

Perspective widens the horizon

Intensification of economic cooperation with international organizations and foreign countries is one of the most important directions of development of the Eurasian Economic Union (EAEU) until 2025. At the same time, the international activities of this association are focused on solving such urgent tasks of Eurasian economic integration as creating conditions for joint access of member states' enterprises to markets of third countries, including states of South-East Asia and the Middle East. In this regard, the development of dialogue with the Association of Southeast Asian Nations (ASEAN) is one of the priorities of the EAEU's international activities. The cooperation program of these two international organizations for 2020-2025 covers such areas as customs legislation and law enforcement, trade policy, business activities, technical and antimonopoly regulation, energy, and the functioning of domestic markets. The parties are focused on new points of growth, finding balanced solutions for successful interaction and new long-term forms of cooperation. How this mutually beneficial cooperation is evolving is discussed in this study.



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Peculiarities of cooperation between Belarus and South-East and Central Asian countries

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Cover image: www.ingimage.com

This book is a translation from the original published under ISBN 978-620-5-49869-9.

Publisher:

Scientia Scripta

is a trademark of

Dodo Books Indian Ocean Ltd. and OmniScriptum S.R.L Publishing group
Str. Armeneasca 28/1, office 1, Chisinau MD-2012, Republic of Moldova,
Europe

Printed at: see last page

ISBN: 978-620-5-36530-4

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Eurasian Economic Union - Association of Southeast Asian Nations: Develop Dialogue and Intensify Trade

Intensification of economic cooperation with international organizations and foreign countries is one of the most important directions of development of the Eurasian Economic Union (EAEU) until 2025. At the same time, the international activities of this association will be focused on solving such urgent tasks of Eurasian economic integration as "creating conditions for the joint entry of enterprises of member states into third countries' markets, including South-East Asian states..."¹. In this regard, the development of dialogue with the Association of Southeast Asian Nations (ASEAN) is one of the priorities of the EAEU's international activities.

ASEAN is a regional organization comprised of 10 Southeast Asian countries - Indonesia, Malaysia, Singapore, Thailand, the Philippines, Brunei Darussalam, Vietnam, Laos, Myanmar, and Cambodia - established to promote social, economic, and cultural cooperation in the region. The Eurasian Economic Commission (EEC) has successfully cooperated with the ASEAN Secretariat since 2018 under the Memorandum of Understanding on Economic Cooperation. This document aims 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) electronic trade; e) services trade and investment; f) entrepreneurship development, primarily for micro, small and medium enterprises..."². To implement the memorandum, a cooperation program

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

² Memorandum of Understanding between the Eurasian Economic Commission and the Association of Southeast Asian Nations in the field of economic cooperation [Electronic

for 2020-2025 was adopted. It covers such areas as customs legislation and law enforcement, trade policy, business activities, 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% to \$23.9 billion. The Union's exports increased to \$10.2 billion (by 53.5%) and imports to \$13.7 billion (by 23.3%). The share of ASEAN in the Union's foreign trade turnover was 2.8%"³. The parties are focused on new points of growth, search for balanced solutions for successful interaction and new long-term forms of cooperation, identification of prospects for the development of scientific, technological and innovative cooperation, industrial cooperation, as well as mechanisms for the exchange of practices and competencies, taking into account the goals of sustainable development. In particular, digitalization of the economy is a promising area of interaction, where the EAEU and ASEAN have their own significant developments that are of mutual interest. For the gradual increase in trade it is necessary to strengthen cooperation in the financial and banking sector, including the use of payments in national currencies. The Eurasian Economic Union is successfully developing cooperation with the governments of several ASEAN countries through bilateral formats, including Thailand and Cambodia.

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

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>

³ The EAEU and ASEAN are increasing the volume of trade turnover [Electronic resource]. - 2022. - URL: https://eec.eaeu/Развития_nion.org/news/eaes-i-asean-narashchivayut-obemy-tovarooborota/.

parties stated that "in the first half of this year [2021], trade turnover between the EAEU countries and Thailand increased by 32.6% compared to the same period last year and reached \$1.2 billion. The trade turnover between the EAEU countries and Thailand increased by 32.6% compared with the same period last year to \$1.2 bln, including \$330.5 mln of EAEU exports. The exports of the EAEU amounted to \$330.5 million and imports - \$907 million. THE EEU'S EXPORTS INCREASED BY \$330.5 MILLION AND IMPORTS BY \$907 MILLION."⁴ . Exports increased mainly due to exports of metals and metal products, foodstuffs and agricultural raw materials, leather raw materials, furs and fur products. And imports from Thailand increased due to increased imports of machinery, equipment and vehicles. Further development of cooperation between the parties is inextricably linked to the strengthening of ties between business circles in the field of transport infrastructure, introduction of new technologies, Bioengineering, supplies of energy resources and energy equipment, as well as agricultural products are promising areas.

Another ASEAN country developing cooperation in the EAEU is Cambodia. A memorandum of understanding was signed in May 2016. In September 2021, following the third working group meeting between EEC and the Government of Cambodia, the parties expressed a strong interest in increasing trade and investment and identified such areas of cooperation as trade and investment, customs cooperation, innovation, telecommunications and information and communication technologies, industry and infrastructure, technical regulation, SPS measures, intellectual property issues. Recall that in 2020, trade turnover between

⁴ The EAEU and Thailand are interested in developing cooperation in infrastructure, new technologies, digitalization and green economy [Electronic resource]. - 2021. - URL: <https://eec.eacunion.org/news/caes-i-tailand-zainteresovany-v-razviti-i-sotrudnichestva-v-sfere-infrastruktury-novyh-tehnologij-tsifrovizatsii-i-zelenoj-ekonomiki/>

the EAEU and Cambodia declined for objective reasons, but already in the first half of 2021, the statistics inspired cautious optimism. "Trade increased 1.4 times compared to the same period last year [2020] and reached \$130 million. IT WAS UP \$130 MILLION. At the same time, growth was observed in all EAEU states."⁵ . Nevertheless, the existing trade turnover does not reveal the full potential of cooperation between the EAEU and Cambodia, so the parties plan to develop a dialogue and intensify trade.

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⁵ EEC and the Government of Cambodia signed a joint statement on enhancing cooperation [Electronic resource]. - 2021. - URL: <https://eec.eaeunion.org/news/kek-i-pravitelstvo-kambodzhi-podpisali-sovmestnoe-zayavlenie-o-rasshirenii-sotrudnichestva/>

Belarus-Uzbekistan: It is important to continue systematic work for new projects

In August 2022, Minsk hosted the ninth meeting of the joint intergovernmental commission on bilateral cooperation between Belarus and Uzbekistan, the participants noted the importance of continuing systematic work for new promising joint initiatives in order to achieve a multiple increase in mutual trade in the coming years through joint efforts. Recall, that "in 2021, trade turnover between Belarus and Uzbekistan amounted to \$ 301.9 million and increased by 7.8% compared to 2020, exports - \$ 245.4 million (3.3% growth). The balance is positive - \$188.9 million."⁶ . The main Belarusian export items in 2021 were meat and meat products, pharmaceuticals, vinyl chloride polymers, milk powder, diagnostic reagents, vaccines, blood serums, chipboard, cheese and cottage cheese. In the first half of 2022, the Belarusian-Uzbek trade turnover exceeded 190 million dollars and increased by almost 40 percent. In this case, the surplus on the Belarusian side amounted to 100.7 million dollars. Now the parties see a real opportunity to reach a mutual trade turnover of \$500 million. In this regard, Belarus is ready to increase deliveries of food and agricultural products, road-building, municipal and special equipment, dump trucks, woodworking products, petrochemicals, pharmaceuticals, and medical equipment.

As for industrial cooperation and creation of joint productions, "a total of 103 organizations with Belarusian investments have already been registered in Uzbekistan, as well as representative offices of Autopromsnabspedition LLC, Softclub LLC, AmantisMed LLC and

⁶ Golovchenko and Aripov discussed increasing trade turnover between Belarus and Uzbekistan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/golovchenko-i-aripov-obsudili-naraschivanie-tovarooborota-belarusi-i-uzbekistana-520574-2022/>

Belvitunifarm LLC operate"⁷. In 2022 a good result of the joint work can be considered the production of machinery based on the chassis of the Minsk Automobile Plant. "If until recently only superstructures on ready-made machine sets were carried out, in April this year the first MAZ dump truck assembled in Uzbekistan was presented. There is every possibility to ensure high localization of this production"⁸. Work is underway to resume the production of Belarusian tractors in Uzbekistan. And "BELAZ is ready to supply Uzbekistan with completely new models of machinery for transportation of mountain masses, which are distinguished by both high environmental friendliness and efficiency"⁹. Belkommunmash is interested in taking part in the development of the Uzbek transport infrastructure and jointly implement initiatives to launch environmentally friendly passenger transport. Belarusian specialists are ready to offer a comprehensive solution to create an efficient and safe system of public electric transport: from the construction of the necessary infrastructure to the supply of the most modern models of equipment. The implementation of such a project would be a truly landmark event in the development of Belarusian-Uzbek relations.

Indicators between the two countries have also increased in the agro-industrial sector. In the six months of 2022, the growth of agricultural products turnover increased in both exports and imports. "Meat products, dairy products and baby food are exported to Uzbekistan. Imports are mainly represented by vegetables and bakery products, grapes, dried fruits

⁷ Zalessky, B. Orientation - on the result. Realizing the possibilities of international economic relations / B. Zalessky. - LAP LAMBERT Academic Publishing, 2022. - C. 23.

⁸ Agricultural sector, industrial cooperation, construction. Hare on plans of interaction with Uzbekistan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/apk-promkooperatsija-stroitelstvo-zajats-o-planah-vzaimodejstviya-s-uzbekistanom-520299-2022/>

⁹ Industrial cooperation, machinery supplies, woodworking. Belarus and Uzbekistan discussed mutual cooperation [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/promkooperatsija-postavki-tehniki-derevoobrabotka-belarus-i-uzbekistan-obsudili-vzaimnoe-520492-2022/>

and nuts."¹⁰ . And for the growing livestock industry of Uzbekistan, the Belarusian side is ready to organize supplies of high-yield premixes with access to the joint production of mixed fodder in this Central Asian country.

Speaking about Belarusian-Uzbek cooperation in the pharmaceutical industry, Belarusian investors in Tashkent are successfully implementing a project to produce broad-spectrum antibiotics. The Belarusian holding company Belpharmprom and its Uzbek colleagues are exploring the possibility of creating joint production facilities for the production of medicines in non-intersecting positions. In the construction sphere the sides are interested in joint designing of Uzbekistan's infrastructure facilities, industrial buildings, healthcare facilities, including those of pharmaceutical industry. The Uzbek side is interested in Belarusian products of wooden housing construction. Given the actively developing tourist sector in Uzbekistan and its needs in environmentally friendly residential facilities, the cooperation in this direction is very promising.

Interesting Belarus-Uzbekistan projects are implemented in the educational sphere as well. In particular, now Baranovich State University together with Samarkand State University and Djizak State Pedagogical Institute implement "double diploma" programs. It is assumed that undergraduate and graduate students will study at Barnaul State University and at partner universities on the basis of the Belarusian and foreign positive experience. "Recruitment is planned for the specialties "practical psychology", "pre-school education", "psychology",

¹⁰ Belarus and Uzbekistan discussed further cooperation in the field of agriculture [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belarus-i-uzbekistan-obsudili-voprosy-dalnejshego-sotrudnichestva-v-sfere-apk-520545-2022/>

"economics"¹¹. And Brest State Technical University will cooperate with the Bukhara Institute of Engineering and Technology. The universities signed cooperation agreements in July 2022 to cooperate in organizing retraining and professional development of teachers from Bukhara in Brest. "We'll start there, then we can cooperate on the first and second stages of higher education."¹². The Bukhara Institute is a major teaching and research center in Uzbekistan. There are eight faculties and more than 11,000 students in 30 undergraduate courses.

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¹¹ BarSU develops joint educational programs with Uzbek partners [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/bargu-razrabatyvaet-sovmestnye-obrazovatelnye-programmy-s-uzbeksikimi-partnerami-520325-2022>

¹² BrGTU will cooperate with Bukhara Institute of Engineering and Technology [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/brgtu-budet-sotrudnicat-s-buharskim-inzhenerno-tehnologicheskim-institutom-514381-2022/>

Belarus-Kyrgyzstan: business contacts have become more diverse

The Republic of Belarus has traditionally been interested in the closest partnership with the Kyrgyz Republic, a country in Central Asia that is rich in natural resources and minerals, high potential for the development of agriculture, hydropower, and tourism. The more so because trade and economic cooperation between Belarus and Kyrgyzstan has recently intensified considerably. Bilateral trade turnover for the last three to four years does not go below \$100 million. For example, in 2021, the trade turnover between Belarus and Kyrgyzstan amounted to almost one hundred million dollars, including Belarus' exports - more than 86 million dollars. The balance was positive in the amount of \$75.4 million. "Last year [2021] the nomenclature of goods supplied by Belarus amounted to 749 commodity items (for comparison, in 2020 - 620). In January - June this year, the bilateral trade turnover amounted to \$56.4 million, an increase of 44.3% compared to the same period in 2021, including Belarusian exports - \$42.8 million (an increase of 24.8%)."¹³ . The main Belarusian export commodity items to Kyrgyzstan are fresh or chilled beef, sugar, poultry meat, pharmaceuticals, finished meat products, carpets and other textile products, fiber optic cables, cheese and cottage cheese, diagnostic reagents, and chicken eggs. And there are reasons to believe that Belarusian companies have every chance not only to consolidate and increase their presence in the market of Kyrgyzstan in terms of already supplied products, but also to expand the list of export items. In particular, Belarusian manufacturers of agricultural, passenger

¹³ NCM told about the prospects for promoting Belarusian goods and services in Kyrgyzstan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/ntsm-rasskazalo-perspektivah-prodvizhenija-belorusskih-tovarov-i-uslug-v-kyrgyzstan-519484-2022/>

and municipal machinery have prospects for increasing supplies to Kyrgyzstan.

At the 9th meeting of the Kyrgyz-Belarusian Intergovernmental Commission on Trade and Economic Cooperation, held in February 2020 in Minsk, the parties "focused on the priority areas of cooperation: 1) increasing mutual trade; 2) deepening industrial cooperation and creating joint assembly facilities; and 3) expanding interregional cooperation."¹⁴ . In September 2022 the 10th meeting of the intergovernmental commission was held in the city of Osh, where it was stated that a promising area for the development of Kyrgyz-Belarusian cooperation is to increase production capacity, capacities to produce products with high added value, as well as the creation of joint ventures in all industrial sectors. "Currently, there are 54 representative offices of the entities of the commodity distribution network and distributors of Belarusian enterprises, including the assembly production of tractors of the Minsk Tractor Plant Joint Stock Company"¹⁵ . The Kyrgyz side is also interested in attracting investment in areas such as information technology, agriculture, and tourism.

In this regard, the Kyrgyz-Belarusian Business Forum was also held in Osh in September 2022, which demonstrated the growing interest of Belarusian businesses in the development of bilateral business contacts with Kyrgyzstan. Representatives of the Belarusian side - the Ministry of Agriculture and Food, concern "Belgospisheprom", holding "Belkommunmash" - presented to the forum participants opportunities for cooperation with the enterprises of agricultural, food and industrial sectors

¹⁴ Zalesky, B.L. Belarus-Kyrgyzstan: trade, cooperation, cooperation of regions / B.L. Zalesky // Materials for XVI International Scientific and Practical Conference "Innovative Scientific Understanding - 2020". Ekonomiki. : Sofia. "Byal GRAD-BG". - C. 64.

¹⁵ Within the framework of the 10th meeting of the Kyrgyz-Belarusian Intergovernmental Commission on Trade and Economic Cooperation a business forum was held in Osh [Electronic resource]. - 2022. - URL: https://cis.minsk.by/news/24072/v_ramkah_10-go_zasedanija_mezhpravitelstvennoj_kyrgyzsko-belorusskoj_komisii_po_torgovo-ekonomicheskomu_sotrudnicestvu_v_oshe_sostojalsja_biznes-forum

of Belarus. A business contacts exchange was organized at the forum. "Meetings were held between the Belarusian and Kyrgyz companies working in the food sector, mechanical engineering, health and agriculture. As a result of the business forum, bilateral contracts totaling \$900 thousand were signed"¹⁶.

Also held in Osh was the international universal exhibition "South Expo-2022", where the Belarusian exposition was presented by the concern "Belgospischeprom" and its 16 companies, which brought together export goods - "confectionery, snacks, instant products, food concentrates, baby food, spirits - haist, tinctures and balsams on Belarusian herbs, distillates, whiskey full cycle production from Belarusian grain, products of fruits and berries..."¹⁷. World famous Belarusian brands Gomselmash, MTZ and MAZ were represented at the exhibition by a local dealer - OSOO AVTOMASH-RADIATOR. The exhibition participants also included other Belarusian companies: one of Europe's largest manufacturers of electrical equipment - JSC "Minsk Electrotechnical Plant named after V.I. Kozlov", the leading medical institutions - RSPC "Oncology and Medical Radiology named after N.N. Alexandrov" (ORM) and RSPC "Cardiology", as well as the manufacturer of veterinary drugs - JSC "Belzovetsnabprom". In particular, educational services in radiology, surgery and ultrasonic diagnostics were offered to the Kyrgyz specialists at the stand of the RSPC MPA. As a result of negotiations between RMRC MPA and Osh State University "an agreement on cooperation was prepared to provide for exchange of

¹⁶ Contracts for \$900 thousand signed as a result of the Belarusian-Kyrgyz business forum [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/kontrakty-na-900-tys-podpisany-po-itogam-belorusko-kyrgyzskogo-biznes-foruma-523912-2022/>

¹⁷ 16 enterprises of "Belgospischeprom" presented their products at the exhibition "Yug Expo" in Kyrgyzstan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/produktsiju-na-vystavke-jug-eks-po-v-kyrgyzstane-predstavili-16-predpriyatij-belgospischeproma-523807-2022>

experience between the staff of the institutions under educational programs of advanced training and internships; organization of conferences, seminars, symposiums and round tables"¹⁸ . In short, business Belarusian-Kyrgyz contacts have become more diverse.

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¹⁸ The 6th International Universal Trade Fair "South Expo-2022". [Electronic resource]. - 2022. - URL: <https://omr.by/news/news-main/6-ya-mezhdunarodnaya-universalnaya-vystavka-yarmarka-yug-ekspo-2022>

Belarus-Azerbaijan: from industrial cooperation and transport to education and science

In 2023, Belarus and Azerbaijan will celebrate 30 years of diplomatic relations. During this time, the parties have formed strong traditions of bilateral relations. In particular, according to the results of 2021, Azerbaijan was among those trade and economic partners of Belarus, with which cooperation is developing especially intensively today. This is evidenced by the figures: the Belarusian-Azerbaijani trade turnover "almost doubled last year and amounted to \$885.5 million. At the same time, the Belarusian export of goods increased 2,5 times and formed in the amount of \$478,0 million, reaching record indicators for the history of bilateral relations"¹⁹. The volume of the foreign trade in services amounted to \$25 million. The balance is positive - more than 11 million dollars. Moreover, "5 own entities of the commodity distribution network and 45 dealers representing more than 50 Belarusian enterprises were created in Azerbaijan. On the basis of PO "Ganja Automobile Plant" there is a joint assembly production of tractor machinery"²⁰.

In June 2022, the 12th meeting of the Belarusian-Azerbaijani intergovernmental commission was held. At the meeting, the parties mentioned the following promising areas of cooperation: expansion of industrial cooperation, cooperation in the fields of machine building, transport, agriculture, woodworking, healthcare, education, and science. In particular, "it is necessary to fully implement the contract on the supply of unassembled tractors to the Ganja automobile plant, as well as to study

¹⁹ Zalesky, B.L. Points of growth - agriculture, construction, regions / B.L. Zalesky // Materials for XVII International Scientific Practical Conference "Novinata za nadpranali nauk - 2022", May 17 - 25, 2022: Sofia. "Byal GRAD-BG". - C. 67-70.

²⁰ Golovchenko and Asadov discussed the development of trade and economic cooperation between Belarus and Azerbaijan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/golovchenko-i-asadov-obsudili-razvitie-torgovo-ekonomicheskogo-sotrudnichestva-belarusi-i-azerbajdzhana-520483-2022/>

economic and technical aspects of a joint project of this plant and MTZ to enter third countries' markets"²¹ . It is also necessary to ensure the completion of tests of a grain harvester produced by Gomselmash and modified to meet the technical requirements of the Azerbaijani side, and to agree on the volume of supplies. Among the proposals is the joint production of electric transport. Elevator manufacturer Mogilevliftmash expects to take part in the programs of modernization of elevator facilities in the cities of Azerbaijan. In the near future the preparatory work for the establishment of joint production of veterinary drugs in the Azerbaijani territory will also be completed.

As for the oil and gas sector, the Belarusian pavilion was presented at the 27th international exhibition "Caspian Oil and Gas" in early June 2022 in Baku, where Belarusian enterprises Grodno Azot, Mogilevkhimvolokno, Mozyr Oil Refinery, Naftan, Polotsk-Steklovolokno, Seismotekhnika participated. The exposition was diverse: nitrogen fertilizers, polyamide and polyester yarns, cord fabrics, polymer composite materials, polyester technical yarns, nonwoven fabrics, motor gasoline, diesel fuel, heating oil, oil bitumen, fuel gases, glass fiber and materials on its basis, oilfield and geophysical equipment. "Among the unique products presented at the exhibition is a polyester fiber of conjugate type for use as a filler in textile products, which is produced by Mogilevkhimvolokno"²² .

In the transport sector, in August 2022, the Belarusian Railway began delivering cargoes by fast trains from Belarus to Azerbaijan. "This

²¹ Engineering, Construction, Agroindustrial Complex. Petrishenko on the plans of interaction with Azerbaijan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/mashinostroenie-stroitelstvo-apk-petrishenko-o-planah-vzaimodejstvija-s-azerbajdzhanom-505333-2022/>

²² Belarus presented a pavilion at the oil and gas exhibition in Azerbaijan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belarus-predstavila-paviljon-na-neftegazovoj-vystavke-v-azerbajdzhanom-505359-2022/>

makes it possible to deliver cargoes produced in Belarus to Azerbaijan in the shortest possible time (within a week) and at competitive tariffs <...>. The first three trains loaded with timber products have already departed from Orsha-Zapadnaya station (Belarus) to Apsheron station (Azerbaijan)"²³.

Bilateral contacts in the educational sphere are also developing closely, as evidenced by "the existence of about 70 agreements between educational institutions and organizations of Belarus and Azerbaijan"²⁴. In particular, the Belarusian State University (BSU) intensifies cooperation with Azerbaijani partners. In September 2022 BSU signed an agreement on cooperation with Baku State University, which is the oldest and leading higher education institution in this country in the South Caucasus and includes 16 faculties of various profiles, two research institutes and Confucius Institute. The document prescribes agreements in the field of education and science. "In particular, the parties have agreed to implement joint projects in the scientific, educational and cultural spheres, to develop a publication partnership, academic scientific and cultural mobility, to exchange information, students, researchers, teachers"²⁵. It is also envisaged to develop and implement joint research projects, educational programs, courses and curricula, interaction in the field of scientific management of master's and PhD students.

It should be noted that BSU currently interacts with other Azerbaijani scientific and educational institutions. Since 2019 there is an

²³ Belarusian Railways started to deliver cargoes by fast trains from Belarus to Azerbaijan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/bzhd-nachalopostavljat-gruzy-uskorennymi-poezdami-iz-belarusi-v-azerbajdzhan-517606-2022/>

²⁴ Petrishenko: the interaction between Minsk and Baku has always been exclusively positive and constructive [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/petrishenko-vzaimodejstvie-minska-i-baku-vseгда-nosilo-iskljuchitelno-pozitivnyj-i-konstruktivnyj-504577-2022/>

²⁵ BSU and Baku State University signed an agreement on cooperation [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/bgu-i-bakinskij-gosuniversitet-zakljuchilosoglashenie-o-sotrudnichestve-525475-2022/>

agreement on cooperation and exchange of students with ADA University (Baku). In 2021 BSU International State Environmental Institute named after A.D. Sakharov signed a cooperation agreement with Khazar University (Baku) and an agreement on scientific and technical cooperation with the Livestock Research Institute of the Ministry of Agriculture of Azerbaijan. Two joint projects have been submitted for participation in the competition of joint scientific projects for 2022-2023 announced by the State Committee on Science and Technology of Belarus and the National Academy of Sciences (NAS) of Azerbaijan: Institute of Nuclear Problems and Institute of Physics of NAS of Azerbaijan; Faculty of Chemistry and Institute of Catalysis and Inorganic Chemistry after academician M. Nagiyev of NAS of Azerbaijan. One more thing: six Azerbaijani students are currently studying at BSU.

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Belarus-Tajikistan: promising directions to a new level

Belarus and Tajikistan traditionally have close relations, and the countries consistently strengthen their mutually beneficial strategic partnership. "In 2021, trade turnover between Belarus and Tajikistan was more than \$126 million and increased by 12.6% compared to 2020, exports - just over \$122 million (growth of 11.1%), imports - \$4 million (increased by 90.5%)"²⁶. Today, the two countries are mutually interested in expanding areas of cooperation, which may include the development of assembly production of Belarusian elevators organized in Tajikistan, creation of a joint venture to produce carpets, supplies of Belarusian passenger, quarry and construction equipment, as well as Belarusian breeding cattle, increasing food exports, including those certified according to halal standards. For its part, Belarus is interested in importing raw materials for the Belarusian light industry from Tajikistan and continuing cooperation in education, culture, and sports.

In June 2022, Minsk hosted the 15th meeting of the Belarusian-Tajik Intergovernmental Commission on Trade and Economic Cooperation, at which the parties noted the most significant areas of bilateral cooperation: investments, industry, agriculture, transport, social, cultural, and scientific and technical spheres. In this context, we note that in Tajikistan, 2022-2026 is declared the year of industrial development. "During this period it is planned to ensure an average annual economic development of at least 7% and to double the GDP per capita, create more than 500 thousand new jobs and reduce the poverty rate to 15%. Belarusian companies were invited to take an active part in tackling these

²⁶ Belarus and Tajikistan are interested in expanding areas of cooperation [Electronic resource]. - 2022. - URL: <https://www.belta.by/politics/view/belarus-i-tadzhikistan-zainterosovany-v-rasshirenii-napravlenij-sotrudnichestva-506166-2022>

tasks. They also expressed the wish to continue training Tajik specialists in Minsk for various spheres of the economy.²⁷ . In this regard, the Belarusian side is ready to provide its Tajik partners with any types of machine-building equipment, primarily quarry and road-building equipment for implementation of infrastructure projects of the country's mining and electric power industry. There is an opportunity to significantly increase supplies of new models of Belarusian buses, trucks, woodworking products, petrochemicals and metallurgy to the Tajik market, as well as to open joint productions to assemble elevators, household appliances and furniture.

In the agro-industrial sector, Tajikistan is interested in increasing the supply of Belarusian agricultural machinery and meat and dairy products. In particular, there is considerable work on the shipment of agricultural equipment from Belarus, which is badly needed by the Tajik agricultural sector. "In 2021, 411 units of tractors of various brands and more than 124 agricultural machines were delivered to Tajikistan"²⁸ . At the same time, the Tajik side expresses interest in continuing cooperation in this area. In addition, the partners from Tajikistan plan to expand the range of supplies of beef products, dairy products and raw materials. Belarus is ready to supply halal products certified according to Halal standards. During the 15th meeting of the intergovernmental commission the parties also noted the "potential for growth of supplies of pedigree cattle of Belarusian selection and the possibility of providing Tajik

²⁷ Pivovar, E. Krutoy said that Belarus is ready to provide Tajikistan with any types of machinery / E. Pivovar // [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/krutoj-zajavil-o-gotovnosti-belarusi-obespechit-tadzhikistan-ljubymi-vidami-mashinostroitelnoj-tehniki-523859-2022/>

²⁸ Tajikistan is interested in increasing the supply of Belarusian meat and dairy products and agricultural equipment [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/tadzhikistan-zainteresovan-v-uvelichenii-postavok-beloruskoj-mjaso-molochnoj-produktsii-i-506657-2022/>

farmers with highly productive, balanced mixed fodder and admixtures"²⁹

Cooperation between the regions of Belarus and Tajikistan is also developing successfully in 2022. In particular, on the agenda is the development of cooperation between the capitals of the two countries in a number of areas, including technology, production of pharmaceuticals, and education. Recall that in 2019, Minsk implemented a big project to provide Dushanbe with Belkommunmash trolleybuses. And today these cars already decorate the Tajik capital. Another project is being implemented in the field of dairy production - cooperation between the Tajik partners and Minsk Dairy Plant No. 1. There are plans to develop cooperative ties and create a joint production of municipal machinery. As for education, about 600 Tajik students are currently studying in Belarus. They mainly choose Minsk and technical universities for their studies. Many of them study at the Academy of Aviation and at different faculties of the Belarusian State University. In addition, there are four joint departments of Belarusian and Tajik universities. So, the two capitals are developing many mechanisms of cooperation. And "in the future a document will be signed, which will regulate further development of relations between Minsk and Dushanbe"³⁰.

Another example of interaction between the regions is the Gomel and Khatlon regions, which intend to develop cooperation in agriculture and industry. Thus, Gomel specialists are ready to build turnkey farms in the Tajik region. Partners from Khatlon region have "intentions to

²⁹ Belarus is ready to supply halal products to Tajikistan [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belarus-gotova-postavljat-v-tadzhikistan-haljalnuju-produktsiju-506619-2022/>

³⁰ Cooperation between Belarus and Tajikistan discussed at the Minsk City Executive Committee [Electronic resource]. - 2022. - URL: <https://www.belta.by/politics/view/sotrudnichestvo-belarusi-i-tadzhikistana-obsudili-v-mingorispolkome-525441-2022/>

purchase mineral fertilizers, timber, cattle, as well as feed for poultry farms"³¹ . Khatlon province is a major region of Tajikistan, with 48 to 78 percent of the republic's total agricultural output in some agricultural products. These are vegetables, early fruits, melons, and citrus fruits.

All these facts "show the growing interest of the two former Soviet republics in fruitful cooperation in a wide variety of areas"³² , which are reaching a new level.

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³¹ Gomel and Khatlon regions intend to develop cooperation in agriculture and industry [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/gomelskaja-i-hatlonskaja-oblasti-namereny-razvivat-sotrudnichestvo-v-apk-i-promyshlennosti-507131-2022/>

³² Zalesky, B. International Relations and the Media. Peculiarities of multi-vector international cooperation in the period of global challenges / B. Zalesky. - Palmarium Academic Publishing, 2016. - C. 129.

Belarus - Asia: for establishing new business contacts

In December 2021, Belarus approved the Plan of national exhibitions in foreign countries for 2022. Its distinctive feature is the focus of the Belarusian side to promote its trade and economic interests in the "far arc" countries. In this regard, the Asian continent is especially important, where "there are still many opportunities in this direction <...>. In order to use them successfully, it is necessary to continue systematic and consistent work, developing mutual interest and initiating new formats of contacts, as it is happening in the development of partnerships with a number of Asian countries"³³, including Iran, Mongolia and Turkey, where Belarusian exporters actively participate in specialized exhibition events.

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

³³ 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.

Academy of Sciences of Belarus demonstrated innovative developments in several areas. For example, the Scientific and Practical Center of the National Academy of Sciences of Belarus for Animal Husbandry offered a number of veterinary drugs and bioadditives based on nanoparticles for farm animals. Belarusian State Technological University presented for the guests of the exhibition "new types of mineral fertilizers, technologies for processing of agricultural waste with obtaining construction and composite materials, technologies for processing of plant raw materials and medicinal herbs with obtaining biologically active additives, new methods of flax quality analysis and flax products"³⁴. The 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 require sorting and special disposal conditions, preserving the taste, flavor, aesthetic appearance and sterility of foods. The new type of wrap is non-toxic, fully biodegradable in humans and animals, capable of reducing the use of plastic many times over."³⁵.

As for Mongolia, in September 2022 in Ulaanbaatar, the national exposition of Belarus will be presented at the 47th international multidisciplinary exhibition Ulaanbaatar Partnership. Large export-oriented Belarusian companies will take part in the exposition - producers of food, pharmaceutical products, machine-building enterprises, scientific

³⁴ A wide range of Belarusian goods will be presented at Iran Agrofood [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/shirokij-spektr-beloruskih-tovarov-budet-predstavlen-na-vystavke-iran-agrofood-507944-2022/>

³⁵ Edible films, vitamins, veterinary medicines: BNU presents 15 developments at exhibitions in Iran [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/sjedobnye-plenki-vitaminy-vetpreparaty-bgu-predstavljajet-15-razrabotok-na-vystavke-v-irane-508439-2022/>

and technical organizations, and others. "The Ulaanbaatar Partnership exhibition has a universal character and covers a wide range of thematic sections: food and beverages, agriculture, mechanical engineering, construction, health care, pharmaceuticals, light industry, consumer electronics. The event is one of the largest multi-industry exhibitions in Mongolia: in 2021 it brought together 110 companies and 12 thousand visitors"³⁶ . Belarus participated in the exhibition in Ulaanbaatar as a national exposition in 2019. Then the exposition presented products and services of 15 companies: organizations of mechanical engineering, food industry, science and education. The business program included the Belarusian-Mongolian business forum with the participation of representatives of 60 Mongolian enterprises.

Another interesting fact: in early November 2022, the National Exposition of Belarus will be presented in Turkey - Istanbul - as part of the international multi-industry exhibition MUSIAD Expo. Participation of domestic enterprises and organizations in the national exposition at this exhibition will contribute to the establishment of new business contacts with potential partners, increase of Belarusian exports and diversification of the product range. Turkey is an important partner of Belarus. "Last year, trade turnover between the two countries amounted to \$1081.6 million (146% by 2020), including exports - \$360.5 million (270%), imports - \$721.1 million (119%). In 2021, the turnover of services between Belarus and Turkey was \$94.8 million (162%), exports - \$52.8 million (134%), imports - \$42 million (220%)"³⁷ . As for the exhibition in Istanbul,

³⁶ Belarus to present its exposition at the exhibition in Mongolia in September [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/belarus-v-sentjabre-predstavit-ekspozitsiju-na-vystavke-v-mongolii-511811-2022/>

³⁷ The national exposition of Belarus will be presented at a multisectoral exhibition in Turkey [Electronic resource]. - 2022. - URL: <https://www.belta.by/amp/economics/view/natsionalnaja-ekspozitsija-belarusi-budet-predstavlena-na-mnogootraslevoj-vystavke-v-turtsii-514624-2022>

MUSIAD Expo - Turkey's largest multidisciplinary event, which is held every two years. In 2020 it was attended by over 500 companies and over 100 thousand visitors from 125 countries. The main sections of the exhibition are food industry, agriculture, construction, engineering and automotive industry, machine tools, metallurgy, petrochemicals, pharmaceuticals and health care, services, tourism, real estate, consumer goods, furniture, energy, logistics, information technology, textile, clothing and footwear industries, leather goods.

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Belarus-China: Universities expand practical cooperation

In September 2022, the Republic of Belarus and the People's Republic of China adopted the Joint Declaration on the establishment of all-weather and all-round strategic partnership relations. This document contains Belarusian-Chinese agreements to intensify scientific and technical cooperation, expand practical interaction between research institutes, higher education institutions and enterprises, encourage the creation of platforms as joint centers of applied research and laboratories. In this regard, three priority components can be distinguished. "The first is in the field of scientific research, where the parties are involved in the implementation of major joint projects. The second one is in the field of innovation activities, where a network of joint innovation centers and scientific laboratories is formed and developed. The third one is in the field of education, where specialists, teachers and students undergo mutual education and internships"³⁸. In particular, the parties will develop interaction between the higher educational institutions of the two countries "on the basis of the development of joint educational programs with the subsequent creation of joint educational structures (faculties, institutes) between the leading institutions of higher education, including the use of distance learning technologies..."³⁹.

The Belarusian State University (BSU) is one of the Belarusian universities that actively cooperate with the Chinese side. The first agreement with Chinese partners was signed in 1990 with Chengdu

³⁸ Zalessky, B. Frontiers of multi-vectorism. Collection of articles / B. Zalessky. - LAP LAMBERT Academic Publishing, 2022. - C. 471.

³⁹ China and Belarus publish Joint Declaration on the Establishment of an All-weather and Comprehensive Strategic Partnership. - 2022. - URL: <https://rg.ru/2022/09/16/kitaj-i-belarus-opublikovali-sovmestnuiu-deklaraciiu-ob-ustanovlenii-otnoshenij-vsepogodnogo-i-vsestoronnego-strategicheskogo-partnerstva.html>

University of Science and Technology. Today the BSU has more than 80 agreements with more than 50 Chinese institutions. Partners include Harbin University of Science and Technology, Henan University, East China Pedagogical University and Foshan University. "In 2019, bilateral partnership documents were signed with Peking University and Shanghai Transport University"⁴⁰. BSU received the honorary right to host the Confucius Institute. The Chinese partner in this case is also Dalian Polytechnic University (DPU), interaction with which has been developing since 2007. A significant result of this cooperation is the opening of two joint institutes at BSU and DPU. Today there are 244 Chinese students in the Chinese-Belarusian institute. Two graduations have already taken place. "In 2021, 78 Chinese graduates and five Belarusians received diplomas from BSU and DPU, in 2022 - 74 Chinese and two Belarusian citizens. There are 142 Belarusian students studying at the Belarusian-Chinese joint institute. The first graduation will take place in 2023."⁴¹.

In May 2021, a Memorandum of Understanding was signed between BSU and Tsinghua University, which ranks 17th among the world's top universities. The Memorandum "provides for the exchange of students, invitation of teachers and scientists, implementation of joint research, educational projects, exchange of publications, information, educational materials, organization of scientific, educational and cultural

⁴⁰ Kreinina, O. BSU on the development of cooperation with the leading universities of China / O. Kreinina // [Electronic resource]. - 2022. - URL: <https://www.belta.by/comments/view/bgu-o-razviti-i-sotrudnichestva-s-veduschimi-universitetami-kitaja-8187/>

⁴¹ Collaboration of BSU and Dalian Polytechnic University captured in a bronze tetrapod din [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/sotrudnichestvo-bgu-i-daljanskogo-politicheskogo-universiteta-zapechatleli-v-bronzovom-tetrapode-514967-2022/>

events"⁴² . This university was founded in 1911. It is located in the northwest of Beijing in Haidian student district. Today Qinghua has about 53,000 students, more than 3,200 of whom are foreigners. The educational process is provided by more than 3600 teachers. The university structure includes 21 institutes and 59 faculties.

In September 2022, another partner appeared in China - Huzhou University of Zhejiang Province. The Memorandum of Understanding between the two universities "provides for the implementation of joint research projects, educational programs, student exchanges and other areas of cooperation."⁴³ . Huzhou University has more than 100 years of history. The university now specializes in a wide range of academic disciplines and has achieved internationally recognized results in research and teaching in mathematics, clinical medicine and engineering. In 2017, the university established the Intercultural Research Center, dealing with international projects, including those with the Belarusian side.

Another interesting example of Belarusian-Chinese cooperation in the educational sphere is the interaction of Polesie State University with the Institute of Science and Technology from China. In September 2022, the Belarusian university held the first international scientific conference, which was called "Pinsk Readings". Pinsk residents together with their Belarusian and foreign partners discussed the topical issues for the economy, banking sector, development of biotechnologies, engineering, healthy lifestyle and preservation of historical and cultural heritage. During the conference PolessU signed a cooperation agreement with the Shanxi Institute of Science and Technology, which "specializes in nature

⁴² BSU and Tsinghua University signed a memorandum of understanding [Electronic resource]. - 2021. - URL: <https://www.belta.by/society/view/bgu-i-universitet-tsinhua-podpisali-memorandum-o-vzaimoponimanii-441298-2021/>

⁴³ BSU and Huzhou University of China signed a memorandum of understanding [Electronic resource]. - 2022. - URL: <https://www.belta.by/society/view/bgu-i-kitajskij-universitet-huchzhou-podpisali-memorandum-o-vzaimoponimanii-524518-2022/>

management, engineering and biotechnology. We aim to build serious partnerships"⁴⁴ . In addition to joint research projects, the universities see prospects for cooperation in academic mobility.

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⁴⁴ PolesSU will cooperate with the Institute of Science and Technology from China [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/polesgu-budet-sotrudnichat-s-institutom-nauki-i-tehnologij-iz-kitaja-524605-2022/>

Belarus-Iran: industry, regions, agriculture

Iran is one of Belarus' 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, the 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%. <...> The export of services from Belarus to Iran reached \$3.35 million last year. The balance of trade in services for Belarus is positive at \$2.8 million"⁴⁵. The key Belarusian exports to Iran are equipment for production of paper pulp products, specific goods, longitudinally sawn timber, newsprint in rolls or sheets, equipment for thermal treatment of materials, reciprocating internal combustion engines, bearings.

In July 2022, the 15th meeting of the mixed Belarusian-Iranian commission for 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 parties reached up to 250-300 million dollars. "Therefore, we intend to reach a trade turnover in the range of \$500 million in a short period of time. And there are all the prerequisites for this"⁴⁶. Iran is increasingly interested in Belarusian industrial products, agricultural machinery, machine tools, passenger vehicles, electric transport, and household appliances.

⁴⁵ NCM on 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-osobennostjakh-vedenija-biznesa-na-rynke-irana-i-prodvizhenii-eksporta-belorusskih-tovarov-i-uslug-8226/>

⁴⁶ Parkhomchik: Belarus and Iran are interested in increasing industrial cooperation [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/parhomchik-belarus-i-iran-zainteresovany-v-naraschivanii-sotrudnichestva-v-promyshlennosti-516021-2022/>

In particular, Iran is interested in large deliveries of BELAZ mining equipment. 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 machines have been in high demand on the Iranian market. It is reliable and has shown itself only from a good side"⁴⁷. Since Iran is planning to ramp up production in the mining industry, Iran would like to receive another 800 or so dump trucks. First of all, the Iranian partners are interested in dump trucks with the capacity of 90-130 tons.

Iranian investment projects are attracting interest in Belarus. In particular, in the free economic zone "Vitebsk" the first resident in 2022 "became LLC BRR Arshie Eco Health, an enterprise with Iranian capital for the production of biodegradable tableware and packaging"⁴⁸. In July 2022 another resident of FEZ "Vitebsk" became Belarusian-Iranian LLC Oriye Galvametal. The company was established to build a hot-dip galvanizing plant near the village of Farinovo, Polotsk District. The site has good infrastructural facilities, now the founders are starting pre-project preparation and design of the facility. It is planned to purchase Iranian equipment for the production. It will take about 2-3 years to erect and put into operation the plant. 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 bearing structures, road barriers and other products used in road construction and operated in corrosive environments"⁴⁹. There are also

⁴⁷ Iran is interested in large deliveries of BELAZ mining equipment [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/iran-zainteresovan-v-krupnyh-postavkah-karjernoj-tehniki-belaz-516134-2022/>

⁴⁸ Zalesky, B.L. FEZ "Vitebsk": optimization with a view to the result / B.L. Zalesky // Materialy XVIII Mezinardni vedecko-prakticka konferencija "Vedecky pokrok na prelomu tysyachalety - 2022". Volume 5: Prague. Publishing House "Education and Science". - C. 22.

⁴⁹ A 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/>

plans to process welded lattice decking, which the plant of technological steel structures began producing in the first quarter of 2021.

Expanding ties between the regions of the two countries is a hot topic. In particular, the Gomel region already intends to resume and develop interaction with the Iranian province of Mazandaran, "a document on trade and economic, scientific and technical and cultural cooperation with which was signed back in 2009"⁵⁰. Mogilev region intends to expand trade and economic cooperation and intensify relations in the field of tourism, education and culture with the province of East Azerbaijan, where the free economic zone "Aras" is located. Constructive negotiations were held in May 2022 on the prospects of cooperation and development of ties between the Grodno region and the province of Homozgan. "The parties confirmed their mutual interest in the implementation of joint projects in various fields. The top-priority measures aimed at the formation of long-term sustainable relations have been determined"⁵¹. So the regions of the two countries have interesting proposals.

Also. The Belarusian side believes that Iran can be considered as a promising direction to increase domestic exports of dairy and meat products - beef, butter, chicken meat, chicken and quail eggs, as well as vegetable oil, compound feed 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 was \$10.9 million, up 22 percent from 2020."⁵². The parties plan to further increase trade and economic cooperation in agriculture and

⁵⁰ Zalesky, B.L. Priority - restoration of partnerships / B.L. Zalesky // Materiały XVII Międzynarodowej naukowi-praktycznej konferencji "Europejska nauka XXI powieka - 2021", Volume 4. Przemysł: Nauka i studia. - C. 23.

⁵¹ On the Visit of the Ambassador of Belarus to Iran to Hormozgan Province [Electronic resource]. - 2022. - URL: <https://iran.mfa.gov.by/ru/embassy/news/bdd91d54c2ef1c14.html>

⁵² 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-rastenievodcheskuju-mjasnuju-i-molochnuju-produktsiju-492495-2022/>

food, including the organization of supplies of Belarusian crop, meat and dairy products, as well as animal feed and premixes to Iran, and counter supplies - vegetables, fruits, fish and seafood - from Iran to Belarus.

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Belarus: a tool for investment, innovation and export

Free Economic Zones (FEZs) continue to be an effective tool for the accelerated development of Belarusian regions and effectively address pressing issues of the Belarusian economy. "Not to let the efficiency of activities decrease - this is the task that every FEZ faces now"⁵³. In the first half of 2022 15 new enterprises with more than 140 million dollars investments and plans to create 760 new jobs were added to the list of Belarusian FEZ residents. It is a record volume of declared investments in new projects for the last three years. "Among the largest projects are the organization of productions in the Brest (the creation of a greenhouse facility and the construction of a complex for the production of extruded aluminum profile), Svisloch (the construction of a container terminal) and Polotsk (the creation of production of wood fuel pellets and the construction of a hot-dip galvanizing plant) regions."⁵⁴.

The inflow of residents is facilitated by the continuous work of FEZ administrations to find new investors, regular presentations of their opportunities at international conferences and exhibitions, as well as decisions made by the government in April 2022 to expand the boundaries of these territories to implement significant investment projects. "In the first half of 2022, residents of free economic zones accounted for a quarter of foreign direct investment on a net basis and exports of goods, a fifth of industrial production"⁵⁵. Depending on FEZs, residents generated up to

⁵³ Zalessky, B. L. New residents build a successful business / B. L. Zalessky // Materials of the XVIII International scientific and practical conference "Prospects of world science - 2022", July 30 - August 7, 2022: Sheffield. Science and education LTD. - C. 3.

⁵⁴ Belarus' FEZs record three years' worth of declared investments in new projects [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/sez-belarusi-otmechajut-rekordnyj-za-tri-goda-objem-zajavlennyh-investitsij-po-novym-proektam-518444-2022>

⁵⁵ FEZs provided a quarter of foreign direct investment on a net basis in the first half of 2022 [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/sez-obespechili>

80 percent of investments, up to 54 percent of goods exports and up to 37 percent of regional industrial production.

Residents of FEZ "**Grodnoinvest**" showed good results in 2022, having attracted foreign investment of over \$150 million in the first half of the year. "Compared with last year, this amount is 2.5 times more. The geography of investments includes 12 countries. Among them are the UAE, Uzbekistan, Slovakia, Germany, Russia <...>. The main share of investments is attracted from the Netherlands, Cyprus, Austria, Great Britain and Poland. Their share in the total volume exceeded 95%"⁵⁶ . Two-thirds of investments were attracted by residents who implement projects in the Smorgon district. FEZ firms, which are located in Grodno, attracted almost \$18 million.

In 2022, the administration of FEZ "**Grodnoinvest**" continues to improve the investment climate of Grodno region, increase the level of availability of modern engineering and transport infrastructure. More than 32 million Belarusian rubles will be allocated for these purposes within the boundaries of the FEZ. "The plans include the construction in the regional center of a road exit to the industrial zone of the FEZ (Grandichi district) and a traffic circle at the intersection of Street 1 and Skidel Highway (Auls district), reconstruction of Industrial Avenue in Smorgon, construction of new power supply sources at FEZ sites in Svisloch and Grodno with total capacity up to 100 MW"⁵⁷ . In particular, in the area of the village of Novaya Gozha a new 1.2 kilometers long roadway was built, which allowed to delimit the traffic of heavy goods vehicles and special

[chetvert-prjamyh-inostrannyh-investitsij-na-chistoj-osnove-v-i-polugodii-2022-goda-519459-2022/](https://www.belta.by/regions/view/rezidenty-sez-grodnoinvest-v-etom-godu-privlekli-inostrannyh-investitsij-na-151-mln-518233-2022/)

⁵⁶ Residents of FEZ "**Grodnoinvest**" attracted \$151 million in foreign investments this year [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/rezidenty-sez-grodnoinvest-v-etom-godu-privlekli-inostrannyh-investitsij-na-151-mln-518233-2022/>

⁵⁷ FEZ "**Grodnoinvest**" invested over Br1.5 million in road construction in Grodno District [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/sez-grodnoinvest-investirovala-svyshe-br15-mln-v-stroitelstvo-dorogi-v-grodnenskom-rajone-520208-2022/>

equipment. A total of nine resident companies are located in the industrial area of the area, who have invested over 30 million dollars in the creation of modern industries in the wood, chemical and textile industries. By 2025, the residents plan to invest additional more than 8 million dollars.

The results of the half year exports are no less significant: in six months the residents of the free economic zone "Grodnoinvest" supplied products worth almost \$715 million. "The residents of the free economic zone exported woodworking and furniture production, chemical industry, machine building and metal working, light industry, production of construction materials and agro-industrial complex products to 54 countries of the world"⁵⁸. The share of export in the total output of FEZ "Grodnoinvest" in January-June 2022 increased up to 69%. FEZ companies provided more than 46 percent of the total export of goods of Grodno region.

In the FEZ "**Vitebsk**" the volume of attracted foreign investments for six months of 2022 exceeded 30 million dollars, or almost half of the total investment of the Vitebsk region. During this period five residents were registered, including for the first time with the participation of capital from Iran. New enterprises intend to implement projects in the field of wood processing, as well as to create production of biodegradable disposable tableware and environmentally friendly packaging, modern medical bandages, electrical, thermal insulation and sealing tapes made of textile, which are components for various industries. As for exports, "residents of FEZ "Vitebsk" exported goods worth \$425 million in January - June, which is 4.4% more than during the same period in 2021"⁵⁹

⁵⁸ In the first half of the year residents of FEZ "Grodnoinvest" exported products worth \$714 million [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/za-pervoe-polugodie-rezidenty-sez-grodnoinvest-eksportirovali-produktsii-na-714-mln-520243-2022/>

⁵⁹ Residents of FEZ "Vitebsk" exported goods worth \$425 million in the first half of the year [Electronic resource]. - 2022. - URL: <https://www.belta.by/regions/view/rezidenty-sez-vitebsk-v-1-m-polugodii-eksportirovali-tovarov-na-425-mln-521133-2022/>

. The geography of supplies covers 68 countries, including 10 partner countries of Belarus in the Commonwealth of Independent States. Responding to the specific conditions of the current international environment, companies are restructuring their logistics chains and actively increasing shipments to far-abroad countries, including Israel, Kuwait, Mongolia, Thailand, Turkey, and Uruguay.

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Belarusian Universal Commodity Exchange: Import Substitution Site Gains Momentum

Today the Belarusian side is looking for new forms of industrial and business development. One such solution in 2022 is import substitution. This process has already involved not only large enterprises, but also private, medium and small businesses. "Import substitution has become the most important task of every enterprise that has to do with imports to work ahead of the curve"⁶⁰. And there are already interesting examples.

In particular, the Belarusian Universal Commodity Exchange (BUCE) has been operating an import substitution platform for more than three months, which is gaining momentum, proving its effectiveness, and already has about three hundred companies from Central Asia and the Far East, including from the People's Republic of China and the Commonwealth of Independent States. During this time, "since May 27, 2022, 6387 transactions worth Br46.6 million have been made on the BUTB import substitution platform"⁶¹. In June-August, products for construction, components and materials for industry, electrical connections and electrical equipment, heating equipment and air conditioning systems, as well as measuring equipment and workwear dominated in the structure of sales of import-substituting goods. "In particular, plastic and rubber products, adhesive compositions, LED lights, paint products are in special demand among customers. These product groups account for more than a quarter of the total amount of

⁶⁰ Zalessky, B.L. The most important task of each enterprise / B.L. Zalessky // *Materialy XVII Miedzynarodowej naukowi-praktycznej konferencji "Nauka: teoria i napiska - 2022"*, Volume 1. Przemysl: Nauka i studia. - C. 15.

⁶¹ About 300 companies from Central Asia and the Far East work on the site of import substitution BUTB [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/okolo-300-kompanij-iz-stran-srednej-azii-i-dalnego-vostoka-rabotajut-na-ploschadke-importozameschenija-521269-2022/>

transactions made on the exchange since its launch."⁶² . The vast majority of suppliers are domestic small and medium-sized businesses, which, thanks to the import substitution service, received an additional sales channel and were able to find new business partners, including among large public sector companies. Also "now the Belarusian metallurgical plant and enterprises of Bellesbumprom are successfully working at the site"⁶³ . In the second half of August, a new company from China was accredited to participate in the bidding at the import substitution site.

Through the platform of import substitution BUTB expects to establish exchange trade also with Pakistan. It is planned to work out the issue of selling sawn wood to the Pakistani market, which is in high demand in the construction and furniture industries, as well as to start exporting petrochemical products, which are already actively purchased on the exchange platform by companies from India. Pakistan is a new market for BUTB, but it has great potential both in terms of sales of Belarusian goods and imports of Pakistani products. To this end, the first brokerage company from Pakistan, AP Sakafat Forever, was accredited at BUTB in July 2022 and has been participating in the export exchange trading in lumber products as a trade visitor since December 2021. "As a professional bidder, it intends to attract buyers of lumber and agricultural commodities to the exchange platform, as well as assist Pakistani producers of rice, non-ferrous metals and textiles in finding business partners in Belarus."⁶⁴ . The new broker may also help Belarus sell

⁶² In the leaders of sales on the site of import substitution BUTB goods for construction and industry [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/v-liderah-prodazh-na-ploschadke-importozameschenija-butb-tovary-dlja-stroitelstva-i-promyshlennosti-520451-2022>

⁶³ Parkhomchik told what enterprises work on the site of import substitution BUTB [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/parhomchik-rasskazal-kakie-predprijatija-robotajut-na-ploschadke-importozameschenija-butb-521262-2022/>

⁶⁴ BUTB plans to establish trade between Belarus and Pakistan through the import substitution platform [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb->

synthetic fiber, polyethylene, ammonium sulfate, and other chemical and petrochemical products to Pakistan. The broker company has planned "a turnover of about \$150 million and will try to use all stock exchange instruments to achieve it."⁶⁵ . A Pakistani company that produces sports equipment has expressed its desire to enter the Belarusian market by placing its products in the electronic catalog of import-substituting goods. As for the transactions, at the initial stage, the option of bidding through a broker is being considered.

The Iraqi company Al Seraj Al Mubeen Co. is planning to study the issue of organizing supplies of Belarusian dried milk and beef to Iraq. The firm "specializes in the import and wholesale trade of food products, the demand for which has increased significantly against the background of continued instability in the global food market."⁶⁶ . In this regard, there was a need to expand the geography of purchases, and Belarus is seen as one of the most promising markets.

Another country that is very active in the BUTB is Switzerland, which is working on commodity directions with Belarusian partners. In particular, in the first half of 2022, agricultural products accounted for 95 percent of Belarusian commodity exchange turnover with Switzerland, "which is a net importer of Belarusian goods, since all 16 Swiss companies accredited at the Belarusian Universal Commodity Exchange act exclusively as buyers. In January - June this year the Swiss companies performed about \$6 million in transactions on the exchange floor, of which more than \$5 million was export of Belarusian rapeseed oil and vet-

[planiruet-naladit-torgovlju-belarusi-i-pakistana-cherez-ploschadku-importozameschenija-515035-2022/](https://www.belta.by/economics/view/planiruet-naladit-torgovlju-belarusi-i-pakistana-cherez-ploschadku-importozameschenija-515035-2022/)

⁶⁵ The first broker from Pakistan accredited at the BUTB [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/na-butb-akkreditovan-pervyj-broker-iz-pakistana-519087-2022/>

⁶⁶ An Iraqi company intends to buy Belarusian dried milk and beef [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/irakskaja-kompanija-namerena-zakupat-beloruskoe-suhoe-moloko-i-govjadinu-515773-2022>

blue leather⁶⁷ . This demonstrates the high demand for Belarusian agro-industrial products in the Swiss market and the significant potential for deepening cooperation in this area. Not only rapeseed oil, but also other no less liquid items, such as milk powder and whey, cattle meat and beet molasses. It remains to add that agricultural products are not the only group of Belarusian goods that are in demand in Switzerland. There are other areas as well.

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⁶⁷ BUTB: agricultural products accounted for 95% of the exchange turnover between Belarus and Switzerland [Electronic resource]. - 2022. - URL: <https://www.belta.by/economics/view/butb-produktsija-selskogo-hozjajstva-sostavila-95-birzhevogo-tovarooborota-belarusi-i-shvejtsarii-515347-2022>

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