

REMARKS OF JOHN KERSLAKE
AT ANNUAL GENERAL MEETING

JUNE 14, 1991

I WOULD LIKE TO OPEN THE INSTITUTE'S 1991 ANNUAL GENERAL MEETING BY FIRST ASKING IF THERE ARE ANY OBJECTIONS TO THE MINUTES OF LAST YEAR'S MEETING, WHICH WERE PREVIOUSLY DISTRIBUTED TO YOU WITH JIM STEWART'S NOTICE OF TODAY'S SESSION. [IF THERE ARE NO OBJECTIONS, CONTINUE]

BEFORE OPENING THE FLOOR FOR YOUR COMMENTS ON THE INSTITUTE'S ACTIVITIES AND THOUGHTS ON ITS FUTURE DIRECTION, PERMIT ME TO MAKE A FEW OBSERVATIONS ON THE NATURE OF THE INSTITUTE AND WHAT I BELIEVE ITS VALUE IS TO OUR MEMBERS. OUR EXECUTIVE DIRECTOR, LARRY UHLICK, WILL NEXT GIVE A BRIEF REPORT ON THE STATUS OF OUR EFFORTS ON TREASURY'S PROPOSED LEGISLATION. THEN OUR TREASURER

AL KEISER WILL REVIEW OUR FINANCIAL RESULTS FOR THE LAST TWO YEARS, WHICH I HASTEN TO ADD HAVE BEEN IN STRICT CONFORMITY WITH OUR THREE-YEAR BUDGET PLAN, AND DISCUSS THE OUTLOOK FOR THIS YEAR, WHICH HAS BEEN COMPLICATED GREATLY BY THE TREASURY PROPOSAL.

I WANT TO BEGIN MY BRIEF REMARKS THIS AFTERNOON BY SAYING THAT IT HAS BEEN A GREAT PRIVILEGE TO SERVE AS YOUR CHAIRMAN FOR THE PAST TWO YEARS. IT HAS BEEN BOTH A CHALLENGING AND REWARDING EXPERIENCE. IN PARTICULAR, I HAVE ENJOYED THE OPPORTUNITY TO WORK CLOSELY WITH THE OUR EXECUTIVE COMMITTEE AND BOARD AND MANY MEMBER BANK REPRESENTATIVES.

I WOULD ALSO LIKE TO EXTEND THE SINCERE THANKS OF OUR BOARD TO OUR RETIRING MEMBERS: VICE CHAIRMAN YUKIO YOSHIDA, IMMEDIATE PAST CHAIRMAN LANE GRIJNS, AND TRUSTEES TOSHIICHI HASHIMOTO, PETER HOOPER, TORU

NONOYAMA, AND GERNOT REINERS FOR THEIR DEDICATED SERVICE TO THE INSTITUTE. THE BOARD HAS FURTHER ACKNOWLEDGED THEIR CONTRIBUTION TO OUR ASSOCIATION BY ADOPTING A RESOLUTION HONORING EACH ONE OF THEM, A FORMAL COPY OF WHICH WILL BE DELIVERED SHORTLY.

THE BOARD WOULD ALSO LIKE TO EXTEND A SPECIAL NOTE OF THANKS TO AL KEISER AND JOE YEN OF CIBC, WHO HAVE SERVED AS OUR TREASURER AND ASSISTANT TREASURER, RESPECTIVELY, FOR THE LAST FOUR YEARS. BOTH OF THEM HAVE ASSUMED THE CONSIDERABLE RESPONSIBILITY OF HANDLING THE INSTITUTE'S FINANCES WITH UNPARALLELED COMMITMENT AND HARD WORK, AND WE ARE INDEED GRATEFUL FOR THIS MAJOR CONTRIBUTION.

AS YOUR OUTGOING CHAIRMAN, I WOULD LIKE TO EMPHASIZE TO ALL MEMBERS THE UNIQUE ROLE OF THE INSTITUTE AS THE ONLY ASSOCIATION DEVOTED

EXCLUSIVELY TO ADVANCING THE INTERESTS OF FOREIGN BANKS OPERATING IN THE UNITED STATES AND SOLVING THEIR LEGISLATIVE, REGULATORY, AND TAX PROBLEMS BOTH IN WASHINGTON AND AT THE STATE LEVEL. IN VIRTUALLY ALL OTHER ASSOCIATIONS THERE ARE MIXED CONSTITUENCIES AND LIMITATIONS ON OUR VOTING RIGHTS OR GENERALLY OUR PARTICIPATION IN THE DECISION-MAKING PROCESS.

THE INSTITUTE'S RESOURCES DIRECTLY SUPPORT LOBBYING CAMPAIGNS AND REGULATORY SUBMISSIONS THAT ADDRESS ISSUES CRITICAL TO THE FUTURE OF OUR MEMBER BANKS' BUSINESSES, SUCH AS TREASURY'S PROPOSAL TO TERMINATE BRANCHES AND AGENCIES, OR IRS REGULATIONS GOVERNING THE COMPUTATION OF OUR DEDUCTIBLE INTEREST EXPENSE, OR BURDENSOME RECORDKEEPING AND INFORMATION REPORTING REQUIREMENTS. THESE ISSUES MAY INVOLVE ACTIVITIES THAT NOT ALL OF US ARE PURSUING AT THE MOMENT, BUT ARE NEVERTHELESS STILL IMPORTANT TO THE

WHOLE COMMUNITY BECAUSE THEY FREQUENTLY AFFECT THE
FUNDAMENTAL REGULATORY STRUCTURE UNDER WHICH ALL
INTERNATIONAL BANKS OPERATE IN THE UNITED STATES.

THE INSTITUTE IS ABLE TO HAVE A CONSIDERABLE
IMPACT IN WASHINGTON BECAUSE THE INTERNATIONAL
BANKING COMMUNITY SPEAKS COLLECTIVELY WITH A UNIFIED
VOICE. I KNOW THAT SOME OF OUR MEMBERS, FOR A
VARIETY OF REASONS, CANNOT BE AS ACTIVE IN THE
INSTITUTE AS THEY WOULD OTHERWISE DESIRE. BUT LET
ME ASSURE YOU THAT THE INSTITUTE CONTINUES TO WORK
FOR YOU ON ISSUES THAT SIGNIFICANTLY AFFECT YOUR
BANK.

THUS, AS I STEP DOWN AS YOUR CHAIRMAN, I ASK YOU
TO CONTINUE TO SUPPORT THE ACTIVITIES OF THE
INSTITUTE, AND I THANK YOU FOR THE SUPPORT THAT YOU
HAVE GIVEN TO OUR ASSOCIATION DURING THE TWO YEARS
OF MY TENURE.

NOW I WOULD LIKE TO TURN THE FLOOR OVER TO LARRY UHLICK, WHO WILL DISCUSS THE STATUS OF OUR EFFORTS ON THE TREASURY PROPOSAL.

THANK YOU VERY MUCH.

[AT THE CONCLUSION OF L. UHLICK'S REPORT]

AND NOW I WOULD LIKE TO CALL UPON AL KEISER TO REVIEW OUR FINANCIAL SITUATION.

[AT THE CONCLUSION OF A. KEISER'S REPORT]

BEFORE PROCEEDING TO THE ELECTION OF OFFICERS AND TRUSTEES, I WOULD NOW LIKE TO OPEN UP THE FLOOR TO COMMENTS AND QUESTIONS FROM THE GENERAL MEMBERSHIP ON THE INSTITUTE'S ACTIVITIES AND FUTURE DIRECTION.

[WHEN THERE ARE NO MORE COMMENTS AND QUESTIONS]

LET US NOW PROCEED TO THE ELECTION OF OFFICERS AND TRUSTEES. I TRUST THAT YOU HAVE ALL HAD THE OPPORTUNITY TO EXAMINE THE SLATE OF CANDIDATES PROPOSED BY THE NOMINATING COMMITTEE AND APPROVED BY THE BOARD OF TRUSTEES IN ACCORDANCE WITH ARTICLE IX, SECTION 1 OF THE BY-LAWS AND DISTRIBUTED TO THE MEMBERSHIP WITH THE SECRETARY'S NOTICE OF TODAY'S MEETING.

ARE THERE ANY QUESTIONS OR COMMENTS?

IF NOT, I WOULD ASK ALL THOSE IN FAVOR OF THE SLATE OF CANDIDATES TO RAISE YOUR HANDS.

ARE THERE ANY OPPOSED TO THE SLATE?

THE SLATE OF CANDIDATES HAS BEEN UNANIMOUSLY
ELECTED AS THE NEW OFFICERS AND TRUSTEES OF THE
INSTITUTE OF INTERNATIONAL BANKERS. CONGRATULATIONS
AND BEST WISHES. I WOULD NOW LIKE TO CALL UPON
PIERRE DE WECK TO ASSUME HIS RESPONSIBILITIES AS
CHAIRMAN.