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February 28, 2006

H.E. Mr. Sun Zhenyu  
Ambassador  
Permanent Representative to the WTO  
Permanent Mission of China to the WTO  
228, Route de Lausanne  
1292 Chambésy

Excellency:

Further to paragraphs 25 through 27 of the Hong Kong Ministerial Declaration, and in accordance with paragraphs 7 and 11 (b) of Annex C of the Hong Kong Ministerial Declaration, Canada, as the coordinating Member, hereby conveys, on behalf of a number of interested Members, a collective request in the financial services sector.

Yours sincerely,

Don Stephenson  
Ambassador  
Permanent Representative

Enclosure

- c.c. H.E. Mr. Bruce Gosper, Permanent Mission of Australia  
Mr. Yi-fu Lin, Permanent Representative, Permanent Mission of the Separate  
Customs Territory of Taiwan, Penghu, Kinmen and Matsu  
H.E. Mrs. Eva García Fabre, Permanent Mission of the Republic of Ecuador  
H.E. Mr. Carlo Trojan, Permanent Delegation of the European Commission  
Mr. Tony Miller, Permanent Representative, Hong Kong Economic and Trade Office  
H.E. Mr. Ichiro Fujisaki, Permanent Mission of Japan  
H.E. Mr. CHOI Hyuck, Permanent Mission of the Republic of Korea  
H.E. Mr. Eirik Glenne, Permanent Mission of Norway  
H.E. Mr. Peter F. Allgeier, Permanent Mission of the United States

## Financial Services Collective Request

### Introduction:

1. In view of the importance of financial services liberalization for global economic growth, stability and development, the following collective request is presented to China on behalf of Australia, Canada, the European Communities, Ecuador, Hong Kong China, Japan, the Republic of Korea, Norway, the Separate Customs Territory of Taiwan, Penghu, Kinmen and Matsu, and the United States to identify our shared objectives for financial services liberalization. This collective request is intended to complement the ongoing bilateral request-offer negotiations, and the specificity of bilateral requests.
2. This request identifies specific objectives for the financial services sector liberalization. The aforementioned interested Members are also to be recipients of this request.
3. The Mission of Canada has the further pleasure to invite China to participate in a plurilateral discussion of this request, which will be organized in Geneva during the Services cluster taking place from 27 March to 7 April, 2006.
4. Please note that a number of other Members have received this collective request in the financial services sector from the aforementioned group of interested Members, and have also been invited to this plurilateral meeting.
5. Any comments regarding this request, including written questions of a technical nature in advance of the plurilateral meeting, may be addressed to:

Colleen Barnes, Department of Finance, Government of Canada: 613-992-4982;  
[Barnes.Colleen@fin.gc.ca](mailto:Barnes.Colleen@fin.gc.ca); or,

Dean Corno, Department of Finance, Government of Canada: 613-947-2086;  
[Corno.Dean@fin.gc.ca](mailto:Corno.Dean@fin.gc.ca).

### Collective Request:

6. The GATS provides a framework under which countries can undertake financial services liberalization while enabling regulators to protect the stability and integrity of the financial system. Improved GATS commitments should include and build upon existing financial services liberalization as appropriate.
7. The following objectives should help WTO Members consider the scheduling of meaningful GATS commitments:
  - Definitions: Use the agreed definitions in the GATS Annex on Financial Services for scheduling commitments (see attachment).
  - Mode 1: undertake commitments for marine, aviation and transport insurance; reinsurance; insurance intermediation, insurance auxiliary services; financial advisory services and financial information and data processing services.

- Mode 2: undertake commitments for marine, aviation and transport insurance; reinsurance; insurance intermediation, insurance auxiliary services; and all non-insurance financial services (subsectors v-xvi).
- Modes 1 and 2: there can be advantages of additional liberalization, especially where the consuming agent is sophisticated, for example, an institutional consumer of securities services.
- Mode 3: for all financial services sectors, undertake commitments encompassing rights to establish new and acquire existing companies, in the form of wholly-owned subsidiaries, joint ventures and branches.
- Modes 1, 2 and 3: remove discrimination between domestic and foreign suppliers regarding application of laws and regulations ("national treatment").
- Modes 1, 2 and 3: remove limitations such as monopolies, numerical quotas or economic needs tests and mandatory cessions.
- Transparency in development and application of laws and regulations, transparent and speedy licensing procedures, and other regulatory issues should be addressed in the negotiations.

## Attachment: Definitions:

*Insurance and insurance-related services*

- (i) Direct insurance (including co-insurance):
  - (A) life
  - (B) non-life
- (ii) Reinsurance and retrocession;
- (iii) Insurance intermediation, such as brokerage and agency;
- (iv) Services auxiliary to insurance, such as consultancy, actuarial, risk assessment and claim settlement services.

*Banking and other financial services (excluding insurance)*

- (v) Acceptance of deposits and other repayable funds from the public;
- (vi) Lending of all types, including consumer credit, mortgage credit, factoring and financing of commercial transaction;
- (vii) Financial leasing;
- (viii) All payment and money transmission services, including credit, charge and debit cards, travellers cheques and bankers drafts;
- (ix) Guarantees and commitments;
- (x) Trading for own account or for account of customers, whether on an exchange, in an over-the-counter market or otherwise, the following:
  - (A) money market instruments (including cheques, bills, certificates of deposits);
  - (B) foreign exchange;
  - (C) derivative products including, but not limited to, futures and options;
  - (D) exchange rate and interest rate instruments, including products such as swaps, forward rate agreements;
  - (E) transferable securities;
  - (F) other negotiable instruments and financial assets, including bullion.
- (xi) Participation in issues of all kinds of securities, including underwriting and placement as agent (whether publicly or privately) and provision of services related to such issues;
- (xii) Money broking;
- (xiii) Asset management, such as cash or portfolio management, all forms of collective investment management, pension fund management, custodial, depository and trust services;
- (xiv) Settlement and clearing services for financial assets, including securities, derivative products, and other negotiable instruments;
- (xv) Provision and transfer of financial information, and financial data processing and related software by suppliers of other financial services;
- (xvi) Advisory, intermediation and other auxiliary financial services on all the activities listed in subparagraphs (v) through (xv), including credit reference and analysis, investment and portfolio research and advice, advice on acquisitions and on corporate restructuring and strategy.