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

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney Genreral transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .49 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

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, NW; Washington, DC 20007

2. Registration No.
3301

3. Name of foreign principal
Konimklijke Luchtvaart Maatschappij, N.V.

4. Principal address of foreign principal
Amstelveen, NL

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. N/A

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

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

a) Principal address N/A

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

c) Principal aim

REGISTRATION UNIT
HILL AND KNOWLTON
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CRIMINAL DIVISION

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

Air transportation for people and goods.

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.)*

N/A

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.

Shareholders

Date of Exhibit A	Name and Title	Signature
May 2, 1995	John Timmons Senior Vice President	

*U.S. Government Printing Office: 1993 — 342-487/72127

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 Nov. 30, 1993

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 triplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney Genreral transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda

[redacted]

disseminated or distributed by them. This report is available to the public.

[redacted]

tions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

Name of Registrant	Name of Foreign Principal
Hill and Knowlton, Inc.	Konimklijke Luchtvaart Maatschappij, N.V.

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 three 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 three 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 the 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.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Registrant will provide staff services to develop and implement public relations/public affairs programs for the foreign principal.

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 other personal visits to appropriate Executive Branch officials or congressional members and their staffs in representing the public relations/public affairs interests of the foreign principal.

Date of Exhibit B	Name and Title	Signature
May 2, 1995	John Timmons, Senior Vice President	

[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.

*U.S. GPO: 1992-312-332/61838

HILL & KNOWLTON

Hill and Knowlton, Inc.
International Public Relations/Public Affairs
466 Lexington Avenue
New York, NY 10017
212 885-0300

March 17, 1995

Mr. Leo van Wijk
Managing Director
KLM Royal Dutch Airlines
565 Taxter Road
Elmsford, New York 10523

Dear Mr. van Wijk:

This is to summarize the arrangement under which Hill and Knowlton, Inc. ("H&K") will serve KLM Royal Dutch Airlines ("KLM") as communications counsel.

As counsel, H&K will:

(a) Advise the management of KLM on strategic communications aspects of the firm's policy and programs.

(b) Develop for approval and implementation a plan designed to achieve the firm's strategic communications objectives.

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

The financial arrangements will be as follows:

A. KLM will pay H&K a non-refundable minimum retainer fee of $35,000. Charges for services of H&K calculated on the basis of hourly rates for participating officers and staff assistants will be applied against such retainer fee.

B. If staff time charges reach $35,000 an additional deposit, of such amount as may be reasonably appropriate under the circumstances, will be required. Staff time charges will continue to be applied first against the balance of the original retainer fee and then against the additional deposit. This process will continue until the conclusion of this assignment, with subsequent deposits required each time two-thirds of the existing deposit is exhausted.

C. In the event that staff time charges exceed the original retainer fee and the additional deposit, such excess charges will be billed monthly at the short-term hourly rates.

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D. At the conclusion of this assignment if KLM and H&K determine to continue their relationship on the basis of a long-term (one-year) arrangement, any unused portion of the original retainer fee or additional deposits will be applied to offset staff time charges incurred pursuant to such arrangement. in the absence of such an agreement, any unused portion of the additional deposit will first be applied to offset any previously unreimbursed out-of-pockets disbursements and the balance, if any, will be refunded to KLM.

E. KLM will reimburse H&K, for all out-of-pocket disbursements made in the performance of its duties under this arrangement. All disbursements for materials, services and rights will be made by H&K as agent for KLM. However, KLM will pay H&K in advance for media costs, other advertising costs, individual disbursements in excess of $1,000, and any other extraordinary disbursements, on the basis of reasonable estimates (as provided, whenever possible, by the relevant supplier or vendor).

F. H&K will supply KLM with monthly invoices indicating actual staff time charges, retainer and deposit balances, unreimbursed out-of-pocket disbursements, handling fees for unreimbursed and prepaid disbursements and charges or credits to the extent that actual disbursements differ from prepaid estimates.

H&K will maintain accurate records of all staff time work and all out-of-pocket expenditures incurred on behalf of KLM. Authorization for projects and operating activities will be obtained in advance before commitments are made.

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 KLM or disclosed by KLM 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) or in connection with collection of any over due or unpaid balance.

This agreement will be governed and construed in accordance with the laws of the State of New York.

This arrangement is to begin on March 17, 1995, and continue for six months with either party having the right to terminate this agreement on 10-days' advance notice, paying the fee, staff time and out-of-pocket charges incurred to the date of termination.

If you are in agreement with the above, would you kindly sign both copies of this letter in the space provided for that purpose below and return one copy to Hill and Knowlton for our records.

Sincerely yours,

Hill and Knowlton, Inc.

March 17, 1995
Date

Accepted by:

KLM Royal Dutch Airlines

Date
March 22, 1995

ARCHIVES

HILL & KNOWLTON

KLM Royal Dutch Airlines
565 Taxter Road
Elmsford, New York 10523
Attention: Mr. Leo van Wijk

March 17, 1995
Invoice

Deposit $ 35,000.00