A CALL TO ACTION
“Our industry lacks a neutral, multi-stakeholder space to explore a number of the broader issues facing mining. We very much look forward to the DPI providing such a forum for constructive but challenging dialogue about mining and its role in society.”

Mark Cutifani
Chief Executive, Anglo American

“The DPI’s shared purpose approach to mining is unique. It calls for the host community’s values and aspirations to be at the forefront of new mine planning, operation and closure plans. For indigenous communities, a true shared purpose mine can be a development resource, helping the community meet its goals in partnership with the project.”

Mark Podlasly
Trustee of the Tribal Sovereign Wealth Fund
- Nlaka’pamux Legacy Trust
Dear Friends,

This is not your normal business overview, but then again... this is not your usual institute.

We share with you, in this document, an overview to ensure the future success of a valuable and much needed initiative which strives to address the challenges and opportunities faced by the world’s mining sector. The initiative has been co-created by a multi-stakeholder group over the last five years – one that has gained significant attention with a broad group of industry stakeholders and participants. The key output to date, the Development Partner Approach (the Approach) as expressed in the Development Partner Framework (the Framework), focuses on transformational change in mining. Having proven the value of establishing a neutral multi-stakeholder forum for convening debates under the auspices of the Kellogg Innovation Network (KIN), we have established a permanent home to continue and extend its work and potential impact. In 2016, we launched the Development Partner Institute (DPI), an independent entity formed with the specific intention of continuing to extend, innovate and advocate the Approach, and to act as a neutral convening space for other key debates around mining.

As context, let us first consider the current state of the mining industry and the need to act now to secure our future. Mining produces the products that make the world work – if we don’t farm it, we mine it. It drives an estimated 45% of the world’s measured economic activity, and in our modern world, the products we mine are the building blocks of the lifestyles we maintain today. Without mining, we could not sustain our population growth, our standard of living, or our technological advances. As one of the world’s most important industrial sectors, we in the mining industry have the power to contribute to society for generations, for the world’s appetite for raw materials to build infrastructure, generate energy and create products is growing faster than the population.

Yet the mining industry has come to a crossroads.

Whilst enabling and advancing global society’s current lifestyle, mining also often has a disproportionately high impact on local communities. When mishaps occur in a mining operation, these communities can experience devastating consequences. Such instances generate a cumulative, negative profile that overshadows the true purpose and benefit of the mining industry.

The industry must course-correct, and it must do so quickly. Miners must adopt a new way of thinking and a new approach to how they secure, nurture and progressively revitalize their social license to operate. To address this challenge, we – mining companies, mining communities, local authorities, indigenous peoples, businesses, academics, politicians, non-profits and investors – must collaborate to create broad-based prosperity in the areas we mine and to foster a livable and inherently sustainable planet.

Whilst we have seen a relative collapse of commodity prices since their highs of recent years, and regardless of whether the prices will recover in the short or long term, the imperative and the urgency to change remains the same.

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1 Including payments to services and support industries and adding the impact of our products on society to the direct economic benefits of mining (Anglo American analysis, 2014)
The Kellogg Innovation Network’s KIN Catalyst: Mining Company of the Future provided a framework to achieve those goals. It built a bridge to move from the current, mostly conservative state of the mining industry to a more innovative and collaborative future engaging with local communities and other stakeholders.

That bridge is expressed in The Framework, a mindset of shared purpose that cultivates partnerships amongst the collective set of stakeholders including communities, businesses, employees, governments, local authorities, NGOs, development agencies and investors. The Framework describes the approach required for mining companies to secure, nurture and progressively revitalize their social license to operate.

In just five years, the Framework has achieved significant global recognition, catalyzed the industry, initiated faith-based dialogs with The Vatican and Church of England, and has been adopted by several miners, First Nations and suppliers. KIN has also been asked to take on other challenges, such as reshaping mining education to more fully reflect today’s sustainability challenges.

Building on this progress, it was time for The Approach and associated Framework to leave the KIN nest - to transition out of the “catalyst” environment into a new, permanent home: the Development Partner Institute.

The Institute will work to promote the vision of miners becoming true development partners – a vision that has proved so vitally successful to date and shows great promise for the future.

We have an opportunity and a responsibility to be leaders and help set our industry on a transformational path that will deliver better outcomes for all stakeholders. We need bold leadership from within the industry. We need you to act now. If we don’t take the lead in these conversations, others will continue to define the future for us and potentially lead us all down an unsustainable path.

We can no longer operate in isolation – the challenges we and our stakeholders face are too big to be solved by any one organization or sector. That is why we believe that the creation of a neutral, multi-stakeholder forum to discuss mining issues – one that complements existing industry and governmental structures – is so important.

This document outlines the DPI’s purpose, proposed focus areas and structure. There is tremendous potential value to the industry to continue this transformative work that focuses on areas beyond current industry initiatives. We urge you to consider a new and revitalized approach and contribute to help bring the Institute to life.

The future is ours to create.

Mark Cutifani
Chief Executive,
Anglo American
Advisory Council and Co-Founder,
Development Partner Institute

Peter Bryant
Board Chair and Co-Founder,
Development Partner Institute
To fundamentally change the business model of the mining industry to an integrated and proactive development partner, delivering on economic, environmental and social shared purpose.

Advance and extend innovative thinking
Build bridges with groups that have a stake in mining
Engage the mining ecosystem

Independent but Connected
Startup Mentality
Neutral and Safe Platform
Courageous Collaboration
Open Innovation
Impartial and Trusted

Convene
Research
Advocate
Catalyze & Incubate
Educate

Executive Director
Associate Director
Interns & Experts-In-Residence
Board of Directors
Advisory Council
THE IMPERATIVE, THE OPPORTUNITY AND THE JOURNEY TO DATE
THE WORLD NEEDS MINING

Everything in life that is not grown must come from the ground.

However...

Many communities and other stakeholders do not trust mining, and investor uncertainty is at an all-time high.

Government intervention, deepening pits, spiraling costs, lower ore grades, and declining productivity have led to lower returns for miners and their investors.

Finding, starting and running a new mine is more difficult and expensive than ever before.

These challenges not only constrain sustainability within the mining sector, they also leave mining companies vulnerable from a business perspective and prevent the mining industry from delivering on society's increasing need for mined resources.
The mining industry has made positive progress in developing sustainable mining practices. For example, it was the first business sector whose peak industry association developed a clear commitment to:

- Free, Prior and Informed Consent for Indigenous Peoples

However, new levels of demand for the products of mining and inability of the industry to respond to the expectations of non-mining stakeholders have compounded these challenges.

Meanwhile, across the globe, we are moving to eradicate poverty and redefine sustainable development of communities and countries. The mining industry has a unique opportunity to contribute significantly to that effort and in doing so, to create an industry that people can be proud of.

“Developing a healthy relationship with local communities is a more sensible and cost-effective way of operating than fighting each other. If you have a local community fighting you, you might add 20 percent to your costs — when you could have pursued a 1 percent solution.”

- Mark Cutifani
  IFC Sustain magazine, vol 2, Feb 2015
Over lunch at an annual KIN meeting, Mark Cutifani and Peter Bryant germinated the seed that would become the KIN Catalyst Mining Company of the Future (KIN Catalyst); that ultimately led to The Framework.

First Meeting, 2011
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KIN curated and facilitated a multi-stakeholder gathering to envision the Mining Company of the Future. It concluded with participants wanting the mining industry to unequivocally accept the need for a new operating model to ensure long-term profitability and success. The Development Partner Working Group was formed.

Brazil in 2012
KIN curated and facilitated a multi-stakeholder gathering to envision the Mining Company of the Future. It concluded with participants wanting the mining industry to unequivocally accept the need for a new operating model to ensure long-term profitability and success. The Development Partner Working Group was formed.

Development Partner Working Group, December 2013
A working group convened several times in Chicago to discuss how to move mining towards a more effective model of sustainable development. The first iteration of The Framework was built over the next few months, presented to the working group in December 2012 and continued their work until late 2013.

Edison Award, April 2013
In April 2013, the KIN Catalyst was awarded a silver medal in the category of “Collaborative Innovation” by the prestigious Edison Awards.
Validation Discussion with Externals to Industry, 2012-13

To test and validate The Framework, sustainability leaders at major organizations were consulted. Each had to transform their operating models to maintain their licenses to operate amid increased societal and environmental performance expectations from governments, nonprofits and the public.

Faith Dialogues, 2013-2015

At the Day of Reflection held in Sept 2013, Cardinal Peter Turkson, the President of the Pontifical Council of Justice and Peace, hosted more than 20 CEOs and Chairpersons for a Day of Reflection. This was followed by a similar session in October 2014 hosted by the Archbishop of Canterbury and the head of the Methodist Church. The second Day of Reflection was hosted at the Vatican in September 2015.

DPF Unveiled, December 2014

The Ford Foundation held an event in New York, hosted by its President Darren Walker, to publicly unveil the Development Partner Framework. Over 100 leaders from business, NGO, government, investor, academic, indigenous, community organizations and media attended.

DPI Established, December 2016

DPI Launched at PDAC, February 2017

First Regional Catalyst, Limpopo, South Africa, April 2017

On April 4th 2017, the DPI hosted a two day regional multi-stakeholder workshop at ‘The Ranch’ in Polokwane. Almost 50 attendees from more than 30 organizations came together to share their visions, ideas and initiatives for the Limpopo region. Six areas of future collaboration emerged from the session.
Mining companies need to maintain their license to operate to ensure access to land, markets and capital. The Development Partner Framework is an output of the work described in The Journey to Date and fully outlined in the paper available at: www.dpmining.org

The Development Partner Framework
Delivering on Economic, Environmental and Social Shared Value.

In a flourishing ecosystem, co-inspire, co-collaborate, co-innovate, co-educate.

**Shared Purpose**
A clear understanding and articulation of the long-term vision, goals and methods for a potential project and surrounding region are co-created, discussed and agreed to by all relevant stakeholders.

**Flourishing Ecosystems**
A robust and resilient natural environment, supporting a healthy community and thriving business.

**Competitive Companies, Communities & Countries**
The ability for companies, communities and countries to reach their full potential and realize their individual definition of prosperity.

**Strategic Pillars**
What components we need to focus on

**Enablers**
What will get us there

**Business Imperative**
Why companies need to do this

**Co-Inspire**
Where we want to be
Conversations with organizations interested but seldom previously connected to the mining industry were initiated. This includes the first regional catalyst, held in Limpopo, South Africa, with further regional catalysts planned for Peru and Brazil.

Stakeholder Engagement

We have hosted and facilitated half-day plenary sessions on The Approach at Exposibram (Sept 2015), Mining Indaba (Feb 2016), World Mining Congress (Oct 2016), PDAC (Feb 2017), IFC Sustainability Exchange (2017 and 2018), and the WEF’s annual Mines Ministers Summit (2017 and 2018).

Industry Groups

Several companies, including Anglo American, Hatch, Alloycorp and Schneider Electric have embedded The Framework as a key foundation for their own sustainability and community engagement strategy and approach. Several First Nations have also adopted The Framework as a reference point for negotiations with mining companies.

Global Dialogues

The DPI is collaborating with international stakeholders to convene dialogues on significant mining-related themes to create new ways of working accelerate progress.

Commitments
The Kellogg Innovation Network (KIN) functions as a safe, independent and trusted place that incubates novel ideas and concepts outside of the industry sandbox through its Catalyst approach.

Once these concepts reach a level of maturity and have proven their viability, it is time for them to move out of the “catalyst” environment and find a new home from which they can be broadly extended and implemented to generate transformative innovation on a grander scale.

The Development Partner Approach and resulting Framework has gone through this journey. Nurtured by the KIN for its first few years and having shown the ability to significantly transform the business mindset, it reached a stage where it required a new and permanent home.

The Development Partner Institute (DPI), is an independent entity that offers a unique environment similar to KIN.

Although the mining industry has shown increased willingness to convene in multi-stakeholder forums, these dialogues tend to be issue specific. Since 2012, the KIN has provided a safe and independent platform where challenging and significant strategic issues related to mining can be talked through.

As these efforts transition to the new Institute, these principles guide its design and structure:

- Embody the key values and success factors of the KIN
- Stay independent but connected to the mining industry
- Ensure momentum is maintained and a smooth transition occurs
- Build upon KIN’s successful model and approach for multi-stakeholder engagement
Communities welcome mining projects because of the prosperity and benefits they bring.

Mining communities become diverse economic centers with sustainable connected regions.

Government, development agencies, NGO, indigenous, religious and community leaders work constructively with miners in harmony.

To fundamentally change the business model of the mining industry to an integrated and proactive development partner, delivering on economic, environmental and social shared purpose.
THE INSTITUTE
THE MISSION

Advance and extend transformative, innovative thinking around shifting to an integrated and proactive approach

Build bridges with groups that have a stake in mining by gaining trust, developing a common language, cultivating understanding and fostering new collaborations

Engage the mining ecosystem to shape a new approach and way of thinking

PRINCIPLES

Independent but Connected
Transformative innovation

Startup Mentality
Flexible, lean, and nimble
Small footprint, global reach
Big picture thinking

Neutral and Safe Platform
Ability to convene those with antagonistic positions
Influence and develop respect, listening, sharing and productive outcomes

Courageous Collaboration
Creative coalitions

Open Innovation
A multi-stakeholder cross-sector ecosystem

Impartial and Trusted
No set position
THE INSTITUTE

KEY FUNCTIONS

Convene
Convene industry and cross-sector business leaders in multiple ways outside traditional industry forums to continue to extend and apply transformational innovation, thinking and application of The Approach.

Catalyze & Incubate
Engage influencers more broadly to further understanding of The Approach and encourage their active engagement with the industry; offer a safe space to create and grow ideas, potentially into start-up initiatives.

Advocate
Promote to the industry, and other stakeholders, the adoption of the principles and successful practices of The Approach to enhance their own strategy and value creation.

Research
Drive and share insights on key issues by engaging across multiple industries and sectors and investigating areas of strategic impact in a multi-stakeholder environment.

Educate
Collaborate with educational institutions to develop executive education that enhances capabilities in current senior managers and a more holistic undergraduate and postgraduate curriculum for the future leaders.
THE TEAM

THE EARLY JOURNEY (2012-15)

A diverse group of experts and leaders co-create The Approach. We are thankful to these individuals and the organizations they represented at the time of their participation. We are also grateful for the financial support of these visionary organizations who generously invested in this initiative.

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FINANCIAL SUPPORTERS OF THE KIN CATALYST

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Anglo American
AngloGold Ashanti
Baker Hughes

Castrol
Caterpillar
Clareo
General Electric

Schneider Electric
Vale

FINANCIAL SUPPORTERS

We are grateful to the following organizations for supporting the DPI.
## THE TEAM

### OUR TEAM

#### DPI TEAM MEMBERS

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<th>Name</th>
<th>Position</th>
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#### DPI BOARD MEMBERS

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