

MEMO# 4203

October 23, 1992

MARKET ACCESS BARRIERS IN FOREIGN COUNTRIES

October 23, 1992 TO: INTERNATIONAL COMMITTEE NO. 21-92 RE: MARKET ACCESS BARRIERS IN FOREIGN COUNTRIES

The Institute has been contacted by the Department of the Treasury for assistance in identifying barriers encountered by U.S. investment management firms in foreign markets. Treasury will use the information in the GATT Uruguay Round bilateral negotiations. Specifically, Treasury would like us to identify countries in which U.S. firms encounter significant problems in seeking to a) sponsor, advise and distribute funds domiciled in the foreign country, or b) advise non-mutual fund clients. Treasury also would like the Institute to identify the foreign markets that the U.S. fund industry is the most interested in entering. In addition, the Institute needs updated information on problems encountered by members seeking to enter European markets. As you know, the next meeting between the Institute and representatives of the European fund industry will take place in Rotterdam on February 4-5, 1993. As agreed at the last ICI-EFIFC meeting in April, the agenda will cover not only cross-border sales of fund shares, but the cross-border provision of advisory services, i.e., the problems encountered by U.S. firms seeking to establish EC-domiciled funds and vice versa. To enable the Institute to respond promptly to Treasury and to prepare for our negotiations in February, we would appreciate your input by November 6, if possible. Please contact the undersigned with your comments at (202) 955-8419 or via fax at (202) 659-1519. We will keep you informed of developments. Angela C. Goelzer Associate Counsel