

## Export growth strategy

In 2023, the Republic of Belarus has set a goal to actively restore the volume of investment in the Belarusian economy with the priority of creating import-substituting industries focused on exports and working on local raw materials. In this vein, another critical goal for the open economy of Belarus is the growth of exports. In March 2023, the Council of Ministers noted that Belarus' trade interests are not only within the Eurasian Economic Union and the Commonwealth of Independent States, but also in Asia, Africa and Latin America. In this context, for instance, Belarus will step up its cooperation with the countries of the Association of Southeast Asian Nations and the Shanghai Cooperation Organization, which will help Belarus tap the fastest growing and most promising markets. After all, in the current dynamic geopolitical situation, the Republic of Belarus will have to act as quickly and efficiently as possible in order to occupy its niche in these markets and successfully implement its export strategy. So what steps are being taken in these areas, both for Belarus and other countries? What is relevant in this regard? This study is about that.



**Boris Zalesskij**

Professional experience in journalism - fifty years. For twenty years he worked as an associate professor at the Department of International Journalism of the Faculty of Journalism at the Belarusian State University. Areas of research: modern international relations; international journalism and media cooperation.



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## Export growth strategy

*Opportunities and challenges of an open economy in today's conditions*

**Boris Zalesskij**

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## **From memorandums and agreements to practical cases**

Intensification of economic cooperation with international organizations and foreign countries is one of the most important directions of development of the Eurasian Economic Union (EAEU) until 2025. At the same time, the international activities of this association will be focused on solving such urgent tasks of Eurasian economic integration as "creating conditions for the joint access of member states' enterprises to third countries' markets..."<sup>1</sup>. In December 2022 at the meeting of the Supreme Eurasian Economic Council in Bishkek the Main directions of the EAEU international activity for 2023 were approved, where in the context of the idea of the Big Eurasian Partnership the EAEU priorities will contribute to the implementation of the export potential of the Union countries.

As of mid-November 2022, the Eurasian Economic Commission (EEC) had already concluded "46 memoranda with international organizations, 27 memoranda with governments, ministries and departments of third countries, 14 memoranda with regional integration and interstate associations, and 7 trade agreements with third countries"<sup>2</sup>. In 2023, the EAEU will interact with the Commonwealth of Independent States, the Shanghai Cooperation Organization, the European Union, the BRICS countries, as well as the World Customs Organization, the World Trade Organization, and the African Union. In this context, the development of dialogue with **the Association of Southeast Asian Nations** (ASEAN) is one of the priorities of the EAEU's international activities.

**ASEAN** is a regional organization comprised of 10 Southeast Asian countries - Indonesia, Malaysia, Singapore, Thailand, the Philippines, Brunei

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<sup>1</sup> Zalesky, B. Format of Eurasian integration. Collection of articles / B. Zalesky. - LAP LAMBERT Academic Publishing, 2022. - C. 52.

<sup>2</sup> Approved the Main directions of EEU international activity for 2023 [Electronic resource]. - 2022. - URL: <https://eec.eaeunion.org/news/utverzhdny-osnovnye-napravleniya-mezhdunarodnoy-deyatelnosti-eaes-na-2023-god/>



Darussalam, Vietnam, Laos, Myanmar, Cambodia - established to promote social, economic and cultural cooperation in the region. Since 2018, EEC has successfully cooperated with the ASEAN Secretariat within the framework of the Memorandum of Understanding on Economic Cooperation. This document aims to promote economic cooperation to enhance trade, economic and investment cooperation between EAEU member states and ASEAN in "the following areas: a) customs and trade facilitation; b) sanitary and phytosanitary measures; c) technical regulations; d) e-commerce; e) trade in services and investment; f) development of entrepreneurship, primarily for micro, small and medium-sized enterprises..."<sup>3</sup>

To implement the memorandum, a program of cooperation for 2020-2025 has been adopted. It covers such areas as customs legislation and law enforcement, trade policy, business activities, technical and antimonopoly regulation, SPS measures, energy, and the functioning of domestic markets. All this work contributes to the growth of trade and economic cooperation of EAEU states with ASEAN countries. "In 2021, the Union's foreign trade turnover with ASEAN increased by 34.6% to \$23.9 billion. The Union's exports increased to \$10.2 billion (by 53.5%) and imports to \$13.7 billion (by 23.3%). The share of ASEAN in the Union's foreign trade turnover was 2.8%"<sup>4</sup>. The parties are focused on new points of growth, search for balanced solutions for successful interaction and new long-term forms of cooperation, identification of prospects for the development of scientific, technological and innovative cooperation, industrial cooperation, as well as mechanisms for the exchange of practices and competencies, taking into account the goals of sustainable development. In particular, digitalization of the economy is a promising area of interaction,

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<sup>3</sup> Memorandum of Understanding between the Eurasian Economic Commission and the Association of Southeast Asian Nations in the field of economic cooperation [Electronic resource]. - 2018. – URL: <file:///C:/Users/User/Downloads/%D1%8E%D0%B3%D0%BE-%D0%B2%D0%BE%D1%81%D1%82+%D0%90%D0%B7%D0%B8%D1%8F+%D1%80%D1%83%D1%81+%D0%BF%D0%BE%D0%B4%D0%BB.pdf>

<sup>4</sup> The EAEU and ASEAN are increasing the volume of trade turnover [Electronic resource]. - 2022. - URL: <https://eec.eaepРазвития nion.org/news/eaes-i-asean-narashchivayut-obemy-tovarooborota/>.

where the EAEU and ASEAN have their own significant developments that are of mutual interest. For the gradual increase in trade it is necessary to strengthen cooperation in the financial and banking sector, including the use of payments in national currencies. The Eurasian Economic Union is successfully developing cooperation with the governments of several ASEAN countries through bilateral formats, including **Indonesia, Thailand** and **Cambodia**.

Speaking about cooperation with **Indonesia**, we recall that in September 2022, the EEC Council decided to start negotiations with this country to conclude a free trade agreement in 2023. Indonesia is the largest economy in ASEAN and the fourth largest in the world in terms of population, so trade relations with this Asian state have significant potential. "EAEU trade turnover with Indonesia in 2021 increased by 41.5% to \$3.7 billion compared to 2020. At the same time, exports added 34.1% and imports increased by 44.5%."<sup>5</sup> . At the end of three quarters of 2022, trade turnover between the parties grew by almost half, with exports of EAEU countries increasing by more than two and a half times. And there is confidence that the liberalization of trade conditions could allow trade turnover to increase by at least another \$1.5 billion. In December 2022, the EAEU and Indonesia recorded an agreement to hold the first round of talks in the first quarter of 2023, stressing that the parties "have prospects both for agricultural goods, which traditionally make up the bulk of Union imports from Indonesia, and the industrial group, actively traded in both directions"<sup>6</sup> . So the potential for partnership in 2023 remains high.

When it comes to EAEU cooperation with **Thailand**, the first meeting of the joint working group on cooperation was held in November 2019. In September 2021, at the 2nd meeting of the working group, the parties stated that

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<sup>5</sup> Andrey Slepnev: "It is proposed to hold a business dialogue with Indonesia as part of the Eurasian Economic Forum in 2023. [Electronic resource]. - 2022. - URL: <https://eec.eaeunion.org/news/andrey-slepnev-v-ramkakh-evraziyskogo-ekonomicheskogo-foruma-v-2023-godu-predlagaetsya-provesti-bizn/>

<sup>6</sup> EEU and Indonesia launched negotiations on a free trade agreement [Electronic resource]. - 2022. - URL: <https://eec.eaeunion.org/news/eaes-i-indoneziya-dali-start-peregovoram-po-soglasheniyu-0-svobodnoy-torgovle/>

"in the first half of this year [2021], trade turnover between the EAEU countries and Thailand increased by 32.6% compared to the same period last year and reached \$1.2 billion. The trade turnover between the EAEU countries and Thailand increased by 32.6% compared with the same period last year to \$1.2 bln, including \$330.5 mln of EAEU exports. The exports of the EAEU amounted to \$330.5 million and imports - \$907 million. THE EEU'S EXPORTS INCREASED BY \$330.5 MILLION AND IMPORTS BY \$907 MILLION."<sup>7</sup> . Exports increased mainly due to exports of metals and metal products, foodstuffs and agricultural raw materials, leather raw materials, furs and fur products. And imports from Thailand increased due to increased imports of machinery, equipment and vehicles. Further development of cooperation between the parties is inextricably linked to the strengthening of ties between business circles in the field of transport infrastructure, introduction of new technologies. Bioengineering, supplies of energy resources and energy equipment, as well as agricultural products are promising areas.

Another ASEAN country developing cooperation in the EAEU is **Cambodia**. A memorandum of understanding was signed in May 2016. In September 2021, following the third working group meeting between EEC and the Government of Cambodia, the parties expressed a strong interest in increasing trade and investment and identified such areas of cooperation as trade and investment, customs cooperation, innovation, telecommunications and information and communication technologies, industry and infrastructure, technical regulation, SPS measures, intellectual property issues. Recall that in 2020, trade turnover between the EAEU and Cambodia declined for objective reasons, but already in the first half of 2021, the statistics inspired cautious optimism. "Trade increased 1.4 times compared to the same period last year [2020] and reached \$130 million. IT WAS UP \$130 MILLION. At the same time,

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<sup>7</sup> The EAEU and Thailand are interested in developing cooperation in infrastructure, new technologies, digitalization and green economy [Electronic resource]. - 2021. - URL: <https://eec.eaeunion.org/news/eaes-i-tailand-zainteresovany-v-razviti-sotrudnichestva-v-sfere-infrastruktury-novyh-tehnologij-tsifrovizatsii-i-zelenoj-ekonomiki/>

growth was observed in all EAEU states."<sup>8</sup> . Nevertheless, the existing trade turnover does not reveal the full potential of cooperation between the EAEU and Cambodia, so the parties plan to develop a dialogue and intensify trade.

In 2023, the EAEU also plans to cooperate with other Asian states, including **the United Arab Emirates (UAE) and Iran**.

For example, in June 2022 the EEC signed a Memorandum of Cooperation with the Government **of the UAE**. The EAEU considers this country as one of the most promising partners for trade and economic cooperation in the Middle East. "According to the results of 2021, the dynamics of trade and economic cooperation between the EAEU and the UAE are positive. The trade turnover increased by 60,9% and reached 6,3 billion dollars, while the overall EAEU foreign trade turnover increased by 35,1%"<sup>9</sup> . The parties agreed in the memorandum to increase the volume of mutual trade, as well as to implement measures aimed at eliminating barriers. The EEC and the UAE intend to cooperate in the areas of customs and technical regulation, the application of sanitary, veterinary and phytosanitary quarantine measures, financial markets, transport, industry and agro-industrial complex, competition policy and antitrust regulation, and intellectual property.

In April 2022, the parties established a joint research group of the EAEU and the UAE to study the prospects for a free trade agreement. In December 2022, the Supreme Eurasian Economic Council decided to start negotiations on a free trade agreement between the EAEU and the UAE. Negotiations are planned to be carried out in an accelerated mode. The fact is that the formation of a free trade zone with the UAE will create conditions for the growth of supplies for more than 1,300 commodity items both in the industrial sector and

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<sup>8</sup> EEC and the Government of Cambodia signed a joint statement on enhancing cooperation [Electronic resource]. - 2021. - URL: <https://eec.eaeunion.org/news/cek-i-pravitelstvo-kambodzhi-podpisali-sovmestnoe-zayavlenie-o-rasshirenii-sotrudnichestva/>

<sup>9</sup> The EAEU and the UAE Government signed a Memorandum of Cooperation [Electronic resource]. - 2022. - URL: <https://eec.eaeunion.org/news/eaes-i-pravitelstvo-oae-podpisali-memorandum-o-vzaimodeystvii/>

in the agro-industrial complex. "The relevance of multidimensional interaction is confirmed by the high interest and presence of a large number of companies of the Union's countries, including innovative ones, in the United Arab Emirates, as well as the role of this state as an international trade and transport-logistics hub. In addition, the agreement with the UAE is considered from the perspective of strengthening the position of EAEU exporters in the countries of the entire Persian Gulf in the context of the Greater Eurasian Partnership and the North-South corridor" .<sup>10</sup>

In January 2023, the Eurasian Economic Commission, discussing with the Emirati side the issues of trade and economic cooperation between the EAEU and the UAE, including the prospects for increasing export-import supplies and diversifying trade, invited the UAE leadership and entrepreneurs to actively participate in the Eurasian Economic Forum, which is scheduled for May 2023. Note that "according to the EEC, from 2015 to 2021 the volume of trade between EAEU countries and the UAE increased 4 times, EAEU exports to the UAE increased 4.7 times, and EAEU imports from the UAE increased by 47%. At the same time, the trade turnover in the period from January to October 2022 compared to the same period in 2021 increased by another 55%"<sup>11</sup> .

A new comprehensive trade agreement between the EAEU and **Iran** is also scheduled to be concluded in 2023, which will "give impetus to increase mutual supplies.<sup>12</sup> . In this context, the prospects for long-term, mutually beneficial cooperation in transport, cooperation in industry, agriculture, and food security, among other areas, are impressive. The future agreement will provide a

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<sup>10</sup> The EAEU will begin negotiations with the UAE on a free trade agreement [Electronic resource]. - 2022. - URL: <https://eec.eaunion.org/news/eaes-nachnet-peregovory-s-uae-o-zaklyuchenii-soglasheniya-o-svobodnoy-torgovle/>

<sup>11</sup> Pivovar, E. Negotiations on a free trade zone between the EAEU and the UAE are planned to be conducted in an accelerated mode [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/peregovory-o-zone-svobodnoj-torgovli-mezhdu-aeas-i-uae-planiruetsja-vesti-v-uskorennom-rezhime-546918-2023>

<sup>12</sup> Andrey Slepnev: "Today we have a serious incentive for the development of regional agreements and regional connectivity. [Electronic resource]. - 2022. - URL: <https://eec.eaunion.org/news/andrey-slepnev-segodnya-my-imcem-sereznyy-stimul-dlya-razvitiya-regionalnykh-soglasheniy-i-regional/>

strong contractual basis for these joint plans. In terms of figures, "in 2021, trade turnover between the EAEU and Iran increased by 74%, and in the first 10 months of 2022, by another 25% compared to the same period of the previous year."<sup>13</sup> . In January 2023, the parties agreed on all issues to complete the negotiations and sign the agreement, except for the mutual access to the market of certain categories of agricultural products, for which the discussion is still ongoing, but in the near future the issue will be closed.

Another important vector of EAEU international cooperation is **the African Union**. EEC considers interaction with African countries, regional and sub-regional associations of this continent as an important and priority direction of the EAEU international activity, which should be intensified, first of all, with the participation of the business community. Strengthening economic ties and creating conditions for developing competitive advantages are critical tasks in this area. EEC is engaged in a dialogue with the African Union in the framework of the Memorandum of Understanding on Economic Cooperation of October 24, 2019. Note that "in 2021, the Union's foreign trade turnover with Africa increased by 21.9% (to \$18.9 billion), exports by 24.0% (to \$15.4 billion) and imports by 13.7% (to \$3.5 billion)."<sup>14</sup> .

In the context of the EAEU's interaction with regional and sub-regional associations of the continent, the first working meeting of EEC and **the Economic Community of Central African States** (ECCAS) officials took place in June 2022. This is an integration association of Central African countries, established in 1983, which includes Angola, Burundi, Cameroon, Central African Republic, Chad, Democratic Republic of Congo, Equatorial

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<sup>13</sup> Andrei Slepnev discussed in Tehran the completion of negotiations on a free trade agreement with Iran [Electronic resource]. - 2023. - URL: <https://eec.eaeunion.org/news/andrey-slepnev-obsudil-v-tegerane-voprosy-zaversheniya-peregovorov-po-soglasheniyu-o-zone-svobodnoy-/>

<sup>14</sup> Sergey Glazyev: "I invite the African continent to cooperate with the EAEU in creating a new financial and economic architecture. [Electronic resource]. - 2022. - URL: <https://eec.eaeunion.org/news/sergey-glazev-priglasayu-afrikanskiy-kontinent-k-sotrudnichestvu-s-eacs-v-sozdanii-novoy-finansovo-/>

Guinea, Gabon, Rwanda, Sao Tome and Principe and the Republic of Congo. "The stated objectives of the organization are the development of integration processes between member countries, promoting their comprehensive deepening, relying on their own economic forces, moving towards the creation of a common market. In addition to the "classic" set of integration tasks, ECCAS is also engaged in the functions of strengthening peace and stability, combating terrorism and piracy, and supporting electoral processes in the community."<sup>15</sup> . In 2023, the parties hope to take new steps toward a more substantive dialogue aimed at practical interaction.

In terms of specific countries on the African continent, in 2023 the EEC plans to intensify cooperation with such African states as **Egypt, the Republic of South Africa (RSA) and Ethiopia**.

As for **Egypt**, this country has already actively entered into negotiations with the EAEU to establish a free trade zone.<sup>16</sup> "This African state will be the first to have a joint industrial infrastructure with the EAEU, the creation of which will be a window for the countries of the integration association to promote <...> industrial products in Africa and the Middle East.<sup>16</sup> . The signing of this agreement in the near future will open up opportunities for large-scale diversification of trade and expansion of cooperation both in traditional areas and in building new logistical and financial ties, joint solution of technological transformation issues, which are determined by the climate agenda and the tasks of technological sovereignty.

For reference: EAEU trade with Egypt "in the first half of 2021 increased by 32.5% compared with the same period last year [2020]. In particular, EAEU member states' exports to Egypt during this period increased by almost 40% (from \$1.4 billion to \$1.95 billion), while imports from Egypt to the EAEU

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<sup>15</sup> The economic community of Central African states shows interest in interaction with the EAEU [Electronic resource]. - 2022. - URL: <https://eec.eacunion.org/news/ekonomicheskoe-soobshchestvo-gosudarstv-tsentralnoy-afriki-proyavlyayet-interes-k-vzaimodeystviyu-s-e/>

<sup>16</sup> Zalesky, B. With an Emphasis on Cooperation. Chronicle of International Cooperation in the Post-Soviet Space / B. Zalesky. - Palmarium Academic Publishing, 2020. - C. 24.

increased by 11% (from \$437 million to \$489 million)."<sup>17</sup> . In 2022, trade turnover grew by almost another 40 percent. So, in the near future, the parties will really be able to "make significant progress on the key issue - on the parameters of mutual reduction of import duties, as well as on the preparation of the final text of the draft agreement"<sup>18</sup> . And there are plans to increase the scale of economic cooperation between the EAEU and Egypt, which in the near future could facilitate the emergence of new joint and effective projects.

**South Africa** stands out among the countries of the African Union for the high level of development of key areas of agriculture, such as cattle breeding, fish farming, fruit and wine production. South Africa pays special attention to soil conservation and efficient farming, applies advanced agro-technical achievements. This has allowed the country to fully meet its domestic food needs. In January 2023, the EEC proposed to create a Eurasian industrial zone on the territory of South Africa, which could become an entry point to the still undeveloped markets of the African continent by producers of the EAEU. The parties agreed that "to implement the agreements reached, the first step will be consultations between representatives of the EEC and interested authorized officials of South Africa, which will allow the parties to reach a new level of exchange of successful practices of agricultural production, solve problems of creating modern, competitive industrial and agro-industrial complexes and increase the volume of mutual trade" .<sup>19</sup>

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<sup>17</sup> Andrey Slepnev: "EAEU and Egypt expect to hold a full-fledged round of free trade negotiations in the near future. [Electronic resource]. - 2022. - URL: <https://eec.eaeunion.org/news/andrey-slepnev-eaes-i-egipet-rasschityvayut-na-provedenie-polnocennogo-raunda-peregovorov-o-svobodnoy-torgovle-v-blizhayshey-perspektive/>

<sup>18</sup> Andrey Slepnev: "Trade and economic relations between the EAEU and Egypt continue to develop at an accelerated pace. [Electronic resource]. - 2022. - URL: <https://eec.eaeunion.org/news/andrey-slepnev-torgovo-ekonomicheskie-otnosheniya-eaes-i-egipta-prodolzhayut-razvivatsya-uskorennymi/>

<sup>19</sup> EEC and South Africa will discuss the creation of a Eurasian industrial zone in South Africa and intensify cooperation in agriculture [Electronic resource]. - 2023. - URL: <https://eec.eaeunion.org/news/eek-i-yuar-storony-obsudyat-sozdanie-v-yuar-evraziyskoy-promyshlennoy-zony-i-aktiviziruyut-vzaimodey/>



In addition, areas of cooperation of mutual interest could be the development of agricultural production (fruits) and seafood, material and technical resources, in particular agricultural equipment, as well as winemaking. Stimulation of investment in the agro-industrial complex will help to increase the efficiency of agricultural production and develop infrastructure. The more so since the dynamics of mutual trade between the EAEU and South Africa in agricultural raw materials and foodstuffs show growth opportunities. And the potential for this interaction between the parties is enormous.

Another African country that intends to continue active engagement with the EAEU in 2023 is **Ethiopia**. A memorandum of understanding between the parties on economic cooperation was concluded in October 2019. This country is a traditional EEC partner in Africa. "The trade turnover between EEU member states and Ethiopia in January - October 2021 increased 4.7 times compared to the same period in 2020. This is of particular importance in connection with the plans to double trade turnover with the countries of the continent"<sup>20</sup>. Note that such goods from Ethiopia as flowers, textiles, coffee, beans are traditionally in demand and competitive in the EAEU market. Apparently, in 2023 the parties intend to involve the business community in the dialogue in order to raise their awareness about the possibilities of using the EEU single system of tariff preferences for developing and least developed countries, as well as about certain aspects of supranational regulation within the EEU. After all, Ethiopia is particularly attractive to investors due to the Chinese New Silk Road passing through its territory, as well as the growth rate of the Ethiopian economy. Thus, the parties have a serious reserve for increasing trade, economic and investment cooperation.

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<sup>20</sup> EEU and Ethiopia discussed plans for developing cooperation in 2022 [Electronic resource]. - 2022. - URL: <https://eec.eaunion.org/news/eaes-i-efiopiya-obsudili-plany-razvitiya-sotrudnichestva-na-2022-god/>

## **Specific projects as a tool for diversifying integration**

The Strategic directions for the development of Eurasian economic integration until 2025, which were adopted at a meeting of the Supreme Eurasian Economic Council in December 2020, contain 330 measures and mechanisms to develop cooperation, grouped into 11 systemic blocks, the implementation of which should lead to high results by 2025, including the construction of a management system for joint cooperation projects and the development of highly productive sectors, as well as the utilization of cross-border arteries and logistics. "All of these measures are expected to help increase exports to third countries from the EAEU [Eurasian Economic Union] states by a quarter by 2025 alone. This can be achieved by following the path of creating joint Eurasian companies to complement each other and produce competitive products."<sup>21</sup> . In this context, it appears that the EAEU will focus on a number of specific prospective projects of Eurasian integration, which include **the Eurasian AgroExpress** and the **Eurasian Electric Bus**.

Recall that in February 2022, the Eurasian Intergovernmental Council at a meeting in the capital of Kazakhstan supported the implementation of a joint project of the EEU countries to implement accelerated rail and multimodal transport "**Eurasian AgroExpress**", aimed at increasing the volume of mutual supplies and exports of agricultural products and food, as well as its diversification. It was expected that initially regular shipments outside the EAEU will be organized in the Chinese and Uzbek directions and back. "In the future, the implementation routes can be expanded to other countries of the Asian and European regions. Regularity of shipments will make it possible to form rates that are competitive in terms of sea freight, as well as reduce the

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<sup>21</sup> Zalessky, B. With the purpose of sustainable development. Collection of articles / B. Zalessky. - LAP LAMBERT Academic Publishing, 2021. - C. 4.

delivery time of goods (up to 10-14 days to China and 4-7 days to Uzbekistan)"<sup>22</sup> .

In this case, we are talking primarily about deliveries of oil and fats, dairy, meat, fruits and vegetables, and ready-to-eat food products. As part of this joint project, two full trains per week were supposed to be launched along the route Belarus-Russia-Kyrgyzstan-Kazakhstan-China, including trains with refrigerated containers for frozen products. The monthly volume of transportations in the direction of China can be about 10 thousand tons. The coordinator of this project is ANO "Eurasian Agrologistics", and Bremino Group LLC (Belarus), JSC "KTZ Express" (Kazakhstan), State Enterprise "NC "KTZ" (Kyrgyzstan), JSC "Russian Railways Logistics" (Russia), JSC "Slavtrans-Service" (Russia) have confirmed their participation in it.

The Belarusian side, noting the "importance of the Eurasian AgroExpress project for food exports"<sup>23</sup> , hopes to use it to increase food supplies, primarily to China. The fact is that today the carriers of products from Belarus "are mostly Chinese companies"<sup>24</sup> . The launch of this project will provide another lucrative opportunity in this regard. Especially since the market of the Celestial Empire has traditionally been one of the main development areas for Belarusian food exports. "We exported \$366.1 million worth of products to China in 2021 (an increase of 47.9% by 2020). In 2016 the export of food products to China amounted to \$18.8 million. The main share in the formation of export growth is beef in cut form, milk powder and whey, chocolate and confectionery, whole

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<sup>22</sup> Pivovar, E. Prime Ministers of EAEU approved the project "Eurasian agroexpress" on accelerated food delivery / E. Pivovar // [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/premjer-ministry-caes-odobrili-proekt-evrazijskij-agroekspress-po-uskorennoj-dostavke-prodovolstvija-486781-2022/>

<sup>23</sup> Industrial cooperation, import substitution, food security: Golovchenko on the key tasks of the EAEC [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/promkooperatsija-importozameschenie-prodbezopasnost-golovchenko-o-ključevyh-zadachah-eaes-486890-2022/>

<sup>24</sup> Belarus expects to increase food supplies to China with the launch of "Eurasian AgroExpress" [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belarus-rasschityvaet-narastit-postavki-prodovolstvija-v-kitaj-s-zapuskom-evrazijskogo-agroekspressa-486858-2022/>

milk and other products"<sup>25</sup> . Supplies of starch, fruit jams and jellies, flour confectionery and macaroni products, cereal flakes and butter have also increased. In addition, 119 accredited Belarusian enterprises have already received the right to supply agricultural products to the Chinese market. All this attests to the considerable prospects for diversification of commodity export flows from Belarus, not only in the meat and dairy group, but also in sugar, vegetable oil, and fish products.

In light of the trends observed in recent years, the Eurasian AgroExpress project may become relevant for Belarus in the Uzbek direction as well. It should be recalled that at the same February (2022) meeting of the Eurasian Intergovernmental Council in the capital of Kazakhstan, Uzbekistan's initiative to expand its participation in the EAEU in four areas of mutual interest was approved: issues of the climate agenda; digitalization of freight rail transportation; e-commerce; and implementation of the "Eurasian AgroExpress" project. This Central Asian country was granted observer status in the EAEU in December 2020. And "in 2016-2021, the total trade turnover of Uzbekistan with the EAEU member states increased by more than 2.5 times: from \$4.5 billion to \$11.6 billion."<sup>26</sup> .

As for Belarus, agriculture is one of the most promising areas in the development of bilateral trade and economic cooperation with Uzbekistan. Suffice it to say that "in 2019, agricultural products and foodstuffs worth 35 million dollars were supplied to the Uzbek market from Belarus, which more than doubled the level of 2018"<sup>27</sup> . The positive dynamics of mutual trade

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<sup>25</sup> Brylo, I. Sustained demand in the country and abroad: Belarus increases food supplies to all regions of the world / I. Brylo // [Electronic resource]. - 2022. - URL: <https://www.belta.by/interview/view/ustojchivyy-spros-v-strane-i-za-rubezhom-belarus-naraschivaet-postavki-prodovolstvija-vo-vse-regiony-mira-8088/>

<sup>26</sup> Pivovarov, E. Eurasian Intergovernmental Council supported the expansion of Uzbekistan's participation in EEU projects / E. Pivovarov // [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/evrazijskij-mezhpravsovet-podderzhal-rasshirenie-uchastie-uzbekistana-v-proektah-eaes-486888-2022/>

<sup>27</sup> Zalesky, B.L. Belarus - Uzbekistan: priority of cooperation - agriculture / B.L. Zalesky // Materials of the XVI International scientific and practical conference "Modern European science - 2020", June 30 - July 7, 2020: Sheffield. Science and education LTD. - C. 9.

continued in subsequent years. Thus, in 2021 the Belarusian-Uzbek trade turnover exceeded \$300 million and "increased by 7.8% to the level of 2020, exports - \$245.4 million (an increase of 3.3%). The balance is positive - \$188.9 million."<sup>28</sup> . Meat and meat products, milk powder, cheese and cottage cheese were among the main Belarusian export items. There is no doubt that the current dynamics of bilateral cooperation between Belarus and Uzbekistan in the supply of food and agricultural products suggests that the joint Eurasian AgroExpress project may become a very timely and effective tool for Minsk and Tashkent to diversify their export supplies.

In February 2023, at a meeting of the Eurasian Intergovernmental Council, which was held in the Kazakh city of Almaty, the heads of government of the Eurasian Economic Commission (EEC) supported the proposal of the Eurasian Economic Commission (EEC) to include in the joint integration project "Eurasian Agro-Express" the transportation carried out along the international transport corridor "North-South" in the direction of Turkmenistan, Islamic Republic of Iran, United Arab Emirates and Republic of India. The point is that "without stably functioning logistics, adapted to the new geopolitical realities, the prospects for the development of our [EAEU countries] economies will not be bright. <...> For the North-South corridor to work, it requires the full-scale involvement of all participating countries."<sup>29</sup> .

It should be noted that due to the reorientation of a number of transport routes, the demand for the North-South corridor is increasing significantly. Pilot shipments to Iran and India made within the framework of the project have confirmed the attractiveness of the direction. The EAEU countries here have great potential for expanding their transit and export potential. Especially since the

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<sup>28</sup> Golovchenko: there are prerequisites for increasing trade turnover between Belarus and Uzbekistan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/golovchenko-est-predposylki-dlja-naraschivanija-tovarooborota-mezhdu-belarusiju-i-uzbekistanom-486939-2022/>

<sup>29</sup> Golovchenko: full-scale involvement of EAEU countries in the work of the North-South corridor [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/golovchenko-nuzhno-polnomashtabnoe-vo vlechenie-stran-eaes-v-rabotu-koridora-sever-jug-548158-2023/>

exceeding of the planned indicators of the Eurasian AgroExpress in its first year of operation is very encouraging. "A total of 525.5 thousand tons were transported under the project in 2022, including 282.9 thousand tons of refrigerated cargo. The nomenclature of goods included chicken and beef meat, milk powder, oil and fats, fruits and vegetables, and leguminous products"<sup>30</sup>. Even despite the current restrictions from China on the supply of products in connection with the pandemic, multimodal transport to this country was very active.

Of course, at the meeting of the intergovernmental council there were also a number of aspects that hinder the effective work of the project. In particular, the problem concerns obtaining permits for the import of frozen products into China by overland rail routes through the Dostyk - Alashankou and Altynkol - Khorgos border crossings. Its solution could give a significant advantage in terms of the cost and time of freight delivery compared with multimodal transport through the ports of the Far East. In this regard, the EEC has been instructed to work with the authorized bodies of the concerned EEU member states to reach agreements with China on eliminating restrictive measures and optimizing customs and other administrative procedures.

But in general, during the implementation of the joint project "Eurasian AgroExpress" its participants are already reaching common parameters, a unified approach to this issue. This refers to the point of collection and localization of loading. After all, the EAEU partners from third countries have their own special requirements. That is why the project participants must be perfect, supply perfect and at the same time meet all the requirements of the receiving party, and at the same time it is necessary to ensure the seamless passage of such a container train at all stages. "It has to be ready for shipment at a specific time in a specific place. Therefore, we need to synchronize the

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<sup>30</sup> Pivovar, E. The project "Eurasian agroexpress" will include transportation to Turkmenistan, Iran, UAE and India / E. Pivovar // [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/v-proekt-evrazijskij-agroekspress-vkljuchat-perevozki-v-turkmenistan-iran-oae-i-indiju-548163-2023/>

processes. This will ensure predictability of train formation, fulfillment of plans"<sup>31</sup>. And at the top of the list is to serve the interests of manufacturers and enterprises, which are engaged in transport and logistics schemes.

An important detail: in September 2022, the directorate of the "Eurasian AgroExpress" project - ANO "Eurasian AgroLogistics" and the Russian Trading Company (RTC) in China "Hua No E Xiang" signed an agreement on cooperation, which sets out a common legal framework for the practical promotion of foreign trade of EAEU food on the so-called "last mile", in the contour of the Chinese sales market, including a wide range of services that can be provided to suppliers from the "Five" countries. The parties "agreed to jointly work out demanded trade services in conjunction with the transport and logistics complex of services, including the organization of fast and affordable transport of goods in containers, providing multimodal solutions, assistance in finding, selecting and negotiating with the Chinese buyer, the gradual transition to digital format and the provision of a range of services from "supplier to counter"."<sup>32</sup>. The projected annual volume of shipments under the project "Eurasian AgroExpress" by the beginning of 2023 was expected to be about 500 thousand tons. The observed growth in sales volume in 2022 allowed the project's logistics operators to already send route trains almost daily on a schedule with long-term competitive tariff rates. So the first results of this project in the EAEU are already encouraging.

As for another integration project, "**Eurasian Electric Bus**," we should first make a small digression. The EEC proposed to conclude an agreement on import substitution in the EEU and develop a corresponding Eurasian development program. In this regard, the EEC has already formulated the

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<sup>31</sup> Legal relations in the currency sphere, common industrial policy and "Eurasian agroexpress": what are discussed in the EAEU [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/pravootnoshenija-v-valjutnoj-sfere-edinaja-prompolitika-i-evrazijskij-agroekspress-chto-obsuzhdajut-v-547995-2023/>

<sup>32</sup> The trade instrument of the "Eurasian AgroExpress" project will be the Russian trade company in China [Electronic resource]. - 2022. - URL: <https://eec.eaeunion.org/news/torgovym-instrumentom-proekta-evrazijskiy-agroekspress-stanet-rossiyskaya-torgovaya-kompaniya-v-kita/>

Union's "map of industrialization", which already includes 158 projects in 25 industries worth over \$270 billion. Also this map includes 669 technological directions in 30 sectors. Let us recall that "in 2021-2022 the union has already implemented 25 projects on import substitution totaling more than \$21 billion - it is automotive, machine tool, electrical, chemical, metallurgical, medical, pulp and paper industry, as well as the production of lifting and transport, lifting equipment, construction and road, special, municipal equipment"<sup>33</sup> . In this regard, in 2023 another interesting project in terms of import substitution should find its "face" in the EAEU.

The Eurasian electric bus, a pilot industrial cooperation project initiated by the Belarusian side, has been launched on the site of the industrial bloc of the EEC. The project "aims to maximize the import independence of the union and involve as many industrial enterprises of the union member states as possible in the cooperation process"<sup>34</sup> .

The decision to launch the pilot project "Eurasian electric bus" was made in mid-July 2022 at the EEC Council meeting. "At the first stage, lists of critical components, units and materials for the production of electric buses and companies of the Eurasian Economic Union (EAEU) that have the necessary in-house production and technological capacity will be formed"<sup>35</sup> . This will not only create a basis for a full-scale launch of the project, but also assess the possibility of reorientation and adaptation of the production of components and components intended for other types of passenger vehicles - buses, trolleybuses - for their further use in electric buses.

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<sup>33</sup> Pivovar, E. EEC proposes to conclude a separate agreement on import substitution in the EAEC / E. Pivovar // [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/eek-predlagaet-zakljuchit-v-eaes-otdelnyj-dogovor-po-voprosam-importozameshenija-548223-2023/>

<sup>34</sup> Golovchenko: it is necessary to work on achieving technological sovereignty within the EAEC [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/golovchenko-neobhodimo-rabotat-nad-dostizheniem-tehnologicheskogo-suvereniteta-v-ramkah-eaes-548144-2023/>

<sup>35</sup> Pivovar, E. Implementation of the pilot project "Eurasian electric bus" began in the EAEC / E. Pivovar // [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/realizatsija-pilotnogo-proekta-evrazijskij-elektrobus-nachalas-v-eaes-521716-2022/>



In early September 2022, it was decided to form a special working group, which included representatives of state bodies of the union countries, manufacturers of vehicles with electric motors and automotive components, as well as scientific circles of the member states. In October 2022 approaches to the implementation of the joint project "Eurasian electric bus" were discussed by representatives of the EEU countries at an off-site meeting of the expert group in the automotive industry under the EEC Advisory Committee on Industry, which took place on the site of the Belarusian holding "Belkommunmash". Members of the expert group confirmed the interest in the development of electric transport in the EEU countries, noting "the need to concentrate efforts on organization of production of critical components, units and materials for electric buses, such as traction electric motors and their control systems, energy storage systems, bridges. It is suggested that the EAEU should consider setting up production of cells for high-voltage batteries used in electric transport"<sup>36</sup>. In addition, it was agreed that the Belarusian side would send a list of investment projects in this field, which are being developed in the Republic of Belarus, for consideration by experts of the EEU states in order to analyze specific proposals for the implementation of joint projects for the production of components for electric buses.

The proposal was actively supported at the meeting of the Eurasian Intergovernmental Council in Yerevan in October 2022. After all, the implementation of the Belarusian initiative and the solution of financing issues, both funding and incentives, should launch "an irreversible process of further development of the industrial sphere, the real sector of the economy in our states on the principles of technological sovereignty. Eurasian integration should primarily ensure the interests of industrial enterprises, domestic business of the

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<sup>36</sup> Pivovar, E. Experts of the EAEU countries discussed at Belkommunmash the implementation of the project "Eurasian electric bus" / E. Pivovar // [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/eksperty-stran-eaes-obsudili-na-belkommunmashe-realizatsiju-proekta-evrazijskij-elektrobus-528846-2022/>

real sector of the economy"<sup>37</sup>. The implementation of this project with relatively cheap credit resources will make it possible to create strong cooperative chains between EAEU member states, develop relevant competencies. It is clear that "electric transport is high-performance jobs, so everyone will benefit from it"<sup>38</sup>.

In February 2023, at a meeting of the Eurasian Intergovernmental Council in Almaty, a discussion was held at which it was noted that "at present, possible details of the implementation of this project are being worked out on the platform of the EEC. We need not only to determine the partners for cooperation (such proposals have already been received from Belarus), but also to prepare all the necessary documents so that in the future these projects could qualify for some benefits in terms of financing"<sup>39</sup>. At the next meeting of the EEC Council with the participation of vice prime ministers of the EEU countries, which took place in February 2023, the recommendation "On measures to develop cooperation between the member states of the Eurasian Economic Union in the formation and implementation of projects in the field of electric vehicles" was approved.

This document contains the main basic approaches to the cooperation of the member states for the development of electric transport production in the Union and measures to enter specific joint projects for the production of components. The recommendation also fixes the formed lists of critical components and organizations that have the necessary production potential. "First of all, it is necessary to develop competencies in electric buses, because such products are already produced in most countries of the Eurasian Economic Union and demand for them is stimulated mainly through government

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<sup>37</sup> Golovchenko: there should be more projects to create innovative products under the Eurasian brand [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/golovchenko-proektov-po-sozdaniyu-innovatsionnogo-produkta-pod-evrazijskim-brendom-dolzno-byt-bolshe-530593-2022/>

<sup>38</sup> About \$20 million a year will be allocated to support cooperative projects in the EAEC [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/okolo-20-mln-v-god-budut-napravljat-na-podderzhku-kooperatsionnyh-proektov-v-eaes-530531-2022/>

<sup>39</sup> Pivovar, E. EEC discusses the details of the project "Eurasian electric bus" initiated by Belarus / E. Pivovar // [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/EEK-obsuzhdaet-detali-initsirovannogo-belarusju-proekta-evrazijskij-elektrobus-548208-2023/>.

procurement <...> Further work in this direction will be continued, but the main focus is planned to be on the formation of potential cooperation projects with the elaboration of the possibility of subsidizing interest rates on loans at the expense of the Commission"<sup>40</sup> . In addition, in the course of work on this issue there were proposals of Belarus to consider the experience of member states in the construction of charging complexes, including chargers for charging electric buses, electric trucks and electric cars. Additionally, this issue will be studied at the site of the Commission on cooperation and import substitution in the priority and high-tech industries within the Union. And if necessary, the possibility of creating a joint cooperation project will be considered by the interested member states. So the Belarusian project "Eurasian electric bus" has already really started its way.

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<sup>40</sup> The EEC Council approved measures to develop cooperative cooperation between EEU countries in the electric vehicle industry [Electronic resource]. - 2023. - URL: <https://eec.eaeunion.org/news/soviet-eek-odobril-mery-po-razvitiyu-kooperatsionnogo-sotrudnichestva-stran-eaes-v-elektromobilestroe/>

## **From point cooperation to full-scale partnership**

The Republic of Belarus intends to increase supplies to far-abroad countries. At a meeting at the Council of Ministers back in July 2022, a task to redirect export flows in the amount of not less than \$16 billion was set. "The volume of Belarus' exports to the distant arc countries following the results of five months is still quite modest. <...> A comprehensive strategy for cooperation with the countries of the far arc, plans for interaction between embassies and industries have been adopted..."<sup>41</sup> . In this context, such actively developing continent as Africa is of great interest to Belarus nowadays.

Note that "by early 2022, the Republic of Belarus had established diplomatic relations with 51 countries of the African continent."<sup>42</sup> . Statistics states that in 2021 Belarus' trade turnover with African countries amounted to half a billion dollars, of which 480 million dollars were Belarusian exports. "Our country supplies primarily engineering products, agricultural, quarry and truck equipment. There is also demand for the products of the Belarusian Metallurgical Works"<sup>43</sup> . It is quite understandable. For the Belarusian industry, the African market is one of the most promising markets for its products. Suffice it to say that "in January-November 2022 the export of the Ministry's enterprises to the African continent increased more than 1.5 times. <...> Agricultural machinery produced in Belarus is very popular and has proved to be the best among African consumers, who note the high quality of Belarusian tractors and

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<sup>41</sup> Roman Golovchenko: Belarus intends to increase supplies to far-abroad countries [Electronic resource]. - 2022. - URL: <http://www.government.by/ru/content/10368>

<sup>42</sup> Zaleski, B. Perimeter of the Far Arc. The Potential of Sustainable Partnership in Solving Multi-vector Interaction. / B. Zalesky. - LAP LAMBERT Academic Publishing, 2023. - C. 177.

<sup>43</sup> Nikolajczyk: Belarus systematically and purposefully expands its presence in Africa [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/nikolajchik-belarus-planomerno-i-tselenapravlenno-rasshirjaet-svoe-prisutstvie-v-afrike-547784-2023/>

other agricultural equipment"<sup>44</sup> . For reference: from 60 to 80 percent of the population of African states are engaged in agriculture, so for them an important role plays its modernization, mechanization, ensuring food security and technology in this area. Another promising direction of relations with African partners is educational services. "Now about 1.6 thousand students from African countries are studying in Belarus. <...> They are primarily interested in studying medical, technical and agricultural specialties"<sup>45</sup> .

As for the diplomatic presence of the Belarusian side, there are currently five embassies of the Republic of Belarus in Africa, which generally cover key regions of the continent. In West Africa there is Nigeria, which is an economic leader in the region. In East Africa there is Kenya, where the Belarusian side has certain prospects for increasing trade turnover and the entire spectrum of cooperation. In North Africa, there is Egypt, where Minsk's automobile plant project to set up an assembly facility is under consideration. South Africa is South Africa, where a project to assemble machines from Minsk Tractor Plant, which will be put on the market under the local brand, is already underway in 2021. Finally, between South Africa and Eastern Africa is Zimbabwe, where the Belarusian embassy appeared in 2022. All these African regions have one important feature: there is "a fairly large concentration of minerals, natural resources, including rare earth metals, which are of interest to large states and not only. Countries such as Russia, China and the United States are quite actively involved in the implementation of various projects on the territory of Africa."<sup>46</sup> . So for Belarus, its presence on the African continent is systemic. The

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<sup>44</sup> Belarus' industrial enterprises signed a package of documents on cooperation in Zimbabwe [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/prompredpriyatija-belarusi-podpisali-v-zimbabve-paket-dokumentov-po-sotrudnichestvu-547368-2023/>

<sup>45</sup> Together with the Ministry of Foreign Affairs, we are evaluating the potential of cooperation with Africa. What are they interested in from us? [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/vmeste-s-mid-otsenivaem-potentsial-sotrudnichestva-s-afrikoj-chto-im-interesno-u-nas-547795-2023/>

<sup>46</sup> Foreign Ministry: Belarus missions cover key regions of Africa [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/mid-predstavitelstva-belarusi-ohvatyvajut-kljuchevye-regiony-afriki-547191-2023/>

more so because a new large consumer market is being created there, including for the export of Belarusian goods and services.

For example, a large batch of tractors and attachments from Bobruiskagromash, sprayers from Lidagroprommash, and combines from Gomselmash were being considered for delivery to **Nigeria** in 2022. The Belarusian side "is interested in the market of South Sudan, Zambia, Malawi, and Egypt. There is a demand for Belarusian municipal and forestry machinery, as well as special-purpose machinery"<sup>47</sup>. An interesting promising area for cooperation with African countries is the construction of grain drying complexes, as well as the creation of assembly facilities for agricultural, automotive and road machinery.

African markets are also being systematically developed by Bellesbumprom Concern's enterprises, which are actively expanding the geography of supplies. In 2022, the Concern's organizations first shipped products to **Tunisia**. Development of African markets began in 2015 with **Egypt**. "Concern companies also supply products to Algeria, Kenya, and Morocco. Among the key commodity items are paper and cardboard. Exports in 2022 compared to 2021 in monetary terms increased by 20%"<sup>48</sup>.

Another interesting example is **Zimbabwe**. Several years ago, this country embarked on a course to modernize agriculture. And since 2020, the Belarusian side began supplying machinery as part of the agricultural mechanization program of this South African country. There is already a company that not only sells but also maintains the equipment. In 2022, "we [the Belarusian side] have actually completed the second phase of this program. There is already an agreement that we will participate in the third phase as well. Again, for tens of millions of dollars.

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<sup>47</sup> Parkhomchik, P. Belarusian industry under sanctions / P. Parkhomchik // [Electronic resource]. - 2022. - URL: <https://www.belta.by/interview/view/beloruskaja-promyshlennost-v-usloviyah-sanktsij-ministr-o-borbe-s-novymi-vyzovami-planah-po-proizvodstvu-i-8121/>

<sup>48</sup> Enterprises of Bellesbumprom Concern systematically develop African markets [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/predpriyatija-kontserna-bellesbumprom-planomerno-osvaivajut-rynki-afriki-547390-2023/>

<...> The second line of machinery supplies is related to the fact that in addition to the agricultural sector, Zimbabwe is also actively developing the mining industry. The first BELAZ trucks were delivered more than five years ago and are still successfully working in the quarries"<sup>49</sup> .

A new stage of cooperation with this South African state began in late January 2023, when a state visit to Zimbabwe was paid by the Belarusian delegation led by the President of Belarus, during which contracts were signed to supply about four thousand units of Belarusian tractors, agricultural and other machinery to this African country, while the total economic effect is estimated at USD 200 million. During this visit, a package of important bilateral documents was also signed, which includes basic economic agreements that are designed to ensure the development of industrial cooperation and economic cooperation with this South African state. In particular, the intergovernmental agreement on the regulation of tax relations will help to solve such problems as "the distribution of taxation rights between the states, the elimination of double taxation, exchange of information between the tax authorities"<sup>50</sup> . In order to further expand cooperation, a bilateral joint standing committee has been established and a coordinating body - a task force of the ministries of agriculture of the two countries - will start its work.

At the same time, Harare, the capital of Zimbabwe, hosted the second Belarus-Zimbabwe Business Forum "Expanding Horizons: Dynamic Solutions for Economic Development," which was attended by 33 Belarusian companies and noted that the most promising areas for bilateral cooperation were healthcare, food, light industry, mechanical engineering, metallurgy, fuel and energy, mining, chemical and wood processing industries. For reference, note

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<sup>49</sup> Ambassador of Belarus on cooperation with Southern Africa: we must come here seriously and for a long time [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/posol-belarusi-o-sotrudnichestve-s-jugom-afriki-sjuda-nado-prihodit-serjezno-i-nadolgo-547179-2023/>

<sup>50</sup> Belarus and Zimbabwe agreed to cooperate in the tax sphere [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/belarus-i-zimbabwe-dogovorilis-o-sotrudnichestve-v-nalagovoj-sfere-547558-2023/>

that "trade turnover between Belarus and Zimbabwe has increased sevenfold since 2018 and reached \$39 million in January-November of last [2022] year"<sup>51</sup>. During the forum, industrial enterprises of Belarus signed a package of documents with partners from Zimbabwe. In particular, to develop cooperation in agriculture, memorandums and agreements on cooperation between the official dealer - AFTRADE DMCC - and JSC Lidselmash, JSC Gomselmash, JSC Bobruiskagromash and JSC Holding Management Company Minsk Motor Plant were adopted in order to sell products of these enterprises in the market of this country. MTZ OJSC and AFTRADE DMCC also adopted a strategic partnership document to promote BELARUS machinery in Zimbabwe. For this purpose, in 2023-2024, Minsk Tractor Plant will supply 3,575 vehicles to the Zimbabwean market, and in the future the quantity of vehicles and the terms of delivery will be determined based on the results of negotiations. It should be noted that "from 2018 to 2022, Minsk Tractor Plant delivered more than 1.8 thousand vehicles to Zimbabwe"<sup>52</sup>. And a multifunctional service center with branches in Mutare and Bulawayo and a spare parts warehouse to service the supplied machinery was established in Harare. And MTW together with the partner on a constant basis trains the consumers on peculiarities of BELARUS tractors operation. Another interesting fact - "the signing of a memorandum of intent between JSC "BELAZ", SOHRA Overseas FZE and diamond mining company Zimbabwe Consolidated Diamond Company Pvt Ltd to implement agreements in terms of supplies of Belarusian machinery and equipment for the mining industry in Zimbabwe"<sup>53</sup>.

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<sup>51</sup> Transcontinental bridge, investments and Belarusian ice cream in Africa. Details of the Harare Business Forum [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/transkontinentalnyj-most-investitsii-i-belorusskoe-morozhenoe-v-afrike-podrobnosti-biznes-foruma-v-547289-2023/>

<sup>52</sup> MTZ will supply more than 3,500 BELARUS tractors to Zimbabwe within two years [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/mtz-postavit-v-zimbabwe-bolee-35-tys-traktorov-belarus-v-techenie-dvuh-let-547284-2023/>

<sup>53</sup> Belarus' industrial enterprises signed a package of documents on cooperation in Zimbabwe [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/prompredpriyatija-belarusi-podpisali-v-zimbabwe-paket-dokumentov-po-sotrudnichestvu-547368-2023/>



Industrial cooperation with Zimbabwean partners has great potential in other areas as well. For example, a contract was signed to supply Belarusian-made equipment for the construction and modernization of grain storage facilities in Zimbabwe. The fact is that the authorities of that country have announced plans to allocate Belarusian state-owned companies farmland for agricultural complexes to grow wheat, soybeans, meat and dairy products and poultry. And the Belarusian side has already received 10 thousand hectares of land "in Mbire district to grow corn, soybeans and build a meat and dairy farm. At the same time a line of milk and meat processing with further sale of finished products through retail chains will be launched"<sup>54</sup> . It is planned that the list of cultivated crops will include rice and wheat, as well as Belarusian specialists will plant gardens. One more fact - "a memorandum of understanding was signed on cooperation in the supply of Belarus-made machinery and equipment for the timber industry to the Republic of Zimbabwe"<sup>55</sup> . The two countries are also interested in cooperation in the light industry. In particular, the Bellegprom Concern will explore possibilities for supplies of cotton from this African country, and "opportunities for cooperation in the textile and leather light industry were also discussed at the Belarusian-Zimbabwean business forum in Harare"<sup>56</sup> .

As for interaction between the regions of the two countries, during the state visit of the Belarusian delegation, the two capitals - Minsk and Harare - signed an agreement on the establishment of twinning relations, where promising areas "in the energy sector, health, education, water supply, water

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<sup>54</sup> Abukhovich, Y. Trade, agriculture, mining. On the prospects for cooperation with Zimbabwe and the UAE / Yu. Abukhovich // [Electronic resource]. - 2023. - URL: <https://www.belta.by/comments/view/torgovlja-selskoe-hozjajstvo-dobycha-poleznyh-iskopaemyh-operspektivah-sotrudnichestva-s-zimbabwe-i-oe-8585/>

<sup>55</sup> Rogozhnik: Industrial cooperation with Zimbabwe has great potential [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/rogozhnik-sotrudnichestvo-v-promyshlennoj-sfere-s-zimbabwe-imeet-ogromnyj-potentsial-547600-2023/>

<sup>56</sup> Belarus and Zimbabwe are interested in cooperation in the light industry [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/belarus-i-zimbabwe-zainteresovany-v-sotrudnichestve-v-sfere-legproma-547603-2023/>

purification, municipal engineering" have already been outlined<sup>57</sup>. And, apparently, the agreement will soon be followed by the signing of action plans that will further strengthen the bilateral Belarusian-Zimbabwean regional relations, including in trade and economic cooperation between the two capitals.

Separate talk is about the interaction between the two countries in the field of education. At the end of January 2023, Belarus and Zimbabwe signed a memorandum of understanding between the parties on mutual recognition of educational documents in Harare. And they see quite great prospects for cooperation in various areas of inter-university cooperation. "This applies to the training of specialists with higher education in such areas as the agricultural sector, mechanical engineering and medical technology. Something that is in demand in any country. Given that today Zimbabwe is a very dynamically developing country, they need personnel in the first place."<sup>58</sup>. During the visit of the Belarusian delegation to this African state the parties discussed training specialists both in science and high technologies, and in middle management on blue-collar jobs, as it is important for Zimbabwe in view of the supplies of high-tech equipment from Belarus to this country and the development of industrial cooperation. We should remind that at the initiative of the President of this country Emmerson Mnangagwa "the program "Vision-2030" is being implemented, which includes specific measures for mechanization, industrialization of Zimbabwe, improvement of educational level, quality of medical services and living standards of the population in general"<sup>59</sup>. So Belarusian education services in this country will come in handy.

For example, the Belarusian State University (BSU) presented a wide range of scientific and innovative cooperation with Zimbabwean partners at the business

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<sup>57</sup> Minsk and Harare became twin cities. What's next? [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/minsk-i-harare-stali-gorodami-pobratimami-cto-dalshe-547593-2023/>

<sup>58</sup> Ivanets sees great prospects for cooperation between Belarus and Zimbabwe in education [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/ivanets-vidit-bolshie-perspektivy-dlja-sotrudnichestva-belarusi-i-zimbabwe-v-sfere-obrazovanija-547599-2023/>

<sup>59</sup> Mikolajczyk: We managed to significantly increase the intensity and efficiency of contacts with Zimbabwe [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/nikolajchik-nam-udalos-znachitelno-narastit-intensivnost-i-effektivnost-kontaktov-s-zimbabwe-547791-2023/>

forum "Expanding Horizons: Dynamic Solutions for Economic Development" in the capital of Zimbabwe. BSU cooperates with this African country within the framework of a memorandum of understanding signed in 2019 with the Ministry of Higher and Secondary Specialized Education, Science and Technological Development. Today, this collaboration is intensifying. In Harare, BSU signed six memorandums of understanding with Zimbabwean universities at once: 1) University of Zimbabwe; 2) Open University of Zimbabwe; 3) Lupane State University; 4) National University of Technology and Science; 5) Harare Institute of Technology; and 6) Chinhoyi University of Technology. In these documents, the parties plan to "develop academic exchanges of students and specialists, take part in research and educational projects, exchange materials, plans, publications and other relevant information." .<sup>60</sup>

As for cooperation proposals, BSU has initiated more than 20, which relate to the fields of medicine, pharmaceuticals, water management, water purification, geology, mineral exploration, biotechnology, ecology, and soil science. In particular, we are talking about the production of pharmaceuticals, ultrasonic gas meters, services to solve the applied problems of the mining industry, the treatment of polluted water. "In the field of agriculture, joint projects to study the impact of soil salinity on plants and crops and the impact of climate change on the environment could be promising. Interaction in the field of education is seen in the training of citizens of Zimbabwe in the Institute of Further Education, training in English language in master's degree programs, postgraduate courses, adult education programs"<sup>61</sup> . It is also proposed to develop and implement joint educational programs, participate in scientific conferences, organize guest lectures and internships for teachers and students from Zimbabwe.

The Belarusian National Technical University (BNTU) has also signed memorandums with leading Zimbabwean universities. The fact is that the

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<sup>60</sup> The First Arrangements of BSU and Zimbabwean Universities [Electronic Resource]. - 2023. - URL: <https://bsu.by/news/pervye-dogovorennosti-bgu-i-vuzov-zimbabve-d/>

<sup>61</sup> Cooperation is intensifying. BSU has signed six memorandums with Zimbabwean universities [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/sotrudnichestvo-aktiviziruetsja-bgu-podpisa-shest-memorandumov-s-vuzami-zimbabve-547721-2023/>

economy of this country needs specialists, which BNTU trains, so the interest in the Belarusian university is particularly high. The parties are interested in conducting joint research, technology transfer and transfer of experience in the organization of the BNTU technopark, as well as in creating technoparks at universities in Zimbabwe. In addition, "the implementation of joint educational programs is planned in such promising areas as architecture, civil engineering, mechanical engineering and robotics, and in the future cooperation in other sectors is also possible.<sup>62</sup> .

Memorandums of Cooperation with leading educational institutions of the Republic of Zimbabwe - National University of Technology and Science, Harare Institute of Technology, Chinhoyi University of Technology, University of Zimbabwe, Lupane State University, Open University of Zimbabwe - were signed in January 2023 and the Belarusian State Technological University (BSTU).<sup>63</sup> Interaction with these partners involves the development of such forms of cooperation as "exchange of experience in the field of education and promoting the exchange of students, undergraduates and graduate students; development of faculty exchange; development of joint research projects in areas of mutual interest; training citizens of the Republic of Zimbabwe in joint educational programs; training in master and doctoral programs; internship

All these facts indicate that Belarus is attractive to Zimbabwe for its intellectual potential. So cooperation between educational institutions of the two countries can be multifaceted and have good results.

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<sup>62</sup> Technology Transfer and Joint Research. How BNTU plans to cooperate with universities in Zimbabwe [Electronic resource]. - 2023. - URL: <https://www.belsta.by/society/view/transfer-tehnologij-i-sovmestnye-issledovanija-kak-bntu-planiruet-sotrudnicat-s-vuzami-zimbabve-547979-2023/>

<sup>63</sup> Igor Voitov, Rector of BSTU, signed Memorandums of Cooperation with Zimbabwean Universities [Electronic resource]. - 2023. - URL: <https://www.belstu.by/news/university/university/rektor-bgtu-igor-vojtov-podpisal-memorandumyi-o-sotrudnichestve-s-universitetami-zimbabve>

## **In order to promote commercial and economic interests**

Every year Belarus approves the Plan of national exhibitions of the country in foreign countries. Its distinctive feature is the focus of the Belarusian side to promote its trade and economic interests in the countries of Asia, Africa, Latin America - Vietnam, Mongolia, South Korea, India, China, Turkey, Qatar, Iran, Kenya, Zimbabwe, Brazil. In this regard, the Asian continent is particularly important, where "there are still many opportunities in this direction <...>. In order to use them successfully, it is necessary to continue systematic and consistent work, developing mutual interest and initiating new formats of contacts, as it is actually happening in the development of partnerships with a number of Asian countries"<sup>64</sup> , including **Vietnam, Iran, Mongolia, Turkey, Pakistan and China**, where Belarusian exporters actively participate in specialized exhibition events.

It is noteworthy that Belarusian representatives participate in a number of exhibition events not for the first time, but using the previously accumulated experience of promoting their interests there. These include, in particular, the **Vietnam Expo** trade fair, which has been held annually since 1990 and is one of the largest in Southeast Asia, regularly attracting hundreds of participants and tens of thousands of professional visitors. In December 2018, this business event was held in Ho Chi Minh City for the 16th time. Belarus was represented there by a national exposition, with more than 50 large enterprises that emphasized "science-intensive, complex technical products as well as agricultural group goods and foodstuffs" .<sup>65</sup>

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<sup>64</sup> Zalesky, B. Horizons of the far arc. The Potential of Interaction of the Republic of Belarus with the Countries of Asia and Africa / B. Zalesky. - Palmarium Academic Publishing, 2022. - C. 25.

<sup>65</sup> Grishkevich, A. The national exposition of Belarus is presented at the trade exhibition in Ho Chi Minh City / A. Grishkevich // [Electronic resource]. - 2018. - URL: <https://www.belta.by/economics/view/natsionalnaja-ekspozitsija-belarusi-predstavlena-na-torgovoj-vystavke-v-hoshimine-328209-2018/>

In particular, only the Belarusian State University (BSU) presented then about 30 scientific and technical developments in the field of agriculture, instrumentation, chemistry, healthcare, and information technology. "In particular, the exposition included a complex microbial preparation "Zhytsen. Its use has proven effective in increasing the yield of grain crops, it improves soil quality and accelerates the decomposition of stubble and straw"<sup>66</sup>. There were also presented BSU biopesticides for complex plant protection "Aurin", "Stimul", which are used to stimulate growth and development of plants, their protection against bacterial and fungal infections. The visitors of the exhibition were also interested in ultrasonic gas meters, the device for remote monitoring of mobile objects "Agent B-602", the medical unit of general hyperthermia "Ptich-M", antitumor drugs, disinfectants, edible packaging films.

Such enterprises as OJSC Krynica, OJSC Belsolod, JV OJSC Spartak, OJSC Minsk Crystal - Managing Company of Minsk Crystal Group Holding, OJSC Minsk Sparkling Wine Factory, OJSC Slodych Confectionery Factory, SOAO Kommunarika, OJSC Krasniy Izvestavik, OJSC Krasniy Mozyryanin, OJSC Lidapischekontsy OJSC demonstrated the potential of the Belarusian food export in Ho Chi Minh City. Their interest to this business forum can be explained by the fact that "Vietnam is not only a profitable consumer market, which has more than 92 million people, but also a kind of trade gateway to the entire region of Southeast Asia, the population of which exceeds 600 million people"<sup>67</sup>.

Over 350 companies from 16 countries, including China, the USA, Japan, India, Sri Lanka, Indonesia, and Cuba took part in this forum in 2022. Belarus presented more than 100 scientific, technological and innovative developments in the field of high-tech equipment at this forum. The event is held under the

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<sup>66</sup> BSU will present scientific and technical developments at the trade fair in Vietnam [Electronic resource]. - 2018. - URL: <https://www.belta.by/society/view/bgu-predstavit-nauchno-tehnicheskie-razrabotki-na-torgovoj-jarmarke-vo-vjetname-327981-2018/>

<sup>67</sup> Enterprises of "Belgospischeprom" will present products at the exhibition in Vietnam [Electronic resource]. - 2018. - URL: <https://www.belta.by/economics/view/predpriyatija-belgospischeproma-predstavjat-produktsiju-na-vystavke-vo-vjetname-327182-2018/>

auspices of the Ministry of Industry and Trade of Vietnam. "The topics of the exhibition are IT and telecommunications, science and education, mechanical engineering and industrial equipment, agriculture, food, pharmaceutical and medical products, construction materials, chemical products, light industry, consumer goods"<sup>68</sup>.

As for **Iran**, in June 2022, the International Exhibition of Agriculture and Food Industry Iran Agrofood was held. The National Exposition of the Republic of Belarus was organized at the Tehran International Exhibition Center. This forum is a key industry event in the field of food and agriculture in Iran. The main sections of the exhibition: agricultural machinery, food and beverages, equipment for their production, catering, storage and packaging, ingredients. The exhibition is held annually. In 2021, it was attended by 311 organizations and companies. This time their products were presented by Belarus, Brazil, Germany, Italy, Turkey, the Netherlands and others. Belarusian manufacturers displayed a variety of products. For example, the range of products of the confectionery factory "Vitba" included more than 100 items, including breakfast cereals, waffles and cookies.

The National Academy of Sciences of Belarus showed innovative developments in several areas. For example, the Scientific and Practical Center of the National Academy of Sciences of Belarus for Animal Husbandry offered a number of veterinary drugs and bioadditives based on nanoparticles for farm animals. Belarusian State Technological University presented for the guests of the exhibition "new types of mineral fertilizers, technologies for processing of agricultural waste with obtaining construction and composite materials, technologies for processing of plant raw materials and medicinal herbs with obtaining biologically active additives, new methods of flax quality analysis and

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<sup>68</sup> More than 100 projects will be presented by Belarus at the Vietnam Expo [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/bolee-100-proektov-predstavit-belarus-na-vystavke-vietnam-expo-495765-2022/>

flax products"<sup>69</sup> . The Belarusian State University presented 15 scientific and technical developments at the international exhibition Iran Agrofood. Among the BSU innovations are edible films and coatings based on polysaccharides and plant antimicrobial and antioxidant additives. "They are the only type of biodegradable polymer packaging that does not require sorting and special disposal conditions, preserving the taste, flavor, aesthetic appearance and sterility of foods. The new type of wrap is non-toxic, fully biodegradable in humans and animals, capable of reducing the use of plastic many times over."<sup>70</sup> .

In **Mongolia**, in September 2022, the national exposition of Belarus was presented at the 47th international multidisciplinary exhibition Ulaanbaatar Partnership in Ulan Bator. The exposition was attended by large export-oriented Belarusian companies - manufacturers of food products, pharmaceutical products, machine-building enterprises, scientific and technical organizations, and others. "The Ulaanbaatar Partnership exhibition has a universal character and covers a wide range of thematic sections: food and beverages, agriculture, mechanical engineering, construction, health care, pharmaceuticals, light industry, consumer electronics. The event is one of the largest multi-industry exhibitions in Mongolia: in 2021 it brought together 110 companies and 12 thousand visitors"<sup>71</sup> . Belarus participated in the exhibition in Ulaanbaatar as a national exposition in 2019. Then the exposition presented products and services of 15 companies: organizations of mechanical engineering, food industry, science and education. The business program included the Belarusian-

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<sup>69</sup> A wide range of Belarusian goods will be presented at Iran Agrofood [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/shirokij-spektr-belorusskih-tovarov-budet-predstavlen-na-vystavke-iran-agrofood-507944-2022/>

<sup>70</sup> Edible films, vitamins, veterinary preparations: BSU presents 15 developments at exhibitions in Iran [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/sjedobnye-plenki-vitaminy-vetpreparaty-bgu-predstavljaet-15-razrabotok-na-vystavke-v-irane-508439-2022/>

<sup>71</sup> Belarus to present its exposition at the exhibition in Mongolia in September [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belarus-v-sentjabre-predstavit-ekspozitsiju-na-vystavke-v-mongolii-511811-2022/>



Mongolian business forum with the participation of representatives of 60 Mongolian enterprises.

In **Turkey**, the national exposition of Belarus was presented in early November 2022 in Istanbul - as part of the international multi-industry exhibition MUSIAD Expo. Participation of domestic enterprises and organizations in the national exposition at this exhibition contributed to the establishment of new business contacts with potential partners, increase of Belarusian exports and diversification of the product range. Turkey is an important partner of Belarus. "Last year, trade turnover between the two countries amounted to \$1081.6 million (146% by 2020), including exports - \$360.5 million (270%), imports - \$721.1 million (119%). In 2021, the turnover of services between Belarus and Turkey was \$94.8 million (162%), exports - \$52.8 million (134%), imports - \$42 million (220%)"<sup>72</sup>. As for the exhibition in Istanbul, MUSIAD Expo - Turkey's largest multidisciplinary event, which is held every two years. In 2020 it was attended by over 500 companies and over 100 thousand visitors from 125 countries. The main sections of the exhibition are food industry, agriculture, construction, engineering and automotive industry, machine tools, metallurgy, petrochemical industry, pharmaceuticals and health care, services, tourism, real estate, consumer goods, furniture, energy, logistics, information technology, textile, clothing and footwear industries, leather goods.

In 2023, national exhibitions of Belarus will be organized in a number of Asian countries. In particular, in **Pakistan**. Recall, at the International Trade and Industry Fair held in the Pakistani city of Karachi in November 2021, the Belarusian collective stand of the State Committee on Science and Technology presented about 60 scientific, technical and innovative developments. Their exhibits in the field of surface treatment and modification, chemical

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<sup>72</sup> The national exposition of Belarus will be presented at a multisectoral exhibition in Turkey [Electronic resource]. - 2022. - URL: <https://www.belta.by/amp/economics/view/natsionalnaja-ekspozitsija-belarusi-budet-predstavlena-na-mnogootraslevoj-vystavke-v-turtsii-514624-2022>

technologies and materials, physical materials science and new materials were shown by the institutions of the Ministry of Education, as well as in the absentee format by the organizations of the National Academy of Sciences of Belarus. "Among the most interesting developments are the technology of receiving optically selective composite absorbing coatings for solar collectors, smart windows on the bistable effect, multifunctional complex for preparation and automatic casting of filled and unfilled multicomponent hybrid composite mixtures, technology of manufacturing energy saving flat and flexible aluminum heaters with resistive element from carbon fiber"<sup>73</sup>. This year there will be even more Belarusian participants.

Speaking about **the China** International Import Expo, which is held annually in Shanghai, in November 2022, it has already become the fifth. The Belarusian exposition was attended by 27 organizations of food industry, logistics, science, and education. The pavilion of Belarus at the import exhibition included "two main sections: food and agricultural products" and "high-tech equipment and information technology"<sup>74</sup>. The total area of the Belarusian exposition was about 100 square meters. It will become even larger in 2023.

It should be noted that in recent years, Belarusian expositions were also presented on the African continent. For example, in **Kenya**, Belarus' interest in the Kenya International Trade Exhibition (KITE) business forum can be explained by the fact that it is the largest exhibition event in East Africa. In 2019, our country was represented there for the first time with a national exposition at the 22nd international exhibition of food, hospitality and

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<sup>73</sup> About 60 Belarusian scientific and technical developments will be presented at the international exhibition in Pakistan [Electronic resource]. - 2021. - URL: <https://www.belta.by/tech/view/okolo-60-belorusskih-nauchno-tehnicheskikh-razrabotok-predstavjat-na-mezhdunarodnoj-vystavke-v-pakistane-469010-2021/>

<sup>74</sup> China International Import Exhibition opened in Shanghai [Electronic resource]. - 2022. - URL: <https://www.belta.by/world/view/v-shanhae-otkrylas-kitajskaja-mezhdunarodnaja-vystavka-importa-533320-2022/>

agriculture FoodAgro in Nairobi, which is part of KITE. Enterprises of Concern Belgospischeprom, JSC Holding Management Company Lidselmash, as well as Gomselmash, MTZ, MAZ, Bobruiskagromash, Lidahleproduct and Smorgon Kombinat Hleboproductov demonstrated their products in the capital of Kenya. Their participation in the exhibition opened "new opportunities for the promotion of Belarusian agricultural machinery and equipment, fertilizers, food, and agricultural products in the Kenyan market"<sup>75</sup>, and also pointed the way to the markets of other countries of Eastern and Southern Africa. In particular, there was adopted a memorandum of understanding between the official representative of the Belarusian enterprises MTZ, Lidagroprommash, Bobruiskagromash, Gomselmash, Lidselmash, MAZ and Pewin Motors and an agreement was reached on deliveries of Belarusian agricultural machinery - tractors, farm machines, and equipment and accessories. For example, only "Managing company of the holding "Bobruiskagromash" signed an agreement to supply its equipment worth about 500 thousand dollars. "The greatest interest among the visitors [of the exhibition] was aroused by tillage equipment, tractor trailers and semi-trailers, as well as forage equipment (mowers, rakes, balers)"<sup>76</sup>. Besides, "JSC Lidselmash and Peter Wanjohi Company established cooperation for construction of grain harvesting and grain processing complexes in Kenya, Uganda and other countries of the region"<sup>77</sup>. And Belgospischeprom Concern agreed to supply the first consignments of sunflower oil and light canned beer to this African country. Finally, at the same time, "agreements were

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<sup>75</sup> The national exposition of Belarus opened at the FoodAgro exhibition in Kenya [Electronic resource]. - 2019. - URL: <https://www.belta.by/economics/view/natsionalnaja-ekspozitsija-belarusi-otkrylas-na-vystavke-foodagro-v-kenii-356942-2019/>

<sup>76</sup> "Bobruiskagromash" will supply machinery and spare parts to Kenya for \$500 thousand. [Electronic resource]. - 2019. - URL: <https://www.belta.by/economics/view/bobrujskagromash-postavit-v-keniju-tehniku-i-zapchasti-na-500-tys-358196-2019/>

<sup>77</sup> Belarusian enterprises at FoodAgro agreed to supply agricultural machinery to Kenya [Electronic resource]. - 2019. - URL: <https://www.belta.by/economics/view/beloruskie-predpriatija-na-foodagro-dogovorilis-o-postavkah-selhoztehniki-v-keniju-357705-2019/>

signed on the construction of a reinforced concrete structures factory on Kenyan land and the creation of a fish farm worth over a hundred million dollars"<sup>78</sup> .

In **Zimbabwe** in April 2022, the national exposition of Belarus was presented at the 61st Zimbabwe International Trade Fair, the largest multidisciplinary exhibition event in South Africa. More than 400 companies from 15 countries, including Kenya, Mozambique, the Republic of South Africa, Japan, and the United States showed their products. The Belarusian stand in Bulawayo presented "a wide range of machinery and equipment, scientific and technical developments, medicines"<sup>79</sup> . The total exhibition area of the pavilion was about 170 square meters.

Foreign importers showed special interest in the pharmaceutical products presented in the pavilion of Belarus. In particular, representatives of Belmedpreparaty RUE, part of Belpharmprom Holding, conducted effective negotiations. "This is expected to expand the presence of Belarusian medicines in the African market"<sup>80</sup> . The Zimbabwean side voiced its intention to develop cooperation in this area, as well as to act as representatives of Belarusian companies in the regional market. The National Academy of Sciences of Belarus has signed a number of agreements on cooperation with educational institutions and scientific organizations of Zimbabwe, and BELAZ has signed agreements on supplies of auto parts.

The interest of the Belarusian side to this forum can also be explained by the fact that "today Zimbabwe is actively expanding its mining industry, has significant reserves of hard coal, diamonds, gold, lithium, copper and is one of

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<sup>78</sup> Zalesky, B.L. Belarus-Kenya: promising points of growth are outlined / B.L. Zalesky // Materials for XV international scientific practical conference, Innovations on scientific progress - 2019, August 15 - 22, 2019: Sofia. "Byal GRAD-BG". - C. 3.

<sup>79</sup> National exposition of Belarus presented at the largest exhibition in Zimbabwe [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/natsionalnaja-ekspozitsija-belarusi-predstavlena-na-krupnejšej-vystavke-v-zimbabwe-499129-2022/>

<sup>80</sup> Belarusian manufacturers of medicines will present their products at the exhibition in Zimbabwe [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belorussskie-proizvoditeli-lekarstv-predstavjat-svoju-produktsiju-na-vystavke-v-zimbabwe-498300-2022/>

the promising export directions of BELAZ machinery"<sup>81</sup> . For reference, Zimbabwe uses Belarusian dump trucks with payload capacity of 55 and 130 tonnes, bulldozers, loaders, tractor wreckers and sprinkler loaders. The Belarusian manufacturer conducted negotiations with the National Diamond Company ZCDC, "which operates more than 20 dump trucks with payload capacity of 55 tons and other special equipment BELAZ, as well as the coal company HWANGE Colliery" at the exhibition in Bulovaio<sup>82</sup> . As a result, agreements were reached on the development of existing partnerships.

In 2023, the Belarusian expositions will be presented in other African countries - **Algeria** and **Egypt**. In particular, **Algeria** will host the FIA international exhibition. The Belarusian exposition at this exhibition forum was first organized back in 2017. Then Belarus was represented by the products of the Ministry of Industry, including MAZ JSC, Gomselmash JSC and Minsk Electrotechnical Plant JSC, as well as the developments of the State Committee on Science and Technology, the National Academy of Sciences of Belarus, the Ministry of Education. "The Belarusian exposition at FIA 2017 aroused increased interest of representatives of Algerian government agencies, large private companies and enterprises, as well as the diplomatic corps. As a result of negotiations held during the exhibition, memorandums of cooperation were signed between JSC "MTZ" and the company Belarus Motor Algeria, as well as between the National Academy of Sciences of Belarus and potential partners."<sup>83</sup> . In total at the exhibition FIA-2017 in Algeria participated about one thousand companies from 40 countries. In 2023, it seems, the number of participants will be even higher.

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<sup>81</sup> BELAZ will take part in the largest exhibitions on three continents [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belaz-primet-uchastie-v-krupnejshih-vystavkah-na-treh-kontinentah-497525-2022/>

<sup>82</sup> BELAZ intends to develop cooperation and strengthen ties with Zimbabwean companies [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belaz-nameren-razvivat-sotrudnichestvo-i-ukrepjaj-delovye-svjazi-s-kompanijami-zimbabve-499547-2022/>

<sup>83</sup> Belarus and Algeria have all the prerequisites for expanding cooperation - Rachkov [Electronic resource]. - 2017. - URL: <https://www.belta.by/economics/view/belarus-i-alzhir-imejut-vse-predposylki-dlja-rasshirenija-sotrudnichestva-rachkov-247000-2017/>

As for the international exhibition of food and beverages Food Africa Cairo, which is held annually in **Cairo**, the Belarusian exposition will be organized at this venue for the fifth time this year. In December 2022 the exhibition Belarus. The Taste of Nature was presented at the site **of the Egyptian** International Exhibition Center. As part of the exposition, 14 Belarusian companies presented a wide range of dairy, meat, starch products, as well as baked goods. Enterprises of "Grodnomysomolprom" holding (JSC "Bellakt", JSC "Milk World", Lida Dairy Canning Plant and its subsidiary Smorgon Dairy Products showed their products to foreign visitors of the exhibition, Rogoznitsky starch factory, Volkovysk and Slonim meat processing plants), as well as the Skidel Agrocomplex, the Smorgon Bakery, Primilk LLC, Lidakhleboprodukt OJSC, Slutsk cheese factory and Minsk Dairy Plant №1 OJSC"<sup>84</sup>.

All these facts indicate one thing: participation in major exhibitions in Africa can open new export opportunities for Belarusian enterprises, the potential of which is truly enormous.

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<sup>84</sup> Belarusian exposition presented at food exhibition in Egypt [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belorussskaja-ekspozitsija-predstavlena-na-prodovolstvennoj-vystavke-v-egipte-538642-2022/>

## **Free Economic Zones as a Tool for Business Initiatives**

In January 2023, at the conference in Vitebsk "Design and construction in the territories of free economic zones in modern economic conditions, allowing to reduce the investment cycle from the moment of the business idea to the start of production activities", it was noted that in the conditions of Belarus the most important task is to "find optimal solutions that will help the investor to start its activities as a FEZ resident with maximum efficiency"<sup>85</sup>. In the context of this topic, we note that in 2022 the number of residents in the free economic zones (FEZs) of the Republic of Belarus, the Great Stone Industrial Park and the Bremino-Orsha Special Economic Zone increased by 10 percent to 53 new business entities. "The total volume of declared investments is \$260 million, and there are plans to create 2.7 thousand jobs."<sup>86</sup>. In addition, the FEZs of Belarus accounted for almost a quarter of the Belarusian exports of goods in 2022. However, there were 427 residents registered in the six FEZs on January 1, 2023. Speaking about the types of activities of the FEZ residents, last year "manufacturing industry was the most common - 86.4%. The transport sector attracted 2.9% of residents, trade - 2.4%, real estate operations - 2.4%, agriculture, forestry and fishing - 2.4%, construction - 1%, water supply, waste collection, treatment and disposal - 0.7%, professional, scientific and technical activities - 0.7%"<sup>87</sup>. In particular, interesting investment and innovation experience can be seen in FEZ "**Minsk**", "**Vitebsk**", "**Brest**" and "**Grodnoinvest**".

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<sup>85</sup> Buben: our task is to help investors effectively start working as FEZ residents [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/buben-nasha-zadacha-pomoch-investoram-effektivno-nachat-rabotu-v-kachestve-rezidentov-sez-544306-2023/>

<sup>86</sup> The number of FEZ residents in 2022 increased by 10% [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/chislo-rezidentov-sez-v-2022-godu-uvlichilos-na-10-543104-2023/>

<sup>87</sup> Free Economic Zones accounted for 22.3% of goods exports last year [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/svobodnye-ekonomicheskie-zony-v-proshlom-godu-obespechili-223-eksporta-tovarov-550537-2023/>

**FEZ "Minsk" is one of** the most attractive investment sites in the Republic of Belarus. It is located on 21 land plots, which are located in promising areas of Minsk region - within the borders of Minsk, Molodechno, Fanipol, Zhodino and Borisov. In 2023 the FEZ is celebrating its 25th anniversary. More than 100 enterprises with foreign capital from 19 countries, including the United Kingdom, Germany, Italy, Switzerland, the United States, Latvia, Lithuania, Sweden, the Czech Republic, Poland, China and Estonia have come here for a quarter of a century. During this time we have attracted more than two and a half billion dollars in fixed capital, created more than 29 thousand new jobs. The geography of the exports is 85 countries of the world. "For the entire period of activity of FEZ "Minsk" enterprises have exported products for more than \$15 billion"<sup>88</sup>. The main industrial spheres where the FEZ companies operate are machine building, metalworking, automotive industry, woodworking, production of construction materials, electronics, printing and packaging.

According to the results of 2022, the production of industrial products of FEZ residents increased by more than 10 percent. The share of import-substituting products was more than 50 percent, and "the share of export supplies of FEZ enterprises was 75 percent"<sup>89</sup>. Another interesting fact: FEZ residents more than doubled deliveries to China in 2022. Recall also that last year the composition of the zone was replenished by six new residents with a total volume of declared investments - more than four million dollars, of which the share of foreign investments amounted to about 30 percent. At the same time more than 490 additional jobs were created. In particular, in December 2022 the

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<sup>88</sup> Buben, A. On the contribution of FEZ "Minsk" to the country's economy, import substitution, work under sanctions / A. Buben // [Electronic resource]. - 2023. - URL: <https://www.belta.by/interview/view/buben-o-vklade-sez-minsk-v-ekonomiku-strany-importozameschenii-rabote-v-uslovijah-sanktsij-8539/>

<sup>89</sup> Residents of FEZ "Minsk" in 2022 attracted 1.7 times more foreign direct investment [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/rezidenty-sez-minsk-v-2022-godu-privlekli-v-17-raza-bolshe-prjamyh-inostrannyh-investitsij-544008-2023/>



sixth resident of the free economic zone was LLC "Belbansvi", which will organize the production of technical fabric on the basis of recycled raw materials and textile waste. "It is planned that the company will start work already in the second quarter of 2023 in Fanipole, where about 50 jobs will be created. The stated volume of investments in the project during 2023-2027 will be more than 1 million euros. The share of export supplies is more than 90%"<sup>90</sup>. The products of Belbansvi LLC are in demand in the oil and gas industry, the furniture industry, automotive services, the medical field, as well as in other industries.

Also. In 2023, among the main tasks to be implemented in the FEZ "Minsk" are: 1) attracting new investors; 2) intensifying foreign economic activity; 3) using new innovative technologies; 4) stimulating business activity; 5) efficient use of resources; 6) expanding import-substituting production facilities.

As for **FEZ "Vitebsk"**, as of mid-January 2023, 57 organizations have already been registered here as residents, which implement projects with the participation of investors from 14 countries. FEZ consists of 17 sectors located in Vitsebsk, Orsha, Polotsk, Pastavy, Miory and Dokshitsk districts, as well as in the regional center. In January, the first resident of 2023, LLC Lesdrevkonsalt, was already registered there. At the site in Polotsk, the company plans to organize import-substituting production of chainsaws, brushcutters, brush cutters for the needs of forestry enterprises. The project will be implemented with the support of Chinese partners. "Prototypes of the products are expected to be released in the first half of the year. In the future, investors intend to organize production of components in Polotsk, gradually increasing the degree of localization of gasoline tools production. The investments will exceed Br1.5

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<sup>90</sup> Resident of FEZ "Minsk" will produce technical fabric based on recycled materials [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/rezident-sez-minsk-budet-proizvodit-tehnicheskiju-tkan-na-osnove-vtorsyrjja-538832-2022/>

mln"<sup>91</sup> . Half of the output is expected to be exported to the markets of the Eurasian Economic Union.

It should be noted that seven new companies were registered in the FEZ in 2022. The sixth resident in September was CJSC BELTANK. The company will implement an investment project in the Polotsk District for the production of steel containers, which involves an increase in the production of import-substituting products and the creation of new jobs. "The products can be used in the energy sector, petrochemical and construction complex, organizations of food, pharmaceutical, cosmetic industry, utilities. It is planned to create about 20 working places. The main markets for BELTANK products are the countries of the Eurasian Economic Union"<sup>92</sup> . The seventh resident in November 2022 was Metal Rolling Company LLC with a project to develop a tinplate plant in the district town of Miors, which "assumes a significant increase in the production of export-oriented products, involving more production workers in the economy of the Miors district"<sup>93</sup> . So this FEZ has good investment and export prospects.

If we talk about **FEZ "Brest"**, then at the end of 2022, the volume of exports by residents of the zone for the first time exceeded one billion dollars. At the same time there was a surplus of 460 million dollars, which is 44 percent of the volume of products shipped outside of Belarus. This means that the FEZ residents have exceeded the export target by almost three percent. More specifically, "3.7 times increased the export of products LLC Accumulator Alliance, almost 5.5 times - Barhim, more than 1.7 times - IE Vastega, 1.4 times - IE Inko-Food, 2.5 times - Condor. JV "Santa Bremor" and "STM" Ltd. exported their products by 18% more than last year. Export supplies of the Brest

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<sup>91</sup> A new resident of FEZ "Vitebsk" will create the production of gasoline tools in Polotsk [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/novyj-rezident-sez-vitebsk-sozdast-proizvodstvo-benzoinstrumenta-v-polotske-542995-2023/>

<sup>92</sup> Zalessky, B. Success is in development. Free economic zones as points of growth / B. Zalessky. - LAP LAMBERT Academic Publishing, 2022. - C. 57.

<sup>93</sup> Metal Rolling Company LLC - new resident of FEZ "Vitebsk" [Electronic resource]. - 2022. - URL: [http://fez-vitebsk.by/press-room/rezidenty/ooo-metalloprokatnaya-kompaniya\\_-novyy-rezident-sez-vitebsk/](http://fez-vitebsk.by/press-room/rezidenty/ooo-metalloprokatnaya-kompaniya_-novyy-rezident-sez-vitebsk/)

Stocking Mill increased by 16%"<sup>94</sup> . On the whole, the share of FEZ residents in the total volume of exports of Brest Oblast enterprises was 28 percent. Apparently, the positive dynamics will continue in 2023. Santa Bremor is planning to increase its physical volume of production by over seven percent, Gefest-Technika by eight percent, Involux by nearly 20 percent, and Polypol Mebel Bel by nearly 10 percent. In addition, 42 residents of the FEZ in 2022 continued to invest in production.

The year 2023 also got off to a good start in the FEZ. In January, the first resident of this year was registered here - JSC SanSpectr, which will be engaged in implementation of the investment project on creation of the transport and logistics complex "West-East". This project will be organized on a stretch of railroad tracks near Brest-Severny station and will focus on providing a wide range of logistics services - warehousing and storage of cargoes, forwarding, customs and other services. The term of implementation - five years. The company with the Belarusian capital intends to invest more than seven and a half million Belarusian rubles and create about 20 new jobs. "The project has already been launched. The repair of the access roads has begun. It is planned to build the supplying tracks, to equip additional container sites, to buy expensive special equipment. At the same time the company is working on its own services certificate. It will help to attract new operators and expand the railway container transportation market."<sup>95</sup> . It is expected that new and reconstructed infrastructure facilities for storage of containers and their transshipment to vehicles, will provide additional opportunities to solve problems associated with the lack of capacity of Polish railroads and the need to switch to another gauge. Thus, the transport and logistics complex will contribute to the "elimination" of

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<sup>94</sup> The annual export volume of FEZ "Brest" residents exceeded \$1 billion [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/godovoj-objem-eksporta-rezidentov-sez-brest-prevysil-1-mlrd-547421-2023/>

<sup>95</sup> The first resident this year was registered in FEZ "Brest". [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/pervogo-v-etom-godu-rezidenta-zaregistrovali-v-sez-brest-547274-2023/>

bottlenecks in the processing of container trains within the Brest railway junction, running in the East-West-East direction.

In the same January 2023, Brestmash, a FEZ resident, introduced a new line of social purpose vehicles, including a school bus, a social service vehicle, and an ambulance. The new line of vehicles is of interest to the social services of the city. In December 2022, "the territorial social service center of the Moscow district of Brest bought a new car manufactured by Brestmash OJSC for use as a "social cab". The car is equipped with a device for smooth lifting and lowering of the wheelchair, which facilitates transportation of people with disabilities"<sup>96</sup> . In the future about 500 units of special automotive equipment of 26 models will be assembled at the production facilities of Brest FEZ resident. These are commercial vans, cars for patrol and dog services, for transportation of people with disabilities and ambulances. The production capacity of the plant allows to assemble up to two thousand cars per year.

Another example. In 2011, OJSC "Baranovich Production Cotton Association" became a FEZ resident. The enterprise will celebrate its 60th anniversary in 2023. In January this year, at a meeting attended by the Prime Minister of the Republic of Belarus, the association's development strategy for the next five years was considered. It is one of the largest textile producers in Europe and the Commonwealth of Independent States. The association includes spinning, weaving, finishing and garment factories and employs about 1200 people. In recent years this FEZ resident has already carried out several stages of modernization, which allowed to increase automation level of production process, to master new types of production and to achieve application of high quality prints of any complexity. In the face of stiff competition in this industry, where Asian manufacturers traditionally have strong positions, "in Baranovich the entire cycle of fabric manufacturing will be preserved. The company plans to

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<sup>96</sup> Brest resident of FEZ "Brestmash" OJSC "Brestmash" presents a new line of social cars [Electronic resource]. - 2023. - URL: <https://fezbrest.com/rezident-sez-%C2%ABbrest%C2%BB-oao-%C2%ABbrestmash%C2%BB-prezentuet-novuyu-linejku-soczialnyix-avtomobilej>

expand the production of polycotton. By adding acrylic, the fabric will acquire special antibacterial, non-flammable properties."<sup>97</sup> . So the strategy of the association will be implemented further - in line with a powerful innovative modernization, to take the company to a new level of development.

Recall: today FEZ "Brest" already "includes 16 sites, which are located in Brest and Brest district, Kobrin and Kobrin district, Ivatsevichy and Ivatsevichy district, as well as Pinsk, Gantsevichy and Drohiczyn"<sup>98</sup> . At the beginning of February 2023 there were already 76 enterprises from 16 countries acting as residents. This shows that FEZ "Brest" continues to actively address the issues of increasing the export and innovation component in order to contribute to the dynamic development of the entire Brest region.

In the FEZ "**Grodnoinvest**" in 2022 actively developed such areas of resident activities as woodworking, production of chemical products, mechanical engineering, metalworking. Five companies were registered as residents of the FEZ last year. The total amount of the stated investments for the implementation of the projects amounted to 30 mln dollars. Implementation of the stated investment projects will allow creating around 180 new jobs with decent salaries. Firstly, the company "Krones-Grodno" organized a multi-profile production of furniture and wood products in Grodno at the site near Grandichy. The project will build a new complex including production, storage and administrative premises and purchase modern technological equipment. Secondly, "another new resident - VIMZOVPLAST LLC - will create a modern plant in the regional center for the production of a wide range of products from synthetic polymers and quartz agglomerate. The products are import-substituting and will be sold within the special legal regime of the FEZ through the

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<sup>97</sup> The BPCS development strategy was discussed with the participation of the Prime Minister of the Republic of Belarus [Electronic resource]. - 2023. - URL: <https://fezbrest.com/strategiya-razvitiya-bpxo-obsuzhdalas-pri-uchastii-premer-ministra-respubliki-belarus>

<sup>98</sup> Zalesky, B. Staking on effectiveness. Peculiarities of economic relations of Belarus with Asian partners / B. Zalesky. - LAP LAMBERT Academic Publishing, 2023. - C. 48.

development of cooperative ties with the residents of the Belarusian FEZ..."<sup>99</sup> . Thirdly, Barinpak company implements the project on production of ecological packaging from wood-fiber boards of high density in Grodno region at the site in the area of Novaya Gozha. The products are intended for export to the countries of near and far abroad, but some will be sold in Belarus as part of the country's gradual transition from polyethylene packaging of goods to environmentally friendly packaging. The first batch of the products has already been produced and was highly praised at the republican contest of innovative projects.

Another important area of activity of the residents of FEZ "Grodnoinvest" in 2022 is logistics. Suffice it to say that last year alone, six residents worked in the field of logistics in the FEZ, which was the largest number among similar structures. In 2022, the establishment of industrial and logistics enterprises, in particular, declared "Terminal West" and "Unionway", which implement investment projects in the industrial areas of Grodno and Svisloch. In addition, last year the FEZ administration and the Arab company BRIKOIL TRANS-T.Z.E. signed a memorandum of intent to develop the existing transport and logistics terminal in the Grodno region.

In February 2023, the seventh resident of Grodnoinvest FEZ in the logistics sector became ZapadTransGranitsa LLC, which will build an international trade and logistics complex near Grodno airport. The project, located near the agricultural town of Obukhovo, is to complete the construction of an unmaintained air terminal building with partial demolition. "The company plans to create a complex of administrative and warehouse premises, build access roads, parking lots and taxiways for aircrafts, as well as a cargo apron. This unique complex will be multi-modal and will use the potential of the automobile and air transport. The first phase of construction will be completed by the end of 2025. In total more than \$35 mln. will be invested into the

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<sup>99</sup> 5 new residents registered in FEZ "Grodnoinvest". [Electronic resource]. - 2023. - URL: <https://grodnoinvest.by/press-center/5-novyx-rezidentov-zaregistrirvano-v-sez-grodnoinvest-v-2022-godu/>

realization of the project, about 100 working places will be created"<sup>100</sup> . This complex will enable to use logistic potential of Grodno region, to attract investments in creation of multimodal center, which has no analogues in the region, to involve in the economic activity the building of the airport terminal which is not completed, to attract tourists and foreign trade companies, thereby to stimulate local business activity and trade turnover.

And a few more facts. In 2022 the administration of FEZ "Grodnoinvest" built and put into operation seven new infrastructure facilities. New roads and communications were built at the FEZ sites in the cities of Grodno and Smorgon, as well as in Grodno district. In the area of Grodno, in the Auls district, street No. 7 was reconstructed, its landscaping was carried out. The construction of the traffic circle at the intersection of Street No. 1 and Skidel Highway has been completed. "The projects of 12 enterprises-residents of the free economic zone for the production of construction materials, chemical and woodworking products are being successfully implemented here. Next year [2023] Grodno Glass Works, a unique production facility for Belarus, will be launched"<sup>101</sup> . In Grodno district, three parking lots for 30 cars were built and put into operation at the Novaya Gozha site. The reconstruction of Industrialny prospect in Smorgon continued at the expense of FEZ "Grodnoinvest" development fund. The 3rd start-up complex worth over two million Belarusian rubles was put into operation, a traffic circle and pedestrian connections, outdoor lighting, storm sewerage, household water supply system were installed. The implemented complex of works allowed to significantly improve the capacity of cargo traffic of FEZ residents, to improve the quality of transport logistics and to ensure an adequate level of road safety in this area.

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<sup>100</sup> FEZ resident "Grodnoinvest" will build an international trade and logistics complex [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/rezident-sez-grodnoinvest-postroit-mezhdunarodnyj-torgovo-logisticheskij-kompleks-550573-2023/>

<sup>101</sup> 7 infrastructure projects implemented in 2022 by the administration of FEZ "Grodnoinvest". [Electronic resource]. - 2022. - URL: <https://grodnoinvest.by/press-center/7-infrastrukturnyx-proektov-realizovano-v-2022-godu-administraciej-sez-grodnoinvest/>

In 2023, it is planned to design and build engineering infrastructure in the areas of FEZ "Grodnoinvest" for a total of about seven and a half million Belarusian rubles. This will increase the investment attractiveness of Grodno region for the implementation of new projects and improve conditions for the existing enterprises-residents of the FEZ.

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