Received by NSD/FARA Registration Unit 05/10/2023 3:09:49 PM

OMB No. 1124-0006; Expires July 31, 2023

U.S. Department of Justice
Washington, DC 20530

Exhibit A to Registration Statement Pursuant to the Foreign Agents Registration Act of 1938, as amended

INSTRUCTIONS. Furnish this exhibit for EACH foreign principal listed in an initial statement and for EACH additional foreign principal acquired subsequently. The filing of this document requires the payment of a filing fee as set forth in Rule (d)(1), 28 C.F.R. § 5.5(d)(1). Compliance is accomplished by filing an electronic Exhibit A form at https://www.fara.gov.

Privacy Act Statement. The filing of this document is required by the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, for the purposes of registration under the Act and public disclosure. Provision of the information requested is mandatory, and failure to provide this information is subject to the penalty and enforcement provisions established in Section 8 of the Act. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials 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 FARA Unit in Washington, DC. Statements are also available online at the FARA Unit's webpage: https://www.fara.gov. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public in print and online at: https://www.fara.gov.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .22 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, FARA Unit, Counterintelligence and Export Control Section, National Security Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

1. Name of Registrant
Hunton Andrews Kurth LLP

2. Registration Number
7268

3. Primary Address of Registrant
Riverfront Plaza, East Tower, 951 East Byrd Street, Richmond, VA 23219

4. Name of Foreign Principal
Government of Japan

5. Address of Foreign Principal
Embassy of Japan in the United States of America, 2520 Massachusetts Avenue NW
Washington, DC 20008

6. Country/Region Represented
JAPAN

7. Indicate whether the foreign principal is one of the following:

- [x] Government of a foreign country [1]
- [ ] Foreign political party
- [ ] Foreign or domestic organization: If either, check one of the following:
  - [ ] Partnership
  - [ ] Corporation
  - [ ] Association
  - [ ] Committee
  - [ ] Voluntary group
  - [ ] Other *(specify)* _____
- [ ] Individual-State nationality _____

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

a) Branch or agency represented by the registrant
Embassy of the Government of Japan in the United States of America

b) Name and title of official with whom registrant engages
Koichi Ai, Minister of Management & Coordination Section, Embassy of Japan

1 "Government of a foreign country," as defined in Section 1(e) of the Act, includes any person or group of persons exercising sovereign de facto or de jure political jurisdiction over any country, other than the United States, or over any part of such country, and includes any subdivision of any such group and any group or agency to which such sovereign de facto or de jure authority or functions are directly or indirectly delegated. Such term shall include any faction or body of insurgents within a country assuming to exercise governmental authority whether such faction or body of insurgents has or has not been recognized by the United States.

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

a) Name and title of official with whom registrant engages

b) Aim, mission or objective of foreign political party

10. 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.

b) Is this foreign principal:

Supervised by a foreign government, foreign political party, or other foreign principal	Yes ☐ No ☐
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 part by a foreign government, foreign political party, or other foreign principal	Yes ☐ No ☐

11. Explain fully all items answered "Yes" in Item 10(b).

12. 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.

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EXECUTION

In accordance with 28 U.S.C. § 1746, and subject to the penalties of 18 U.S.C. § 1001 and 22 U.S.C. § 618, the undersigned swears or affirms under penalty of perjury that he/she has read the information set forth in this statement filed pursuant to the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, that he/she is familiar with the contents thereof, and that such contents are in their entirety true and accurate to the best of his/her knowledge and belief.

Date	Printed Name	Signature
05/10/2023	Robert T. Bohannon	/s/Robert T. Bohannon

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EXECUTION

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Date	Printed Name	Signature
5/10/23	Robert T. Bahanan	Robt T. Bl

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Washington, DC 20530

Exhibit B to Registration Statement Pursuant to the Foreign Agents Registration Act of 1938, as amended

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. Compliance is accomplished by filing an electronic Exhibit B form at https://www.fara.gov.

Privacy Act Statement. The filing of this document is required for the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, for the purposes of registration under the Act and public disclosure. Provision of the information requested is mandatory, and failure to provide the information is subject to the penalty and enforcement provisions established in Section 8 of the Act. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials 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 FARA Unit in Washington, DC. Statements are also available online at the FARA Unit's webpage: https://www.fara.gov. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public in print and online at: https://www.fara.gov .

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .32 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, FARA Unit, Counterintelligence and Export Control Section, National Security Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

1. Name of Registrant	2. Registration Number
Hunton Andrews Kurth LLP	7268

3. Name of Foreign Principal
Government of Japan

Check Appropriate Box:

4. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach a copy of the contract to this exhibit.

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

6. ☐ 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 expenses, if any, to be received.

7. What is the date of the contract or agreement with the foreign principal? 01/25/2023

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

Hunton will provide the Embassy with general federal and state government relations counseling, strategic advice and research, and lobbying assistance, as needed, including arranging appointments in accordance with the Embassy's requests.

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

Hunton will provide the Embassy with general federal and state government relations counseling, strategic advice and research, and lobbying assistance, as needed, including arranging appointments in accordance with the Embassy's requests.

10. 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. The response must include, but not be limited to, activities involving lobbying, promotion, perception management, public relations, economic development, and preparation and dissemination of informational materials.

Hunton's activities may include communications on behalf of the Embassy of Japan with officials in U.S. Executive Branch departments and agencies, with members and staff of the U.S. Congress, and with other individuals and organizations involved in governmental or public policy matters.

11. Prior to the date of registration[2] for this foreign principal has the registrant engaged in any registrable activities, such as political activities, for this foreign principal?

Yes ☒ No ☐

If yes, describe in full detail all such activities. The response should include, among other things, the relations, interests, and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored, or delivered speeches, lectures, social media, internet postings, or media broadcasts, give details as to dates, places of delivery, names of speakers, and subject matter. The response must also include, but not be limited to, activities involving lobbying, promotion, perception management, public relations, economic development, and preparation and dissemination of informational materials.

Set forth below a general description of the registrant's activities, including political activities.

Within the past six months, Hunton provided the Embassy with general federal and state government relations and strategic advice, lobbying assistance, and research, including arranging appointments in accordance with the Embassy's requests.

Set forth below in the required detail the registrant's political activities.

Date	Contact	Method	Purpose
See Appendix for Response			

12. During the period beginning 60 days prior to the obligation to register[3] for this foreign principal, has the registrant received from the foreign principal, or from any other source, for or in the interests of the foreign principal, any contributions, income, money, or thing of value either as compensation, or for disbursement, or otherwise?

Yes ☒ No ☐

If yes, set forth below in the required detail an account of such monies or things of value.

Date Received	From Whom	Purpose	Amount/Thing of Value
08/12/2021	Government of Japan	Non-legal services	$ 15,000.00
01/18/2022	Government of Japan	Non-legal services	$ 15,000.00
03/04/2022	Government of Japan	Non-legal services	$ 15,000.00
04/11/2022	Government of Japan	Non-legal services	$ 15,000.00
09/14/2022	Government of Japan	Non-legal services	$ 20,000.00
11/01/2022	Government of Japan	Non-legal services	$ 20,000.00
02/02/2023	Government of Japan	Non-legal services	$ 20,000.00
04/28/2023	Government of Japan	Non-legal services	$ 20,000.00
			$ 140,000.00
			Total

13. During the period beginning 60 days prior to the obligation to register[4] for this foreign principal, has the registrant disbursed or expended monies, or disposed of anything of value other than money, in connection with activity on behalf of the foreign principal or transmitted monies to any such foreign principal?

Yes ☐ No ☒

If yes, set forth below in the required detail an account of such monies or things of value.

Date	Recipient	Purpose	Amount/Thing of Value

1 "Political activity," as defined in Section 1(o) of the Act, means any activity which the person engaging in believes will, or that the person intends to, in any 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.

2,3,4 Pursuant to Section 2(a) of the Act, an agent must register within ten days of becoming an agent, and before acting as such.

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EXECUTION

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Date	Printed Name	Signature
05/10/2023	Robert T. Bohannon	/s/Robert T. Bohannon

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Date	Printed Name	Signature
5/10/23	Robert T. Bahannon	Robt T. Bh

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Appendix
Response to Item 11-Detail

Date	Contact	Method	Purpose
05/27/2021	Senators Ryan McDougle and Ghazala Hashmi	Calls; emails; texts	Coordinate meeting in Richmond
06/28/2021	Clark Mercer - Chief of Staff; Denise Burch - Office of Governor	Email; calls	Coordinate meeting with Governor Northam
07/21/2021	Zach Golden - State Director	Emails	Discuss possible meeting with Senator Warner
09/01/2021	Lincoln Saunders, Chief of Staff	Emails	Coordinate meeting with Mayor Stoney
09/29/2021	Governor Northam; Mayor Stoney	Meeting	Discuss Japan/Virginia relations
01/19/2022	Vince Barnett - Virginia Economic Development Partnership; Matt Lohr - Secretary of Agriculture	Email	Planning possible Japan/Virginia Night reception
03/09/2022	Matt Lohr - Secretary of Agriculture	Email; call	VA request for possible speaker from Japanese Embassy at Virginia's agriculture conference
03/29/2022	Matt Lohr - Secretary of Agriculture	Meeting	Planning possible Japan/Virginia Night reception
04/26/2022	Matt Lohr - Secretary of Agriculture	Call	Planning possible Japan/Virginia Night reception
05/09/2022	Vince Barnett - Virginia Economic Development Partnership; Matt Lohr - Secretary of Agriculture	Email	Planning Japan/Virginia Night reception
05/12/2022	Angie Youngen - Office of Governor	Email	Coordinating meeting with Governor Youngkin
05/24/2022	Matt Lohr - Secretary of Agriculture; Chelsea Jenkins - Deputy Secretary of Commerce and Trade	Emails	Planning Japan/Virginia Night reception
05/25/2022	Rebecca Paramore - Executive Assistant, Secretary of Agriculture	Emails	Planning Japan/Virginia Night reception
06/01/2022	Matt Lohr - Secretary of Agriculture	Emails; calls	Planning meeting with Governor Youngkin; planning Japan/Virginia Night reception
06/07/2022	Governor Youngkin	Meeting	Meeting with Ambassador Tomita
06/08/2022	Matt Lohr - Secretary of Agriculture; Christian Martinez - Deputy Press Secretary	Emails; calls	Planning Japan/Virginia Night reception
06/15/2022	Matt Lohr - Secretary of Agriculture; Caren Merrick - Secretary of Commerce; Sheppard Miller - Secretary of Transportation; Stephen Cummings - Secretary of Finance	Meeting	Japan/Virginia Night Reception
06/17/2022	Matt Lohr - Secretary of Agriculture	Emails; calls	Post-op Japan/Virginia Night reception
08/02/2022	Governor Terry McAuliffe	Meeting	Discuss economic development
09/16/2022	Jeff Lunardi, Executive Director, Joint Commission on Health Care	Emails; calls	Coordinate meeting in Richmond

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Date	Contact	Method	Purpose
09/26/2022	Virginia Secretary of Health and Human Resources John Little; Jeff Lunardi, Executive Director, Joint Commission on Health Care	Meeting	Discuss economic development
09/26/2022	Virginia Economic Development Corporation	Meeting	Discuss economic development
11/29/2022	Matt Lohr - Secretary of Agriculture	Emails; calls	Japan customs issues; possible second Japan/Virginia Night reception
02/02/2023	Steve Benjamin, John DeWorken, Sunnie Harmon, SC Governor Henry McMaster, SC Senator Maron Kimpson, Alyssa Richardson	Meeting	Discuss economic development
03/07/2023	Terry McAuliffe	Meeting	Discuss economic development
03/16/2023	Stephen Bryant, Deputy Chief of Staff for North Carolina Governor Roy Cooper	Calls; texts	Coordinate meetings in Raleigh, NC
04/10/2023	Virginia Governor Glen Youngkin	Meeting	Discuss economic development
04/10/2023	Leonard Sledge, Dept. of Economic Development, City of Richmond	Meeting	Discuss economic development
05/09/2023	Senator Tim Scott	Meeting	Discuss economic development

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ANDREWS KU

HUNTON ANDREWS KURTH LLP
RIVERFRONT PLAZA, EAST TOWER
951 EAST BYRD STREET
RICHMOND, VIRGINIA 23219-4074

TEL 804 • 788 • 8200
FAX 804 • 788 • 8218

J. R. SMITH
PARTNER

DIRECT DIAL: 804-788-8761
EMAIL: jrsmith@hunton.com

January 25, 2023

Mr. Koichi Ai
Minister of Management & Coordination Section
Embassy of Japan in the United States of America
2520 Massachusetts Avenue, N.W.
Washington, D.C. 20008

Engagement of Hunton Andrews Kurth LLP for Non-Legal Services

Dear Mr. Ai:

On behalf of Hunton Andrews Kurth LLP ("the firm" or "Hunton"), this letter will establish the terms of the non-legal services Hunton will provide the Government of Japan, through its Embassy in the United States of America (the "Embassy").

THE CLIENT

We will represent the Embassy. You will be our primary contact, but you understand that we do not represent you individually, nor do we represent any other official, employee, branch, entity, or division of the Embassy or the Government of Japan. If you want us to represent any other persons or entities in this or any future matters, please advise us, and we will determine whether we can undertake that additional representation. If we agree to undertake the additional representation of another entity or person, we will confirm the additional representation in writing.

SCOPE OF ENGAGEMENT

You have asked Hunton to provide the Embassy with general federal and state government relations counseling, strategic advice and research, and lobbying assistance, as needed, including arranging appointments in accordance with the Embassy's requests.

Although Hunton is a law firm and some of the professionals who will assist on this engagement are lawyers, the services we will provide the Embassy are non-legal services, and this letter does not establish an attorney-client relationship between the Embassy and Hunton or any of its lawyers. As a result, you should not expect the rules of professional conduct that govern lawyers in their practice of law to apply to these services or this engagement even when provided by someone who is a lawyer. If the Embassy's goals would benefit from legal representation, Hunton will be happy

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to consider whether it will enter into an attorney-client relationship with the Embassy in which we would call upon lawyers in the firm who possess the knowledge and experience the Embassy needs. Any such attorney-client relationship, however, must be confirmed by a separate engagement letter between the Embassy and Hunton.

STAFFING, FEES, AND BILLING ARRANGEMENTS

I will coordinate the services for this representation, but the Global Economic Development, Commerce & Government Relations team, including Robb Bohannan, will be your primary contacts.

Please note that we will register this representation as required by applicable federal and state law.

For the non-legal services described in the Scope of Engagement above, we will charge a flat rate of $80,000 covering the term April 1, 2022 through March 31, 2023. Payments will be made in equal, consecutive quarterly installments of $20,000 each over the course of the engagement.

If either party wishes to extend the engagement or modify in any way the terms of the engagement, the parties shall execute a mutually agreed upon supplemental writing. Hunton or the Embassy may terminate this engagement for any reason by written notice. The Embassy will remain responsible for compensating Hunton in accordance with this letter for Hunton's services prior to giving or receiving a notice of termination.

Ordinary expenses such as mileage, postage, and photocopying will be included in the above fee. We only will incur extraordinary expenses with the Embassy's prior express authorization.

CONFLICTS OF INTEREST

We depend on you to help us identify, now and as the representation progresses, persons or entities whose interests may be affected by the Embassy's interests in this representation including parties that may be adverse to the Embassy or the Government of Japan.

You have identified no persons or entities as adverse, potentially adverse or otherwise interested parties in the matter you have initially asked us to handle.

Because these services are not legal services, the duty to avoid conflicts of interest under the professional conduct rules governing lawyers will not apply. Accordingly, we agree to provide these services with the understanding and your express consent that our work under this agreement will not preclude Hunton from accepting an engagement from a new or existing client in any matter involving the practice of law, including litigation, transactional, regulatory or other matters that affect the interests of the Embassy or the Government of Japan. Notwithstanding the foregoing, if Hunton is separately engaged to provide legal services to the Embassy, then the customary professional rules of conduct with respect to conflicts and confidentiality would apply. There may be circumstances in which duties attendant to a lawyer-client relationship with another client prevent Hunton from making disclosures to or consulting with the Embassy. At this time we are aware of no representations of other clients in matters adverse to the Embassy or the Government of Japan.

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PERMISSION TO LIST THE EMBASSY OF JAPAN AS CLIENT OF HUNTON ANDREWS KURTH LLP

We take pride in the clients that have selected us to represent them. We will not disclose your confidential information. And you acknowledge that we may be required by law to identify the Embassy as a client in publicly available databases in connection with lobbying efforts or as may be otherwise required by law.

COMPLETE TERMS OF ENGAGEMENT

This letter constitutes the entire terms of our engagement. They may not be amended except in writing.

We appreciate the opportunity to work with the Embassy.

Very truly yours,

J.R. Smith
Partner

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STATEMENT TO BE SIGNED BY THE EMBASSY

I have read this letter. I understand its content. I am authorized to engage Hunton Andrews Kurth LLP in accordance with the terms and conditions described above on behalf of the Embassy, which includes consent to identify the Embassy as a client of Hunton Andrews Kurth.

Agreed:

The Embassy of Japan in the United States of America

Signature: M. Sugaya

Printed Name: Masamichi Sugaya

Full Title: Counsellor

Date: January 26, 2023

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