

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 General 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 Robinson, Lake, Lerer & Montgomery/The Sawyer Miller Group 1667 K Street, N.W., #900 Washington, D.C. 20006		2. Registration No. 3911
3. Name of foreign principal Ministry of Foreign Trade	4. Principal address of foreign principal Republic of Colombia Calle 28 No. 13-19 Bogota, Colombia	

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. Ministry of Foreign Trade
- b) Name and title of official with whom registrant deals. Juan Manuel Santos Caldero
Minister of Foreign Trade

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

- a) Principal address
- b) Name and title of official with whom registrant deals.
- c) Principal aim

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

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

b) Is this foreign principal

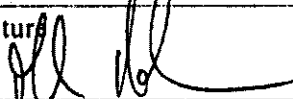
- Owned by a foreign government, foreign political party, or other foreign principal Yes No
- Directed by a foreign government, foreign political party, or other foreign principal Yes No
- Controlled by a foreign government, foreign political party, or other foreign principal Yes No
- Financed by a foreign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

N/A

Date of Exhibit A 3/14/94	Name and Title Mark Helmke 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 triplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

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Name of Registrant	Name of Foreign Principal
Robinson, Lake, Lerer & Montgomery/ The Sawyer Miller Group	Ministry of Foreign Trade

Check Appropriate Boxes:

- 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.
- 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.
- 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.

- Describe fully the nature and method of performance of the above indicated agreement or understanding.
Robinson, Lake, Lerer & Montgomery/The Sawyer Miller Group's objective is to help promote through political consultancy and strategic communications the participation of Colombia in Free-Trade Agreements with the United States.

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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.


Robinson, Lake, Lerer & Montgomery/The Sawyer Miller Group will engage in a full range of activities designed to improve Colombia's position for a free-trade agreement with the United States, including government relations, communications, media relations, event planning, tours of U.S. cities, and the production of trade and economic publications.

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.

Various U.S. federal agencies could possibly take actions on matters relating to the Ministry's interests in promoting Colombia's image. Consequently, RLLM/SMG's activities would communicate the Ministry's position on such matters and explain the possible impact that any government decisions have on the issues involved.

Date of Exhibit B	Name and Title	Signature
3/14/94	Mark Helmke President	

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.

SERVICES AGREEMENT BETWEEN THE NATION - MINISTRY OF FOREIGN TRADE OF THE REPUBLIC OF COLOMBIA AND ROBINSON LAKE LERER MONTGOMERY/THE SAWYER MILLER GROUP.

Between the undersigned, JUAN MANUEL SANTOS CALDERON, of age, resident of Santa fé de Bogotá, with identification Number 19.123.402 of Bogotá, on behalf of the NATION-MINISTRY OF FOREIGN TRADE OF THE REPUBLIC OF COLOMBIA, in his capacity of MINISTER OF FOREIGN TRADE, appointed by Decree 2545 of November 8, 1991, duly empowered by Law- Decree 1050 of 1968 and Executive Decree 1929 de 1991, and MARK MALLOCH BROWN, of age, on behalf of ROBINSON LAKE LERER MONTGOMERY/THE SAWYER MILLER GROUP in his capacity of vice chairman of said company, domiciled in New York, United States of America, hereinafter "RLLM/SMG", a services Agreement has been executed, following the previous considerations:

- a) That the Ministry of Foreign Trade is in charge of designing, planning and developing the national foreign trade policy;
- b) That the Ministry of Foreign Trade of the Republic of Colombia needs to hire abroad the services of a political consultant and strategic communications firm, which provides, among other things, services and counseling for the promotion of free trade and the intensification of the trade relations between Colombia and the United States of America;
- c) That within the functioning budget of the Ministry of Foreign Trade, article 022.001,001 an appropriation of THREE HUNDRED AND SEVENTY NINE MILLION ONE HUNDRED AND NINETY FOUR THOUSAND COLOMBIAN PESOS (\$ 379, 194,000.00) was assigned for the expenses of the entrance of Colombia to trade or financial International Treaties or Agreements;
- d) That the RLLM/SMG firm has the technical capacity, the professional resources and the knowledge of Colombia and of its relations with the United States of America necessary to comply with this agreement.

In consideration of the above, the parties agree as follows:

FIRST.- OBJECTIVE.-RLLM/SMG commits itself with the Ministry of Foreign Trade to perform its services of political consultancy and of strategic communication for the purpose of promoting the participation of Colombia in Free Trade Agreements and in new integration processes. As a development of the above, RLLM/SMG commits itself to support the actions of the Ministry of Foreign Trade and of the Colombian Ambassador in Washington D.C. destined to achieve the objectives of this Agreement and of the Colombian Foreign Trade Policy towards the United States of America. RLLM/SMG also commits itself to

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perform all activities that will contribute to strengthen the negotiation capacity of Colombia before the institutional agents of the foreign trade policy of the United States.

SECOND.- RANGE OF THE OBJECTIVE.-In order to achieve the exact compliance of the objective of this agreement, RLLM/SMG shall perform, when necessary and under the general orientation of the Minister of Foreign Trade and the Colombian Ambassador in Washington D.C., among others, the following activities:

- 1) Recommend the political actions and the communication strategies necessary to impulse the objectives of the Foreign Trade Policy of Colombia before the United States of America;
- 2) Contribute to the disclosure and explanation to the general public, to the media, and to the specialized audiences, of the Colombian proposals and foreign trade policies;
- 3) Perform Qualitative and Quantitative research in order to know and determine the different aspects that comprise and determine the United States decisions on foreign trade;
- 4) Organize events, seminars, workshops, meetings and all other activities directed to the promotion of a positive image of the Colombian foreign trade policy;
- 5) Present periodical reports on the evaluation of the Trade Policy of the United States of America; and
- 6) Perform any other activity directly related with the objectives of this agreement.

THIRD.- SPECIAL OBLIGATIONS OF RLLM/SMG.-RLLM/SMG shall present to the Ministry of Foreign Trade starting the 1st of February of 1994, and within the first ten working days of each month of the duration of this agreement, the following documents;

- a) A detailed report of the activities developed during the previous month.
- b) A discriminated report of the expenses incurred during the previous month.

PARAGRAPH.- The Colombian Ambassador in Washington D.C. shall approve the monthly activities reports, and send them, along with the expenses report, to the Ministry of Foreign Trade for their approval.

FOURTH.-EMPLOYEES.-To comply with the provisions of this agreement, RLLM/SMG shall employ suitable personnel, knowledgeable of the political and trade relations between Colombia and the United States. Any person employed or performing an activity related to this agreement on behalf of RLLM/SMG shall be replaced should the Minister of Foreign Trade or the Colombian Ambassador in Washington D.C. request it.

FIFTH.- ASSIGNMENT OF THE AGREEMENT.- RLLM/SMG cannot assign partially or totally this agreement, nor can it hire advisors different from the ones currently employed by the firm, to work in any of the objectives of this agreement, without the previous authorization or consent of the Minister of Foreign Trade and the Colombian Ambassador in Washington D.C.

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PARAGRAPH.-This Agreement does not grant any exclusivity rights to RLLM/SMG as to the consultancy to the government of Colombia, nor to any of the entities that represent it, nor does it grant it with the legal representation of the Government of Colombia. Likewise, the Ministry of Foreign Trade reserves its right to hire in the United States of America, or in any other country, other firms for the performance of similar services to the ones that will be performed as an execution of this Agreement.

SIXTH.- AMOUNT.- The total amount of this Agreement is **THREE HUNDRED AND SEVENTY NINE MILLION PESOS** (\$ 379, 000,000.00) converted to United States dollars at the market representative exchange rate, certified by the Banking Superintendency, applicable at the date of execution of this agreement. This amount shall be paid by the Ministry of Foreign Trade to RLLM/SMG for all services rendered, the following way:

1) Fifty percent (50%), that is, **ONE HUNDRED AND EIGHTY NINE MILLION FIVE HUNDRED THOUSAND PESOS** (\$ 189, 500.000.00), converted to United States Dollars at the market representative exchange rate, certified by the Banking Superintendency and in force at the date of execution of this agreement, at the latest on January fifteen (15), 1994;

2) and the remaining fifty percent (50%), that is, an amount equal to the one mentioned in the preceding phrase, at the latest, during the five working days following the presentation of the corresponding expenses reports.

SEVENTH.- DURATION.- This Agreement will have a duration of seven months, notwithstanding the fact that it could be extended , through a written agreement by the parties signed during the duration of the Agreement, which will begin on December 24, 1993.

EIGHTH.- UNILATERAL TERMINATION.- If the Colombian Ambassador in Washington D.C. and the Minister of Foreign Trade consider that the quality of the service performed does not comply with what is required, the Ministry of Foreign Trade, can, at any moment declare the Unilateral Termination of the Agreement, just by giving a written notice fifteen calendar days before terminating the Agreement..

NINTH.-WAIVER OF DIPLOMATIC CLAIMS.-RLLM/SMG expressly waives any claim by Diplomatic note over the differences that could occur between the parties during and after the execution of this Agreement, and after its termination.

TENTH.- GOVERNING LAW.- The parties have agreed that for all the effects and consequences that could derive from this Agreement, the Agreement shall be governed and construed in accordance with the laws of the District of Columbia of the United States of America.

ELEVENTH.-EXECUTION.- This Agreement is deemed executed upon its signature by the parties.

TWELFTH.-MODIFICATIONS TO THE AGREEMENT.-Any modifications to the provisions of this Agreement, shall be agreed by the parties in writing.

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THIRTEENTH.-LANGUAGE.-This agreement is in force from the moment it is signed by the parties, it is written in Spanish and in English, and it is understood and agreed by the parties that in case of discrepancy between the two texts, the text in Spanish shall prevail.

In witness thereof, this agreement is signed by the parties, the 24th of December of 1993 .

THE NATION - MINISTRY OF FOREIGN TRADE

JUAN MANUEL SANTOS CALDERON

ROBINSON LAKE LERER MONTGOMERY/ THE SAWYER MILLER GROUP

Mark Malloch Brown
MARK MALLOCH BROWN

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MINISTERIO DE COMERCIO EXTERIOR

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CONTRATO DE PRESTACION DE SERVICIOS SUSCRITO ENTRE LA NACION - MINISTERIO DE COMERCIO EXTERIOR DE LA REPUBLICA DE COLOMBIA Y ROBINSON LAKE LERER MONTGOMERY/THE SAWYER MILLER GROUP.

Entre los suscritos, JUAN MANUEL SANTOS CALDERON, mayor de edad, vecino de Santa Fe de Bogotá, D.C., identificado con la cédula de ciudadanía número 19.123.402 expedida en Bogotá, quien obra en nombre y representación de LA NACION- MINISTERIO DE COMERCIO EXTERIOR, en su condición de MINISTRO DE COMERCIO EXTERIOR DE LA REPUBLICA DE COLOMBIA, nombrado mediante Decreto 2545 del 8 de noviembre de 1991, debidamente facultado por el Decreto-Ley 1050 de 1968 y el Decreto Ejecutivo 1929 de 1991, por una parte, y MARK MALLOCH BROWN, quien actúa en nombre y representación de la firma ROBINSON LAKE LERER MONTGOMERY/ THE SAWYER MILLER GROUP, en calidad de Vicepresidente de la misma, domiciliada en la ciudad de Nueva York, Estados Unidos de América, quien en adelante y para los efectos de este contrato se denominará "RLLM/SMG" se celebra el presente contrato de prestación de servicios, previas las siguientes consideraciones: a) Que corresponde al Ministerio de Comercio Exterior la función de diseñar, planear y desarrollar la política de comercio exterior nacional. b) Que el Ministerio de Comercio Exterior de la República de Colombia necesita contratar en el exterior los servicios de una firma de consultoría política y de comunicación estratégica que provea, entre otras cosas, asesoría y servicios para la promoción del libre comercio e intensificación de las relaciones comerciales entre Colombia y los Estados Unidos de América; c) Que dentro del presupuesto de funcionamiento del Ministerio de Comercio Exterior, Dirección Superior, artículo 022 ordinal 001, subordinal 001, se le asignó una partida presupuestal de TRESCIENTOS SETENTA Y NUEVE MILLONES CIENTO NOVENTA Y CUATRO MIL PESOS (\$379.194.000.00) MCTE. con destino a los gastos inherentes a la afiliación de Colombia a Tratados o Convenios Internacionales de carácter económico o financiero; d) Que la firma RLLM/SMG posee la capacidad técnica, los recursos profesionales y el conocimiento del país y de las relaciones de éste con los Estados Unidos de América, necesarios para cumplir con el objeto de este contrato.

PRIMERA.- OBJETO.- La firma RLLM/SMG se compromete para con el Ministerio de Comercio Exterior a prestarle sus servicios de consultoría política y de comunicación estratégica con el propósito de promover la participación del país en acuerdos de libre comercio y en nuevos procesos de integración. En desarrollo de ello RLLM/SMG

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MINISTERIO DE COMERCIO EXTERIOR

se obliga a apoyar las gestiones del Ministerio de Comercio Exterior y del Embajador de Colombia en Washington D.C., destinadas a lograr los objetivos de este contrato y de la política de comercio exterior del país hacia los Estados Unidos de América. RLLM/SMG también se obliga a realizar todas aquellas actividades que contribuyan a fortalecer la capacidad de negociación del país frente a los gestores institucionales de la política de comercio exterior de los Estados Unidos de América. SEGUNDA.- ALCANCE DEL OBJETO.- Para el cabal cumplimiento del objeto del contrato, RLLM/SMG deberá realizar cuando sea necesario y bajo la orientación general del Ministro del Comercio Exterior y del Embajador de Colombia en Washington D.C., entre otras, las siguientes actividades: 1) Recomendar las acciones de política y las estrategias de comunicación necesarias para impulsar los objetivos de la política de comercio exterior de Colombia frente a los Estados Unidos de América; 2) Contribuir a divulgar y explicar a la opinión pública, a los medios de comunicación y a las audiencias especializadas las propuestas y políticas de comercio exterior de Colombia; 3) Realizar investigaciones cuantitativas y cualitativas para conocer y determinar los diferentes aspectos que afectan las decisiones sobre comercio exterior en los Estados Unidos de América; 4) Organizar eventos, seminarios, talleres, reuniones y cualesquiera otras actividades dirigidas a promover una imagen positiva de la política comercial de Colombia; 5) Presentar informes periódicos sobre la evaluación de la política general de comercio de los Estados Unidos de América; 6) Realizar cualquier otra actividad relacionada directamente con los objetivos de este contrato. TERCERA.- OBLIGACIONES ESPECIALES DE RLLM/SMG.- RLLM/SMG deberá presentar al Ministerio de Comercio Exterior, a partir del 1o. de febrero de 1994 y dentro de los primeros diez (10) días hábiles de cada mes, durante la vigencia del contrato los siguientes documentos: a) Un informe detallado sobre las actividades desarrolladas durante el mes anterior; b) Una relación detallada de los gastos incurridos durante el mes anterior. PARAGRAFO.- El Embajador de Colombia en Washington D.C. deberá aprobar los informes mensuales de actividad y enviar junto con estos las relaciones de gastos a que se refiere este artículo al Ministerio de Comercio Exterior para su aprobación. CUARTA.- PERSONAL.- Para el cumplimiento de este contrato RLLM/SMG empleará personal idóneo, conocedor de las relaciones políticas y comerciales entre Colombia y los Estados Unidos de América. Cualquier persona empleada o al servicio de RLLM/SMG encargada de realizar funciones relacionadas con este contrato deberá ser reemplazada si así lo considera el Ministro de Comercio Exterior y el Embajador de Colombia en Washington D.C. QUINTA.- CESION DEL CONTRATO.- RLLM/SMG no podrá ceder ni total ni parcialmente este contrato, ni podrá contratar profesionales o asesores ajenos a la firma sin la previa autorización o consentimiento del Ministro de

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MINISTERIO DE COMERCIO EXTERIOR

Comercio Exterior y del Embajador de Colombia en Washington D.C.

PARAGRAFO.- El presente contrato no confiere exclusividad alguna a RLLM/SMG en cuanto a la asesoría al Gobierno de Colombia o cualquiera de las entidades que lo representan, ni le confiere la representación legal del Gobierno de Colombia. Igualmente, el Ministerio de Comercio Exterior se reserva el derecho a contratar en los Estados Unidos de América, en Colombia o en cualquier otro país otras firmas para la prestación de servicios similares a los que se realizarán en desarrollo del presente contrato.

SEXTA.- VALOR DEL CONTRATO.- El valor total de este contrato es la suma de TRESCIENTOS SETENTA Y NUEVE MILLONES DE PESOS (\$379'000.000) convertidos en dólares a la tasa de cambio representativa del mercado, certificada por la Superintendencia Bancaria y aplicable el día de la firma del presente contrato. Este valor será pagado por el Ministerio de Comercio Exterior a RLLM/SMG por la totalidad de los servicios prestados, de la siguiente manera: 1) El cincuenta por ciento (50%) de la suma total del contrato, es decir, la suma de CIENTO OCHENTA Y MUEVE MILLONES DE PESOS (\$189'000.000), convertidos en dólares a la tasa de cambio representativa del mercado, certificada por la Superintendencia Bancaria y vigente en la fecha de celebración de este contrato a más tardar el día 15 (quince) de enero de 1994. 2) El saldo, es decir una suma igual a la que se refiere el numeral anterior, será desembolsado, de acuerdo con los gastos causados, a más tardar dentro de los cinco días siguientes a la fecha de presentación de las respectivas cuentas de cobro.

SEPTIMA.- DURACION.- El presente contrato tendrá una duración de siete meses, pero podrá ser prorrogado mediante acuerdo suscrito por las partes durante la vigencia del mismo, que comenzará el día de diciembre de 1993.

OCTAVA.- TERMINACION UNILATERAL.- Si el Embajador de Colombia en Washington D.C. y el Ministro de Comercio Exterior consideran que la calidad del servicio prestado no se ajusta a lo requerido, el Ministerio de Comercio Exterior podrá en cualquier momento declarar la terminación unilateral del presente contrato, dando por escrito un preaviso de quince (15) días.

NOVENA.- RENUNCIA A RECLAMACIONES POR VIA DIPLOMATICA.- RLLM/SMG manifiesta que renuncia expresamente a elevar reclamación por vía diplomática sobre las diferencias que puedan surgir durante el desarrollo del presente contrato, así como posteriormente.

DECIMA.- JURISDICCION APLICABLE.- Para todos los efectos y consecuencias derivadas de este contrato, las partes han elegido la ciudad de Washington D.C., jurisdicción a cuyos tribunales declaran someterse.

DECIMOPRIMERA.- PERFECCIONAMIENTO.- El presente contrato quedará perfeccionado con la suscripción del mismo por las partes contratantes.

DECIMOSEGUNDA.- MODIFICACIONES AL CONTRATO.- Cualquier modificación a los términos de este contrato, deberá ser acordada mutuamente por escrito entre las partes.

DECIMOTERCERA.- IDIOMA.- El presente contrato rige a partir de su firma, se suscribe en Español y en Inglés y se entiende que

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MINISTERIO DE COMERCIO EXTERIOR

en caso de discrepancia entre los dos textos prevalecerá el texto en Español.

Para constancia se firma este contrato por las partes, a los

LA NACION- MINISTERIO DE COMERCIO EXTERIOR,

A handwritten signature in black ink, appearing to be 'JMS', written over a vertical line.

JUAN MANUEL SANTOS C.

ROBINSON LAKE LERER MONTGOMERY/THE SAWYER MILLER GROUP,

A handwritten signature in black ink, appearing to be 'Alb'.

Mark Malloch Brown

MARK MALLOCH BROWN

A handwritten signature in black ink, appearing to be 'MMB'.