



CONNEX:
Assistance in
Negotiating
Investment
Contracts



The CONNEX Support Unit provides assistance to governments of developing as well as transitional countries in negotiating or renegotiating large-scale, complex investment contracts, initially focusing on the extractive sector. It aims to provide rapid, independent, high-quality, and multidisciplinary support.

The purpose of this support is to arrive at stable contracts that maximize benefits for host countries by mobilizing domestic resources to promote sustainable economic development while enabling international investors to develop commercially viable projects.

The CONNEX Support Unit can provide advisors from various disciplines, as needed, for individual negotiations to requesting governments anywhere in the world. The CONNEX Support Unit is designed to complement assistance offered by other initiatives and cooperates with a range of partner organizations. The approach of the CONNEX Support Unit builds on the following principles:

→ **Demand-driven for specific negotiations**

The CONNEX Support Unit provides direct advice and support in response to requests by governments of host developing and transitional countries in preparing for, and in conducting, (re-) negotiations of new and existing projects. The scope, shape and content of support are tailored to the needs of the specific cases at hand in close consultation with representatives of requesting governments in order to ensure that their needs are fully taken into account.

→ **Independent and High-Quality**

The CONNEX Support Unit delivers high-quality support through international and local experts with extensive knowledge and practical experience. CONNEX experts are independent of any political or religious affiliation. They work in accordance with the CONNEX Code of Conduct, which requires independence and freedom from any conflicts of interest, and solely in the interests of the requesting governments. This assures independence, high quality advice, integrity and confidentiality.

→ **Multidisciplinary**

The CONNEX Support Unit provides individuals and teams of advisors with multidisciplinary expertise, as needed. Since successful investment contract negotiations typically require a range of skills, the experts provided by the CONNEX Support

Unit may include lawyers, financial analysts, industry experts, business strategy specialists, environmental specialists, community development specialists, geologists, mining engineers, and other disciplines needed in the context of specific project negotiations.

→ **Types of negotiations**

The CONNEX Support Unit focuses on large-scale investments because these are typically covered by complex contracts and their terms can have substantial economic, environmental and social impacts on host countries for extended time periods.

→ **Flexibility**

The CONNEX Support Unit recognizes that governments may not be able to identify all their needs before negotiations begin. We can advance and adjust assistance in scope and time as the needs for particular skills develop during the negotiation process.

→ **Cooperation and Capacity building**

The CONNEX Support Unit cooperates closely with other organizations that provide assistance to governments. We believe that having advisors work with officials in the preparation for, and negotiation of, individual contracts is an active way of building the capacity of local officials that will be needed for future negotiations and an effective training for officials to monitor and enforce contracts they negotiate.

The G7 launched the CONNEX Initiative at the 2014 G7 Brussels Summit as a political commitment to assist developing and transitional countries in complex contract negotiations, initially in the extractive sector. The German Federal Ministry for Economic Cooperation and Development (BMZ) established the CONNEX Support Unit as the implementing body of the CONNEX Initiative in 2017. The CONNEX Support Unit Secretariat is responsible for the implementation of activities and is managed by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ).

Get in touch with the CONNEX Support Unit:



Request support by emailing to
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