U.S. Department of Justice
Washington, DC 20530

Exhibit A
To Registration Statement
Under the Foreign Agents Registration Act of 1938, as amended

OMB No. 1105-0003
Approval Expires Oct. 31, 1983

Furnish this exhibit for EACH foreign principal listed in an initial statement and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant

Hill and Knowlton, Inc.
901 31st Street, N.W. - Wash. Harbour, Washington, DC 20007

2. Registration No.

3301

3. Name of foreign principal

Palm Oil Registration & Licensing Authority (PORLA)

4. Principal address of foreign principal

Tingkat 4, Blok B
Kompleks Pejabat Damansara
Jalan Dungun, Damansara Hgts.
Kuala Lumpur, Malaysia

5. Indicate whether your foreign principal is one of the following type:

☑ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership ☐ Committee

☐ Corporation ☐ Voluntary group

☐ Association ☐ Other (specify) _____

☐ Individual—State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant.

b) Name and title of official with whom registrant deals.

Mamat Salleh, Director
Economic & Planning Division
Palm Oil Registration & Licensing Authority (PORLA)

7. If the foreign principal is a foreign political party, state:

a) Principal address

b) Name and title of official with whom the registrant deals.

c) Principal aim

N/A

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OF JUSTICE
CRIMINAL DIVISION
JUN 17 11 29 AM '87
INTERNAL SECURITY
REGISTRATION UNIT

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

N/A

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal ..... Yes ☑ No ☐

Directed by a foreign government, foreign political party, or other foreign principal..... Yes ☑ No ☐

Controlled by a foreign government, foreign political party, or other foreign principal ..... Yes ☑ No ☐

Financed by a foreign government, foreign political party, or other foreign principal..... Yes ☑ No ☐

Subsidized in whole by a foreign government, foreign political party, or other foreign principal..... Yes ☑ No ☐

Subsidized in part by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☑

9. Explain fully all items answered "Yes" in Item 8(b). *(If additional space is needed, a full insert page may be used.)*

Government organization to promote palm oil exports financed by a fee on production of palm oil.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

N/A

Date of Exhibit A	Name and Title	Signature
6/12/87	Richard McElheny Group Director - Int'l. & Trade Policy Consulting	

U.S. Department of Justice
Washington, DC 20530

Exhibit B
To Registration Statement
Under the Foreign Agents Registration Act of 1938, as amended

OMB No. 1105-0007
Approval Expires Oct. 31, 1983

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
Hill and Knowlton, Inc.	Palm Oil Registration and Licensing Authority (PORIA)

Check Appropriate Boxes:

1. ☑ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.

2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.

3. ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Compensation to include charges for the services of registrant's participating officers and staff assistants as required to carry out activities approved up to a maximum of US $346,000 plus expenses incurred. The initial arrangement is to extend from June 1, 1987 to May 31, 1988 with an automatic renewal to continue indefinitely. Either party may terminate or modify the agreement upon 90 days' advance written notice to the other party.

INTERNAL SECURITY SECTION REGISTRATION UNIT
JUN 17 11 29 AM '87
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5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Registrant will provide regulatory affairs counsel to the foreign principal, including but not limited to government, various federal agency, and trade relations, and develop and implement a program designed to achieve the international public affairs objectives of the foreign principal; perform public relations/public affairs activities such as preparation of press releases, media advisiories, etc.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?[1]
Yes ☑ No ☐

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Registrant may contact by telephone, written correspondence or personal visits appropriate media representatives or officials of the Executive Branch, various federal agencies or the Congress in representing the public affairs interests of the foreign principal.

Date of Exhibit B	Name and Title	Signature
6/12/87	Richard McElheny Director - Trade Policy Consulting/Int'l. Division	

[1]Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

HILL AND KNOWLTON

Hill and Knowlton Asia Ltd
International Public Relations Counsel
122 Middle Road
#05-08 Midlink Plaza
Singapore 0718
Telephone: 338 5344
Telex: 23488 EWASG
Telecopier: 339 2738
Cable: WHITEPRESS

Colin L. Goddard B.A., L.R.A.M.
Manager, Southern Asia

May 18, 1987

Dato Wong Kum Choon
Chairman
Palm Oil Registration And Licensing Authority
(PORLA)
Tingkat 4, Blok B,
Kompleks Pejabat Damansara
Jalan Dungun, Damansara Heights
Kuala Lumpur
Malaysia

Dear Dato Wong,

This Letter of Agreement summarizes the arrangement under which Hill and Knowlton "(H&K") will serve the Palm Oil Registration And Licensing Authority ("PORLA") as regulatory affairs counsel.

It is understood that the work will be largely carried out in Washington, USA, with liaison, coordination and other support activities in both Singapore and Malaysia.

As counsel, H&K will:

(a) Advise the management of PORLA on regulatory affairs aspects of the firm's policies and problems.

(b) Develop for approval and implementation a programme designed to achieve the firm's international public affairs objectives.

(c) Provide professional staff services as may be required to help the firm carry out its regulatory affairs programme.

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INTERNAL SECURITY SECTION REGISTRATION UNIT
JUN 17 1 29 PM '87
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The financial arrangements will be as follows:

Charges for the services of H&K will be made at standard hourly rates for participating officers and staff assistants (see below) as they are required to carry out the programmes and activities approved. On June 1, 1987, and monthly thereafter on the first of each month, PORLA will pay H&K a monthly minimum retainer fee of US$20,000.00, for services rendered under this agreement. All staff time charges for the PORLA account will be applied against this payment, and staff time charges incurred above the minimum will be billed at the regular rates and will be charged monthly in arrears.

The activities upon which the programme is based are indicated on the attached sheets and the figure of US$346,000 represents PORLA's maximum financial commitment for staff time charges during the period of this contract.

All out-of-pocket disbursements made by H&K on behalf of PORLA in the performance of its duties under this agreement will be billed at cost; a fifteen percent (15%) handling and administration fee will be imposed on all such disbursements except for "routine" disbursements such as local messengers, in-house photocopying, and ordinary communications (telephone, telex and postage). All disbursements for materials, services and rights will be made by H&K as agent for PORLA. Should PORLA desire to pay major suppliers directly, H&K will be pleased to work with PORLA to make such arrangements.

H&K will maintain accurate records of all staff time work and all out-of-pocket expenditures incurred on behalf of PORLA and, during the term of this agreement and for one year thereafter, PORLA may examine such records upon reasonable notice and during normal business hours. It is understood that the foregoing does not include H&K salary data, overhead and other internal H&K costs for non-billable expenses.

An activity report will be submitted each month to PORLA outlining the work carried out during the previous month, together with an invoice for out-of-pocket expenses and handling charges. Staff time charges range from US$50 per hour to US$300, (Adm. Daniel Murphy) with the average level in the region of US$150, depending on the executives involved.

H&K acknowledges its responsibility, both during and after the term of its appointment, to use all reasonable efforts to preserve the confidentiality of any proprietary information or data developed by H&K on behalf of PORLA or disclosed by PORLA to H&K.

It is understood that H&K cannot undertake to verify facts supplied to it by you or factual matters included in material prepared by us and approved by you. You agree to indemnify and hold harmless H&K from and against any and all losses, claims, damages, expenses (including reasonable legal expenses) or liabilities which H&K may incur (a) based upon information, representations, reports, data or releases furnished or approved by you or your representatives for use or release by H&K and/or (b) resulting from disputes between H&K and third parties related to and/or within the scope of this agreement except where attributable to H&K's failure to use due care.

You also agree to reimburse H&K for time of staff and expenses (including legal expenses) reasonably incurred by us in connection with any litigation commenced or threatened against you (for example, in responding to a document subpoena).

H&K's appointment under this arrangement is to extend from June 1, 1987 to May 31, 1988 with an automatic renewal after which it will continue indefinitely unless either party gives 90 days' advance written notice of its desire to terminate or modify the agreement. Upon renewal, a new programme and budget will be submitted.

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Dato Wong Kum Choon
PORLA

This agreement represents the entire agreement of the parties and may be amended only by writing signed by all parties. It shall be governed by and construed in accordance with the laws of Malaysia.

Yours sincerely,

Colin L. Goddard
Regional Manager, Southern Asia
Hill and Knowlton Asia Ltd

AGREED AND ACCEPTED:

Palm Oil Registration And Licensing Authority

By: .....
Dato Wong Kum Choon
Chairman

Date: 20 May, 1987

CG:jl

enc

bcc: S C Tay