U.S. Department of Jus
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.
420 Lexington Avenue, New York, NY 10017

2. Registration No.
3301
(formerly 2740)

3. Name of foreign principal
Fondo Nacional de Fomento al Turismo (FONATUR)

4. Principal address of foreign principal
En Nacional Financiera, SA
Dinamarca 84 Planta Baja
06600 Mexico, D.F.

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. FONATUR, Fideicomiso del Sectur Turismo

b) Name and title of official with whom registrant deals. Lic. Oscar Munoz Vidales, Dir. of Marketing

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. n/a

c) Principal aim

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.)*

The foreign principal is a national foundation to promote tourism backed by the government.

Note: This Exhibit A is being filed to replace original document as filed under former registration #2740 on 11/23/83.

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
June 29, 1987	Joyce Martin, Sr. V.P.	Joyce Martin

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	Fondo Nacional de Fomento al Turismo (FONATUR)

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.

Note: This Exhibit B filing is made in connection with the merger of Hill and Knowlton, Inc. and Gray and Company to convert former filing under former registraiton no. 2740 to current registration no. 3301. Former filing date was 11/23/83.

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

Registrant to serve as worldwide public relations/public affairs counsel to FONATUR for its tourism developments in Mexico and to provide complete marketing communications services in the tourism field. Initial agreement through 12/31/83 with either party having the right to terminate by providing 30 days' advance notice at any time. Registrant is to receive payment for its actual staff services plus expenses.

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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.

Marketing promotion and publicity for FONATUR Mexico resorts to tourism industry, travel media, potential tourism real estate developers and consumers in North America and worldwide. Activities would include research; development of written materials for press, industry and consumers; writing 1984 marketing communications plan; professional counsel regarding tourism promotion.

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 XX 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 visit appropriate media representatives in representing the public relations/ public affairs of the foreign principal.

Date of Exhibit B	Name and Title	Signature
June 29, 1987	Joyce Marcum, Sr. V.P.	Joyce Martin

[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.