

MEMO# 1595

December 14, 1989

INSTITUTE CONFERENCE ON MARKETING MUTUAL FUNDS IN EUROPE

December 14, 1989 TO: ACCOUNTING/TREASURERS MEMBERS NO. 6-89 CLOSED-END FUND MEMBERS NO. 67-89 DIRECT MARKETING COMMITTEE NO. 39-89 INVESTMENT ADVISER MEMBERS NO. 62-89 INVESTMENT ADVISER ASSOCIATE MEMBERS NO. 61-89 MARKETING COMMITTEE NO. 30-89 MEMBERS - ONE PER COMPLEX NO. 40-89 RESEARCH COMMITTEE NO. 35-89 SALES FORCE MARKETING COMMITTEE NO. 40-89 SEC RULES MEMBERS NO. 71-89 TAX MEMBERS NO. 47-89 UNIT INVESTMENT TRUST MEMBERS NO. 68-89 RE: INSTITUTE CONFERENCE ON MARKETING MUTUAL FUNDS IN EUROPE

The Investment Company Institute is sponsoring a conference on marketing mutual funds in Europe on February 21 - 22, 1990 at the Capital Hilton Hotel in Washington, DC. This conference, which is the first of its kind to be sponsored by the Institute, will cover legal issues and marketing considerations for funds seeking to sell in Europe. The speakers will include representatives from the U.S. industry as well as a number of European experts. There will be individual panels discussing the UCITS Directive, the EC Directive which permits cross-marketing of funds within the European Community and alternatives to qualifying as a UCITS fund. There will also be panels discussing both legal and practical restrictions on marketing U.S. funds in Europe, as well as case studies reviewing the actual experiences of fund sponsors in Europe. The enclosed brochure provides further detail on the topics and some of the speakers. We are pleased to report that after this brochure was printed, two additional speakers have agreed to participate in our conference. Gisbert Wolff, Principal Administrator of the Commission of the European Community, will be the luncheon speaker on February 21st, and John McGonigle, Vice President and General Counsel of Federated Investors will be joining the UCITS panel on the morning of the 21st. To register for the conference, return the attached registration form and appropriate fee to the Institute as soon as possible, but not later than February 14, 1990. Please make your own hotel reservations at the Capital Hilton on the attached hotel form or call the hotel directly at (202)393-1000. Be sure to tell the hotel you are attending an ICI Conference. Also, note the attached flyer describing the flight benefits made available through Travel Air Services Group in Washington, DC. If you have any questions regarding registration, please call Claire Gurnee at (202)955-3508. We're looking forward to seeing you at this exciting new conference. Catherine L. Heron Deputy General Counsel Attachments