

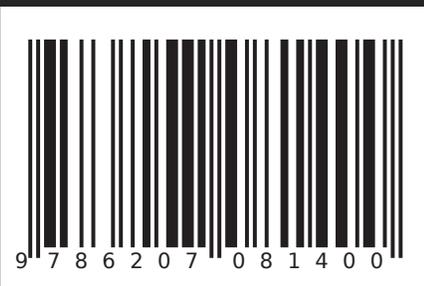
Hope for a positive future

In May 2023, at the meeting of the Council of Ministers of the Republic of Belarus dedicated to summarizing the results of socio-economic development of the Belarusian state for the first quarter of the current year, it was noted that the overall situation in the Belarusian economy is stable and the results have a steady positive trend. Macroeconomic balance has been preserved, while the foreign trade surplus for the first three months of this year is about \$243 million. The volume of exports of goods and services from Belarus in January-March 2023 amounted to about twelve billion dollars. This is the maximum figure for the last ten years. As for foreign investment, over three billion dollars flowed into the real sector of the Belarusian economy during this period. Belarusian free and special economic zones with preferential business regimes, where 427 residents from 35 countries are already registered, remain the main points of attraction for investments to create modern export-oriented and import-substituting industries and introduce high technologies. What steps are being taken to develop these points of growth in Belarus? This is the subject of the proposed study.



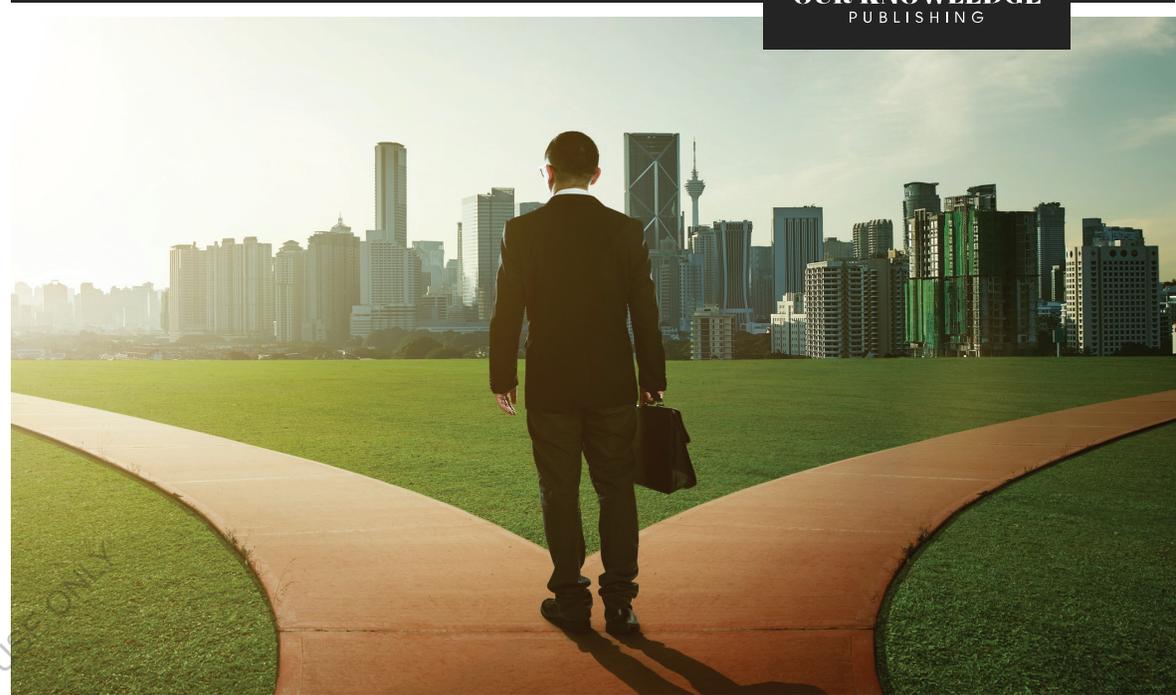
Boris Zalessky

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



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Dynamics of partnerships under economic realism

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**Dynamics of partnerships under economic
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Hope for a positive future

Dynamics of partnerships
under conditions of economic realism

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Eurasian Economic Union: from Memoranda and Agreements - before the practicalities

Intensification of economic cooperation with international organizations and foreign countries is one of the most important areas 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 joint entry of enterprises of member states into the markets of third countries..."¹. In December 2022, at the meeting of the Supreme Eurasian Economic Council in Bishkek, the main directions of the EAEU's international activities for 2023 were approved, where, in the context of the idea of the Greater Eurasian Partnership, the EAEU's priorities will promote the realization of the export potential of the Union's countries.

As of mid-November 2022, the Eurasian Economic Commission (EEC) has already concluded "46 memorandums with international organizations, 27 memorandums with governments, ministries and agencies of third countries, 14 memorandums with regional integration and interstate associations, 7 trade agreements with third countries"². 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 with the World Customs Organization, the World Trade Organization, the African Union. In this context, the development of dialog with the **Association of Southeast Asian Nations (ASEAN)** is one of the priorities of the EAEU's international activities.

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

² Approved the Main directions of the EAEU international activities for 2023 [Electronic resource]. - 2022. - URL: <https://eec.eacunion.org/news/utverzhdenny-osnovnye-napravleniya-mezhdunarodnoy-deyatelnosti-eaes-na-2023-god/>

ASEAN is a regional organization comprising 10 Southeast Asian countries - Indonesia, Malaysia, Singapore, Thailand, the Philippines, Brunei Darussalam, Vietnam, Laos, Myanmar, Cambodia - established to promote social, economic and cultural cooperation in the region. ECE has been successfully cooperating with the ASEAN Secretariat under the Memorandum of Understanding on Economic Cooperation since 2018. The purpose of this document is to promote economic cooperation to expand trade, economic and investment cooperation between EAEU member states and ASEAN in "the following areas: a) customs regulation and trade facilitation; b) sanitary and phytosanitary measures; c) technical regulation; d) e-commerce; e) trade in services and investment; f) entrepreneurship development, primarily for micro, small and medium-sized enterprises..."³

To implement the memorandum, a Program of Cooperation for 2020-2025 was adopted. It covers such areas as customs legislation and law enforcement, trade policy, entrepreneurial activity, technical and antimonopoly regulation, SPS measures, energy, 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% and amounted 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%). ASEAN's share in the Union's foreign trade turnover amounted to

³ 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>

2.8%"⁴. 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, technical and innovative interaction, industrial cooperation, as well as mechanisms for the exchange of practices and competencies, taking into account the goals of sustainable development. In particular, among the promising areas of cooperation is digitalization of the economy, where the EAEU and ASEAN have their own serious developments of mutual interest. In order to steadily increase trade, it is necessary to strengthen cooperation in the financial and banking sphere, including the use of payments in national currencies. The Eurasian Economic Union is successfully developing cooperation with the governments of a number of ASEAN countries in 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 in the world - in terms of population, so trade relations with this Asian state have significant potential. "The EAEU's trade turnover with Indonesia in 2021 grew by 41.5% to \$3.7 billion compared to 2020. At the same time, exports added 34.1%, imports increased by 44.5%"⁵. According to the results of three quarters of 2022, trade turnover between the parties grew by almost half, with exports of EAEU countries increased by more than two and a half times. And there is confidence that the liberalization of trade conditions may allow to increase trade turnover by at least

⁴ EAEU and ASEAN increase the volume of trade turnover [Electronic resource]. - 2022. - URL: https://eec.eaeu/Развития_nion.org/news/eaes-i-asean-narashchivayut-obemy-tovarooborota-/.

⁵ Andrei Slepnev: "Within the framework of the Eurasian Economic Forum in 2023 it is proposed to hold a business dialog with Indonesia" [Electronic resource]. - 2022. - URL: <https://eec.eacunion.org/news/andrey-slepnev-v-ramkakh-evraziyskogo-ekonomicheskogo-foruma-v-2023-godu-predlagaetsya-provesti-bizn/>

another one and a half billion dollars. In December 2022, the EAEU and Indonesia recorded an agreement to hold the first negotiating round in the first quarter of 2023, emphasizing that the parties "have prospects both for agricultural goods, which traditionally make up the bulk of the Union's imports from Indonesia, and for the industrial group actively traded in both directions"⁶ . So the potential for partnership in 2023 remains high.

If we talk about EAEU cooperation with **Thailand**, the first meeting of the joint working group on interaction was in November 2019. In September 2021, at the 2nd meeting of the working group, the parties stated that "at the end of the first half of this year [2021], the EAEU countries' trade turnover with Thailand increased by 32.6% compared to the same period last year and reached \$1.2 billion. This includes EAEU exports of USD 330.5 million and imports of USD 907 million. The EEU's exports amounted to \$330.5 million, imports - \$907 million. USD"⁷ . Exports increased mainly due to the export of metals and metal products, food products and agricultural raw materials, leather raw materials, fur 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, the introduction of new technologies. Bioengineering, supplies of energy resources and energy equipment, as well as agricultural products can be mentioned as promising areas.

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

⁷ 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-razvitii-sotrudnichestva-v-sfere-infrastruktury-novyh-tehnologij-tsifrovizatsii-i-zelenoj-ekonomiki/>

Another ASEAN country developing interaction in the EAEU is **Cambodia**. The Memorandum of Understanding was signed in May 2016. In September 2021, following the third meeting of the working group between the 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 the EAEU trade turnover with Cambodia decreased for objective reasons, but already in the first half of 2021 statistics inspired cautious optimism. "Trade increased by 1.4 times compared to the same period last year [2020] and reached \$130 million. THE INCREASE IN TRADE IS EXPECTED TO REACH US\$130 MILLION. At the same time, growth was observed in all EAEU states"⁸. Nevertheless, the existing trade turnover does not fully reveal the full potential of cooperation between the EAEU countries and Cambodia, so the parties plan to develop dialog and intensify trade.

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

Thus, 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 region. "According to the results of 2021, the dynamics of trade and economic cooperation between the EAEU and the UAE is positive. The trade turnover increased by 60.9% and reached \$6.3 billion, while in the EAEU as a

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

whole the foreign trade turnover increased by 35.1%⁹. The parties agreed in the memorandum to increase the volume of mutual trade, as well as to implement measures aimed at removing barriers. The EEC and the UAE intend to cooperate in the areas of customs and technical regulation, application of sanitary, veterinary-sanitary and quarantine phytosanitary measures, financial markets, transportation, industry and agro-industrial complex, competition policy and antimonopoly regulation, intellectual property.

In April 2022, the parties established a joint EAEU-UAE study group to explore the prospects of concluding 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. The negotiations are planned to be held 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 of more than 1,300 commodity items in both the industrial sector and agro-industrial complex. "The relevance of multifaceted interaction is confirmed by the high interest and presence of a large number of companies of the Union countries, including innovative ones, in the United Arab Emirates, as well as the role of this state as an international trade and transportation and logistics hub. In addition, the agreement with the UAE is seen from the point of view of strengthening the positions of EAEU exporters in countries throughout the Persian Gulf in the context of the Greater Eurasian Partnership and the North-South corridor"¹⁰.

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

¹⁰ EAEU will start negotiations with the UAE on the conclusion of a free trade agreement [Electronic resource]. - 2022. - URL: <https://eec.eaeunion.org/news/eaes-nachnet-peregovory-s-oae-o-zaklyuchenii-soglasheniya-o-svobodnoy-torgovle/>

In January 2023, the EEC, discussing with the Emirati side the issues of trade and economic cooperation between the EAEU countries and the UAE, including the prospects for increasing export and 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 the 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, trade turnover in the period from January to October 2022 compared to the same period in 2021 increased by another 55%"¹¹ .

There are also plans to conclude a new comprehensive trade agreement between the EAEU and **Iran in 2023**, which will "provide an impetus for increasing mutual supplies"¹² . In this context, the prospects for developing long-term mutually beneficial cooperation in transportation, cooperation in industry, agriculture and food security, as well as in other areas, are impressive. A future agreement will provide a strong contractual basis for these joint plans. As for the figures, "in 2021, trade turnover between the EAEU and Iran increased by 74%, and in the first 10 months of 2022 - by another 25% in relation to the same period of the previous year"¹³ . In January 2023, the parties agreed on all issues to finalize negotiations and sign

¹¹ 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-caes-i-oe-planiruetsja-vesti-v-uskorennom-rezhime-546918-2023>

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

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

the agreement with the exception of mutual market access for certain categories of agricultural products, for which discussions are still ongoing, but the issue will soon be closed.

The African Union is another major vector of EAEU international cooperation. **The** EEC considers interaction with African countries, regional and sub-regional associations of this continent as an important and priority area of the EAEU's international activities, which should be intensified, first of all, with the participation of the business community. The most important tasks in this direction are to strengthen economic ties and create conditions for the disclosure of competitive advantages. The EEC is engaged in a dialogue with the African Union within the framework of the Memorandum of Understanding on Economic Cooperation dated October 24, 2019. It should be noted that "in 2021, the Union's foreign trade turnover with African countries increased by 21.9% (to \$18.9 billion), exports - by 24.0% (to \$15.4 billion), imports - by 13.7% (to \$3.5 billion)"¹⁴.

In the context of the EAEU's interaction with regional and sub-regional associations of this continent, the first working meeting of official representatives of the EEC and the **Economic Community of Central African States** (ECCAS) was held in June 2022. This is an integration association of Central African countries, established in 1983, which includes Angola, Burundi, Cameroon, Central African Republic, Chad, Cameroon, Central African Republic, Chad, Democratic Republic of Congo, Equatorial Guinea, Gabon, Republic of Congo, Rwanda, Sao Tome and Principe. "The stated goals of the organization are to develop integration processes between the member countries, to promote their comprehensive deepening with reliance on

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

their own economic strengths, and to move 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 space"¹⁵. In 2023, the parties hope to take new steps towards a more substantive dialog aimed at practical interaction.

With regard to specific countries on the African continent, in 2023, ECE plans to intensify cooperation with African States such as **Egypt, Ethiopia** and the **Republic of South Africa (RSA)**.

As for **Egypt**, this country has already actively entered into negotiations with the EAEU on the creation of a free trade zone. "This African state will be the first to have a joint industrial infrastructure with the EAEU, the creation of which will become a window for the countries of the integration association to promote <...> industrial products to the countries of Africa and the Middle East"¹⁶. 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 links, jointly addressing the issues of technological transformation, which are determined by the climate agenda and the tasks of technological sovereignty.

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

¹⁵ 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/>

¹⁶ Zaleskii, B. With a focus on cooperation. Chronicle of international interaction in the post-Soviet space / B. Zaleskii. - Palmarium Academic Publishing, 2020. - C. 24.

billion), imports from Egypt to the EAEU increased by 11% (from USD 437 million to USD 489 million)¹⁷. In 2022, trade turnover increased by almost another 40 percent. So in the near future the parties will actually 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"¹⁸. And the plans are to increase the scale of economic cooperation between the EAEU and Egypt, which in the near future may contribute to the emergence of new joint and effective projects.

South Africa stands out among the countries of the African Union for its 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, and applies advanced agrotechnical achievements. This has enabled the country to fully meet its domestic food needs. In January 2023, the EEC proposed to create a Eurasian industrial zone in South Africa, which could become an entry point for EAEU producers to enter the still undeveloped markets of the African continent. The parties agreed that "in order to implement the agreements reached, the first step will be to hold 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, solving the tasks of creating

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

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

modern, competitive industrial and agro-industrial complexes, increasing the volume of mutual trade"¹⁹ .

In addition, areas of cooperation of mutual interest may include the development of production of agricultural products (fruits) and seafood, material and technical resources, in particular agricultural machinery, as well as winemaking. Stimulation of investments in the agro-industrial complex will contribute to increasing the efficiency of agricultural production, development of infrastructure. Moreover, the dynamics of mutual trade between the EAEU and South Africa in agricultural raw materials and foodstuffs shows growth opportunities. And the potential for this interaction between the parties is simply enormous.

Another African country that intends to continue to actively engage with the EAEU in 2023 is **Ethiopia**. A memorandum of understanding between the parties in the field of economic cooperation was concluded in October 2019. The country is a traditional EEC partner in Africa. "The trade turnover between the EAEU member states and Ethiopia in January - October 2021 increased 4.7 times against the level of the same period in 2020. This is of particular importance in connection with plans to double trade turnover with the countries of the continent"²⁰ . It should be noted 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 dialog in order to raise their awareness of the possibilities of using the unified system of tariff preferences of the

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

²⁰ EAEU and Ethiopia discussed plans for the development of cooperation for 2022 [Electronic resource]. - 2022. - URL: <https://eec.eacunion.org/news/eaes-i-efiopiya-obsudili-plany-razvitiya-sotrudnichestva-na-2022-god/>

EAEU for developing and least developed countries, as well as certain aspects of supranational regulation within the EAEU. After all, Ethiopia is particularly attractive for investors due to the Chinese New Silk Road passing through its territory, as well as the growth rate of the Ethiopian economy. So the parties have a serious reserve for increasing trade, economic and investment cooperation.

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Eurasian Economic Union: specific projects as a tool for diversifying integration

The Strategic Guidelines for the Development of Eurasian Economic Integration until 2025, which were adopted at the meeting of the Supreme Eurasian Economic Council in December 2020, contain 330 measures and mechanisms for the development of cooperation, grouped into 11 system blocks, the implementation of which should lead to the achievement of high results by 2025, including building a system for managing joint cooperation projects and developing high-productivity sectors, as well as harnessing the potential of cross-border arteries and logistics. "It is assumed that all these measures will help to increase only non-resource exports to third countries from EAEU [Eurasian Economic Union] states by a quarter by 2025. This can be achieved by following the path of creating joint Eurasian companies to mutually complement each other and produce competitive products"²¹. In this context, it appears that the EAEU will focus on a number of specific promising Eurasian integration projects, which include the **Eurasian Agro-Express** 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 EAEU countries to implement accelerated rail and multimodal transportation "**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 along the Chinese and Uzbek directions and back. "In the

²¹ Zaleskii, B. With the aim of sustainable development. Collection of articles / B. Zaleskii. - LAP LAMBERT Academic Publishing, 2021. - C. 4.

future, the routes of realization can be extended to other countries of the Asian and European regions. Regularity of shipments will make it possible to form tariffs competitive with respect to sea freight, as well as to reduce the time of delivery of goods (up to 10-14 days to China and 4-7 days to Uzbekistan)"²² .

In this case, we are talking primarily about supplies of oil and fat, dairy, meat, fruit and vegetable and ready-to-eat food products. Within the framework of this joint project it was planned to launch two full trains per week along the route Belarus - Russia - Kyrgyzstan - Kazakhstan - China, including trains with refrigerated containers for frozen products. In this case, the monthly volume of transportation in the direction of China can be about 10 thousand tons. The coordinator in this project is ANO Eurasian Agrologistics, and participation in it was confirmed by Bremino Group LLC (Belarus), KTZ Express JSC (Kazakhstan), NC KTZ (Kyrgyzstan), RZD Logistics JSC (Russia), and Slavtrans-Service JSC (Russia).

The Belarusian side, noting "the importance of the Eurasian Agroexpress project for food exports"²³ , expects to use it to increase food supplies, first of all, to China. The fact is that today the carriers of products from Belarus "are mainly Chinese companies"²⁴ . The launch of this project will provide another profitable opportunity in this regard. Especially since the Celestial Empire market is traditionally one of the main directions of Belarusian food export

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

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

²⁴ Belarus expects to increase food supplies to China with the launch of the "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/>

development. "In 2021, \$366.1 million worth of products were exported to China (47.9% growth by 2020). At the same time, in 2016, exports of food products to China amounted to \$18.8 million. The main share in the formation of export growth is occupied by beef in cut form, milk powder and whey, chocolate and confectionery products, whole milk and other products"²⁵. Supplies of starch, fruit jams and jellies, flour confectionery and pasta products, cereal flakes and butter have also increased. Moreover, 119 accredited Belarusian enterprises have already received the right to supply agricultural products to the Chinese market. All this testifies to the considerable prospects for diversification of commodity flows of Belarusian exports not only of meat and dairy products, but also of sugar, vegetable oil, and fish products.

In light of the trends observed in recent years, the Eurasian Agroexpress project may also become relevant for Belarus in the Uzbek direction. 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: climate agenda issues; digitalization of freight rail transportation; e-commerce; and implementation of the Eurasian Agroexpress project. This Central Asian country was granted the status of an observer state in the EAEU in December 2020. And "in 2016-2021, Uzbekistan's total trade turnover with EAEU member states increased more than 2.5 times: from \$4.5 billion to \$11.6 billion"²⁶.

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

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

As for Belarus, it is agriculture that 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"²⁷. The positive dynamics of mutual trade continued in the following years. Thus, in 2021, Belarusian-Uzbek trade turnover exceeded \$300 million and "increased by 7.8% to the level of 2020, exports - \$245.4 million (3.3% growth). The balance is positive - \$188.9 million"²⁸. The main items of Belarusian exports included meat and meat products, milk powder, cheese and cottage cheese. Undoubtedly, the current dynamics of bilateral cooperation between Belarus and Uzbekistan in the supply of food and agricultural products suggests that the joint project of the EAEU countries "Eurasian Agroexpress" may become a very timely and effective tool for Minsk and Tashkent to diversify export supplies.

In February 2023, at a meeting of the Eurasian Intergovernmental Council held in the Kazakh city of Almaty, the heads of government of the EAEU countries supported the proposal of the Eurasian Economic Commission (EEC) to include in the joint integration project "Eurasian Agroexpress" transportation carried out along the North-South international transport corridor towards Turkmenistan, the Islamic Republic of Iran, the United Arab Emirates and the Republic of India. The point is that "without stably functioning logistics adapted to new geopolitical realities, the

²⁷ 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.

²⁸ 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-belarusju-i-uzbekistanom-486939-2022/>

prospects for the development of our [EAEU countries'] economies will not be bright. <...> In order for the North-South corridor to work, it requires the full-scale involvement of all member states"²⁹ .

It should be said that due to the reorientation of a number of transportation routes, the demand for the North-South corridor is growing 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 to expand their transit and export potential. Moreover, the fact that the exceeding of the planned indicators of the Eurasian Agroexpress for the first year of its operation is very encouraging. "A total of 525,500 tons were transported under the project in 2022, including 282,900 tons of refrigerated cargo. The nomenclature of goods included chicken and beef meat, milk powder, oil and fats, fruit and vegetable and grain legume products"³⁰ . Even in spite of China's restrictions on product shipments due to the pandemic, multimodal transportation to this country was very active.

Of course, at the meeting of the Intergovernmental Council a number of aspects that hinder the effective work of the project were also noted. In particular, the problem concerns obtaining permits to import frozen products to China via overland railroad routes through the Dostyk-Alashankou and Altynkol-Khorgos border crossings. Its solution could provide a significant advantage in terms of cost and time of cargo delivery compared to multimodal transportation through the ports of the Far East. In this regard, the EEC has been instructed to

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

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

work with the authorized bodies of the interested EAEU member states to reach agreements with the Chinese side to eliminate restrictive measures and optimize customs and other administrative procedures.

But in general, in the course of implementing the joint project "Eurasian Agroexpress", its participants are already reaching common parameters, a common approach to this issue. This means the collection point and localization of loading. After all, EAEU partners from third countries have their own special requirements. That is why the project participants must be impeccable, supply perfect and at the same time meeting all the requirements of the receiving party products 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 at a specific place. Therefore, it is necessary to synchronize the processes. This will ensure predictability of train formation, fulfillment of plans"³¹. And at the head of the corner - serving the interests of manufacturers and enterprises that are engaged in transportation and logistics schemes.

Important detail: in September 2022, the Eurasian Agroexpress project directorate - ANO Eurasian Agrologistics - and the Russian Trading Company (RTC) in China, Hua No E Xiang, signed a cooperation agreement, which sets out the general legal framework for practical assistance in the development of foreign trade in EAEU food products at the so-called "last mile", within the contour of the Chinese 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 transport and

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

logistics services, including the organization of fast and affordable transportation of goods in containers, providing for multimodal solutions, assistance in search, selection and negotiations with the Chinese buyer, gradual transition to a digital format and the provision of a range of services in the mode "from supplier to counter"³². The projected annual traffic volume of the Eurasian Agroexpress project was expected to be around 500 thousand tons by the beginning of 2023. The observed growth in sales volume in 2022 allowed the logistics operators of the project to dispatch route trains almost daily on 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, the **Eurasian Electric Bus**, we must first make a small digression. The EEC has proposed to conclude a treaty in the EAEU on import substitution and to develop a corresponding Eurasian development program. In this regard, the EEC has already formulated the Union's Industrialization Map, which already involves 158 projects in 25 sectors worth more than \$270 billion. Also this map includes 669 technological directions in 30 industries. Recall that "in 2021-2022, the union has already implemented 25 import substitution projects totaling over \$21 billion - these are automotive, machine tool, electrical, chemical, metallurgical, medical, pulp and paper industries, as well as the production of lifting and transport, lifting equipment, construction and road, special, municipal equipment"³³. In 2023, another interesting project in terms of import substitution should find its "face" in the EAEU.

³² Trade instrument of the project "Eurasian Agroexpress" will be the Russian trading company in China [Electronic resource]. - 2022. - URL: <https://eec.eacunion.org/news/torgovym-instrumentom-proekta-evraziyskiy-agroekspress-stanet-rossiyskaya-torgovaya-kompaniya-v-kita/>

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

At the site of the EEC industrial block, the work on the implementation of the pilot project of industrial cooperation "Eurasian Electric Bus", initiated by the Belarusian side, began. The project "is aimed at maximizing the import-independence of the Union and involving as many industrial enterprises of the Union member states as possible in the cooperation process"³⁴.

The decision to launch the Eurasian Electric Bus pilot project was made in mid-July 2022 at a meeting of the EEC Council. "At the first stage, lists of critical components, assemblies and materials for the production of electric buses and companies of the Eurasian Economic Union (EAEU) countries with the necessary own production and technological potential will be formed"³⁵. This will not only create a basis for the full-scale launch of the project, but also assess the possibility of reorienting and adapting the production of units and components designed for other types of passenger vehicles - buses, trolleybuses - for their further use in electric buses.

In early September 2022, a decision was made to form a special working group comprising representatives of state authorities of the Union's countries, manufacturers of electric-powered vehicles and automotive components, as well as scientific circles of the member countries. In October 2022, representatives of the EAEU countries discussed the approaches to the implementation of the joint project "Eurasian electric bus" at an off-site meeting of the expert group in the field of automotive industry under the EEC Advisory Committee on Industry, held at the site of the Belarusian holding Belkommunmash.

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

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

The members of the expert group confirmed their interest in the development of electric transport in the EAEU countries, noting "the need to focus on organizing the production of critical components, units and materials for the production of electric buses, such as traction motors and their control systems, energy storage systems, bridges. It is proposed to consider setting up in the EAEU the production of cells for high-voltage batteries used in electric transportation"³⁶ . In addition, an agreement was reached for the Belarusian side to send a list of investment projects in this area being developed in the Republic of Belarus for consideration by experts from the EAEU 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 preferential treatment, should launch "an irreversible process of further development of the industrial sphere and the real sector of the economy in our states on the principles of technological sovereignty. Eurasian integration should first of all ensure the interests of industrial enterprises, domestic businesses of the real sector of the economy"³⁷ . The implementation of this project with relatively cheap credit resources will create strong cooperation chains between the EAEU member states and develop the relevant competencies. It is clear that "electric

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

³⁷ Golovchenko: there should be more projects to create an innovative product 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/>

transport means highly productive jobs, so everyone will benefit from it"³⁸ .

In February 2023, at a meeting of the Eurasian Intergovernmental Council in Almaty, a discussion was held at which it was noted that "the possible details of the implementation of this project are currently being worked out on the platform of the EEC. We need not only to determine the partners for cooperation (such proposals from Belarus have already been received), but also to prepare all the necessary documents so that in the future these projects could qualify for some benefits in terms of financing"³⁹ . At the next meeting of the EEC Council with the participation of deputy prime ministers of the EAEU countries, which was held 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 vehicle construction" was approved.

This document lays down the main basic approaches to cooperation between Member States for the development of electric transport production in the Union and measures to reach specific joint projects for the production of components. The recommendation also fixes the formed Lists of critical components and organizations with the necessary production potential. "First of all, it is necessary to develop competencies in electric bus construction, since such products are already manufactured in most countries of the Eurasian Economic Union and the demand for them is stimulated mainly through

³⁸ About \$20 million per year will be allocated to support cooperation projects in the EAEU [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/>

³⁹ 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-belarusiju-proekta-evrazijskij-elektrobus-548208-2023/>

government procurement <...> Further work in this area will continue, but the main focus is planned to be on the formation of potential cooperation projects with the development of the possibility of subsidizing interest rates on loans at the expense of the Commission's funds"⁴⁰ . In addition, during the elaboration of this issue, Belarus made proposals 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 worked out on the platform of the Commission on Cooperation and Import Substitution in priority and high-tech industries within the Union. And if necessary, the possibility of creating a joint cooperation project by the interested member states will be considered. So the Belarusian project "Eurasian Electric Bus" is already really starting its journey.

⁴⁰ The EEC Council approved measures for the development of cooperation cooperation between the EAEU countries in electric vehicle construction [Electronic resource]. - 2023. - URL: <https://eec.eaeunion.org/news/sovet-eek-odobril-mery-po-razvitiyu-kooperatsionnogo-sotrudnichestva-stran-eaes-v-elektromobilestroec/>

Eurasian Economic Union - China: understanding approaches allows future-proof

The People's Republic of China (PRC) is a major trading partner of the Eurasian Economic Union (EAEU). The agreement on trade and economic cooperation between the EAEU and the PRC was signed in May 2018 and entered into force in October 2019. In December 2021, at the 2nd meeting of the Joint Commission on the implementation of this agreement, it was noted that "the volume of mutual trade in 2021 will exceed the pre-pandemic level and amount to a record 165 billion dollars, demonstrating the high intensity and mutual complementarity of trade ties"⁴¹. Then, discussing the preparation of a roadmap for the implementation of the agreement between the EAEU and the PRC, the parties highlighted the development of digital transport corridors as the main section of this document, as the digitalization of railway transportation can have a cumulative effect. The issues of green trade and green investment were not left aside, where the Chinese side proposed to strengthen cooperation between the PRC and the EAEU on the global climate agenda, as well as the prospects for cooperation in three areas, which relate to issues of smart customs, smart customs borders and smart interconnectivity. At the same time, the Chinese side expressed its willingness to share its experience in implementing the concept of "three intelligent spheres", which is based on the modern technological mode with the use of new methods, systems and equipment, for the purpose of customs control and management.

In 2022, trade turnover between the parties as a whole increased by almost 30 percent and exceeded 200 billion dollars. At the same

⁴¹ Zalesky, B. Priority - concrete projects. Chronicle of integration interaction in the post-Soviet space / B. Zalesky. - LAP LAMBERT Academic Publishing, 2022. - C. 31.

time, exports from the EAEU countries to China increased by about 40 percent. Among industrial commodity groups, natural gas, hard coal and processed timber showed a steady growth in deliveries to the Celestial Empire. Agricultural exports included rapeseed oil, frozen fish, crustaceans and poultry meat. "As for imports, the most frequent imports from China in this [2022] year were liquefaction equipment, cargo vehicles, passenger cars, crawler excavators, tires and tires, air conditioners, **and of** agricultural products, sunflower seeds, tomatoes, vegetable extracts, peaches, onions, vegetable and fruit juices."⁴² .

In February 2023, the third meeting of the Joint Commission for the Implementation of the Agreement on Trade and Economic Cooperation between the EAEU and the People's Republic of China was held to discuss topical issues of interaction in trade, competition and sectoral cooperation, and to give a new impetus to pairing China's "One Belt, One Road" initiative with the EAEU's development plans. Within the framework of the event, a roadmap was signed aimed at activating and saturating trade and economic interaction between the countries in practical terms. In more detail, this "map" "includes three sections: digitalization of transport corridors, dialogues on foreign trade policy issues, as well as joint scientific research on the effects of various scenarios of deepening cooperation between the EAEU and the PRC"⁴³ .

As for the first section, the measures in this plan envisage a gradual transition to an electronic form of document exchange in freight rail transportation using electronic digital signatures, which will make it possible to noticeably simplify trade procedures and

⁴² The EAEU trade turnover with China increased by almost 30% [Electronic resource]. - 2022. - URL: <https://trans.ru/news/tovarooborot-caes-s-kitaem-viros-pochti-na-30-protsetov>

⁴³ Andrey Slepnev: "EAEU and China will simplify the transportation of goods by rail through the introduction of electronic document management" [Electronic resource]. - 2023. - URL: <https://eec.eacunion.org/news/andrey-slepnev-caes-i-kitay-uprostat-perevozku-gruzov-po-zheleznym-dorogam-za-schet-vnedreniya-elek/>

speed up the transportation of goods between the parties. It is also envisaged to develop cooperation in customs and veterinary and phytosanitary control. In terms of maritime and road transportation, it is planned to exchange experience in the field of electronic logistics information. In particular, the parties "agreed to continue promoting the development of the Eurasian Agroexpress project aimed at accelerated transportation of food products from the EAEU to China by rail"⁴⁴.

The second section of the roadmap focuses on the formation of a sustainable dialog on trade policy issues that have a significant impact on international trade. In addition, promising areas "for discussion during 2023-2024 have been agreed upon: climate agenda, foreign trade development strategies of the EAEU and the PRC, international practice of applying measures to protect the internal market, e-commerce"⁴⁵.

The third section envisages a comprehensive analysis of the effects of various scenarios of deepening trade and economic cooperation between the EAEU member states and China. In particular, within the framework of the third meeting of the Commission, a proposal was made to establish and develop interaction between the stock exchanges of the EAEU member states and the Shanghai Stock Exchange. In addition, the Chinese side expressed "its intention to actively promote cooperation in the capital market with the countries of the Eurasian Economic Union, indicating its readiness to provide financial structures and investors from the EAEU with

⁴⁴ Andrei Slepnev: "The EAEU trade turnover with China exceeded \$200 billion by the end of 2022" [Electronic resource]. - 2023. - URL: <https://eec.eaeunion.org/news/andrey-slepnev-tovarooborot-eaes-s-kitaem-po-itogam-2022-goda-prevysil-200-mlrd-dollarov/>

⁴⁵ On the third meeting of the Joint Commission on the implementation of the Agreement on Trade and Economic Cooperation between the EAEU and the PRC [Electronic resource]. - 2023. - URL: https://mfa.gov.by/press/news_mfa/ec528af998b30528.html

more opportunities" [6].⁴⁶ [6]. The parties also highlighted the importance of developing cooperation and exchange of experience on the issues of improving legislation in the field of regulation and supervision in financial markets, on methodology in the field of increasing mutual settlements in national currencies, on analyzing ways of interaction of payment systems and implementation of joint projects. Understanding of approaches in these areas will help coordinate further joint agenda of the EAEU and the PRC in the near future.

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⁴⁶ EAEU and China expressed mutual interest in the development of cooperation between exchanges [Electronic resource]. - 2023. - URL: <https://eec.eaeunion.org/news/eaes-i-kitay-vyrazili-vzaimnyy-interes-k-razvitiyu-sotrudnichestva-mezhdu-birzhami/>

Belarus: to promote trade and economic interests

Every year, Belarus approves the Plan of National Exhibitions of the country in foreign countries. Its distinctive feature is the Belarusian side's focus on promoting its trade and economic interests in the countries of Asia, Africa, and Latin America - Vietnam, Mongolia, South Korea, India, China, Turkey, Qatar, Iran, Kenya, Zimbabwe, and Brazil. In this regard, the Asian continent is particularly important, where "there are still many opportunities in this direction <...>. In order to successfully use them, 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 partnership relations with a number of Asian countries"⁴⁷, including **Vietnam, Iran, Mongolia, Turkey, Pakistan, China**, where Belarusian exporters actively participate in specialized exhibition events.

It is characteristic that representatives of Belarus are not participating in a number of exhibition events for the first time, but are already using their previous experience of promoting their interests there. **This** includes, in particular, the **Vietnam Expo** trade fair, which has been held annually since 1990 and is one of the largest in Southeast Asia, regularly gathering hundreds of exhibitors 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 at the event with a national exposition, whose participants included more than 50 large enterprises that emphasized "knowledge-

⁴⁷ 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.

intensive, complex technical products, as well as agricultural and food products"⁴⁸ .

In particular, only Belarusian State University (BSU) presented then about 30 scientific and technical developments in the field of agriculture, instrumentation, chemistry, health care, information technologies. "In particular, the exposition included a complex microbial preparation "Zhytsen". Its use has proven its effectiveness in increasing the yield of grain crops, it improves soil quality and accelerates the decomposition of stubble and straw"⁴⁹ . Here were also presented BSU biopesticides for integrated plant protection "Aurin", "Stimul", which are used to stimulate the growth and development of plants, their protection from bacterial and fungal infections. The visitors of the exhibition were also very interested in ultrasonic gas metering devices, remote monitoring device of mobile objects movement "Agent B-602", medical unit of general hyperthermia "Ptich-M", anticancer drugs, disinfectants, edible packaging films.

Such enterprises as OJSC Krinitza, OJSC Belsolod, JV OJSC Spartak, OJSC Minsk Kristall - Managing Company of Minsk Kristall Group Holding, OJSC Minsk Sparkling Wine Factory, OJSC Slodych Confectionary Factory, SOAO Kommunarka, OJSC Krasnyi Gazvik, OJSC Krasnyi Mozyryanin, OJSC Lidapischekonzentraty demonstrated the possibilities of Belarusian food exports in Ho Chi Minh City. Their interest in 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

⁴⁸ 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/>

⁴⁹ 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/>

the entire region of Southeast Asia, the population of which exceeds 600 million people"⁵⁰ .

In 2022, more than 350 companies from 16 countries, including China, the USA, Japan, India, Sri Lanka, Indonesia, and Cuba, took part in this forum. Belarus presented more than 100 scientific, technical and innovative developments in the field of high-tech equipment at this forum. The event is held under the auspices of Vietnam's Ministry of Industry and Trade. "The themes of the exhibition are IT and telecommunications, science and education, engineering and industrial equipment, agriculture, food, pharmaceutical and medical products, construction materials, chemical products, light industry, consumer goods"⁵¹ .

As for **Iran**, the International Exhibition of Agriculture and Food Industry Iran Agrofood was held in June 2022. The National Exposition of the Republic of Belarus was organized at the Tehran International Exhibition Centre. This forum is a key industry event in the field of food production 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, 311 organizations and enterprises became its participants. This time Belarus, Brazil, Germany, Italy, Germany, Turkey, the Netherlands and others presented their products. Belarusian manufacturers showed a wide variety of products. Thus, the range of goods of the confectionery factory "Vitba" included more than 100 items, including breakfast cereals, waffles and cookies.

⁵⁰ Enterprises of Belgospischeprom will present their products at an exhibition in Vietnam [Electronic resource]. - 2018. - URL: <https://www.belta.by/economics/view/predpriyatija-belgospischeproma-predstavjat-produktsiju-na-vystavke-vo-vjetname-327182-2018/>

⁵¹ 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/>

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 on Animal Husbandry offered a number of veterinary drugs and bio-additives based on nanoparticles for farm animals. The Belarusian State Technological University presented for the guests of the exhibition "new types of mineral fertilizers, technologies of processing of agricultural waste to produce construction and composite materials, technologies of processing of plant raw materials and medicinal herbs to produce biologically active additives, new methods of quality analysis of flax and flax products"⁵². Belarusian State University presented 15 scientific and technical developments at the international exhibition Iran Agrofood. Among BSU's 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 need sorting and special disposal conditions, preserves the taste, aroma, aesthetic appearance and sterility of products. The new type of wrapping is non-toxic, fully degradable in the human and animal body, able to reduce the use of plastic by times"⁵³.

And in **Mongolia**, in September 2022, the National Exposition of Belarus was presented at the 47th International Multidisciplinary Exhibition Ulaanbaatar Partnership in Ulaanbaatar. The exposition was attended by major export-oriented Belarusian companies - producers of food products, pharmaceutical products, machine-building enterprises, scientific and technical organizations, and others.

⁵² A wide range of Belarusian goods will be presented at the exhibition Iran Agrofood [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/shirokij-spektr-belorusskih-tovarov-budet-predstavlen-na-vystavke-iran-agrofood-507944-2022/>

⁵³ 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/>

"The Ulaanbaatar Partnership exhibition has a universal character and covers a wide range of thematic sections: food and beverages, agriculture, engineering, construction, healthcare, pharmaceuticals, light industry, consumer electronics. The event is one of the largest multi-sectoral exhibitions in Mongolia: in 2021 it gathered 110 companies and 12 thousand visitors"⁵⁴ . Belarus took part in the exhibition in Ulaanbaatar in the format of 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 a Belarusian-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 multidisciplinary exhibition MUSIAD Expo. The participation of domestic enterprises and organizations in the national exposition at this exhibition contributed to the establishment of new business contacts with potential partners, the increase of Belarusian exports and diversification of the product mix. 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 amounted to \$94.8 million (162%), exports - \$52.8 million (134%), imports - \$42 million (220%)"⁵⁵ . As for the Istanbul Expo, MUSIAD Expo is Turkey's largest biennial multi-disciplinary event. In 2020, it was attended by

⁵⁴ Belarus will 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/>

⁵⁵ The national exposition of Belarus will be presented at the multi-sectoral 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>

more than 500 companies and over 100 thousand visitors from 125 countries. The main sections of the exhibition are food industry, agriculture, construction, engineering and automotive, machine tools, metallurgy, petrochemicals, pharmaceuticals and healthcare, 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 other Asian countries. In particular, in **Pakistan**. Recall that at the International Trade and Industry Fair, which was held in the Pakistani city of Karachi in November 2021, the Belarusian collective stand of the State Committee for Science and Technology presented about 60 scientific, technical and innovative developments. Institutions of the Ministry of Education, as well as organizations of the National Academy of Sciences of Belarus showed their exhibits in the field of surface treatment and modification, chemical technologies and materials, physical materials science and new materials. "Among the most interesting developments are the technology of obtaining optically selective composite absorbing coatings for solar collectors, smart windows on bistable effect, multifunctional complex for preparation and automatic pouring of filled and unfilled multi-component hybrid-composite mixtures, technology of manufacturing energy-saving flat and flexible aluminum heaters with carbon fiber resistive element"⁵⁶. 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 already became the

⁵⁶ 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/>

fifth one. The Belarusian exposition was attended by 27 organizations from the food industry, logistics, science and education. The Belarusian pavilion at the import fair included "two main sections: 'Food and Agricultural Products' and 'High-Tech Equipment and Information Technologies'⁵⁷ . The total area of the Belarusian exposition was about 100 square meters. In 2023, it will become even larger.

It should be noted that in recent years, Belarusian expositions have also been presented on the African continent. For example, in **Kenya**, Belarus' interest in the Kenya International Trade Exhibition (KITE) business forum is 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 FoodAgro International Food, Hospitality and Agriculture Exhibition in Nairobi, which is a part of KITE. At that time the enterprises of Belgospisheprom Concern, Lidselmash Holding Management Company, Gomselmash, MTZ, MAZ, Bobruiskagromash, Lidakhleboproduct, Smorgon Bread Products Plant demonstrated their products in the capital of Kenya. Participation in the exhibition opened them "new opportunities to promote Belarusian agricultural machinery and equipment, fertilizers, foodstuffs, and agricultural products to the Kenyan market"⁵⁸ , and also pointed the way to the markets of other countries of East 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,

⁵⁷ China International Import Expo opened in Shanghai [Electronic resource]. - 2022. - URL: <https://www.belta.by/world/view/v-shanhae-otkrylas-kitajskaja-mezhdunarodnaja-vystavka-importa-533320-2022/>

⁵⁸ 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/>

MAZ and Pevin Motors and reached an agreement on the supply of Belarusian agricultural machinery - tractors, agricultural machinery, and equipment and accessories. For example, only the "Managing Company of Bobruiskagromash Holding" signed an agreement to supply its machinery worth about 500 thousand dollars. "The greatest interest among visitors [to the exhibition] was aroused by tillage equipment, tractor trailers and semi-trailers, as well as forage harvesting equipment (mowers, rakes, balers)"⁵⁹ . Besides, "Lidselmash OJSC and Peter Wanjohi Company have established cooperation for the construction of grain harvesting and grain processing complexes in Kenya, Uganda and other countries of the region"⁶⁰ . Belgospischeprom agreed to supply the first batches of sunflower oil and light canned beer to this African country. Finally, at the same time "agreements were signed on the construction of a plant of reinforced concrete structures on Kenyan land and the establishment of a fish farm with a total value exceeding one hundred million dollars" .⁶¹

In **Zimbabwe** in April 2022, the National Exposition of Belarus was presented at the 61st Zimbabwe International Trade Fair, the largest multi-disciplinary exhibition event in South Africa. More than 400 companies from 15 countries, including Kenya, Mozambique, the Republic of South Africa, Japan, the United States of America, showed their products. The Belarusian stand in Bulawayo presented "a wide range of machinery and equipment, scientific and technical

⁵⁹ "Bobruiskagromash" will supply Kenya with machinery and spare parts 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/>

⁶⁰ Belarusian enterprises at FoodAgro agreed on the supply of agricultural machinery to Kenya [Electronic resource]. - 2019. - URL: <https://www.belta.by/economics/view/beloruskie-predprijatija-na-foodagro-dogovorilis-o-postavkah-selhoztehniki-v-keniju-357705-2019/>

⁶¹ Zaleskii, B.L. Belarus - Kenya: outlined promising points of growth / B.L. Zaleskii // Proceedings of the XV International Scientific and Practical Conference, Novini na nauchnia progress - 2019, August 15-22, 2019: Sofia. "Byal GRAD-BG". - C. 3.

developments, medicines"⁶². The total exhibition area of the pavilion was about 170 square meters.

Foreign importers were particularly interested in the pharmaceutical products presented at the Belarusian pavilion. In particular, representatives of Belmedpreparaty RUE, part of the Belpharmprom holding company, held effective negotiations. "This is expected to expand the presence of Belarusian medicines in the African market"⁶³. 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 signed a number of agreements on cooperation with educational institutions and scientific organizations of Zimbabwe, while BELAZ signed agreements on the supply of auto parts.

The interest of the Belarusian side to this forum is also explained by the fact that "today Zimbabwe is actively expanding mining, has significant reserves of coal, diamonds, gold, lithium, copper and is one of the promising export destinations for BELAZ machinery"⁶⁴. For reference, Zimbabwe uses Belarusian dump trucks with payloads of 55 and 130 tons, bulldozers, loaders, tow trucks and irrigation trucks. At the exhibition in Bulawayo the manufacturer from Belarus held negotiations with the National Diamond Mining Company ZCDC, "which operates more than 20 dump trucks with payload capacity of 55 tons and other BELAZ special equipment, as

⁶² The national exposition of Belarus is presented at the largest exhibition in Zimbabwe [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/natsionalnaja-ekspozitsija-belarusi-predstavlena-na-krupnejshoj-vystavke-v-zimbabve-499129-2022/>

⁶³ Belarusian manufacturers of medicines will present their products at the exhibition in Zimbabwe [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/beloruskie-proizvoditeli-lekarstv-predstavjat-svoju-produktsiju-na-vystavke-v-zimbabve-498300-2022/>

⁶⁴ 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/>

well as with the coal company HWANGE Colliery⁶⁵. As a result, agreements were reached on the development of already existing partnerships.

In 2023, Belarusian expositions will also 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 organized for the first time back in 2017. Back then, Belarus was represented by the products of the enterprises of the Ministry of Industry, including OJSC MAZ, OJSC Gomselmash and OJSC Minsk Electrotechnical Plant, as well as the developments of the State Committee for Science and Technology, the National Academy of Sciences of Belarus and the Ministry of Education. "The exposition of Belarus at FIA 2017 aroused great interest of representatives of the Algerian state bodies, large private companies and enterprises, as well as the diplomatic corps. As a result of the negotiations held during the exhibition, memorandums of cooperation were signed between MTZ OJSC and Belarus Motor Algeria, as well as between the National Academy of Sciences of Belarus and potential partners"⁶⁶. In general, about one thousand companies from 40 countries participated in the FIA-2017 exhibition in Algeria. In 2023, apparently, the number of forum participants will be even higher.

As for the international exhibition of food and beverages Food Africa Cairo, which is held annually in **Cairo**, this year the Belarusian exposition will be organized at this venue for the fifth time. In December 2022, the exhibition Belarus. The Taste of Nature was presented at the **Egyptian** International Exhibition Center. Within the

⁶⁵ BELAZ intends to develop cooperation and strengthen ties with companies in Zimbabwe [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belaz-nameren-razvivat-sotrudnichestvo-i-ukrepljat-delovye-svjazi-s-kompanijami-zimbabve-499547-2022/>

⁶⁶ Belarus and Algeria have all 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/>

framework of the exposition 14 Belarusian enterprises presented a wide range of dairy, meat, starch products, as well as baked goods. The enterprises of Grodnoyasomolprom holding (Bellakt OJSC, Molochny Mir OJSC, Lida Dairy Canning Plant and its branch Smorgon Dairy Products, Rogoznitsky starch plant, Volkovysk and Slonim meat processing plants), as well as Agrokombinat Skidelsky, Smorgon Bread Products Plant, Primilk LLC, Lidakhleboproduct OJSC, Slutsk Cheese Plant and Minsk Milk Plant No. 1 OJSC⁶⁷.

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

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⁶⁷ Belarusian exposition is presented at the food exhibition in Egypt [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/beloruskaja-ekspozitsija-predstavlena-na-prodovolstvennoj-vystavke-v-egipte-538642-2022/>

Belarus: free economic zones as a tool for implementing 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 shorten the investment cycle from the moment of business idea to the beginning of production activity" 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 his activity as a resident of FEZ as efficiently as possible"⁶⁸. 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, it is planned to create 2.7 thousand jobs"⁶⁹. In addition, FEZs of Belarus in 2022 provided almost a quarter of the volume of Belarusian exports of goods. And this is despite the fact that there were 427 registered residents in six FEZs on January 1, 2023. Speaking about the types of activities of FEZ participants, last year "the most common was manufacturing industry - 86.4%. The transport industry involved 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%"⁷⁰. In particular, interesting investment and

⁶⁸ 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/>

⁶⁹ 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-velichilos-na-10-543104-2023/>

⁷⁰ Free economic zones last year provided 22.3% of exports of goods [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/svobodnye-ekonomicheskie-zony-v-proshlom-godu-obespechili-223-eksporta-tovarov-550537-2023/>

innovation experience can be seen in FEZs "**Minsk**", "**Vitebsk**", "**Brest**" and "**Grodnoinvest**".

Minsk FEZ is one of the most attractive investment sites in the Republic of Belarus. It is located on 21 land plots, which are located in the promising territories of Minsk region - within the boundaries of Minsk, Molodechno, Fanipol, Zhodino and Borisov. In 2023 the FEZ will celebrate its 25th anniversary. Over 100 enterprises with foreign capital from 19 countries, including Great Britain, Germany, Italy, Switzerland, the United States of America, Latvia, Lithuania, Sweden, Czech Republic, Poland, China, Estonia, have come here for a quarter of a century. During this time more than two and a half billion dollars in fixed capital was attracted, more than 29 thousand new jobs were created. The geography of export is 85 countries of the world. "For the whole period of FEZ "Minsk" activity the enterprises exported products for more than \$15 billion"⁷¹. The main industrial spheres where 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 specific weight of import-substituting products amounted to more than 50 percent, and "the specific weight of export supplies of FEZ enterprises amounted to 75 percent"⁷². Another interesting fact: FEZ residents more than doubled their supplies to China in 2022. Recall also that last year the zone was enriched with six new residents with a

⁷¹ Buben, A. About 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/>

⁷² FEZ "Minsk" residents in 2022 attracted 1.7 times more direct foreign 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/>

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 jobs were additionally created. In particular, the sixth FEZ resident in December 2022 became Belbansvi LLC, which will organize the production of technical fabric on the basis of secondary raw materials and textile waste. "It is planned that the company will start working already in the second quarter of 2023 in Fanipol, where about 50 jobs will be created. The declared investment volume of the project during 2023-2027 will amount to more than 1 million euros. The share of export supplies is more than 90%"⁷³. Belbansvi's products are in demand in the oil and gas industry, furniture industry, automobile services, medical sphere, as well as in other branches of production.

Also. In 2023, the main tasks to be realized in FEZ "Minsk" include: 1) attraction of new investors; 2) intensification of foreign economic activity; 3) use of new innovative technologies; 4) stimulation of business activity; 5) efficient use of resources; 6) expansion of import-substituting production capacities.

As for **FEZ Vitebsk**, as of mid-January 2023, there were already 57 organizations registered as residents, which are implementing projects with the participation of investors from 14 countries. The FEZ consists of 17 sectors located in Vitebsk, Orsha, Polotsk, Postavy, Miorsky and Dokshitsky districts, as well as in the regional center. In January, the first 2023 resident - LLC Lesdrevconsult - was already registered here. 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 realized with the support of Chinese

⁷³ FEZ "Minsk" resident will produce technical fabric on the basis of recycled materials [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/rezident-sez-minsk-budet-proizvodit-tehnicheskiju-tkan-na-osnove-vtorsyrjija-538832-2022/>

partners. "Prototype products are expected to be produced already in the first half of the year. In the future, the investors intend to organize the production of components in Polotsk, gradually increasing the degree of localization of gasoline tools production. The volume of investments will exceed Br1.5 million"⁷⁴ . Half of the output will 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. BELTANK CJSC became the sixth resident in September. The company will implement in Polotsk district an investment project for the production of steel containers, which involves increasing the volume of production of import-substituting products and creating new jobs. "The products can be used in the energy sector, petrochemical and construction complex, organizations of food, pharmaceutical, cosmetic industries, public utilities. It is expected to create about 20 jobs. The main markets for BELTANK's products are the countries of the Eurasian Economic Union"⁷⁵ . The seventh resident in November 2022 was "Metal Rolling Company" LLC with the project on development of a plant for production of white tinplate in the district town of Miori, which "assumes a significant increase in the volume of production of export-oriented products, involvement of more production workers in the economy of Miori district"⁷⁶ . So, this FEZ has good investment and export prospects.

Speaking about the **FEZ "Brest"**, at the end of 2022 the export volume of the zone residents exceeded one billion dollars for the first

⁷⁴ 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/novyy-rezident-sez-vitebsk-sozdast-proizvodstvo-benzoinstrumenta-v-polotske-542995-2023/>

⁷⁵ Zaleskii, B. Success is in development. Free economic zones as points of growth / B. Zaleskyy. - LAP LAMBERT Academic Publishing, 2022. - C. 57.

⁷⁶ Metalloprokatnaya Kompaniya" Ltd. - a new resident of FEZ "Vitebsk" [Electronic resource]. - 2022. - URL: <http://fez-vitebsk.by/press-room/rezidenty/ooo-metalloprokatnaya-kompaniya--novyy-rezident-sez-vitebsk/>

time. At the same time, a surplus of 460 million dollars was ensured, which is 44 percent of the volume of products shipped outside Belarus. This means that FEZ residents have exceeded the export target by almost three percent. More specifically, "the export of products of Accumulator Alliance LLC grew by 3.7 times, almost 5.5 times - Barkhim OJSC, more than 1.7 times - Vastega IOOO, 1.4 times - Inco-Food IP, 2.5 times - Kondor IOOO. JV "Santa Bremore" and LLC "STiM" exported 18% more products than last year. Export supplies of Brest Hosiery Combine increased by 16%"⁷⁷. In general, the share of FEZ residents in the total exports of Brest region enterprises amounted to 28 percent. Apparently, the positive dynamics will continue in 2023. Moreover, Santa Bremore plans to increase the physical volume of production by more than seven percent, Gefest-Technica - by eight percent, Involux - by almost 20 percent, Polipol Mebel Bel - by almost 10 percent. In addition, 42 FEZ residents continued to invest in production in 2022.

The year 2023 has also started well in the FEZ. In January, the first resident of the year was registered here - SanSpectr, which will implement an investment project to create a transport and logistics complex "West-East". This project will be organized on a section of railway tracks in the area of 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 realization period is five years. The company with Belarusian capital intends to invest more than seven and a half million Belarusian rubles and create about 20 new jobs. "The project has already started to operate. The repair of access roads has begun. It is planned to build feeder tracks, to equip additional container sites, to buy expensive special

⁷⁷ 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/>

equipment. In parallel, the company is working out a certificate for its own services. It will give an opportunity to attract new operators and expand the market of services in the sphere of railway container transportation"⁷⁸ . It is expected that new and reconstructed infrastructure facilities for storage of containers and their transshipment to motor vehicles will provide additional opportunities for solving the problems associated with the insufficient capacity of Polish railroads and the need to switch to a different gauge. Thus, the transport and logistics complex will contribute to the "widening" of bottlenecks in the handling of container trains within the Brest railway junction, running in the directions East - West - East.

In the same January 2023, the FEZ resident - Brestmash OJSC - presented 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 for social services of the city. In December 2022, "the territorial center of social service of the population of Moskovski district of Brest purchased a new car manufactured at Brestmash OJSC for use as a "social cab". The car is equipped with a device for smooth raising and lowering of a wheelchair, which facilitates transportation of people with disabilities"⁷⁹ . In the future, about 500 units of special automotive equipment of 26 models will be assembled at the production facilities of the resident of FEZ "Brest". These are commercial vans, vehicles for patrol and checkpoint and canine services, for transportation of people with disabilities, ambulances. The production capacity of the plant allows assembling up to two thousand vehicles per year.

⁷⁸ The first resident was registered in FEZ "Brest" this year [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/pervogo-v-etom-godu-rezidenta-zaregistrirovali-v-sez-brest-547274-2023/>

⁷⁹ Brestmash OJSC "Brestmash" resident of FEZ "Brest" 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>

Another example. In 2011, Baranovich Cotton Production Association became a resident of the FEZ. In 2023, the enterprise will celebrate its 60th anniversary. In January of this year, at the meeting held with the participation of the Prime Minister of the Republic of Belarus, the realization of 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 completed several stages of modernization, which allowed to increase the level of automation of the production process, to master new types of products and to achieve the application of high-quality prints of any complexity. In conditions of tough competition in this industry, where Asian manufacturers traditionally have strong positions, "in Baranovich the whole cycle of fabric production will be preserved. The company plans to expand the production of polycotton. Due to the addition of acrylic the fabric will acquire special antibacterial, non-flammable properties"⁸⁰. So the strategy of the association will be implemented further - in the line of powerful innovative modernization to take the JSC to a new level of development.

Recall: today the 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, Hantsevichy and Drohychn"⁸¹. As of the beginning of February 2023, 76 enterprises from 16 countries are already operating as residents. This shows that

⁸⁰ The strategy of BPHO development 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>

⁸¹ Zalesky, B. Betting on efficiency. Features of economic relations between Belarus and Asian partners / B. Zalesky. - LAP LAMBERT Academic Publishing, 2023. - C. 48.

FEZ "Brest" continues to actively address the issues of increasing the export and innovation component to contribute to the dynamic development of the whole Brest region.

In 2022, the **FEZ Hrodnainvest** actively developed such resident activities as woodworking, chemical products production, machine building, and metalworking. Five companies were registered as FEZ residents last year. The total volume of declared investments for realization of projects made about 30 million dollars. The realization of the declared investment projects will allow to create about 180 new jobs with decent salaries. Firstly, in Grodno on the site in the area of Grandichi the company "Krones-Grodno" organized a multi-profile production of furniture and wood products. Within the framework of the project, a new complex including production, warehouse and administrative premises will be built, modern technological equipment will be purchased. Secondly, "another new resident - LLC "VIMZOVPLAST" - will create in the regional center a modern plant for the production of a wide range of products from synthetic polymers and quartz agglomerate. The products are import-substituting and will be realized within the framework of a special FEZ legal regime through the development of cooperative relations with FEZ residents of Belarus..."⁸². Thirdly, in the Grodno district at the site in Novaya Gozha, the company Barinpak is implementing a project for the production of ecological packaging made of high-density fiberboard. The finished products are intended for export to the countries of near and far abroad, but some part of them will be sold in Belarus within the framework of gradual transition of the country from polyethylene packaging of goods to environmentally

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

safe. The first batch of products has already been produced and [was](#) highly appreciated at the republican contest of innovative projects.

Another important area of activity of FEZ "Grodnoinvest" residents in 2022 is logistics. Suffice it to say that only last year six residents worked in the FEZ in the field of logistics, which was the largest number among similar structures. In 2022, the establishment of production and logistics enterprises, in particular, was announced by Terminal West and Unionway CJSC, which are implementing investment projects on industrial sites in Grodno and Svisloch. Besides, last year the FEZ administration and the Arab company BRIKOIL TRANS-T.Z.E. signed a memorandum of intentions on the development of the existing transportation and logistics terminal in Grodno Region.

In February 2023, the seventh resident in the FEZ Hrodnoinvest in the logistics sector became ZapadTransGranitsa LLC, which will build an international trade and logistics complex near Hrodna airport. The project, located in the area of the agro-town of Obukhovo, is to complete the construction of an unfinished air terminal building with partial demolition. "The company plans to create a complex of administrative and storage facilities, build access roads, parking lots and taxiways for aircraft, as well as a cargo apron. The unique complex will be multimodal and will utilize the potential of road and air transport. The first phase of construction will be completed by the end of 2025. In total, more than \$35 million will be invested in the implementation of the project, and about 100 jobs will be created"⁸³. This complex will make it possible to use the logistic potential of Grodno region, to attract investments in the creation of a multimodal center that has no analogues in the region, to involve in economic

⁸³ 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/>

activity the building of the air terminal that has not been completed, to attract tourists and foreign trade companies, thus stimulating local entrepreneurial 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 in the FEZ sites in the cities of Grodno and Smarhon, as well as in Grodno district. Street No. 7 was reconstructed in Grodno, in the Auls district, and its improvement was carried out. The construction of a traffic circle at the intersection of Street No. 1 and Skidelskoye highway has been completed. "The projects of 12 FEZ resident enterprises on production of construction materials, chemical and woodworking products are successfully realized here. In the next [2023] year, the Grodno Glass Factory OJSC, a production facility unique for Belarus, will be launched"⁸⁴. In Grodno district, three parking lots for 30 parking spaces for passenger cars were built and commissioned at the Novaya Gozha site. The reconstruction of Industrial Avenue in Smorgon continued at the expense of the Grodnoinvest FEZ 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 water drainage, domestic water supply system were installed. The implemented complex of works allowed to significantly improve the capacity of cargo traffic of FEZ residents, improve the quality of transport logistics and ensure road safety at the proper level at this site.

In 2023, it is planned to design and construct engineering infrastructure at the sites of FEZ Grodnoinvest for a total amount of about seven and a half million Belarusian rubles. This will make it

⁸⁴ 7 infrastructure projects realized 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/>

possible to increase the investment attractiveness of Grodno region for the implementation of new projects and improve conditions for the existing FEZ resident enterprises.

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Belarus: an effective reserve for cooperation between enterprises

Import substitution is one of the key priorities for the development of the Republic of Belarus in the near future. Back in December 2021, the Belarusian government defined strategic directions of work and developed specific tasks in this direction. These include using the opportunities of such integration formations as the Eurasian Economic Union, "increasing localization in conjunction with support measures, implementation of sectoral import substitution programs, development of cooperation both within the country and with friendly countries, use of local raw materials, active involvement of scientific developments in the real sector of the economy"⁸⁵. At the end of December 2022 at the meeting of the Presidium of the Council of Ministers of the Republic of Belarus it was noted that in 2023 import substitution will become an even more effective driver of Belarusian industrial production, where special attention will be paid to increasing localization. Interesting experience in this context has already been accumulated in a number of Belarusian regions.

In particular, in recent years, the enterprises of **Brest region** have established a systematic work on mastering the production of import-substituting products. Suffice it to say that in 2022 the southwestern region produced such products worth almost 900 million dollars, while the production of new types of goods was mastered. For example, the production of batteries and components was increased. In Kobryn district, capacities for the production of mushroom compost were put into operation. The Brest Radio-Technical Plant mastered the

⁸⁵ Golovchenko: import substitution is one of the engines of the economy, designed to resist the sanctions pressure [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/golovchenko-importozameschenie-odin-iz-dvigatelej-ekonomiki-prizvannyj-protivostojat-sanktsionnomu-542135-2022/>

production of temperature indicators for the needs of "Brestgazoapparat". The enterprises that produce equipment for the processing industry also joined this work. Thus, KOMPO mastered the production of a line for sausage making, AgroPischeProm - equipment for meat processing.

In 2023 Brest region aims to produce more than 900 million dollars worth of import-substituting products, of which more than 530 million dollars worth of goods will be exported. At the moment, work is underway on 146 items, including 14 new ones. "In particular, the region's enterprises have taken up the manufacture of radiosurgical instruments, construction parts made of plastics, planters and seedling planters, and zip lock packaging. A farm in Ivanovo district grows bulbs of Dutch varieties of tulips. One of the enterprises in the region has mastered the production of low-protein bakery and confectionery products"⁸⁶. In addition, Pinsk "Kuzlitmash" is working on the creation of a new line of mechanical presses for precision stamping. Zubr Energy has started production of batteries using AGM technology. "Silicon Materials will produce monocrystalline silicon ingots. Production of hydraulic valves and expansion of the hydraulic cylinder model range will be organized at SALEO-Kobrin, and Kobrin Tool Plant SITOMO will create production of chrome-plated hydraulic cylinder rods.

As for the enterprises of **Gomel region**, which are actively working to replace imported products, the region produced import-substituting products worth more than \$860 million in 2022. At the same time, more than 70 percent of such products were exported. Among the most effective import-substituting projects is the Medplast

⁸⁶ Brest region enterprises plan to produce import-substituting products for more than \$900 million [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/predpriyatija-brestskoj-oblasti-planirujut-proizvesti-importozameschajuschej-produktsii-bolee-chem-na-561252-2023>

enterprise, where an innovative production of vacuum tubes for venous blood collection was launched in December 2021. Now 55 types of tubes of different size, volume and filling are produced here. These products are fully compliant with the level of world standards. "Over 14.4 million tubes were produced last year [2022], and plans for 2023 include 20 million tubes. In the long term, this production will make it possible to fully meet the needs of the country's medical institutions with the possibility to refuse imported analogs"⁸⁷. The total demand in Belarus is 20-25 million tubes per year.

Another example of import substitution in Gomel region is the SvetlogorskKhimvolokno enterprise, which last year launched "import substitution production of nitrile and latex gloves for medical and food industries. The design capacity of the production - 200 million pieces of gloves per year - completely covers the demand of the republic, including for surgical purposes"⁸⁸. At the same time, more than 180 new jobs have been created. Another interesting fact is the "Saleo-Gomel" enterprise, which provided a significant increase in the supply of new import-substituting hydraulic blocks and hydraulic equipment for the head conveyors of machine-building holdings "MTZ" and "Gomselmash".

In Mogilev region in 2022, import-substituting products worth more than \$820 million were produced, and "more than 60% of manufactured products worth more than \$500 million were exported. Small and medium-sized businesses account for more than half of

⁸⁷ From tubes to hydroblocks: in Gomel region activated import substitution [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/ot-probirok-do-gidroblokov-y-gomelskoj-oblasti-aktivirovali-importozameschenie-558557-2023/>

⁸⁸ Krupko: enterprises of Gomel region are actively working on the replacement of imported products [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/krupko-predprijatija-gomelskoj-oblasti-aktivno-rabotajut-nad-zamescheniem-importnoj-produktsii-557802-2023/>

import-substituting products in the region"⁸⁹. For reference, it should be noted that last year 113 economic entities produced import-substituting products in Mogilev region in 191 commodity items. Among them is the branch "Yelizovo" of OJSC "Grodno Glass Plant", where the modernization of the glass container shop has been completed. Now the project on installation of a line for sorting and processing of glass waste is being worked out there. PTUP "Krasny esudovik-Slavgorod" organized an innovative production of confectionery products, which has already created more than 80 new jobs. In 2022 BelEmsa LLC introduced capacities for the production of new types of hygienic products for children, i.e. diapers-panties, which are not produced in the country. OJSC Babushkina Krynka, the managing company of the holding company Dairy Company Babushkina Krynka, is implementing a project to create new lactose-free dairy products using an innovative membrane technology method. The project is included in the state program of innovative development of the Republic of Belarus for 2021-2025. UCHNPPP "Technolit" implements the project on organization of production of components for meat processing plants, flax factories, petrochemical enterprises, within the framework of which more than 300 units of spare parts for flax factories and meat processing plants have already been produced. One more thing: the enterprises of Mogilev region plan to produce import-substituting products worth 870 million dollars in 2023.

All these facts show that import substitution, cooperation between enterprises and increasing the level of localization of production are effective reserves for increasing the volume of

⁸⁹ This year the enterprises of Mogilev region intend to produce import-substituting products for \$870 million [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/predpriyatija-mogilevskoj-oblasti-v-etom-godu-namereny-proizvesti-importozameschajuschej-produktsii-na-560572-2023/>

industrial production, for strengthening cooperation ties between the business sector and large state holdings.

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Belarusian Universal Commodity Exchange: Asian vector expands cooperation

Increasing supplies of Belarusian goods to Asian and Middle Eastern countries is one of the top-priority tasks of the Belarusian Universal Commodity Exchange (BUTB). Figures show that at the end of 10 months of 2022, exports of domestic products via the BUTB to a number of Asian countries increased significantly: to Singapore - 6.6 times, to Turkey - 21 times, to Uzbekistan - 30 times.

In this context, in 2022, the **Chinese** segment of electronic exchange trading was also significantly activated on the BUTB. However, even "in 2021 the Belarusian-Chinese exchange turnover grew three and a half times"⁹⁰. And in October 2022, 100 companies from China, three of which have the status of stock brokers, were already working on the BUTB. In the first nine months of 2022, the amount of their transactions amounted to 27 million dollars. At the same time, more than 24 million dollars were provided by lumber - mainly softwood edging boards. China Township Enterprise Co., Ltd. (CTEC) became the 100th Chinese company accredited to participate in trading on BUTB, which at the initial stage intends to use the exchange platform to purchase wood products. In fact, since the end of October 2022, BUTB has resumed the practice of holding special trading sessions for the sale of lumber to China with delivery in containers to the destination. "In addition to sawn timber, this year the exchange also supplied unrefined rapeseed oil and skim milk powder to China. The total amount of transactions amounted to over \$3 million"⁹¹. Taking into account that one of CTEC's activities in China

⁹⁰ Zalessky, B. Systemic partnerships. Specifics of economic interaction between Belarus and the post-Soviet republics / B. Zalessky. - LAP LAMBERT Academic Publishing, 2022. - C. 45.

⁹¹ The 100th company from China has been accredited at BUTB [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/na-butb-akkreditovalas-100-ja-kompanija-iz-kitaja-530408-2022/>

is trade in agro-industrial complex products, it is not excluded that in the future the Chinese company will master this segment of the exchange commodity market.

Returning to the topic of export supplies of sawn timber products to China, we note that following the results of a special trade session held in the first decade of November 2022 at BUTB, more than 20 thousand cubic meters of Belarusian-made sawn timber were sold to the Chinese market. Eleven residents of China took part in this session. "At the same time, several bases of goods delivery were provided for the convenience of buyers, namely the cities of Taicang, Tianjin, Shanghai and Changsha. The key feature of the special trading sessions is that they are focused on a specific sales market -- in this case China."⁹² . In December 2022, at the Belarusian exchange platform, following the results of the special export trading session, these trades became record-breaking both in terms of the amount of transactions made and the volume of resources sold to the Chinese market. This is more than 60 thousand cubic meters of sawn timber "with a total value of 85.5 million yuan, or \$12.3 million in equivalent <...>. As a result, residents of the PRC and Singapore purchased 10 lots of 62.2 thousand cubic meters of sawn timber, i.e. half of all lumber products put up for auction"⁹³ . It should be noted that special trading sessions for the sale of sawn timber to China have been held on the BUTB since December 2020 with the support of the Ministry of Forestry of Belarus in order to diversify export supplies of products of domestic woodworking enterprises and increase export revenues through the use of a competitive mechanism of exchange trading.

⁹² Sawmill products for more than \$4 mln were purchased on BUTB by companies from China and Singapore [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/piloproduktsiju-na-bolee-chem-4-mln-priobreli-na-butb-kompanii-iz-kitaja-i-singapura-533965-2022/>

⁹³ \$12.3 million worth of lumber sold to China through BUTB [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/pilomaterialy-na-123-mln-prodany-v-kitaj-cherez-butb-541419-2022/>

For reference, 103 Chinese companies were already accredited on BUTB as of November 1, 2022. Among the new participants of the Belarusian electronic platform was a company from China, which for the first time bought tanned semi-finished product "vet-blue" on BUTB. Thus, the geography of sales of these products through this platform has expanded to eight countries. "Vet-blue semi-finished product is in stable demand among tanneries producers all over the world. Companies from Russia, Kazakhstan, Great Britain, Italy, Switzerland, Lithuania and Poland regularly buy this product at exchange trades. In January-October of this year, the total amount of transactions amounted to \$6.5 million"⁹⁴. So far, such products have not yet been sent from Belarus to China. Apparently, after the pilot deal, new supplies of tanned leather are not far off.

Another interesting fact. In November 2022, a large Chinese trading company with headquarters in Chongqing, specializing in the supply of cattle meat, chicken and seafood to the southern provinces of China, expressed interest in bidding for agricultural products at BUTB. The firm "has an extensive network of suppliers around the world, including Belarus, but during the pandemic all relationships were put on pause. Using the BUTB trading platform, where leading domestic suppliers of meat and meat products are represented, the Chinese importer intends to establish new business contacts and resume purchases of frozen beef in Belarus"⁹⁵. Moreover, in recent years, Belarusian products have gained popularity in the Chinese market and are in high demand among Chinese consumers. Therefore,

⁹⁴ Now also China: the geography of exports of Belarusian leather products through BUTB has expanded [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/teper-i-kitaj-geografija-eksporta-beloruskoj-kozhevennoj-produktsii-cherez-butb-rasshirilas-533733-2022/>

⁹⁵ Large Chinese importer of meat and seafood interested in cooperation with BUTB [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/krupnyj-kitajskij-importer-mjasa-i-moreproduktov-zainteresovalsja-sotrudnichestvom-s-butb-536236-2022/>

the company does not expect any problems with sales. In addition to the office and wholesale outlets in Chongqing, the company has representative offices in other provinces of China, which will ensure the widest possible geography of sales of meat purchased at the exchange.

In order to promote the development of Belarus-China e-commerce, BUTB continues to expand the list of partners from the Middle Kingdom to further strengthen trade and economic relations between the Republic of Belarus and the People's Republic of China. In particular, in September 2022, BUTB signed a memorandum of cooperation with the Chinese branch of the BRICS Institute for the Study of Future Networks (BIFNC) to promote more active involvement of Belarusian and Chinese companies, including small and medium-sized enterprises, in cross-border exchange trading. "One of the promising areas of interaction could be the accreditation of BIFNC as a broker. This will allow not only to fully utilize BIFNC's wide network of business contacts to attract sellers and buyers from China to exchange trading, but also to conclude transactions on their behalf, thus ensuring the growth of exchange trade turnover between Belarus and China"⁹⁶. It is expected that at the initial stage the main focus will be on supplies of Belarusian sawn timber and fuel pellets to China as the most demanded commodity items in the Chinese market.

Another new partner for BUTB in November 2022 is the Alliance of Economic and Commercial Advisors of China. The Chinese side is interested in such highly liquid commodity items as sawn timber, rapeseed oil, and "vet-blue" leather, as "in the near future, the level of demand will increase, including for Belarusian-

⁹⁶ BUTB and the China branch of the BRICS Institute will promote the development of electronic exchange trading [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-i-kitajskij-filial-instituta-briks-budut-sodejstvovat-razvitiju-elektronnoj-birzhevoj-torgovli-525751-2022/>

made goods that have proven themselves in the Chinese market"⁹⁷. So the Belarusian-Chinese exchange trade appears to be reaching a new qualitative level.

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

For example, in September 2022, the BUTB and the Inventivepreneur Chamber of Commerce and Industries (ICCI) headquartered in New Delhi (**India**) decided to join efforts to attract Indian companies interested in entering the Belarusian market to the Belarusian exchange platform. After all, the use of the exchange mechanism will not only help strengthen trade relations between Belarus and India, but also create favorable conditions for closer cooperation in related areas. Let us remind that ICCI has more than 10 thousand members all over India. These are mainly small and medium-sized businesses operating in various sectors of industry and agriculture, which receive services from the Chamber of Commerce and Industry for effective business, including market analytics, assistance in attracting investments, staff development courses, search for business partners in India and abroad. The main task of ICCI is to assist in scaling up business, which usually involves entering the markets of other countries, including Belarus. Given the low risks, wide product mix and direct access to leading Belarusian enterprises, BUTB is the optimal solution for ICCI to start its operations in Belarus. In particular, "Belarusian acrylic fiber and other petrochemical products are in high demand in India, as transactions in

⁹⁷ BUTB and the Alliance of Economic and Commercial Advisors of China identified areas of cooperation [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-i-aljjans-ekonomicheskikh-i-kommercheskih-sovetnikov-kitaja-opredelili-napravlenija-sotrudnichestva-535514-2022/>

this group of goods are regularly made <...>. No less promising positions are lumber, milk products, and light industry products"⁹⁸ .

Another curious fact: in November 2022, a pharmaceutical company from India - Tosco Pharmachem, which produces and sells specialty chemical compounds and reagents for the Indian pharmaceutical industry, was accredited for the first time on the BUTB for the purpose of purchasing petrochemical products. "Tosco Pharmachem plans to purchase acetone cyanohydrin on the Belarusian exchange platform, and in the future other chemicals and preparations it needs"⁹⁹ . This company's interest in the BUTB platform is due to a number of reasons. First, India is one of the three world leaders in terms of pharmaceutical production. Secondly, the Indian company will open new export opportunities for Belarusian companies in the petrochemical industry with the help of exchange trading. Third, in addition to increasing the Belarusian-Indian exchange trade turnover, BUTB will provide experience in the Indian market, which can be useful in selling other demanded commodity items, including synthetic fibers, to this South Asian country. In December 2022, the first transaction was registered on BUTB: Tosco Pharmachem bought 23 tons of Belarusian acetone cyanohydrin at the end of the trading session. The small volume of purchase is due to the desire of the Indian company to work out the whole scheme of importing goods from Belarus. "The Indian side is interested in long-term cooperation with the exchange, which implies regular participation in exchange trading and increasing the volume of purchases. At the same time, due

⁹⁸ BUTB and the Indian Chamber of Commerce and Industry plan to cooperate in exchange trading [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-i-indijskaja-torgovo-promyshlennaja-palata-planirujut-sotrudnicat-v-sfere-birzhevoj-torgovli-524659-2022/>

⁹⁹ BUTB plans to start exporting petrochemical products for the Indian pharma industry [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-planiruet-nachat-eksport-neftehimicheskoy-produktsii-dlja-indijskoj-farmotrasli-535977-2022/>

to the lack of practical experience of working in the Belarusian market through the exchange platform, the company preferred to first conclude a trial transaction for a small amount to minimize possible risks"¹⁰⁰ . In this regard, BUTB expects the growth of supplies of Belarusian petrochemical products to India. For reference: export exchange trading in chemical and petrochemical products has been held on BUTB since October 2021. The entire range of goods produced by the petrochemical industry of Belarus is supplied abroad. In 2022, synthetic fibers, gasoline, oils and solvents were in particular demand among foreign buyers. The main markets are a number of countries of the Commonwealth of Independent States, as well as the countries of the "far arc" - China, Syria, Pakistan, the United Arab Emirates, and Turkey.

In 2022, certain steps to intensify exchange trading were also made between Belarus and **Pakistan**. In particular, the first broker company from this country has already been accredited at the BUTB, and thanks to the efforts of the Embassy of Pakistan in Belarus, the central office of the exchange was visited by 70 representatives of the Pakistani business community, who are interested in purchasing products from Belarus. And it's not only lumber, but also products of chemistry and petrochemistry. For example, "Belarusian acrylic fiber is in high demand in Pakistan, which has recently been regularly supplied to this market through our trading platform. The volumes of transactions are not very large yet, so expanding the circle of Pakistani buyers is a task of paramount importance"¹⁰¹ to actually increase trade turnover between Belarus and Pakistan.

¹⁰⁰ Indian company makes its first deal on BUTB [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/indijskaja-kompanija-vpervye-sovershila-sdelku-na-butb-537935-2022/>

¹⁰¹ BUTB organizes supplies of Belarusian sawn timber for the industry of Pakistan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb->

Turkey is another country in Asia that is very promising for the sale of Belarusian goods through BUTB. Over the three quarters of 2022, 27 Turkish companies were accredited at the exchange. "This year, they bought domestic lumber, as well as scrap and waste non-ferrous metals at the exchange trading. If we compare it with January-September last year, the amount of transactions made by Turkish participants increased almost 1.5 times"¹⁰². Not only traditional export-import transactions involving Belarusian enterprises, but also transit transactions between non-residents are considered as possible areas of cooperation.

In November 2022, the BUTB agreed to develop exchange trade in agribusiness and wood products with the Istanbul Commodity Exchange (ISTIB) in order to "join efforts to increase mutual trade between Belarus and Turkey, with the main focus on agricultural and wood products, for which demand is consistently high in both countries"¹⁰³. In this regard, the Belarusian partners hope for support and assistance from ISTIB, whose members are more than ten thousand Turkish companies, and for many of them ISTIB could become a "window" to the market of Belarus and the Eurasian Economic Union. After all, the exchange platform is an effective tool for establishing direct contacts between producers and consumers of the two countries, which will make it possible to organize regular trade in such highly liquid commodity items as lumber and dairy products.

[organizuet-postavki-belorusskih-pilomaterialov-dlja-promyshlennosti-pakistana-535371-2022/](https://www.belta.by/economics/view/butb-organizuet-postavki-belorusskih-pilomaterialov-dlja-promyshlennosti-pakistana-535371-2022/)

¹⁰² BUTB will present the advantages of exchange trading at an exhibition in Turkey [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-predstavit-preimuschestva-birzhevoj-torgovli-na-vystavke-v-turtsii-529829-2022/>

¹⁰³ BUTB and Istanbul Commodity Exchange will develop trade in agricultural and woodworking products [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-i-stambulskaja-tovarnaja-birzha-budut-razvivat-torgovlju-produktsiej-apk-i-derevoobrabotki-533002-2022/>

Starting from December 2022, in order to make the exchange mechanism more attractive for foreign companies, including potential buyers of fuel pellets or pellets and other wood products, the BUTB introduced a simplified accreditation procedure for residents of Turkey. It should be noted that "the simplified accreditation procedure is already in effect for residents of 21 countries, which makes the exchange mechanism more accessible to foreign companies and contributes to the growth of supplies of Belarusian goods to these markets"¹⁰⁴. More than 18 thousand cubic meters of light and gray pellets were offered at the first export auction aimed at the Turkish market, which took place in the first decade of December 2022. More than 20 Turkish companies expressed interest in buying Belarusian biofuel. Apparently, the clear logistics and significant capacity of the Turkish market make it one of the most promising export destinations for Belarusian fuel products.

Also. In January 2023, the first company from **Mongolia** was accredited to participate in trading on the BUTB. This means that the geography of Belarusian exchange trading has expanded in the new year and now covers 71 countries on four continents. Through the BUTB, "the Mongolian company plans to supply Belarus with mining products, including fluorspar and slags used in the metallurgical industry, as well as to purchase Belarusian metal products and agricultural goods"¹⁰⁵. The interest of Mongolian business in the Belarusian stock exchange is not accidental. All metallurgical enterprises of Belarus are accredited and participate in trading on BUTB, and the amount of transactions in the metal products section in

¹⁰⁴ BUTB simplifies accreditation for Turkish companies [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-uproschaet-akkreditatsiju-dlja-turetskih-kompanij-537787-2022/>

¹⁰⁵ The first company from Mongolia is accredited on BUTB [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/na-butb-akkreditovana-pervaja-kompanija-iz-mongolii-545414-2023/>

2022 exceeded two billion Belarusian rubles. The exchange concentrates the largest consumers and producers of goods that the Mongolian company intends to trade. The situation is similar in the agribusiness segment: the BUTB offers the widest range of products from Belarusian agricultural enterprises, including exporters of milk, cream, and butter, which are especially in demand in Mongolia. It is expected that the next step in the cooperation between the Belarusian exchange platform and the Mongolian company will be granting it the status of an exchange broker, which will allow it to act as an official representative of BUTB in Mongolia and attract new importers and exporters to the Belarusian market.

In general, speaking about BUTB's cooperation with Asian countries, it should be noted that this direction of relations has a huge export potential. And "already in the near future this interaction will demonstrate high efficiency"¹⁰⁶. And the first steps in this regard have been made.

¹⁰⁶ Zaleskii, B. Potential of the exchange mechanism. Collection of articles / B. Zalesky. - LAP LAMBERT Academic Publishing, 2022. - C. 52.

Belarusian Universal Commodity Exchange: partnership addresses Singapore and Uzbekistan

In the near future, increasing supplies of Belarusian goods to Asian countries will become an even more urgent task of the Belarusian Universal Commodity Exchange (BUTB). Statistics show that "at the end of 10 months of 2022, exports of domestic products through the BUTB in a number of Asian countries increased significantly: to Singapore - 6.6 times, <...> to Uzbekistan - 30 times" [1, p. 11].¹⁰⁷ [1, c. 11]. To all appearances, in the near future the interaction with these two Asian countries will only strengthen.

As for **Singapore**, nine companies from this Southeast Asian country are now accredited to BUTB. Previously, Singaporean companies participated in the exchange trading only as buyers. Mostly, companies from Singapore buy Belarusian skim milk powder. Recently, there has also been an increased demand for wood products. In particular, "in 2022, exchange-traded exports of sawn timber to Singapore amounted to \$9.3 million, which is an order of magnitude higher than the figure for 2021"¹⁰⁸ [2]. By the way, a number of Singaporean firms regularly participate in special trade sessions to sell Belarusian lumber products for export with delivery to the country of destination.

In 2023, special attention will be paid to the development of the Singaporean direction. At the end of January, the goods of Singapore manufacturers were presented for the first time at the BUTB auction. It is about the sale of high-tech industrial equipment on the BUTB

¹⁰⁷ Zaleskii, B.L. Cooperation with emphasis on performance / B.L. Zaleskii // Materials of the XVIII International scientific and practical conference "Conduct of modern science - 2022", November 30 - December 7, 2022: Sheffield. Science and education LTD. - C. 11.

¹⁰⁸ Goods of Singaporean manufacturers will be presented for the first time at the BUTB auction [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/tovary-singapurskih-proizvoditelej-budut-vpervye-predstavleny-na-torgah-butb-547522-2023/>

import substitution platform. Laser equipment manufacturers from Singapore, interested in working in the domestic market, have been attracted under the bid placed by one of the Belarusian industrial flagships. For this purpose, two new Singaporean companies have already been accredited at the stock exchange. And in the near future, the first bids will be placed for sale. It is expected that placement of bids for the sale of import-substituting goods produced in Singapore in the BUTB trading system will contribute to the formation of a favorable competitive environment and reduce the costs of Belarusian enterprises that make purchases at the exchange trading. In the future, it is planned to further develop exchange trade with this state, which is a member of the Association of Southeast Asian Nations and is still a net importer of Belarusian goods.

Speaking about the development of prospective cooperation between BUTB and **Uzbekistan**, it should be noted that in February 2023, the first joint training seminar organized by BUTB and the Uzbek Republican Commodity and Raw Materials Exchange (UzRTSB) took place, following the results of which seven Uzbek companies were accredited as BUTB brokers. It should be reminded that in 2022, the amount of exchange transactions on the BUTB, concluded by Uzbek companies, increased 29 times. This shows that the exchange trade between Belarus and Uzbekistan is developing at an accelerated pace, reaching a qualitatively new level. And it should be understood that joining efforts of BUTB "with brokers of the Uzbek Commodity and Raw Materials Exchange will make it possible to expand the range of Uzbek residents using the Belarusian exchange platform, to establish trade in new commodity positions and thus give

an additional impetus to bilateral cooperation in trade and economic spheres"¹⁰⁹ [3].

During the seminar it was noted that accreditation of brokers of a foreign exchange is a completely new form of inter-exchange cooperation, the use of which will provide a powerful synergistic effect and bring real practical benefits to Belarusian and Uzbek economic entities. At the same time, the interaction should not be limited to the markets of Belarus and Uzbekistan. BUTB views the UZRTSB as a strategic partner, working with which it is possible not only to increase trade turnover between the countries, but also to gain access to other promising markets. In particular, Uzbekistan could become a kind of a springboard or an intermediate platform for Belarus to enter Central Asian countries, where woodworking, petrochemical and agricultural products are in high demand. All of these products are produced in Belarus and could be supplied to this region through the exchange platform. The seminar dedicated to the prospects of Belarusian-Uzbek exchange trade was attended by 20 professional participants of the exchange commodity market of Uzbekistan. During the training, Uzbek specialists familiarized themselves with all aspects of brokerage activities in the Republic of Belarus, including the procedure of accreditation at the exchange, possible schemes of work and the regulatory framework. The participants of the event exchanged their experience in conducting brokerage activities and discussed possible areas of cooperation, including the involvement of Belarusian logistics operators.

Another interesting partner of BUTB in Uzbekistan in the near future will be the Fergana region. The fact is that the companies of this Uzbek region are interested in using the Belarusian import

¹⁰⁹ Seven Uzbek companies are accredited as brokers on BUTB [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/na-butb-v-kachestve-brokerov-akkreditovany-sem-uzbekskih-kompanij-550602-2023/>

substitution platform, as "the exchange platform can become a valuable information resource for companies from Fergana region that would like to supply import-substituting goods to Belarus, as well as simplify the purchase of Belarusian products in demand in Uzbekistan" [4].¹¹⁰ [4]. After all, the exchange trading platform is interesting, first of all, as a marketing tool, with the help of which one can assess the volume of supply and demand, get up-to-date information on prices and, most importantly, find new business partners. In Uzbekistan, as in Belarus, the issues of production localization and import substitution are given the utmost attention, so if the parties manage to establish interaction in this area, it will certainly contribute to the growth of trade turnover between the two countries.

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¹¹⁰ Fergana region of Uzbekistan is interested in using the site of import substitution BUTB [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/ferganskaja-oblast-uzbekistana-zainteresovana-v-ispolzovanii-ploschadki-importozameschenija-butb-549224-2023/>

Brest region: technoparks - is an innovative perspective

One of the important mechanisms for implementing the strategy of innovative development in Belarus is the system of industrial parks on unused and inefficiently used production areas of state-owned enterprises. "The main areas of activity of residents of Belarusian technoparks today are such as instrumentation and mechanical engineering, electronics, information technology and software development, medicine, pharmaceuticals and production of medical equipment..."¹¹¹. An interesting experience in this regard is observed in Brest region.

As of the end of 2022, 55 residents were already registered in Brest Science and Technology Park. They are engaged in the spheres of IT, design, mechanical engineering, waste processing, education, medicine and others. In mid-December, the park welcomed four new ones. One of them specializes in the production of sports boats from composites, the second - in the design and production of orthopedic products. The third resident will be engaged in the production of pneumatic units, the fourth - in the development of neurocorrection program in speech therapy. At the beginning of 2023, the park increased the area by seven thousand square meters. "For its needs, the technopark received the former workshop of the Brest Electromechanical Plant. Its reconstruction began in November 2020. Thanks to the implementation of the project, the usable area of the building will increase twice - up to 22.5 thousand square meters. The whole point is that the ceiling height in the former production premises reaches 7.2 meters. Each of the four floors will be divided in two and the distance from floor to ceiling will be reduced to 3.6

¹¹¹ Zalesky, B. Looking ahead. Features of multi-vector partnership in modern conditions / B. Zalesky. - LAP LAMBERT Academic Publishing, 2021. - C. 117.

meters. The first phase of the reconstruction is nearing its completion"¹¹². From the beginning of 2023, five floors are planned to be completed: two technical floors, one and a half production floors and one and a half office floors. Now the equipment is arriving, being installed, connected and launched. Areas are being prepared to accommodate residents. In total, the reconstruction envisages three stages. A small amount of work has been defined for the second stage: a parking lot will be arranged. During the third stage the builders will erect five more floors in the building. They will be put into operation gradually during three years. The new areas of the technopark will house production and service facilities, offices, a shared-use center, co-working space, conference halls, and common areas.

In the development plan of Brest Science and Technology Park in 2023 it is planned to start construction of the park's branch in Baranavichy. In particular, "a plot of 13.7 hectares has been reserved next to the automatic lines plant. It is planned to build an industrial park on this territory, whose production facilities will be transferred for use to residents. The project envisages the construction of three workshops of the industrial hotel type. The area of one workshop is 6.9 thousand square meters."¹¹³. A logistics center, a small administrative building with laboratories and offices will also be built here. The start of works is scheduled for the middle of 2023. And the first building of the technopark is planned to be commissioned in 2025.

In 2023, a similar project was launched in Pinsk on the basis of "Polesie Technopark" LLC. It is about providing ready industrial

¹¹² . Brest Technopark will increase its area by the beginning of 2023 [Electronic resource]. - 2022. - URL: <https://www.belta.by/tech/view/brestskij-tehnopark-k-nachalu-2023-goda-uvulichit-svoi-ploschadi-540149-2022>

¹¹³ Industrial park will be built in Baranovichi [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/industrialnyj-park-postrojat-v-baranovichah-540068-2022/>

premises for organizations interested in producing innovative products. The proposed specialization of the industrial park is machine building, metalworking, logistics services, chemical industry. Three land plots with a total area of 50 hectares have been selected for construction in the industrial and warehouse zone on Kozubovsky Street. Two of them are included in the free economic zone (FEZ) "Brest". It should be noted that "the industrial park will consist of four production buildings of about 6 thousand square meters each and engineering infrastructure. The starting point of the park will be a plot of 11.5 hectares, which is located within the boundaries of FEZ "Brest". OJSC "Kuzlitmash", CJSC "Pinskdrv", CJSC "Amkodorpinsk", OJSC "PINEMA", Pinsk Plant of Small Mechanization Means"¹¹⁴ are located in the neighborhood. The industrial potential of these enterprises can be used to attract residents of the park and create production cooperation chains with them. This project will be implemented in several stages: the start of construction of the first stage - in September 2023; completion and launch of the first production facilities - in early 2025.

Another interesting example is Zhabinka. This satellite town of Brest aims to increase investment attractiveness and create comfortable conditions for business. Special attention in Zhabinka will be paid to producers of innovative products. "First of all, we are talking about science and technology parks and their residents, technology transfer centers. There is a need to modernize existing production facilities and create new, high-tech ones"¹¹⁵. So far, one resident of Brest Technopark has been registered in Zhabinka. It is a

¹¹⁴ Industrial park will start building in Pinsk in the fall [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/industrialnyj-park-nachnut-stroit-osenju-v-pinske-545904-2023/>

¹¹⁵ Technopark residents will be given preferences in the satellite city of Brest [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/rezidentam-tehnoparkov-predostavjat-preferentsii-v-gorode-sputnike-bresta-544234-2023/>

private enterprise that deals with digital technologies and robotics in agriculture. After becoming a resident of the Brest Science and Technology Park, the company retained its business in Zhabyinka district, got an opportunity to purchase a complex of capital buildings for the production of innovative and high-tech products, and even signed a contract for the production of a fuel pellet line for a peat briquette plant.

All this shows that Zhabinka as a satellite town has a high potential for attracting investments and is open for fruitful cooperation. The measures taken will ensure the progressive development of small and medium-sized businesses, increase their share in the economy of the region and contribute to the creation of new enterprises and jobs. For reference, we note: more than 500 individual entrepreneurs, about 150 micro and small enterprises, as well as 13 medium-sized businesses are registered in Zhabinka district. In the region in 2022, 8 new commercial organizations were created, 5 of them - in the satellite town. Small and medium-sized businesses provide more than 35 percent of the total revenues to the consolidated budget of Zhabinka district. So, the innovation prospects in this region are not bad either.

Belarus - Uzbekistan: using exhibition specifics

In 2022, at the 9th meeting of the joint intergovernmental commission on bilateral cooperation between Belarus and Uzbekistan, it was noted that by joint efforts the parties should achieve a multiple increase in the volume of mutual trade in the near future. At the same time, it emphasized "the importance of continuing systematic work for new promising joint initiatives"¹¹⁶, including the development of Belarusian exports in the Uzbek market using exhibition specifics. There will be several such projects in 2023.

In March 2023, the 22nd International Exhibition "Foodstuffs, Ingredients and Production Technologies - UzFood" was already held in Tashkent, where Belarus presented a large-scale exposition - The Taste of Nature - with the participation of more than 20 food producers. Concern Belgospishcheprom presented the products of confectionery factories Kommunarika, Spartak, and Krasny Izhevik, which familiarized the guests of the Belarusian pavilion with the best products and production novelties - new types of confectionery products, chocolate and chocolate candies, wafers, cookies, chewy and jelly marmalade.

Meat processing enterprises and dairy producers, which are part of the Grodniasomolprom holding and the Brestmyasomolprom concern, were also well represented at the exhibition. These are Brest, Pinsk, Slonim, Volkovysk, Grodno and Oshmian meat processing plants, which offered high-quality beef in various versions, sausages, meat semi-finished products. In particular, the Grodno meat processing plant demonstrated new products, which brought to

¹¹⁶ Zaleskii, B.L. It is important to continue systematic work for new projects / B.L. Zaleskii // Materials of the XVIII International scientific and practical conference "Proceedings of academic science - 2022", August 30 - September 7, 2022: Sheffield. Science and education LTD. - C. 3.

Uzbekistan raw smoked sausages "Vostochnaya" and "Kavkazskaya", boiled-smoked salami "Favorit" with olives, as well as with cheese.

The dairy segment is represented by Kobrin Butter and Cheese Factory, Minsk Margarine Plant, Luninets Dairy Plant, Lida Dairy Canning Plant, Molochny Mir, Molochny Gostinets and Minsk Dairy Plant No. 1. "Belarusian producers demonstrate a wide range of whole-milk products - milk, cream, kefir, cheese, cottage cheese, creams, yogurts"¹¹⁷. Oil and fat products and rapeseed oil could also be seen at the exhibition. Bread and bakery products were presented by Berestiisky Baker OJSC, and Bellact Company showed products for baby food. In addition, the products of such enterprises as Maloritsky Canning and Vegetable Washing Plant OJSC and Lidskie Food Concentrates OJSC were demonstrated.

Within the framework of the exhibition, an Uzbek-Belarusian business forum was held, which was attended by more than 50 heads and representatives of government agencies and business circles of the two countries, where cooperation in the field of agriculture and food was discussed, the food potential of Belarus was outlined, and the export potential of Brest and Grodno regions was presented. In addition, the business circles of the two countries held B2B negotiations, which took place separately and at the stands of Belarusian enterprises. As for the specific results of the exhibition, "Grodno Meat Processing Plant signed a contract for the supply of meat products worth \$500 thousand, and Minsk Margarine Plant signed a contract for the supply of its products worth 10 million Russian rubles. During the exhibition Minsk Dairy Plant No. 1 held negotiations on increasing sales volumes to its key partners in

¹¹⁷ Belarus presented its exposition at the exhibition of food industry in Tashkent [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/belarus-predstavila-ekspozitsiju-na-vystavke-pischevoj-promyshlennosti-v-tashkente-557927-2023/>

Uzbekistan, in particular, on the supply of butter and skim milk powder, and also signed a contract for the supply of dairy products"¹¹⁸. Bellakt discussed opportunities to increase sales of products, increase supplies of dried baby food and agreed to supply this Central Asian country with curd desserts and milk powder, including lactose-free milk, while Molochniy Mir signed an agreement to supply almost two and a half thousand tons of whey powder and more than a thousand tons of milk powder.

Bobruiskagromash Holding is also one of the Belarusian companies that are actively interested in promoting their export products in the Uzbek market. In March 2023, within the framework of the international exhibition "Agriculture - AgroWorld Uzbekistan-2023", specialists of the Belarusian company held negotiations with key Uzbek partners - Metal processing, Planeta Servis and MCHJ Buxoro Agro Texnika Garant, "with whom further volumes of machinery deliveries were agreed, as well as technical design of machines to adapt them to the requirements of the Uzbek market. In addition, during the negotiations the representative of the holding familiarized the partners with the novelties of Bobruiskagromash machinery: cotton cultivator, seeders and heavy-duty trailers"¹¹⁹. Partners from Uzbekistan confirmed their interest in annual deliveries of agricultural machinery from Bobruisk. For reference, since 2022, machines for applying solid organic fertilizers and rotary mower-shredders have already been working in Uzbek fields.

In April 2023, Tashkent will host the international industrial exhibition "Innoprom. Central Asia", which covers six thematic

¹¹⁸ Belarusian enterprises intend to increase supplies to Uzbekistan [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/beloruskie-predpriyatija-namereny-narastit-postavki-v-uzbekistan-559267-2023/>

¹¹⁹ Uzbekistan is interested in supplies of agricultural machinery "Bobruiskagromash" [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/uzbekistan-zainteresovan-v-postavkah-selskohozjajstvennoj-tehniki-bobrujskagromasha-556555-2023/>

sections: mechanical engineering, metallurgy and materials, energy solutions, chemical industry technologies, information and telecommunications technologies, and infrastructure development. The exhibition will feature an extensive Belarusian exposition Made in Belarus, which will present the best industrial developments and innovative equipment of the country's engineering industry flagships. "7 major enterprises have already expressed their interest in participating in the exhibition: Belarusian Metallurgical Plant, BELAZ, Minsk Tractor Plant, BATE, Scientific and Technological Park BNTU "Polytechnik", "Gomselmash", "StankoGomel""¹²⁰ .

Another important reserve of Belarusian-Uzbek economic relations is the intensification of partnerships between free economic zones (FEZs) of Belarus and Uzbekistan, whose residents can build cooperation in various areas. In March 2023, within the framework of the Third Congress of consolidated economic zones, held in Gomel, constructive negotiations were held between the administrations of FEZ Gomel-Raton and Navoi, where they discussed the potential for mutually beneficial partnership. In particular, "the first direction is to sell in Uzbekistan the demanded types of products of FEZ "Gomel-Raton" residents. Uzbekistan is quite an interesting market. It has 36 million population. <...> There are a lot of foreign investments, infrastructure projects"¹²¹ . Among the most demanded products of Gomel manufacturers the Uzbek side names such topical positions as industrial, boiler, heating, ventilation, cooling equipment, as well as energy-saving and energy-efficient technologies. In short, the Uzbek

¹²⁰ Belarus will present an exposition at the exhibition "Innoprom. Central Asia" in Tashkent [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/belarus-predstavit-ekspozitsiju-na-vystavke-innoprom-tsentralnaja-azija-v-tashkente-557617-2023/>

¹²¹ Industrial cooperation and access to new markets. Director General of FEZ "Navoi" about the partnership between Belarus and Uzbekistan [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/promkooperatsija-i-vyhod-na-novye-rynki-gendirektor-sez-navoi-o-partnerstve-belarusi-i-uzbekistana-557030-2023/>

market is an important area for Belarusian exports in Central Asia.
And this is just the beginning.

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Belarus - Azerbaijan: cooperation opportunities and prospects are there

In May 2023, Baku hosted the 13th meeting of the Intergovernmental Belarusian-Azerbaijani Commission (IGC) on Trade and Economic Cooperation, where the parties outlined the prospects of bilateral interaction, which has the character of a strategic partnership, and mutually beneficial economic ties are the flagship of further development between Belarus and Azerbaijan. It should be noted that Minsk and Baku, noting the high dynamics of trade turnover in 2023, confirmed that "at the end of the first quarter of this year, this indicator increased by almost 55% and exceeded \$8 million"¹²². In particular, Belarus has significantly increased exports to Azerbaijan of transformers, cables, other electrical products, woodworking products, as well as food products. At the same time, the Belarusian side sees prospects in organizing supplies of construction, municipal, railway, emergency and rescue and various types of special equipment, as well as elevators to this South Caucasus country and setting up their assembly production for the corresponding consumption volumes.

And at the 13th IGC meeting the parties adopted a number of documents on the development of cooperation, including in the field of industry. For example, a road map for the establishment of an assembly plant in Azerbaijan was signed in the field of elevator equipment for 2023-2024 between OJSC "Mogilevliftmash" and Ulu Geycha (Baku). A dealer agreement was also signed between MAZ OJSC and TURAN (Baku), providing for the promotion of MAZ

¹²² Efimov: the visit of the Belarusian delegation to Azerbaijan will contribute to the intensification of industrial cooperation [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/efimov-vizit-delegatsii-belarusi-v-azerbajdzhan-posposobstvue-intensifikatsii-promyshlennogo-566760-2023/>

products in the Azerbaijani market and their service. Another document is an agreement on supply of electrical products between V.I. Kozlov MEETZ OJSC (Minsk) and AZMETZLLC LLC (Baku)"¹²³ .

We had a special talk about the cooperation of Belarusian machine-builders with the Ganja Automobile Plant, which has become a landmark project for the two countries, showing an excellent example of effective interaction in the field of production cooperation. "For 17 years of joint work, more than 12 thousand Belarusian tractors, as well as about 4 thousand units of other machinery (MAZ, MZKT, AMKODOR) have been assembled at the plant. The Belarusian side is determined to continue joint work on expanding the range of jointly produced machinery, including grain harvesters and modern passenger vehicles (electric buses) meeting high environmental standards"¹²⁴ .

The 13th meeting of the IGC outlined key tasks in this context in order to develop the assembly of Belarusian machinery at this Azerbaijani enterprise. In particular, "it is necessary to expand the range of machinery assembled at PA Ganja Automobile Plant, including the resumption of joint production of special machinery on MAZ chassis and joint production of electric passenger vehicles. For this purpose, it is necessary to determine the models and quantities based on the existing full catalog of Belarusian vehicles and to form an appropriate order for the Azerbaijani enterprise"¹²⁵ . Another task is

¹²³ Industry and sport. Belarus and Azerbaijan signed documents on the development of cooperation [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/promyshlennost-i-sport-belarus-i-azerbajdzhan-podpisali-dokumenty-o-razvitii-sotrudnichestva-566641-2023>

¹²⁴ Mutual trade and industrial cooperation. Petrishenko on the prospects of cooperation with Azerbaijan [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/vzaimnaja-torgovlja-i-promkooperatsija-petrishenko-o-perspektivah-sotrudnichestva-s-azerbajdzhanom-566632-2023>

¹²⁵ Petrishenko: it is necessary to expand the nomenclature of Belarusian machinery assembly in Azerbaijan [Electronic resource]. - 2023. - URL:

to continue work on systematically increasing the production of tractors from Belarusian tractor kits at the Ganja plant, including for third-country markets.

Within the framework of the 13th IGC meeting, the parties also paid much attention to such a promising area of bilateral cooperation as agriculture and food. It should be recalled that in September 2021, "the first meeting of the Belarusian-Azerbaijani Working Group on Agriculture and Food Security was held, where the issues of cooperation in the field of crop and livestock breeding, food security, agrarian education, expansion of trade and economic ties in the field of agriculture... were discussed..."¹²⁶ . In May 2023, the parties concretized the tasks for the enterprises of the agrarian and processing complex to increase mutual food supplies between Belarus and Azerbaijan, as well as to ensure the expansion of the range of food products. For this purpose, the issues of recognizing the equivalence of the Belarusian food safety system and including Belarusian food producers in the relevant register of Azerbaijan will be settled as soon as possible. In addition, the parties stressed the significant potential for joint implementation of programs for the development of the Azerbaijani agricultural sector, including livestock breeding, where Belarusian experience in creating livestock complexes can be introduced, as well as to meet the needs for breeding livestock, necessary technologies and equipment, high-yielding, balanced feeds and premixes. Apparently, in the near future, Belarusian and Azerbaijani specialists will start practical implementation of the project for joint production of veterinary drugs on the basis of an enterprise registered in Azerbaijan.

<https://www.belta.by/economics/view/petrishenko-nuzhno-rasshirit-nomenklaturu-sborki-belorusskoj-tehniki-v-azerbajdzhane-566633-2023>

¹²⁶ Zaleski, B. International Cooperation and Media. Part IV. Collection of articles / B. Zalesky. - LAP LAMBERT Academic Publishing, 2023. - C. 110.

Finally, the decisions of the 13th IPC meeting also reflected other topical areas of Belarusian-Azerbaijani interaction. Thus, the Ministry of Sport and Tourism of Belarus and the Ministry of Youth and Sport of Azerbaijan signed a program of cooperation in the field of physical culture and sport for 2023-2025. And in order to further expand interregional ties, new interregional cooperation agreements will be elaborated, as well as the circle of twin cities between our countries will be expanded, including the signing of a corresponding agreement between the capitals Minsk and Baku. Thus, Belarus and Azerbaijan have a lot of opportunities for cooperation and prospects.

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Belarus - China: strategic partnership enters a new era

In March 2023, the leaders of the Republic of Belarus and the People's Republic of China adopted a **joint statement** on the basic principles of developing exemplary relations of all-weather and all-round strategic partnership between the two countries in the new era, which include mutual support for the state course and on issues affecting each other's indigenous interests. In addition to this joint statement, "Belarus and China during the state visit concluded 27 intergovernmental, interagency and interregional agreements, more than 10 commercial arrangements in various fields"¹²⁷ , and the cumulative economic effect of this visit is estimated at more than three and a half billion dollars.

Among the signed documents is the **Program of Belarusian-Chinese Scientific and Technical Cooperation for 2023-2024**, which aims the two countries at creating joint innovative industries. After all, "a developed engineering base, a modern system of training highly qualified personnel, and many years of advanced experience of the leading Belarusian design bureaus - all this forms the basis for future high-tech industries"¹²⁸ . In this regard, we would like to emphasize that in 2022, Chinese investors invested over USD 100 million in the implementation of projects in Belarus. In addition, more than forty projects were realized with the participation of Chinese companies, and about twenty more promising initiatives are being worked out this year. In this context, it is worth mentioning the Great

¹²⁷ Foreign Ministry: the state visit of the President of Belarus to Beijing has become a significant event in the relations with China [Electronic resource]. - 2023. - URL: <https://www.belta.by/politics/view/mid-gosvizit-prezidenta-belarusi-v-pekin-stal-znachimym-sobytiem-v-otnoshenijah-s-kr-557851-2023/>

¹²⁸ Belarus and China are aimed at creating joint innovative industries [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/belarus-i-kitaj-natseleny-na-sozdanie-sovmestnyh-innovatsionnyh-proizvodstv-556688-2023/>

Stone industrial park, where in 2022 "Belarusian resident enterprises launched production of glass for all types of land transport, innovative photographic printing products, automated process control systems in industry and energy. The science and technology park "InKata" was put into operation, which houses companies engaged in scientific research and experimental development"¹²⁹ .

Recall that in the last days of 2022, the number of residents in the Chinese-Belarusian industrial park "Great Stone" reached the mark of 100. For reference, we note that "as of the end of 2021, 85 residents were registered here"¹³⁰ . In particular, the 99th resident became LLC "Yunchenbel", the founder of which is a large Chinese company "SUMEC International Technology Trading". "The new resident will create an e-commerce platform to enable the import and export of mechanical and electrical equipment"¹³¹ . And the Belarusian company Human Kraft will produce medical products - customized bone tissue prostheses based on 3D printing technologies, which will be used in surgery, traumatology, dentistry and cancer treatment. Also, at the end of December 2022, agreements of intent to enter the industrial park as residents of Foryu Information Technologies LLC and Tontun Information Technologies LLC (People's Republic of China) were signed.

In addition, at the end of 2022, the resident company IPD Group LLC signed a lease agreement for a universal production building of 5.5 thousand square meters in the industrial park. This deal became

¹²⁹ Abramenko: "Great Stone" is a colossal opportunity for doing business on the platform of "Belt and Road" [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/abramenko-velikij-kamen-eto-kolossalnye-vozmozhnosti-dlja-vedenija-biznesa-na-platfome-pojas-i-put-556679-2023/>

¹³⁰ Zalesky, B. Partnership of flexible forms. Features of Eurasian cooperation dialog in the conditions of global threats / B. Zalesky. - LAP LAMBERT Academic Publishing, 2022. - C. 5.

¹³¹ The number of residents of "Great Stone" has reached 100 [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/kolichestvo-rezidentov-velikogo-kamnja-dostiglo-100-542481-2022/>

one of the largest in 2022 on the Belarusian industrial real estate market. "On these premises will be realized a project for the development and serial production of high-tech data processing and storage devices. In particular, the company will produce computer hardware, server equipment, monitors, interactive smart panels. In the future, the resident plans to expand the range of import-substituting products"¹³². In total, by the end of 2022, 19 residents were registered in Velikiy Kamen. Also. Last year residents of the park exported their products for more than 100 million dollars to 20 countries.

In 2023, Velikiy Kamen is expected to attract at least 20 residents. In January alone, several investors from Belarus have already been registered. In particular, "very interesting projects in the field of production of products for veterinary medicine. And the second project is in the field of science, <...> in the field of nuclear energy"¹³³. At the end of January, Velikiy Kamen registered a new resident - BaikalGroup LLC. "The company with Chinese capital will create a transport and logistics center <...> in the park. The park resident plans to provide warehousing and logistics services, including storage, packaging, tracking, labeling..."¹³⁴. Goods will be delivered to the countries of the Eurasian Economic Union.

In February 2023, three more new residents were registered in the industrial park: two with capital from Belarus and one from China. Heprotrade LLC will produce environmentally friendly thermal paper, the products of which will be widely used in sales and services. "The production capacity will be up to 300 tons per month. The realization

¹³² Velikiy Kamen" ended the year with the largest deal [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/v-velikom-kamne-zavershili-god-krupnejshej-sdelkoj-542635-2022/>

¹³³ "Great Stone" this year plans to attract at least 20 residents [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/velikij-kamen-v-etom-godu-planiruet-privlech-ne-menee-20-rezidentov-547180-2023/>

¹³⁴ The new resident of "Great Stone" will create a transport and logistics center [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/novyj-rezident-velikogo-kamnja-sozdast-transportno-logisticheskij-tsentr-547574-2023/>

of the project will make it possible to provide the domestic market with such products and reduce imports, as well as to supply them for export¹³⁵. The second February resident, Rivex LLC, will produce innovative dressing materials and for sterilization, which are intended both for the domestic market and for the countries of the Eurasian Economic Union. Bel-Nord Logistics LLC, founded by a Chinese company in the field of international logistics, one of the largest in the Inner Mongolia region, intends to "develop logistics infrastructure by building warehouses and introduce a wide range of services in this area. In addition, road transport of goods along the China-Europe route will be organized"¹³⁶. This initiative will also help in addressing the most important strategic task - expanding the presence of Belarusian products in the Chinese market.

In just a month and a half of 2023, seven new residents have already registered in Veliky Kamen. And in general, already during the life of the industrial park, "the total number is 107 residents with a planned investment volume of \$1.3 billion"¹³⁷. It is expected that in order to create additional conditions for attracting new investors in 2023, work will continue to further improve the special legal regime of the park with a focus on the implementation of new high-tech projects, including in the field of traditional and innovative Chinese medicine. Promising projects are also planned in logistics, e-commerce, fine chemistry, biotechnology, instrumentation, research and development. In February 2023, at a meeting of the working group on the China-Belarus Industrial Park, it was noted that on the

¹³⁵ Two more residents with Belarusian capital registered in "Great Stone" [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/esche-dva-rezidenta-s-belorusskim-kapitalom-zaregistririvany-v-velikom-kamne-549664-2023/>

¹³⁶ The new resident of "Great Stone" will develop international logistics [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/novyj-rezident-velikogo-kamnja-budet-razvivat-mezhdunarodnuju-logistiku-551642-2023/>

¹³⁷ This year "Great Stone" registered 7 new residents [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/v-etom-godu-velikij-kamen-zaregistririval-7-novyh-rezidentov-551821-2023/>

sites of Veliky Kamen "it is possible to quickly increase the level of localization in the production of medical and technological equipment, transport and other areas, to quickly replace the falling imports with these products. In order to maximize the available potential, it is necessary to continue to actively develop the park, build infrastructure and announce the project on a global scale"¹³⁸. In short, the current challenges dictate a window of opportunity for the residents of the industrial park - in particular, and also create additional competitive advantages for the prospective development of the Belarusian economy - in general.

Another important document adopted in March 2023 is the **Comprehensive Strategy for Joint Industrial Development**, implemented by the Ministry of Industry of Belarus and the Ministry of Industry and Informatization of China, which provides for the creation of incentive mechanisms for Belarusian and Chinese enterprises to intensify and strengthen and technological interaction. A roadmap with specific projects and initiatives has been prepared to implement this strategy. "It is planned to establish joint ventures in China, use Chinese technologies and competencies to modernize Belarusian industries and attract Chinese investment to implement projects in Belarus"¹³⁹ in such key areas as mechanical engineering, electronics, woodworking, opto-mechanical, pulp and paper and chemical production.

In particular, **Minsk Tractor Plant** is ready to intensify cooperation with China. The project to organize the assembly of

¹³⁸ Cherviakov: the current challenges of the economy - a window of opportunity for the residents of "Great Stone" [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/chervjakov-tekuschie-vyzovy-ekonomiki-okno-vozmozhnostej-dlja-rezidentov-velikogo-kamnja-550498-2023/>

¹³⁹ Abramenko, A. On the peculiarities of doing business in CCW, joint projects and prospects for cooperation / A. Abramenko // [Electronic resource]. - 2023. - URL: <https://www.belta.by/interview/view/ob-osobennostjah-vedenija-biznesa-v-krn-sovместnyh-proektah-i-perspektivah-sotrudnichestva-8633/>

BELARUS tractors with a capacity of 350 horsepower is currently underway in the Celestial Empire. The first prototype was tested in 2020-2021. Last year, two more BELARUS 3523 tractors were delivered to China for certification, after which a decision will be made to localize the assembly of Belarusian tractors. And in Minsk, testing of the BELARUS 3523 model with a diesel engine of the Chinese corporation Weichai continues. It is expected that 100 such engines will be delivered to the plant in the near future. "Another direction is related to the supply of components from China. Last year, imports from China amounted to \$1.8 million, at the end of two months of the current [2023] year - \$400 thousand."¹⁴⁰. So the parties are interested in joint investment projects.

During the state visit of the Belarusian delegation to China, several documents were signed concerning the development of production and **agro-industrial complex**. In particular, "the largest pig breeding complex in Belarus for 300,000 heads will be built in Minsk Region. <...> And we will modify our beef cattle breeding on the basis of Mogilev region. First of all - construction of a separate slaughterhouse. About a thousand lightweight sheds will be built for keeping cattle of Aberdeen-Angus or Limousin breeds"¹⁴¹.

Belarus also plans to almost double the volume of food supplies to China in 2023. Last year, these exports exceeded more than \$500 million. Belarusian supplies "increased in poultry meat (3 times), rapeseed oil (3.1 times), milk and cream (1.4 times) <...>. At present, 148 Belarusian producers are accredited to supply China with 171

¹⁴⁰ General Director of MTZ told about the intensification of cooperation with China [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/ob-aktivizatsii-sotrudnichestva-s-kitaem-rasskazal-gendirektor-mtz-553348-2023/>

¹⁴¹ Belarus expects to almost double the volume of food supplies to China [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/belarus-rasschityvaet-pochti-v-dva-raza-narastit-objemy-postavok-prodovolstvija-v-kitaj-553023-2023/>

categories of goods"¹⁴². And by the beginning of 2024, the goal is to reach \$900 million in product exports. Overall, in trade and economic cooperation with its partners from China, this year the Belarusian side has every chance to increase the volume of exports to \$2.2 billion.

Two more interesting documents signed in Beijing in early March 2023 concern the topic of **regional cooperation**. The first: it is the **plan of the Year of Regions of Belarus and China for 2023**, which "contains more than 80 bilateral agreements and initiatives"¹⁴³ to attract at least 150 million dollars of direct Chinese investment by each Belarusian region and Minsk by 2026. Second: it is the **Agreement between the Ministry of Economy of Belarus and the Ministry of Commerce of China on deepening trade and economic cooperation between the regions of the two countries**, in which the parties emphasize three Chinese regions. First, **Tianjin** is a city of central subordination, where the production and logistics orientation prevails. Secondly, **Qingdao**, located in **Shandong** Province, where enterprises of production and medical orientation are especially developing and where the **Shanghai Cooperation Organization** free trade zone is actively used. Third, **Chongqing** is another centralized city. "It is the heart of logistics, transit. Here it is mainly e-commerce, emphasis on transportation and logistics, including green corridors. This is when the train is not checked at the border, but controlled at the destination, which gives a big advantage in cost and time."¹⁴⁴.

¹⁴² Belarusian exports to China almost doubled in 2022 [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/za-2022-god-eksport-belorusskih-tovarov-v-kitaj-prakticheski-udvoilsja-556681-2023/>

¹⁴³ Abramenko: Belarus and China seek to deepen bilateral cooperation in all areas [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/abramenko-belarus-i-kitaj-stremjatsja-k-uglubleniju-dvustoronnego-vzaimodejstvija-vo-vseh-oblastjah-556675-2023/>

¹⁴⁴ . Nikolai Snopkov: The cumulative economic effect of the Belarusian-Chinese agreements is estimated at more than \$3.5 billion [Electronic resource]. - 2023. - URL: <http://www.government.by/ru/content/10547>

Also in early March 2023, Belarus and China signed a **plan to develop cooperation in the field of health care for 2023-2025**, which notes that "the parties will develop cooperation in health care, science and education based on the principles of national legislation of the countries, as well as on the principles of mutual benefit and mutual assistance"¹⁴⁵. The two countries will give priority to cooperation in such areas as: organization of joint scientific research in the field of medicine, exchange of experience in the diagnosis and treatment of diseases; organization of seminars and master classes for experts; cooperation in the field of epidemiology and microbiology and exchange of data on the spread of epidemic diseases; cooperation in the field of surgery, transplantation and hematology; participation in international medical exhibitions held in the People's Republic of China and the Republic of Belarus.¹⁴⁶ It is important to note that as early as in the Joint Declaration on the Establishment of an All-Weather and Comprehensive Strategic Partnership, published in September 2022, Belarus and China agreed to develop cooperation in the field of high-tech medicine, vaccines and pharmaceuticals and "prioritized the formation of a joint pharmaceutical cluster, the commercialization of new pharmaceutical products and technologies, and the establishment of a high-quality center of traditional Chinese medicine in Belarus" xml-ph-0.

For reference: the two countries have long-standing ties in the field of medicine. The first agreement on cooperation in healthcare and medical science between the Belarusian and Chinese Ministries of Health was signed back in 1994. In 2021, a decree of the Belarusian

¹⁴⁵ The plan on development of cooperation in the field of health care for 2023-2025 between Belarus and China has been signed [Electronic resource]. - 2023. - URL: <https://minzdrav.gov.by/ru/sobytiya/podpisan-plan-po-razvitiyu-sotrudnichestva-v-oblasti-zdravookhraneniya-na-2023-2025-gody-mezhdu-bela/>

¹⁴⁶ China and Belarus adopted the Joint Declaration [Electronic resource]. - 2022. - URL: <https://zviazda.by/ru/news/20220916/1663330543-kitay-i-belarus-prinyali-sovmestnuyu-deklaraciyu>

government "On the state registration of strategically important medicines" was adopted, which allows for their accelerated registration to fight a pandemic. And at the same time, the Ministry of Health for the first time carried out state registration of Chinese traditional medicine (TCM) - soft capsules "Qingyi". And today "810 items of medical equipment, 502 medical devices and 480 medicines produced in China are registered in Belarus. From April 2020 to the present day, PRC has provided gratuitous assistance in the amount equivalent to \$30 million. Belarus has received personal protective equipment, medical and diagnostic equipment, vaccine against COVID-19"¹⁴⁷.

Our country has already established TCM centers and the necessary business conditions for the creation of pharmaceutical production facilities. In particular, the Ministry of Health of Belarus has developed a compendium "Basic Aspects of Admission to Circulation of Medical Devices and Medicines" in Russian and Chinese languages for the residents of the Great Stone Park to inform them about opportunities and preferences. In addition, work has already been completed on the architectural project "Construction of a polyclinic on the territory of the park "Great Stone" taking into account the creation in it of a regional center for the promotion of traditional and innovative Chinese medicine", work is being completed on the inclusion of the specialty "doctor of traditional Chinese medicine" in the nomenclature of positions, which will give an additional impetus to the promotion of this topic in Belarus.

At the end of February 2023, the Ministry of Health of Belarus and the State Administration of Traditional Chinese Medicine of China reported that they were preparing a memorandum on TCM

¹⁴⁷ Ministry of Health of Belarus and Weigao Company signed a cooperation agreement [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/minzdrav-belarusi-i-kompanija-weigao-podpisali-soglashenie-o-sotrudnichestve-552445-2023/>

issues, which should reflect the creation of a TCM center in Belarus, a pharmaceutical cluster and the development of traditional Chinese medicine in the Chinese-Belarusian Industrial Park "Great Stone". It should be noted that "reflexotherapy methods, diagnostic methods, therapeutic gymnastics, classical acupuncture, Chinese massage, as well as treatment methods based on modern technologies - electroacupuncture, laser acupuncture, ultrasonic acupuncture <...> are used in Belarus. Centers of traditional Chinese medicine have been established in regional centers of Belarus. Cooperation has been established with a number of universities - Tianjin, Changchun, the University of Traditional Chinese Medicine of Zhejiang Province..."¹⁴⁸

. In addition, the educational process in this specialty is carried out at the Belarusian Medical Academy of Postgraduate Education at the Department of Reflexology. On average, more than 200 doctors are trained annually. The staff of the department has been repeatedly trained in Beijing, Taiyuan and Tianjin. These methods have shown their effectiveness, including in the treatment of postcovicular syndrome. Reflexologists perform about 900 thousand procedures of reflexotherapy in Belarus annually.

In 2023, the parties continue to actively cooperate in this context. In February, the Ministry of Health of the Republic of Belarus signed a number of cooperation agreements with Chinese partners. First, in the city of Weihai, Shandong Province, with Weigao International Medical Trading Company, which supplies Chinese-made medical devices and spare parts. Second, in Shijiazhuang City in Hebei Province, with North China Pharmactutical Company Limited (NCPC). "This company has been selected as a strategic partner to represent the interests of Belpharmprom Holding in the field of

¹⁴⁸ Belarus and China are preparing a memorandum on traditional Chinese medicine [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/belarus-i-knr-gotovjat-memorandum-po-voprosam-traditsionnoj-kitajskoj-meditsiny-552902-2023/>

procurement of pharmaceutical substances in the People's Republic of China, as well as to perform the functions of studying the market conditions, submitting proposals for the supply of substances and raw materials to the holding company's management company in accordance with the applications"¹⁴⁹.

As for the development of cooperation between Belarus and China in the new era in the **field of education**, in February 2023, Beijing hosted the International Educational Exhibition China Education Expo, within the framework of which a thematic exposition "Education in Belarus" was organized, where the leading Belarusian universities made presentations of educational programs: the Belarusian State University of Economics, the Belarusian State University of Informatics and Radioelectronics, the Minsk State Linguistic University, and the Belarusian State University of Economics and Radioelectronics. It should be noted that the Belarusian exposition was the only foreign one presented at this educational forum, which was visited by more than two thousand young men and women from China interested in studying in Belarus.

In addition, during the talks in the Chinese capital, the Beijing University of Civil Engineering and Architecture discussed the possibility of higher education institutions of Belarus joining the International Engineering and Architectural Consortium of Educational Institutions. In general, "as a result of meetings of representatives of Belarusian universities in Chinese universities and consulting companies, 17 agreements on cooperation in the field of educational services were signed, 16 agreements are being worked out

¹⁴⁹ Agreement on cooperation signed by the Ministry of Health of Belarus and Chinese pharmaceutical company [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/soglashenie-o-sotrudnichestve-podpisali-minzdrav-belarusi-i-kitajskaja-farmkompanija-552543-2023>

for signing"¹⁵⁰ . For reference, we note that "Belarusian and Chinese partners have already signed more than 540 direct cooperation agreements. To date, almost 500 citizens of the Republic of Belarus are studying in China, the number of Chinese students in Belarusian universities has reached 8000 people"¹⁵¹ . In addition, Belarus and China are actively promoting the creation of joint educational structures. For example, seven joint projects are already functioning: three laboratories, two centers and two institutes. There are 40 joint educational programs of the first and second levels of higher education, 10 of which have been developed over the last two years.

In this context, an important participant of international cooperation with the People's Republic of China in the field of education is **Belarusian State University** (BSU), which already cooperates with more than 50 Chinese universities, and more than three thousand citizens of the Celestial Empire are currently studying in its classrooms. In March 2023, BSU defined new vectors and forms of cooperation with leading universities in China to strengthen, intensify and expand the areas of partnership.

In particular, BSU is entering a new level of cooperation with Peking University, which is the oldest university in China and was founded back in 1898, where the local library has more than eight million books and has more than 46 thousand students, including more than four thousand foreigners. Recall that the two universities signed a memorandum of understanding in 2019. In March 2023, the parties initiated cooperation in the field of mathematical sciences. "The development of joint research projects, academic exchange for

¹⁵⁰ Belarus - China: 17 new agreements in the field of education signed [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/belarus-kitaj-podpisano-17-novyh-soglashenij-v-oblasti-obrazovanija-553144-2023/>

¹⁵¹ Zalessky, B. The Route of Interaction - Asia. Intensification of Belarus' multifaceted ties with the main economic partners on the continent / B. Zalessky. - LAP LAMBERT Academic Publishing, 2023. - C. 19.

lecturing on modern advances in probability theory, mathematical statistics and data analysis are seen as promising"¹⁵². In addition, cooperation in the field of joint training of master's and postgraduate students will be expanded. For this purpose, in the near future this topic will be analyzed in detail to determine the specialties and scientific fields of knowledge on which they plan to cooperate.

Another partner of BSU in China is Beijing Foreign Studies University, one of the leading universities in the country in the field of training linguists. In March 2023, BSU signed an agreement on exchange of students to develop academic mobility of undergraduate and graduate students studying Chinese, Belarusian and Russian languages. The parties will also develop joint innovative pedagogical methods.

As a result of the meetings held in March 2023, the Chinese University of Political Science and Law became a new partner of BSU. The universities signed a memorandum of understanding, which will allow cooperation in the field of jurisprudence in numerous vectors. "These include exchange of students, opening joint educational programs, implementation of joint research and educational projects, exchange of information, teaching materials and scientific reports, organization of conferences, seminars, workshops and courses and preparation of joint publications"¹⁵³.

Brest State Technical University (BrSTU) is also among the active Belarusian universities developing cooperation with Chinese partners. In January 2023, BrSTU signed an agreement on cooperation in education, science, and culture with Guangdong Construction

¹⁵² BSU enters a new level of cooperation with Beijing University [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/bgu-vyhodit-na-novyj-uroven-sotrudnichestva-s-pekinskim-universitetom-557082-2023/>

¹⁵³ Student exchange, joint programs: BSU and leading universities of China have identified new vectors of cooperation [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/obmen-studentami-sovmestnye-programmy-bgu-i-veduschie-vuzy-kitaja-opredelili-novye-vektory-557224-2023/>

Vocational Technical Institute to unite the efforts of the two educational institutions to jointly train qualified specialists for the benefit of the economies of the two countries. The parties plan to create a joint educational program to train Chinese students. It is a question of recruiting training groups, where children will study in China for the first two years and then - in Belarus. The Chinese side was particularly interested in the specialty of "architecture". "These joint educational programs are very popular because they allow students to get two diplomas in one cycle of study"¹⁵⁴.

It should be noted that Guangdong Construction Vocational Institute is the largest and the only state higher vocational educational institution that trains builders and architects and is located in the industrial center of southern China. It has 22,000 students. With the support of the National Development and Reform Commission of the People's Republic of China, an industrial and educational integration base has been built on the basis of the institute, where students study various innovative and traditional construction technologies, design methods, water supply systems, BIM-technologies, real estate management. As for BrSTU, more than 200 Chinese citizens are studying in Brest today. The most popular among them are specialties in economics, construction and mechanical engineering.

Finally, another set of documents signed in early March 2023 in Beijing concerned cooperation in the **media sphere**. This included an **agreement on cooperation between the news agencies of Belarus and China - BELTA and Xinhua**. In this regard, we note that the cooperation agreement between BELTA and Xinhua was first signed back in January 1993, then re-signed in June 2018. The new document

¹⁵⁴ Brest University and Guangdong Institute will jointly train architects and builders [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/brestskij-universitet-i-guandunskij-institut-budut-sovmestno-gotovit-arhitektorov-i-stroitelej-543128-2023/>

- already the third - "implies the exchange of text news, photos and videos, mutual support and promotion on the Internet and social networks"¹⁵⁵. The agencies agreed to exchange experiences and train journalists, editors and technical staff to improve their skills.

All these initiatives and projects adopted this spring in the relevant documents show that cooperation between Belarus and China in general tends to strengthen in all directions, but there is still a great unrealized potential, which will be realized already in a new era - exemplary relations of all-weather and all-round strategic partnership of the two states.

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¹⁵⁵ BELTA and Xinhua signed an agreement on strengthening cooperation and intensifying news exchange [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/belta-i-sinhua-podpisali-soglashenie-ob-ukreplenii-sotrudnichestva-i-aktivizatsii-obmena-novostjami-553192-2023/>

Belarus - Pakistan: partnerships - to a whole new level

Pakistan is one of Belarus's most important partners in Asia, which fits into Belarus's strategy of diversifying exports and developing interaction between the countries of the far arc. Pakistan is a friendly country that has a good industrial potential and market. The population of this country is over 200 million people. Pakistan has a well-developed agriculture, which makes it possible to organize cooperation in the supply of engineering and processing products. As for the Belarusian-Pakistani trade and economic relations, "during the last few years the volume of trade between the Republic of Belarus and the Islamic Republic of Pakistan has fluctuated between \$50 million and \$65 million"¹⁵⁶. But already in 2021 the trade turnover between them increased by more than 77 percent and exceeded \$92 million with a positive balance of \$63.6 million for the Belarusian side. Belarusian exports are based on "tractors and spare parts, potash fertilizers, specific goods, synthetic yarns, cellulose, dairy products, medicines, diesel engines"¹⁵⁷.

In the coming years, Minsk and Islamabad intend to make the necessary efforts to bring their partnership to a qualitatively new level. As for the Belarusian side, it intends to promote its goods and services in the Pakistani market in two ways. The first is to increase trade in traditional goods - automobiles, quarry and construction equipment, instrumentation, woodworking, meat and dairy, chemical, pharmaceutical and pulp and paper industries. The second way -

¹⁵⁶ Trade and economic relations between the Republic of Belarus and the Islamic Republic of Pakistan [Electronic resource]. - 2022. - URL: https://pakistan.mfa.gov.by/ru/trade_and_economic_bilateral_relations/

¹⁵⁷ Ambassador of Pakistan: agriculture and industry are our key points of interest in Belarus [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/posol-pakistana-selskoe-hozjajstvo-i-promyshlennost-nashi-kljuchevye-tochki-interesa-v-belarusi-494952-2022/>

supplies of new commodity items - metal products, flax fiber and yarn, as well as "including consumer goods, such as soft cheeses, perfumes and cosmetics, household appliances, children's goods and watches"¹⁵⁸ .

In January 2023, Minsk hosted the sixth meeting of the joint Belarusian-Pakistani commission on trade and economic cooperation, at which the parties proposed to intensify bilateral interaction both in terms of increasing trade turnover and investment cooperation, as "the two countries have good prospects for transition from simple trade to industrial cooperation and the creation of joint productions in areas of mutual interest"¹⁵⁹ . In particular, the two countries reached an agreement to expand cooperation in a number of areas - machine building, agriculture, science, education, health care. Thus, Belarus is interested in increasing supplies of industrial products - Belarusian passenger, municipal, agricultural, quarry machinery, textile products - to this South Asian country. "Partnership in agriculture is among the priorities. This is not only the readiness to expand supplies of Belarusian food products, but also products for livestock breeding: mixed fodder, protein supplements, veterinary drugs. The establishment of a permanent exhibition center of Belarus in Pakistan will help promote agro-industrial products more actively..."¹⁶⁰ . Another mutually beneficial area is pharmaceuticals, as Belarus is interested in exporting medicines to Pakistan and is already ready to

¹⁵⁸ National Marketing Center on the peculiarities of promotion of Belarusian goods in the market of Pakistan [Electronic resource]. - 2022. - URL: <https://www.belta.by/comments/view/natsionalnyj-tsentr-marketinga-ob-osobennostjah-prodvizhenija-belorusskih-tovarov-na-rynok-pakistana-8188/>

¹⁵⁹ Belarus is interested in supplying Pakistan with agro-industrial complex products and agricultural machinery [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/belarus-zainteresovana-v-postavkah-v-pakistan-produksii-apk-i-selhoztehniki-544338-2023>

¹⁶⁰ Belarus and Pakistan agreed to expand cooperation [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/belarus-i-pakistan-dogovorilis-o-rasshirenii-sotrudnichestva-544373-2023>

consider the possibility of establishing joint pharmaceutical production facilities.

At the 6th meeting of the joint commission, the parties specifically also discussed opportunities for cooperation in the field of science and high technologies. These include nano- and biotechnologies, laser optoelectronics, information and communication technologies, aerospace and geoinformation systems. In this regard, in March 2023, the national exposition of Belarus at the International Trade and Industry Fair will be organized in the Pakistani city of Karachi. Recall that at a similar exhibition in November 2021 in Karachi, the collective stand of the State Committee for Science and Technology "presented about 60 scientific, technical and innovative developments. Institutions of the Ministry of Education, as well as organizations of the National Academy of Sciences of Belarus showed their exhibits in the field of surface treatment and modification, chemical technologies and materials, physical materials science and new materials"¹⁶¹. So, to all appearances, the dialog between the parties will be continued in the near future.

Finally, regional cooperation is gradually becoming another promising area of Belarusian-Pakistani partnership. A number of agreements and memorandums between cities, provinces, and regions of the two countries have already been signed. For example, Hrodna Region has a great potential for cooperation with Pakistan among Belarusian regions. "The province of Sindh and the city of Karachi, which is the industrial center of Pakistan, are very important strategic partners. A cooperation agreement was signed between the city of

¹⁶¹ Zalesky, B.L. To promote domestic technologies / B.L. Zalesky // Materiały XX Międzynarodowej naukowo-praktycznej konferencji "Kluczowe aspekty naukowej działalności - 2023", Volume 1. Przemysł: Nauka i studia. - C. 24.

Karachi and Grodno Region in 2015"¹⁶² . And the parties today are ready to renew the work of the agreement and resume relations in all sectors: economy, business, culture, education. For example, baby food produced by Bellakt has already proven itself in Pakistan, and these supplies can be increased. And during the existence of Grodno Medical University 122 Pakistani students have already received education here. So the parties will actively continue their work to develop points of contact. After all, this is only the beginning.

Another interesting idea that relates to Belarusian-Pakistani regional interaction is that nine special economic zones are planned to be built in Pakistan in the near future, four of which are in a high degree of readiness. All of them are located in the Pakistan-China economic corridor and can be used to implement joint Pakistan-Belarus projects. In particular, the parties are already discussing the establishment of an assembly plant of Minsk Tractor Plant in Pakistan, as well as joint ventures for the processing of dairy products. Thus, it can be predicted that partnership ties between the regions of Belarus and Pakistan may soon turn into new promising projects.

¹⁶² Ambassador: Hrodna region has a huge potential for cooperation with Pakistan [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/posol-grodnenskaja-oblast-imeet-ogromnyj-potencial-dlja-sotrudnichestva-s-pakistanom-515738-2022>

Belarus - Pakistan: the goal is to establish new business contacts

In March 2023, the International Trade and Industrial Fair-2023 was held in the Pakistani city of Karachi. It is an exhibition specialized forum in South Asia, where annually more than 350 companies from around the world and more than 50 thousand visitors take part. The main sections of the exhibition are: agriculture, automobile industry, machine tool industry, power engineering, metallurgical and mining industry, construction, petrochemicals. The National Exposition of Belarus was organized at this exhibition, where "20 Belarusian companies took part, which produce industrial, petrochemical, diagnostic goods, materials and equipment, as well as provide educational services, research and development works"¹⁶³.

In particular, almost forty developments of Belarusian scientists from seven scientific and research and production organizations of the National Academy of Sciences (NAS) of Belarus and institutions of the Ministry of Education were presented. "Among the most interesting were electronic ceramics and products based on it from the Materials Science Research Center of the National Academy of Sciences of Belarus, including ceramic insulators and housings for microwave filters, dielectric resonators, resonators for antennas, and products based on piezoceramics"¹⁶⁴. In addition, the Materials Research Center presented graphene-containing material and products

¹⁶³ The national exposition of Belarus opened at the industrial exhibition in Pakistan's Karachi [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/natsionalnaja-ekspozitsija-belarusi-otkrylas-na-promyshlennoj-vystavke-v-pakistanskom-karachi-554860-2023/>

¹⁶⁴ Belarus will present scientific, technical and innovative developments at the International Trade and Industry Fair in Pakistan [Electronic resource]. - 2023. - URL: <https://edu.gov.by/vi-ru/news/belarus-predstavit-nauchnotekhnicheskie-i-innovatsionnye-razrabotki-na-mezhdunarodnoy-vystavke-inter/>

based on it. It can be used in structural elements, energy storages, lubricants, sorbents, sensors.

The Institute of Meat and Dairy Industry of the National Academy of Sciences presented dry starter and bioconservative at the exhibition. Bacterial starter for balancing feed additive regulates microbiological processes in cows' stomachs. The biopreservative consists of a mixture of specially selected and lyophilically dried strains of lactic acid bacteria - lactococci. It is intended for silage of plant raw materials - annual and perennial cereals and legumes.

Micro- and nanotechnologies of superfine magnetic abrasive polishing of the Belarusian National Technical University (BNTU) were also presented at the exhibition. Their purpose is ultrathin polishing of high-precision surfaces to nano-level roughness, correcting the shape of the surface of optical parts, increasing the radial strength of parts of optical and laser devices, cleaning surfaces before welding and coating, increasing the resistance to corrosion, wear and mechanical destruction of parts made of metal alloys, single crystals and ceramics. The developments surpass the best world analogs in terms of technological capabilities, economic and environmental indicators. The technologies and equipment are of interest to machine and instrument making enterprises, including manufacturers of optics, lasers and electronics.

The Belarusian State University (BSU) was among the active participants of this exposition, presenting about 20 developments. BSU innovations included "radio-absorbing materials of the KUP series. They are designed to protect aircraft from electromagnetic radiation. In particular, the materials can be used to cover the inner niche of weather radar in civil aircraft, as an absorber in the

development of compact anechoic chambers, coordinated loads..."¹⁶⁵ . Also among the developments of BSU - "Technology of synthesis of new polyols from secondary and natural raw materials for the production of polyurethane foams", which is based on the processing and use of secondary raw materials for the production of polyols. They provide a five to ten percent reduction in the cost of a ton of polyurethane foam due to a 15-20 percent reduction in the cost of polyol. In addition, BSU presented liquid crystal materials, a multichannel spectrometer, a mobile power supply for charging supercapacitors and batteries of electric transport, a recorder of movement parameters of elevator equipment B-590 PALTUS, light-absorbing composite materials.

And the Belarusian State Technological University (BSTU) presented "heat-resistant ceramic materials for thermal units. They are designed for thermal and electrical insulation of furnaces in foundries, thermal and forging shops"¹⁶⁶ . These materials have a number of advantages over their analogs. They have improved mechanical, thermal and electrophysical properties. In addition, BSTU showed glass-ceramic proppants - granule-like materials used in the oil industry to improve the efficiency of well recovery using hydraulic fracturing technology.

It should be noted that on the margins of the International Trade and Industrial Fair-2023, a Belarusian-Pakistani business forum was held, during which Belarusian participants presented their products to the Pakistani audience. Negotiations were also held to sign contracts on supplies of Belarusian goods and services to Pakistan. This shows that this South Asian country is an important trade partner of Belarus,

¹⁶⁵ About 20 developments will be presented by BSU at the International Trade and Industry Fair exhibition [Electronic resource]. - 2023. - URL: <https://bsu.by/news/okolo-20-razrabotok-predstavit-bgu-na-mezhdunarodnoy-vystavke-international-trade-and-industry-fair--d/>

¹⁶⁶ Belarus will present developments in the field of electronic ceramics and nanotechnology [Electronic resource]. - 2023. - URL: <https://e-cis.info/news/569/107455/>

where the basis of Belarusian exports is complex technical, chemical and food products with high added value: tractors, trucks, parts and accessories, tires, chemical fibers, pulp. Karachi is the financial and economic capital of Pakistan, which is among the five largest cities in the world in terms of its share of gross domestic product.

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Belarus - Iran: new energy into a positive cooperation dynamics

Iran is one of Belarus's most important partners in West Asia and the Islamic world. The countries established diplomatic relations in 1993. And by today, Belarusian-Iranian contacts are developing quite intensively. "In 2021, bilateral trade turnover between the two countries amounted to \$33.3 million, exceeding last year's figure by 34.7%, including Belarusian exports - \$14 million, growth rate - 10.2%. <...> Exports of services from Belarus to Iran reached \$3.35 million last year. The balance of trade in services for Belarus is positive in the amount of \$2.8 million.¹⁶⁷ . The key items of Belarusian exports to Iran were equipment for the production of paper pulp products, specific goods, longitudinally sawn timber, newsprint in rolls or sheets, equipment for thermal processing of materials, reciprocating internal combustion engines, and bearings.

In July 2022, the **15th meeting of the mixed Belarusian-Iranian commission on economic cooperation** was held, where the parties discussed successful bilateral projects and reached certain agreements on the implementation of joint promising activities. Minsk and Tehran are interested in increasing the volume of trade between the two countries. In the best years, the sides reached 250-300 million dollars. "Therefore, we intend to reach the trade turnover within \$500 million in a short period of time. And there are all the prerequisites for this,"¹⁶⁸ . And Iran's Minister of Industry, Mines and Trade S. Amin

¹⁶⁷ NCM on the peculiarities of doing business in the Iranian market and promotion of exports of Belarusian goods and services [Electronic resource]. - 2022. - URL: <https://www.belta.by/comments/view/ntsm-ob-osobennostjeh-vedenija-biznesa-na-rynke-irana-i-prodvizhenii-eksporta-beloruskich-tovarov-i-uslug-8226/>

¹⁶⁸ Parkhomchik: Belarus and Iran are interested in increasing cooperation in industry [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/parhomchik-belarus-i-iran-zainteresovany-v-naraschivanii-sotrudnichestva-v-promyshlennosti-516021-2022/>

even predicted even higher figures in the medium term and expressed confidence that "we plan to increase cooperation in various spheres. All this will make it possible to reach the volume of trade turnover of \$1 billion in the near future"¹⁶⁹ .

Iran is highly interested in Belarusian industrial goods, agricultural machinery, machine tools, passenger transport, electric transport, and household appliances. There are great opportunities to expand supplies of Belarusian machinery for the Iranian **mining industry**. Moreover, this sector is developing very rapidly in Iran. In particular, Iran is interested in large supplies of quarry machinery from the Belarusian Automobile Plant (BELAZ). After all, the country has huge reserves of copper, which today is a strategic raw material for the production of electric vehicles. "For the last ten years, BELAZ machinery has been very much in demand on the Iranian market. It is reliable and has shown itself only on the good side"¹⁷⁰ . Since the Iranian side plans to increase production in the mining industry, Iran would like to receive about 800 more dump trucks. First of all, Iranian partners are interested in dump trucks with payload capacity of 90-130 tons.

Iranian **investment projects** are attracting interest in Belarus. In particular, in the free economic zone (FEZ) "Vitebsk" the first resident in 2022 "became BRR Arshieh ECO Health LLC - an enterprise with Iranian capital for the production of biodegradable tableware and packaging"¹⁷¹ . And in July 2022 another resident of FEZ "Vitebsk"

¹⁶⁹ Minister of Industry of Iran: trade turnover with Belarus may reach \$1 billion in the near future [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/ministr-promyshlennosti-irana-tovarooborot-s-belarusju-v-blizhajshee-vremja-mozhet-dostich-1-mlrd-516242-2022/>

¹⁷⁰ Iran is interested in large supplies of BELAZ quarry machinery [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/iran-zainterisovan-v-krupnyh-postavkah-karjernoj-tehniki-belaz-516134-2022/>

¹⁷¹ Zalesky, B.L. FEZ "Vitebsk": optimization with an eye on the result / B.L. Zalesky // Materialy XVIII Mezinardni vedecko-prakticka conference "Vedecky pokrok na

became Belarusian-Iranian LLC "Oriye Galvametal". The company was established for the construction of a hot-dip galvanizing plant near the village of Farinovo, Polotsk district. The site has good infrastructural facilities, and now the founders are starting the pre-project preparation and design of the facility. It is planned to purchase Iranian equipment for production. The construction and commissioning of the plant will take about 2-3 years. The enterprise will be built near the Novopolotsk plant of technological metal structures, the products of which are also planned to be processed. "We are talking about cable-supporting structures, road barriers and other products used in road construction and operated in aggressive environments"¹⁷². It is also planned to process welded lattice decking, the production of which the plant of technological metal structures started in the first quarter of 2021.

Cooperation between Belarus and Iran in the sphere of **agriculture and foodstuffs** will also become one of the important areas of development of trade and economic cooperation in the coming years. The Belarusian side believes that Iran can be considered as a promising area for increasing domestic exports of dairy and meat products - beef, butter, chicken meat, chicken and quail eggs, as well as vegetable oil, mixed fodder and premixes for animals, complex technical products, innovative developments in the food industry and agriculture. "In 2021, mutual trade turnover of agricultural products and food products amounted to \$10.9 million, up

prelomu tysyachalety - 2022". Volume 5: Praha. Publishing House "Education and Science". - C. 22.

¹⁷² Belarusian-Iranian tandem of investors will build a hot-dip galvanizing plant in FEZ "Vitebsk" [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/belorusko-iranskij-tandem-investorov-postroit-zavod-gorjachego-tsinkovanija-v-sez-vitebsk-513958-2022/>

22% from 2020"¹⁷³ . The parties' plans include the need to further increase trade and economic cooperation in agriculture and food, including the organization of supplies of Belarusian crop, meat and dairy products, as well as mixed fodder and premixes for animals to Iran, and counter supplies - vegetables, fruits, fish and seafood - from Iran to Belarus.

In November 2022, the Belarusian government delegation visited Iran, where various meetings and negotiations at the interstate level were held, during which it was noted that interaction between the two countries today is characterized by high dynamics of development in virtually all areas. In particular, this year Minsk and Tehran "significantly increased the volume of cooperation in many areas, ranging from trade turnover to commodity flows, cargo turnover"¹⁷⁴ . But, apparently, the parties still need to take a number of steps, conclude important documents, and hold many new events in order to realize the full potential that Belarus and Iran have in the field of industry, science and technology, as well as to agree on the approaches laid down in the draft roadmap of comprehensive cooperation for 2023-2026. It should be noted that for three quarters of 2022, trade turnover between the two countries "increased to \$63.6 million (2.9-fold growth compared to the same period of 2021), exports - to \$48.6 million (4.4-fold), imports - to \$15 million (41.8% growth). The balance is positive - \$33.6 million"¹⁷⁵ .

¹⁷³ Belarus plans to supply crop, meat and dairy products to Iran [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belarus-planiruet-postavljat-v-iran-rastenievodcheskokuju-mjasnuju-i-molochnuju-produktsiju-492495-2022/>

¹⁷⁴ Roman Golovchenko: Belarus and Iran can achieve more in trade, economic and investment interaction [Electronic resource]. - 2022. - URL: <http://www.government.by/ru/content/10474>

¹⁷⁵ Golovchenko: the positions of Belarus and Iran coincide on the whole range of issues on the economic agenda [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/golovchenko-pozitsii-belarusi-i-irana-sovpadajut-po-vsemu-krugu-voprosov-ekonomicheskoi-povestki-dnja-536376-2022/>

An important event in the relations between the two countries was the **Iran-Belarus Business Forum** held in November 2022 in the Iranian capital, organized by the Belarusian Chamber of Commerce and Industry (BelCCI) and the Iranian Chamber of Commerce, Industry, Mines and Agriculture, "which has been BelCCI's main partner in Iran for 20 years"¹⁷⁶ . More than 120 executives and representatives of Belarusian and Iranian companies participated in this forum. From Belarus, exporters from industrial production and machine building, woodworking, light and food industries were represented. The Iranian side proposed a number of measures to stimulate mutual trade. Among them: empowering small and medium-sized enterprises of the two countries, strengthening banking and insurance cooperation, identifying new joint projects, developing and simplifying visas for businessmen and tourists, creating the necessary infrastructure for the development of economic relations, especially in the commercial, industrial and technical sectors. In addition, it was announced "to open a credit line of 100 million dollars for Belarusian traders interested in buying Iranian products"¹⁷⁷ . Following the business forum, the parties signed a number of joint documents. In particular, the BelCCI and the Iranian Chamber of Commerce, Industry, Mines and Agriculture adopted a cooperation agreement, which "will give a new impetus to the development of relations between the two countries" .¹⁷⁸

¹⁷⁶ Iran-Belarus Business Forum [Electronic resource]. - 2022. - URL: <https://www.cci.by/o-palate/novosti/iransko-belorusskiy-biznes-forum/#>

¹⁷⁷ Iranian-Belarusian business forum is held in Tehran [Electronic resource]. - 2022. - URL: https://iran.ru/news/analytics/121826/V_Tegerane_prohodit_irano_belorusskiy_biznes_forum

¹⁷⁸ Chambers of Commerce and Industry of Belarus and Iran signed an agreement on cooperation [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/torgovo-promyshlennye-palaty-belarusi-i-irana-podpisali-soglashenie-o-sotrudnichestve-536244-2022/>

As for cooperation between Minsk and Tehran in the **scientific sphere**, a number of treaties, agreements and memorandums have already been signed between institutes of the National Academy of Sciences (NAS) of Belarus and scientific organizations and universities of Iran. For example, "according to the agreement on scientific and technical cooperation between the National Academy of Sciences and the Islamic Azad University, 16 Iranian scientists have completed their postgraduate studies and defended their PhD theses in the postgraduate programs of scientific organizations of the Academy of Sciences"¹⁷⁹. But the parties intend to expand joint efforts to work on specific scientific directions and projects. To this end, in May 2022, the Belarusian side offered its Iranian partners a package of proposals on which they could work together to achieve effective results. Among them are new materials and technologies, production of medicines and pharmaceutical products, technologies and equipment for complex treatment of drinking water, technologies for processing minerals, unmanned aerial vehicles, training and exchange of students, internships for scientists and teachers. It is planned that on the initiative of the National Academy of Sciences, a draft roadmap for cooperation with Iranian scientific organizations will be developed, which will include promising areas of mutual interest.

In March 2023, the two countries celebrated a landmark date - the 30th anniversary of the establishment of diplomatic relations. In the same month in Tehran, the presidents of Belarus and Iran signed a **roadmap for comprehensive cooperation** between the countries for 2023-2026, which envisages interaction between Minsk and Tehran on a wide range of issues - in the political, economic, consular,

¹⁷⁹ NAS of Belarus will develop a draft roadmap for cooperation with scientific organizations of Iran [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/nan-belarusi-razrabotaet-proekt-dorozhnoj-karty-sotrudnichestva-s-nauchnymi-organizatsijami-irana-500275-2022/>

scientific and technical spheres, as well as in education, culture, art, media and tourism. This document has become one of the most important elements of the legal framework of cooperation between Belarus and Iran. For reference, it should be noted that "the Belarusian-Iranian legal register includes more than 30 international treaties and more than 70 other documents"¹⁸⁰. In March, eight more were added to their number, including: an intergovernmental agreement on cooperation in the field of plant quarantine and protection, as well as an agreement on the transfer of persons sentenced to imprisonment for further serving their sentence; memoranda of understanding between the Ministry of Culture of Belarus and the Ministry of Culture and Islamic Guidance of Iran, as well as between the State Committee for Standardization of Belarus and the Iranian National Organization for Standardization.

Speaking about the memorandum on **standardization issues**, **we would like to** emphasize that this document provides for interaction between the parties in the field of conformity assessment procedures, standards and technical regulations for issuing halal certificates and their mutual recognition for products manufactured and mutually supplied by the countries. "At the same time, mutual recognition of halal certification results refers only to certificates issued by the respective bodies of the parties: the Iranian National Standardization Organization (INSO) and BelHalal LLC." The parties also plan to exchange experience and knowledge in the field of technologies, competencies, infrastructure facilities, as well as

¹⁸⁰ Koltsov: Belarusian-Iranian legal register includes more than 30 international treaties and 70 other documents [Electronic resource]. - 2023. - URL: <https://www.belta.by/politics/view/koltsov-belorussko-iranskij-pravovoj-reestr-vkjuchaet-bolee-30-mezhdunarodnyh-dogovorov-i-70-drugih-554851-2023/>

research and development related to halal products"¹⁸¹ . In addition, the parties reached promising agreements in industry, trade, transportation, and agriculture. This shows that Iran is the most important partner in the Middle East for Belarus. The parties are interested in mutually beneficial long-term cooperation in a number of areas.

We would like to emphasize once again that the relations between Belarus and Iran have shown a major breakthrough over the past two years. "In 2021, the trade turnover between the countries exceeded \$33 million, increasing by more than a third compared to 2020. But over the past year, the level of trade added even more significantly: in 2022, Belarus and Iran traded \$100 million, which is a threefold increase."¹⁸² . **Economic cooperation** remains the key area of Belarusian-Iranian interaction. And there is confidence that the potential of bilateral interaction allows to significantly increase trade turnover in the coming years. In particular, "new supplies of quarry machinery, cargo and passenger vehicles to Iran are currently under active discussion. Details of a license agreement on organization of joint assembly of tractors in Iran are being worked out"¹⁸³ . Another interesting fact: the enterprises of the concern "Bellesbumprom" in 2022 increased exports to this country of the Middle East by 2.3 times. "Positive dynamics is also noted in January this year. The growth rate

¹⁸¹ Belarus and Iran will mutually recognize the results of certification of halal products [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/belarus-i-iran-budut-vzaimno-priznavat-rezultaty-sertifikatsii-haljalnoj-produktsii-555113-2023/>

¹⁸² Raisi: relations between Iran and Belarus have shown a breakthrough [Electronic resource]. - 2023. - URL: <https://www.belta.by/politics/view/raisi-otnoshenija-mezhdu-iranom-i-belarusju-prodemonstrirovali-proryv-555018-2023/>

¹⁸³ Rogozhnik: the potentials of Belarus and Iran allow to significantly increase mutual trade turnover [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/rogozhnik-potentsialy-belarusi-i-irana-pozvoljajut-znachitelno-uvelichit-vzaimnyj-tovarooborot-554952-2023/>

amounted to 134% by January 2022. Pulp, paper and cardboard, sawn timber are actively supplied to Iran"¹⁸⁴ .

Belarus and Iran are also developing cooperation in the **transportation sector**. In March 2023, the two countries agreed on a permit-free system of road transportation of goods. Apparently, "already in 2023, road carriers will be able to carry out cargo transportation without permits <...>. Iranian airline Mahan Air has launched regular flights twice a week on the Tehran-Minsk-Tehran route since March 26 of this year"¹⁸⁵ . The transportation theme is continued by the fact that Belarus together with Iran will take part in the development of the international transport corridor North-South. After all, "today the Iranian side needs to build about 180 kilometers of railroad. And the Iranian side has actively started this work to complete the North-South railroad corridor in the direction of the port of Bandar Abbas"¹⁸⁶ . For Belarus, this project is very important, as it actualizes Belarusian transit through Iran to distant countries.

Another important topic in the context of Belarusian-Iranian interaction is the development of an active **interregional dialog**. In this regard, we would like to remind that "relations are developing between Homiel Region and Mazandaran Province, Mahiliou Region and East Azerbaijan, Minsk Region and the capital region of Iran. Ties have been established between Minsk and Tehran, as well as between Mogilev and Tabriz"¹⁸⁷ . More specifically, for example, Homiel

¹⁸⁴ Enterprises of "Bellesbumprom" last year increased exports to Iran by 2.3 times [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/predpriyatija-bellesbumproma-v-proshlom-godu-velichili-eksport-v-iran-v-23-raza-555029-2023/>

¹⁸⁵ Belarus and Iran agreed on a permit-free system of road transportation of goods [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/belarus-i-iran-dogovorilis-o-bezrazreshitelnoj-sisteme-avtoperevozok-gruzov-555173-2023/>

¹⁸⁶ Belarus will take part in the development of the North-South transport corridor through Iran [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/belarus-primet-uchastie-v-razvitii-transportnogo-koridora-sever-jug-cherez-iran-555159-2023/>

¹⁸⁷ Koltsov, D. Trade, cooperation and removal of barriers. What Belarus and Iran will celebrate the 30th anniversary of diplomatic relations during Lukashenko's visit to Tehran / D. Koltsov // [Electronic resource]. - 2023. - URL:

region already intends to resume and develop cooperation with the Iranian province of Mazandaran, "the document on trade-economic, scientific-technical and cultural cooperation with which was signed back in 2009"¹⁸⁸. The Mogilev region intends to expand trade and economic cooperation and intensify ties in the sphere of tourism, education and culture with the province of East Azerbaijan, where the free economic zone "Aras" is located. In May 2022, constructive talks were held on the prospects of cooperation and development of ties between Grodno region and Homozgan province. "The parties confirmed mutual interest in the realization of joint projects in various spheres. Priority activities aimed at forming long-term sustainable relations have been identified"¹⁸⁹.

Among the Belarusian regions that actively cooperated with Iranian partners in 2022, one should also mention **Minsk Region**, whose trade turnover with Iran grew 10.5 times compared to 2021. The statistics states that "in January-December 2022, trade turnover between Minsk region and the Islamic Republic of Iran amounted to \$51190.5 thousand (growth rate 114.1%). Including exports - \$44309.8 thousand (120%), imports - \$6880.7 thousand (113.5%). There was a positive foreign trade balance in the amount of \$37429.1 thousand"¹⁹⁰. The basis of export supplies of Minsk region last year was dominated by sawn timber, glued plywood, veneered wooden panels, other engines and power plants, electric motors and generators.

<https://www.belta.by/interview/view/torgovlja-koooperatsija-i-snjatie-barjerov-chem-belarus-i-iran-otmetjat-30-letie-dipotnoshenij-vo-vremja-8621/>

¹⁸⁸ Zalesky, B.L. Priority - restoration of partnership / B.L. Zalesky // Materialy XVII Miedzynarodowej naukowo-praktycznej konferencji "Europejska nauka XXI powieka - 2021", Volume 4. Przemysl: Nauka i studia. - C. 23.

¹⁸⁹ About the trip of the Ambassador of Belarus to Iran to the province of Hormozgan [Electronic resource]. - 2022. - URL: <https://iran.mfa.gov.by/ru/embassy/news/bdd91d54c2ef1c14.html>

¹⁹⁰ Narkevich, G. "We welcome Iranian investments in our economy". Turchin met with the country's ambassador / G. Narkevich // [Electronic resource]. - 2023. - URL: <https://mlyn.by/15022023/my-privetstvuem-iranskie-investiczii-v-nashu-ekonomiku-turchin-vstretilsya-s-poslom-strany/>

In turn, Minsk voblast imports dates, figs, pineapples, avocados, guava, mangoes, mangosteen, lettuce, fresh and chilled chicory, other vegetables, fruits and nuts from Iran. In addition, there are "several successful Iranian projects underway in the metropolitan region. Projects such as AFTAB, the Bel Peka Paint project, and the Eastern Ship sheep farming project can be mentioned."¹⁹¹ . In the future, it appears that the parties have great prospects for development in a number of areas.

The Belarusian side is also attentive to other proposals for cooperation between the regions. In 2022 alone, direct interaction was established with the governors of the Iranian provinces of Hormozgan, Mazandaran, Isfahan, and Gilan, as well as with the mayors of the cities of Bandar Abbas, Isfahan, Resht, and Astara. This shows that new ties between the regions and cities of the two countries are on the way.

In general, in recent years Belarus and Iran have been finding the most efficient and effective ways to ensure positive dynamics for the long term in order to jointly breathe new energy into bilateral cooperation, preserving and multiplying everything positive for the realization of a multifaceted mutually beneficial partnership.

¹⁹¹ Trade turnover of Minsk region and Iran in 2022 increased more than tenfold [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/tovarooborot-minskoj-oblasti-i-irana-v-2022-godu-vyros-bolee-chem-v-desjat-raz-550380-2023/>

Belarus - Hungary: growth reserves should be activated

In 2022, Belarus and Hungary celebrated the 30th anniversary of the establishment of diplomatic relations. In recent years, Minsk and Budapest have been trying to intensify contacts and raise the level of partnership. Thus, at the 10th meeting of the Intergovernmental Belarusian-Hungarian Commission (IGC) on Economic Cooperation held in May 2020, the parties discussed pressing issues of trade interaction, as well as the state of partnership in agriculture, pharmaceuticals, energy, transportation, science, education, and tourism. At that meeting, the participants stated that "there are considerable growth reserves in the interaction between the two countries, which both Minsk and Budapest would like to put into action in the near future"¹⁹². And in 2021, the Belarusian-Hungarian trade turnover exceeded \$230 million, having increased by a quarter since 2017. At the same time, Belarusian exports grew by 26 percent during this time, reaching almost 90 million dollars. "The commodity structure of exports includes 170 commodity positions. The most important of them are products of mechanical engineering, woodworking industry, metallurgy."¹⁹³. But already in 2022, for a number of reasons, the figures of trade turnover decreased, so this year the parties appear to have set about building up trade and economic ties.

¹⁹² Zalessky, B.L. Belarus - Hungary: vector of partnership - agriculture / B.L. Zalessky // Proceedings of the XVI International Scientific and Practical Conference, Innovative insights into European science - 2020, 15 - 22 June 2020. Ikonomiki. : Sofia. "Byal GRAD-BG". - C. 38.

¹⁹³ Ulakhovich representatives of the business community of Hungary discussed the prospects of trade and economic relations [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/ulakhovich-i-predstaviteli-biznes-soobschestva-vengrii-obsudili-perspektivy-torgovo-ekonomicheskikh-497758-2022/>

Thus, in late January 2023, Minsk hosted a meeting of the joint Belarusian-Hungarian working group on cooperation in agriculture, where the parties discussed intensifying cooperation in a number of areas. In particular, these are "priorities in the agricultural policy of both countries, experience in implementing innovations in agriculture and the development of organic farming, as well as the development of the agricultural sector and food security issues"¹⁹⁴. The participants of the meeting exchanged experience in business and sectoral cooperation, including partnerships on poultry, seed production and breeding within the framework of cooperation with Hungarian companies Babolna TETRA, Agrofeed, Woodstock. In April 2023, Budapest hosted the first meeting of the Belarusian-Hungarian working group on cooperation in architecture, urban planning and construction, whose participants - representatives of specialized organizations and enterprises of both countries - discussed a number of issues and promising areas of cooperation in the construction sector and "confirmed their interest in further joint work and agreed to work out mutually beneficial projects"¹⁹⁵.

Finally, in April 2023, the 11th meeting of the IGC was held in Budapest, where topical issues of practical cooperation in the economic and investment spheres were considered. "The main emphasis was placed on the prospects for cooperation in agriculture, industry, energy, water management"¹⁹⁶. The issues of scientific and

¹⁹⁴ The Ministry of Agriculture and Food Industry discussed the issues of intensifying cooperation with Hungary [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/v-minselhozprode-obsudili-voprosy-aktivizatsii-sotrudnichestva-s-vengrije-547587-2023/>

¹⁹⁵ Belarus and Hungary held the first meeting of the group on cooperation in the architectural and construction spheres [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/belarus-i-vengrija-proveli-pervoe-zasedanie-gruppy-po-sotrudnichestvu-v-arhitekturnoj-i-stroitelnoj-559326-2023/>

¹⁹⁶ Economy, investments, advanced technologies. The head of the Belarusian Foreign Ministry visited Hungary [Electronic resource]. - 2023. - URL: <https://www.belta.by/politics/view/ekonomika-investitsii-peredovye-tehnologii-glava-belorusskogo-mid-posetil-vengriju-560951-2023/>

research activities, education and development of the contractual and legal basis for bilateral cooperation between Belarus and Hungary were also discussed. It should be noted that this framework already includes about 20 international treaties, the subjects of regulation of which include trade and economic, scientific and cultural cooperation, agriculture, sports, tourism and education. In the framework of the 11th IGC meeting, the parties concluded another document - a memorandum of understanding on the development of cooperation in the field of nuclear energy, which creates a good basis for future cooperation in this area. Especially since energy security issues are of paramount importance for Hungary. After all, "regardless of the geopolitical situation, nuclear safety is important for everyone. Without nuclear energy it is impossible to achieve global climate goals"¹⁹⁷.

In the same April, on the margins of the 11th IGC meeting, Budapest hosted the Belarusian-Hungarian Economic Forum, where over 70 enterprises from various sectors of the economy and business structures from the two countries were represented and where it was noted that "the areas of Belarusian-Hungarian cooperation cover a wide range of sectors: agrarian industry, construction, industrial cooperation, and medicine"¹⁹⁸. Among specific joint projects, several are currently being worked out. First, "the Belarusian factory has a representative office here [in Hungary], but in the near future it will

¹⁹⁷ Szijjártó: Hungary is interested in using the experience and knowledge of Belarus in the field of nuclear energy [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/sijjarto-vengrija-zainteresovana-ispolzovat-opyt-i-znanija-belarusi-v-oblasti-atomnoj-energetiki-560927-2023>

¹⁹⁸ Belarus and Hungary discuss possible cooperation in agriculture and pharmacology [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/belarus-i-vengrija-obsuzhdajut-vozmozhnuju-kooperatsiju-v-selskom-hozjajstve-i-farmakologii-560940-2023>

also have an assembly shop"¹⁹⁹. Second, the parties intend to develop cooperation in pharmaceuticals, where the Hungarian pharmaceutical and biotechnology company Gedeon Richter will play a special role.

Third, the two countries are interested in expanding cooperation in science and technology and increasing mutual trade turnover of high-tech products. Recall that the bilateral cooperation in science, technology and innovation is based on the memorandum of understanding signed in 2013 between the Belarusian State Committee for Science and Technology and the Hungarian National Office for Research, Development and Innovation. In 2016, a working group was established to coordinate cooperation. In 2015-2022, organizations from Belarus and Hungary were partners in 13 projects, including in such areas as information and communication technologies, new materials, and instrumentation. In addition, there are a number of cooperation agreements between Belarusian and Hungarian scientific organizations. In particular, these are the "agreement between the academies of sciences, the agreement between the Belarusian State University and the Institute of Geography of the Research Center for Astronomy and Earth Sciences of the Hungarian Academy of Sciences"²⁰⁰. At the 11th IGC meeting the initiative to hold the 3rd meeting of the working group on scientific and technical cooperation in 2023 and to organize a competition of Belarusian-Hungarian scientific and technical projects was announced. All this indicates that there are prospects for cooperation in this area.

¹⁹⁹ Hungary plans to open assembly production of Belarusian tractors [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/v-vengrii-planirujut-otkryt-sborochnoe-proizvodstvo-belorusskih-traktorov-560949-2023>

²⁰⁰ Belarus is interested in expanding cooperation with Hungary in science and technology [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/belarus-zainteresovana-v-rasshirenii-sotrudnichestva-s-vengrijej-v-nauchno-tehnicheskoy-sfere-561135-2023/>

Belarus - Africa: from point-to-point collaboration - to a full partnership

The Republic of Belarus intends to increase supplies to the countries of the far arc. At a meeting in the Council of Ministers back in July 2022, the task to reorient export flows in the amount of at least \$16 billion was set. "The volumes of Belarusian exports to the countries of the far arc at the end of 5 months are still quite modest. <...> A comprehensive strategy of cooperation with the countries of the far arc, plans of interaction between embassies and industries have been adopted..."²⁰¹. In this context, such an actively developing continent as Africa is currently of great interest for Belarus.

Note that "by the beginning of 2022 the Republic of Belarus had established diplomatic relations with 51 countries of the African continent"²⁰². Statistics state that for 2021, Belarus' trade turnover with African countries amounted to half a billion dollars, of which 480 million dollars are Belarusian exports. "First of all, our country supplies engineering products, agricultural, quarry, and truck equipment. The products of the Belarusian Metallurgical Plant are also in demand now"²⁰³. It is understandable. For the Belarusian industry, the African market is one of the most promising for the supply of its products. Suffice it to say that "over the period of January-November 2022, exports of products of the Ministry of Industry to the African continent increased by more than 1.5 times. <...> Belarusian-made agricultural machinery is very popular with African consumers, who

²⁰¹ Roman Golovchenko: Belarus intends to increase supplies to the countries of the far arc [Electronic resource]. - 2022. - URL: <http://www.government.by/ru/content/10368>

²⁰² Zalesky, B. Perimeter of the far arc. The potential of sustainable partnership in solving the multi-vector interaction. / B. Zalesky. - LAP LAMBERT Academic Publishing, 2023. - C. 177.

²⁰³ Nikolaychik: 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/>

note the high quality of Belarusian tractors and other agricultural machinery"²⁰⁴. For reference, from 60 to 80 percent of the population of African countries are engaged in the agricultural sector, so its modernization, mechanization, ensuring food security, and technologies in this area play an important role for them. Another promising area of ties with African partners is education services. "Now about 1.6 thousand students from African countries are studying in Belarus. <...> They are primarily interested in training in medical, technical, agricultural specialties"²⁰⁵.

As for the diplomatic presence of the Belarusian side, there are currently five embassies of the Republic of Belarus operating in Africa, which generally cover the key regions of the continent. In West Africa - Nigeria, which is the economic leader in the region. In East Africa - Kenya, where Belarus also has certain prospects for increasing trade turnover and the whole range of cooperation. In North Africa - Egypt, where we are talking about the project of the Minsk Automobile Plant to set up assembly production. In South Africa - the Republic of South Africa (RSA), where a project for the assembly of Minsk Tractor Plant's machines, which will enter the market under the local brand, is already being implemented in 2021. Finally, between South Africa and East Africa is Zimbabwe, where the Belarusian embassy appeared in 2022. All these African regions have one important feature: there is "a fairly large number of minerals, natural resources, including rare-earth metals, which are of interest to large states and not only. Such countries as Russia, China, and the USA are

²⁰⁴ Industrial enterprises of Belarus 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/>

²⁰⁵ Together with the Foreign Ministry, we are assessing the potential for cooperation with Africa. What are they interested in us? [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/vmeste-s-mid-otsenivaem-potentsial-sotrudnichestva-s-afrikoj-cto-im-interesno-u-nas-547795-2023/>

quite actively involved in the realization of various projects in Africa"²⁰⁶. Thus, Belarus' presence on the African continent is of a systemic nature. All the more so because a new large consumer market is already being created there, including for the export of Belarusian goods and services.

For example, in 2022, a large batch of tractors and attachments of Bobruiskagromash, sprayers of Lidagropromash, and combines of Gomselmash were under consideration for delivery to **Nigeria**. Belarus is "interested in the markets of South Sudan, Zambia, Malawi, and Egypt. Belarusian municipal and forestry machinery, as well as special-purpose machinery are in demand here"²⁰⁷. An interesting promising area of cooperation with African countries is the construction of grain drying complexes, as well as the creation of assembly plants for agricultural, automotive and road machinery.

The enterprises of Bellesbumprom Concern are also systematically exploring the markets of African countries, actively expanding the geography of supplies. In 2022, the Concern's organizations shipped products to **Tunisia for the first time**. The mastering of African markets began in 2015 with **Egypt**. "The Concern's enterprises also supply products to Algeria, Kenya, Morocco. Among the key commodity positions are paper and cardboard. Exports in 2022 compared to 2021 in monetary terms increased by 20%."²⁰⁸

²⁰⁶ Ministry of Foreign Affairs: Belarusian 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/>

²⁰⁷ Parkhomchik, P. Belarusian industry under sanctions / P. Parkhomchik // [Electronic resource]. - 2022. - URL: <https://www.belta.by/interview/view/beloruskaja-promyshlennost-v-uslovijah-sanktsij-ministr-o-borbe-s-novymi-vyzovami-planah-po-proizvodstvu-i-8121/>

²⁰⁸ Enterprises of the concern "Bellesbumprom" systematically develop the markets of Africa [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/predprijatija-kontserna-bellesbumprom-planomerno-osvaivajut-rynki-afriki-547390-2023/>

Another interesting example is **Zimbabwe**. A few years ago, this country set a course for modernization of agriculture. Since 2020, Belarus has been supplying machinery as part of the agricultural mechanization program in this southern African country. A company that not only sells but also services machinery has already been set up there. In 2022, "we [the Belarusian side] actually finished 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. <...> The second direction of equipment supplies is connected with the fact that in addition to the agrarian sector, Zimbabwe has an actively developing mining industry. The first BELAZs were delivered more than five years ago and are still successfully operating at the quarries"²⁰⁹ .

A new stage of cooperation with this South African state began in late January 2023, when a Belarusian delegation led by the President of Belarus paid a state visit to Zimbabwe. As part of the visit, contracts were signed for the supply of about four thousand units of Belarusian tractors, agricultural and other machinery to this African country, with the total economic effect estimated at \$200 million. During the visit, Belarus signed a package of important bilateral documents, which includes basic economic agreements designed to promote industrial cooperation and economic cooperation with South Africa. In particular, the intergovernmental agreement on settlement of tax relations will help to solve such tasks as "distribution of taxation rights between states, elimination of double taxation,

²⁰⁹ Ambassador of Belarus on cooperation with Southern Africa: one should 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/>

exchange of information between tax services"²¹⁰ . To further expand cooperation, a bilateral joint standing commission has been established, and a coordinating body - a task force of the ministries of agriculture of the two countries - will begin work.

At the same time, the second Belarusian-Zimbabwean business forum "Expanding Horizons: Dynamic Solutions for Economic Development" was held in Harare, the capital of Zimbabwe, where 33 Belarusian companies participated and where it was noted that the most promising areas for bilateral cooperation are healthcare, food, light industry, machine building, metallurgy, fuel and energy, mining, chemicals, and wood processing. For reference, we note that "trade turnover between Belarus and Zimbabwe has increased 7 times since 2018 and reached \$39 million as of January-November last year [2022]"²¹¹ . During the forum, industrial enterprises of Belarus signed a package of documents with partners from Zimbabwe. In particular, memorandums and cooperation agreements between the official dealer - AFTRADE DMCC - and Lidselmash OJSC, Gomselmash OJSC, Bobruiskagromash OJSC and Minsk Motor Plant Holding Management Company OJSC were adopted to develop cooperation in the field of agriculture in order to sell the products of these enterprises in the market of this country. MTZ and AFTRADE DMCC also adopted a document on strategic partnership to promote BELARUS machinery in Zimbabwe. For this purpose in 2023-2024 Minsk Tractor Plant will supply 3575 machines to the Zimbabwean market, and in the future the number of machines and terms of delivery will be determined by the results of negotiations. It should be noted that

²¹⁰ Belarus and Zimbabwe have agreed on cooperation in the tax sphere [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/belarus-i-zimbabwe-dogovorilis-o-sotrudnichestve-v-nalogovoj-sfere-547558-2023/>

²¹¹ Transcontinental Bridge, Investments and Belarusian Ice Cream in Africa. Details of the business forum in Harare [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/transkontinentalnyj-most-investitsii-i-belorusskoe-morozhenoe-v-afrike-podrobnosti-biznes-foruma-v-547289-2023/>

"between 2018 and 2022, Minsk Tractor Plant supplied more than 1,800 units of machinery to Zimbabwe"²¹² . And a multifunctional service center with branches in Mutare and Bulawayo and a spare parts warehouse to service the supplied machinery has been established in Harare. And MTW together with the partner on a permanent basis trains consumers on the peculiarities of operation of BELARUS tractors. Another interesting fact is the "signing of a memorandum of intent between BELAZ, SOHRA Overseas FZE and Zimbabwe Consolidated Diamond Company Pvt Ltd with a view to implementing agreements on supplying Belarusian machinery and equipment to the mining industry of Zimbabwe"²¹³ .

Cooperation in the industrial sector 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 complexes in Zimbabwe. The fact is that the authorities of this country have announced plans to allocate farmland to Belarusian state-owned companies for agricultural complexes for growing wheat, soybeans, meat and dairy products, and poultry farming. And the Belarusian side has already received 10 thousand hectares of land "in Mbire County for the cultivation of corn, soybeans and construction of a meat and dairy farm. At the same time, a line for processing milk and meat will be launched with further realization of finished products through trade networks"²¹⁴ . It is planned that the list of cultivated crops will be supplemented by rice

²¹² MTZ will supply more than 3.5 thousand BELARUS tractors to Zimbabwe within two years [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/mtz-postavit-v-zimbabve-bolee-35-tys-tractorov-belarus-v-techenie-dvuh-let-547284-2023/>

²¹³ Industrial enterprises of Belarus 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/>

²¹⁴ Abukhovich, Y. Trade, agriculture, mining. On the prospects of cooperation with Zimbabwe and the UAE / Y. Abukhovich // [Electronic resource]. - 2023. - URL: <https://www.belta.by/comments/view/torgovlja-selskoe-hozjajstvo-dobycha-poleznyh-iskopaemyh-o-perspektivah-sotrudnichestva-s-zimbabve-i-oae-8585/>

and wheat, as well as Belarusian specialists will plant orchards. Another fact is that "a memorandum of understanding on cooperation in supplying Belarusian-made machinery and equipment for the forestry industry to the Republic of Zimbabwe has been signed"²¹⁵ . The two countries are also mutually interested in cooperation in the light industry. In particular, Bellegprom Concern will study the possibilities of supplying cotton from this African country, and "on the margins of the Belarusian-Zimbabwean business forum in Harare, the two countries discussed the possibilities of cooperation in the textile and leather sectors of the light industry"²¹⁶ .

As for the 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, which already outlines promising areas "in the energy sector, in the areas of health care, education, water supply, water treatment, and municipal equipment"²¹⁷ . And, to all appearances, in the near future, the agreement will be followed up 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.

A separate conversation 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

²¹⁵ Rogozhnik: industrial cooperation with Zimbabwe has a huge potential [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/rogozhnik-sotrudnichestvo-v-promyshlennoj-sfere-s-zimbabwe-imeet-ogromnyj-potentsial-547600-2023/>

²¹⁶ 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/>

²¹⁷ Minsk and Harare have become sister cities. What's next? [Electronic resource]. - 2023. - URL: <https://www.belta.by/regions/view/minsk-i-harare-stali-gorodami-pobratimami-cto-dalshe-547593-2023/>

in Harare. And they see quite great prospects for cooperation in various areas of inter-university interaction. "This applies to the training of specialists with higher education in such areas as agro-industrial complex, mechanical engineering, medical technologies. Something that is in demand in any country. Given that today Zimbabwe is a very dynamically developing country, first of all they need personnel"²¹⁸. During the visit of the Belarusian delegation to this African country, the parties discussed the training of specialists both for science and high technology, as well as for middle-level specialists in working specialties, as it is relevant for Zimbabwe given the supplies of high-tech equipment from Belarus to this country and the development of industrial cooperation. It should be reminded that on the initiative of the President of this country Emmerson Mnangagwa "the Vision-2030 program is being implemented, which includes specific measures for mechanization, industrialization of Zimbabwe, improvement of educational level, quality of medical services, living standards of the population as a whole"²¹⁹. So Belarusian educational services will be very useful in this country.

For example, a wide range of scientific and innovative cooperation with Zimbabwean partners was presented by the Belarusian State University (BSU) at the business forum "Expanding Horizons: Dynamic Solutions for Economic Development" in the capital of Zimbabwe. BSU cooperates with this African country within the framework of the memorandum of understanding signed in 2019 with the Ministry of Higher and Secondary Specialized

²¹⁸ Ivanets sees great prospects for cooperation between Belarus and Zimbabwe in the field of 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/>

²¹⁹ Nikolajchik: 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/>

Education, Science and Technological Development. Today, this interaction is intensifying. In Harare, BSU signed six memorandums of understanding with Zimbabwean higher education institutions at once: 1) University of Zimbabwe; 2) Zimbabwe Open University; 3) Lupane State University; 4) National University of Technology and Science; 5) Harare Institute of Technology; 6) Chinhoyi University of Technology. In these documents, the parties plan to "develop academic exchange of students and specialists, participate in research and educational projects, exchange materials, plans, publications and other relevant information"²²⁰ .

As for cooperation proposals, BSU has initiated more than 20, which concern the fields of medicine, pharmaceuticals, water resources management, water treatment, geology, mineral exploration, biotechnology, ecology, soil science. These include the production of pharmaceuticals, ultrasonic gas meters, services for solving applied problems of the mining industry, and treatment of polluted water, among others. "In the field of agriculture, joint projects to study the impact of soil salinization on plants and crops, the impact of climate change on the environment may become promising. Interaction in the field of education is seen in the training of Zimbabwean citizens at the Institute of Further Education, training in English at master's, postgraduate and adult education programs"²²¹ . The development and implementation of joint educational programs, participation in scientific conferences, organization of guest lectures, internships of teachers and students from Zimbabwe are also proposed.

²²⁰ The first agreements of BSU and universities of Zimbabwe [Electronic resource]. - 2023. - URL: <https://bsu.by/news/pervye-dogovorennosti-bgu-i-vuzov-zimbabwe-d/>

²²¹ Cooperation is intensifying. BSU signed six memorandums with universities of Zimbabwe [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/sotrudnichestvo-aktiviziruetsja-bgu-podpisal-shest-memorandumov-s-vuzami-zimbabwe-547721-2023/>

The Belarusian National Technical University (BNTU) also signed memorandums with leading Zimbabwean universities. The fact is that the economy of this country needs specialists trained by BNTU, so the interest in the Belarusian university is particularly high. The parties are interested in joint scientific research, technology transfer and transfer of experience in the organization of BNTU technopark, in the creation of technology parks in universities of 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 possible"²²² .

The Belarusian State Technological University (BSTU) signed memoranda 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 - in January 2023.²²³ Interaction with these partners involves the development of such forms of cooperation as "exchange of experience in the field of education and promotion of exchange of students, master's and postgraduate students; development of exchange of teaching staff; development of joint research projects in areas of mutual interest; training of citizens of the Republic of Zimbabwe under joint educational programs; training in master's and postgraduate studies, doctoral studies; internships; training of citizens of the Republic of Zimbabwe under joint

²²² Technology transfer and joint research. How BNTU plans to cooperate with universities in Zimbabwe [Electronic resource]. - 2023. - URL: <https://www.belta.by/society/view/transfer-tehnologij-i-sovmestnye-issledovanija-kak-bntu-planiruet-sotrudnicat-s-vuzami-zimbabve-547979-2023/>

²²³ Rector of BSTU Igor Voitov signed Memorandums of Cooperation with the universities of Zimbabwe [Electronic resource]. - 2023. - URL: <https://www.belstu.by/news/university/university/rektor-bgtu-igor-vojtov-podpisal-memorandumyi-o-sotrudnichestve-s-universitetami-zimbabve>

educational programs; training in master's and postgraduate studies, doctoral studies; internships in the Republic of Zimbabwe.

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

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Belarus - Zimbabwe: to the level of comprehensive strategic partnership

In March 2023, Minister of Foreign Affairs and International Trade of the Republic of Zimbabwe F. Shava visited the Belarusian capital. During his official visit, he said that the Zimbabwean side was interested in identifying additional opportunities for economic cooperation with Belarus. As for official Minsk, it "wants to bring the relations with Zimbabwe to the level of a comprehensive strategic partnership"²²⁴. Following the talks at the Ministry of Foreign Affairs of the Republic of Belarus, the parties adopted a joint statement and reviewed the implementation of agreements in the trade and economic sphere, in particular, the progress of implementation of contracts for the supply of agricultural and firefighting equipment to Zimbabwe, construction and modernization of grain storage facilities, as well as discussed cooperation in the spheres of industry, agriculture, energy, mining, light industry. In particular, Belarus will continue to make its significant contribution to the achievement by the Government of Zimbabwe of the goals of the long-term development strategy of this southern African country "Vision 2030".

In addition, the parties continued to expand the legal framework of the Belarusian-Zimbabwean bilateral relations, which already includes more than twenty intergovernmental and interdepartmental agreements. And in March 2023 this list of documents was supplemented by the Memorandum of Understanding between the National Centre for Marketing and Price Study of the Republic of Belarus and the National Organization for the Promotion and

²²⁴ Belarus wants to bring relations with Zimbabwe to the level of comprehensive strategic partnership [Electronic resource]. - 2023. - URL: <https://www.belta.by/politics/view/belarus-hochet-vyvesti-otnosheniya-s-zimbabwe-na-uroven-vseobjemljuschego-strategicheskogo-partnerstva-557622-2023>

Development of Trade in Zimbabwe "Zim Trade", which "will become an additional stimulus and support for the intensification of interaction between business circles, enterprises and economic entities of the two countries"²²⁵. And in the near future the parties intend to hold the first meeting of the Joint Permanent Commission on Cooperation.

Recall that the development of economic cooperation is the most significant area of relations between the two countries. At the same time, "in 2022, Belarus and Zimbabwe traded more than \$39 million, which is almost 57% more than in 2021. At the same time, Belarusian exports amounted to almost \$30 million. Belarus supplied Zimbabwe with tractors and tractors, machines and mechanisms for harvesting and threshing of crops, parts and accessories for cars and tractors"²²⁶. And at the end of January 2023, following the state visit of the Belarusian delegation to Harare, the two governments approved a roadmap for the implementation of the agreements reached. "The document includes 65 measures in various areas: political-diplomatic, trade and economic, agricultural, military-technical, health and medical science, investment, energy, supply and maintenance of equipment. In addition, Belarus will continue to participate in the program to modernize and mechanize Zimbabwe's agriculture"²²⁷.

To be more specific about the development of cooperation between the two countries in various sectors, for example, since 2020,

²²⁵ Transcript of the approach to the press of the Minister of Foreign Affairs of Belarus S. Aleinik following the talks with the head of the Ministry of Foreign Affairs of Zimbabwe (March 27, 2023). Aleinik following the talks with the Head of the Foreign Ministry of Zimbabwe (March 27, 2023, Minsk) [Electronic resource]. - 2023. - URL: https://www.mfa.gov.by/press/news_mfa/fd375850144e9b08.html

²²⁶ The meeting of the Ministers of Foreign Affairs of Belarus and Zimbabwe was held in Minsk [Electronic resource]. - 2023. - URL: <https://www.belta.by/politics/view/vstrecha-ministrov-inostrannyh-del-belarusi-i-zimbabve-prohodit-v-minske-557558-2023/>

²²⁷ Frederick Shava: Zimbabwe has achieved a lot in terms of food security thanks to Belarus [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/frederik-shava-zimbabve-mnogogo-dostiglo-v-plane-prodovolstvennoj-bezopasnosti-blagodarja-belarusi-557640-2023/>

the Belarusian side has started supplying machinery as part of the agricultural mechanization program of this South African country. "An enterprise has already been set up here that not only sells but also services machinery"²²⁸. Supplies of spare parts, training local farmers to drive and maintain these machines have been organized. Since the president of Zimbabwe has announced the third phase of the farm mechanization program, Belarusian specialists "will be directly involved in the construction of new and modernization of existing grain storage complexes" .²²⁹

Another example. In June-July 2023, the first deliveries of Zimbabwean cotton fiber will arrive in Belarus. The partners from South Africa are ready to cooperate on other issues as well. For example, "Zimbabwe has a school program and about 2 million schoolchildren dress in business style. Zimbabwe imports fabrics only from China, so we [Belarusian specialists] showed the Zimbabwean representative a number of samples of polyviscose fabric and fabric with wool content of 20-30%"²³⁰. Belarus has also started to fulfill the contract for the supply of fire engines to Harare. And this task will be accomplished in due time.

Another interesting idea in cooperation between the two countries, which may well materialize in the not-too-distant future, is that "Zimbabwe may become a major hub in South Africa for trade in Belarusian products"²³¹. For this purpose, the Belarusian-

²²⁸ Zalesky, B. Export growth strategy. Opportunities and challenges of open economy in modern conditions / B. Zalesky. - LAP LAMBERT Academic Publishing, 2023. - C. 29.

²²⁹ Parhomchik: all agreements with Zimbabwe will be fulfilled in due time [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/parhomchik-vse-dogovorenosti-s-zimbabve-budut-vypolneny-v-ustanovlennyj-srok-557834-2023/>

²³⁰ The first deliveries of Zimbabwean cotton to Belarus are expected in June-July 2023 [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/pervye-postavki-v-belarus-zimbabvijskogo-hlopka-ozhidajutsja-v-ijune-ijule-2023-goda-557867-2023/>

²³¹ Frederick Shava: Zimbabwe can become a major hub for the supply of Belarusian equipment in South Africa [Electronic resource]. - 2023. - URL:

Zimbabwean initiative with the participation of another state in Southeast Africa - Mozambique - could be realized. This is a country that is washed by the Indian Ocean. "The most promising area of Belarusian exports to the markets of Mozambique could be mechanization of the agricultural complex of this country with subsequent servicing of Belarusian machinery"²³². The introduction of knowledge-intensive technologies, electrification and improvement of railroads, creation of the necessary logistics infrastructure, and promotion of renewable energy sources could also be key points on the way to diversify Belarusian exports to Mozambique. Given the high demand for medicines, niches for the promotion of pharmaceutical products remain in the country. In short, the Southern African market is very promising for Belarusian exports and can further increase activity in various areas.

<https://www.belta.by/economics/view/frederik-shava-zimbabve-mozhet-stat-krupnym-habom-po-postavke-belorusskoj-tehniki-v-juzhnoj-afrike-557809-2023/>

²³² Mozambique [Electronic resource]. - 2023. - URL: <https://export.by/mozambique>

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