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Washington, DC 20515

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Washington, DC 20510

SECRETARY OF 1  
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## LOBBYING REPORT

Lobbying Disclosure Act of 1995 (Section 5) - All Filers Are Required to Complete This Page

|  |  |  |                                    |
|--|--|--|------------------------------------|
| 1. Registrant Name<br><b>International Business-Government Counsellors, Inc</b>  |  |  |                                    |
| 2. Registrant Address <input type="checkbox"/> Check if different than previously reported<br>Address <b>818 Connecticut Avenue, N.W.</b> <b>12th Floor</b><br>City <b>Washington</b> State/Zip (or Country) <b>DC 20006</b> |  |  |                                    |
| 3. Principal Place of Business (if different from line 2)<br>City _____ State/Zip (or Country) _____   |  |  |                                    |
| 4. Contact Name<br><b>Jim Braden</b>   |  |  | 5. Senate ID #<br><b>19888-101</b> |
| Telephone<br><b>(202) 872-8181</b>   |  |  | E-mail (optional)                  |
| 7. Client Name <input type="checkbox"/> Self<br><b>PepsiCo, Inc.</b>   |  |  | 6. House ID #<br><b>30755009</b>   |

**TYPE OF REPORT** 8. Year 2003 Midyear (January 1-June 30)  **OR** Year End (July 1-Dec

9. Check if this filing amends a previously filed version of this report

10. Check if this is a Termination Report  >> Termination Date \_\_\_\_\_

11. No Lobby:

### INCOME OR EXPENSES - Complete Either Line 12 OR Line 13

| 12. Lobbying Firms   | 13. Organizations  |
|--|--|
| <p><b>INCOME</b> relating to lobbying activities for this reporting period was:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input checked="" type="checkbox"/> &gt;&gt; \$ <u>\$20,000.00</u><br/>Income (nearest \$20,000)</p> <p>Provide a good faith estimate, rounded to the nearest \$20,000 of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).</p> | <p><b>EXPENSES</b> relating to lobbying activities for this reporting period were:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input type="checkbox"/> &gt;&gt; \$ _____<br/>Expenses (nearest \$20,000)</p> <p><b>14. REPORTING METHOD.</b> Check box to indicate accounting method. See instructions for description of</p> <p><input type="checkbox"/> <b>Method A.</b> Reporting amounts using LDA definit</p> <p><input type="checkbox"/> <b>Method B.</b> Reporting amounts under section 603: the Internal Revenue Code</p> <p><input type="checkbox"/> <b>Method C.</b> Reporting amounts under section 162: Internal Revenue Code</p> |

Signature \_\_\_\_\_ Date \_\_\_\_\_

Printed Name and Title **Jim Braden - Lobbying Report Officer** \_\_\_\_\_ Pa

Registrant Name: International Business-Government Counsellors, Inc

Client Name: PepsiCo, Inc.

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

- 15. General issue area code TRD (one per page)
- 16. Specific Lobbying issues  
**Reduction of foreign tariff rates on US exports of orange juice, reduction of tariffs in free trade agreements Australia and Central America.**

- 17. House(s) of Congress and Federal agencies contacted  Check if None  
**Department of Agriculture**  
**Department of Commerce**  
**House of Representatives**  
**Senate**  
**U.S. Trade Representative**

18. Name of each individual who acted as a lobbyist in this issue area

| Name                     | Covered Official Position (if applicable) |
|--------------------------|---|
| <b>Khoe, Richard</b>     |   |
| <b>McDermid, John F.</b> |   |
| <b>Ziehm, Stephen</b>    |   |
|                          |   |
|                          |   |
|                          |   |
|                          |   |

- 19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature *Avin B...*

Date **8/11/2003**

Signature \_\_\_\_\_

Printed Name and Title **Jim Braden - Lobbying Report Officer** \_\_\_\_\_ Page