

Attachment to Coordinator Paper (6) Draft Outline of Guidance Note on Negotiation and Renegotiation of Contracts

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- ii. Regional counterparts
- iii. Local counterparts
- iv. Other stakeholders and constituents
- v. Outside advisors
 1. International financial and development organizations
 - a. World Bank, IMF, UN, OECD
 - b. Regional organizations
 2. Outside investment advisors
 3. Outside legal advisors
- vi. Resources available
 1. Revenue forecast models
 2. Sample contracts
 3. Illustrative Tc 0 Tw 3.18.48()Tj /TT0 1 041 T

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- b. Development
- c. Production and other
- d. Operations
- e. Expansions
- f. End of project obligations

VII. Some Practical Examples of Successful Negotiations

- 1. Who is involved?
- 2. Possible negotiation checklist
- 3. Timelines and negotiation phases
- 4. Major issue listings
- 5. Some good/best negotiation practices
- 6. Contract transparency: Does it help with contract stability?

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- 1. Background–History of renegotiations or changes in terms
 - i. Some illustrations from recent periods
 - 1. When production values were rising
 - 2. When production values were falling
- 2. Flexibility in original structure
 - i. How can agreement reduce the need for renegotiations
 - ii. Interaction with stability clause provisions
- 3. Circumstances where renegotiation may be appropriate
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- 6. Examples

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- 1. Examples
- 2. Implications

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XI. Sources

Preliminary List of Sources to be Reviewed in Preparation of Guidance Note:

A data base of petroleum, mineral and land contracts:

<http://www.resourcecontracts.org/>

A brief publication on review mechanisms:

<http://ccsi.columbia.edu/files/2014/08/Periodic-review-in-natural-resource>