

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 Bannerman & Associates, Inc. 888 16th Street, N.W. Washington, D.C. 20006	2. Registration No. 3964
3. Name of foreign principal Embassy of the Republic of Djibouti	4. Principal address of foreign principal 1156 15th Street, N.W., Suite 515 Washington, D.C. 20005

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. The Embassy of the Republic of Djibouti located in Washington, D.C.
- b) Name and title of official with whom registrant deals.
Roble Olhaye, Djibouti Ambassador to the U.S.

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.
- 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

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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.)*

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.

Date of Exhibit A April 18, 1991	Name and Title M. Graeme Bannerman, 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 Bannerman & Associates, Inc.	Name of Foreign Principal Embassy of the Republic of Djibouti
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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 two 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 two 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 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.

Bannerman & Associates, Inc. will provide government relations consulting services to the foreign principal in order to assist the foreign principal on the substantive aspects of President Gouled's visit to Washington. Specifically, this will include; assisting in arranging meetings with Members of Congress, Congressional staff and the Administration; providing background information on the Congress and the Administration; and, assisting the Embassy in its efforts to promote U.S.-Djibouti relations. It will also include monitoring issues relevant to Djibouti and contacting U.S. Government officials to assure that the interests and views of Djibouti are clearly understood.

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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.

See #4

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.

Personnel at Banneman & Associates, Inc. will contact Members of Congress, Congressional staff, and Administration personnel to determine support for issues pertaining to Djibouti. Banneman and Associates, Inc. will work to create a supportive political environment for U.S.-Djibouti relations.

Date of Exhibit B	Name and Title	Signature
April 18, 1991	M. Graeme Banneman President	<i>M. D. Banneman</i>

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.

BANNERMAN & ASSOCIATES, INC.

888 SIXTEENTH STREET, N.W.

WASHINGTON, D.C. 20006

April 9, 1991

His Excellency Roble Olhaye
Embassy of the Republic of Djibouti
1156 - 16th Street, N.W.
Washington, D.C. 20005

Dear Mr. Ambassador:

I write to confirm the understanding between the Embassy of the Republic of Djibouti and Bannerman and Associates, Inc. As we discussed, Bannerman & Associates, Inc. will advise and assist the Embassy of the Republic of Djibouti on the substantive aspects of the President's visit, and help develop a plan to enhance and consolidate the relationship between the Republic of Djibouti and the United States.

In so doing, Bannerman and Associates, Inc. will work with the Embassy of the Republic of Djibouti in Washington, to supplement its efforts and to advise its staff on the best approach in order to reach the objectives set by the Embassy.

Bannerman and Associates has been paid a fee of \$5000. Bannerman and Associates, Inc. will defray the establishment and local costs in Washington.

This arrangement between the Embassy of the Republic of Djibouti and Bannerman and Associates, Inc., became effective April 8, 1991, and at any time may be extended or renewed by mutual agreement.

Sincerely yours,



M. Graeme Bannerman