

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 Registration Unit in Washington, DC. Statements are also available online at the Registration 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 .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, 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 and Address of Registrant High Lantern Group LLC	2. Registration No. 0456
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3. Name of Foreign Principal Leopoldo Lopez	4. Principal Address of Foreign Principal Carcas, Venezuela
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5. Indicate whether your foreign principal is one of the following:

- Government of a foreign country ¹
- Foreign political party
- Foreign or domestic organization: If either, check one of the following:

<input type="checkbox"/> Partnership	<input type="checkbox"/> Committee
<input type="checkbox"/> Corporation	<input type="checkbox"/> Voluntary group
<input type="checkbox"/> Association	<input type="checkbox"/> Other (<i>specify</i>) _____
- Individual-State nationality Venezuela

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

- a) Branch or agency represented by the registrant

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

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

- a) Principal address

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

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.

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.

Political prisoner in Venezuela

b) Is this foreign principal:

- | | |
|---|---|
| Supervised by a foreign government, foreign political party, or other foreign principal | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> |
| Owned by a foreign government, foreign political party, or other foreign principal | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> |
| Directed by a foreign government, foreign political party, or other foreign principal | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> |
| Controlled by a foreign government, foreign political party, or other foreign principal | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> |
| Financed by a foreign government, foreign political party, or other foreign principal | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> |
| Subsidized in part by a foreign government, foreign political party, or other foreign principal | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> |

9. Explain fully all items answered "Yes" in Item 8(b). *(If additional space is needed, a full insert page must 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.

EXECUTION

In accordance with 28 U.S.C. § 1746, the undersigned swears or affirms under penalty of perjury that he/she has read the information set forth in this Exhibit A to the registration statement and 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 of Exhibit A	Name and Title	Signature
August 17, 2017	Robert Gluck, Managing Partner	/s/ Robert Gluck

eSigned

U.S. Department of Justice

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 Registration Unit in Washington, DC. Statements are also available online at the Registration 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 .33 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, 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 High Lantern Group LLC	2. Registration No. 0456
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3. Name of Foreign Principal Leopoldo Lopez
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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. Describe fully the nature and method of performance of the above indicated agreement or understanding.
Communications support and assistance in telling Mr. Lopez's story to the international community.

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

Communications support, including media and stakeholder outreach, written materials, fact sheets and digital collateral

9. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act and in the footnote below? 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.

Advocate release of political prisoners and support democracy in Venezuela

EXECUTION

In accordance with 28 U.S.C. § 1746, the undersigned swears or affirms under penalty of perjury that he/she has read the information set forth in this Exhibit B to the registration statement and 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 of Exhibit B	Name and Title	Signature
August 17, 2017	Robert Glück Managing Partner	/s/ Robert Glück eSigned

Footnote: "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.



MEMORANDUM

TO: Antonieta López

FROM: Rob Gluck, Managing Partner

DATE: August 3, 2017

SUBJECT: English language communications strategy

Antonieta, please find below our recommended plan, as well as a proposed fee structure. We believe the following activities will drive maximum impact in the English-speaking parts of the world. Once you have had a chance to review, I welcome your feedback.

KEY ACTIVITIES

1. Define – and Implement – a Strategic Narrative. We will analyze the current narrative defining Leopoldo in the international arena, fully define the desired narrative, and execute a strategy to drive the narrative with key opinion leaders. To date, Leopoldo has been known as a world class leader of protest – but is not fully appreciated as a substantive leader who can unite and rebuild the country. We must define, in a structured and specific way, the narrative framework that will guide all future activities and communications. Key elements of this narrative include:

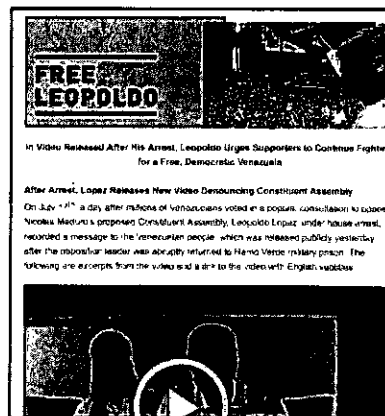
- **Uniter** - like Mandela, he is about reconciliation, bringing all Venezuelans to a shared resolution.
- **Substantive** – he has a series of thoughtful prescriptions to repair the economic, social and political fabric.
- **Centered** - his time in prison has given him space to reflect deeply in a way that few on the outside have been able to do. That gives him clarity about what needs to happen next. Everything is measured, far seeing – not impulsive.
- **A leader the world can count on** - he believes in democratic institutions, civil and human rights, rule of law. He will return Venezuela as a responsible participant in the global community.

2. Publishing strategy.

Work with Leopoldo, his family and advisors to develop a cadence of written outreach, strategically timed and designed to support his narrative as a thoughtful leader who can unite the country. Provide direction on timing, placement and content of such pieces.

3. Influencer email program.

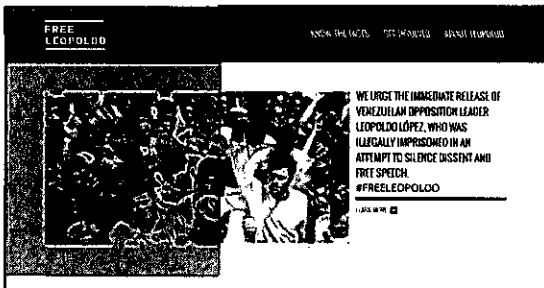
We will use the list referenced above to distribute a weekly (or more frequent) communication that summarizes key events and provides context – keeping Leopoldo front and center in the minds of the most important influencers. See the most recent example [here](#).



highlanterngroup.com

4. Stakeholder distribution list.

The list referenced above includes several thousand English language reporters, policymakers, think tanks and supporters. It allows us to quickly communicate important news or respond rapidly to new developments. We will conduct a thorough review of this list and augment it as fully as possible.

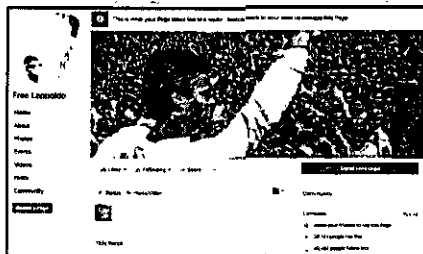
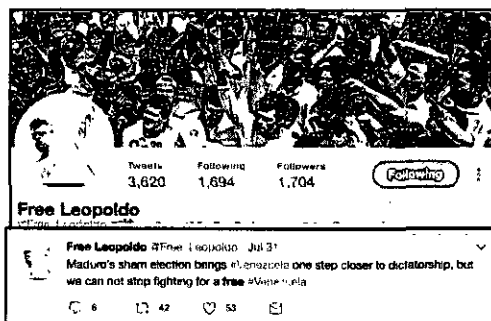


5. Web site (English language).

We built Freeleopoldo.com as a digital hub for the English speaking world to engage with Leopoldo's situation. We will continue to maintain and update this site. We also would like add to new features, including a section for his views on Venezuela's future, as well as new functionality and navigation.

6. Social media channels.

Our twitter handle is @Free_Leopoldo. Over the past 3 1/2 years we have sent 3,620 english language tweets – which have helped amplify the message beyond the Spanish-speaking world.



Our Facebook page, Free Leopoldo, has

more than twenty thousand English language followers and also presents an important outlet for amplification of messages. We will continue to operate and build on these two channels, and explore other opportunities to expand the English language presence of Leopoldo's message.



7. Operations and planning.

We will participate in regular planning sessions with you and the international team, and advise on a communications infrastructure that allows us to operate effectively and rapidly to changing circumstances.

8. Rapid response.

We will work with you to craft statements and press releases as needed to respond to new developments. To support this, we will establish a 24/7 on-call system so that someone is always available

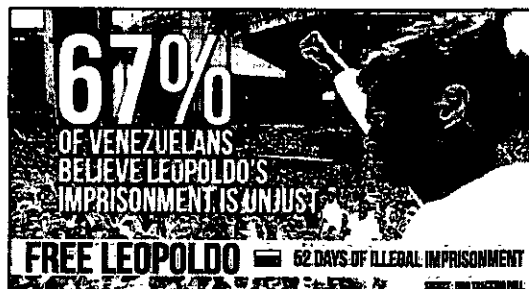
to act as needed.

9. Visual content and collateral.

Our design team can develop an array of visual content, including fact sheets, infographics, digital content and more.

10. Thought leadership development.

We propose working with you to develop a series of thought pieces which could be housed



on Medium, our web site, or another location. These thought pieces would address individual facets of Venezuela's recovery: economic, political, security, health, reconciliation, judicial system, energy, infrastructure and more. We would develop these pieces through a series of interviews, with Leopoldo – if possible – as well as his key advisors. These pieces might appear on a monthly basis. Over time, they would build a clear and compelling vision for the future – and establish Leopoldo as the only member of the opposition with the substance and vision to lead Venezuela's recovery.

FEES

We propose an hourly billing arrangement that is deeply discounted from our normal rates.

Our fees for similar multifaceted narrative and campaign work have ranged from \$30,000 to \$60,000 or more per month. For this account, we propose operating at a very steep discount:

- Discounted blended rate of \$100 per hour – an 80% reduction from what we normally charge for our most senior consultants
- \$5,000 per month minimum – this would cover management of the web site; social media channels, influencer distribution list and several communications per month, as well as media monitoring and participation in regular calls with the team.
- When our work exceeds the \$5,000 minimum threshold (as measured by the discounted hourly rate), we would bill by the (discounted) hour for the remainder.
- Based on past experience, we estimate the busiest months could amount to \$10,000-\$15,000 – but in quiet months much less.

THE TEAM

Rob Gluck, Managing Partner. Rob is Managing Partner and founder of High Lantern Group, a consulting firm that uses the power of ideas and signature issues to help clients build influence, enhance reputation and gain competitive advantage. Since its founding in early 2009, High Lantern Group has served more than 150 globally prominent corporations, associations and leaders across numerous industries and issue sectors. In 2006 he helped conceive and create the Discover America Partnership, a coalition of major businesses that worked to increase international visitation to the U.S. The effort generated hundreds of articles and the passage of eight separate pieces of federal legislation including the establishment of Brand USA. Prior to founding High Lantern Group, he managed the external affairs strategy for the Walt Disney Company's worldwide vacation and leisure division, including positioning on key industry issues and reputation among key stakeholders. He is a graduate of the Harvard Business School Program for Leadership Development, and received his Bachelors Degree in Political Science with Honors and Distinction from Kenyon College.

Kevin Stach, Chief Editorial Officer. Kevin has provided strategic counsel and communications advice to dozens of Fortune 500 companies for more than 20 years. During that period, he has led crisis communications efforts on some of the highest profile antitrust, class action, and product liability trials of the last decade and helped companies develop and manage litigation communications teams. Kevin also served as a senior policy and communications advisor to two presidential campaigns and a Washington, DC-based think tank.

Jennifer Johnston, Senior Director. Prior to joining HLG, Jennifer was Vice President, Crisis & Risk Management at Edelman where she provided strategic counsel and support in litigation and regulatory communications, complex issues and reputation management, advanced crisis and risk planning and incident-driven response. As a member of Edelman's Data Security and Privacy



communications specialty group, Jennifer has also helped respond to major data breaches and incidents at several large companies. Before her time at Edelman, Jennifer served as Deputy Executive Secretary at the U.S. Department of the Treasury and as a congressional oversight attorney at the U.S. Department of Homeland Security. In private practice, Jennifer was an attorney on the criminal defense team representing Deepwater Horizon BP Well Site Leader Robert Kaluza. Jennifer holds: an MPhil/MSc in Global Politics and Government from the London School of Economics; a J.D. from the Pennsylvania State University Dickinson School of Law; and a Bachelor's Degree from the Annenberg School for Communication and Journalism with a double-minor in International Relations and Spanish from the University of Southern California.

Patrick Rochelle, Associate Director. Patrick graduated magna cum laude with a B.A. in English from The George Washington University in May 2013. While in college, he wrote editorials for GW's independent student newspaper, The GW Hatchet. His senior year he became the Hatchet's Opinions editor where he managed a team of columnists and led the paper's award winning editorial board. Prior to graduation, Patrick was a Research Associate with the American Writers Museum Foundation and later interned with Freedman Consulting, where he researched a range of issues related to public policy and government affairs. Originally from Dallas, TX, Patrick joined High Lantern Group in August 2013.

Charles Pennell, Senior Associate. Charles brings a depth of experience and interest in strategic communications across a range of forums and issues. He is particularly drawn to the potential of well-crafted narratives to challenge conventional thinking and introduce compelling new ideas, transforming dialogues in business and government. He has produced research reports, advised clients and shaped messaging in a variety of industries and policy areas, including health care, energy and emerging technology.

ABOUT HIGH LANTERN GROUP

In 2009, we imagined a new kind of consulting firm, one that delivers on the promise of new ideas and fresh perspectives; that feels like a natural extension of the client; that can complete your thoughts and push them further. We imagined a firm with the kind of consultants we always wanted to work with: smart, resourceful and driven to excellence. We built High Lantern Group from the ground up to deliver that – from our care in hiring, to our attention to development, to the services and processes we use to meet the challenges of our clients.

Today, High Lantern Group is one of the nation's leading consulting firms specializing in positioning clients in the marketplace of ideas, with growing offices in Los Angeles, New York City, Washington, DC and Geneva, Switzerland. For more information on our people and capabilities, please visit us at www.highlanterngroup.com.

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