



Federal Ministry
for Economic Cooperation
and Development



G7 CONNEX Initiative

Strengthening Assistance
for Complex Contract Negotiations

[bmz.de](https://www.bmz.de)

→ ‘Developing countries can turn resource richness into sustainable growth, jobs, public revenue and infrastructure. Better investment contracts lay the foundation for long-term, mutually beneficial relations.’

Günter Nooke, German Chancellor’s Personal Representative for Africa in the Federal Ministry for Economic Cooperation and Development (BMZ)



CONNEX AND THE G7

Natural resources can substantially contribute to a country’s development. Investment agreements in the oil, gas and mining sectors can last for decades, involve the complex sharing of economic rent between investors and host governments, and have significant environmental and social impacts. They are also an important means for generating revenue and driving development. If a country’s development is to be

successful and inclusive, the contracts it signs need to be well conceived and well negotiated, protecting both the host country’s and investing companies’ interests. The G7 CONNEX Initiative was launched in 2014 and aims to provide developing country partners with enhanced advisory support on how best to negotiate complex commercial contracts.



CONNEX

1

**WEB-BASED
INFORMATION &
SUPPORT PORTAL**

negotiationsupport.org is hosted by the Columbia Center on Sustainable Investment (CCSI).

2

INDEPENDENT ADVISORS FOR CONTRACT NEGOTIATIONS ON THE GROUND

Provide high-quality and multi-disciplinary advisors for contract negotiations based on the CONNEX Code of Conduct.

3

CAPACITY-BUILDING OF STAKEHOLDERS BEFORE AND AFTER NEGOTIATIONS

Focus on long-term capacity building linking contract negotiations to sector monitoring, policies and laws to ensure sustainability.

FIRST PILLAR – Information integration and accessibility

→ Setting up and maintaining an online resource portal that brings together relevant tools and resources as well as details on those who can provide expert support when negotiating large-scale investment contracts.

SECOND PILLAR – Independence and quality of advice for concrete negotiations

→ Strengthening advisory support provided to low-income country governments in their negotiation of complex commercial contracts.
→ Ensuring support is more comprehensive and more responsive to

government’s needs in order to ultimately contribute to fairer, more sustainable investment deals as drivers of development.

→ Applying the CONNEX Code of Conduct as a core element for improving the advice provided to developing countries.
→ Sharing of knowledge among existing support providers.

THIRD PILLAR – Building stakeholders’ capacities

→ Improving the delivery of capacity building methodologies ensure that low-income countries become better able to negotiate and monitor complex commercial contracts.

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