The Relationship

- 40 – 50% + of Revenue
- Capitalization GREATER than GDP
- Major economic driver – employment, procurement, etc.

Normally, when the **Concessionaires Sneeze**, the **Countries Catch a Cold**;

Today, they are on **Life-Support**

They **NEED** each other to **SURVIVE**
Striking the RIGHT Balance

INVESTOR
- Security of Tenure
- Fair Return on Investment

GOVERNMENT
- Broad-based sustainable growth
- Socio-economic development

A Rational Mining Regime
The Framework

CONTRACT: Static vs Dynamic

Zero Sum vs Positive Sum

Direct Flows vs Indirect Flows
Share Infrastructure
The Case
Regional Cooperation
Infrastructure Issues

[Map showing regional context of iron-ore project with country details and ore deposits]