



PRODUCT CLASSIFICATION FOR
ACCOUNTING, BOOKKEEPING AND
AUDITING SERVICES; TAX
CONSULTANCY SERVICES AND
BUSINESS AND MANAGEMENT
CONSULTANCY SERVICES

RELEVANCE TEST BASED ON DATA
COLLECTED IN THE EU AND USA



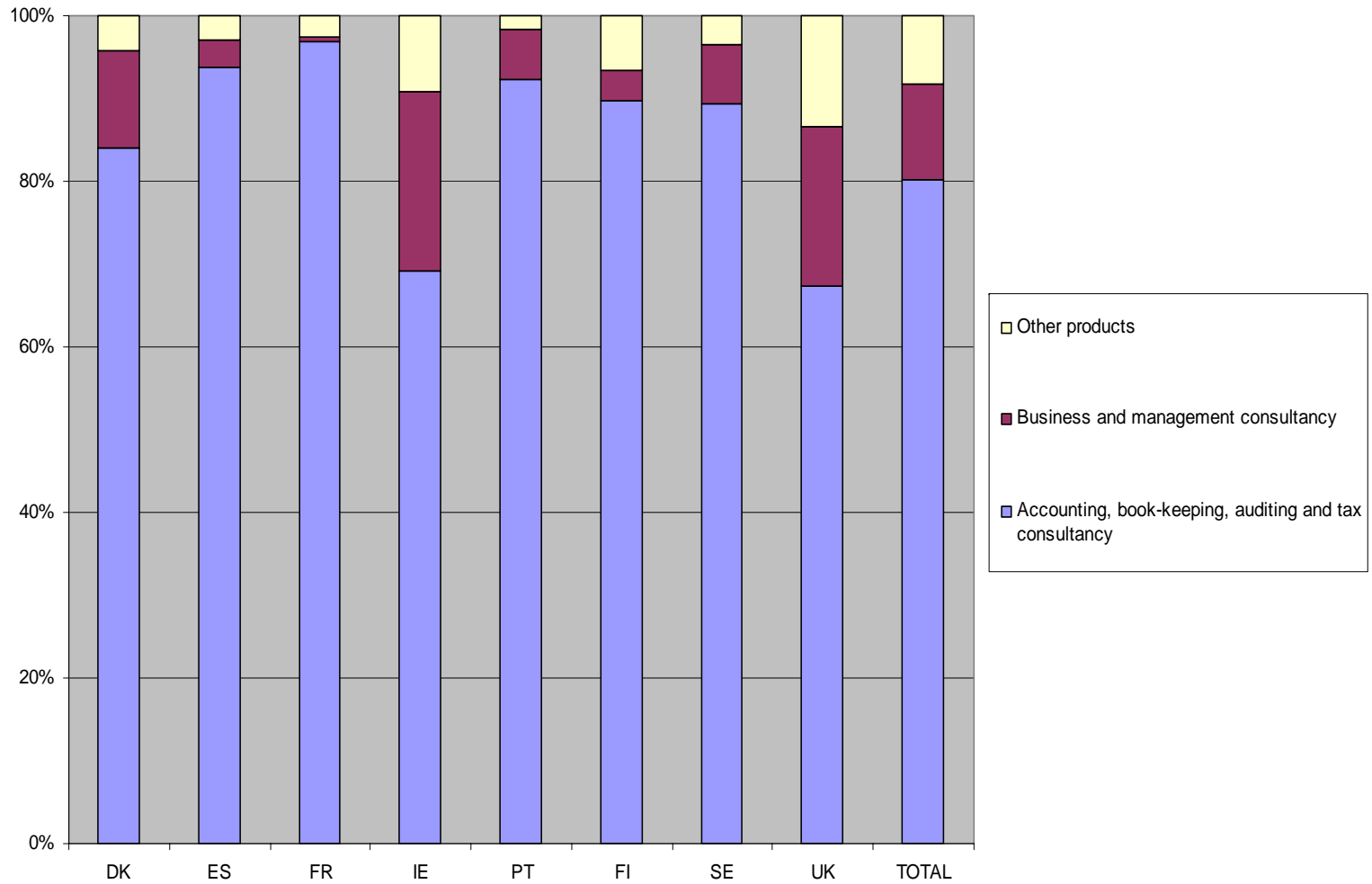
ACCOUNTING, BOOKKEEPING AND AUDITING SERVICES ; TAX CONSULTANCY SERVICES



- EU PROJECT – Business services
- Product list based on the Classification of product by activity (CPA)
- A test showed that:
 - Auditing should be a separate category
 - Accounting should be aggregated with bookkeeping services



ACCOUNTING, BOOKKEEPING AND AUDITING SERVICES; TAX CONSULTANCY SERVICES EU RESULTS 2002





ACCOUNTING, BOOKKEEPING AND AUDITING SERVICES; TAX CONSULTANCY SERVICES 2002 - EU RESULTS COMPARED WITH US



Product breakdown	US- Total	EU- Total
Auditing services	19.0	20.6
<i>Financial auditing services</i>	12.9	-
<i>Tax auditing services</i>	0.8	-
<i>Other assurance and financial auditing services</i>	5.3	-
Accounting and book-keeping services, except tax returns	42.9	39.7
<i>Bookkeeping and compilation services</i>	10.0	-
<i>General accounting services</i>	5.0	-
<i>Financial statement review and agreed upon procedures</i>	2.9	-
<i>Payroll services</i>	25.0	-
Tax consultancy services, including tax returns	31.4	19.9
<i>Tax preparation services for businesses</i>	10.5	-
<i>Tax preparation services for individuals</i>	15.2	-
<i>Tax consulting services for individuals and businesses</i>	5.7	-
Business organisation consultancy services	-	2.3
Strategic consultancy services, including mergers and acquisitions	-	2.5
Financial management, human resources and other business and management consulting services	4.0	
<i>Computerized accounting system services</i>	0.7	-
<i>Management consulting services</i>	3.3	-
Training services	0.1	0.4
<i>IT-related training services</i>	-	0.2
<i>Other training services</i>	-	0.2
Other additional products	2.8	7.9
TOTAL	100%	100%



PROPOSALS FOR A "NEW" PRODUCT LIST



- Auditing a separate category in CPA
- Accounting should be aggregated with bookkeeping services
- Pay roll services could be tested in the 3rd round of the EU-survey for Business Services
- More details in the European survey? In US a more detailed product breakdown was possible

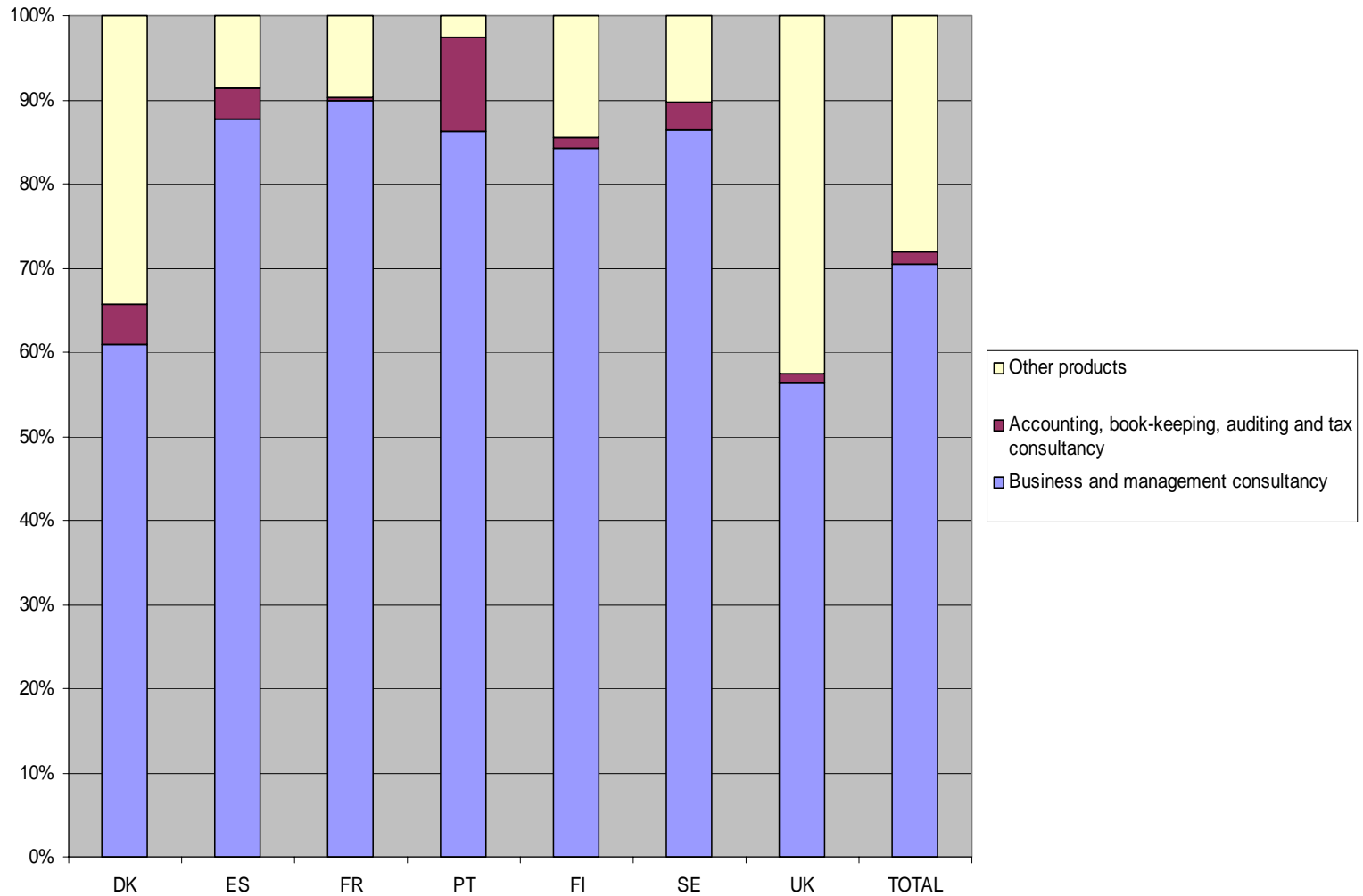
BUSINESS AND MANAGEMENT CONSULTANCY SERVICES



- EU project product list based on the CPA
- A test showed that:
 - Strategic consultancy services should be added as a separate category
 - Consultancy services related to mergers and acquisitions should be added as a separate category



BUSINESS AND MANAGEMENT CONSULTANCY SERVICES EU RESULTS 2002





PROBLEMS WITH THE PRODUCT LIST

- “*Other business and management consultancy*” turned out to be the most important product of all.

This product is an aggregate of 7 products in CPA:

Marketing management consulting services, Production management consulting services, Public relations services, Other management consulting services, Project management services other than for construction, Arbitration and conciliation services and Other management related services