

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

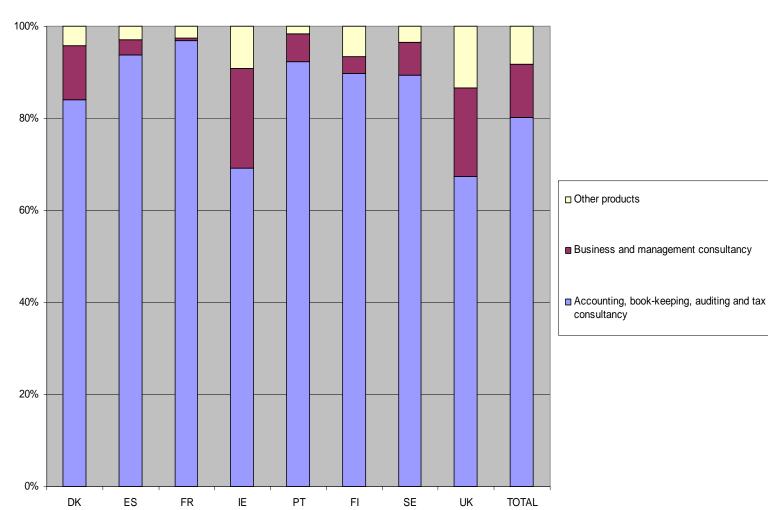


- EU PROJECT Business services
- Product list based on the Classification of product by activity (CPA)
- A test showed that:
 - Auditing should be a separate category
 - Accounting should be aggregated with bookkeeping services



ACCOUNTING, BOOKKEEPING AND AUDITING SERVICES; TAX CONSULT-ANCY SEVICES EU RESULTS 2002





TOTAL



ACCOUNTING, BOOKKEEPING AND AUDITING SERVICES EU RESULTS 2002

Product breakdown	DK	ES	FR	ΙE	PT	FI	SE	UK	Total
Auditing services	38.8	13.5	10.3	31.9	44.0	25.6	41.6	22.5	20.6
Accounting and bookkeeping									
services, except tax returns	33.0	21.1	83.9	16.2	42.4	59.0	36.0	25.1	39.7
Tax consultancy services, including									
tax returns	12.3	59.0	2.7	21.1	5.9	5.2	11.8	19.7	19.9
Business organisation consultancy									
services	1.9	0.9	0.0	3.8	3.0	0.2	0.2	3.9	2.3
Strategic consultancy services,									
including mergers and acquisitions	2.1	0.2	0.0	1.9	1.6	0.8	1.9	4.6	2.5
Financial management consulting									
services	3.2	0.8	0.0	1.9	0.7	1.4	1.5	5.7	3.2
Human resources management									
consulting services	0.2	0.4	0.0	2.9	0.4	0.5	0.3	0.4	0.4
Other business and management									
consultancy services	4.3	1.2	0.5	11.2	0.4	0.6	3.5	4.7	3.2
IT-related training services	0.1	0.0	0.0	7.3	0.0	0.0	0.0	0.1	0.2
Other training services	1.2	0.3	0.1	0.0	0.5	0.0	0.3	0.1	0.2
Other additional products n.e.c	2.9	2.6	2.5	1.9	1.1	6.6	3.1	13.3	7.9

100%



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



Product breakdown	US-	EU-	
	Total	Total	
Auditing services	19.0	20.6	
Financial auditing services	12.9	-	
Tax auditing services	0.8	-	
Other assurance and financial auditing services	5.3	-	
Accounting and book-keeping services, except tax returns	42.9	39.7	
Bookkeeping and compilation services	10.0	-	
General accounting services	5.0	-	
Financial statement review and agreed upon procedures	2.9	-	
Payroll services	25.0	-	
Tax consultancy services, including tax returns	31.4	19.9	
Tax preparation services for businesses	10.5	-	
Tax preparation services for individuals	15.2	-	
Tax consulting services for individuals and businesses	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		
Computerized accounting system services	0.7	-	
Management consulting services	3.3	-	
Training services	0.1	0.4	
IT-related training services	-	0.2	
Other training services	-	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

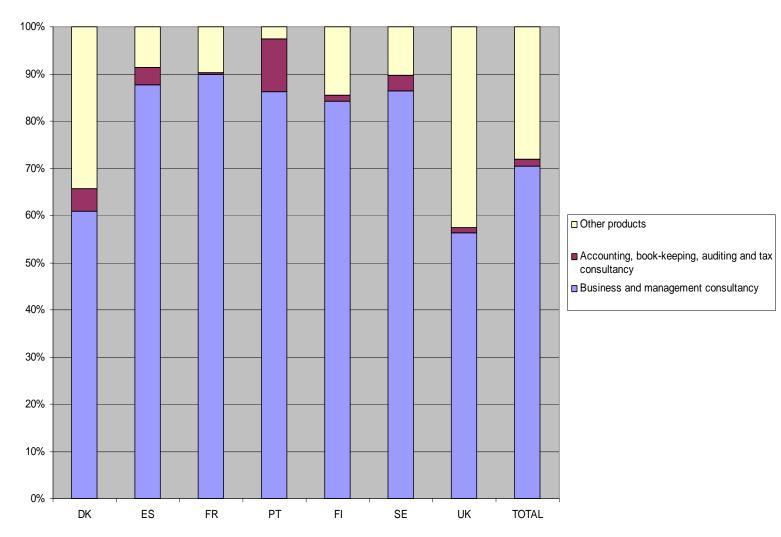


- EU project product list based on the CPA
- A test showed that:
 - Strategic consultancy services should be added as a separate category
 - Consultancy services related to mergers and acquisitions should be added as a separate category



BUSINESS AND MANAGEMENT CONSULTANCY SERVICES EU RESULTS 2002





TOTAL



BUSINESS AND MANAGEMENT CONSULTANCY SERVICES EU RESULTS 2002

Product breakdown		ES	FR	PT	FI	SE	UK	Total
Auditing services	1.9	0.1	0.2	2.9	0.1	0.3	0.1	0.3
Accounting and bookkeeping services, except tax returns	2.1	1.0	0.0	6.6	1.2	2.6	0.7	0.9
Tax consultancy services, including tax returns	0.7	2.6	0.1	1.7	0.0	0.4	0.2	0.3
Business organisation consultancy services	19.5	23.1	33.9	25.5	21.2	20.9	5.1	15.8
Strategic consultancy services, including mergers and								
acquisitions	14.2	11.3	10.1	12.9	15.2	14.5	10.8	11.2
Financial management consulting services	3.6	12.0	11.4	6.4	3.2	6.4	3.6	6.3
Human resources management consulting services	12.1	5.9	8.1	0.9	10.3	7.4	20.1	14.4
Other business and management consultancy services	11.6	35.4	26.4	40.6	34.2	37.3	16.9	22.7
IT-related training services	1.2	0.2	0.0	0.1		0.1	0.1	0.1
Other training services	7.7	0.6	1.0	0.2		2.4	1.8	1.7
Computer services	18.2	0.0	2.9	1.5	2.7	2.3	3.2	3.3
Other additional products n.e.c.	7.3	7.7	5.8	0.8	2.8	5.3	37.5	22.9

100%



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