



CONNEX
Support Unit



CONNEX:
Assistance in
Negotiating
Investment
Contracts

The CONNEX Support Unit was created in January 2017 to provide assistance to governments of developing as well as transition countries in negotiating, renegotiating or implementing 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 are commercially viable and contribute as much as possible to the sustainable development of host countries. For that purpose, the Support Unit provides teams of experienced international as well as local experts to requesting governments. The CONNEX Support Unit is unique in offering assistance to all developing and transition countries, in its efforts to respond quickly to requests for support and in providing advisors with a wide range of expertise.

→ **Demand-driven**

The Support Unit provides support in response to requests by governments of host developing and transition countries. The scope, shape and content of support are tailored to the needs of the cases at hand. Representatives of governments receiving assistance participate in defining the support required in order to ensure that their needs are fully taken into account.

→ **Rapid response**

The Support Unit attempts to minimize the time between receiving requests for support and fielding negotiating support.

→ **Independent**

The assistance provided by the Support Unit is independent of any political, commercial, institutional, or religious affiliation. The international experts delivering negotiations support work in accordance with the CONNEX Code of Conduct and solely in the interest of the requesting governments.

→ **Quality**

The Support Unit delivers high-quality support through international and local experts with extensive knowledge and practical experience. Experts are selected by the requesting governments, in consultation with Support Unit, according to needs specific to the contracts being negotiated and the requesting governments.

→ **Multidisciplinary**

Since successful investment contract negotiations typically require a range of expertise, the experts provided by the Support Unit can include not only lawyers, but also financial and industry experts, business strategy specialists, economists, environmental specialists, community development specialists, geologists, mining engineers, or any other discipline needed in the context of specific project negotiations.

→ **Types of negotiations**

The focus is on large-scale complex investments because such investments are typically covered by contracts and their terms can have substantial impacts on host countries and they normally are meant to last for long time periods.

→ **Support modalities**

Support provided includes direct advice and expertise as well as capacity development during the negotiation process, also covering the pre- and post-negotiation phase. The CONNEX Support Unit is designed to complement assistance offered by other initiatives and cooperates with a range of partner organizations.

The CONNEX Support Unit was established by the German Federal Ministry for Economic Cooperation and Development and temporarily is managed by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) through an office in Berlin. Eventually, it is expected that other governments and organizations will support the Support Unit as well. A small implementation team is responsible for the Support Unit's day-to-day work and an International Advisory Committee guides its work.

Contacts for requests for negotiations assistance and further information:

Any government of a developing or transition country is invited to request support from the CONNEX Support Unit by emailing to support@connex-unit.org