

Staking on performance

The Asian region is an unconditional priority for the Republic of Belarus, primarily as a capacious, promising and rapidly expanding market for Belarusian goods and services. For example, increasing supplies of Belarusian goods to Asian countries is one of the top priorities of the Belarusian Universal Commodity Exchange (BUCE). According to the results of 10 months of 2022 the export of domestic products through the Belarusian exchange platform to a number of Asian countries has increased significantly. The Chinese segment of electronic exchange trade has considerably increased in 2022, where 103 Chinese companies have already been accredited on the BUCE as of November 1, 2022. There are also big plans with other countries on the Asian continent, including India, Pakistan, Turkey, and Mongolia. In particular, during the three quarters of 2022, 27 Turkish companies were accredited to the exchange. And in January 2023 the first company from Mongolia was accredited to participate in trading on the exchange. This means that the geography of Belarusian exchange trading in Asia has further expanded. How the Belarusian Universal Commodity Exchange interacts with these and other partners in Asia is discussed in this study.



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Peculiarities of economic ties between Belarus and Asian partners

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and Asian partners**

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Table of contents

Asian vector expands cooperation.....	3
The road of friendship and cooperation	12
Prospects for cooperation are determined	20
Priorities for the new phase of partnership	31
An effective tool for accelerated development	40
Literature	53

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Asian vector expands cooperation

Increasing supplies of Belarusian goods to Asia and the Middle East is one of the top priorities of the Belarusian Universal Commodity Exchange (BUCE). Figures show that by the end of 10 months of 2022, exports of domestic products through the BUCE to a number of Asian countries increased significantly: to Singapore - 6.6 times, to Turkey - 21 times, to Uzbekistan - 30 times.

In this context, the **Chinese** segment of electronic exchange trade became much more active on the Belarusian-Chinese exchange in 2022. However, even "in 2021, the Belarusian-Chinese exchange turnover grew three and a half times at once"¹. And in October 2022, 100 companies from China were already working on the BUCE, three of which had the status of stock brokers. For the nine months of 2022 the amount of transactions made by them amounted to 27 million dollars. At the same time more than 24 million dollars were provided by lumber - mainly sawn softwood boards. China Township Enterprise Co., Ltd. (CTEC) became the 100th Chinese company accredited for participation in the BUTB trading, which initially intends to use the exchange platform to purchase wood products. In fact, since the end of October 2022, the practice of holding special trading sessions for the sale of lumber to China with delivery in containers to the destination was resumed on the BUTB. "Along with lumber this year unrefined rapeseed oil and skimmed milk powder were supplied to China through the exchange. The total amount of transactions amounted to more than \$3 million"². Considering that one of CTEC's activities in China is trading of agro-industrial products, it is possible that in the future the Chinese company will master this segment of the exchange commodity market as well.

1 Zalesky, B. Systemic partnerships. Specifics of economic interaction of the Belarusian side with the post-Soviet republics / B. Zalesky. - LAP LAMBERT Academic Publishing, 2022. - C. 45.

2 The 100th company from China accredited at the BUTB [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/na-butb-akkreditovalas-100-ja-kompanija-iz-kitaja-530408-2022/>

Returning to the topic of export supplies of sawn wood products to China, we note that according to the results of the special trading session, which took place in the first decade of November 2022 at the BUTB, more than 20 thousand cubic meters of sawn wood produced in Belarus were sold to the Chinese market. Eleven Chinese residents took part in this session. "At the same time, several delivery bases were provided for the convenience of buyers, namely the cities of Taicang, Tianjin, Shanghai and Changsha. The key feature of the special trading sessions is that they are focused on a specific sales market - in this case China."³ . In December 2022, the results of the special export trading session on the Belarusian exchange trading floor were record-breaking both in terms of the sum of transactions made and the volume of resources sold to the Chinese market. It is more than 60 thousand cubic meters of lumber "worth a total of 85.5 million yuan, or the equivalent of \$ 12.3 million <...>. As a result, residents of China and Singapore bought 10 lots of lumber volume of 62.2 thousand cubic meters, that is half of all lumber put up for auction"⁴ . It should be noted that special trading sessions on sales of sawn timber to China have been held at the BUTB since December 2020 with the support of the Ministry of Forestry of Belarus to diversify export supplies of products of domestic woodworking enterprises and increase export revenues through the use of a competitive mechanism of exchange trading.

For reference: as of November 1, 2022, 103 Chinese companies had already been accredited on the BUTB. Among the new participants of the Belarusian electronic marketplace was a company from China, which for the first time bought tanned semi-finished products "vet-blue" on the BUTB. Thus, the geography of sales of this product through this platform has expanded to eight countries. "Vet-blue semi-finished products are in steady demand among

3 Companies from China and Singapore bought more than \$4 million worth of sawn wood products at the BUTB [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/piloproduktsiju-na-boleecem-4-mln-priobreli-na-butb-kompanii-iz-kitaja-i-singapura-533965-2022/>

4 Lumber worth \$12.3 million sold to China through BUTB [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/pilomaterialy-na-123-mln-prodany-v-kitaj-cherez-butb-541419-2022/>

tanneries producers around the world. Companies from Russia, Kazakhstan, Great Britain, Italy, Switzerland, Lithuania and Poland regularly buy this product on the exchange trades. In January-October this year, the total amount of transactions amounted to \$6.5 million."⁵ . So far, no such products have ever been shipped from Belarus to China. Apparently, after the pilot deal, new supplies of tanned leather are not far off.

Another interesting fact. In November 2022, a large Chinese trading company headquartered in Chongqing, which specializes in supplying cattle, chicken, and seafood to the southern provinces of China, expressed interest in bidding for agricultural products at the BUTB. The firm "has an extensive network of suppliers all over the world, including Belarus, but during the pandemic all relationships were put on hold. Using the BUTB trading platform, where the leading domestic suppliers of meat and meat products are represented, the Chinese importer intends to establish new business contacts and resume the purchase of frozen beef in Belarus."⁶ The more so since Belarusian-made products have gained popularity in the Chinese market in recent years and are in high demand among Chinese consumers. Therefore, the company does not expect any problems with sales. In addition to the office and wholesale outlets in Chongqing, the company has representative offices in other provinces of China, which will ensure the widest possible geography of sales of the meat purchased on the exchange.

In order to promote the development of Belarusian-Chinese electronic trade, the BUTB continues to expand the list of partners from the Celestial Empire to further strengthen trade and economic relations between the Republic of Belarus and the People's Republic of China. In particular, in September 2022,

5 Now China: the geography of exports of Belarusian leather products through the BUTB has expanded [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/teper-i-kitaj-geografija-eksporta-belorusskoj-kozhevennoj-produktsii-cherez-butb-rasshirilas-533733-2022/>

6 A large Chinese importer of meat and seafood is interested in cooperating with the BUTB [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/krupnyj-kitajskij-importer-mjasa-i-moreproduktov-zainteresovalsja-sotrudnichestvom-s-butb-536236-2022/>

the BUTB signed a memorandum of cooperation with the Chinese branch of the BRICS Institute for the Study of Future Networks (BIFNC) to promote greater involvement in cross-border exchange trade of Belarusian and Chinese companies, including small and medium-sized businesses. "One of the promising areas of interaction could be the accreditation of BIFNC as a broker. This will allow not only to fully utilize BIFNC's wide network of business contacts to attract Chinese sellers and buyers to exchange trading, but also to conclude transactions on their behalf, thereby ensuring growth of exchange commodity turnover between Belarus and China.⁷ . It is expected that at the initial stage, the main emphasis will be placed on supplies of Belarusian lumber and fuel pellets to China as the most sought-after commodity items on the Chinese market.

Another new BUTB partner in November 2022 was the Alliance of Economic and Commercial Advisors of China. The Chinese side is interested in such highly liquid commodity items as lumber, rapeseed oil, and vet-blue leather, because "in the near term, the level of demand will increase, including for Belarusian-made goods that have proven themselves in the Chinese market.⁸ . So the Belarusian-Chinese exchange trade appears to be reaching a new qualitative level.

The BUTB also has big plans with other countries of the Asian continent, including **India, Pakistan, Turkey and Mongolia**.

For example, in September 2022, the BUTB and the Inventivepreneur Chamber of Commerce and Industries (ICCI) headquartered in New Delhi, **India**, decided to join efforts to attract Indian companies interested in entering the Belarusian market to the Belarusian exchange platform. After all, the use of

7 BUTB and the Chinese branch of the BRICS Institute will promote the development of electronic exchange trade [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-i-kitajskij-filial-institutabriks-budut-sodejstvovat-razvitiju-elektronnoj-birzhevoj-torgovli-525751-2022/>

8 BUTB and the Alliance of Economic and Commercial Advisors of China have identified areas for cooperation [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-i-aljians-ekonomicheskikh-i-kommercheskich-sovetnikov-kitaja-opredelili-napravlenija-sotrudnichestva-535514-2022/>

the exchange mechanism will not only contribute to strengthening trade relations between Belarus and India, but also create favorable conditions for closer cooperation in related areas. As a reminder, the ICCI has over 10 thousand members all over India. These are mainly small and medium-sized businesses operating in various sectors of industry and agriculture and receiving services for effective business from the Chamber of Commerce and Industry, including market analysis, assistance in attracting investments, staff development courses and finding business partners in India and abroad. The main task of ICCI is to help businesses scale up, which usually involves entering markets in other countries, including Belarus. Given the low risks, wide product range and direct access to leading Belarusian companies, BUTB is the optimal solution for ICCI to start operating in Belarus. In particular, "there is a high demand for Belarusian acrylic fiber and other petrochemical products in India, as deals are regularly made in this group of goods <...>. Lumber, milk products and light industry products are no less promising positions"⁹.

Another curious fact: in November 2022, a pharmaceutical company from India - Tosco Pharmachem, which produces and sells special chemical compounds and reagents for the Indian pharmaceutical industry - was accredited for the first time on the Belarusian exchange to purchase petrochemical products. "Tosco Pharmachem plans to buy acetone cyanohydrin on the Belarusian exchange platform, and in the future other chemicals and preparations it needs"¹⁰. This company is interested in the BUTB platform for a number of reasons. First, India is one of the world's top three producers of pharmaceutical products. Secondly, the Indian company will open up new export opportunities for Belarusian companies in the petrochemical industry

9 BUTB and the Indian Chamber of Commerce and Industry plan to cooperate in exchange trading [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-i-indijskaja-torgovo-promyshlennaja-palata-planirujut-sotrudnicat-v-sfere-birzhevoj-torgovli-524659-2022/>

10 BUTB plans to begin exporting petrochemicals to the Indian pharma industry [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-planiruet-nachat-eksport-neftehimicheskoy-produktsii-dlja-indijskoj-farmotrasli-535977-2022/>

with the help of exchange trading. Thirdly, apart from increasing the Belarusian-Indian exchange trade turnover, the BUTB will provide experience in the Indian market, which can be useful in selling other demanded commodity items, including synthetic fibers, to this South Asian country. In December 2022, the first deal was registered on the BUOTB: the company Tosco Pharmachem bought 23 tons of Belarusian acetone cyanohydrin following a trading session. The small volume of the purchase was due to the desire of the Indian company to work out the entire scheme for importing goods from Belarus. "The Indian side is interested in long-term cooperation with the exchange, which implies regular participation in exchange trading and an increase in the volume of purchases. At the same time, due to the lack of practical experience in working in the Belarusian market through the exchange platform, the company preferred to first conclude a trial deal for a small amount to minimize the possible risks.¹¹ . In this regard, the BUTB expects an increase in supplies of Belarusian petrochemical products to India. For reference: export exchange trading in chemical and petrochemical products has been held at BUOTB since October 2021. The entire nomenclature of goods produced by the petrochemical industry of Belarus is exported abroad. In 2022, synthetic fibers, gasoline, oils, and solvents were in particular demand from foreign buyers. The main markets are a number of countries of the Commonwealth of Independent States, as well as the "far arc" countries - China, Syria, Pakistan, the United Arab Emirates, and Turkey.

In 2022 certain steps to intensify exchange trading were also made between Belarus and **Pakistan**. In particular, the first broker company from this country has already been accredited to the BUTB, and thanks to the efforts of the Embassy of Pakistan in Belarus, the central office of the exchange was visited by 70 representatives of the Pakistani business community, who are

11 An Indian company made its first deal on the BUTB [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/indijskaja-kompanija-vpervye-sovershila-sdelku-na-butb-537935-2022/>

interested in purchasing products from Belarus. And it's not just lumber, but also chemical and petrochemical products. For example, "Belarusian acrylic fiber is in high demand in Pakistan, which has recently been regularly supplied to this market through our trading platform. The volume of transactions is not very large yet, so expanding the circle of Pakistani buyers is a task of paramount importance"¹², in order to really increase the trade turnover between Belarus and Pakistan.

Another country in Asia, which is very promising in terms of sales of Belarusian goods through the BUTB, is **Turkey**. During the three quarters of 2022, 27 Turkish companies were accredited on the exchange. "This year they have bought domestic lumber, as well as scrap and waste of non-ferrous metals on the exchange trading. If compared with January-September last year, the amount of transactions made by Turkish participants has increased by almost 1.5 times"¹³. Not only traditional export-import operations involving Belarusian companies, but also transit transactions between non-residents are considered as possible areas for cooperation.

In November 2022, the BUTB agreed to develop exchange trade in agricultural and wood products with the Istanbul Commodity Exchange (ISTIB) to "combine efforts to increase mutual trade between Belarus and Turkey, with the main focus on agricultural and wood products, the demand for which is consistently high in both countries"¹⁴. In this regard, Belarusian partners hope for support and assistance from ISTIB, members of which are more than ten thousand Turkish enterprises, and for many of them ISTIB could become a "window" to the market of Belarus and the Eurasian Economic Union. After all,

12 BUTB organizes supplies of Belarusian lumber to the industry of Pakistan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-organizuet-postavki-belorusskih-pilomaterialov-dlja-promyshlennosti-pakistana-535371-2022/>

13 BUTB will present the benefits of exchange trading at an exhibition in Turkey [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-predstavit-preimuschestva-birzhevoj-torgovli-na-vystavke-v-turtsii-529829-2022/>

14 BUTB and the Istanbul Mercantile Exchange will develop trade in agro-industrial products and wood processing [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-i-stambulskaja-tovarnaja-birzha-budut-razvivat-torgovlju-produktsiej-apk-i-derevoobrabotki-533002-2022/>

the exchange platform is an effective tool for establishing direct contacts between producers and consumers of the two countries, which will make it possible to organize regular trade in such highly liquid commodity positions as lumber and dairy products.

Starting from December 2022, in order to make the exchange mechanism more attractive for foreign companies, including potential buyers of fuel pellets or pellets and other wood products, the BUTB introduced a simplified accreditation procedure for residents of Turkey. Note that "the simplified accreditation procedure is already in place for residents of 21 countries, which makes the exchange mechanism more accessible to foreign companies and contributes to the growth of supplies of Belarusian goods to these markets"¹⁵. More than 18 thousand cubic meters of light and gray pellets were exhibited at the first export auction, which was aimed at the Turkish market and took place in the first decade of December 2022. More than 20 Turkish companies expressed interest in buying Belarusian biofuel. And, apparently, the clear logistics and significant capacity of the Turkish market make it one of the most promising export destinations for Belarusian fuel products.

Also, in January 2023 the first company from **Mongolia** was accredited to participate in trading at the BUTB. This means that the geography of Belarusian exchange trading expanded in the new year and now covers 71 countries on four continents. Through the BUTB "the Mongolian company plans to supply mining products to Belarus, including fluorspar and slags used in the metallurgical industry, as well as buy Belarusian metal products and agricultural products"¹⁶. The interest of Mongolian businesses in the Belarusian exchange platform is not accidental. All metallurgical enterprises of Belarus are accredited on BUOB and participate in trading, and the amount of transactions in the steel products

15 BUTB Simplifies Accreditation for Turkish Companies [Electronic Resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-uproschaet-akkreditatsiju-dlja-turetskih-kompanij-537787-2022/>

16 The first company from Mongolia is accredited at the BUTB [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/na-butb-akkreditovana-pervaja-kompanija-iz-mongolii-545414-2023/>

section exceeded two billion Belarusian rubles in 2022. The largest consumers and producers of the goods, traded by the Mongolian company, are concentrated on the exchange. The situation is similar in the agro-industrial complex segment: the BUTB displays a wide range of products from Belarusian agricultural enterprises, including exporters of milk, cream, and butter, which are especially in demand in Mongolia. It is expected that the next step in the cooperation between the Belarusian exchange platform and the Mongolian company will be to grant it the status of an exchange broker, which will enable it to act as the official representative of the BUTB in Mongolia and attract new importers and exporters to the Belarusian market.

In general, speaking of cooperation with Asian countries, we note that this area of ties has enormous export potential. And "already in the near future this interaction will demonstrate high efficiency"¹⁷. And the first steps in this regard have been taken.

17 Zalesky, B. The Potential of the Exchange Mechanism. Collection of articles / B. Zalesky. - LAP LAMBERT Academic Publishing, 2022. - C. 52.

The road of friendship and cooperation

Belarus and Kazakhstan signed a treaty on social and economic cooperation until 2026 in November 2017. In this document, the parties outlined the implementation of a qualitatively new stage in bilateral relations. At the end of June 2021, during the visit of the Belarusian government delegation to this Central Asian country, a task corresponding to this new stage was announced - "to reach new indicators in mutual trade in goods and services - more than \$1 billion a year" .¹⁸

In February 2022, when summing up the results of the past year, the parties stated at a high level that the Belarus-Kazakhstan trade turnover exceeded one billion dollars for the first time in history. To be absolutely accurate, it "amounted to \$1.092.5 billion and increased by 31.9%, exports - \$911.8 million (25% growth) compared to the same period last year [2020]. The balance is positive - \$731.1 million."¹⁹ . The basis of the Belarusian supplies consisted of a variety of food products - fresh or chilled beef, condensed and dried milk and cream, cheese and cottage cheese, sausages and similar meat products, sugar, as well as parts of rolling stock, combine harvesters, furniture and its parts. The commodity distribution network of the Belarusian enterprises in Kazakhstan includes more than 40 companies, as well as more than 170 entities of the dealer network. There is also a number of joint assembly factories of Belarusian machinery and equipment.

In October 2022, a high-level working meeting of representatives of the governments of Belarus and Kazakhstan was held in Astana, at which the parties identified priorities in the field of industrial cooperation, agro-industrial complex and construction.

18 XVII Miedzynarodowej naukowo-praktycznej konferencji "Dynamika naukowych badan - 2021", Volume 6. Przemysl: Nauka i studia. - C. 21.

19 Golovchenko: trade turnover between Belarus and Kazakhstan in 2021 for the first time exceeded \$1 billion [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/golovchenko-tovarooborot-belarusi-i-kazakhstan-a-v-2021-godu-vpervye-prevysil-1-mlrd-486829-2022/>

As far as industrial cooperation is concerned, seven Belarusian enterprises operate in Kazakhstan, including Gomselmash, Minsk Tractor Plant, and Bobruiskagromash. They are steadily increasing deliveries of machine sets to this country for the production of machinery. Construction of a workshop for the production of unified cabins with the capacity of up to 10 thousand units a year has been completed in the industrial zone of Kostanay as one of the largest tractor manufacturing projects. "The parties are exploring the possibility of organizing the production of not only elements and units of tractor machinery, but also machine park, engines for tractor machinery, diesel generators, pump sets, optical products"²⁰.

As for the new prospects of cooperation, we are discussing the production of fire-fighting vehicles based on the chassis of the Minsk Automobile Plant and Pozhsnab enterprise. This is a new promising niche that needs to be filled with Belarusian equipment. On the whole, "we can increase mutual supplies with Kazakhstan by \$200 million"²¹. The experience of Minsk Motor Plant (MMZ) is interesting in this regard, its trading house was opened in early 2022 in Kazakhstan and which successfully and with increasing indicators sells Belarusian engines, special-purpose machinery and spare parts. In this context in October 2022 MMZ took part in the international exhibition KazAgro-2022, which is the largest and most visited in Central Asia. The purpose of the Belarusian company at the forum is "to expand business and commercial prospects, opportunities for product promotion, increase brand awareness"²². With the same purpose in September 2022 in Astana at the international specialized exhibitions on mechanical engineering and metalworking, as well as

20 Golovchenko: Belarus and Kazakhstan need to move forward in the field of industrial cooperation [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/golovchenko-belarusi-i-kazahstanu-nuzhno-dvigatsja-dalshe-v-oblasti-promkooperatsii-531879-2022/>

21 Snopkov: The basis for cooperation between Belarus and Kazakhstan is industrial cooperation [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/snopkov-bazoj-sotrudnichestva-belarusi-i-kazahstana-javljaetsja-proizvodstvennaja-kooperatsija-506651-2022/>

22 Minsk Motor Plant presented its products at an exhibition in Kazakhstan [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/minskij-motornyj-zavod-predstavil-produktsiju-na-vystavke-v-kazahstane-528774-2022/>

the manufacturing industry was attended by more than 30 Belarusian business entities. The enterprises of the Ministry of Industry of the Republic of Belarus and the Ministry of Education were "represented by collective stands, and the Minsk Tractor Plant and machine-tool enterprises were represented by separate stands"²³ . This suggests that new projects in Belarusian-Kazakh industrial cooperation are on the way.

In the agricultural sector, the Ministry of Agriculture of Kazakhstan has confirmed its interest in building a 1,200-head dairy farm on Kazakhstani land, where "Belarusian technologies, materials and equipment will be used and dairy cattle will be supplied. The works will start this year and will continue in 2023"²⁴ . Work continues on the establishment of production of veterinary drugs in Kazakhstan, both to meet the needs of the domestic market and for prospective exports to third countries. BelVitonifarm enterprise will participate in this project from the Belarusian side. In addition, the Kazakh side expressed interest in supplies of Belarusian mixed fodder, premixes, amino acids, as well as the transition to the Belarusian potato seeds.

Belarusian and Kazakh partners are also planning several projects in the construction sphere in the near future. "Among them there are symmetrical ones - the construction of a Belarusian quarter in Astana and a Kazakh quarter in Minsk. <...> At this stage, the plan is to determine the land plots and the concept, to attract state-owned developers"²⁵ . Another project is the joint production of ceramic tiles. There are many minerals in Kazakhstan, so it is planned to create production with the involvement of Belarusian specialists and technology.

23 More than 30 Belarusian enterprises participate in industrial exhibitions in Kazakhstan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/bolee-30-belorusskih-predpriyatij-uchastvujut-v-vystavkah-promyshlennosti-v-kazahstane-525159-2022/>

24 Production of veterinary drugs and construction of MTF. How Belarus and Kazakhstan will cooperate in agriculture [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/proizvodstvo-vetpreparatov-i-stroitelstvo-mtf-kak-budut-sotrudnicat-belarus-i-kazahstan-v-apk-531987-2022/>

25 A Belarusian quarter in Astana, a Kazakh quarter in Minsk. What new projects are discussed in construction [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belorusskij-kvartal-v-astane-kazahstanskij-v-minske-kakie-novye-proekty-obsuzhdajut-v-stroitelstve-531980-2022/>

Another interesting fact: Belarus and Kazakhstan are also planning to develop cargo transportation by rail. In October 2022, a Belarusian-Kazakh roundtable was held in Astana, where more than 80 participants, including about 40 Kazakhstani companies from the mining, oil, chemical, gas, metallurgical and agricultural industries, carriers and transport and logistics companies of the country, as well as representatives of Belarusian timber, woodworking and food industries, transport and forwarding companies, discussed the prospects of existing projects and topical transport and logistics solutions for long-distance. At the same time, "considerable attention was paid to the issues of unimpeded passage of cargoes from Belarus to Kazakhstan, as well as to China by transit through Kazakhstan, including those in container trains"²⁶.

Interregional cooperation is another important component of Belarusian-Kazakh bilateral cooperation. Recall that "there are about 30 agreements between the regions of Belarus and Kazakhstan."²⁷. Among the Belarusian participants of this productive interaction is **Minsk region**, the trade turnover of which with Kazakhstan in 2021 increased by another 7.5 percent and amounted to \$ 190 million. Exports accounted for almost \$180 million, and the growth rate was 107.2%. In foreign trade, there was a surplus of almost \$170 million. Foreign direct investment from Kazakhstan was more than \$1.2 million, or 137.2 percent compared to 2020."²⁸. Karaganda and Pavlodar regions are among the active Kazakh partners of the Belarusian capital region.

For example, the cooperation agreement between Minsk Region and **Karaganda Region** was signed back in 1996 and included measures for cooperation in industry, agriculture, health and education. In June 2013, JV

26 Belarus and Kazakhstan plan to develop freight transportation by rail [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belarus-i-kazakhstan-planirujut-razvivat-gruzoperevozki-po-zheleznoj-doroge-530740-2022/>

27 Zalessky, B. The goal is stable growth. Collection of articles / B. Zalessky. - LAP LAMBERT Academic Publishing, 2021. - C. 52.

28 Turchin discussed with Beisenbayev the development of cooperation between the Minsk region and Kazakhstan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/turchin-obsudit-s-beisenbaevym-razvitie-sotrudnichestva-mezhdu-minskoj-oblastju-i-kazhstanom-486296-2022/>

KazBelAZ LLP, a joint venture for overhaul of units and assemblies, production of spare parts and manufacturing of machinery of the Belarusian Automobile Plant, began its work in this Kazakh region. "Production is based at the Karaganda Casting and Mechanical Plant (KLMZ) - a branch of Kazakhmys Corporation LLP²⁹. This JV became one of the largest in the State Program of Accelerated Industrial and Innovative Development and was included in the Map of Industrialization of Kazakhstan for 2010-2014. The first Belarusian dump truck was assembled in Karaganda in August 2013 by "Karaganda mechanics, who were trained at the Belarusian plant"³⁰. And in October 2021, the parties had already discussed the creation of a joint production of fire-fighting equipment in the Karaganda region. At that time there were already "21 joint ventures operating in the Kazakhstani region. Among them is a company for the assembly of dump trucks, repair and maintenance of BelAZ machinery"³¹. Apparently, this interaction can be further expanded, as the region is interested in attracting Belarusian companies and is ready to create favorable conditions for them to "take part in the implementation of agricultural projects and school construction. Cooperation in the IT sphere is also possible"³².

As for the **Pavlodar region**, Minsk region signed an agreement with it on trade, economic, scientific, technical and cultural cooperation in 2009. In 2017, the parties agreed to cooperate in agriculture. Of great interest to the Kazakhs then aroused the Belarusian experience in the construction of dairy and cattle complexes. "Passing a package of standard projects of agricultural facilities to the Pavlodar people, representatives of the Belarusian capital region expressed

29 Potylitsyn, S. Process of regular evolution / S. Potylitsyn // [Electronic resource]. - 2014. - URL: <https://kazpravda.kz/n/protsess-zakonomernoy-evolyutsii/>

30 Akhmetova, A. Karaganda residents collected the first Belarusian dump truck / A. Akhmetova // [Electronic resource]. - 2013. - URL: <https://www.altyn-orda.kz/karagandincy-sobrali-pervyj-belorusskij-samosval/>

31 Belarus and Kazakhstan may launch a joint production of fire-fighting equipment on the territory of Karaganda Region [Electronic resource]. - 2021. - https://primepress.by/news/kompanii/belarus_i_kazakhstan_mogut_zapustit_sovmestnoe_proizvodstvo_pozharn_oy_tekhniki_na_territorii_karagan-38483/

32 On the visit of the Ambassador of Belarus to the Karaganda region [Electronic resource]. - 2021. - URL: <https://kazakhstan.mfa.gov.by/ru/embassy/news/c25b80e259079cad.html>

their readiness not only to advise them on this topic, but also to build dairy and cattle complexes in their country on mutually beneficial terms."³³ . In addition, the free economic zones of the Pavlodar region invited interested companies of the Minsk region to participate in projects for joint use of subsoil of the region. One of them is an aluminum cluster with the involvement of large companies from Germany, Poland, and Turkey. It should be noted that the technique of the Belarusian Automobile Plant is already quite actively used in this area of Kazakhstan. In particular, in February, 2021 on the assembly platform of Vostochny surface mine Technopark of Eurasian Group JSC (ERG) has been completed the assembling of three BelAZ dump trucks of 130 tons payload capacity, which have joined the coal-mining enterprise of the surface mine. They have joined "their seven fellows, which already two years exploited on the cyclic-flow stripping sites of the surface mine, having deserved at Ekibastuz miners a reputation of the reliable and highly productive mine machines"³⁴ . As we can see, the range of development of ties between the Minsk and Pavlodar regions can still be very wide.

In particular, cooperation with Kazakhstan is among the priority directions of development of foreign economic relations **of the Gomel region**. Enterprises of the southeastern region of Belarus have the most serious intentions to develop cooperative ties with Kazakh partners in import substitution, in logistics capabilities. A good example is the joint production of Gomselmash OJSC and AgromashHolding KZ JSC, operating since 2007 in Kazakhstan. Today it is not just an assembly shop, but a real production facility. "During the time of cooperation the products of the plant have been supplied to the market of Kazakhstan for more than \$320 million and over 3.7 thousand

33 Zalesky, B. Actual media topics of Belarus-Kazakhstan interaction / B. Zalesky // International Journalism-2018: global challenges, regional partnership and media: materials of VII International Scientific and Practical Conference, Minsk, February 15. 2018 / co-creator. B.L. Zalesky ; ed. by T.N. Dasaeva. - Minsk: Publishing Center BSU, 2018. - C. 98.

34 BELAZ delivered 130-ton dump trucks to Kazakhstan [Electronic resource]. - 2021. - URL: <https://www.belta.by/economics/view/belaz-postavil-130-tonnye-samosvaly-v-kazhstan-428544-2021/>

units of equipment of joint production have been sold in total"³⁵ . The products of other enterprises of Gomel Region, including Belarusian Metallurgical Plant and Milkavita Open Joint Stock Company, are also in demand in Kazakhstan.

The Mogilev region also cooperates closely with this country in Central Asia, which is beginning to strengthen its work in trade and economic cooperation. "In the seven months of this year [2022] the foreign trade turnover between the Mogilev region and Kazakhstan was about \$40 million"³⁶ . But there is still plenty of room for the parties to work together. Kazakhstan is one of the most important trade and economic partners for the Belarusian region, ranking second in terms of foreign trade turnover among the Eurasian Economic Union countries in 2021 and the first in the seven months of 2022. The main export items are cars and car parts, dairy products, poultry, elevators, and railway cars. Mogilev Region, in turn, buys equipment, chemical products and various raw materials from Kazakhstan. Note that almost 45 percent of all imports of the region accounts for paraxylene, which uses "Mogilevkhimvolokno. There are also a number of proposals for cooperation with Kazakhstani partners from other enterprises of the Belarusian region, including from the free economic zone Mogilev.

Grodno region is also intensifying cooperation with Kazakhstan, which has already signed five agreements with Kazakhstani regions. Grodno Region is actively supplying agricultural, processing and woodworking products to its partners. But "it is time to intensify the work and fill these agreements with real projects and agreements, which will intensify the relationship between the two countries"³⁷ .

35 Enterprises of Gomel region intend to develop cooperative ties with Kazakhstan [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/predpriyatija-gomelskoj-oblasti-namereny-razvivat-kooperatsionnye-svjazi-s-kazahstanom-512360-2022>

36 Isachenko at the meeting with the Ambassador of Kazakhstan: it is time to strengthen work in the trade and economic sphere [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/isachenko-na-vstreche-s-poslom-kazahstana-prishlo-vremja-usilit-rabotu-v-torgovo-ekonomicheskoy-sfere-525098-2022/>

37 Ambassador of Kazakhstan at the meeting with Karanik: our task is to help the businessmen of the two countries to find each other [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/posol->

As for cooperation between Belarus and Kazakhstan in the educational sphere, the year 2022 also enriched interaction between the parties with new colors. In particular, Baranovich State University in October offered cooperation to Shakarim University, which is located in the city of Semey, Abay region. This educational and scientific center of the north-eastern region of Kazakhstan has more than seven thousand students at five faculties. The two universities are interested in "jointly implementing educational programs for students and faculty, organizing academic exchanges and summer and winter schools. There are ideas for research and innovation projects"³⁸.

And another thing: in September 2022 a round table "Kazakhstan and Belarus: the road of friendship and cooperation" was held in Minsk, where it was noted that "in 2021 the trade turnover between Kazakhstan and Belarus exceeded \$ 1 billion"³⁹, but there are still considerable reserves to increase the turnover: it is not only industrial cooperation, agricultural complex, transport, deepening of interregional cooperation, joint ventures, but also cooperation in cultural and humanitarian spheres.

[kazahstana-na-vstreche-s-karanikom-nasha-zadacha-pomoch-biznesmenam-dvuh-stran-najti-drug-druga-514826-2022/](https://www.belta.by/regions/view/bargu-natselen-tesno-sotrudnichat-s-universitetom-iz-kazahstana-530948-2022/)

38 BarGU aims to work closely with a university from Kazakhstan [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/bargu-natselen-tesno-sotrudnichat-s-universitetom-iz-kazahstana-530948-2022/>

39 Ambassador of Kazakhstan: Belarus is a country where one always wants to come back [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/posol-kazahstana-belarus-strana-v-kotoruju-vsegda-hochetsja-vozvraschatsja-526048-2022/>

Prospects for cooperation are determined

In May 2022, the sixth meeting of the Commission for Trade and Economic Cooperation of the Belarusian-Chinese Intergovernmental Cooperation Committee took place, where its participants discussed the status and prospects of bilateral trade and investment cooperation, transport and logistics partnership, as well as the implementation of the joint project - the China-Belarus Industrial Park Great Stone. Let us recall that at the end of 2021 the volume of mutual trade in goods and services between the two countries is close to six billion dollars, and the share of Belarusian exports to the Celestial Empire has more than doubled. At the same time, "the capacity of Belarusian manufacturers makes it possible to ship nearly \$2 billion worth of Belarusian-made goods to the Chinese market by the end of this year [2022]. This requires consolidation of the efforts of the parties to accelerate the opening of the Chinese market for new Belarusian manufacturers, establish joint trading companies, and develop the largest electronic trading platforms of China"⁴⁰.

The Belarusian side suggested deepening trade cooperation in five promising directions. The first is the expansion of direct contacts between the business communities of the two countries. The second is to increase the range of products supplied to China from Belarus. The third one is to promote new mechanisms to expand bilateral trade with an emphasis on the establishment of joint export and import companies and the positioning of Belarusian goods at Chinese electronic trading platforms. Fourth, the development of logistics through prompt delivery of cargoes by rail. Fifth, to step up investment cooperation in the framework of existing bilateral projects and joint work on the creation of new import-substituting enterprises "through the prism of the

40 Cherviakov: friendly and partnership relations with China are especially important for Belarus [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/chervjakov-druzhestvennye-i-partnerskie-otnosheniya-s-kitaem-osobo-znachimy-dlja-belarusi-504062-2022>

development of the Great Stone Industrial Park and deepening of interregional cooperation.⁴¹ .

The results of the first quarter of 2022 attest to the fact that the work in the aforementioned areas is carried out quite actively. Specifically, the trade turnover between Belarus and China during this period amounted to \$1.2 billion. Belarus is among the ten largest suppliers of potash fertilizers, dairy whey, meat products and rapeseed oil to China. Agreements reached during the work of the commission should contribute to the successful implementation of the planned areas of cooperation. For example, the Belarusian Ministry of Industry intends to work closely with the Chinese Chamber of Commerce on the import and export of engineering and electronic products. The memorandum signed by the parties "is aimed at strengthening the Belarusian-Chinese partnership in industry."⁴² . The memorandum on cooperation in import and export of woodworking products was also adopted by Bellesbumprom Concern and the Chinese Association of Timber and Forest Products Circulation. The document is aimed at increasing the efficiency of partnership relations, "analysis of mutual trade problems and search for mutually acceptable ways to solve them"⁴³ by holding joint exhibitions, fairs, business meetings, exchange of economic, legal, scientific and technical information in all areas of interaction.

In the complex of measures for development of national innovation system in Belarus for 2021-2025, the Chinese-Belarusian industrial park "Great Stone" is defined as a platform for organization of innovative productions. One of the main tasks set before it for the next five years is "ensuring effective activity of its residents, attracting new ones, active development of innovative

41 Belarus-China trade turnover in the first quarter amounted to \$1.2 billion [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/tovarooborot-belarusi-i-kitaja-v-i-kvartale-sostavil-12-mlrd-504056-2022/>

42 Belarus and China Strengthening Industry Partnership [Electronic Resource]. - 2022. - URL: <https://www.belta.by/economics/view/belarus-i-kitaj-ukrepljajut-partnerstvo-v-promyshlennosti-504071-2022/>

43 "Bellesbumprom" will cooperate with the Chinese association for the export of woodworking products [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/bellesbumprom-budet-sotrudnichat-s-kitajskoj-assotsiatsiej-po-eksportu-produktsii-derevoobrabotki-504024-2022>

activity, startups, cluster cooperation..."⁴⁴ . The record growth of residents in 2021 - 21 - attests to how this task is being solved here. To be more precise, 85 residents were registered here at the end of 2021. By the beginning of 2022, "more than \$718 million has already been invested in the park, 37 companies are manufacturing products, conducting research and development, as well as providing services. Great Stone's enterprises have created more than 1,700 jobs <...>. The volume of exports also increased - almost by 17% compared to 2020. Deliveries are made to 20 countries around the world."⁴⁵ . In the last days of 2021, the 85th resident was the Belarusian LLC "SinRubEnergy" with a research project in the field of creating digital energy facilities and a smart city. "The company will develop integrated automation and dispatching systems"⁴⁶ .

With the arrival of 2022, the industrial park continued to work actively both to expand the number of residents and to increase the volume of their economic activity. So, as of mid-April 2022 there were "already registered 89 residents from 15 countries. The volume of declared investments amounts to \$1.24 bln, of which over \$750 mln has already been invested in the park's development. The residents have created more than 1.8 thousand new jobs. In addition, almost half of the companies have started economic activities in the park"⁴⁷ .

The 86th resident of the industrial park in March 2022 was Bel Samoyed Cloud Scientific and Technical Company LLC, which "will develop digital financial technologies and mobile payment systems. There are also plans to create an e-commerce center in Belarus and provide Belarusian and Chinese

44 Zalesky, B.L. Industrial park "Great Stone": new projects bring the future / B.L. Zalesky // Materiały XVIII Międzynarodowej naukowo-praktycznej konferencji "Kluczowe aspekty naukowej działalności - 2022", Volume 1. Przemysł: Nauka i studia. - C. 3.

45 Yaroshenko: enterprises of "Great Stone" supply products to 20 countries of the world [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/jaroshenko-predpriyatija-velikogo-kamnja-postavljajut-produktsiju-v-20-stran-mira-479114-2022/>

46 A new Great Stone resident will create digital energy facilities [Electronic resource]. - 2021. - URL: <https://www.belta.by/economics/view/novyy-rezident-velikogo-kamnja-zajmetsja-sozdaniem-tsifrovyyh-energoobjektov-477402-2021/>

47 Yakimov, P. "Great Stone" Opens Wide Opportunities for Strengthening Cooperation between Belarus and China / P. Yakimov // [Electronic resource]. - 2022. - URL: <https://www.belta.by/comments/view/velikij-kamen-otkryvaet-shirokie-vozmozhnosti-dlja-ukrepljenja-sotrudnichestva-belarusi-i-kitaja-8150/>

companies with services in this area"⁴⁸ . An important detail: the initiator of this project is one of the largest cloud solution providers in China - Samoyed Cloud Technology Group Holdings Limited.

April 2022 was especially "fruitful" for Great Stone in terms of registering new residents. Earlier this month, the 87th resident was Hong Kong-based YuZZU Scientific and Technical Company LLC, whose founder works in product targeting and branding and has branches in Beijing, Shanghai, Guangzhou, Chongqing, Hangzhou and Wuhan. The new resident "plans to create a digital promotion center to organize e-commerce using Internet marketing technologies,"⁴⁹ , will cooperate with Belarusian manufacturers to promote their goods in China and intends to conduct training on e-commerce organization.

A little later, the 88th resident - Belarusian LLC "CUBI RND" - registered in the industrial park with an investment project on production of equipment and components for modular construction of smart houses. "The production is based on the innovative Cuby technology, which is the company's own development. It makes it possible to produce high-tech constructions with high environmental characteristics"⁵⁰ . It is assumed that 90 percent of the products manufactured in the "Great Stone" by the new resident will be exported.

The 89th resident is another Belarusian company, HomeLand Group LLC, which plans to produce in the industrial park multifunctional noise-insulated cabin AeroCapsule with an automated control system based on the Internet of Things - the concept of data transfer. It is interesting that this project in 2021 won second place in the national contest of innovative

48 The new resident of Great Stone will deal with digital technologies and mobile payment systems [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/novyj-rezident-velikogo-kamnja-zajmetsja-tsifrovymi-tehnologijami-i-sistemami-mobilnyh-platezhej-490657-2022/>

49 A new resident of Great Stone will engage in digital promotion of goods [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/novyj-rezident-velikogo-kamnja-zajmetsja-tsifrovym-prodvizheniem-tovarov-493650-2022/>

50 A new resident of Great Stone will start producing equipment for smart homes [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/novyj-rezident-velikogo-kamnja-nachnet-vypuskat-oborudovanie-dlja-umnyh-domov-495324-2022/>

developments. Aero-capsules created with the use of smart technology and equipped with innovative built-in features, "can be widely used in open-air offices, airports, shopping centers, industrial enterprises and allow to create optimal conditions for rest and work"⁵¹ .

By mid-May 2022, the number of residents had increased to 90, with a declared investment of \$1.24 billion. In May 2022, a new resident of the industrial park was the Chinese company Transport Complex - AF LLC, which will create here a transportation monitoring center using Internet of Things technology. At the same time, a letter of intent was signed by Hongjiu Corporation JSC, which "plans to engage in biotechnology activities in the Great Stone"⁵² . Following the results of the first quarter of 2022 in the industrial park managed to provide "growth of indicators of proceeds from the sale of goods - 1.8 times compared with the first quarter of last year (Br123.4 million), the residents' industrial production - 1.7 times (Br95.4 million), exports - 1.4 times (\$22.6 million), investment in fixed assets - 1.1 times (Br30.4 million)"⁵³ .

An important area of Great Stone's activity is the creation of subparks, which are understood as the arrival of not just one investor, but a pool of iconic companies under the leadership of a separate management company, which opens up broad prospects for large corporations. Interaction with China's Guangdong Province is particularly good in this regard. Recall that "back in January 2017 in its administrative center - the city of Guangzhou - there was a signing ceremony to establish the China (Guangdong) LED Sub-Park in the Industrial Park "Great Stone", as well as five more documents on the intention to

51 A new Great Stone resident will produce innovative aero-capsules [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/novyj-rezident-velikogo-kamnja-budet-proizvodit-innovatsionnye-aerokapsuly-495913-2022/>

52 New Great Stone resident to create cross-border transport monitoring center [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/novyj-rezident-velikogo-kamnja-sozdast-tsentr-monitoringa-transgranichnyh-perevozok-501098-2022/>

53 The number of Great Stone residents has increased to 90 with a reported investment of \$1.24 billion [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/chislo-rezidentov-velikogo-kamnja-vozroslo-do-90-s-zajavlennym-objemom-investitsij-v-124-mlrd-502265-2022/>

join this sub-park of specific companies"⁵⁴ . Today, this sub-park already has 15 residents, specializing in areas such as LED product manufacturing, integrated logistics, electric transport, unmanned systems and research and development. Soon they will be joined by a joint innovation center created by the Guangdong Provincial Academy of Sciences and the National Academy of Sciences of Belarus, which will deal with research and development in industrial and digital technologies, as well as new materials, biotechnologies, and pharmaceuticals. So, we see successful implementation of the plans we made several years ago in this area as well.

The planned interaction of the Chinese-Belarusian industrial park with similar preferential economic zones in other countries should also contribute to further unlocking the potential of the Great Stone's innovative directions. In particular, in Cuba and Uzbekistan. Thus, back in January 2021, a memorandum of understanding was signed with Cuba's Mariel Special Development Zone (SDZ), which provides for cooperation "in attracting investments, strengthening ties between the business communities of Belarus and Cuba, as well as provides for information interaction"⁵⁵ . Priority areas of the Cuban ZOR, established in November 2013, located 45 kilometers from Havana, where by the end of 2021 there were more than 60 residents from 21 countries, are electronics, logistics, pharmaceuticals, energy, as well as the financial and banking industries. In January 2022, the parties had already begun discussing specific areas of cooperation, "in particular in the area of attracting residents and developing interaction with Cuban pharmaceutical companies"⁵⁶ . Considering that the

54 Zalesky, B.L. "Great Stone": development prospects - subparks / B.L. Zalesky // Materials of the XVI International scientific and practical conference "Science and civilization - 2020", January 30 - February 07, 2020. Economic sciences. : Sheffield. Science and education LTD. - C. 21.

55 "Great Stone and Cuba's Mariel Special Development Zone will cooperate in attracting investment [Electronic resource]. - 2021. - URL: <https://www.belta.by/economics/view/velikij-kamen-i-kubinskaja-zona-osobogo-razvitiija-mariel-budut-sotrudnicat-v-privlechenii-investitsij-426316-2021/>

56 "Great Stone intends to develop cooperation with Cuban pharmaceutical companies [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/velikij-kamen-nameren-razvivat-sotrudnichestvo-s-kubinskimi-farmpredprijatijami-487548-2022/>

pharmaceutical industry is currently on the rise in Great Stone, it is not difficult to assume that concrete results from this cooperation will not be long in coming.

Another interesting example in this context is the Uzbek free economic zones (FEZ) Jizzakh and Syrdarya. In early April 2022, the administration of "Great Stone" discussed with their representatives the areas of possible cooperation, including - "establishment of interaction between residents of the park, free economic zones and enterprises in the field of import and export of component materials, finished products"⁵⁷ . The parties agreed to sign a memorandum on cooperation, which would fix their desire to implement joint projects. The fact that there may well be such projects is evidenced by the specialization of Uzbek FEZs.

In particular, the FEZ "Djizak" was created in March 2013 in the Djizak region to attract direct investment in the creation of high-tech and innovative industries. And today there are already some interesting examples in this regard. So, in March 2020 here was signed an agreement on the establishment of the production of light commercial vehicles Volkswagen on the basis of LLC "Djizak Automobile Plant". The implementation of this project is divided into two stages. In 2020-2021, German cars were delivered here in ready-made form for market research and marketing analysis. From 2022 begins "the full production cycle, which includes the processes of welding, painting and assembly <...>. The dealer and service networks in every region of Uzbekistan will also be expanded"⁵⁸ .

Another interesting example is the Uzbek enterprise ADM Jizzakh, which is located in the Dzhizak FEZ and produces KIA and Lada models there. In October 2021, it announced that at the beginning of 2023 it would master the small-knot assembly of these vehicles. A total of "314 parts and components

57 "Great Stone" and FEZ Uzbekistan intend to develop cooperation [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/velikij-kamen-i-sez-uzbekistana-namereny-razvivat-sotrudnichestvo-493658-2022/>

58 Production of Volkswagen cars in Uzbekistan will start in 2022 [Electronic resource]. - 2020. - URL: <https://www.gazeta.uz/ru/2020/06/26/volkswagen/>

will be produced and a welding and painting shop will be launched"⁵⁹ . This will enable the production of 100 thousand of these models per year, create three thousand new jobs and increase the localization of production to 30%. It seems that such experience may be of great interest to the Belarusian side as well.

As for the FEZ "Syrdarya", it was created on the basis of the branch of the FEZ "Jizzak" in the Syrdarya region in April 2018. One of its main objectives is to ensure comprehensive and effective use of the production and resource potential of this Uzbek region "on the basis of deep processing of mineral resources, expansion of production of high value-added import-substituting products demanded in foreign markets"⁶⁰ . Such production directions for attraction of investments and advanced technologies as deep processing, storage and packing of fruits and vegetables and other agricultural products, textile, footwear, leather goods, chemical, food, electrical engineering, agricultural machine building and building materials industry are determined as the main ones here. With the help of the FEZ the export component of the region, where there are already "more than 80 exporting enterprises, which supply abroad more than 50 kinds of products"⁶¹ is going to be significantly strengthened. So the range of joint interests with Great Stone can be very broad here as well. All this demonstrates that the Sino-Belarusian Industrial Park retains its strategic importance as a country-wide growth point for Belarus.

As for interregional cooperation, in the joint declaration on the establishment of all-weather and all-round strategic partnership, adopted in September 2022, the Republic of Belarus and the People's Republic of China positively assessed the expansion of deep trade and economic cooperation of Belarusian regions with the cities and provinces of the Celestial Empire. Turning

59 The plant in Uzbekistan to produce KIA and Lada in 2023 will increase localization to 30% [Electronic resource]. - 2021. - URL: <https://uz.sputniknews.ru/20211022/zavod-v-uzbekistane-po-vypusku-kia-i-lada-v-2023-godu-povysit-lokalizatsiyu-do-30-21019614.html>

60 A new free economic zone is being created in Syr Darya [Electronic resource]. - 2018. - URL: <https://kun.uz/ru/94899784?q=%2Fru%2F94899784>

61 Mirzaev, G. Syrdarya opens the doors to investors / G. Mirzaev // [Electronic resource]. - 2019. - URL: <https://rg.ru/amp/2019/08/29/v-syrdarinskoj-oblasti-uzbekistana-gotovy-k-millionnym-investiciiam.html>

to the task of expanding interregional ties, "which is one of the priorities in the development of Belarusian-Chinese relations,"⁶² , the successful experience of such Belarusian regions as the Viciebsk, Grodno and Brest regions in 2022 can be noted.

For example, in October 2022, **Vitebsk region** and the Chinese **province of Jiangxi** signed an agreement on cooperation in the economy, education, health, sports and establish contacts in trade, science and technology. The parties will interact in an integrated manner. For example, it is planned to organize meetings via videoconferencing, during which the leading enterprises of Vitebsk Region, their developments and technologies, which may be useful and interesting for companies from Jiangxi, will be presented to their Chinese partners. In particular, we are talking about joint projects on the development of agriculture, mechanical engineering, as well as on the themes of science parks and developments of universities. Note that the two regions - the Belarusian and Chinese - have previously held events: a conference on vocational education and training of specialists in engineering and technology, as well as on combating COVID-19. In addition, "container trains regularly run to Nanchang, the city district where the Jiangxi authorities are located, which are formed by a logistics company from Orsha, among others. Nanchang and Orsha have partnership ties, and another city in the province, Funzhou, has ties with Polotsk"⁶³ ". The signed agreement, apparently, will help the northern region of Belarus and the Chinese province, located in the southeast of China, to reach a new level of relations. In the context of this topic, it is interesting that in September 2022, in the framework of the Year of Regions of Belarus and China, Days of Vitebsk Region were held in another Chinese province - **Heilongjiang**, where the "potential for cooperation of twin regions in trade, economic, manufacturing,

62 Zalessky, B. Time for concrete solutions. Chronicle of international cooperation / B. Zalessky. - LAP LAMBERT Academic Publishing, 2022. - C. !00.

63 Pushnyakova A. Trade, science, sport: Vitebsk region signed an agreement on cooperation with Chinese Jiangxi / A. Pushnyakova // [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/torgovlja-nauka-sport-vitebskaja-oblast-podpisala-soglashenie-o-sotrudnichestve-s-kitajskoj-tszjansi-532401-2022>

tourism and investment spheres" was presented⁶⁴ . By the way, more than 30 million people live in this region of China.

In October 2022, the cities of **Grodno** and **Lanzhou**, the administrative center of China's Gansu province, also signed an agreement on the establishment of friendly exchanges and cooperation, where the parties envisaged "deepening bilateral cooperation, expanding exchanges and cooperation between the regions in trade, economic, scientific, technical, cultural, tourist and other spheres. The document also aims to strengthen friendly relations between the residents of the two cities."⁶⁵ . It will be recalled that the memorandum of establishment of sworn brotherhood relations between **Gansu province** and **Grodno region** was signed in 2007. More than 10 different agreements have been signed between the regions for 15 years. In April 2022 Gansu and Grodno Region signed the Program of Cooperation for 2022-2023 which is filled with specific joint projects. It "additionally worked out the spheres where cooperation is not yet so actively developed <...>. It is agriculture, tourism, exchange of technologies, traditional Chinese medicine"⁶⁶ . Novogrudok District and the Chinese city of Dunhuang from Gansu Province agreed to "conclude an agreement on the establishment of cooperation"⁶⁷ . For reference, we note that the Grodno Region has also signed an agreement on twinning relations with **Hainan Province**.

And another interesting example: **Brest region and Hubei province**. In May 2022 the parties signed an action plan to develop trade and economic, scientific, technical and cultural cooperation for 2022-2024, which provides for the development of international interregional cooperation in four main areas:

64 Days of the Vitebsk region are held in the Chinese province Heilongjiang [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/dni-vitebskoj-oblasti-prohodjat-v-kitajskoj-provintsii-hejluntszjan-525147-2022/>

65 Grodno and Chinese Lanzhou signed an agreement to establish friendly exchanges [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/grodno-i-kitajskij-lanchzhou-podpisali-soglashenie-ob-ustanovlenii-druzhestvennyh-obmenov-532444-2022/>

66 Grodno Region intends to expand cooperation with the Chinese province of Gansu [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/grodnenskaja-oblast-namerena-rasshirjat-sotrudnichestvo-s-kitajskoj-provintsiej-gansu-498323-2022/>

67 Novogrudok District and the Chinese city of Dunhuang intend to conclude an agreement to establish cooperation [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/novogrudskij-rajon-i-kitajskij-gorod-dunhuan-namereny-zakljuchit-soglashenie-ob-ustanovlenii-495725-2022/>

mutual trade, investment, medicine and education. In particular, the Chinese province has been receiving food and wood products from Brest manufacturers for several years. But there are plans to considerably expand this interaction, including by establishing direct business ties between business entities. So, for example, we are talking about the establishment of investment cooperation between the free economic zone "Brest" and enterprises of the automotive industry of Hubei province, as well as between the Bereza motor repair plant and producers of diesel engines in this region of China. The possibility of Chinese investors' participation in the implementation of projects in Brest Oblast to organize the production of charging units for electric cars, the production of powder and liquid detergents on the basis of Barkhim, technical re-equipment of Baranovichi Industrial Cotton Association, production of clinker products on the basis of Goryn Construction Materials Plant, development of the glass sand deposit "Gorodnoe"⁶⁸ will also be studied. As for the medical sphere, the prospects of cooperation between Brest Region and Hubei Province are associated with the joint production of ultrasound diagnostic equipment and organization of production of disposable blood transfusion systems and medical solutions. It is also planned to create a center of traditional Chinese medicine on the basis of the Brest Regional Clinical Hospital, for which purpose the physiotherapeutic building can be reconstructed.

All these facts are a good illustration of how multifaceted Belarusian-Chinese interaction is now reaching the level of all-round strategic cooperation and all-weather partnership, as recorded in Directive No. 9 "On the Development of Bilateral Relations between the Republic of Belarus and the People's Republic of China," signed in December 2021.

68 Brest Region and Hubei Province signed a road map for cooperation for 2022-2024 [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/brestskaja-oblast-i-provintsija-hubej-podpisali-dorozhnuju-kartu-sotrudnichestva-na-2022-2024-gody-503065-2022/>

Priorities for the new phase of partnership

In September 2022, the Republic of Belarus and the People's Republic of China adopted the Joint Declaration on the establishment of all-weather and all-round strategic partnership relations, which contains Belarusian-Chinese agreements to intensify scientific and technological cooperation, expand practical cooperation between research institutions, higher education institutions and enterprises, encourage creation of platforms as joint centers of applied research and laboratories. At the same time, it is noted that the development of bilateral relations has moved to a new stage, when "the interaction between research institutions and enterprises of the two countries in the field of innovation is continuously strengthened. Spheres are constantly expanding, mechanisms are improving and methods of scientific and technological cooperation are enriching"⁶⁹. In this regard, three priority components can be distinguished. "The first is in the field of scientific research, where the parties are involved in the implementation of major joint projects. The second is in the field of innovation activities, where a network of joint innovation centers and research laboratories is being formed and developed. The third one is in the field of education, where joint training and mutual internships of specialists, teachers and students take place"⁷⁰.

In particular, the National Academy of Sciences [NAS] of Belarus alone has already created more than 20 international research centers and laboratories jointly with Chinese partners, which are engaged in the development and adaptation of advanced technologies, as well as their promotion to the markets of Belarus, China, and third countries. "Contractual documents have already been signed by the National Academy of Sciences of Belarus with leading

69 Xie Xiaoyun: Belarus-China cooperation in science and technology is continuously strengthening [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/se-sjajun-sotrudnichestvo-belarusi-i-kitaja-v-sfere-nauki-i-tehnologij-nepreravno-ukrepljaetsja-534171-2022>

70 Zalessky, B. Frontiers of multi-vectorism. Collection of articles / B. Zalessky. - LAP LAMBERT Academic Publishing, 2022. - C. 471.

scientific organizations of China - the Chinese Academy of Sciences, academies of sciences of a number of provinces of China, large manufacturing corporations of China - Huawei, AVIC..."⁷¹ . In particular, in April 2022, the National Academy of Sciences of Belarus signed an agreement on scientific and technical cooperation with the Chinese company "SAMSE. Environmental Technologies," which specializes in environmental protection issues. The signed agreement, which is designed to promote scientific and technical cooperation and the practical implementation of joint scientific and technological developments in the field of environmental protection, primarily concerns soil remediation technologies, which are of particular interest to the Chinese partners. The fact is that the Chinese company, bringing together designers, scientists, manufacturers of equipment, investors, operators in the field of ecology, today focuses on expanding activities in the field of municipal water supply and sanitation, industrial wastewater treatment, solid waste management, energy conservation and management of cyclic use of waste as a resource. At the same time, JSC "Chinese Engineering Corporation CAMS" was established, which also signed a cooperation agreement with the National Academy of Sciences of Belarus. In this document, the priority areas of cooperation are defined as "energy saving and environmental protection, new energy sources, new materials, optics, precision instruments, semiconductors and biomedicine, as well as expanding the commercial application of the results of joint scientific activities"⁷² .

When it comes to interaction between higher education institutions of the two countries, the parties will develop cooperation "on the basis of development of joint educational programs with the subsequent creation of joint educational structures (faculties, institutes) between the leading higher education

71 More than 20 joint centers and laboratories with partners from China have been established at the NAS [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/v-nan-sozdano-bolee-20-sovmestnyh-tsentrov-i-laboratorij-s-partnerami-iz-kitaja-494752-2022/>

72 Biomedicine and new energy sources. The National Academy of Sciences of Belarus signed an agreement with a Chinese corporation [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/biomeditsina-i-novye-istochniki-energii-nan-belarusi-podpisala-soglasenie-s-kitajskoj-korporatsiej-498676-2022/>

institutions, including the use of distance learning technologies..."⁷³ . Suffice it to say that Belarusian and Chinese partners have already signed more than 540 direct cooperation agreements. "Today almost 500 citizens of the Republic of Belarus study in the People's Republic of China, the number of Chinese students in Belarusian universities has reached 8,000 people. The parties have developed more than 30 joint educational programs..."⁷⁴ . The Belarusian universities actively developing cooperation with the Chinese side in science and education include the Belarusian State University, the Belarusian National Technical University, the Belarusian State Technological University, the Brest State Technical University, and the Polessky State University.

For example, the first agreement between the Belarusian State University (BSU) and Chinese partners was signed in 1990 with Chengdu University of Science and Technology. Today BSU has more than 80 agreements with more than 50 Chinese institutions. Partners include Harbin University of Science and Technology, Henan University, East China Pedagogical University and Foshan University. "In 2019, bilateral partnership documents were signed with Peking University and Shanghai Transport University"⁷⁵ . BSU received the honorary right to host the Confucius Institute. The Chinese partner in this case is also Dalian Polytechnic University (DPU), interaction with which has been developing since 2007. A significant result of this cooperation is the opening of two joint institutes at BSU and DPU. Today there are 244 Chinese students in the Chinese-Belarusian institute. Two graduations have already taken place. "In 2021, 78 Chinese graduates and five Belarusians received diplomas from BSU and DPU, in 2022 - 74 Chinese and two Belarusian citizens. There are 142

73 China and Belarus publish Joint Declaration on the Establishment of an All-weather and Comprehensive Strategic Partnership. - 2022. - URL: <https://rg.ru/2022/09/16/kitaj-i-belarus-opublikovali-sovmestnuiu-deklaraciu-ob-ustanovlenii-otnoshenij-vseporodnogo-i-vsestronnogo-strategicheskogo-partnerstva.html>

74 Belarus and China held a videoconference on cooperation in education [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/belarus-i-kitaj-proveli-videokonferentsiju-po-sotrudnichestvu-v-sfere-obrazovanija-526453-2022/>

75 Kreinina, O. BSU on the development of cooperation with the leading universities of China / O. Kreinina // [Electronic resource]. - 2022. - URL: <https://www.belta.by/comments/view/bgu-o-razviti-i-sotrudnichestva-s-veduschimi-universitetami-kitaja-8187/>

Belarusian students studying at the Belarusian-Chinese joint institute. The first graduation will take place in 2023."⁷⁶ .

In May 2021, a Memorandum of Understanding was signed between BSU and Tsinghua University, which ranks 17th among the world's top universities. The Memorandum "provides for the exchange of students, invitation of teachers and scientists, implementation of joint research, educational projects, exchange of publications, information, educational materials, organization of scientific, educational and cultural events"⁷⁷ . This university was founded in 1911. It is located in the northwest of Beijing in Haidian student district. Today Qinghua has about 53,000 students, more than 3,200 of whom are foreigners. The educational process is provided by more than 3600 teachers. The university structure includes 21 institutes and 59 faculties.

In September 2022, another partner appeared in China - Huzhou University of Zhejiang Province. The Memorandum of Understanding between the two universities "provides for the implementation of joint research projects, educational programs, student exchanges and other areas of cooperation."⁷⁸ . Huzhou University has more than 100 years of history. The university now specializes in a wide range of academic disciplines and has achieved internationally recognized results in research and teaching in mathematics, clinical medicine and engineering. In 2017, the university established the Intercultural Research Center, dealing with international projects, including those with the Belarusian side.

As for the Belarusian National Technical University (BNTU), in February 2022, the Belarusian university signed an agreement with Shenyang

76 Cooperation between BSU and Dalian Polytechnic University captured in a bronze tetrapod din [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/sotrudnichestvo-bgu-i-daljanskogo-politehnicheskogo-universiteta-zapechatleli-v-bronzovom-tetrapode-514967-2022/>

77 BSU and Tsinghua University signed a memorandum of understanding [Electronic resource]. - 2021. - URL: <https://www.belta.by/society/view/bgu-i-universitet-tsinhua-podpisali-memorandum-o-vzaimoponimanii-441298-2021/>

78 BSU and Huzhou University of China signed a memorandum of understanding [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/bgu-i-kitajskij-universitet-huchzhou-podpisali-memorandum-o-vzaimoponimanii-524518-2022/>

Technological University (STU) on scientific and technical cooperation to create the Chinese-Belarusian innovative educational, scientific and production center for hardening, restoration and corrosion protection of machine parts, which will concentrate new technologies and equipment, promptly produce prototype parts and "The center will concentrate all new methods of hardening, restoration and corrosion protection of machine parts. There is no such center in China"⁷⁹. At the request of STU the center includes such Belarusian technologies as: gas-flame spraying of thermoplastic polymer powders; hypersonic metallization; deformation cladding with flexible tools; gas-flame spraying of metal, ceramic, polymer and composite powders; laser cleaning of material surfaces from organic and inorganic impurities, rust, scale and paint coatings; application of plasma coatings with metal, ceramic and composite powders; restoration of working surfaces and restoration of corrosion resistance. And already in October 2022 this center was opened at Shenyang University of Technology.

In addition, a conference on scientific exchange between BNTU and the Institute of Applied Chemistry of the Chinese Academy of Sciences was held in Changchun in October 2022. Recall that in December 2019, the parties signed an agreement on the creation of a joint Sino-Belarusian laboratory of advanced materials and production "One Belt - One Road," which began its activities in February 2020. This structure "is engaged in the development of high-performance sodium-ion and potassium-ion batteries, catalysts for water electrolysis, hydrogen production, research in solid oxide electrolysis for efficient production of green hydrogen and green ammonia"⁸⁰. Within the framework of the conference the Belarusian specialists drew attention to the

79 Kravchuk M.A. Opening of the Chinese-Belarusian innovative educational, scientific and production center for hardening, restoration and corrosion protection of machine parts / M.A. Kravchuk // [Electronic resource]. - 2022. - URL: <https://times.bntu.by/news/11923-otkrytie-kitajsko-belorusskogo-innovacionnogo-uchebno-nauchno-proizvodstvennogo-centra>

80 Sheleg, V.K. Conference on scientific exchange between BNTU and the Institute of Applied Chemistry of the Chinese Academy of Sciences / V.K. Sheleg, M.A. Kravchuk // [Electronic resource]. - 2022. - URL: <https://times.bntu.by/news/11931-konferenciya-po-nauchnomu-obmenu-bntu-i-institut-prikladnoj-himii-an-kitaya>

experience of BNTU in the field of modifying the surfaces of machine parts by methods of high-energy impact and studying their structure and properties, which in the future will expand the field of scientific research and application of their results in Chinese industry.

Speaking about Belarusian State Technological University (BSTU), currently it has already concluded 17 agreements on cooperation with universities and organizations of China, which are located in many regions of the country, including Guangdong province. "In cooperation with Chinese partners joint educational programs in such areas as "Machines and apparatuses of chemical production and enterprises of construction materials", "Automation of technological processes and productions", "Mechatronics" have been created and are functioning successfully"⁸¹. In addition, in March 2022 BSTU signed memorandums: with Guangzhou City of Knowledge - Technology Industrial Service Company - on strategic cooperation in energy conservation and environmental protection to promote the construction of a "carbon-free community"; with JSC Guangzhou Hengyun Group - in the field of hydrogen technology for the joint construction of hydrogen energy industrial park.

Another example in this context is the Brest State Technical University (BrSTU), where in 2022 a joint Belarusian-Chinese project in the sphere of information technologies, funded by the Belarusian Republican Foundation for Fundamental Research and the National Natural Science Foundation of China, was launched. And in April 2022 it became known about the start of a joint educational program between BrGTU and Xinxiang University, which concerns the training of students in the specialty "Technology of mechanical engineering". "Training will take place in full-time format on the territory of the People's Republic of China according to the materials presented by Brest University. A large block of the program will be presented to Chinese students

81 BSTU and Belarusian companies signed memorandums of cooperation with Guangzhou [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/bgtu-i-beloruskie-kompanii-podpisali-memorandumy-o-sotrudnichestve-s-guanchzhou-489362-2022>

directly by teachers of BrGTU"⁸² . In October 2022 Brest University also established cooperation with Guangdong Construction Vocational and Technical College to create long-term conditions for training qualified personnel in Belarus in the interests of the construction sector in China and to cooperate in terms of organizing a joint educational training program for specialists in architecture and construction. Note that the Chinese partner BRSTU - "the only state college in Guangdong province, which trains highly qualified specialists in the field of construction. The college was founded in 1979 and for 43 years has graduated more than 200 thousand highly qualified personnel."⁸³ .

As for interaction between Polesky State University and colleagues from China, in September 2022 the Belarusian university held the first international scientific conference, which was called "Pinsk Readings". Pinsk residents together with their Belarusian and foreign partners discussed topical issues for the economy, banking sector, development of biotechnologies, engineering, healthy lifestyle, preservation of historical and cultural heritage. During the conference PolesU signed a cooperation agreement with the Shanxi Institute of Science and Technology, which "specializes in nature management, engineering and biotechnology. We aim to build serious partnerships"⁸⁴ . In addition to joint research projects, the universities see prospects for cooperation in academic mobility.

Evidence of the high scientific, technological and innovation cooperation between Belarus and China is also the fact that in November 2022 at the China International Import Exhibition (CIIE) in Shanghai, the largest exhibition event in the Celestial Empire, where almost three thousand companies from 127

82 BrGTU and Sinyanskiy University have launched a joint program [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/brgtu-i-sinsjanskij-universitet-nachali-realizatsiju-sovmestnoj-programmy-496937-2022/>

83 BrGTU and Guangdong Construction Vocational College have agreed to establish cooperation [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/brgtu-i-guandunskij-stroitelnyj-proftehkolledzh-dogovorilis-naladit-sotrudnichestvo-530263-2022/>

84 PolesU will cooperate with the Institute of Science and Technology from China [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/polesgu-budet-sotrudnicat-s-institutom-nauki-i-tehnologij-iz-kitaja-524605-2022/>

countries have participated, 126 scientific and technological developments of scientists from 32 organizations of the National Academy of Sciences of Belarus and institutions of the Ministry of Education of Belarus have been presented in the Belarusian country pavilion "High technology equipment and information technologies".⁸⁵ In particular, the exposition of the section of the Ministry of Education included such areas of cooperation as "digital information and communication and interdisciplinary technologies, production based on them; biological, medical, pharmaceutical and chemical technologies and industries; energy, construction, ecology and environmental management; engineering, mechanical engineering, instrumentation and innovative materials; agricultural and food technologies; human and social security" xml-ph-0000@d

Among the presented novelties were the ultra-small orbital spacecraft created by the Belarusian State University (BSU). The first nanosatellite was launched into orbit four years ago. The state program "Science-intensive Technologies and Technology" has already created a second nanosatellite, "which design is implemented an innovative modular layout of the onboard subsystems of small spacecraft. BSU also presents the anti-tumor drugs Temodex, Prospidelong, Cisplacel"⁸⁶. Another interesting novelty is an electric scooter manufactured by JSC "Instrument-making plant Optron" of the National Academy of Sciences of Belarus. Maximum speed is 60 kilometers per hour and payload is 200 kilograms. Besides, such advanced developments as "unmanned aerial vehicle Burevestnik (Scientific and Production Center of Multifunctional Unmanned Systems of the National Academy of Sciences of Belarus), automated system of registration of welding processes (Belarusian-Russian University), heat-resistant impact-resistant coatings (F. Skaryna State University

85 Universities of Belarus at the V China International Import Expo China International Import Expo [Electronic resource]. - 2022. - URL: <https://times.bntu.by/news/11970-vuzy-belarusi-na-v-china-international-import-expo>

86 More than 120 Belarusian developments are presented at the China International Import Exhibition [Electronic resource]. - 2022. - URL: <https://www.belta.by/tech/view/bolee-120-beloruskich-razrabotok-predstavleny-na-kitajskoj-mezhdunarodnoj-vystavke-importa-533702-2022/>

of Gomel), bread of high nutritional value (Belarusian State University of Food and Chemical Technologies) were presented in Shanghai..." .⁸⁷

Also. In November 2022 at the IX Belarus-China Youth Innovation Forum "New Horizons - 2022", which was held in Minsk, it was noted that this year the State Committee on Science and Technology of Belarus together with the Ministry of Science and Technology of China held a competition of Belarusian-Chinese scientific and technological projects. "According to its results, 35 projects will receive state support from the two countries"⁸⁸ . All these facts show that the multifaceted scientific, technical and innovation cooperation of the two countries, when the partners work systematically and purposefully to develop ties, gives fruitful results.

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87 Food industry innovations and spacecraft: what Belarus will present at the import exhibition in China [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/novinki-pischeproma-i-kosmicheskie-apparaty-cto-predstavit-belarus-na-vystavke-importa-v-kitae-533240-2022/>

88 Young scientists of Belarus and China develop cooperation in innovation [Electronic resource]. - 2022. - URL: <https://www.belta.by/tech/view/molodye-uchenye-belarusi-i-kitaja-razvivajut-sotrudnichestvo-v-sfere-innovatsij-534160-2022/>

An effective tool for accelerated development

Under the current difficult conditions, free economic zones (FEZs) continue to be an effective tool for accelerated development of Belarusian regions and effectively address pressing issues of the Belarusian economy. Not to let the efficiency of activities decrease - this is the task that each FEZ faces now. After all, it is in the preferential zones that the investment, innovation, production and export potential of the country "receives a concentrated expression in the form of promising business projects, which, in turn, contribute to the sustainable and dynamic development of the Belarusian state" .⁸⁹

In the first half of 2022 15 new enterprises with more than 140 million dollars investments and plans to create 760 new jobs were added to the list of Belarusian FEZ residents. It is a record volume of declared investments in new projects for the last three years. "Among the largest projects are the organization of productions in the Brest (the creation of a greenhouse facility and the construction of a complex for the production of extruded aluminum profile), Svisloch (the construction of a container terminal) and Polotsk (the creation of production of wood fuel pellets and the construction of a hot-dip galvanizing plant) regions."⁹⁰ .

The inflow of residents is facilitated by the continuous work of FEZ administrations to find new investors, regular presentations of their opportunities at international conferences and exhibitions, as well as decisions made by the government in April 2022 to expand the boundaries of these territories to implement significant investment projects. "In the first half of 2022, residents of free economic zones accounted for a quarter of foreign direct investment on a

89 Zalesky, B. Orientation - on the result. Realizing the possibilities of international economic relations / B. Zalesky. - LAP LAMBERT Academic Publishing, 2022. - C. 22.

90 Belarus' FEZs record three years' worth of declared investments in new projects [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/sez-belarusi-otmechajut-rekordnyj-za-tri-goda-objem-zajavlenyih-investitsij-po-novym-proektam-518444-2022>

net basis and exports of goods, a fifth of industrial production"⁹¹ . Depending on the FEZ, residents generated up to 80 percent of investments, up to 54 percent of goods exports and up to 37 percent of regional industrial production. In three quarters, this figure increased by 1.7 times, to more than 415 million dollars. In addition, "this year 22 new residents with projects in woodworking, chemical industry, logistics, agriculture and metalworking were registered. The total investment will be \$167 million. 1,080 new jobs will be created."⁹² . This indicates that the composition of the FEZ of Belarus in 2022 has been enriched with interesting new residents. Let's take a look at some of them.

Let us start with **FEZ "Brest"**. The first free economic zone in Belarus was created in 1996. Over a quarter of a century, the total investment amounted to about 1.8 billion dollars. The FEZ currently includes 16 plots, which are located in Brest and Brest district, Kobrin and Kobrin district, Ivatsevichi and Ivatsevichi district, as well as Pinsk, Gantsevichi and Drogichin. "In 2021, economic entities of the FEZ exported goods worth \$950 million to 80 countries. As compared to 2020, industrial output increased by 26.4% and reached Br3.2 billion. Fixed capital investments amounted to Br135 million, foreign direct investments on a net basis - \$43.4 million"⁹³ . Positive trends in the FEZ continue in 2022. In January-September, exports increased by almost nine percent with a surplus of more than \$300 million. "In the first nine months of 2022, \$133.6 million in foreign investment was attracted (growth rate of 105.7 percent). Foreign direct investment on a net basis was \$59 million (growth

91 FEZs provided a quarter of foreign direct investment on a net basis in the first half of 2022 [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/sez-obespechili-chetvert-prjamyh-inostrannyh-investitsij-na-chistoj-osnove-v-i-polugodii-2022-goda-519459-2022/>

92 Abramenko: Net FDI in FEZs increased 1.7 times in January-September [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/abramenko-pii-na-chistoj-osnove-v-sez-za-janvar-sentjabr-vozrosli-v-17-raza-536597-2022>

93 Manufacturer of sanitary equipment became a resident of FEZ "Brest" [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/proizvoditel-sanitarno-gigienicheskogo-oborudovanija-stal-uzhivatelom-sez-brest-527300-2022/>

rate of 135.9 percent)."⁹⁴ . In 2022 six organizations were already registered as residents of FEZ "Brest" with a total volume of investments - 92 million dollars.

In particular, "the first resident registered in 2022 was LLC "Teplichny Kombinat Soyuz" - an enterprise with Belarusian-Polish capital..."⁹⁵ . This was followed by others. In July the administration of FEZ "Brest" registered the third new resident this year. Arlait PRO LLC intends to organize production of extruded aluminum profile. The project is aimed at solving import substitution problems: only one enterprise in Belarus produces such products so far. It is planned that the products will be mainly used for the production of household appliances. "The new FEZ resident will be allocated an investment site near Brest airport to set up production. This year the construction of an administrative and industrial warehouse complex with its own gas-fueled heating source will begin. The launch of production is scheduled for the end of 2023"⁹⁶ . The total amount of investments will be about 10 million dollars. More than 100 working places will be created at the enterprise. Important detail: from January to June 2022 residents of Brest FEZ "Brest" produced industrial products worth more than one and a half billion Belarusian rubles, 65 percent of which were delivered to foreign markets. The export growth rate for the first half of the year was 100.6 percent.

In September 2022 two new residents were registered at once in the FEZ. First, it is PolesyeCenter LLC, which will engage in micropropagation of seedlings of coniferous and ornamental plants. In order to realize this investment project the enterprise is planning to lease a land plot near the airport of about six hectares where a greenhouse complex for seedlings growing with closed root

94 Residents of FEZ "Brest" continue reorientation of export supplies [Electronic resource]. - 2022. - URL: <https://fezbrest.com/rezidentyi-sez-%C2%ABbrest%C2%BB-prodolzhayut-pereorientacziyu-eksportnyix-postavok>

95 Zalesky, B. Challenges of multi-vectorism. The ideology of international cooperation under conditions of global turbulence / B. Zalesky. - LAP LAMBERT Academic Publishing, 2022. - C. 228.

96 The new resident of FEZ "Brest" will produce aluminum profile [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/novj-rezident-sez-brest-zajmetsja-proizvodstvom-aljuminievogo-profilja-512121-2022/>

system will be built. It is planned to produce more than two and a half million seedlings of coniferous trees per year, which will be used for the restoration of forest areas. Commissioning of the complex is scheduled for 2023, reaching full capacity - in 2024. The investment project involves investments of over one million euros. It is planned to hire twelve additional workers for the newly introduced jobs.

Second, the ranks of FEZ residents were also joined by Zubr Energy LLC, a Pinsk plant producing starter batteries. It is expected that the new status will allow the company with more than twenty years of history to increase exports and improve production efficiency. The investment project in a short time "provides modernization with expansion of the existing production areas, production of new types of accumulators"⁹⁷ and is aimed at solving the problems of import substitution. The facility is planned to be commissioned in 2023. The investment in the project will amount to about twelve million euros. It is planned to employ more than 100 people for the additionally created jobs.

In October 2022, another new resident was registered in the FEZ - AgroPischeProm Limited Liability Company, which was established in 2009. The company produces a wide range of specialized technological, transportation and tank equipment for enterprises of food, chemical industry and agro-industrial complex. The product range consists of over 300 items, including machines for washing containers, equipment for hygiene of enterprises, slaughter and primary processing of livestock, processing of by-products, elevators, conveyors and other equipment. Now more than 150 qualified specialists work at the enterprise. Expansion of the production base involves the creation of new jobs. The investment project will increase the production capacity of the enterprise and expand the range of products through new areas. For this purpose, the production building on the territory of the free economic

97 Two new residents registered in FEZ "Brest [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/dvuh-novyh-rezidentov-zaregistririvali-v-sez-brest-525763-2022/>

zone will be reconstructed. The investor intends to invest about two and a half million Belarusian rubles in the project. The launch of production at the new site is scheduled for 2024. FEZ "Brest" is planning to review business plans of several other potential business entities by the end of the year.

Another FEZ resident is planning to significantly expand its product line. Brestmash, a resident of Brest FEZ since 2015, is a manufacturer of modern technological equipment for food processing enterprises and components for gas and electric household stoves. "The entry of Brestmash into BelavtoMAZ Holding has opened new opportunities for the development of the enterprise"⁹⁸. Production of components for the production of motor vehicles, large-knot assembly of trucks and passenger cars has become an important area of activity for the Brest FEZ resident. In September 2022 Brestmash presented prototypes of ambulances and social cabs made on the basis of chassis of Minsk Automobile Plant. "The launch of a new line of minibuses, especially under the conditions of intensified work under the import substitution program, allows us to enter new market segments, as well as strengthen the position of the domestic brand abroad"⁹⁹. The Ministry of Health of Belarus has already placed an order for the new vehicles. The first vehicles will be in service of Belarusian medics by the end of 2022.

The next example is **FEZ "Grodnoinvest,"** which attracted foreign investment of over \$150 million in the first half of 2022. "This amount is 2.5 times more than last year. The geography of investments includes 12 countries. Among them are the UAE, Uzbekistan, Slovakia, Germany, Russia <...>. The main share of investments is attracted from the Netherlands, Cyprus, Austria,

98 FEZ "Brest" resident takes part in the implementation of the project for the production of ambulances [Electronic resource]. - 2022. - URL: <https://fezbrest.com/rezident-sez-%C2%ABrest%C2%BB-prinimaet-uchastie-v-realizaczii-proekta-po-proizvodstvu-mashin-skoroj-pomoshhi>

99 FEZ "Brest" resident plans to expand the line of manufactured cars [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/rezident-sez-brest-planiruet-rasshirit-linejku-vypuskaemyh-avtomobilej-526001-2022/>

Great Britain and Poland. Their share in the total volume exceeded 95%¹⁰⁰. Two-thirds of investments were attracted by residents who implement projects in the Smorgon district. FEZ firms, which are located in Grodno, attracted almost \$18 million.

In 2022, the administration of FEZ "Grodnoinvest" continues to improve the investment climate of Grodno region, increase the level of availability of modern engineering and transport infrastructure. More than 32 million Belarusian rubles will be allocated for these purposes within the boundaries of the FEZ. "The plans include the construction in the regional center of a road exit to the industrial zone of the FEZ (Grandichi district) and a traffic circle at the intersection of Street 1 and Skidel Highway (Auls district), reconstruction of Industrial Avenue in Smorgon, construction of new power supply sources at FEZ sites in Svisloch and Grodno with total capacity up to 100 MW¹⁰¹. In particular, in the area of the village of Novaya Gozha a new 1.2 kilometers long roadway was built, which allowed to delimit the traffic of heavy goods vehicles and special equipment. A total of nine resident companies are located in the industrial area of the area, who have invested over 30 million dollars in the creation of modern industries in the wood, chemical and textile industries. By 2025, the residents plan to invest additional more than 8 million dollars.

The results of the half year exports are no less significant: in six months the residents of the free economic zone "Grodnoinvest" supplied products worth almost \$715 million. "The residents of the free economic zone exported woodworking and furniture production, chemical industry, machine building and metal working, light industry, production of construction materials and agro-

100 Residents of FEZ "Grodnoinvest" attracted \$151 million in foreign investments this year [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/rezidenty-sez-grodnoinvest-v-etom-godu-privlekli-inostrannyh-investitsij-na-151-mln-518233-2022/>

101 FEZ "Grodnoinvest" invested over Br1.5 million in road construction in Grodno District [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/sez-grodnoinvest-investirovala-svyshe-br15-mln-v-stroitelstvo-dorogi-v-grodnenskom-rajone-520208-2022/>

industrial complex products to 54 countries of the world"¹⁰² . The share of export in the total output of FEZ "Grodnoinvest" in January-June 2022 increased up to 69%. FEZ companies provided more than 46 percent of the total export of goods of Grodno region.

In July 2022, Vimzovplast LLC became a resident of FEZ Grodnoinvest, which will produce products from synthetic polymers and quartz agglomerate. The new resident envisages the creation of a modern enterprise with high-tech equipment for injection molding, the formation of a wide range of products, as well as the launch of production of import-substituting products - polymer synthetic granulate. Most of the output products will be sold within the special legal regime of the FEZ through the development of cooperative ties with the residents of the FEZ. The investor plans to start production in the fourth quarter of 2022. "The total investment costs of the project will exceed 1 million euros. The total volume of investments under the project will exceed the total tax benefits six-fold. It is planned to create 30 jobs during the whole period of the project implementation" .¹⁰³

In November 2022 Kronos-Grodno LLC was registered in FEZ Grodnoinvest with an investment project to create a multi-purpose production of furniture and wood products. The new resident will build a new complex, including production, storage and administrative premises, will purchase modern technological equipment. "The implementation of the project will create about 30 new jobs, expand the range of products and increase exports, increase deductions to the budget and non-budgetary funds"¹⁰⁴ . All this will be carried out within the framework of the effectively operating furniture cluster of FEZ

102 In the first half of the year residents of FEZ "Grodnoinvest" exported products worth \$714 million [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/za-pervoe-polugodie-rezidenty-sez-grodnoinvest-eksportirovali-produktsii-na-714-mln-520243-2022/>

103 The new resident of FEZ "Grodnoinvest" will produce products from synthetic polymers [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/novyj-rezident-sez-grodnoinvest-budet-proizvodit-izdelija-iz-sinteticheskikh-polimerov-511741-2022/>

104 The new resident of FEZ "Grodnoinvest" will create a multi-profile production of upholstered furniture in Grodno [Electronic resource]. - 2022. - URL: <https://grodnoinvest.by/press-center/novyj-rezident-sez-grodnoinvest-sozdast-v-grodno-mnogoprofilnoe-proizvodstvo-myagkoj-mebeli/>

"Grodnoinvest" in Grodno region, in which more than 20 FEZ residents of different production orientation take part. Cooperation will allow to create a product with high added value, to concentrate the resource potential within the region, to increase the profitability of the products.

A little later, in November 2022, another resident was registered in the FEZ "Grodnoinvest" - CJSC "Terminal West" with an investment project to establish an industrial and logistics enterprise. The company will transship liquefied hydrocarbon gases from broad gauge rail tank cars to narrow gauge, as well as from tank cars to road transport. In addition, cleaning and compounding services for liquefied hydrocarbon gases will be provided. "The project will be implemented at sites #4 (Grodno) and #12 (Svisloch district) of FEZ "Grodnoinvest". During the implementation the company will purchase new technological equipment, carry out technical modernization of gas filling stations, improve the infrastructure"¹⁰⁵. It should be noted that the company "Terminal West" became the fifth resident of the FEZ, registered this year. Earlier in 2022 the company "Unionway" Ltd. was registered in "Grodnoinvest" in the field of logistics, which implements the project on construction of a container terminal near the railway freight station "Svisloch". Construction of the first stage began this year, and the "services the company will provide from 2025. The total investment costs will be more than 23 million dollars. We are planning to create 70 new jobs within the project period"¹⁰⁶. Besides, such residents as Portela company, which is building a transport and logistics center in Grodno District, Vilaris firm with capital from the United Arab Emirates and Silva Logistic BeeWye company with investments from the Netherlands are already successfully implementing projects in the field of logistics in the free economic zone.

105 A new production and logistics enterprise will be created in FEZ Grodnoinvest [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/v-sez-grodnoinvest-sozdatut-novoe-proizvodstvenno-logisticheskoe-predpriyatie-535377-2022/>

106 New FEZ resident Grodnoinvest will build a container terminal in Svisloch [Electronic resource]. - 2022. - URL: <https://grodnoinvest.by/press-center/novyy-rezident-sez-grodnoinvest-postroit-v-svislochi-kontejnornyj-terminal/>

In 2022 the opportunities of FEZ "Grodnoinvest" have been repeatedly demonstrated at international conferences and exhibitions. For example, in November this year in the framework of the International exhibition MUSIAD EXPO in Istanbul proposals of FEZ in the investment, trade and economic and tourist areas were sounded at the site of the Turkish-Belarusian Investment Forum. New investment projects were discussed including creation of Grodno industrial park with participation of Turkish companies, expansion of trade and economic relations and development of production cooperation in chemical, wood processing, machine building and other spheres¹⁰⁷. One of the topics of discussion was an ambitious new project for the construction of an industrial park "Grodno" with ready infrastructure and developed logistics. The advantages of the special tourist and recreational park "Augustow Canal" were also presented. The negotiations resulted in signing of a Memorandum on cooperation between the administration of FEZ "Grodnoinvest" and the Association of independent industrialists and entrepreneurs MUSIAD which anticipates expanding cooperation between Belarusian and Turkish companies in production, investment, financial, trade and economic areas. For reference, it should be noted that in the FEZ operates a resident with Turkish capital - LLC Europlastex Invest, which implements two projects in the industrial park in Smorgoni - to organize the production of cotton yarn and steel pipes.

In the same November, BMS proposals were also considered in Dubai at the Eurasian Business Forum "Focus on Belarus," where talks were also held with the Sharjah Chamber of Commerce and discussed the prospects of "cooperation in trade and investment, organization of mutual supply of products and joint work in the markets of the Middle East and North Africa.¹⁰⁸. The parties agreed to cooperate.

107 Turkish business is presented opportunities for investment in the territory of FEZ "Grodnoinvest". [Electronic resource]. - 2022. - URL: <https://grodnoinvest.by/press-center/tureczkie-kompanii-zainteresovany-v-rasshirenii-sotrudnichestva-v-ramkax-sez-grodnoinvest/>

108 FEZ Grodnoinvest and Sharjah Chamber of Commerce of the United Arab Emirates agreed on cooperation [Electronic resource]. - 2022. - URL: <https://grodnoinvest.by/press-center/sez-grodnoinvest-i-tpp-shardzhah-obedinennyx-arabskix-emiratorov-dogovorilis-o-sotrudnichestve/>

As for **FEZ "Vitebsk"**, the volume of attracted foreign investments for six months of 2022 exceeded 30 million dollars, or almost half of the total investment of the Vitebsk region. During this period five residents were registered, including for the first time with the participation of capital from Iran. New enterprises intend to implement projects in the field of wood processing, as well as to create production of biodegradable disposable tableware and environmentally friendly packaging. And in June, Novopolotsk-based SM LLC was registered. The enterprise plans to implement an investment project to expand the current production of modern medical dressing materials, as well as electrical, thermal insulation and sealing tapes made of textile, which are components for various industries. This will increase the company's capacity to produce import-substituting products and increase its export potential. It is planned to organize more than 20 jobs.

In September 2022, BELTANK CJSC, the 6th resident since the beginning of the year, was registered in the FEZ with a project to set up production of steel tanks. The import-substituting production will be organized in Polotsk District at one of the sites included in the FEZ in 2018. The initiator of the project is a domestic investor, which plans to increase the production of in-demand products by more than 2 times through the establishment of the enterprise in the FEZ "Vitebsk". "The basis of the production portfolio of the new resident will be vertical and horizontal tanks and reservoirs made of stainless steel, aluminum, including those with heating, cooling, insulation, mixing. We also plan to produce metal tanks and reservoirs with capacity from 1 thousand up to 10 million liters according to individual customer orders"¹⁰⁹. The products can be used in the power sector, petrochemical and construction complex, by organizations of food, pharmaceutical, cosmetic industry and by

109 FEZ "Vitebsk" resident will create production of import-substituting steel tanks near Polotsk [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/rezident-sez-vitebsk-sozdast-proizvodstvo-importozameschajuschih-stalnyh-emkostej-pod-polotskom-526248-2022/>

public utilities. It is planned to create about 20 jobs. The main markets for BELTANK products are the countries of the Eurasian Economic Union.

In the FEZ "Vitebsk" there are two more projects in a high degree of readiness for registration, including those with the participation of foreign investors. "They involve the organization of production of fiberglass reinforcement, as well as the creation of production of hot-dip galvanizing of metals, which is considered one of the most cost-effective and widespread methods of protecting metal from corrosion"¹¹⁰. A total of 56 resident enterprises have already been registered in the FEZ, which implement projects with the participation of investors from 15 countries. An important detail: in 2022 FEZ "Vitebsk" broke a landmark in investment activity - since the founding of the FEZ the total volume of residents' investments passed the mark of one billion Belarusian rubles.

As for exports, "residents of the FEZ Vitebsk exported goods worth \$425 million in January - June [2022], which is 4.4% more than during the same period in 2021."¹¹¹. The geography of supplies includes 68 countries, including Belarus' 10 partner states in the Commonwealth of Independent States. Responding to the specific conditions of the current international environment, companies are restructuring their logistics chains and actively increasing shipments to far-abroad countries, including Israel, Kuwait, Mongolia, Thailand, Turkey, and Uruguay.

As for the innovative component of FEZ "Vitebsk" residents, there are interesting facts. In particular, the company "Polimerkonstruktsiya", which in 2011 registered as a resident of the FEZ with a project to expand the production of innovative water treatment and deferrization systems, has developed an

110 A new resident of FEZ "Vitebsk" will develop the production of import-substituting textile components [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/novyj-rezident-sez-vitebsk-budet-razvivat-vypusk-importozameschajuschih-tekstilnyh-komplektujuschih-510424-2022/>

111 Residents of FEZ "Vitebsk" exported goods worth \$425 million in the first half of the year [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/rezidenty-sez-vitebsk-v-1-m-polugodii-eksportirovali-tovarov-na-425-mln-521133-2022/>

innovative technology to clean leachate from landfills of solid municipal waste. The company's specialists collected and studied samples of effluents from most of the landfills from different regions of Belarus. Based on the results of the research, Polymerkonstruktsiya has developed technology and equipment that can be applied taking into account the terrain, the characteristics of the landfill and other aspects. The method is based on chemical treatment, including membrane technology, as well as biological treatment as an alternative. The advantages of the domestic solution is the use of energy-independent natural removal of pollutants, automation of processes and long serviceability of the equipment. "Today "Polimerkonstruktsiya" is implementing a project on leachate treatment at Orsha landfill, which will also serve Orsha, Dubrovna and Tolochin districts"¹¹² . In 2021, a unique unit was created for Vitebskdreva, which makes it possible to return spent chemical solutions back into production, thereby reducing the load on treatment facilities. Similar equipment is being developed for a number of other woodworking and pulp and paper enterprises.

In 2022 the active work on registration of new residents in **FEZ "Minsk"** continues. So, in January the first resident registered in the FEZ in 2022 became "3D Paperco" LLC - a company with Chinese investment, which will implement here the project for the production of environmentally friendly packaging from cardboard. In June, another fifth resident was registered in the FEZ in 2022. It is the production and trade limited liability company Agrostroy, which plans to implement an investment project on the production of drilling tools for the mining industry on the territory of the FEZ. "The project envisages construction of an engineering production and warehouse complex, creation of more than 40

112 FEZ "Vitebsk" resident offers to clean waste from solid waste landfills in an innovative way [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/rezident-sez-vitebsk-predlagaet-ochischat-stoki-poligonov-tko-innovatsionnym-sposobom-520105-2022/>

jobs and attraction of more than 1 million euro investments"¹¹³ . The production to be created will be high-tech and export-oriented.

In terms of strengthening work with foreign investors, the administration of FEZ "Minsk" in November 2022 presented the investment potential of FEZ at the Turkish-Belarusian Investment Forum and signed a memorandum of cooperation with the Association of Independent Industrialists and Entrepreneurs MUSIAD, which "will serve as an impetus for generation of new ideas and implementation of joint projects"¹¹⁴ . It should be added that this association includes more than 60 thousand Turkish enterprises.

Also. In October 2022, the Council of the Heads of Administrations of FEZ Belarus appeared in Minsk, which is designed to coordinate the work on the development of the image of Belarusian FEZs and provides for joint activities to improve the efficiency of these structures, organize educational programs, seminars, conferences to find effective ways of interaction with the international business community and targeted promotion of national and regional branding. "This format of cooperation will help to increase efficiency in the implementation of the entrusted tasks of attracting investment in the country's economy, to use new opportunities and overcome negative trends in the current economic conditions"¹¹⁵ . It is clear that today it is necessary to intensify work with investors to actively strengthen the areas of industrial cooperation, measures to stimulate investment activities and access to alternative export markets.

113 The new resident of FEZ "Minsk" will produce drilling tools [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/novyj-rezident-sez-minsk-zajmetsja-proizvodstvom-burovogo-instrumenta-509471-2022>

114 FEZ Minsk will present its investment potential at the Turkish-Belarusian forum in Istanbul [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/sez-minsk-predstavit-investpotentsial-na-turetsko-beloruskom-forume-v-stambule-533423-2022/>

115 Buben: The Council of Heads of Administrations of FEZs will help improve the efficiency of attracting investment in the economy [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/buben-sovet-glav-administratsij-sez-pomozhet-povysit-effektivnost-privlechenija-investitsij-v-ekonomiku-530261-2022/>

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