management 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	
Public relation 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	
<b><u>COMMUNICATION SERVICES</u></b>			
<u>Telecommunication services</u> <sup>1)</sup>			
Public telecommunications, transport services and networks		1) Establishment requirement 2) None 3) License may be granted only to Finnish registered organization. An economic needs test is applied and license may include requirements on the total value of the service transactions or the assets.	1) None 2) None 3) None 4) None
Other telecommunications services (VAS)			1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section

<sup>1)</sup> This offer is based on the draft annex, dated on 20 December 1991 (MTN.TNC/W/FA) and subject to the outcome on the further discussion on issue.

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<u>Audiovisual services</u> <sup>2)</sup>	<p>None on cross-border transmission into or reception within national territory.</p> <p>Broadcasting and cable transmission (retransmission of broadcasts by cable excluded) are subject to authorization and obligations as specified in the license.</p> <p>License for cable transmission may be granted only to Finnish citizens and Finnish registered organizations.</p>	<p>Cultural specificity requirements may be imposed on programmes</p>	

#### CONSTRUCTION AND OTHER RELATED ENGINEERING SERVICES

General construction work for buildings  
(512)

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

General construction work for civil engineering (513)

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

Installation and assembly work  
(514 + 516)

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

2) This offer is subject to the outcome on overall results in negotiations on audiovisual services.

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<b>DISTRIBUTION SERVICES</b> (excluding arms, alcoholic beverages and pharmaceutical products)			
<u>Commission agents' services</u> (621)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
<u>Wholesale trade services</u> (622)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
<u>Retailing services</u> (631 + 632 + 6111 + 6113 + 6121)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
<u>Franchising</u> (8929)	1) Unbound 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
<b>ENVIRONMENTAL SERVICES</b>			
<u>Refuse disposal services</u> (9402)		1) Unbound 2) None 3) None 4) None	X
<u>Other environmental services</u> (9404, 9405, 9406, 9409)		1) None 2) None 3) None 4) None	

- 1) supply of financial services by non-resident suppliers
- 2) purchase by residents in the territory of another party
- 3) commercial presence
- 4) presence of natural persons

**FINANCIAL SERVICES**

Commitments in FINANCIAL SERVICES are based on the Understanding on Commitments in Financial Services (Understanding) and are subject to the overall balance and satisfactory level of commitments made by the other negotiating parties.

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<b><u>BANKING AND OTHER FINANCIAL SERVICES (excluding insurance)</u></b>	<ul style="list-style-type: none"> <li>1) None</li> <li>2) Payments from governmental entities (expenses) shall be transacted through the Finnish Postal Giro System or through a certain credit institution (Postipankki Ltd.)</li> <li>3) Acquisition of shares by foreign owners giving more than one third of the voting rights of a major Finnish commercial bank or credit institution (with more than 1000 employees or with a turnover exceeding 1000 million Finnish markka or with a balance sheet total exceeding 1000 million Finnish markka) is subject to confirmation by the Finnish authorities; the confirmation may be denied only if an important national interest would be jeopardized</li> </ul>	<ul style="list-style-type: none"> <li>1) None</li> <li>2) None</li> <li>3) None</li> </ul>	Requirements concerning nationality and place of residence from which exemptions may be granted apply to the founder, the Supervisory Board and the Board of Management as well as the Chief General Manager and auditors
Credit institutions including Banks			

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
1) supply of financial services by non-resident suppliers	2) purchase by residents in the territory of another party	3) commercial presence	4) presence of natural persons
<u>Banking and other financial services</u> (continued)			
Collective investment funds	Collective investment funds may not be managed by branches of foreign management companies		
Intermediation of securities and derivatives	Professional intermediation of securities and derivatives (options and futures) requires a permanent place of business in the form of a limited liability company, a deposit bank, other credit institution or a branch of a foreign credit institution		
Stock Exchange Brokerage Firms and Brokers	Requirements concerning citizenship and place of residence apply to the Board of Directors and Managing Director of a Stock Exchange Brokerage Firm as well as to a Stock Exchange Broker		
Market makers and brokers on derivatives exchange	Citizenship and residency requirements from which exemptions may be granted		
	Payments from governmental entities (expenses) shall be transacted through the Finnish Postal Giro System or through a certain credit institution (Postipankki Ltd.)		
	4) Unbound except as indicated in the horizontal section	4) None	
<b>INSURANCE</b>			
Insurance Services (including services auxiliary to insurance)			1) None
Direct insurance and reinsurance			1) Foreign insurers may on cross-border trade without license offer only reinsurances in Finland

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<u>Insurance Services</u> (continued)	<p>1) supply of financial services by non-resident suppliers</p> <p>2) purchase by residents in the territory of another party</p> <p>3) commercial presence</p> <p>4) presence of natural persons</p>	<p>2) Obligatory insurances (the statutory employment pension insurance, the statutory accident insurance, the motor third party liability insurance, the insurance against treatment injury) have to be effected in Finland</p> <p>3) Requirements concerning citizenship and place of residence, from which an exemption may be granted in some cases, apply to the founder, Managing Director, Auditors and Members of the Board of Directors and the Supervisory Board of an insurance company</p> <p>Branches of foreign insurance companies cannot get a license in Finland to carry on statutory insurance business (the statutory employment pension insurance, the statutory accident insurance, the motor third party liability insurance,<sup>3)</sup> the insurance against treatment injury)</p> <p>4) Unbound except as indicated in the horizontal section</p>	<p>2) None</p> <p>3) The general agent of the foreign insurance company shall reside in Finland. The general agent will be approved by the Ministry of Social Affairs and Health</p> <p>An insurance company that has been granted a license in Finland shall have an actuary fulfilling the requirements determined by the Ministry of Social Affairs and Health as regards the competence of the actuary</p> <p>4) None</p> <p>1) The supply of insurance broker services is subject to a permanent place of business in Finland</p> <p>2) None</p> <p>3) None</p> <p>4) Unbound except as indicated in the horizontal section</p>

<sup>3)</sup> Concerning other kinds of insurance, the principle of reciprocity may be applied when license is granted to branches. However, Finland has not at this stage requested an MFN exemption for these measures. The final decision on the matter will depend on the overall balance and satisfactory level of commitments made by the other negotiating parties.

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<b><u>TOURISM AND TRAVEL RELATED SERVICES</u></b>			
Hotel and restaurant services (incl. catering) (641 - 643)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
Travel agency and tour operator services (741)	1) None 2) None 3.4) License of the National Consumer Administration is required. License may be granted only for Finnish citizens and Finnish registered organizations. 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
Tourist guide services (742)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
<b><u>RECREATIONAL, CULTURAL AND SPORTING SERVICES</u></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 and other recreational services (964, except as regard i.e. gambling, coin machines and like activities)		1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<b>TRANSPORT SERVICES</b>			
<u>Maritime transport services</u>			
International transport (freight and passengers) CPC 7211 and 7212 less cabotage transport			<p>The following services at the port are made available to international maritime transport suppliers on reasonable and non-discriminatory terms and conditions</p> <ol style="list-style-type: none"> <li>1) Pilotage</li> <li>2) Towing and tug assistance</li> <li>3) Provisioning, fuelling and watering</li> <li>4) Garbage collecting and ballast waste disposal</li> <li>5) Port Captain's services</li> <li>6) Navigation aids</li> <li>7) Shore-based operational services essential to ship operations, including communications, water and electrical supplies</li> <li>8) Emergency repair facilities</li> <li>9) Anchorage, berth and berthing services</li> </ol> <p>1) See Note</p> <p>3 b) See Note</p>

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<b>Maritime auxiliary services</b>			
Maritime Cargo Handling Services (as defined below - 4)	1) Unbound* 2) None **) 3) None 4) Unbound except as indicated in the horizontal section	1) Unbound* 2) None 3) None 4) None	
Storage and Warehousing Services CPC 742	1) Unbound* 2) None 3) None**) 4) Unbound except as indicated in the horizontal section	1) Unbound* 2) None 3) None 4) None	
Customs Clearance Services (as defined below - 5)	1) Unbound* 2) None 3) None**) 4) Unbound except as indicated in the horizontal section	1) Unbound* 2) None 3) None 4) None	
Container Station and Depot Services (as defined below - 6)	1) Unbound* 2) None 3) None**) 4) Unbound except as indicated in the horizontal section	1) Unbound* 2) None 3) None 4) None	
Maritime Agency Services (as defined below - 7)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
Maritime Freight Forwarding Services (as defined below - 8)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	

\* ) A commitment on this mode of delivery is not feasible.

\*\*) Public utility concession or licensing procedures may apply in case of occupation of the public domain.

**NOTE TO THE SCHEDULE**

Where road, rail, inland waterways and related auxiliary services are not otherwise fully covered in this schedule, a multimodal transport operator 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. "Reasonable and non-discriminatory terms and conditions" means, for the purpose of this additional commitment, 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.

**DEFINITIONS**

1. Without prejudice to the scope of activities which may be considered as "cabotage" under the relevant national legislation, this schedule does not include "maritime cabotage services", which are assumed to cover transportation of passengers or goods between a port located in Finland and another port located in Finland and traffic originating and terminating in the same port located in Finland provided that this traffic remains within Finland's territorial waters.
2. "Other forms of commercial presence for the supply of international maritime transport services" 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 however not be construed as limiting in any manner the commitments undertaken under the cross border mode of delivery).

These activities include, but are not limited to:

- a) 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;
- b) 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;
- c) the preparation of documentation concerning transport documents, customs documents, or other documents related to the origin and character of the goods transported;
- d) 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);
- e) subject to the horizontal commitment 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;
- f) acting on behalf of the companies, organising the call of the ship or taking over cargoes when required.

3. "Multimodal transport operator" means 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.
4. "Maritime cargo handling services" means activities exercised by stevedore companies, including terminal operators, but not relating to supply of workforce to such services, and 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:
  - loading/discharging of cargo to/from a ship;
  - lashing/unlashing of cargo;
  - reception/delivery; and safekeeping of cargoes before shipment or after discharge.
5. "Customs clearance services" means 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.
6. "Container station and depot services" means activities consisting in storing containers, whether in port areas or inland, with a view to their stuffing/stripping, repairing, and making them available for shipments.
7. "Maritime agency services" means activities consisting in representing, within a given geographic area, as an agent the business interests of one or more shipping lines or shipping companies, for the following purposes:
  - marketing and sales of maritime transport and related services, from 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.
8. "Freight forwarding services" means the activity consisting of organising and monitoring shipment operations on behalf of shippers, through the acquisition of transport and related services, preparation of documentation and provision of business information.

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<u>Air transport</u> 4)			
- Sales and marketing	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
- Computer reservations systems	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 of aircraft	1) Unbound * ) 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) Unbound * ) 2) None 3) None 4) None	
<u>Rail transport services</u>			
- Maintenance and repair of Rail Transport Equipment (parts of 88)	1) Unbound * ) 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) Unbound * ) 2) None 3) None 4) None	
<u>Road transport services</u>			
- Passenger and Freight transportation (71213, 71222, 71223, 7123)	1) Unbound 2) None 3) Authorization required, not extended to foreign registered vehicles 4) Unbound except as indicated in the horizontal section	1) Unbound 2) None 3) None 4) None	

4) Conditional on the final content of the Air Transport Annex  
\*) Unbound due to lack of technical feasibility

Sector/Sub-sector	Limitations on market access	Limitations on national treatment	Additional commitments
<u>Road transport services (continued)</u> - Maintenance and repair services of road transport equipment (6112, parts of 88)	1) Unbound* 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) Unbound* 2) None 3) None 4) None	
<u>Combined transport services</u>	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
<u>Charter services</u> (leasing of vessels with crew, sea and road) (7213 + 7124)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
<u>Services auxiliary to all modes of transport (excluding maritime transport)</u>			
- Storage and warehousing services (742)	1) Unbound * 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) Unbound * 2) None 3) None 4) None	
<u>Freight transport agency services</u> (748)	1) None 2) None 3) None 4) Unbound except as indicated in the horizontal section	1) None 2) None 3) None 4) None	
Other supporting and auxiliary transport services (7490)	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