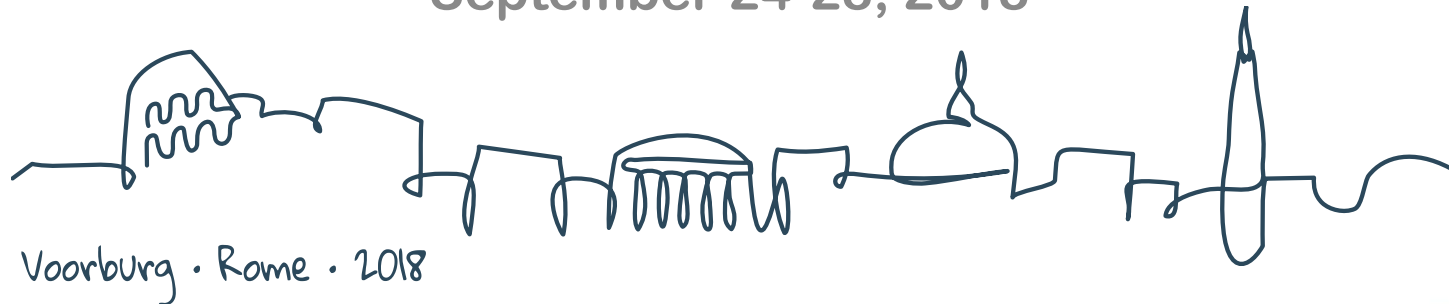


Intermediaries in the Provision of Services and Classification in ISIC



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Retail Trade

- the resale (sale without transformation) of *new and used goods* mainly to the general public for personal or household consumption or utilization, by shops, department stores, stalls, mail-order houses, hawkers and peddlers, consumer cooperatives, etc.”
- include certain agency services in retail trade such as retail commission agents and retail auctioning houses

International Standard Industrial Classification of All Economic Activities (ISIC), Revision 4, Statistical Papers Series M, No.4/Rev.4, United Nations, 2008, page 188



Terminology

Retailing services 

Inventory risk 

Merchandising 

Outsourcing part of the
production process 



Outsourcing

- Service provider is outsourcing aspects of the transaction such as outreach, payment processing, reservation services, etc.
- Not providing the actual service (in most cases)
- Exception is capacity risk



ISIC Outsourcing Guidance

- Principals that outsource part of the production process are classified in the industry of the complete process.
- Contractors are classified to the industry of units producing the same services on their own account.



Practical examples

- Ride sharing service – platform is a taxi dispatch service, individual drivers are taxi service
- Home sharing services – platform bringing together providers and consumers is reservation service, property owners are providing accommodation services
- Can be hard to identify primary activity - deal of the day sites
- Third party sales on large retail trade platforms – often own account selling by platform but also logistics/payment/other services provided to third parties. Product and measurement.
- Basic guidance applies – what is the unit actually doing?
- Look for capacity risk – who bears that risk?



Questions?

- **Expert Group on International Classifications has taken over UNSD classification work**
- **Eurostat classifications taskforce**
- **Others – Canada, Mexico, US for NAICS**

