

Annex A

(a) individual people attending meetings or conferences, or speaking to business associates but not providing client services;

(b) technical, scientific and statistical researchers conducting independent research or research for a business in the relevant overseas location;

(c) market researchers and analysts conducting research for a business in the relevant overseas location;

(d) training (consisting of familiarisation, observation and classroom instruction) for your staff provided in and delivered by people employed in the relevant overseas location ;

(e) attending a trade fair for the purpose of promoting their company or its products or services;

(f) staff taking orders or negotiating the sale of services or goods or entering agreements to sell services or goods , but not delivering goods or supplying services themselves (excluding direct sales to the general public)

(g) buyers from your firm purchasing goods or services, or managers/supervisors, financial services personnel (including insurers, bankers and investment brokers) engaging in commercial transactions in the relevant overseas location;

(h) specialist staff from your firm who are based outside the relevant overseas location and visit it to install, repair and maintain industrial/commercial equipment or computer software under contract or warranty or train other staff to do so;

(j) travel agents, tour guides /operators attending conventions or accompanying a tour started in the relevant overseas location; and

(k) translators or interpreters working as employees of the business who go overseas with a company manager for a business meeting with a potential client for interpretation support

- Which activities listed they currently perform;
- Which activities important to their business are not listed, if any;
- The extent to which visa-free access is needed for the activity, or whether the activity being permitted with a visa is sufficient;
- How their business would operate in this scenario, and how this would differ from current practice;
- Any potential effects on their business as a result