

**LIST OF ACTIVITIES OF SHORT-TERM BUSINESS VISITORS**

For the purposes of Chapter 10 (Trade in services and investment), activities of short-term business visitors are:

- (a) meetings and consultations: natural persons attending meetings or conferences, or engaged in consultations with business associates;
- (b) training seminars: personnel of an enterprise who enter the territory of a Party to receive informal training in techniques and work practices that are relevant to the operation of the enterprise, provided that the training received is confined to theoretical instruction, observation and familiarisation only, and does not lead to the award of a formal qualification;
- (c) trade fairs and exhibitions: personnel attending a trade fair for the purpose of promoting their company or its products or services;
- (d) sales: representatives of a supplier of services or goods taking orders or negotiating the sale of services or goods or entering into agreements to sell services or goods for that supplier, but not delivering goods or supplying services themselves. Short-term business visitors do not engage in making direct sales to the general public;

- (e) purchasing: buyers purchasing goods or services for an enterprise, or management and supervisory personnel engaging in a commercial transaction carried out in the territory of the other Party;
  - (f) after-sales or after-lease service: installers, repair and maintenance personnel, and supervisors, who possess specialised knowledge essential to a contractual obligation of a seller or a lessor of a Party, and perform services or train workers to perform services, pursuant to a warranty or other service contract associated with the sale or lease of commercial or industrial equipment or machinery, including computer and related services, purchased or leased from an enterprise located outside the territory of the other Party, throughout the duration of the warranty or service contract;
  - (g) commercial transactions: management and supervisory personnel and financial services personnel (including insurers, bankers and investment brokers) engaging in a commercial transaction for an enterprise located in the territory of the other Party; and
  - (h) tourism personnel: tour and travel agents, tour guides or tour operators attending or participating in conventions.
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