



Together Towards Better Deals

Introducing the G7 CONNEX Initiative Support Offer



Co-funded by the European Union



Implemented by



CONNEX In Brief

Mandate: CONNEX provides assistance to governments of developing as well as transitional countries in negotiating or renegotiating large-scale, complex investment contracts in the resource sector and beyond through provision of international and regional external expertise.

Unique support mechanism in international cooperation

- **2014:** G7 Leaders initiated the CONNEX Initiative together with developing countries
- **January 2017:** CONNEX Support Unit launched
- **Structure:** currently organized as GIZ project, with its own governance structure
- **Financing:** European Union and German Federal Ministry for Economic Cooperation and Development

Need for Negotiation Support

Contributing to a level playing field

International Investor

- ✓ Multiple experiences
- ✓ Extended access to information/resources
- ✓ Built-in capacities

Government

- ? Lack of matching experiences / capacities
- ? Lack of critical expertise
- ? Less access to information/resources

Investor



Government



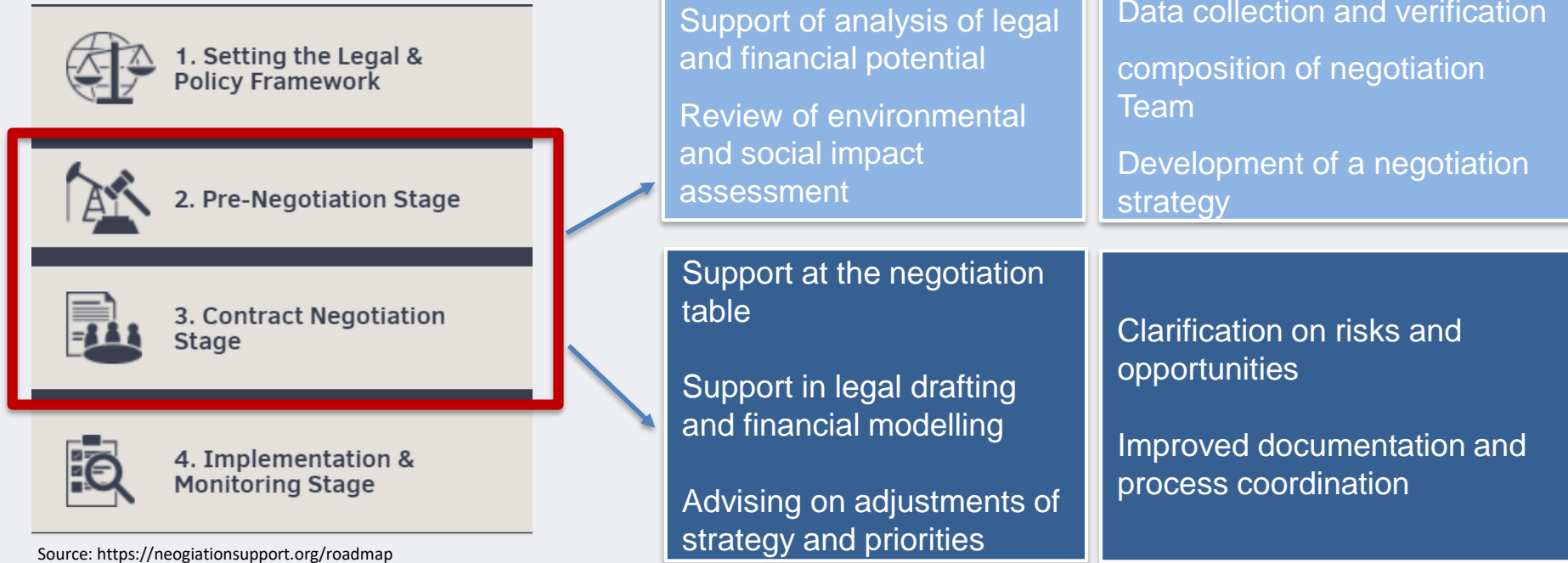
*CONNEX
experts*

CONNEX Support

- ✓ Multidisciplinary, independent expertise
- ✓ Demand-driven and context-tailored
- ✓ short-term and flexible

- ✓ Informed decision making
- ✓ Balanced and stable deals with mutual benefits
- ✓ Long-lasting partnerships
- ✓ Investment for Development

CONNEX Support In Detail



Source: <https://neogiationsupport.org/roadmap>

CONNEX Story Until Today

- CONNEX Support to 16 countries in Sub-Saharan Africa, Latin America and in Central Asia.
- Strong focus on mining with increased experience in infrastructure and renewable energies, pilot in hydropower
- Successful collaboration with growing number of development partners such as development banks (WB, IDB, ADB), think tanks (NRGI), regional organizations (NEPAD)
- Effective cooperation with other service providers such as ALSF and ISLP
- Positive feedback from clients, gained recognition as a trustworthy service provider for contract negotiations.



Direct access to our impact stories [here!](#)

Insight: CONNEX Support in Liberia

Project: Major iron-ore concession, back-bone of the Liberian resource sector

Support to Liberia Revenue Authority: Renegotiating the Royalty Pricing Agreement

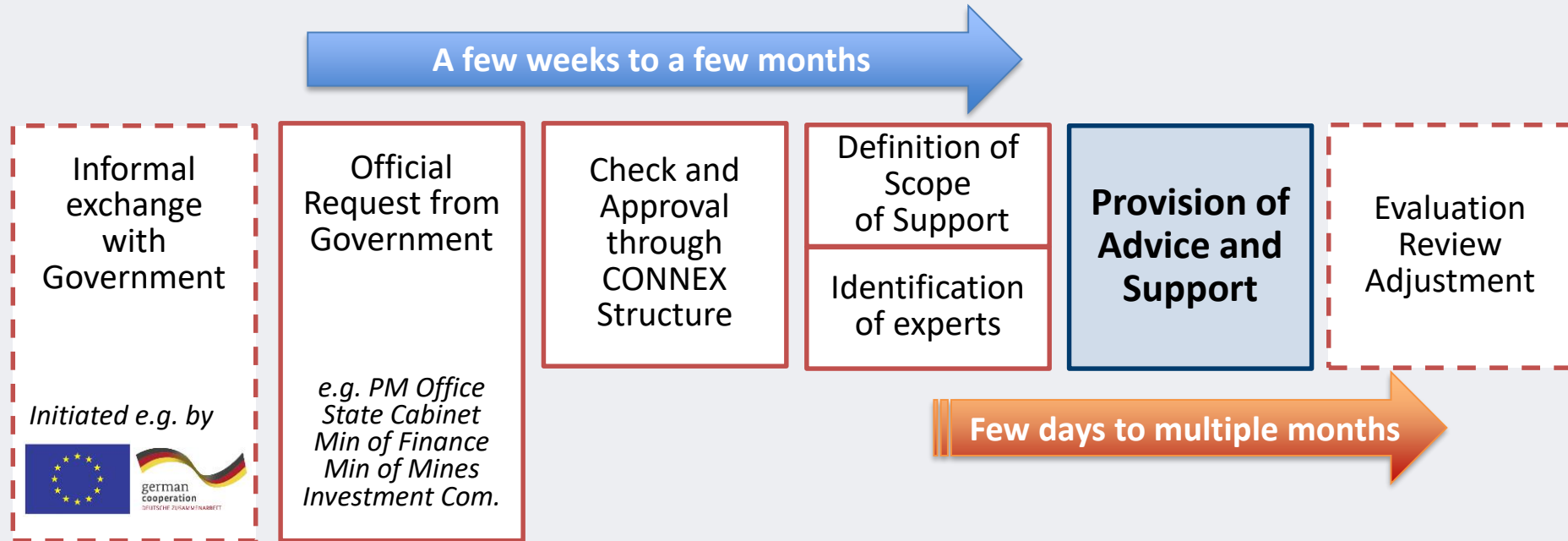
- Assistance: Legal expertise and Financial expertise
- Duration: 11 months - preparatory phase + four months of actual renegotiation
- ➔ Result: Several million of additional revenue and new pricing formula

Support to Liberian National Investment Commission:

- **Renegotiating the Mineral Development Agreement**
- **Creation of a multi-user rail to facilitate transport of iron ore for multiple users from Guinea and Liberia**
 - Assistance: Geological expertise, infrastructure expertise, legal expertise, financial expertise
 - Duration: start in October 2019, currently in renegotiation rounds



How CONNEX Support Works



CONNEX Quality Concept



CONNEX Experts

- Various disciplines (*legal, financial, geological, environmental, infrastructure, industry, strategic*)
- Independent, high-level expertise
- long-term experience in their discipline
- Experience in advising governments in negotiation contexts
- Relevant regional experience and expertise, including language
- High political and cultural sensitivity
- Integrated capacity building approach



CONNEX Support Unit

- Comprehensive needs assessment
- continuous coordination and supervision of the support process
- direct point of contact for clients and experts
- Risk-management and evaluation



CONNEX Code of Conduct

- Integrity and Confidentiality
- Setting of advisory role and framework
- Applies to all CONNEX experts

In Summary: CONNEX Results and Value Added

- Unique support mechanism, covering a niche in int. cooperation
- Direct contribution to revenue generation, economic development
- Contribution to international and national development agendas and the responsible mining scheme
- Possibility to address environmental and social dimensions of agreements
- Opportunity for Government to set precedents for future processes
- Contribution to improved investment climate with mutual benefits
- direct support with immediate results and possibilities for long-term learning and knowledge management
- Complementary to the work and assistance of other partners and initiatives

We appreciate how responsive CONNEX was to our request for support. The CONNEX Secretariat worked with us in defining the right expertise required for the negotiation.

The independent and highly qualified experts supported us in preparing for the negotiation and during negotiation rounds. We had access to the right experts at the right time, even when the scope needed to be extended during negotiations.

Professor Fabien Nkot,

Coordinator of the Permanent Secretariat of the
Strategic Council for Negotiations and Implementation
of Mining Contracts,
Republic of Cameroon

How To Request Support



Need for external support in negotiation processes?



Step 1:
Get in touch via phone or email support@connex-unit.org



Step 2:
Submission of Formal Request

CONNEX Support Unit Secretariat
Potsdamer Platz 10
10785 Berlin, Germany
support@connex-unit.org



Step 3:
Approval of Request



Step 4:
Delivery of Support



Find all the details [here!](#)

Thank you.
We look forward to your questions!

Get in touch:
support@connex-unit.org
www.connex-unit.org