

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 Robinson, Lake & Lerer, Inc. 1025 Thomas Jefferson St., N.W., Suite 800 Washington, D. C. 20007	2. Registration No. 3911
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3. Name of foreign principal Japan Tobacco, Inc.	4. Principal address of foreign principal 2-1 Toranomom 2-Chome Minato-Ku, Tokyo 105 Japan
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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
 - Corporation
 - Association
 - Committee
 - Voluntary group
 - 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 the registrant deals.
- 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
Tobacco manufacturing and sales

b) Is this foreign principal

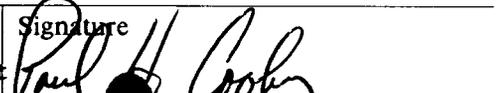
- Owned by a foreign government, foreign political party, or other foreign principal Yes No
- Directed by a foreign government, foreign political party, or other foreign principal Yes No
- Controlled by a foreign government, foreign political party, or other foreign principal Yes No
- Financed by a foreign 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.)

We have been provided with the following information:
The government of Japan currently holds all shares of Japan Tobacco, Inc.
The shares will be offered to private investors in the future. The policy decisions of Japan Tobacco, Inc. are made autonomously by its own executives and are not subject to any government control. The company's operation is completely separate from its ownership.

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 11/12/80	Name and Title Paul H. Cooksey, Vice President	Signature 
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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
Robinson, Lake & Lerer, Inc.	Japan Tobacco, Inc.

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.

Gathering information from various U.S. government sources relative to the interests of the client, especially in the area of trade. Reporting of such information to the client in Tokyo and to its representative in Washington, D. C. Such activity may include contacts with U. S. Agency and other U. S. governmental officials and Members of Congress.

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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.

Same as (4) above.

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.

Same as (4) and (5) above.

Date of Exhibit B

11/12/86

Name and Title

Paul H. Cooksey
Vice President

Signature



¹Political 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.

JAMES H. LAKE

PUBLIC RELATIONS

1025 THOMAS JEFFERSON GREENWAY
SUITE 700
WASHINGTON, D.C. 20007
202 337-7700

December 13, 1985

Mr. Taiji Kohara
President
International Public Relations, Co., Ltd.
Shinbashi Fuji Building
2-1-3 Shinbashi Minato-Ku
Tokyo, Japan

Dear Mr. Kohara:

I appreciate the opportunity to work with you on behalf of Japan Tobacco, Inc. Washington representation services will be based on an annual retainer of \$120,000 payable on a monthly basis of \$10,000 each month, plus reimbursement of additional itemized expenses. Special projects over and above normal services will be billed separately by mutual agreement.

Sincerely,

James H. Lake

Accepted this 13 day of Dec., 1985 by

James H. Lake
(name and title)

Japan Tobacco, Inc.

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INTERNATIONAL AFFAIRS