

# Integration formula

In January 2025, the Republic of Belarus assumed the chairmanship of the Eurasian Economic Union (EAEU) for the third time. In its address on this presidency of this international organization in 2025, the Belarusian side identified nine main priorities that should be in the focus of common attention this year and the consistent implementation of which will contribute to the further development of Eurasian integration and expansion of mutually beneficial cooperation: technological potential and cooperation; food security; common transport space and logistics; level playing field and transparent competition; protection of the domestic market. For reference: in 2024 the Union will be ten years old. Over these years, the combined gross domestic product of the Eurasian Five countries has grown by 12.5 percent. Mutual trade within the union has doubled over this period, while trade with third countries has increased by more than 60 percent. How will the Belarusian side promote integration ideas in the EAEU? This is the subject of this paper.



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*Diversity of international partnership opportunities  
Belarus*

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Cover image: [www.ingimage.com](http://www.ingimage.com)

This book is a translation from the original published under ISBN 978-620-8-43004-7.

Publisher:

Scienca Scripta

is a trademark of

Dodo Books Indian Ocean Ltd. and OmniScriptum S.R.L publishing group

120 High Road, East Finchley, London, N2 9ED, United Kingdom

Str. Armeneasca 28/1, office 1, Chisinau MD-2012, Republic of Moldova, Europe

Managing Directors: Ieva Konstantinova, Victoria Ursu  
[info@omniscryptum.com](mailto:info@omniscryptum.com)

Printed at: see last page

**ISBN: 978-620-8-77817-0**

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## **Eurasian Economic Union: priority areas of integration**

In January 2025, the Republic of Belarus assumed the chairmanship of the Eurasian Economic Union (EAEU) for the third time. Let us recall that during the previous presidency of our republic in this international organization, the Strategic Directions for the Development of Eurasian Integration were adopted, which will be completed in 2025.<sup>1</sup> And in the same year the foundation is being laid for the start of a new stage and the realization of the Declaration on further development of economic processes within the EAEU until 2030 and for the period until 2045 "Eurasian Economic Way", which was signed by the heads of states of the Eurasian "five" at the end of 2023 and where they outlined "specific and clear goals: further construction of a common Eurasian market, providing it with key goods and resources, the development of cooperation, the formation of a common transport and logistics space and a common financial market".

In its address on Belarus' chairmanship of the EAEU in 2025, the Belarusian side identified nine main priorities that should be the focus of common attention this year and the consistent implementation of which will contribute to the further development of Eurasian integration and the expansion of mutually beneficial cooperation: 1) technological potential and cooperation; 2) food security; 3) common transport space and logistics; 4) level playing field and transparent competition; 5) protection of the domestic market; and 6) protection of the internal market. Let us familiarize ourselves with some of them in more detail.

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<sup>1</sup> The leaders of the EAEU countries adopted a declaration on the further development of the Union until 2030 and for the period until 2045 [Electronic resource]. - 2023. - URL: <https://belta.by/president/view/lidery-stran-caes-prinjali-deklaratsiju-o-dalnejshem-razvitijsouzu-do-2030-go-i-na-period-do-2045-607074-2023/>

Back at the meeting of the Eurasian Intergovernmental Council (EIC) in December 2024, the Belarusian side emphasized that "one of the areas that should be in the focus of close attention is **industrial cooperation and ensuring technological sovereignty**. Without solving this task, there are no prospects for the development of our union"<sup>2</sup>. For reference, we note that in 2024 the EAEU will be 10 years old. Over these years, the combined gross domestic product (GDP) of the P5 countries has grown by 12.5 percent. "Mutual trade within the EAEU has doubled over the 10-year period, while trade with third countries has grown by more than 60 percent"<sup>3</sup>. At the January (2025) MEA meeting, it was emphasized that trade, financial and production ties in the association have demonstrated resilience and economies have demonstrated the ability to adapt to new changing conditions. In particular, "the aggregate GDP of the EAEU grew by 4% in 2024, which is higher than the global average growth rate (3.2%) and the initial forecasts"<sup>4</sup> and will reach almost \$100 billion by 2026. Nevertheless, the Belarusian side, as chairing the union, will contribute even more actively to joint efforts to develop the EAEU's technological potential and form a common space of cooperation in all sectors of the economy.

Speaking about **food security**, we note that at the already mentioned January (2025) meeting of the IGC it was decided to work on the issue of expanding the mechanisms of financial support for joint cooperation projects to the agro-industrial complex and its infrastructure

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<sup>2</sup> Pivovar, E. Golovchenko: without the development of industrial cooperation and technological sovereignty the EAEU has no development prospects / E. Pivovar // [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/golovchenko-bez-razvitiya-promkooperatsii-i-tehnologicheskogo-suvereniteta-u-caes-net-perspektiv-682567-2024/>

<sup>3</sup> Igor Petrishenko: Belarus has always been an active promoter of integration ideas in the Eurasian space [Electronic resource]. - 2025. - URL: <https://www.government.by/ru/content/11118>

<sup>4</sup> Economic growth rates of the EAEU for the second year in a row above the world average [Electronic resource]. - 2025. - URL: <https://eec.eaeunion.org/news/tempy-ekonomicheskogo-rosta-caes-vtoroy-god-podryad-vyshe-srednemiroykh/>



in order to promote cooperation on food production, development of trade and logistics infrastructure. Among the highest priority areas of cooperation are "development of breeding and seed production of agricultural plants, livestock breeding, processing of agricultural products, improvement of agro-industrial complex infrastructure"<sup>5</sup>. The application of financial support mechanisms in the agro-industrial complex will make it possible to develop own technologies, build efficient supply chains of products and resource support.

A very important priority of Belarus' chairmanship in the EAEU in 2025 is the **common transport space and logistics**. The fact is that Eurasian transport corridors are the backbone of the transport infrastructure in the association, ensuring the formation of a common transport space and the development of the transit potential of the Eurasian Five. They "account for about 70% of the volume of transit traffic in the EAEU, which emphasizes the importance of synchronization in the development of national sections of each country"<sup>6</sup>. The Belarusian side believes that the effective functioning of the logistics complex and transportation system is an important factor of economic growth in the union and promotion of Eurasian products to foreign markets, "it is a stable functioning of the transport and logistics system, adapted to the reorientation of commodity flows to friendly jurisdictions of the countries of the East, Asia-Pacific region, Global South"<sup>7</sup>. For this reason, the EAEU should actively develop promising areas for joint industrial

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<sup>5</sup> The EAEU discusses the use of mechanisms of financial support for cooperation projects in the agro-industrial complex [Electronic resource]. - 2025. - URL: <https://eec.eacunion.org/news/v-eaes-rasshryaetsya-primeneniye-mekhanizmov-finansovoy-podderzhki-kooperatsionnykh-proektov/>

<sup>6</sup> EAEU develops Eurasian transport corridors [Electronic resource]. - 2025. - URL: <https://eec.eacunion.org/news/eaes-razvivaet-evraziyskie-transportnye-koridory/>

<sup>7</sup> Pivovar, E. Golovchenko: EAEU needs new airplanes, sea vessels, railroad rolling stock / E. Pivovar // [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/golovchenko-eaes-nuzhny-novye-samolety-morskie-suda-zheleznodorozhnyj-podvizhnoj-sostav-682570-2024/>

cooperation - new railway rolling stock for cargo transportation, sea vessels of various classes and purposes, cargo and passenger aircraft, modern fleet of passenger wheeled vehicles.

Recall that in August 2022, the heads of government of the Eurasian Five countries agreed on a list of priority integration transport projects of the EAEU, which includes seven projects from all member states, of which six relate to the construction or reconstruction of highways of international importance, one - railway. In February 2024, at the meeting of the Eurasian MEA in Almaty, the heads of government of the EAEU countries approved the expansion of the list of priority integration infrastructure projects in the field of transport, which are designed to ensure increased transport connectivity of the states of the union, the promotion of transit and export-import transportation. Then Kazakhstan presented projects aimed at the development of the eastern international transport corridor North-South with the introduction of new railroads. These projects involve the modernization of the existing railway infrastructure on the Orsk - Kandyagash - Makat - Beineu - Bolashak, Iletsk-1 - Aktobe, Chelyabinsk - Tobol - Nickeltau and Aksarayskaya - Makat, Shalkar - Beineu - Mangystau sections of the North-South corridor, as well as the construction of the Darbaza - Maktaaral railway line and second railway tracks on the Kazaly - Arys section. The Kyrgyz side then "proposed to include two projects: reconstruction of the bypass road of Bishkek and construction of a railroad from Balykchy to Jalal-Abad, connecting the railway infrastructure of the north and south of the country. The implementation of the projects will create a unified internal railway network of the country and increase the capacity of transit routes through Kyrgyzstan"<sup>8</sup> . All these projects will make transit more

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<sup>8</sup> Pivovarov, E. Prime-ministers of the EAEU expanded the list of priority transportation projects / E. Pivovarov // [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/premier-ministry-caes-rasshirili-perechen-prioritetnyh-transportnyh-proektov-613274-2024/>

comfortable and significantly reduce the costs of cargo owners when moving cargo through the territory of the EAEU countries. This is an opportunity for them to become a link between the markets of Europe, Asia and the Middle East.

In this context, we can also mention "the interstate program **"Eurasian electric bus"** developed by Belarus. The realization of this pilot project has already begun"<sup>9</sup> . And this cooperation project, like others, will also develop. It is important that the products manufactured within the framework of this project will be considered as originating from an EAEU member state, which will ensure the possibility of access of such products to public procurement in the territory of EAEU member states. For reference, we would like to add that in 2023, "Eurasian Agroexpress" increased by 6% exports of high-margin food products from the EAEU countries <...>. The largest export growth was shown by grain legumes (more than 4 times), as well as oil and fat products (by about 20%)"<sup>10</sup> , as well as fruit and vegetables, canned food, chicken and beef meat. Total transportation volumes then exceeded 450 thousand tons. The main direction of transportation under the project at that time was China. Also in 2023, container trains were delivered along the eastern branch of the North-South international transportation corridor towards India and Iran. A pilot delivery to Uzbekistan was worked out, and shipments to the United Arab Emirates were being worked out. And in March 2024 Iran joined the project. Then it was a question of supplying EAEU products to this country, as well as the organization of large-scale volumes of transportation of Iranian vegetables and fruits to the market of the "five"

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<sup>9</sup> Belarus counts on the development of the project "Eurasian electric bus" [Electronic resource]. - 2025. - URL: <https://belta.by/society/view/belarus-rasschityvaet-na-razvitiie-proekta-evrazijskij-elektrobus-689054-2025/>

<sup>10</sup> Pivovar, E. EAEU countries will continue the realization of the project "Eurasian Agroexpress" [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/strany-caes-prodolzhat-realizatsiju-proekta-evrazijskij-agroekspress-613290-2024/>

countries. "Relevant goods are present on the shelves of stores even today. However, with the involvement of the Eurasian Agroexpress, agricultural products will be delivered more promptly, with better quality and fewer intermediaries"<sup>11</sup>.

And at the same time, in March 2024, the Belarusian logistics operator Beltamozhservice and the autonomous non-profit organization for assistance in the development of agro-industrial activities "Eurasian Agrologistics" signed a memorandum of strategic partnership and cooperation for the joint development of the integration project of accelerated rail and multimodal transportation of food cargoes "Eurasian Agroexpress". The cooperation involves attracting volumes of agricultural products and assistance in organizing the transportation of agrarian cargo and food for export and counter-import in accelerated container and other freight trains, as well as by road, rail and mixed transport. "The companies plan to cooperate in the sphere of foreign trade, transportation and logistics on the routes of international transport corridors East-West and North-South, develop cooperation in the field of customs clearance of foreign trade cargoes and develop joint trade and logistics projects with the EAEU, CIS, SCO, BRICS and other friendly countries"<sup>12</sup>. After all, this project is aimed at developing exports of agricultural products of producers of EAEU member states to China, Uzbekistan, Vietnam and other countries of Southeast and Central Asia using the integration component. So, Belarus, in capacity of chairing the EAEU in 2025, attaches great importance to this pilot project.

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<sup>11</sup> Pivovar, E. Iran joins the realization of the EAEU project "Eurasian Agroexpress" [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/iran-podkljuchaetsja-k-realizatsii-proekta-caes-evrazijskij-agroekspress-619975-2024/>

<sup>12</sup> Memorandum on the development of the project "Eurasian Agroexpress" signed at the exhibition in Moscow [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/memorandum-o-razvitii-proekta-evrazijskij-agroekspress-podpisali-na-vystavke-v-moskve-622368-2024/>

Within the framework of this year's presidency, Belarus will also develop the necessary conditions for **international cooperation** of the Eurasian Five in all its formats, creating additional conditions for promoting the Union's goods to foreign markets. For this purpose, the potential of agreements on free trade zones with third countries will be fully utilized. To date, "agreements on free trade zones have been concluded with China, Vietnam, Singapore, Serbia, Iran (temporary agreement). Negotiations are underway with Indonesia, UAE, Tunisia, Morocco, Pakistan, India. In total, more than 30 countries are interested in concluding free trade agreements with EAEU member states"<sup>13</sup>. And these contacts are only growing.

In particular, the EAEU in 2025 plans to discuss issues of industrial-technological cooperation, joint development of new technologies, and cooperation on digitalization of economies with such an integration association as **BRICS**. After all, "it is industry as a driver of economic growth that concentrates high-tech and knowledge-intensive competencies"<sup>14</sup>. In January 2025, the parties agreed to coordinate preparations for the meeting of the BRICS and EAEU industry ministers.

One more fact. At present, the procedures necessary for the free trade agreement between the EAEU and **Iran** to enter into force have already been finalized. They will soon be finalized in Iran as well. And then the document will work very soon. In order to realize the full available potential for growth in trade and economic interaction, it is now necessary "not only to develop cooperation on issues of mutual interest at the interstate level, but also to assist in strengthening contacts between

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<sup>13</sup> Petrishenko: EAEU needs to fully utilize the potential of agreements on free trade zones [Electronic resource]. - 2025. - URL: <https://belta.by/economics/view/petrishenko-eaes-neobhodimo-v-polnoj-mere-zadejstvovat-potentsial-soglashenij-o-zonah-svobodnoj-689067-2025/>

<sup>14</sup> ECE-Brazil cooperation within BRICS opens new opportunities [Electronic resource]. - 2025. - URL: <https://eec.eaunion.org/news/sotrudnichestvo-eek-i-brazilii-v-ramkakh-briks-otkryvaet-novye-vozmozhnosti/>

business circles of partner countries"<sup>15</sup>. This will make it possible to achieve full disclosure of existing agreements. <sup>16</sup>In this context, we can only add that at the end of February 2025, Tehran will host the III International Exhibition "Eurasia" at the Central Exhibition Complex, which "aims to strengthen economic relations between the countries of the Eurasian Economic Union, Shanghai Cooperation Organization, BRICS and the Gulf States to promote more effective cooperation in the fuel and energy, agro-industrial, machine-building, transport and logistics complexes, in the field of information technologies, as well as in the field of information and communication technologies. In 2023, the Eurasia exhibition was visited by about 14 thousand people.

Again in January 2025, the Council of the Eurasian Economic Commission (EEC) adopted an order to form a joint research group to study the feasibility of concluding a free trade agreement with the **Republic of Tunisia**. Preliminary analysis shows that "the transition to a preferential trade regime may allow the Eurasian Economic Union to increase supplies of grains, oilseeds, finished food products, metals, timber products and petrochemicals to the Tunisian market, while allowing the partner to increase exports of fresh fruits, nuts and certain categories of industrial goods"<sup>17</sup>.

And already in early February 2025, in-depth negotiations between the EEC and **Serbia** took place. "The parties agreed to promote the creation of optimal conditions for mutually beneficial trade and economic

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<sup>15</sup> Andrei Slepnev: "The EAEU has completed the procedures necessary for the entry into force of the free trade agreement with Iran" [Electronic resource]. - 2025. - URL: <https://eec.eaeunion.org/news/andrey-slepnev-caes-zavershil-neobkhodimye-dlya-vstupleniya-v-silu-soglasheniya-o-svobodnoy-torgovle/>

<sup>16</sup> EEC invites business representatives to take part in the International Exhibition "Eurasia" in Tehran [Electronic resource]. - 2025. - URL: <https://eec.eaeunion.org/news/EEK-priglasiaet-predstaviteley-biznesa-prinyat-uchastie-v-mezhdunarodnoy-vystavke-evraziya-v-tegeran/>

<sup>17</sup> The EEC Council approved the formation of a joint research group to study the feasibility of a free trade agreement with Tunisia [Electronic resource]. - 2025. - URL: <https://eec.eaeunion.org/news/sovet-EEK-odobril-formirovanie-sovmestnoy-issledovatel'skoy-gruppy-dlya-izucheniya-tselesoobraznosti-/>

cooperation"<sup>18</sup> and reviewed the preparation of the first meeting of the Joint Committee, as well as other high-level events in 2025. Note that the Agreement on free trade zone between the EAEU and this Balkan country was signed in October 2019 and entered into force in July 2021

All these facts suggest that the intensification of negotiations with prospective partners of the Eurasian Five, including Belarus, is a key practical element in positioning the EAEU as an international regional organization successfully functioning on the continent. Let us hope that all these contacts and agreements will contribute to the growth of trade turnover, as well as to the intensification of cooperation and investment cooperation.

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<sup>18</sup> Bakytjan Sagintaev discussed with Nenad Popovic joint activities for 2025 [Electronic resource]. - 2025. - URL: <https://eec.eaeunion.org/news/bakytzhan-sagintaev-obsudil-s-nenadom-popovichem-sovmestnye-meropriyatiya-na-2025-god/>

## **Eurasian Economic Union: Vectors of Cooperation - Latin America and Africa**

Leaders of the Eurasian Economic Union at the December (2024) meeting of the Supreme Eurasian Economic Council approved the Main directions of the Eurasian Economic Union's (EAEU) international activities for 2025. The priority areas include "continuing the dialogue on trade and economic issues with the nearest neighbors, developing cooperation with the Union's observer states, deepening cooperation with key integration associations in Eurasia, Africa..."<sup>19</sup>. The EAEU countries count on active international positioning of the association also with the states and integration associations of Latin America and the Caribbean to develop the established mechanisms of cooperation, including within the framework of memorandums, declarations and trade agreements. An important detail: "Now the share of Latin American countries in the EAEU trade turnover is only 3%, although the potential for cooperation is huge"<sup>20</sup>.

It should be recalled that by the beginning of 2025, the Eurasian Economic Commission (EEC) has formed an extensive network of interaction with the states and integration associations of Latin America and the Caribbean by concluding memorandums of cooperation. At the governmental level - with Chile, Peru, Cuba; at the ministerial level - with Ecuador, Argentina; at the level of integration structures - with the Andean Community, the Latin American Economic System, the Southern Common Market, the Pacific Alliance, the Secretariat for Economic

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<sup>19</sup> Approved the Main directions of the EAEU international activities for 2025 [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/utverzhdny-osnovnye-napravleniya-mezhdunarodnoy-deyatelnosti-caes-na-2025-god/>

<sup>20</sup> EEF-2023: EAEU and Latin America outlined new priorities for cooperation [Electronic resource]. - 2023. - URL: <https://eec.eaeunion.org/news/eeef-2023-caes-i-latinskaya-amerika-oboznachili-novye-prioritety-sotrudnichestva/>



Integration in Central America. Let us familiarize ourselves with some of them.

Back in 2018, the ECE signed a memorandum of understanding with the **Latin American Economic System (SELA)**, an intergovernmental regional organization founded in 1975 that brings together 25 countries in Latin America and the Caribbean: Argentina, Bahamas, Barbados, Belize, Bolivia, Brazil, Colombia, Cuba, Chile, Chile, Ecuador, El Salvador, Guatemala, Guyana, Haiti, Honduras, Mexico, Nicaragua, Panama, Paraguay, Peru, Dominican Republic, Suriname, Trinidad and Tobago, Uruguay and Venezuela. The LACEC was the first regional intergovernmental entity in Latin America and the Caribbean with which the ECE adopted a document of understanding aimed at "sharing experiences in regional economic integration, aiming at sustainable and inclusive development of regional integration groupings, jointly developing a methodology for the calculation of integration indices"<sup>21</sup>, as well as cooperation on regional and interregional trade, fair competition development, regional labor market, and the development of a regional integration index. Statistics state that "in 2021, the Union's foreign trade turnover with Latin American countries increased by 54.4% to \$16.9 billion, including exports of the Union increased by 2.2 times to \$8.7 billion and imports by 17.3% to \$8.3 billion"<sup>22</sup>.

In June 2024, the parties discussed the overlapping benchmarks for the development of the associations, as well as the potential for cooperation in a number of economic areas and decided to first hold joint thematic seminars. Six months later - in December - the first such meeting

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<sup>21</sup> Eurasian Economic Commission signed a Memorandum of Understanding with the Latin American Economic System [Electronic resource]. - 2018. - URL: [https://eec.eaeunion.org/news/29-05-18-3/?sphrase\\_id=350633](https://eec.eaeunion.org/news/29-05-18-3/?sphrase_id=350633)

<sup>22</sup> SPIEF-2022: specific proposals to stimulate trade and investment cooperation between the EAEU and Latin America under the new economic reality [Electronic resource]. - 2022. - URL: <https://eec.eaeunion.org/news/pmef-2022-vyrabotany-konkretnye-predlozheniya-po-stimulirovaniyu-torgovo-investitsionnogo-sotrudnich/>

was held under the title "EAEU-LAEC: Best Integration Practices", where participants exchanged experience "in such areas as transport and financial infrastructure, logistics, food security, technological cooperation in industry and agriculture, tourism and health care"<sup>23</sup>. The practice of these seminars will be continued in 2025.

**Cuba** should be named among the LABEC countries that are actively developing cooperation with the EAEU. In January 2024, the third meeting of the Joint Commission on Cooperation between the EEC and the Government of Cuba was held, during which they discussed "issues of promoting trade and economic cooperation, cooperation in the areas of agro-industrial complex, tourism, industry, technical regulation, circulation of medicines and medical devices"<sup>24</sup>. The parties agreed to give cooperation a practice-oriented nature by identifying and implementing joint projects, primarily in such areas as industry, agro-industry, energy and infrastructure. We would like to add that the EAEU-Cuba cooperation already "covers 34 areas of cooperation, including trade, banking, finance, biotechnology, agriculture, information and communication technologies. The EAEU's trade turnover with Cuba in 2023 amounted to \$290 million"<sup>25</sup>.

<sup>26</sup>And already in September 2024, within the framework of the EAEU-Cuba business dialogue, the possibilities of establishing joint

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<sup>23</sup> Representatives of the Commission and the Latin American and Caribbean Economic System discussed best practices [Electronic resource]. - 2024. - URL: <https://eec.eacunion.org/news/predstaviteli-komissii-i-latinoamerikano-karibskoy-ekonomicheskoy-sistemy-obsudili-luchshie-praktiki/>

<sup>24</sup> EAEU and Cuba intend to diversify trade and economic interaction [Electronic resource]. - 2024. - URL: <https://eec.eacunion.org/news/caes-i-kuba-namereny-diversifitsirovat-torgovo-ekonomicheskoe-vzaimodeystvie/>

<sup>25</sup> EAEU and Cuba intend to deepen cooperation [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/caes-i-kuba-namereny-uglubit-vzaimodeystvie-640962-2024/>

<sup>26</sup> New opportunities for the development of trade and economic cooperation discussed during the business dialog "EAEU - Cuba" [Electronic resource]. - 2024. - URL: <https://eec.eacunion.org/news/novye-vozmozhnosti-razvitiya-torgovo-ekonomicheskogo-sotrudnichestva-obsudili-v-khode-biznes-dialoga/>

ventures in Cuba to enter the consumer market of the entire Latin American region were noted, which "could be engaged in the production of citrus fruits, pork and poultry meat, modernization of Cuban industrial production, digital transformation of the economy, production of organic fertilizers and other goods for export both to EAEU countries and third countries of the region, as well as generation of electricity using solar panels" xml-ph-00. But for this purpose it is necessary to work closely in such areas as legal relations in the field of land use and intellectual property, operation of mobile communications and payment systems in Cuba, opening of bank branches, improvement of logistics, including the entry of vessels flying the flags of third countries into sea ports, regulation of the Cuban labor market. So in 2025 system dialogue will continue on topical issues, which will include "issues of intensification of trade and economic cooperation, implementation of agreements in priority areas of interaction (pharmaceuticals, circulation of medicines and medical devices, technical regulation, logistics, industrial cooperation, informatization, tourism), strengthening cooperation of business circles and joint activity on international platforms"<sup>27</sup>.

Another country in the LAEC, which is going to actualize cooperation with the EAEU, is **Nicaragua**. In January 2024, the parties signed a memorandum of cooperation, which defines such key areas of cooperation development as customs and technical regulation, industry, agribusiness, SPS measures, consumer protection. It should be noted that the EAEU trade turnover with Nicaragua has positive dynamics. From January to October 2023, exports of the Eurasian Five to this country increased by 14%, while imports more than doubled. Exports are dominated by medicines, cars and parts for them, nitrogen fertilizers,

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<sup>27</sup> EEC and Cuba discussed plans to deepen the dialog [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/cek-i-kuba-obsudili-plany-uglubljeniya-dialoga/>

sunflower oil, oil products; imports include peanuts, coffee, tobacco products and raw materials, knitwear and textiles"<sup>28</sup> . And already in December 2024 the first meeting of the joint working group on interaction was held, where the issues related to the activation of trade and economic cooperation in the field of pharmaceuticals, industry, agro-industrial complex were considered. The main emphasis was placed on the establishment and development of direct contacts between business communities in such promising areas of cooperation as "the creation of digital platforms for e-commerce, the introduction of innovations, processing of food raw materials, garment production, chemical and furniture industry, as well as agribusiness and energy"<sup>29</sup> . It is planned that in the future the parties will sign a relevant memorandum, which will strengthen communication channels with key business associations of the EAEU countries and Nicaragua.

Now let's look at the **Common Market of the South (MERCOSUR)**. It is a trade union of South American countries founded in 1991. Today it includes Argentina, Brazil, Venezuela, Paraguay and Uruguay. The total population of the association - more than 300 million people, and the combined gross domestic product exceeds three trillion dollars. The EEC and Mercosur signed a memorandum on trade and economic cooperation back in 2018. In the first eight months of 2024, trade turnover between the two sides grew by almost 17 percent. In November 2024, specific proposals for cooperation were discussed during the talks between representatives of the EEC and Mercosur. Among the areas of cooperation that are of particular interest is the study of

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<sup>28</sup> EEC and the Government of Nicaragua signed a Memorandum of Cooperation [Electronic resource]. - 2024. - URL: <https://eec.eacunion.org/news/cek-i-pravitelstvo-nikaragua-podpisali-memorandum-o-vzaimodeystvii/>

<sup>29</sup> EAEU and Nicaragua develop trade and economic cooperation [Electronic resource]. - 2024. - URL: <https://eec.eacunion.org/news/caes-i-nikaragua-razvivayut-torgovo-ekonomicheskogo-sotrudnichestvo/>

experience in organizing the exchange of information between the customs services of Mercosur member countries, as well as in the digitalization of customs infrastructure. It should be noted that **Brazil** plays the "first violin" in this international organization. Suffice it to say that "Brazil accounted for 87.9% of the total trade turnover of the EAEU and Mercosur in January-August [2023]. The EAEU's trade turnover with Brazil for the first 8 months of 2024 increased by 15.9% compared to the same period in 2023. EAEU exports to Brazil increased by 32.1%"<sup>30</sup>. And in 2025, there seems to be a possibility of concluding a bilateral memorandum between the EEC and Brazil.

Lastly. In 2021, a Memorandum of Understanding was signed between ECE and the **Secretariat for Economic Integration in Central America (SIECA)**, which aims to "intensify cooperation in areas such as mutual trade, technical regulation and standardization, industry and agribusiness, and macroeconomics"<sup>31</sup>. This international organization was formed in October 1993. Its members are Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama and El Salvador. And "the signing of the memorandum is a first step to boost trade and investment cooperation and, in the long term, to insert into global value chains"<sup>32</sup>. In May 2024, the ECE and SIECA representatives agreed, as a further step to deepen cooperation, to hold a joint workshop to share integration experiences, which will allow to learn more about each other's economic opportunities. After all, in the first half of 2025, the chairmanship of SIECA will already be held by **Costa Rica**, which "will contribute in

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<sup>30</sup> EEC and Brazil defined vectors of customs cooperation [Electronic resource]. - 2024. - URL: <https://eec.eacunion.org/news/cek-i-braziliya-opredelili-vektory-tamozhennogo-sotrudnichestva/>

<sup>31</sup> ECE and the Secretariat for Economic Integration in Central America signed a Memorandum of Understanding [Electronic resource]. - 2024. - URL: <https://eec.eacunion.org/news/cek-i-sekretariat-po-ekonomicheskoy-integratsii-v-tsentralnoj-amerike-podpisali-memorandum-o-vzaimoponimani/>

<sup>32</sup> Zalessky, B. Looking ahead. Features of multi-vector partnership in modern conditions / Boris Zalessky. - LAP LAMBERT Academic Publishing, 2021. - C. 21.

every possible way to deepening the dialog between the two integration structures"<sup>33</sup> . So this joint seminar is in the near future.

Assessing all these facts, it is safe to say that the functioning of the EAEU as a pole of economic attraction in the international arena is already actively developing and will continue "with interested international integration associations and organizations, as well as countries seeking equal and constructive partnership"<sup>34</sup> , which include partners from Latin America and the Caribbean and who want to promote joint projects with all states of the Eurasian Economic Union.

In 2025, the EAEU also intends to intensify the expansion of mutual cooperation, increase trade volumes, and establish an integration dialogue with the countries of the **African Union (AU)** and international regional organizations on the continent. Especially since "trade and economic cooperation between the EAEU and the AU is of mutual strategic interest to the parties, based on the similarity of many competencies and areas of integration construction"<sup>35</sup> . The fact is that in November 2024 representatives of the EEC and the AU Commission (AUC) discussed the practical aspects of preparing a new memorandum of cooperation, which will facilitate the realization of trade and economic potential of the countries of the Eurasian Five and Africa.

It should be recalled that the African Union was established in 2002, uniting 55 states of the continent. Among the declared objectives of the AU are the protection of sovereignty, territorial integrity and

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<sup>33</sup> EAEU and Costa Rica are interested in the development of economic cooperation [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/caes-i-kosta-rika-zainteresovany-v-razviti-ekonomicheskogo-sotrudnichestva/>

<sup>34</sup> Declaration on the further development of economic processes of the Eurasian Economic Union until 2030 and for the period until 2045 "Eurasian Economic Way" [Electronic resource]. - 2023. - URL: [https://docs.eaeunion.org/docs/ru-ru/01443175/ms\\_26122023](https://docs.eaeunion.org/docs/ru-ru/01443175/ms_26122023)

<sup>35</sup> EEC and the African Union Commission discussed the development of trade and economic cooperation [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/cek-i-komissiya-afrikanskogo-soyuz-a-obsudili-voprosy-razvitiya-torgovo-ekonomicheskogo-sotrudnichestva/>

independence of member states, strengthening peace, security and stability, accelerating political and socio-economic integration on the continent, promoting democratic principles and institutions, promoting coordinated approaches of African countries on the world stage, creating the necessary conditions to ensure Africa's dignified role in the global economy. The Memorandum of Understanding between the EEC and the AUC was signed in October 2019. And already "in 2021, the EAEU's foreign trade turnover with African countries increased by 21.9% (to \$18.9 billion), exports by 24% (to \$15.4 billion) and imports by 13.7% (to \$3.5 billion)"<sup>36</sup>.

In November 2024, at the session "EAEU-Africa: identifying key points of interaction with countries and regional integration associations of the continent" it was emphasized that the logic of the Eurasian Five's dialogue with African partners is to promote trade and economic cooperation, as "integration is a tool that makes the economy more stable, unlocks competitive advantages, and makes a significant contribution to economic growth"<sup>37</sup>. For this reason, it was suggested that, as a first step, measures should be taken to reduce the lack of information on commercial opportunities and to simplify market access procedures, to promote direct contacts between business associations, to intensify interaction with development institutions and sectoral cooperation in areas of mutual interest, and to deepen the dialogue with integration structures on the African continent, including the Economic Community of Central African States.

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<sup>36</sup> EAEU and Africa intend to develop cooperation in food security issues [Electronic resource]. - 2023. - URL: <https://eec.eaeunion.org/news/eaes-i-afrika-namereny-razvivat-sotrudnichestvo-v-voprosakh-prodovolstvennoy-bezopasnosti/>

<sup>37</sup> Eldar Alisherov: "The logic of the EAEU dialog with partners in Africa is to promote trade and economic cooperation" [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/eldar-alisherov-logika-dialoga-eaes-s-partnerami-v-afrike-sodeystvovat-razvitiyu-torgovo-ekonomicheskoy-sotrudnichestva>

At the already mentioned session in November 2024, representatives of the EAEU and the **Economic Community of Central African States (ECCAS)** agreed "to start work on formalizing cooperation by developing a memorandum and a plan of joint activities for the coming years"<sup>38</sup>. Also, the EAEU Business Council and the ECCAS business community association will work out the issue of concluding a joint document on cooperation. We would like to add that this international organization - ECCAS - was established in 1994 on the basis of the Customs and Economic Union of Central Africa. Participating countries: Angola, Burundi, Cameroon, Central African Republic, Chad, Democratic Republic of Congo, Cameroon, Republic of Congo, Equatorial Guinea, Gabon, Rwanda, Sao Tome and Principe. The stated objectives of this structure are to develop integration processes, promote their comprehensive deepening with reliance on their own economic strengths, and move towards the creation of a common market.

When it comes to the Eurasian Five's partnership with the **African Export-Import Bank (Afreximbank)**, it is a pan-African supranational multilateral financial institution that is the designated authority to finance and promote intra- and extra-African trade, as well as Africa's leading regional integration bank that plays a crucial role in supporting the establishment of the African Continental Free Trade Area. It was established in 1997 under the auspices of the African Development Bank and works with African and non-African export credit agencies, development finance institutions, commercial banks, and other multilateral institutions.

As early as the end of 2023, at the talks between representatives of the EEC and Afreximbank, it was emphasized that "promising joint

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<sup>38</sup> ECE establishes direct interaction with subregional integration structures in Africa [Electronic resource]. - 2024. - URL: <https://eec.eacunion.org/news/eeek-nalazhivaet-pryamoe-vzaimodeystvie-s-subregionalnymi-integratsionnymi-strukturami-afriki/>



projects for companies from the EAEU and African countries could be the production of chemical products, machinery and equipment, including agricultural machinery, cultivation of crops and livestock products, their transportation, as well as such areas as exploration, mining and processing of minerals, energy, electronic services..."<sup>39</sup> . But the solution of these problems should begin with the elimination of "bottlenecks" limiting trade between regions, including joint work on the optimization of logistics chains, certification and expertise, the search for mutually beneficial forms of payments for trade transactions with using national currencies, including digital currencies, the development of other issues of financial services related to foreign trade supplies, primarily in the field of freight and insurance, the establishment of direct correspondent relations between the two countries.

In order to attract entrepreneurs to joint projects, it is necessary to promote awareness of each other's trade and economic opportunities and mechanisms of price formation for major exchange goods by using information systems to search for potential partners and goods, mutual recognition of ratings, as well as conducting joint Eurasian business missions to African countries. At the same time, the parties agreed to continue to develop a constructive dialog in the field of economic activities in the EAEU and AU, including through joint events and information exchange, as well as to work on deepening cooperation between the EEC and Afreximbank in order to reach a more effective and practice-oriented trade and economic cooperation at the level of the EAEU and Africa. And already in November 2024, the parties "agreed to work

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<sup>39</sup> EEC and Afreximbank intend to develop trade and economic cooperation [Electronic resource]. - 2023. - URL: <https://eec.eaeunion.org/news/eeek-i-afreximbank-namereny-razvivat-torgovo-ekonomicheskoe-sotrudnichestvo/>

on the formation of a plan of joint events to offer business platforms for direct communication"<sup>40</sup> in 2025.

Finally, in the new year, **the** EAEC expects to promote partnerships with the **Common Market for Eastern and Southern Africa (COMESA)**, which has 21 member states: Burundi, Comoros, Democratic Republic of Congo, Djibouti, Egypt, Eritrea, Ethiopia, Eritrea, Kenya, Libya, Madagascar, Malawi, Mauritius, Madagascar, Rwanda, Seychelles, Somalia, Sudan, Swaziland, Tunisia, Uganda, Zambia and Zimbabwe. In July 2022, the EEC and the COMESA Competition Commission signed a Memorandum of Understanding on Competition Policy and Enforcement, which "opens up new opportunities for closer agency collaboration"<sup>41</sup>. In July 2024, the parties outlined "a common goal of promoting sustainable development of their regions through economic integration"<sup>42</sup> and outlined prospects for cooperation in 2025.

In general, the realization of the high potential for the development of trade and economic cooperation between the EAEU and African countries shows that it is taking place in the context of constructive dialogue, including through joint events and information exchange, elaboration of issues of deepening and expanding cooperation between the parties.

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<sup>40</sup> EEC and the African Export-Import Bank intensify cooperation [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/cek-i-afrikanskiy-eksportno-importnyy-bank-aktiviziruyut-vzaimodeystvie/>

<sup>41</sup> EEC and COMESA signed a Memorandum of Understanding on Competition Policy and Enforcement [Electronic resource]. - 2022. - URL: <https://eec.eaeunion.org/news/cek-i-komesa-podpisali-memorandum-o-vzaimoponimanii-v-oblasti-konkurentnoy-politiki-i-pravoprimeneni/>

<sup>42</sup> ECE and the Common Market for Eastern and Southern Africa (COMESA) will expand opportunities for dialog between the parties [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/cek-i-obschij-rynok-vostochnoj-i-juzhnoj-afriki-komesa-rasshirjat-vozmozhnosti-dlja-dialoga-storon-640960-2024/>

## Eurasian Economic Union-Asia: to develop robust partnership schemes

As one of the key directions of prospective integration construction, the Declaration on further development of economic processes within the **Eurasian Economic Union (EAEU)** until 2030 and for the period until 2045 "Eurasian Economic Way" identifies the task of positioning the EAEU as one of the centers for the formation of the **Greater Eurasian Partnership**, which involves the involvement of all interested regional and global economies in trade, logistics and economic interaction in mutually beneficial formats "Mutual benefit, voluntariness, respect for national sovereignties, transparency and the combination of concrete benefits are the inherent principles of a new type of integration"<sup>43</sup>. The Greater Eurasian Partnership is becoming an effective means of protecting the common economic interests of Asian countries, a platform for their consolidation in the name of a stable and secure future for the continent as a whole and for any state in the region. And modern Asia is 45 independent countries, which are characterized by unevenness both in the size of territory and population, and in the level and pace of development. At the same time, this continent is considered one of the most dynamic developing regions of the world. For this reason, the EAEU is finding new forms and ways of economic cooperation here, primarily in the financial, economic and transportation and logistics spheres, including with **Iran** and the states of **the Association of Southeast Asian Nations (ASEAN)**.

In particular, in December 2024, the Supreme Eurasian Economic Council decided to grant **Iran** the status of an observer state to the EAEU. It should be noted that such status is granted to a state interested in

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<sup>43</sup> Sergey Glazyev: "The Grand Partnership is a driver of the formation of a new world economic structure" [Electronic resource]. - 2024. - URL: <https://eec.eacunion.org/news/sergey-glazev-bolshoe-evraziyskoe-partnerstvo-drayver-formirovaniya-novogo-mirokhozaystvennogo-ukla/>

mutually beneficial trade and economic cooperation with the EAEU and its members and the convergence of legal regulation. "Currently, Cuba and Uzbekistan also have observer state status at the EAEU"<sup>44</sup>.

For reference, we note that back in 2018, the EAEU and Iran adopted their first joint document - a temporary free trade agreement, which was "localized, covered few items and did not provide for zero duty rates..."<sup>45</sup>. In December 2023, the parties have already signed a free trade agreement, which opened up a wide range of new opportunities, as well as "will significantly improve the competitiveness of goods of the EAEU member states and through this increase exports to Iran"<sup>46</sup> and in general will contribute to the growth of trade turnover, intensification of cooperation and investment cooperation.

In April 2024, the Council of the Eurasian Economic Commission (EEC) approved an action plan aimed at implementing this agreement, which provides for deepening cooperation between the business communities of the parties. In order to create a business dialogue platform, the existing memorandum of cooperation between the EAEU Business Council and the Iranian Chamber of Commerce, Industry, Mining and Agriculture dated September 25, 2019 has been amended. "Activities under this platform will be carried out taking into account such areas of sectoral interaction as cooperation in transportation, development of multimodal transportation, joint projects in research and development, establishment of cooperation ties between enterprises, projects of the fuel and energy complex, as well as energy efficiency, energy saving and

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<sup>44</sup> Iran received the status of an observer to the EAEU [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/iran-poluchil-status-nabljudatelja-pri-caes-685429-2024/>

<sup>45</sup> Pivovarov, E. EEC: free trade zone between the EAEU and Iran can be created by the end of the year / E. Pivovarov // [Electronic resource]. - 2023. - URL: <https://belta.by/economics/view/cek-zona-svobodnoj-torgovli-mezhdu-caes-i-iranom-mozhet-byt-sozdana-do-kontsa-goda-566030-2023/>

<sup>46</sup> EAEU agreement with Iran on free trade signed in St. Petersburg [Electronic resource]. - 2023. - URL: <https://belta.by/economics/view/soglashenie-caes-s-iranom-o-svobodnoj-torgovle-podpisano-v-sankt-peterburge-607037-2023/>

renewable energy, education, medicine, telecommunications"<sup>47</sup> . Additionally, the sides prepared a plan of joint trade facilitation activities, including business forums, exhibitions and business missions. In addition, the Iranian side proposed to hold a presentation of the EAEU in 2025 in Tehran in order to "raise awareness among Iranian business circles about the Eurasian agenda, as well as the opportunities for foreign business. This initiative is aimed at strengthening mutually beneficial cooperation and expanding commercial ties between EAEU countries and Iranian partners"<sup>48</sup> .

Among the interesting initiatives on the part of the EAEU, which Iran is already getting involved in, is the Eurasian Agroexpress project. It should be recalled that the implementation of the joint project of the EAEU member states to implement accelerated rail and multimodal transportation "Eurasian Agroexpress" for the development of regular mutual supplies of agricultural products and food, as well as export supplies in the Asian and European directions, was supported by the Eurasian Intergovernmental Council in February 2022. And in February 2023, the project was scaled to the routes of the North-South corridor. In this context, we are talking about the supply of products from the countries of the Union to Iran, as well as the organization of large-scale transportation of Iranian fruits and vegetables to the market of the Eurasian Five countries. The fact is that with the help of this project "agricultural products will be delivered more quickly, with better quality and fewer intermediaries"<sup>49</sup> . In this regard, it is planned to organize

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<sup>47</sup> Pivovarov, E. The EEC Council approved the plan to implement the free trade agreement with Iran / E. Pivovarov // [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/soviet-cek-utverdil-plan-po-realizatsii-soglasheniya-o-svobodnoj-torgovle-s-iranom-627572-2024/>

<sup>48</sup> EEC and Iran discussed cooperation plans [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/cek-i-iran-obsudili-plany-sotrudnichestva/>

<sup>49</sup> Pivovarov, E. Iran joins the EAEU project "Eurasian Agroexpress" / E. Pivovarov // [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/iran-podkljuchaetsja-k-realizatsii-proekta-caes-evrazijskij-agroekspres-619975-2024/>

interaction with a large Iranian holding, which can either directly enter the project or act as a "single window" to organize the supply of agro-industrial products of the "five" countries to Iran and export Iranian products in the opposite direction.

All these facts show that Iran is gradually becoming one of the EAEU's important partners. Suffice it to say that "over the past five years of operation of the temporary trade agreement, trade turnover between the EAEU and Iran has increased more than two times - from \$2.4 billion in 2019 to \$5.2 billion in 2023"<sup>50</sup>. The most promising areas of interaction between the parties are the development of transport and logistics infrastructure, expansion of cooperation between enterprises, cooperation in the agro-industrial complex, oil refining and petrochemical industries, scientific research and development. In addition, statistics for 2024 show that for ten months the trade turnover still "increased by 12.8%, exports of goods to Iran increased by 16%, imports - by 8%"<sup>51</sup>.

One last thing. Belarus ratified a free trade agreement between the EAEU and Iran in July 2024 to ensure diversification of export supplies by removing tariff and non-tariff barriers on access to the market of this country for a wide list of goods, as well as improving conditions for trade and economic cooperation. "Opening up the Iranian market by zeroing duties will provide exporters of Belarus with more competitive conditions for supplying goods"<sup>52</sup>. By removing tariff barriers, Iran, whose population has already passed the 80-million mark, can already successfully trade with Belarus. And the Belarusian side has a great

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<sup>50</sup> Pivovarov, E. The EEC is confident in the entry of trade between the EAEU and Iran to a new level / E. Pivovarov // [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/v-cek-uvereny-v-vyhode-torgovli-caes-i-irana-na-novyj-uroven-637183-2024/>

<sup>51</sup> Bakytzhan Sagintayev: "Dialogue with Iran has the potential for development in a number of directions" [Electronic resource]. - 2024. - URL: [https://eec.eaunion.org/news/bakytzhan-sagintaev-dialog-s-iranom-imeet-potentsial-razvitiya-po-tselomu-ryadu-napravleniy-/](https://eec.eaunion.org/news/bakytzhan-sagintaev-dialog-s-iranom-imeet-potentsial-razvitiya-po-tselomu-ryadu-napravleniy/)

<sup>52</sup> Belarus ratified the EAEU free trade agreement with Iran [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/belarus-ratifikirovala-soglasenie-o-svobodnoj-torgovle-caes-s-iranom-645885-2024/>

chance to promote its machine-building and food products, while enjoying good preferences.

Now let us look at the current issues of interaction between the Eurasian Economic Union and the **Association of Southeast Asian Nations**. In November 2024, the Malaysian capital Kuala Lumpur hosted the EAEU-ASEAN Business Dialogue, which was attended by more than 350 representatives of political, business and academic circles of the parties. And where it was noted that trade between the two integration platforms shows steady growth with double-digit rates, which indicates a great potential for the development of multi-vector dialog, both at the inter-integration and country levels. The key driver of this process is the business community, as "joint EAEU and ASEAN expert and business platforms allow to create direct communication between entrepreneurs, eliminate information barriers and create a space of trust. The key task facing the two associations today is to create transparent and understandable conditions for business community interaction"<sup>53</sup>.

Recall that ASEAN is an economic association formed in 1967. The members of the association are Indonesia, Malaysia, Singapore, Thailand, the Philippines, Brunei Darussalam, Vietnam, Laos, Myanmar and Cambodia. Papua New Guinea and East Timor have observer status. This is one of the largest regional integration associations in Asia with a total gross domestic product exceeding two and a half trillion dollars and a population of about 625 million people. We would like to add that the memorandum of understanding between the Eurasian Economic Commission (EEC) and ASEAN in the field of economic cooperation was signed in November 2018 in Singapore, which created the foundation for the formation of a dialog platform to discuss a wide range of issues of

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<sup>53</sup> Business Dialogue of the EAEU and ASEAN was held in Malaysia [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/biznes-dialog-caes-i-asean-sostoyalsya-v-malayzii/>

interaction between integration blocs on the scale of the Eurasian continent. And to implement the memorandum, a Program of Cooperation for 2020-2025 was adopted, which "covers such areas as customs legislation and law enforcement, trade policy, business activities, technical and antitrust regulation, SPS measures, energy, and the functioning of domestic markets"<sup>54</sup>.

In November 2023, the round table "Economic Agenda of the EAEU and ASEAN: Overlapping Interests" highlighted such promising areas of cooperation as technology platforms, food production and information technology being created in the Eurasian Five countries. And "the planned launch of a single energy market in the EAEU is potentially interesting for ASEAN countries, which import oil and natural gas, while drug manufacturers from ASEAN countries have the opportunity to work in the EAEU's single pharmaceutical market with a capacity of 10 billion US dollars"<sup>55</sup>. Besides, if we take into account that by 2045 EAEU aims to become a self-sufficient, safe, harmoniously developed and attractive macro-region of the polycentric world, achieving economic, technological and intellectual leadership with a high level of well-being of the population, then such a task statement, given the large territory, population, economic potential and dense transport networks of these integration associations, determines new prospects for economic cooperation and civilizational connectivity. Possible mechanisms for realizing promising areas of cooperation could be the creation of a global free trade zone between them, as well as technological partnership.

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<sup>54</sup> EAEU and ASEAN plan to develop trade and economic cooperation [Electronic resource]. - 2023. - URL: <https://eec.eaeunion.org/news/caes-i-asean-planiruyut-razvivat-torgovo-ekonomicheskoe-sotrudnichestvo/>

<sup>55</sup> Sergey Glazyev: "The EAEU and ASEAN dialog improves economic connectivity in Eurasia" [Electronic resource]. - 2023. - URL: <https://eec.eaeunion.org/news/sergey-glazev-dialog-caes-i-asean-uluchshaet-ekonomicheskuyu-svyazannost-v-evrazii/>



In June 2024, within the framework of the EAEU-ASEAN Business Dialogue, its participants noted that "the two associations need to create a new dimension of dialog, which will allow to multiply the volume of trade turnover and eliminate existing barriers. These include problems in international settlements and information barriers for business representatives"<sup>56</sup>. And the development of network forms of interaction with the participation of business and scientific circles of the parties will help to bring cooperation to a qualitatively new level. At the same time, more attention should be paid to the diversification of trade and economic interaction, deepening the dialog and exchange of practical experience in the field of innovation, digital transformation and increasing market transparency. Moreover, at the moment, such areas as cooperation in energy efficiency, food security, transportation, logistics, finance and tourism are the points of growth and mutual strengthening of the economies of the member countries of the two associations.

Returning to the November (2024) EAEU-ASEAN Business Dialogue held in Malaysia, we note that its participants agreed to apply the experience of cooperation and best practices in such areas as artificial intelligence, green economy, big data economy, and to focus the greatest potential for cooperation between business communities on issues of digitalization, industrial cooperation, food security, transport and logistics, and financial policy. All this can be seen in the examples of interaction between a number of ASEAN countries - **Vietnam, Indonesia, Myanmar** - and the Eurasian Five.

In particular, 2025 will mark 10 years since the conclusion of the Free Trade Agreement between the EAEU countries and **Vietnam**. During

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<sup>56</sup> Sergey Glazyev at SPIEF-2024: "EAEU and ASEAN can use network formats to intensify interaction" [Electronic resource]. - 2023. - URL: <https://eec.eaunion.org/news/sergey-glazyev-na-pmf-2024-eas-i-asean-mogut-ispolzovat-setevye-formaty-dlya-aktivizatsii-vzaimodey/>

this time, the positive dynamics in this area has shown good growth. Suffice it to say that "in 2023, trade turnover increased 1.6 times compared to 2016, and in the first half of 2024 there was an increase in this indicator by 17% compared to the same period of 2023"<sup>57</sup>. At the same time, the arrangements outlined in this agreement currently provide preferences for about 90 percent of the commodity nomenclature, ensuring duty-free access for virtually all trade.

Back at the fifth meeting of the EAEU-Vietnam Joint Committee on the Implementation of the Free Trade Agreement, held in November 2023, the parties agreed to intensify work on major investment projects, which will undoubtedly provide prospects for further growth mutual supply of products. At the same time they discussed "issues of additional liberalization of access of goods to each other's markets, protective measures, sanitary and phytosanitary regulation, climate agenda, exchange of information in the field of investment"<sup>58</sup>, as well as existing technical barriers to trade, issues of electronic exchange of customs information and rules of origin of goods. In terms of sanitary and phytosanitary regulation, the participants of the meeting considered problems, including access of meat products from Belarus to the Vietnamese market.

In July 2024, the first meeting of the regular EAEU-Vietnam dialog on market access issues related to the area of technical barriers to trade, products of the pharmaceutical and automotive industries was held in Hanoi. Based on the results of the dialog, the parties "managed to significantly increase understanding of Vietnam's regulatory systems on

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<sup>57</sup> Bakytzhan Sagintayev held talks with Prime Minister of Vietnam Pham Minh Tinh [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/bakytzhan-sagintaev-provel-peregovory-s-premer-ministrom-vetnama-fam-min-tinem/>

<sup>58</sup> Andrey Slepnev: "Further increase in the volume of trade with Vietnam will be facilitated by the realization of joint investment projects" [Electronic resource]. - 2023. - URL: <https://eec.eaeunion.org/news/andrey-slepnev-dalneyshemu-uvelicheniyu-obemov-torgovli-s-vetnamom-budet-sposobstvovat-realizatsiya/>

specific issues and identify possible further actions to improve conditions for access of EAEU products to the Vietnamese market"<sup>59</sup>. And in the October 2024 talks, the parties noted the effectiveness of various tools for the development of trade and customs administration, including the introduction and application of digital solutions. And now joint work is underway to prepare a document on the electronic exchange of information on issued certificates between the EAEU and Vietnam. So in 2025 this interaction will undoubtedly rise to a new height.

As for **Indonesia**, the EEC concluded a memorandum of cooperation with it in October 2019 to address the issues of trade facilitation, customs and technical regulation, development of financial markets. And in September 2022, the EEC Council decided to start negotiations with this country to conclude a free trade agreement. After all, "Indonesia is the largest economy in ASEAN and the fourth largest in the world in terms of population, so trade relations with this Asian state have significant potential"<sup>60</sup>. And from April 2023 to July 2024, five rounds of negotiations on a free trade agreement between the EAEU and Indonesia have already taken place. In September 2024, at the Indonesia-EAEC Digital Dialogue, participants noted that "the future agreement lays down mechanisms to strengthen cooperation and cooperative ties between businesses of our countries in the areas of telecommunications, innovation, digital technologies and e-commerce"<sup>61</sup> and will help connect digital companies to share solutions, technologies, expertise and explore

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<sup>59</sup> EAEU discussed with Vietnam the issues of access to the market of automotive and pharmaceutical products [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/caes-obsudil-s-vetnamom-voprosy-dostupa-na-rynok-avtomobilnoy-i-farmaceuticheskoy-produkcii/>

<sup>60</sup> Zalessky, B. Export Growth Strategy. Opportunities and challenges of open economy in modern conditions / Boris Zalessky. - LAP LAMBERT Academic Publishing, 2023. - C. 5.

<sup>61</sup> EEC supports the interaction of business communities of the EAEU and Indonesia [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/cek-podderzhivayet-vzaimodeystvie-biznes-soobshchestv-caes-i-indonezii/>

new opportunities for cooperation. Apparently, in 2025, the EAEU and Indonesia will reach the final stage of signing this important document.

Finally, **Myanmar** expressed interest in cooperation with the EAEU as early as 2021, and in June 2023 signed a memorandum of cooperation with the Eurasian Five, which "provides for cooperation in such areas as customs, technical regulation, application of sanitary, veterinary-sanitary and quarantine phytosanitary measures, financial markets, transportation, energy, agro-industrial complex..."<sup>62</sup> . On the basis of this document, the parties are already beginning to address specific tasks to remove barriers to trade, exchange information, and work out cooperation mechanisms for the creation of new projects and investments. In April 2024, at the first meeting of the joint working group on interaction, it was noted that "Myanmar has a geographically favorable position - it neighbors such economically powerful countries as India and China, is located as a bridge connecting Southeast Asia and the Eurasian market"<sup>63</sup> . For this reason, the establishment of direct large-scale and continuous cooperation through business circles will allow to intensify trade and economic interaction between Myanmar and the EAEU states, develop cooperation in the field of construction, transportation links, creating conditions for settlements in national currencies. The idea of business to establish trading houses was also supported, which will increase the supply of goods.

At the negotiations in June 2024, representatives of Myanmar expressed interest in "expanding exports of agricultural products to the EAEU market in order to strengthen food security in the countries of the

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<sup>62</sup> EEC and Myanmar signed a memorandum of cooperation [Electronic resource]. - 2023. - URL: <https://eec.eaeunion.org/news/cek-i-myanmar-podpisali-memorandum-o-vzaimodeystvii/>

<sup>63</sup> EAEU and Myanmar develop trade and economic cooperation [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/caes-i-myanmar-razvivayut-torgovo-ekonomicheskoe-sotrudnichestvo/>

region"<sup>64</sup>, as well as in cooperation in the production of medicines and pharmaceutical technologies and cooperation in the regulation of this area. And already at the first joint seminar of the EEC and Myanmar in December 2024, they discussed common approaches to a single customs regulation in the EAEU, the application of the "single window" mechanism and the implementation of interstate electronic exchange of information in the customs sphere. It should be noted that the high rate of development of the parties' dialog within the framework of the implementation of the memorandum on cooperation and the great potential of the format of joint seminars "allows not only to carry out information exchange, but also to identify points of economic activity and effectively form proposals for the draft agenda of the next meeting of the joint working group"<sup>65</sup>. In 2025, the practice of joint seminars between the EEC and Myanmar on finance, digital economy, and agro-industry will be continued in order to deepen interaction in key areas of cooperation, increase the volume of trade turnover between the EAEU countries and Myanmar and eliminate imbalances in mutual trade.

Let us return to the Greater Eurasian Partnership. As we can see, this project is designed to help create favorable conditions in the Eurasian states for progressive sustainable development, increase the efficiency of industrial relations, and achieve confident and stable economic growth. And the EAEU is already accumulating the potential of Eurasian states on the sustainable development track to develop reliable, mutually beneficial

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<sup>64</sup> Sergey Glazyev: "The key task of cooperation between the EAEU and Myanmar is to eliminate the problem of trade imbalance and involvement of business circles in the sectoral dialog" [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/sergey-glazev-klyuchevaya-zadacha-sotrudnichestva-eaes-i-myanmar-ustranenie-problemy-torgovogo-disbal/>

<sup>65</sup> The cycle of joint seminars between ECE and Myanmar has started [Electronic resource]. - 2024. - URL: <https://eec.eaeunion.org/news/startoval-tsikl-sovmestnykh-seminarov-eek-i-myanmar-/>

and equitable cooperation schemes with countries and associations in Asia.

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## **Belarus - Kazakhstan: to ensure high dynamics of trade and industrial cooperation**

Belarus and Kazakhstan are strategic partners and allies. The relations between Minsk and Astana are systematically moving forward, developing cooperation and taking it to a new level of interaction. In June 2024, during the working meeting of the heads of the governments of the two countries R. Golovchenko and O. Bektenov, the parties agreed to make every effort to further increase the dynamics of the bilateral partnership and stated that "Belarus and Kazakhstan are able to increase trade turnover to \$ 1.5 billion"<sup>66</sup>. Already in November 2024, a new working visit of the Kazakh government delegation to Minsk took place, where the parties agreed to ensure positive dynamics of bilateral trade. After all, the economies of Belarus and Kazakhstan have significant potential to increase and diversify trade flows and expand the range of goods supplied. Suffice it to say that Minsk and Astana "several years ago crossed the threshold of \$ 1 billion in mutual trade. <...> In fact, today we have no spheres left that would not be covered by interaction"<sup>67</sup>.

One of the concrete results of this visit was the signing of **the roadmap between the two governments for the development of trade and economic cooperation for 2025-2029**, which envisages the intensification of interaction in areas of industrial cooperation, agriculture, transport, communications and will allow to enlarge the pool of joint projects, establish even closer ties between the business communities of the two countries, including in the construction industry, high technology, and transit area. This program, which has been developed not for two

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<sup>66</sup> Golovchenko: Belarus and Kazakhstan can increase trade turnover up to \$1.5 billion [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/golovchenko-belarusi-i-kazahstanu-po-silam-narastit-tovarooborot-do-15-mlrd-638669-2024/>

<sup>67</sup> Golovchenko: Belarus and Kazakhstan need to ensure positive dynamics of bilateral trade [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/golovchenko-belarusi-i-kazahstanu-nuzhno-obespechit-polozhitelnuju-dinamiku-dvustoronnej-torgovli-675371-2024/>

years, as before, but for the entire five-year period, was discussed in late May 2024 in Minsk at the 18th meeting of the Intergovernmental Belarus-Kazakhstan Commission (IGC) on Trade and Economic Cooperation.

It should be noted that the Belarusian-Kazakh trade turnover declined slightly in 2023 due to a number of reasons. For this reason, the parties formulated at a high level the main task for the nearest period - "to ensure the restoration of positive dynamics of bilateral trade and to take measures to replenish mutual supplies of sagging commodity items. One of the key drivers of intensification of trade and economic cooperation is interaction in the industrial sector"<sup>68</sup>. An important detail: to date, the Belarusian-Kazakh industrial cooperation includes 14 projects totaling \$275 million. But this, as they say, is not yet evening.

For reference, we note that "trade turnover between the two countries amounted to \$1.1 billion in 2023, including exports of Belarus - \$867 million. Our country supplies mainly tractors, machines and mechanisms for harvesting and threshing agricultural crops, cheese and cottage cheese, milk and cream, sausages and meat products, furniture, semi-finished products made of non-alloy steel"<sup>69</sup>. In addition, 55 enterprises with Kazakh capital are registered in Belarus, including 17 joint ventures and 38 foreign ones, while in Kazakhstan there are more than 170 subjects of the commodity distribution network of domestic enterprises. Cooperation projects on joint production of tractor, agricultural, automobile and trailer, fire and rescue equipment, as well as elevator equipment are being implemented.

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<sup>68</sup> Relations between Belarus and Kazakhstan have always been based on friendship, mutual trust and respect - Roman Golovchenko [Electronic resource]. - 2024. - URL: <http://www.government.by/ru/content/11054>

<sup>69</sup> Belarus and Kazakhstan will discuss the possibility of creating an industrial cooperation fund [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/belarus-i-kazahstan-obsudjat-vozmozhnost-sozdaniya-fonda-promyshlennoj-kooperatsii-619287-2024/>



In this context, it should be noted that one of the most important areas of cooperation between the two countries is agriculture. First of all, we are talking about the supply of food products from Belarus to the Kazakh market. Figures show that "exports of Belarusian agricultural and food products to Kazakhstan in 2023 amounted to almost a quarter of a billion dollars"<sup>70</sup>. The network of sales of Belarusian products is actively developing, the number of specialized stores, sections of supermarkets is growing. "In total, there are 270 branded retail facilities in Kazakhstan, where products under Belarusian brands are sold..."<sup>71</sup>

In addition, Belarus is ready to actively cooperate with Kazakhstan on localization of agricultural machinery production. It should be recalled that "the existing joint production capacities already allow to produce within 10 thousand tractors and 1 thousand combines per year in Kazakhstan"<sup>72</sup>. As a positive example, we can mention the creation of full-cycle production of cabins for tractor equipment in the city of Kostanai. Back in March 2024 in this Kazakh city Minsk Tractor Plant opened a workshop of cabins and a new machine assembly line "on the basis of the company "Machine-Building Plant MTZ-Kazakhstan". Today there are three assembly plants of BELARUS tractors in Kazakhstan"<sup>73</sup>. The cabs to be manufactured in Kostanai, "Machine-Building Plant MTZ-Kazakhstan" plans to use both in its own production and supply to other

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<sup>70</sup> Golovchenko: we expect a transition to deeper cooperation with Kazakhstan in the agro-industrial complex [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/golovchenko-rasschityvaem-na-perehod-k-bolee-glubokomu-sotrudnichestvu-s-kazahstanom-v-apk-638683-2024/>

<sup>71</sup> Milk, clothes, confectionery. What Belarusian products are popular in Kazakhstan [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/molochka-odezhda-konditerskie-izdelija-kakaja-belorusskaja-produktsija-populjarna-v-kazahstane-640064-2024/>

<sup>72</sup> Snopkov: Belarus is ready to actively cooperate with Kazakhstan in localization of agricultural machinery production [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/snopkov-belarus-gotova-aktivno-sotrudnicat-s-kazahstanom-v-lokalizatsii-proizvodstva-selhoztehniki-638115-2024/>

<sup>73</sup> A new assembly line of BELARUS tractors will be opened in Kazakhstan [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/v-kazahstane-otkrojut-novuju-liniju-sborki-traktorov-belarus-620534-2024/>

joint ventures - companies "Kazakhstan Agro Innovation Corporation and "SemAZ". And in the same Kostanai "in the near future it is planned< ...> to organize a project for the production of engines of Minsk Motor Plant"<sup>74</sup>. The Belarusian side, taking into account the large market of passenger vehicles and updates in this direction in Kazakhstan, proposes to work out a project with Kazakh partners "with Belkommunmash - on trolleybuses, streetcars, electric buses, which they produce"<sup>75</sup>. The next topic - a network of charging stations - is also suggested here. After all, Belarus also has the necessary competencies in this respect.

In November 2024, during the visit of the Kazakh government delegation to Minsk, the Belarusian side also proposed to create joint production of fire and rescue equipment and agricultural loaders. "The partner from the Belarusian side is ready to act as a well-known manufacturer - the company "Pozhsnab", whose equipment has already proven itself in Kazakhstan. Besides, AMKODOR OJSC together with a number of Kazakh enterprises are working out the issue of organizing a new production of agricultural loaders in Kazakhstan"<sup>76</sup>. Belarusian manufacturers have other proposals for the development of production cooperation, including the production of components for vehicles and tractors. As for the supply of finished products, Belarusian enterprises are ready to meet Kazakhstan's needs in municipal, logging, road-building machinery and grain drying complexes. They are ready to provide support

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<sup>74</sup> Golovchenko: production of MMZ engines is planned to be organized in Kazakhstan's Kostanai [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/golovchenko-proizvodstvo-dvigateljev-mmz-planiruetsja-organizovat-v-kazahstanskom-kostanae-638677-2024/>

<sup>75</sup> Construction of cars, housing, farms. What are the prospects for cooperation between Belarus and Kazakhstan [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/stroitelstvo-mashin-zhilija-ferm-kakie-perspektivy-sotrudnichestva-belarusi-i-kazahstana-640062-2024/>

<sup>76</sup> Golovchenko offered Kazakhstan to create joint production of fire-fighting equipment and agricultural loaders [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/golovchenko-predlozhl-kazahstanu-sozdat-sovmestnye-proizvodstva-pozharnoj-tehniki-i-selhozpogruzchikov-675373-2024/>

for putting machinery into operation, operator training, warranty and service support.

As noted above, an important area of cooperation between Belarus and Kazakhstan is the agricultural sector. In addition to the already traditional supplies of agricultural machinery and food products, during the November talks the parties agreed to work out the possibility of cooperation in providing Kazakhstan with the necessary amino acids and premixes produced by the Belarusian National Biotechnology Corporation. Cooperation in the sphere of sorting and processing of municipal waste, water treatment and water purification is also promising. All the more so because "the Belarusian enterprise Sifania-Ecotechnika has already implemented projects in a number of cities in Kazakhstan to process solid domestic waste and produce from it popular goods - from bags to paving tiles"<sup>77</sup>. And the enterprise "Polimerkonstruktsiya" from Belarus, which successfully operates in different parts of the world, is ready to offer equipment and technologies for water treatment for various industries and housing and communal services.

During the visit, the guests of honor from Kazakhstan also familiarized themselves with the capabilities of the Belarusian High Technology Park (HTP) and the developments of its residents. Among them is Mind Games Soft LLC, which produces professional digital simulators using virtual reality technologies for industry, education and safe life activities. Products include digital simulators for agricultural, logging, mining and emergency rescue equipment of such enterprises as Gomselmash, Minsk Tractor and Automobile Plants, AMKODOR and Belaruskali. And the developers and operators of the ecosystem of new

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<sup>77</sup> Golovchenko: Belarus is ready to supply amino acids to Kazakhstan and implement projects in housing and communal services [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/golovchenko-belarus-gotova-postavljat-v-kazahstan-aminokisloty-i-realizovyvat-proekty-v-zhkh-675377-2024/>

financial instruments OOO "Oplati" presented the work of payment services through mobile and web solutions aimed at the use of electronic money in Belarus. "The unique payment system allows users to pay for utilities, transportation costs and other purchases through a mobile application without the need to use physical cards"<sup>78</sup> and united all necessary banking services in one application. Another HTP resident - CometaRad LLC - presented a software complex for processing, three-dimensional reconstruction, transmission and storage of medical diagnostic images 3D MeD with 3D modeling technology based on artificial intelligence. In addition, developers from R-NOKS LLC showed innovative solutions for monitoring atmospheric air quality using machine learning, Big Data, and the Internet of Things.

Returning to the decisions taken in November in Minsk between Belarus and Kazakhstan, we note two more documents: the **action plan on interaction in the sphere of cultural and humanitarian cooperation for 2025-2026** and the **cooperation agreement between the Belarusian National Agency for Tourism and the Kazakh National Company Kazakh Tourism**. In addition, "as a result of the working visit of the Kazakh government delegation to Belarus, contracts worth more than \$ 90 million were signed"<sup>79</sup>. In total, the parties signed 20 documents.

And one more touch to the visit of the Kazakh government delegation to Minsk. The parties agreed to hold the **first Kazakhstan-Belarus Regions Forum** in the near future, as this is "a very effective

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<sup>78</sup> High visit to the world of high technologies. Heads of the Governments of Belarus and Kazakhstan visited HTP [Electronic resource]. - 2024. - URL: [https://www.park.by/press/news/vysokiy\\_vizit\\_v\\_mir\\_vysokikh\\_tekhnologiy\\_pvt\\_posetili\\_g\\_lavy\\_pravitelstv\\_bielarusi\\_i\\_kazahstana/](https://www.park.by/press/news/vysokiy_vizit_v_mir_vysokikh_tekhnologiy_pvt_posetili_g_lavy_pravitelstv_bielarusi_i_kazahstana/)

<sup>79</sup> Contracts for more than \$ 90 mln signed following the visit of the delegation of Kazakhstan to Belarus [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/kontrakty-na-bolee-chem-90-mln-podpisany-po-itogam-vizita-delegatsii-kazahstana-v-bielarus-675470-2024/>

format that allows to significantly advance interaction in various areas"<sup>80</sup>. At the already mentioned 18th meeting of the IGC it was noted that the parties have all the necessary prerequisites and opportunities for a significant increase in bilateral interaction aimed at intensifying joint work in various areas of partnership ties. At the same time, the parties also agreed to intensify interregional ties, the potential of which has not yet been fully utilized. For reference, it should be noted that to date about 25 cooperation agreements have already been signed between the regions of Belarus and Kazakhstan. Let us see how the Belarusian regions will approach the upcoming important event.

Let's start with the **Belarusian capital**. Kazakhstan is already implementing a number of important and significant projects in the economic sphere, which operate within the framework of industrial cooperation with the active participation of such Minsk enterprises as tractor and automobile plants and AMKODOR. In particular, in May 2024 in Kostanai city a new workshop for production of cabins for BELARUS tractors was opened on the site of "Machine-Building Plant MTZ-Kazakhstan" LLP. This is the second stage of this project. Joint work began back in 2018. And a total of four stages will be realized until 2027. The opening of a new workshop for production of cabins for BELARUS tractors means the emergence of another high-tech production and the creation of additional jobs on Kazakh soil. Thus, "as of today 150 of them have already been created. Upon completion of the fourth stage of the project, they are expected to exceed 500"<sup>81</sup>.

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<sup>80</sup> Golovchenko: Belarus and Kazakhstan plan to hold the Forum of Regions [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/golovchenko-belarus-i-kazahstan-planirujut-provesti-forum-regionov-675354-2024/>

<sup>81</sup> A new workshop for the production of cabins for BELARUS tractors appeared in Kazakhstan's Kostanai [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/novyy-tseh-po-proizvodstvu-kabin-k-traktoram-belarus-pojavilsja-v-kazahstanskom-kostanae-637069-2024/>

Another interesting project in the development of interregional cooperation between **Minsk** and partners from this Central Asian country could be the construction of the so-called "Kazakhstani quarter" in the Belarusian capital. A place for it has already been identified in Minsk within the boundaries of Zheleznodorozhnaya, Dubravinskaya, Grushevskaya and Pryamaya streets. "The Committee of Architecture and Urban Planning has agreed on the architectural and planning concept of the object, providing for the construction of more than 39.2 thousand square meters of apartment housing with an open-type parking garage for 300 parking spaces"<sup>82</sup>. It should be added that the Kazakhstani side has already approved the conceptual design. And by the end of 2024 it is planned to complete the design.

Kazakhstan is one of the most important economic partners of **Mogilev** Region and ranks second in the foreign trade turnover and exports of the Belarusian region among the countries of the Eurasian Economic Union. The main items of Mogilev exports to this country are tires, dairy products, poultry meat, elevators, spare parts for cars and tractors, pumps, chipboard. Fruitful cooperation has been established also at the level of large production facilities. In particular, "for JSC "Mogilevliftmash" Kazakhstan is one of the main sales markets, there are two assembly plants - in the cities of Aktobe and Almaty"<sup>83</sup>. In 2023, about 350 elevators were delivered there. But the potential of the Mogilev enterprise is much greater: it is ready to participate more actively in the program for the replacement of elevator equipment, as well as to supply its products for new construction. Bobruisk Belshina is also ready for

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<sup>82</sup> Belarus and Kazakhstan plan to expand political and cultural interaction [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/belarus-i-kazhstan-planirujut-rasshirjat-politicheskoe-i-kulturnoe-vzaimodejstvie-663284-2024>

<sup>83</sup> Integration and joint productions. Isachenko on cooperation of the Mogilev region with Kazakhstan [Electronic resource]. - 2023. - URL: <https://belta.by/politics/view/integratsija-i-sovmestnye-proizvodstva-isachenko-o-sotrudnichestve-mogilevskoj-oblasti-s-kazhstanom-607349-2023/>

further cooperation. In 2023, despite the fall in export prices more than twice, the enterprise sold 51 thousand more tires to Kazakhstan than in 2022. Also. To date, Mogilev region has signed cooperation agreements with only two regions of Kazakhstan - Turkestan and East Kazakhstan. And there is confidence that at the first Forum of Regions of the two countries these documents will be colored with new colors.

**Gomel Region** intends to expand cooperation with partners from Kazakhstan. In this regard, it should be reminded that in September 2024, the annual Gomel Economic Forum was held for the 18th time. Among the active participants from the Commonwealth of Independent States was Kazakhstan, "the potential for cooperation with the Belarusian southeastern region is simply enormous. This, first of all, concerns issues of industrial cooperation and agriculture"<sup>84</sup>. In particular, within the framework of cooperation, Kazakhstan has set up assembly production of machinery together with Gomselmash, which is successfully developing. Within the framework of the economic forum, the parties agreed that the number of joint projects will increase. Apparently, this dialog between the interested parties will continue at the first Forum of Regions of Belarus and Kazakhstan.

**Brest region** is also interested in closer cooperation with Kazakhstan in various areas. In particular, it is about increasing investment cooperation of the Kazakh side with Brest region in the field of agricultural production, processing of agricultural products in order to "invest in the field of dairy production, given the great competence and high potential that the Belarusian side has in this area. Another interesting sector is the production of building materials, floor coverings, ceramic

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<sup>84</sup> Zalessky, B. From programs to concrete projects. Features of positive trends in the economy of Belarus / Boris Zalessky. - LAP LAMBERT Academic Publishing, 2024. - C. 49.

tiles, sanitary ware"<sup>85</sup>. The parties also have great potential in the sphere of transit, tourism, travel and health improvement. In short, there are still many points for strengthening cooperation. Thus, Brest Oblast, to all appearances, will approach the first Forum of Regions of Belarus and Kazakhstan with new interesting projects and promising proposals.

Let us summarize the results. The working visit of the government delegation of Kazakhstan to Belarus in November 2024 showed that the two countries of the post-Soviet space have long built strong, friendly and partnership ties. And today they continue to implement promising areas that are included in the Roadmap of the governments of the two countries on the development of trade and economic cooperation for 2025-2029 in order to reach a qualitatively new level of interaction.

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<sup>85</sup> Investments, technologies, tourism. Brest region and Kazakhstan are aimed at closer cooperation [Electronic resource]. - 2024. - URL: <https://belta.by/regions/view/investitsii-tehnologii-turizm-breyskaja-oblast-i-kazahstan-natseleny-na-bolee-tesnoe-sotrudnichestvo-680543-2024/>



## Belarus-Mongolia: a year of breakthrough solutions

The year 2024 was a breakthrough in the development of interstate relations between Belarus and Mongolia, when in June, for the first time in history, the Belarusian leader paid a state visit to this East Asian country. Recall that since the establishment of Belarusian-Mongolian diplomatic relations in January 1992, Minsk and Ulan Bator have been actively developing trade and economic cooperation, building partnerships between Belarusian and Mongolian regions, strengthening inter-parliamentary contacts, and continuing the implementation of joint projects in the field of education. Nevertheless, in January 2024, at the **7th meeting of the joint Belarusian-Mongolian intergovernmental commission (IGC)** on trade and economic cooperation in Minsk, its participants noted that the mutual trade turnover did not reflect the potential of Belarus and Mongolia. And for this reason, the task was set - everything should be done to make the relationship between the two countries strategic.

In March 2024, an official visit of a Belarusian delegation led by the head of the Foreign Ministry to Mongolia took place, during which an agreement was reached to bring the relations between Minsk and Ulaanbaatar to a higher level in order to intensify the whole range of contacts between the parties at the level of industries, economic entities, and business circles. In fact, it was said that "a new stage is beginning in the relations between Belarus and Mongolia"<sup>86</sup>. In this regard, the two countries planned to develop a roadmap for cooperation until 2026, where among the projects will be the supply of Belarusian agricultural machinery and equipment, municipal and road repair machines, emergency response

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<sup>86</sup> Aleinik: a new stage begins in the relations between Belarus and Mongolia [Electronic resource]. - 2024. - URL: <https://belta.by/politics/view/aleinik-v-otnoshenijah-belarusi-i-mongolii-nachinaetsja-novyj-etap-621446-2024/>

equipment, elevator equipment, quarry equipment, a full cycle of creating high-class and highly efficient agricultural production complexes specially adapted to the needs and requirements of Mongolian customers. The fact is that "Mongolia is actively developing, so there is a growing interest of Mongolian consumers in goods, including high-efficiency machinery and foodstuffs"<sup>87</sup>. In this context, the parties have already discussed the possibility of opening specialized trading platforms both in Minsk and Ulaanbaatar.

But the most urgent issue for this East Asian country is the development of the agro-industrial sector, as they intend to modernize a lot of things in agriculture, especially in the livestock industry, so that it goes from extensive nomadic to intensive state, as well as to create joint production of agricultural machinery for the subsequent equipping of Mongolian farms. During this visit it was noted that the sectoral ministries of the parties "have prepared a roadmap for the development of cooperation in agriculture, there are prescribed projects and steps for their implementation. These include the construction of new and modernization of existing dairy farms for full cycle, supplies of cattle of Belarusian selection, veterinary drugs, seeds, specialized equipment, training and professional development of Mongolian specialists and, of course, supplies of agricultural machinery"<sup>88</sup>.

There are already several production facilities in Mongolia that cooperate with Belarus. For example, the APU plant for the production of dairy, carbonated and alcoholic beverages, which uses milk powder from Belarus to produce dairy products and Belarusian malt for beer

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<sup>87</sup> Belarus and Mongolia will develop a road map of cooperation until 2026 [Electronic resource]. - 2024. - URL: <https://www.belta.by/politics/view/belarus-i-mongolija-razrabotajut-dorozhnyju-kartu-sotrudnichestva-do-2026-goda-621451-2024>

<sup>88</sup> What are Belarus and Mongolia ready to offer each other? Details of Aleinik's talks in the government [Electronic resource]. - 2024. - URL: <https://www.belta.by/politics/view/chto-belarus-i-mongolija-gotovy-predlozhit-drug-drugu-podrobnosti-peregovorov-alejnika-v-pravitelstve-621640-2024/>

production. In March 2024, Minsk Tractor Plant signed a roadmap with the Ministry of Agriculture and Light Industry of Mongolia to organize supplies of tractors with a capacity of 80-350 horsepower and ploughs. The roadmap reflects the plan of deliveries for 2024-2025 with the prospect of cooperation until 2027. In March, the Belarusian side held talks with the Mongolian state-owned Agricultural Corporation to supply pedigree cattle, milking equipment, and build dairy production facilities for the needs of Mongolian farmers.

In addition, as part of this topic, following the meetings in March 2024 in Ulan Bator, the Belarusian Universal Commodity Exchange (BUTB) planned to diversify the commodity structure and increase the volume of exchange deliveries of products of the Belarusian agro-industrial complex to the Mongolian market. All the more so because "in September 2023, the first Mongolian stock broker - United Meres Machinery Company, which has been working in the Belarusian market for quite a long time..."<sup>89</sup>. And the first transaction involving a resident from Mongolia was concluded in January 2024. But so far only products of Belarusian sugar mills have been supplied to the Mongolian market. Almost one and a half thousand tons of this product were sold for a total of more than \$770 thousand. The work in this direction will be continued in the near future. Besides, "Mongolia is interested in importing Belarusian milk powder and butter. An agreement on cooperation on these commodity items has already been reached with four potential buyers - large food industry enterprises"<sup>90</sup>.

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<sup>89</sup> Zalessky, B. Ideology of pragmatism. Features of partnership in the Belarusian economy: internal and external segments / Boris Zalessky. - LAP LAMBERT Academic Publishing, 2024. - C. 146.

<sup>90</sup> BUTB plans to increase exports of agricultural products to Mongolia [Electronic resource]. - 2024. - URL: <https://www.belta.by/economics/view/butb-planiruet-uvlechit-eksport-beloruskoj-selhozproduktov-v-mongoliju-622030-2024/>

A separate topic is the interaction between Belarus and Mongolia in the sphere of emergency response. It is known that "thanks to the work of Belarusian equipment, more than 13 thousand people have already been rescued and property damage worth over\$ 20 million has been prevented"<sup>91</sup>. The parties discussed several areas of prospective cooperation in this area. Firstly, Mongolian partners are interested in purchasing special fire-fighting equipment of Pozhsnab LLC on the basis of MAZ OJSC chassis, as well as other equipment and overalls. The parties were preparing to sign a new contract. We are talking about the delivery of more than 100 units of Belarusian fire-fighting equipment. Second, there is a great interest in continuing training programs for specialists from Mongolia on the basis of specialized institutions of Belarus.

Among other promising areas of Belarusian-Mongolian interaction in Ulaanbaatar were discussed: cooperation in the mining industry; modernization of elevator infrastructure in residential buildings. In addition, "emphasis was placed on the supply of municipal and passenger vehicles for the needs of Ulaanbaatar. Also, the Mongolian side was offered the possibilities of the Belarusian side to supply rolling stock for the subway"<sup>92</sup>. In the humanitarian field, Minsk and Ulaanbaatar outlined projects "in the light of the large-scale state programs that are currently being implemented in Mongolia. Including the Billion Tree Program, which requires special training of forestry workers"<sup>93</sup>. In short, the parties

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<sup>91</sup> How Belarusian machinery helps to save people in Mongolia and where our milk powder is used. New details about Aleinik's visit [Electronic resource]. - 2024. - URL: <https://www.belta.by/politics/view/kak-belorusskaja-tehnika-pomogaet-spasat-ljudej-v-mongolii-i-gde-ispolzujut-nashe-suhoe-moloko-novye-621781-2024/>

<sup>92</sup> Belarus plans to supply municipal and passenger vehicles to Mongolia [Electronic resource]. - 2024. - URL: <https://www.belta.by/economics/view/belarus-planiruet-postavljat-v-mongoliju-kommunalnuju-i-passazhirskuju-tehniku-621673-2024/>

<sup>93</sup> Transcript of the approach to the press of Minister S. Aleinik within the framework of the official visit to Mongolia (March 15, 2024, Ulan Bator) [Electronic resource]. - 2024. - URL: [https://mfa.gov.by/press/news\\_mfa/b1f3b3594a37a807.html](https://mfa.gov.by/press/news_mfa/b1f3b3594a37a807.html)

agreed, expanding the legal framework of relations between Belarus and Mongolia, to speed up the work to sign about ten bilateral documents - in agriculture, education, inter-university cooperation, emergency response, between law enforcement agencies and scientific institutions of the two countries.

In June 2024, the Presidents of the two countries signed the **Treaty on Friendly Relations and Cooperation between the Republic of Belarus and Mongolia** in Ulaanbaatar as part of the state visit of the Belarusian delegation. At the same time, the parties considered in detail the whole range of bilateral relations and signed 14 different documents on the development of **cooperation** in various areas, one of which was the **roadmap of cooperation between Belarus and Mongolia until 2026**. In addition, the parties adopted a memorandum of cooperation between the State Secretariat of the Security Council of Belarus and the Apparatus of the National Security Council of Mongolia; intergovernmental agreements on mutual recognition and exchange of driving licenses, on mutual recognition of education documents. **Two more roadmaps of cooperation** were also signed: the first one - **in the field of education** at the level of specialized ministries for 2024-2026; the second one - **in the field of agro-industrial complex** for the same three-year period. Finally, "an agreement on scientific and technical cooperation was concluded between the National Academy of Sciences of Belarus and the Ministry of Education and Science of Mongolia, and an agreement on scientific and technical cooperation was signed with the Mongolian Academy of Sciences. A number of other memorandums were signed. They concern cooperation in the spheres of justice, tourism, environmental protection,

prevention and elimination of emergency situations, protection of industrial property"<sup>94</sup> .

Speaking about the **road map of cooperation between the two countries**, we note that "it contains more than 50 measures and projects in 16 sectors and areas of activity"<sup>95</sup> . To implement it, in Ulan Bator, the Belarusian Ministry of Industry and the Mongolian Ministry of Food, Agriculture and Light Industry adopted an action plan for the realization of the economic part of the map, which defined the directions of trade and economic interaction - the main area of mutual interest of the two countries. "The purpose of the document is to systematize Belarusian-Mongolian agreements on promising economic projects in one document and give impetus to their implementation in 2024 and subsequent years"<sup>96</sup> . In particular, it envisages cooperation on the supply of Belarusian machinery in various areas, as well as other Belarusian and Mongolian products - foodstuffs, light industry goods, pharmaceuticals, and medical equipment. There are also plans to export Belarusian machinery for the Mongolian mining industry, agricultural machinery and equipment, and machinery for emergency response. The sides also discussed the establishment of joint assembly plants in Mongolia, including tractors, cars, elevators, and dump trucks.

Speaking about the **roadmap for cooperation in the agro-industrial complex**, we have already pointed out above that now the most

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<sup>94</sup> Presidents of Belarus and Mongolia signed a treaty on friendship and cooperation between the two countries [Electronic resource]. - 2024. - URL: <https://belta.by/president/view/prezidenty-belarusi-i-mongolii-podpisali-dogovor-o-druzhbhe-i-sotrudnichestve-dvuh-stran-638585-2024/>

<sup>95</sup> The head of the Belarusian Foreign Ministry estimates the effect of Lukashenko's visit to Mongolia in tens of millions of dollars [Electronic resource]. - 2024. - URL: <https://belta.by/politics/view/glava-mid-belarusi-otsenivaet-effekt-ot-vizita-lukashenko-v-mongoliju-v-desjatk-milijonov-dollarov-639780-2024/>

<sup>96</sup> Rogozhnik and Bolorchuluun signed an action plan for the implementation of the economic part of the roadmap [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/rogozhnik-i-bolorchuluun-podpisali-plan-meroprijatij-po-realizatsii-ekonomicheskoy-chasti-dorozhnoj-638692-2024/>

urgent task for this East Asian country is the development of the agro-industrial sector. "First of all, Mongolia plans to modernize the livestock industry. And this requires equipment, new farms and complexes"<sup>97</sup>. For this purpose, the parties plan to create a joint production of agricultural machinery for the subsequent equipping of Mongolian farms. Recall that back in January 2024 at the 7th IGC meeting it was noted that Belarus will open a specialized center in Mongolia. "It will be an assembly of agricultural machinery, a multi-brand center in Mongolia, where all machinery and all technology will be presented, from sowing to harvesting crops. It's a wide range of cooperation. This includes seed production, livestock breeding, light industry, quarry equipment"<sup>98</sup>. The second direction is meat and dairy. A cattle-breeding farm based on Belarusian technologies is planned to be built in Mongolia. It is designed for 600 cattle of loose housing. The third area is veterinary drugs. There is potential for cooperation in this area through Belvitunifarm, which produces a wide range of vaccines and drugs.

Speaking about the **roadmap for cooperation in education**, it should be noted that direct interaction between higher education institutions of Belarus and Mongolia is currently realized within the framework of 12 inter-university agreements. In June, an agreement between the governments of the two countries on mutual recognition of educational documents was adopted. In addition, "Hrodna State University named after Yanka Kupala and the Mongolian University of

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<sup>97</sup> Gorelik, D. Distant but close? Why Lukashenko is flying to Mongolia and what prospects are opening between the countries / D. Gorelik // [Electronic resource]. - 2024. - URL: <https://belta.by/interview/view/dalekaja-no-blizkaja-zachem-lukashenko-letit-v-mongoliju-i-kakie-perspektivy-otkryvajutsja-mezhdu-stranami-9239/>

<sup>98</sup> Belarus plans to open a multi-brand center in Mongolia and help in building a farm [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/belarus-planiruet-otkryt-v-mongolii-multibrendovyj-tsentr-i-pomoch-v-stroitelstve-fermy-638351-2024/>

Science and Technology signed an agreement on cooperation. Both universities intend to create a working group and develop a roadmap"<sup>99</sup> .

In general, promising research projects with Mongolian educational institutions are already being implemented by Vitebsk State Medical University, Belarusian State University, Belarusian National Technical University, Belarusian State University of Informatics and Radioelectronics (BSUIR) and Mozyr State Pedagogical University (MGPU) named after I.P. Shamyakin. In particular, BSUIR together with the Mongolian University of Science and Technology submitted a new scientific work to the contest of the Belarusian Republican Fund for Fundamental Research and the Mongolian Fund of Science and Technology. And I.P. Shamyakin Moscow State Pedagogical University together with the Mongolian Academy of Sciences are developing a project in the field of agronomy. Other universities - the Belarusian State Agrarian Technical University (BSATU), Brest State University named after A.S. Pushkin, and P.M. Masherov Vitebsk State University - are also interested in cooperating with Mongolian partners in such areas as information and computer technologies, physics and radiophysics, chemistry and chemical technologies, ecology, biotechnology, medicine, pharmacy, agro-industrial and food technologies, and social sciences and humanities. "In March of this [2024] year, a group of managers and specialists of one of the farms in Mongolia was trained at BGATU under the advanced training program "Innovative technologies in animal husbandry and fodder production""<sup>100</sup> . We would like to add that the

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<sup>99</sup> Educational departments of Belarus and Mongolia intensify personnel training for pedagogy and science [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/obrazovatelnye-vedomstva-belarusi-i-mongolii-aktivizirujut-podgotovku-kadrov-dlja-pedagogiki-i-nauki-638522-2024/>

<sup>100</sup> Belarus and Mongolia signed an agreement on mutual recognition of documents on education [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/belarus-i-mongolija-podpisali-soglasenie-o-vzaimnom-priznanii-dokumentov-ob-obrazovanii-638719-2024/>



signed roadmap includes a clause on the development of academic mobility of students and teachers. Thus, Belarusian educational institutions are ready to organize training at the preparatory department for foreign students in English or Russian. A distance learning format with a program course of eight to ten months is possible. At the same time, professional staff will be trained for specific enterprises.

During the state visit of the Belarusian delegation to Ulaanbaatar in June 2024, Belarus and Mongolia agreed to intensify cooperation in the **environmental sphere** in such areas as green economy, maximizing the use of waste through its involvement in economic turnover, preservation of landscape and biological diversity, exploration and mining. Earlier in the interests of the Mongolian side in within the framework of the contract with the Belarusian Republican Fund for Fundamental Research was carried out research work on the theme "Humic preparations on the basis of peat, coal for green arrangement of desert territories, environmental protection". "The purpose of the work was to theoretically and experimentally substantiate the composition of humic preparations as natural compounds for green arrangement of desert territories of Mongolia"<sup>101</sup>. In June, the Belarusian side handed over to the Mongolian partners a report containing the theoretical results of the work, including a preliminary assortment of woody plants resistant to moisture deficit, soil salinity and other unfavorable soil and climatic conditions close to the conditions of Mongolia. And proposed to continue work in this direction to test the developed assortment of salt- and drought-tolerant plants directly in specific natural and climatic conditions of the regions of this East Asian country.

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<sup>101</sup> Belarus and Mongolia are interested to cooperate in the environmental sphere [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/belarus-i-mongolija-zainteresovany-sotrudnichat-v-prirodoohrannoj-sfere-638714-2024/>

In this context, it should be added that back in March last year, the State Committee for Science and Technology of Belarus and the Ministry of Education and Science of Mongolia announced a **contest of joint scientific and technical projects for 2024-2025**, which will be held "in the priority areas of Belarusian-Mongolian cooperation: agriculture, agricultural and forestry machinery and equipment, intensive animal husbandry, reforestation and breeding, plant breeding, history and archaeology"<sup>102</sup>. So scientific and technical ties between the two countries will get an additional impetus for cooperation.

Returning to the state visit of the Belarusian delegation to Ulaanbaatar in June 2024, we note that a **joint Mongolian-Belarusian business forum** was held on its margins to discuss the prospects for cooperation between the business communities of the two countries. Forty enterprises of Belarus were represented at the forum, where 13 commercial documents were "signed. The total amount is \$ 20 million. <...> For comparison: the entire trade turnover between Belarus and Mongolia at the end of 2023 amounted to about \$ 30 million"<sup>103</sup>. This package of commercial contracts and agreements included proposals, including those of Belarusian industrial enterprises. In particular, "a memorandum of intentions was signed between BELAZ OJSC, its representative in the region - United Meres Machinery LLC and Ovoot Tolgoi Resources, and a memorandum of cooperation between Mogilevliftmash OJSC and the Mongolian elevator organization Best

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<sup>102</sup> The contest of Belarusian-Mongolian scientific and technical projects for 2024-2025 has been announced [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/objjavlen-konkurs-belorussko-mongolskih-nauchno-tehnicheskikh-proektov-na-2024-2025-gody-623638-2024/>

<sup>103</sup> Mongolian-Belarusian business forum has already brought about \$ 20 mln to the piggy bank of bilateral relations [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/mongolo-belorusskij-biznes-forum-uzhe-prines-okolo-20-mln-v-kopilku-dvustoronnih-otnoshenij-638654-2024/>

Fashion Elevators LLS"<sup>104</sup> . Also a memorandum of cooperation was signed by JSC "UKH "BobruiskAgromash" and Mongolian KOGS "Agricultural Corporation", as the main interest for the market of this East Asian country are machines for fodder preparation. And "since 2021 more than 250 units of forage harvesting agricultural machinery "Bobruiskagromash" have been shipped to Mongolia"<sup>105</sup> . In the same package there was an agreement to sign a contract for approximately 14.5 million euros for the supply of fire and rescue equipment. The fact is that the Mongolian partners received "about €12 million worth of Belarusian equipment in 2020. And it is successfully used here, and in difficult conditions"<sup>106</sup> .

It should be said that after the visit of the Belarusian delegation to the Mongolian capital, Belarus and Mongolia promptly started to implement the agreements in a wide range of areas. Already in September 2024, the parties "agreed to supply Belarusian machinery and equipment for industry, agriculture, machinery for emergency response"<sup>107</sup> , and also discussed the purchase of special machinery for fire and disaster response in Belarus. In the same September, the exposition of Belarusian manufacturers **Made in Belarus** was presented at the **Ulaanbaatar Partnership 2024** international multi-sectoral exhibition held in Ulaanbaatar.

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<sup>104</sup> Export potential of the enterprises of the Ministry of Industry presented at the Belarusian-Mongolian business forum [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/eksportnyj-potentsial-predpriyatij-minproma-prezentovana-belorussko-mongolskom-biznes-forume-638695-2024/>

<sup>105</sup> "Bobruiskagromash" is working out deliveries to Zimbabwe and Mongolia [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/bobrujskagromash-prorabatyvaet-postavki-v-zimbabve-i-mongoliju-640079-2024/>

<sup>106</sup> Rogozhnik about Belarusian equipment in Mongolia: our advantage in reliability [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/rogozhnik-o-belorusskoj-tehnike-v-mongolii-nashe-preimushchestvo-v-nadezhnosti-638625-2024/>

<sup>107</sup> Development Bank: ready to offer comfortable conditions for financing supplies from Belarus to Mongolia [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/bank-razvitiya-gotovy-predlagat-komfortnye-uslovija-finansirovaniya-postavok-iz-belarusi-v-mongoliju-662879-2024/>

This exhibition forum covered a wide range of thematic sections - from the food sector to healthcare, construction and heavy industry. And Belarus is among the main traditional participants of this exhibition. This time MAZ presented the production line of cargo, passenger, special and trailer vehicles. "As part of the Made in Belarus exposition, one of the world market leaders in the production of agricultural machinery - OJSC "Gomselmash", presenting developments and machinery, including combine harvesters GS12A1, GS400 and G5, self-propelled mowers CS100, CS200"<sup>108</sup>. BKM Holding showed a scale model of trolleybus model 32100D of Olgerd series with increased autonomous travel up to twenty kilometers. The sphere of design and production of professional machines, equipment for catering and trade facilities, food industry was presented by the specialized enterprise - JSC "Torgmash". Among the exhibits of Beltopgaz, peat products for non-fuel purposes were demonstrated: peat of various fractions, peat nutrient soils and covering material for growing champignons on the basis of peat. During the exhibition, Belarusian participants held effective business meetings and negotiations with representatives of major trading companies of Mongolia, during which new projects of trade and economic cooperation were outlined.

All these facts show that "2024 has become a turning point in the development of Belarusian-Mongolian ties"<sup>109</sup>. Having signed an agreement on friendly relations and cooperation last June, Belarus and Mongolia are reaching a higher and qualitatively new level of bilateral relations, which opens up promising opportunities to create more

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<sup>108</sup> Made in Belarus exposition is presented at the multidisciplinary exhibition in Mongolia [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/ekspozitsija-made-in-belarus-predstavlena-na-mnogootraslevoj-vystavke-v-mongolii-664105-2024/>

<sup>109</sup> Grishkevich. A. Mongolian cashmere and Belarusian milk. The Ambassador of Mongolia told about the exchange of goods and ties with Belarus / A. Grishkevich // [Electronic resource]. - 2025. - URL: <https://belta.by/economics/view/intervju-mongolskij-kashemir-i-belorusskoe-moloko-posol-mongolii-rasskazal-pro-obmen-tovarami-i-688751-2025/>

favorable conditions for the development of trade, economic and cooperation projects.

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## **Belarus-Serbia: in search of new niches of interaction**

Serbia is Belarus's key economic partner in the Balkans. In November 2024, official Minsk and Belgrade celebrated the 30th anniversary of the establishment of diplomatic relations. After 2019, when the work of the Belarus-Serbia Intergovernmental Commission (IGC) on trade and economic cooperation was put on pause, the parties nevertheless interacted quite actively in various areas - **in science and technology and innovation, Belarusian food exports, agro-industrial sector, exchange and exhibition activities.**

Recall that in December 2019, the heads of state of Belarus and Serbia agreed to significantly intensify efforts to increase the volume of bilateral trade, implement initiatives to create joint production facilities and launch mutual investment projects during the official visit of the Belarusian delegation to Belgrade. At that time, the talks resulted in the signing of a package of eight documents on the development of bilateral cooperation in various sectors. A characteristic detail: half of them concerned the scientific sphere. Among them were "a memorandum of understanding on cooperation in the field of innovation and development of digital technologies, agreements on scientific and technical cooperation between the National Academy of Sciences of Belarus and the Serbian Academy of Sciences and Arts, the Ministry of Education, Science and Technological Development of Serbia"<sup>110</sup> . The intergovernmental program of cooperation in the field of education for 2020 signed at the same time complemented them.

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<sup>110</sup> Matievsky, M. Belarus and Serbia signed a package of documents after the meeting of the presidents, half of them - in the field of science / M. Matievsky // [Electronic resource]. - 2019. - URL: <https://www.belta.by/society/view/belarus-i-serbija-podpisali-posle-vstrechi-prezidentov-paket-dokumentov-polovina-v-sfere-nauki-371489-2019/>

In general, cooperation between the two countries in the **scientific, technical and innovation sphere** has been developing since the signing of the relevant intergovernmental agreement in 1996 between Belarus and then Yugoslavia. Only in five years - from 2015 to 2019 - "23 joint scientific and technical projects were implemented, including in the field of agrarian and biological, physical and mathematical, chemical sciences and information technologies"<sup>111</sup> . The State Committee for Science and Technology of the Republic of Belarus noted at the time that "Belarusian national priority areas in science, technology and innovation largely coincide with Serbian ones. These are, first of all, energy, medicine and pharmacy, information and communication technologies, bio- and nanotechnologies"<sup>112</sup> .

The executive program of scientific, technical and innovation cooperation for 2020-2021 signed in December 2019 by the Belarusian State Committee for Science and Technology and the Serbian Ministry of Education, Science and Technological Development was intended to give a powerful impetus to the development of Belarusian-Serbian partnerships in the scientific sphere. Within its framework, ten joint scientific and technical projects were supposed to be implemented in such areas as agriculture and food, biotechnology, nanomaterials, laser and chemical technologies.

At the 9th meeting of the Belarusian-Serbian **Commission for Scientific and Technical Cooperation** held in December 2019, the parties also agreed to jointly move towards new strategic goals in high

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<sup>111</sup> Belarus and Serbia will sign the program of scientific and technical cooperation for 2020-2021 in autumn [Electronic resource]. - 2019. - URL: <https://www.belta.by/society/view/belarus-i-serbija-oseniju-podpishut-programmu-nauchno-tehnicheskogo-sotrudnichestva-na-2020-2021-gody-359969-2019/>

<sup>112</sup> Belarus and Serbia discussed the prospects of scientific, technical and innovation cooperation [Electronic resource]. - 2019. - URL: [http://www.gknt.gov.by/news/2019/belarus\\_i\\_serbiya\\_obsudili\\_perspektivy\\_nauchno\\_tekhnicheskogo\\_i\\_innovatsionnogo\\_sotrudnichestva/](http://www.gknt.gov.by/news/2019/belarus_i_serbiya_obsudili_perspektivy_nauchno_tekhnicheskogo_i_innovatsionnogo_sotrudnichestva/)

technology, pharmacy, optics, and bioorganic chemistry. Especially since in 2018, Belarusian and Serbian scientists also carried out ten scientific and technical projects, of which five in physical and mathematical sciences, three in agrarian and biological sciences, and two in chemical and earth sciences. "On the Belarusian side, the executors of seven projects are organizations of the National Academy of Sciences of Belarus, three projects are organizations of the Ministry of Education"<sup>113</sup>.

It should be noted that such a coordinating structure of the Belarusian-Serbian interaction as the **working group for the development of cooperation in agriculture and food**, the fifth meeting of which was held in Belgrade in December 2019, also focuses on the development of scientific and innovation ties. At the meeting, the parties, discussing veterinary and phytosanitary issues, crop production and seed production, interaction between agrarian universities, agreed to work out possible options and prospects for cooperation between research organizations of the two countries, including in the field of breeding and seed production of alfalfa and sugar beet. Attention to these topics is explained by the fact that recently cooperation in this sphere has been developing very intensively. Suffice it to say that for three quarters of 2019, "the trade turnover of agricultural products and foodstuffs between the two countries increased by more than 30% compared to the same period of 2018. Exports tripled and amounted to \$ 3.597 million. Belarus supplies Serbia with potatoes, seeds, butter, onions, shallots, leeks, garlic"<sup>114</sup>.

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<sup>113</sup> Belarus and Serbia will carry out 10 joint scientific and technical projects in 2020-2021 [Electronic resource]. - 2019. - URL: <https://www.belta.by/society/view/belarus-i-serbija-v-2020-2021-godah-vypolnjat-10-sovmestnyh-nauchno-tehnicheskikh-proektov-371346-2019/>

<sup>114</sup> Serbia is interested in supplies of Belarusian milk [Electronic resource]. - 2019. - URL: <https://www.belta.by/economics/view/serbija-zainteresovana-v-postavkah-belorusskogo-moloka-371388-2019/>



As for education, the parties see priority areas of cooperation in expanding partnerships between specific educational institutions of the two countries, active information exchange on basic and supplementary education for adults, supplementary education for children and youth, as well as inclusive and vocational education. In particular, Belarus is interested in the Serbian experience "in introducing international educational programs into the national education system"<sup>115</sup>. The cooperation agreement between the Janka Kupala State University of Grodno and the University of Belgrade, signed in December 2019 in the Serbian capital, will also contribute to the solution of this task. This document provided for "cooperation between the universities in the field of educational and scientific activities, as well as in the use of best practices and implementation of scientific developments in the educational process"<sup>116</sup>. Note that in the national ranking of universities in Serbia, Belgrade University is ranked first.

<sup>117</sup>Five years later, in November 2024, Minsk hosted the 11th meeting of the joint Belarusian-Serbian commission **for scientific and technical cooperation**, where it was noted that from 2014 to 2024, 57 Belarusian-Serbian scientific and technical projects in technical, physical-mathematical, agrarian-biological, and chemical areas, as well as in the field of nanomaterials, materials science, and information technology, were implemented, and in the first 10 months of 2024, "exports of high-tech goods from Belarus to Serbia almost doubled, Back in 2021, a competition of joint scientific and technical projects for 2022-2024 was

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<sup>115</sup> Belarus - Serbia: priorities of cooperation [Electronic resource]. - 2019. - URL: <https://edu.gov.by/news/belarus--serbiya-priority-sotrudnichestva/>

<sup>116</sup> Yanka Kupala GrSU signed a cooperation agreement with the University of Belgrade [Electronic resource]. - 2019. - URL: <https://www.grsu.by/component/k2/item/31876-grgu-imeni-yanki-kupaly-zaklyuchen-dogovor-o-sotrudnichestve-s-belgradskim-universitetom.html>

<sup>117</sup> Export of high-tech goods from Belarus to Serbia almost doubled [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/eksport-tovarov-vysokogo-tehnologicheskogo-urovnja-iz-belarusi-v-serbiju-vyros-pochti-vdvoe-676446-2024/>

agreed upon and then successfully conducted. As a result, "12 joint projects in such areas as medicine, informatics, new materials and biotechnology" were finalized<sup>118</sup>. And the parties identified information and communication technologies, artificial intelligence, biotechnology, energy, engineering and agriculture as priority areas of joint activities for 2025-2026. In this regard, a new contest of joint Belarusian-Serbian scientific and technical projects for the next two years was announced at the 11th meeting of the commission. It will be held in the following areas: "artificial intelligence, information and communication and interdisciplinary technologies based on their application; biotechnology; energy, renewable energy sources, ecology and rational use of natural resources; mechanical engineering, engineering technologies, instrumentation and innovative materials; agriculture, agro-industrial and food technologies"<sup>119</sup>.

As for cooperation on **Belarusian food exports** to the Serbian market, the volume of supplies from Belarus has been growing steadily. Among the main export items: dairy products, including cheese, milk powder, animal oil, as well as yeast and fresh potatoes. "Over the past four years, the turnover of food and agricultural raw materials between Belarus and Serbia has tripled, including the export of domestic food products to Serbia in the first 11 months of 2024 increased by 63.3%"<sup>120</sup>. The parties believe that cooperation in the agro-industrial **sector** and food supplies should be intensified, including through the Belarusian-Serbian **working**

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<sup>118</sup> Belarus and Serbia finalize 12 joint projects in the spheres of medicine, informatics and biotechnology [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/belarus-i-serbija-zavershajut-12-sovmestnyh-proektov-v-sferah-meditsiny-informatiki-i-biotehnologii-654346-2024/>

<sup>119</sup> The contest of joint Belarusian-Serbian scientific and technical projects has been announced [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/objjavlen-konkurs-sovmestnyh-belorussko-serbskih-nauchno-tehnicheskikh-proektov-680253-2024/>

<sup>120</sup> Belarusian food exports to Serbia increased by 63% over 11 months last year [Electronic resource]. - 2025. - URL: <https://www.belarus.by/ru/business/business-news/eksport-belorusskogo-prodovolstvija-v-serbiju-za-11-mesjatsev-proshlogo-goda-vyros-na-63-i-183993.html>

**group for cooperation** in this area. In January 2025, in order to intensify trade and economic ties and discuss topical issues of bilateral interaction, the Belarusian side proposed to consider holding in the near future the next, **sixth**, meeting of the sectoral group for cooperation in the agro-industrial sphere to develop partnership ties in crop production, increase the volume of supplies of dairy products, as well as in **exchange** and **exhibition activities**.

It should be noted that in 2024, Belarus and Serbia intensified cooperation in **exchange trade**. In particular, "compared to 2023, the amount of transactions increased more than 37 times - mainly due to supplies of Belarusian dairy products to the Serbian market. Skimmed milk powder and whole milk powder were in the greatest demand. These items accounted for 64% of Belarusian sales to Serbia"<sup>121</sup>. In January 2025, the two countries expanded the commodity nomenclature of exchange trade. Two new positions - herbicides and seeds for sowing - appeared in the structure of exchange trade turnover. Until then, Serbian companies have been acting on the Belarusian Universal Commodity Exchange (BUTB) exclusively as importers, buying Belarusian lumber, milk powder, butter and cheese through it. The plan is to increase the volume and diversify the structure of the Belarusian-Serbian exchange turnover, involving new commodity positions that are in demand in the markets of the two countries. For example, Serbia is interested in purchasing Belarusian meat and dairy products, rapeseed oil, feed additives, leather semi-finished products, and scrap metals. Belarus, in turn, is ready to import agricultural seeds, plant protection products, corn, polymers, technical oils, and non-ferrous metals from Serbia.

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<sup>121</sup> Belarus and Serbia expanded the commodity nomenclature of exchange trade [Electronic resource]. - 2025. - URL: <https://belta.by/economics/view/belarus-i-serbija-rasshirili-tovarnuju-nomenklaturu-birzhevoj-torgovli-687941-2025/>

For reference, we note that "since the beginning of [2025] year, traders from Serbia have already concluded exchange transactions totaling \$1.6 million. The bill includes the export of Belarusian dried milk, as well as supplies of beet seeds and herbicides to Belarus. By the way, last year the exchange trade turnover between Belarus and Serbia increased more than 37 times - from \$110 thousand in 2023 to \$4.1 million in 2024"<sup>122</sup> . The partners intend to develop the exchange vector of cooperation by accrediting new trading participants from Serbia to the BUTB, and in the future - a stock broker, who will inform the Serbian business about the advantages of exchange trading and assist in concluding transactions. Also, with the support of the Serbian side, it is planned to establish partnership relations between BUTB and the Novi Sad Commodity Exchange, which will make it possible to join efforts to popularize exchange instruments among business entities of Belarus and Serbia.

Speaking about cooperation between Belarus and Serbia in **exhibition activities**, it should be noted that in May 2023, the exposition of Belarusian producers **Made in Belarus** was presented at the **International Agricultural Trade Fair Novi Sad** in Novi Sad, Serbia's second largest city. It has been held annually since 1957 and attracts approximately 150,000 visitors and over 1,500 exhibitors. "It is among the top five leading exhibitions in Europe and among the top ten exhibitions in the world. The event aims to highlight the agriculture industry, introduce visitors to high quality products and current trends in agribusiness"<sup>123</sup> . Among the main sections of the exhibition are food and beverages, food processing equipment, agricultural machinery, equipment

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<sup>122</sup> Increase the volume and diversify the structure: Belarus and Serbia activate exchange trade [Electronic resource]. - 2025. - URL: <https://belta.by/economics/view/narastit-objem-i-raznoobrazit-strukturu-belarus-i-serbija-aktivizirujut-birzheviju-torgovlju-690582-2025/>

<sup>123</sup> Belarusian producers will take part in the largest agricultural exhibition in Serbia [Electronic resource]. - 2023. - URL: <https://belta.by/economics/view/beloruskie-proizvoditeli-primut-uchastie-v-krupnejšej-selskohozjajstvennoj-vystavke-v-serbii-553678-2023/>

and machinery, petroleum products, farming, animal husbandry, cultivation of vegetable and fruit plants, chemicals for the food industry, agricultural fertilizers and plant protection products, technologies and equipment for packaging, transportation and storage of food products, design and construction in the agricultural and food processing industries.

Belarus presented scientific organizations, producers of petrochemical and industrial products at this exhibition. "Among the participants are the State Committee for Science and Technology (GU "Belarusian Institute of System Analysis and Information Support"), organizations of the National Academy of Sciences of Belarus, institutions of the Ministry of Education, as well as petrochemical enterprises "Grodno Azot", Mountain Wax Plant, "Belshina", "Lakokraska", "Mogilevkhimvolokno"<sup>124</sup>. The open area displayed samples of agricultural machinery from the flagships of the Belarusian industry - Minsk Tractor Plant, Bobruiskagromash and Lidagroprommash. As part of this exhibition, Novi Sad hosted a Serbian-Belarusian business forum, where it was emphasized that the parties have "significant potential for intensifying bilateral cooperation in such areas as logistics, veterinary medicine, wholesale trade, science, food industry, meat and dairy production"<sup>125</sup>. In addition, an agreement on cooperation between the free economic zones Grodnoinvest and Novi Sad was signed at the forum. All this shows that the parties have a real interest and concrete proposals for the development of cooperation and realization of joint projects.

In January 2025 in Minsk at the meeting of the co-chairs of the Intergovernmental Commission on Trade and Economic Cooperation A.

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<sup>124</sup> The national exposition of Belarus is presented at the agricultural exhibition in Serbia [Electronic resource]. - 2023. - URL: <https://belta.by/economics/view/natsionalnaja-ekspozitsija-belarusi-predstavlena-na-selhozvystavke-v-serbii-567630-2023/>

<sup>125</sup> Belarus and Serbia discussed the development of trade and economic cooperation [Electronic resource]. - 2023. - URL: <https://belta.by/economics/view/belarus-i-serbija-obsudili-razvitie-torgovo-ekonomicheskogo-sotrudnichestva-567510-2023/>

Karpovich and N. Popovich noted that the parties were ready to resume active cooperation between the two republics in a number of areas, primarily in the economy, and "agreed to hold a meeting of the Intergovernmental Commission"<sup>126</sup> in the first half of 2025 with the global goal of increasing trade turnover. To ensure a systematic approach in joint work, a roadmap will be developed, which Belarus and Serbia will sign during the meeting of the Intergovernmental Commission on Trade and Economic Cooperation. And this document will become a reliable foundation for finding new niches in the Belarusian-Serbian effective interaction.

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<sup>126</sup> Dairy products, timber, transportation, tourism. Belarus and Serbia have identified points of growth in mutual trade [Electronic resource]. - 2025. - URL: <https://belta.by/economics/view/molochka-lesomaterialy-transport-turizm-belarus-i-serbija-opredelili-tochki-rosta-vo-vzaimnoj-torgovle-690546-2025/>

## **Belarus-Africa: to build mutually beneficial cooperation**

Africa is a promising partner with which Belarus should build long-term mutually beneficial cooperation. In 2025, Belarus intends to significantly intensify its partnership with African countries in a number of areas. After all, this continent has enormous resources and opportunities. Suffice it to say that "half of the 50 fastest growing countries in the world in 2022 are from Africa. The Republic of Belarus has something to offer to the rapidly developing market of this region, which is confirmed by the multi-million contracts and agreements reached recently"<sup>127</sup>.

At the international legal forum "Africa: Legal Subtleties of Doing Business" held in the Belarusian capital in October 2024 and attended by more than 240 participants, it was noted that today the African market generates a steady demand for food, machinery, equipment, agricultural machinery, mineral products, chemical products, metals. And Belarus has great opportunities for its development. Suffice it to say that "in January-August 2024, Belarusian exports increased 4 times and amounted to almost half a billion dollars"<sup>128</sup>. At the same time, Belarus is ready for more advanced forms of interaction, offering a comprehensive approach to the development of cooperation, working for the future and a gradual shift "away from simple trade in favor of investment cooperation and industrial cooperation"<sup>129</sup>.

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<sup>127</sup> Belinterexpo told what exhibitions Belarusian exporters will go to in 2024 [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/v-belinterekspo-rasskazali-na-kakie-vystavki-otpravjatsja-belorusskie-eksportery-v-2024-godu-598179-2023/>

<sup>128</sup> Belarus surpassed the level of peak 2019 exports to Africa [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/belarus-prevzoshla-uroven-pikovogo-2019-goda-po-eksportu-v-sotrudnichestve-s-afrikoi-671648-2024/>

<sup>129</sup> Myatlikov: Africa is a promising partner for long-term cooperation [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/mjatlikov-afrika-perspektivnyj-partner-dlja-dolgosrochnogo-sotrudnichestva-671631-2024/>

In this context, the Belarusian side's desire to maximize its efforts to encourage domestic suppliers of export products to show their potential at international exhibitions in the countries of the African continent, which are one of the effective ways to develop trade and economic relations between the countries, comes to the fore. Moreover, "Africa is a priority region for Belarusian companies to develop cooperation and establish business communication. Moreover, the interest of African companies in Belarusian products is obvious"<sup>130</sup>. This can be judged by looking at how business entities from Belarus participated in a number of international exhibition forums on the African continent in 2023-2024.

For example, in April 2023, Belarusian companies demonstrated their products and services at the **Zimbabwe International Trade Fair** in **Zimbabwe**. The Belarusian exposition Made in Belarus was presented by such companies as Bellact, Lidakhleboproduct, Smarhon Bread Products Plant, BELAZ - the managing company of BELAZ-HOLDING, Sohra, AMKODOR - the managing company of the holding, Aftertrade, Minskintercaps, Borisov Medical Products Plant, Kamvol, and Mogotex. For example, the Bellakt company showed at the multidisciplinary exhibition milk porridges, dry milk mixes for children, and Lidakhleboproduct - its flour-milling products and semi-finished flour products. Smorgon Bread Products Plant - oat flour and cereals. The machine-building industry was represented at the exhibition by the Belarusian Automobile Plant and Sohra, a group of companies that maintains Belarusian quarry machinery in various countries of the world. Also at the Made in Belarus exposition, the authorized supplier of Belarusian machinery, , demonstrated the machinery of such well-known

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<sup>130</sup> Kurash, N. Namibia, Tanzania, DPRK: what countries Belinterexpo plans to open for exhibitors this year / N. Kurash // [Electronic resource]. - 2024. - URL: <https://belta.by/interview/view/namibija-tanzanija-kndr-kakie-strany-belinterekspo-planiruet-otkryt-dlja-eksponentov-v-etom-godu-9259/>



Belarusian brands as Minsk Tractor Plant and AMKODOR, in particular, the Belarus-2022.3 energy-intensive tractor, the supplies of which were launched to the Zimbabwean market in 2022. Belarusian light industry enterprises brought a wide range of fabrics to southern Africa. "Kamvol" familiarized the visitors of the exhibition with fabrics of school and women's assortment, and "Mogotex" - with textile fabrics of the highest class, "which can be an excellent alternative to fabrics from China, India, Malaysia." The company also produces both work clothes and clothes for law enforcement agencies"<sup>131</sup> . "Minskintercaps and Borisov Medical Preparations Plant presented new medicines at the exhibition.

And in North Africa - in **Algeria** - in June 2023, the **54th FIA International Exhibition** took place, where about a thousand companies from 40 countries participated. The National exposition of Belarus included 11 enterprises representing various industries. MAZ OJSC - the managing company of BELAVTOMAZ holding company demonstrated at the exhibition the catalog of its trucks characterized by reliability, efficiency and innovative solutions. JSC "Belarusian Metallurgical Plant - managing company of the holding company "BMK" (BMZ) presented advanced metallurgical technologies and quality rolled metal products. Slutsk Cheese Factory OJSC and Minsk Dairy Plant No. 1 OJSC showed their high-quality dairy products. And the collective stand of the State Committee for Science and Technology presented the developments of the institutions of the Ministry of Education and organizations of the National Academy of Sciences of Belarus, which demonstrated "more than 30 scientific, technical and innovative developments"<sup>132</sup> . Organizations and

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<sup>131</sup> Belarus presents its products and services at the exhibition in Zimbabwe [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/belarus-predstavljaet-svoi-produkty-i-uslugi-na-vystavke-v-zimbabve-563849-2023/>

<sup>132</sup> FIA exhibition became a platform for negotiations and meetings between Belarusian and Algerian companies [Electronic resource]. - 2023. - URL: <https://www.belta.by/economics/view/vystavka-fia-stala-ploschadkoj-dlja-peregovorov-i-vstrech-mezhdu-belorusskimi-i-alzhirskimi-kompanijami-573076-2023/>

institutions were interested in the opportunity to establish business contacts with industrial enterprises of various sectors, educational institutions, and technoparks.

In particular, the exposition of the Belarusian State University included products developed in the laboratories of research institutes and faculties of the university. "This is a multifunctional complex "Alma Meter-2", synthesized carbon materials, heat-resistant composite materials based on solid phosphate binders, nanoscale technology of diamond processing of structural composite materials, non-ferrous metals and alloys..."<sup>133</sup>. Smart Windows were shown as natural exhibit. The invention has no analogues in the post-Soviet space. They can be used as an alternative to conventional glass structures. The innovative development protects the room from sunlight, penetration of ultraviolet radiation and partially blocks infrared rays. This allows the user to do away with curtains and blinds. The innovation can also be used as an information board to replace paper price tags in shopping centers. Changing the price and name of goods throughout the retail outlet from a centralized control unit on the computer is done remotely. The visitors of the exhibition were also presented radio-absorbing materials of "KUP" series. They are designed to protect aircraft from electromagnetic radiation, have low density, high elasticity, have thermal resistance up to 400-450 degrees and chemical resistance to acids, alkalis, solvents.

In April 2024, the same **Algeria** hosted the **International Food Industry Exhibition DJAZAGRO**, where the participants of the exposition of Belarusian producers Belarus. The Taste of Nature presented a wide range of goods and services, offering products tailored to the

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<sup>133</sup> Scientific and technical developments of BSU will be presented at the 54th International Industrial Exhibition "FIA-2023" [Electronic resource]. - 2023. - URL: <https://bsu.by/news/nauchno-tekhnicheskie-razrabotki-bgu-predstavlyat-na-54-y-mezhdunarodnoy-promyshlennoy-vystavke-fia-2-d/>

specifics of the region. Among the Belarusian companies were "represented well-known domestic enterprises and companies of the food industry: OJSC "Babushkina Krynka" - the managing company of the holding "Mogilev Dairy Company "Babushkina Krynka", Volkovyssk OJSC "Bellakt", OJSC "Lida Milk Canning Plant", OJSC "Soligorsk Poultry Farm""<sup>134</sup> . The exposition also presented the largest spot exchange in Eastern Europe and the only commodity exchange in Belarus - the Belarusian Universal Commodity Exchange. The exhibition showed that Algeria is of interest to Belarus as a proven partner with a huge market. After all, more than 40 million people live in this country. In this regard, "Belarusian producers of dairy products and other foodstuffs have good prospects in Algeria. There are special plans for industrial cooperation. The issues of setting up joint production facilities for trucks and agricultural machinery are currently under consideration"<sup>135</sup> .

And in **Kenya** last June, at the **25th International Exhibition BUILDEXPO AFRICA 2024**"in the engineering equipment and goods section, the Republic of Belarus [was] represented by the stand of Mashkhimprom LLC and UMKA Company LLC"<sup>136</sup> . In the same June, Belarusian companies presented their potential at two major forums in **South Africa - Africa's Big 7 and SAITEX 2024**. It is an interesting detail that "in 2013 and 2015, the national exposition of Belarus was

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<sup>134</sup> Belarusian enterprises presented their potential at the exhibition of food industry in Algeria [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/beloruskie-predpriyatija-predstavili-potentsial-na-vystavke-pischevoj-promyshlennosti-v-alzhire-629938-2024/>

<sup>135</sup> Terentyev, S. Milk, technology and scientific developments / S. Terentyev // [Electronic resource]. - 2023. - URL: <https://www.belta.by/comments/view/moloko-tehnika-i-nauchnye-razrabotki-posol-belarusi-o-proryve-belorusskih-tovarov-v-alzhir-8770/>

<sup>136</sup> Belarusian companies participate in the International exhibition "BUILDEXPO AFRICA 2024" in Kenya [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/beloruskie-kompanii-uchastvujut-v-mezhdunarodnoj-vystavke-buildexpo-africa-2024-v-kenii-639801-2024/>

demonstrated at Africa's Big 7 and SAITEX"<sup>137</sup> . Given the active interaction between Belarus and BRICS member countries and the expansion of business partnership within the framework of this organization, the Made in Belarus exposition becomes a key link in promoting domestic products and goods in South Africa and the region as a whole.

As for the first exhibition, **Africa's Big 7**, it is the leading specialized international forum for food and beverage in the region, identifying opportunities for coordination and building new business relationships between food producers, retailers and the catering industry. Africa's Big 7 united about four thousand participants, 170 exhibitors from 20 countries. The main thematic sections of the exhibition were raw materials for food production, production and sale of food products, alcoholic and non-alcoholic beverages for trade and catering, catering, technological solutions in retail and catering, agriculture and fertilizers. Belarus was represented by "the largest holding company Minsk Crystal OJSC - the managing company of the holding company Minsk Crystal Group and the flagship of the Belarusian wine industry Minsk Sparkling Wine Factory OJSC, presenting a range of dessert drinks and liqueur and vodka products"<sup>138</sup> .

**SAITEX** is a multi-sectoral exhibition that serves as a platform for business negotiations and business interaction between foreign and local manufacturers, wholesale organizations, suppliers and buyers to establish import and export relations in the region. The thematic sections of SAITEX included industrial production, light industry, electronics and

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<sup>137</sup> Belarusian enterprises present their potential at the two largest exhibitions in South Africa [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/beloruskie-predprijatija-prezentujut-potentsial-na-dvuh-krupnejshih-vystavkah-v-juar-619553-2024/>

<sup>138</sup> Belarusian enterprises participate in the largest international exhibition of South Africa Africa's Big 7 [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/beloruskie-predprijatija-uchastvujuť-v-krupnejšej-mezhdunarodnoj-vystavke-juar-africas-big-7-640514-2024/>

household appliances, grooming and decorative cosmetics, tools and equipment for construction and repair, IT-technologies, travel services, insurance, financial, investment, logistics and business services, agency support of import and export operations. More than 160 exhibitors and 4.3 thousand visitors from several dozens of countries took part in this forum. Belarus was represented by the brands "Naftan", "Belshina", Gomel Chemical Plant, "Grodno Azot", "PO Energokomplekt"<sup>139</sup>.

In July 2024, Belarusian enterprises took part in the **FILDA** international exhibition in **Angola**, an important event in the economic life of South Africa. This multi-sectoral project is designed for a wide range of exhibitors. The exhibition brought together "more than 1.3 thousand companies from 18 countries of Africa, Europe, America and Asia"<sup>140</sup>. Even before the beginning of the exhibition the organizers paid special attention to the flagship of the Belarusian machine building - JSC BELAZ - the managing company of the holding BELAZ-HOLDING and its sales representatives within the framework of the Belarusian exposition, because the machinery from the famous domestic plant is time-tested at the Angolan mining quarries. After all, the development, production and sales of Belarusian dump trucks of large and extra large payload capacity, special and specialized machinery, as well as other heavy transport equipment used in mining, construction, metallurgical and other industries are among the most demanded and confidently hold leading positions in the world. As a result, the BELAZ delegation carried out active work on "establishing new business relations, replenishing the order portfolio,

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<sup>139</sup> Industrial giants of Belarus present their potential at the multi-sectoral exhibition SAITEX in South Africa [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/promyshlennye-giganty-belarusi-prezentujut-potentsial-na-mnogootraslevoj-vystavke-saitex-v-juar-640602-2024/>

<sup>140</sup> More than 1.3 thousand companies, 18 countries. Made in Belarus exposition at the exhibition in Angola interested business [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/bolee-13-tys-kompanij-18-stran-ekspozitsija-made-in-belarus-na-vystavke-v-angole-zainteresovala-biznes-650112-2024/>

studying the requests of mining enterprises of the Republic of Angola and other states of Southern Africa"<sup>141</sup> .

Among the Belarusian goods presented at this exhibition were also shown the products of CEFI LLC - a leading manufacturer of medical products for first aid in emergency situations, disaster medicine, and tactical medicine. Beldekorkosmetics LLC presented beauty products - a line of the Belarusian brand of decorative cosmetics and face and body care cosmetics LiLo, founded in 2017. One of the highlights of the Belarusian exposition Made in Belarus was the products of representatives of the domestic food industry. Thus, the assortment line of products was presented by Lidakhleboproduct OJSC - the leading manufacturer of flour, pasta and fodder products in Belarus with more than 30 years of successful development. The company has experience of cooperation with partners all over the world and delivery of products to the port/warehouse of the buyer. The Made in Belarus exposition offered "a wide range of goods and product solutions (non-cooked porridge, cereals, grits, flour, rapeseed oil) from one of the largest Belarusian producers of flour-milled grain, fodder and oil and fat products - the unitary production enterprise Smorgon Bread Products Plant"<sup>142</sup> .

In September 2024, the **International Exhibition of the latest technologies in mining and mineral processing MINEXPO AFRICA** was held in the largest city of **Tanzania** - Dar es Salaam, where the stand of the Belarusian Automobile Plant was presented and where the most significant innovative developments for the mining industry were shown. It should be noted that this industry today is one of the most rapidly

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<sup>141</sup> Study of requests and business relations: BELAZ presents its industrial potential at the exhibition in Angola [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/izuchenie-zaprosov-i-delovye-svjazi-belaz-prezentuet-promyshlennyj-potentsial-na-vystavke-v-angole-650150-2024/>

<sup>142</sup> Belarusian enterprises presented their potential at the multi-sectoral exhibition in Angola [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/belorusskie-predprijatija-predstavili-potentsial-na-mnogootraslevoj-vystavke-v-angole-649948-2024/>

developing areas of the country's economy. After all, "Tanzania is the 4th largest gold producer in Africa after South Africa, Ghana and Mali, plus, according to experts, there is a great potential for exploration and development of minerals, especially diamonds, nickel and coal"<sup>143</sup>. So there were many people interested in Belarusian new machinery, equipment, services and modern transportation solutions in the field of mining and mineral resources extraction at the exhibition.

Finally, last December in **Egypt**, the exposition Belarus. The Taste of Nature was presented within the framework of the largest **International Trade Fair for Food and beverages Food Africa Cairo - 2024**, which took place in Cairo and brought together about one thousand exhibitors from more than 30 countries, including Saudi Arabia, United Arab Emirates, China, Russia, Turkey, Italy, Greece, France, Spain, Switzerland, Japan. It should be said that this exhibition forum over the years has deservedly received the status of a well-known exhibition brand, which is an effective business platform that brings together representatives of Egypt, the Middle East, North Africa and foreign partners of the world level. This shows that Egypt is a major regional player interested in purchasing Belarusian goods and services.

In this case, the exposition Belarus. The Taste of Nature brought together a number of well-known enterprises of Grodnoyasomolprom holding and flagships of the Belarusian food industry. Bellact, the largest manufacturer of baby food and dry specialized products for pregnant women and nursing mothers, athletes, middle-aged and elderly people, students, was presented at the exhibition. Within the framework of Food Africa Cairo the company presented a wide range of products, including infant formula, instant cereal, skimmed and whole milk powder, butter,

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<sup>143</sup> BELAZ presented Belarusian industrial potential at the exhibition in Tanzania [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/belaz-predstavil-belorusskij-promyshlennyj-potentsial-na-vystavke-v-tanzanii-661272-2024/>

coffee and cocoa-containing drinks, milk candies. Kashi, instant cereals, cereals and rape seed products, fodder products and mixed fodder were shown by Smorgon Bread Products Plant. Lidakhleboprodukt demonstrated bakery semi-finished products, complex bakery mixes, flour and cereals, pasta, premixes and mixed fodder. The assortment product line, including beef meat, cuts and beef by-products, canned products was presented by one of the leaders of the meat processing industry of Belarus - Volkovysk meat processing plant. One of the leaders of the dairy sector - Minsk Dairy Plant No. 1, a managing company of the First Dairy Holding. - the managing company of "First Dairy" holding in Cairo exhibited skimmed milk powder, whole milk powder, milk whey powder. Whole milk powder, whey powder, casein powder, as well as a range of curds, cheeses and butter were offered by Lida Dairy Canning Plant. A wide product line, including ice cream and dry mixes for ice cream, butter, was presented by Slutsk Cheese Factory. In addition, on the first day of the Cairo exhibition, "a number of agreements and contracts were signed with the participation of Lida Dairy Canning Plant and Minsk Dairy Plant No. 1. For example, First Dairy signed a contract with a large Egyptian company to supply skimmed milk powder and whole milk powder to the markets of Egypt, Kuwait and Yemen for the amount of \$1 mln"<sup>144</sup>.

All these facts show that the exposition Belarus. The Taste of Nature has already proven itself on the African continent. And in 2025, Belarusian exporters, to all appearances, will visit more exhibition venues in African countries. After all, "Belarus has every chance to exceed \$ 1 billion exports to Africa by the next [2025] year"<sup>145</sup>. For reference, it

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<sup>144</sup> Famous dairy and million-dollar contracts: Belarusian food conquers the African market [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/znamenitaja-molochkai-millionnye-kontrakty-belorusskoe-prodovolstvie-pokorjaet-afrikanskij-rynok-680216-2024/>

<sup>145</sup> Ministry of Economy: we have every chance to exceed \$ 1 billion exports to Africa by next year [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/minekonomiki-u-nas-est-vse-shansy-prevysit-1-mlrd-eksporta-v-afriku-k-sledujuschemu-godu-673839-2024/>



should be noted that in this year the Belarusian Chamber of Commerce and Industry intends to organize national expositions in 25 countries, including "eight international exhibitions in Africa"<sup>146</sup>, including Egypt, South Africa, Ethiopia, Kenya. There are plans for Belarusian exporters to participate in exhibitions in Nigeria, Zimbabwe, Namibia, and Tanzania. "The possibility of< ...> participation in the second half of the year is also being discussed with the organizers of the exhibition in Uganda"<sup>147</sup>. Let us hope that cooperation between Belarus and its African partners will get a significant impetus this year, including thanks to Belarusian expositions, which create good prerequisites for the development of trade and economic relations.

As for Africa itself, we must note the continent's deepening integration. Since the beginning of 2021, the African Continental Free Trade Area, which is the largest in the world and brings together 55 countries of the African Union and eight regional economic communities, has been in operation. It is "designed to stimulate the processes of pan-African industrialization at both national and regional levels, to create and develop competitive industries"<sup>148</sup> and is aimed at creating a single market with a population of about 1.3 billion people and a combined domestic gross domestic product of about \$3.4 trillion. The operation of the African Continental Free Trade Area is expected to increase the size of the African economy to 29 trillion dollars by 2050. This suggests that interaction with this association can have a significant impact on the dynamics of trade and

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<sup>146</sup> BelCCI plans to organize expositions in 25 countries this year [Electronic resource]. - 2025. - URL: <https://belta.by/economics/view/beltp-planiruet-v-etom-godu-organizovat-ekspozitsii-v-25-stranah-688338-2025/>

<sup>147</sup> "Belinterexpo" plans to organize about 40 expositions at international exhibitions in 2025 [Electronic resource]. - 2025. - URL: <https://belta.by/economics/view/belinterexpo-planiruet-organizovat-okolo-40-ekspozitsij-na-mezhdunarodnyh-vystavkah-v-2025-godu-688738-2025/>

<sup>148</sup> Cooperation with the African Union receives additional impetus [Electronic resource]. - 2022. - URL: [https://eec.eaunion.org/comission/departement/dep\\_razv\\_integr/novosti/sotrudnichestvo-s-afrikanskim-soyuzom-poluchaet-dopolnitelnyy-impuls/](https://eec.eaunion.org/comission/departement/dep_razv_integr/novosti/sotrudnichestvo-s-afrikanskim-soyuzom-poluchaet-dopolnitelnyy-impuls/)

cooperation between Belarus and its partners on the continent. One can only add to this that in 2024, "a program of action to develop cooperation between Belarus and African countries for 2024-2026, as well as a roadmap for cooperation with all the reference countries" was "approved"<sup>149</sup>. This suggests that Belarus and Africa are serious and for a long time.

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<sup>149</sup> Belarusian exports to African countries have grown almost four times since the beginning of the year [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/beloruskij-eksport-v-strany-afriki-s-nachala-goda-vyros-pochti-v-chetyre-raza-669953-2024/>

## Belarus: strong regions are the future of the country

In December 2024, a field meeting of the Expert Advisory Council under the Presidium of the Council of the Republic of Belarus, which was held in the urban settlement of Kopys, Orsha district, Vitebsk region, reviewed the progress of the "One District - One Project" initiative, which gives a new impetus to the development of Belarusian regions and strengthens the economy not only of enterprises, but also of districts as a whole. Recall that in 2021-2023 in Belarus within the framework of this initiative "28 such projects were implemented, this year [2024] 180 projects are being implemented for a total amount of Br7.2 billion"<sup>150</sup>. Behind these figures are the opening of production facilities and enterprises, which make it possible to fix personnel in these settlements, villages, small towns and agro-towns.

For example, in **Minsk** region alone, 16 projects worth over 170 million Belarusian rubles have already been implemented in the course of this program and over 400 jobs have been created. In particular, the production of wooden products for palletizing ceramic products of **the UE "Kerawood"** was opened in **Berezinsk** district. A line for the production of wooden pallets was purchased for the activity of this enterprise. "The cost of the project amounted to more than Br4 million. As a result of the opening of the new production enterprise, 70 jobs were created"<sup>151</sup>.

Two projects were implemented in **Borisov** District. The first one - "Creation of production of a new generation of automotive components meeting the requirements of Euro-5, Euro-6 and higher environmental

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<sup>150</sup> Kochanova: behind the development of regions - the future of our country [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/kochanova-za-razvitiem-regionov-budushee-nashej-strany-683617-2024/>

<sup>151</sup> From auto components to candy. In Minsk region 16 projects under the program "One district - one project" have been implemented [Electronic resource]. - 2025. - URL: <https://belta.by/regions/view/ot-avtokomponentov-do-konfet-v-minskoj-oblasti-realizovano-16-proektov-po-programme-odin-rajon-odin-690163-2025/>

standards for promising models of passenger cars, commercial vehicles, trucks, agricultural and special vehicles" - is included in the State Program of Innovative Development for 2021-2025 and has an export-oriented and import-substituting orientation. Over four years, **OJSC BATE, the managing company of Avtokomponenty Holding**, has acquired more than 50 units of the latest equipment, most of which are numerically controlled machine tools, electroplating and welding equipment, an annealing furnace, sheet-stamping press machines and electric discharge machines. The total amount of investments under the project is more than 20 million Belarusian rubles.

The second project is called "Creation of high-performance production of intelligent automotive components and systems for motor vehicles of Euro-5 and Euro-6 ecological class". Its cost is more than 12 million Belarusian rubles. Mastering of these products in **Ekran OJSC** will allow to cover a new market segment, increase production volumes, improve the quality of manufactured products, and carry out import substitution of similar products. Within the framework of the project implementation 45 units of technological equipment were purchased, the local network was modernized, three stages of launching the processes of the software product "Automated system of management of design and technological preparation of production" were implemented, pilot operation of the processes was carried out.

In **Volozhin** district - in the township of **Ivenets** - the implementation of the project "Organization of import-substituting production of confectionery products" in the **branch of OJSC "Confectionery Factory "SLODYCH"** worth more than five million Belarusian rubles was completed. Here "they plan to produce nine types of candies: lemon, strawberry and apple flavored candies in stick form, pastilles "raspberry - lemon", "strawberry - banana" and "apple -

pineapple", as well as caramel with apple, cherry and orange fillings"<sup>152</sup>. The peculiarity of this innovative and import-substituting project is that soft caramel has not been produced in Belarus so far. And an innovative production of milk powder with capillary-porous structure has been organized in **Kopyl** district. "This is an import-substituting and export-oriented project. The production is mainly focused on China, Turkey, Kazakhstan. The geography of such supplies is constantly being expanded by investors"<sup>153</sup>.

One more fact. In November 2024, the first stage of the site No. 1 "Innovative closed-cycle quail farm" of JSC "**Soligorsk Poultry Farm**" was opened. The fact is that this joint-stock company is continuously increasing production and sales of quail egg processing products with a high level of added value. Currently, these products account for 47 percent of the gross harvest. "Thanks to the modernization of the quail egg processing shop and the commissioning of a line for cooking and cleaning of quail eggs, the production capacity allows to process at least 90 million quail eggs"<sup>154</sup>. The construction of the quail farm will make it possible to utilize existing reserves to increase the production of quail eggs, both smoked and boiled in marinade.

**Vitebsk** region includes 35 projects of this initiative, which the region should implement by the end of the five-year period. So, in some districts two projects are being implemented each. And this list will be further expanded. In the meantime, in **Beshenkovichi** district within the

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<sup>152</sup> District scale project: Ivenets became the birthplace of Belarusian soft caramel [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/proekt-rajonnogo-masshtaba-ivenets-stal-rodinoj-belorusskoj-mjagkoj-karameli-678573-2024/>

<sup>153</sup> Next year 15 initiatives "One district - one project" are planned to be realized in Minsk region [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/v-sledujuschem-godu-v-minskoj-oblasti-planiruetsja-realizovat-15-initsiativ-odin-rajon-odin-proekt-674606-2024/>

<sup>154</sup> Kochanova: "One district - one project" strengthens the economy not only of enterprises, but also of the district as a whole [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/kochanova-odin-rajon-odin-proekt-ukrepljaet-ekonomiku-netolko-predpriatij-no-i-rajona-v-tselom-678347-2024/>

framework of the initiative opened the enterprise "**Scorpio-Kvetka**" for the production of food flavorings, which took the former school building for the implementation of the investment project. And as of today, more than 20 jobs have already been created. "The opening of such small enterprises allows to involve in turnover of unused objects, including in rural settlements<sup>155</sup>".

Two participants of the initiative "One District - One Project" are successfully working in **Orsha** District - in the settlement of **Kopys: LLC "MILKOP START"** and **woodworking site No. 2 of Orsha leskhoz**. The first one is engaged in cheese production; residents of Kopysi and neighboring settlements work there. The second one has recently opened a drying complex with a boiler house. "The increase in the volume of wood drying, the opportunity to sell it at a higher cost - undoubted pluses, which gave another impetus for development. It is also important that new jobs have been created"<sup>156</sup>. And a new juice production facility will be set up in the **Sharkovska** district. "The construction readiness of the facility is about 80%, equipment has already been purchased, both construction works are being carried out at the same time and landscaping is being carried out"<sup>157</sup>. It is expected that in a year the enterprise will be operational.

In **Brest** region, the initiative has also given an impetus to all regions to create new production facilities. For example, four projects are already underway in **Pinsk**. In **Gantsevichy** district, "an innovative large-

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<sup>155</sup> Pharmaceuticals and animal husbandry. What sectors are the most promising for the creation of new industries in Vitebsk region [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/farmatsevtika-i-zhivotnovodstvo-kakie-otrasli-naibolee-perspektivny-dlja-sozdaniya-novyh-proizvodstv-v-685256-2024/>

<sup>156</sup> Kochanova on the initiative "One district - one project": without economy there will be nothing [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/kochanova-ob-initsiative-odin-rajon-odin-proekt-bez-ekonomiki-ne-budet-nichego-683695-2024/>

<sup>157</sup> Sergeenko: the program "One district - one project" gives a new impetus to the development of regions [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/sergeenko-programma-odin-rajon-odin-proekt-daet-novyj-tolchok-k-razvitiyu-regionov-679225-2024/>

scale project related to blood plasma processing is being implemented"<sup>158</sup>. In **Stolin** district, within the framework of this initiative, a new production facility - **KB Stolin LLC** - for metalworking was established in 2023, and in 2024 "an investment project for the expansion of the greenhouse complex of **KFH OlshanyAgro** was completed ahead of schedule"<sup>159</sup>. In the **Berezovsky** district, **Berezastroymaterialy OJSC** has mastered the production of large-format ceramic tiles of the same quality as European samples.

And the **Brest Science and Technology Park (BSTP)** under the program "One Region - One Project" works in three areas at once. The first of them is the production of complex 3D injection molds. The equipment has already been purchased there and production has already begun - piece products that are needed by enterprises in various industries. The technopark has also mastered the production of robotic complexes, working in tandem with its residents. Emphasis is placed on the processing industry. One of the main partners is Savushkin Product OJSC, which, on the basis of BNTP, develops and assembles robotic complexes, primarily for its own consumption. And the technopark provides services of a collective use center for preparation and manufacturing of component parts. More than 70 sets of robotic complexes have already been produced in a year and a half. About 40 more are planned to be produced in 2025. In addition, robotic complexes help to optimize and automate production processes. For example, robot manipulators are programmed for sorting, labeling products on conveyor lines and other processes. Currently, work is underway to create a production facility for pumps made of composite

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<sup>158</sup> How the initiative "One district - one project" is realized in Brest region [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/kak-realizuetsja-initsiativa-odin-rajon-odin-proekt-v-brestskoj-oblasti-684389-2024/>

<sup>159</sup> Chebotar: the state will continue to create comfortable conditions for the emergence of new industries in the regions [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/chebotar-gosudarstvo-prodolzhit-sozdavat-komfortnye-usloviya-dlja-pojavleniya-v-regionah-novyh-684101-2024/>

materials. A prototype is scheduled for production in 2025 and will be subjected to testing. This is one of a range of pumps for the refining industry. Based on the test results, it will be possible to understand how to further develop this project and reach the design capacity. Its perspective is more long-term. Within the framework of the business project development, reaching the design capacity is expected by 2032. "Pumps made of composite materials are mainly used for chemical, oil refining industry. They are more resistant to aggressive environment. Such pumps are not produced in Belarus, they are imported. The expediency of development of this direction is actual. The topic is not simple, the range of pumps is quite large. Now we are approving and preparing design documentation, purchasing additional equipment and test benches"<sup>160</sup>. We should also add that the reconstruction of the technopark building continues in BNTP. It remains to complete the work on five floors. It will house production sites, offices, recreation and entertainment space, and an exhibition center. In general, the technopark has more than 50 residents who work in various sectors of the economy, including education, healthcare, high technology, processing, and manufacturing.

In **Gomel** region, 25 projects of this initiative have already been implemented. For example, in **Buda-Koshelevsky** district, a private enterprise produces plastic products, which is already expanding production. "A rather interesting project has been implemented in **Gomel** district for the production of pita bread, phyllo dough. 155 jobs have been created"<sup>161</sup>. In general, Gomel region has formed an investment portfolio

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<sup>160</sup> Production of robotic complexes established in Brest [Electronic resource]. - 2025. - URL: <https://belta.by/regions/view/proizvodstvo-robototekhnicheskikh-kompleksov-naladili-v-breste-691079-2025/>

<sup>161</sup> In Gomel region 25 projects of the initiative "One district - one project" have already been realized [Electronic resource]. - 2024. - URL: <https://belta.by/society/view/v-gomelskoj-oblasti-uzhe-realizovano-25-proektov-initsiativy-odin-rajon-odin-proekt-684936-2024/>



of 103 projects of the initiative "One district - one project", which are expected to open two and a half thousand jobs.

And in **Grodno** region the production of glass containers using innovative energy-efficient and resource-saving technologies has been mastered at the **Grodno glass factory**, where "more than 100 jobs have been created"<sup>162</sup>. In **Svisloch** district at a new woodworking plant plans to produce more than 250 thousand cubic meters of sawn timber using waste-free technology.

Finally, within the framework of the "One District - One Project" program, three large investment projects are planned to be implemented at the enterprises of the **Bellesbumprom Concern**: at the Svetlogorsk Pulp and Paper Mill, the Spartak Paper Mill, and the Newsprint Plant. The first of the projects is related to the erection of a paper production shop at the Svetlogorsk Pulp and Paperboard Mill. "The project provides for the installation and launch of a paper machine for the production of kraft-bag microstapled paper with a capacity of 160 thousand tons per year from sulphate pulp of own production. The industry intends to complete the project by 2027"<sup>163</sup>. The next in line investment project involves the construction of the second stage of production of sanitary-hygienic papers from 100% pulp at the Spartak paper mill. The project completion date is 2026. The third project under the "One District - One Project" initiative will be implemented at the Newsprint Plant in Shklov. Here, the first paper machine will be modernized to re-profile production: instead of thermomechanical pulp, the enterprise will produce bleached chemical-

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<sup>162</sup> Chebotar: in half of the country's districts at least 2 investment projects are realized [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/v-polovine-rajonov-strany-realizujutsja-minimum-po-dva-investproekta-initsiativy-odin-rajon-odin-proekt-687331-2025/>

<sup>163</sup> Three investment projects are realized in woodworking under the initiative "One district - one project" [Electronic resource]. - 2025. - URL: <https://belta.by/society/view/tri-investproekta-realizujut-v-derevoobrabotke-po-initsiative-odin-rajon-odin-proekt-692735-2025/>

thermomechanical pulp. The plant will master the production of offset paper, super calendered paper, base paper for coating, improved newsprint, light and medium coated paper. The project is scheduled till 2027. Also. At the enterprise "Ivatsevichdrev" in November 2024 has already launched a large-scale investment project under the initiative "One district - one project", which implies the introduction of a new line for laminating chipboard of its own production. And another one is planned, providing for the appearance of a new production of these boards.

As for the prospects of the "One District - One Project" initiative as a whole, 123 more projects are planned to be implemented in Belarus by the end of 2025. It is expected that new production facilities will appear in the regions or existing ones will be modernized with the expansion and production of new types of products. In November 2024, the Ministry of Economy of Belarus and stakeholders developed proposals to clarify the criteria for inclusion of projects in this list and its adjustment. Taking into account the specifics of the districts, commercial facilities of transportation and logistics infrastructure, tourism and recreation, and medical services will be created. As a result of the realization of each project "at least five new jobs should be created or at least five additional people should be employed"<sup>164</sup>. It is planned that the list will eventually include 217 projects with investments worth more than eight billion Belarusian rubles and will create more than 10.5 thousand jobs. We would like to emphasize once again that all these projects "are aimed at liberating local initiative in the regions. This is the most important element of further development of each Belarusian district, which is involved in

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<sup>164</sup> Chebotar: the implementation of the initiative "One district - one project" should be under constant control [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/chebotar-hod-realizatsii-initsiativy-odin-rajon-odin-proekt-dolzhen-byt-na-postojannom-kontrole-678321-2024/>

implementation of the initiative "One District - One Project"<sup>165</sup> . At the same time, this program will be supplemented and constantly expanded during 2025. And there is every reason to believe that it can indeed be scaled up across the country into a "Regional Initiative". After all, this would be in keeping with its spirit.

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<sup>165</sup> Zalessky, B. From programs to concrete projects. Features of positive trends in the economy of Belarus / Boris Zalessky. - LAP LAMBERT Academic Publishing, 2024. - C. 11.

## Belarus: to develop new industries and large enterprises

In 2024, Belarus produced import-substituting products worth about thirty billion dollars. Belarusian enterprises sold most of these products for export. And in 2025, the Ministry of Economy of Belarus expects an even higher figure - "more than \$ 31 billion in equivalent"<sup>166</sup>. It should be reminded that import substitution is an indispensable element of the development of Belarusian industries and regions, as it is aimed at increasing export potential, expanding the range and improving the quality of products, re-equipping enterprises, and reducing the import component in the cost of finished products.

For example, in the **woodworking** and **pulp and paper industries** last year import substitution affected 52 commodity positions. In this list one could see chipboard and fiberboard, plywood, joinery, doors, paper and cardboard for corrugation, sacks, sack kraft paper, napkins and paper towels, wallpaper, packaging paper, different types of cardboard, pulp and other goods. In the **concern "Bellesbumprom"** one of the main priorities in replacing imported products is the introduction of new technologies and production of innovative products. In particular, in 2024 it launched a line for the production of laminated particleboards, the surface of which has a unique effect of naturalness and imitates natural wood cut, deep pores and other natural materials - concrete, fabric, marble, natural leather, as well as various textures and decorative elements with a variety of tactile and visual effects, synchronized decors. Products of this class have not been produced in Belarus before, and analogs were imported as a product of high price segment. By 2030, the concern plans to launch the production of decorative laminates by high-pressure method. This type of plastic is

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<sup>166</sup> Belarus in 2024 produced import-substituting products worth about \$30 billion [Electronic resource]. - 2025. - URL: <https://belta.by/economics/view/belarus-v-2024-godu-vypustila-importozameschajuscej-produksii-na-summu-okolo-30-mlrd-691877-2025/>

used to create furniture, table tops, floor coverings, wall panels, doors, window sills. It is used in the automotive industry, car building and even shipbuilding. Such plastics are characterized by high mechanical strength and resistance to moisture, scratches, chemicals and ultraviolet radiation. The product is unique and has not been produced in our country so far. "In general, the output of innovative products at the enterprises of Bellesbumprom is growing. According to statistical data, in 2024 the share of shipped innovative products in the total volume amounted to 18.4% with the target of 12.5%"<sup>167</sup>

Another example of an enterprise from this industry. OJSC "Mozyr Woodworking Plant" currently produces blown coniferous substrate insulation and thermal insulation boards made of natural wood fiber, which are import-substituting. "The thermal insulation boards production line annually produces more than 200,000 cubic m of finished products, which are high quality, environmentally friendly and meet the requirements of international norms. In 2024, exports of the company's products increased by 25% compared to 2023"<sup>168</sup>. And the geography of supplies numbers about 20 countries.

At the end of last year, **Belgospishcheprom** assured that the work on supplying the domestic market with new types of import-substituting products will continue in 2025. Moreover, much has already been done in this direction. "In 2024, enterprises of the confectionery industry produced over 36 thousand tons of import-substituting products, having mastered 50 types of sweets - chocolate, candy, wafer, bars, halva, marmalade..."<sup>169</sup>

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<sup>167</sup> Psheniy, A. A quarter of the world loves our furniture and paper! How woodworking enterprises work today / A Psheniy // [Electronic resource]. - 2025. - URL: <https://belta.by/interview/view/chetvert-mira-ljubit-nashi-mebel-i-bumagu-kak-rabotajut-segodnja-predpriyatija-derevoobrabotki-9567/>

<sup>168</sup> Stake on import substitution: enterprises of Gomel region increase wood processing [Electronic resource]. - 2025. - URL: <https://belta.by/photonews/view/stavka-na-importozameschenie-predpriyatija-gomelschiny-naraschivajut-pererabotku-drevesiny-41260/>

<sup>169</sup> Vasilevskaya, V. Dubai-style candies, marshmallows with Irish cream. What is in the top of sweet novelties? / V. Vasilevskaya // [Electronic resource]. - 2025. - URL:

. Previously mastered positions were imported exclusively from abroad. In 2025, the factory "Red Foodservice" in Bobruisk will continue to expand its halva line, adding a new flavor - cocoa. The work with innovative sugar-free products, which are in demand among adherents of a healthy lifestyle, will also be promoted, as the factory will start producing more marmalade with reduced energy value. In the first quarter of this year, the factory is set to complete the installation of an automatic line for the production of dragees, which will significantly expand the product range. And there will be produced an analogue of the famous dragee with milk and dark chocolate in crispy colored glaze. Small candies will be different: with peanuts, explosive caramel and in yogurt shell. At the facilities of the factory "Krasny esudovik" in Slavgorod this year will continue the production of import-substituting innovative product - jelly marmalade with all kinds of fillings and gelatinizers: on the basis of pectin, on gelatin, on modified starch, with collagen. The production of marmalade without added sugar will also be launched there. In 2025, the Slodych factory at its production site in the town of Ivenets will diversify the assortment of caramel by adding the original flavor "elderberry-lemon" and will start producing jelly candies with juice and candy sweets with sour coating.

The situation in foreign markets has given a strong impetus to the development of the Belarusian **light industry** as well, stimulating active import substitution, localization of production facilities and improvement of industrial infrastructure. For this purpose, enterprises are being modernized and automated, emphasis is placed on robotization of processes, modern technologies are being introduced, and the range of products is being expanded. In particular, we are talking about the

Baranovich Cotton Production Association, where in 2024 the first in the country automated line for sewing bed linen was installed, "and the Belvest shoe factory introduced robotic complexes that perform leather cutting"<sup>170</sup>. Or another example. Thus, for 2025-2027 Zhlobin sewing factory planned the implementation of the project "Modernization of production with the development of a new type of product "baseball cap", for which this product is innovative and import-substituting. "Due to the launch of the new product at reaching the design capacity in plans to increase the production of import-substituting products by \$270 thousand"<sup>171</sup>.

In **Vitebsk** region in 2024, import-substituting products were produced by more than 80 enterprises, including 53 small and medium-sized businesses. In particular, the production of goods under this program was carried out by: "Prodexim" Ltd. and "Ivasi-Plus" UE - salted and smoked fish, fish preserves; confectionery factory "Vitba" - wafer products and biscuit rolls; "Gluboksky MCC" - canned milk and cheese; "Savushkin-Orsha" - several types of cheese; and "Savushkin-Orsha" - canned milk and cheese, - several types of cheese. "Other import-substituting products include canned meat for baby food from Orsha Meat Canning Plant, semi-finished poultry meat from Vitebsk Broiler Poultry Factory, clothes for children - "Belle-Bimbo Plus" and shoe production - "Managing Company of Holding "Belarusian Leather and Footwear Company "Marko", as well as "Krasny Oktyabr"<sup>172</sup>.

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<sup>170</sup> Bamboo fiber began to be introduced at the enterprises of the Belarusian light industry [Electronic resource]. - 2025. - URL: <https://belta.by/economics/view/bambukovoe-volokno-nachali-vnedrjat-na-predpriyatjah-belorusskogo-legproma-692285-2025/>

<sup>171</sup> Fashionable baseball caps will start to be produced at Zhlobin sewing factory [Electronic resource]. - 2025. - URL: <https://belta.by/regions/view/modnye-bejsbolki-nachnut-vypuskat-na-zhlobinskoj-shvejnoj-fabrike-691713-2025/>

<sup>172</sup> Organizations of Vitebsk region began to produce more import-substituting products [Electronic resource]. - 2024. - URL: <https://belta.by/regions/view/organizatsii-vitebskoj-oblasti-stali-vypuskat-bolshe-importozameschajuschej-produktsii-659597-2024/>

Vitstroitehmash PUE has also long thought about the creation of import-substituting equipment. Now they are much more actively engaged in this business, as they already have the necessary equipment and production facilities. Two years ago, the company built a separate shop for the assembly of car elevators. And it already has its own unique developments. "Vitebsk produces a 56-meter high elevator, which has no analogues in Belarus and in the territory of CIS countries. This equipment is indispensable for power engineers during high-rise repair works"<sup>173</sup>. Vitstroytekhmash also produces the proven crane-manipulator units "Dvina" and truck cranes under the brand Vizit. Last year the company presented at one of the international exhibitions these units and a new product - a telescopic hoist for 36 meters, which immediately found a customer. One more novelty has recently been released - these are hoists that will be used to return streetcar cars that have fallen off the rails back to their place.

Production of import-substituting products - a sterilizer for solutions, a complex for disinfection and destruction of disposable medical devices, a mobile irradiator - was established in Vitebsk JSC "Vityaz". One of the newest developments of the enterprise is a steam sterilizer with vertical loading and chamber volume of 75 liters. The plant has previously mastered a 100-liter sterilizer with horizontal loading. It can be used for sterilization of instruments and overalls. The novelty is designed mainly for processing of medical liquids and solutions. In the near future, it will undergo clinical trials in three health care institutions. The specialists will evaluate its performance and give their opinion. It should be noted that no one produces such equipment in Belarus. It is

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<sup>173</sup> Pushnyakova, A. Always on the rise. What heights conquers automobile equipment from "Vitstroytekhmash" / A. Pushnyakova // [Electronic resource]. - 2025. - URL: <https://belta.by/regions/view/vsegda-na-podjeme-kakie-vysoty-pokorjaet-avtotehnika-ot-vitstrojtehmasha-688280-2025/>



planned to supply it in the second half of 2025. Another import-substituting novelty is a mobile irradiator, which is an analog of the wall-mounted ultraviolet lamp, which is used for quartz treatment in hospital wards. This novelty has an advantage: it is on mobile supports or wheels, so one irradiator can be used in all available wards. In addition, this year "the company began to develop a device that destroys used disposable syringes, needles, catheters. In it, such products are exposed to high voltage after use. They disintegrate and turn, in fact, into crumbs. The device will increase the security of medical personnel, in particular, in treatment rooms"<sup>174</sup>. Vityaz has also started supplying another innovation - a complex for decontamination of used medical devices, which consists of a sterilizer and a destructor, shredding the items decontaminated in the sterilizer, reducing the volume of waste by ten times or more. This reduces the cost of their further disposal. All medical equipment from Vityaz primarily goes to the Belarusian market, as well as to the market of post-Soviet countries.

In 2024, **Brest** region also increased the production of import-substituting products - by 5.5 percent. It should be noted that in 2023 the output of these products in the region provided "the volume at the level of \$ 980 million with an increase of more than 10% to the previous year"<sup>175</sup>. In **Brest** itself, last year, within the framework of the import substitution program, the enterprise "Brestmash" "mastered the production of silicone spigots. "Anrex", which used to produce cabinet furniture, created a

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<sup>174</sup> Pushnyakova, A. Sterilization, disinfection, utilization. What import-substituting medical equipment is produced in Vitebsk / A. Pushnyakova // [Electronic resource]. - 2025. - URL: <https://belta.by/regions/view/sterilizatsija-dezinfektsija-utilizatsija-kakoe-importozameschajuschee-medoborudovanie-vypuskajut-v-694047-2025/>

<sup>175</sup> Brest region enterprises in 2023 increased the output of import-substituting products [Electronic resource]. - 2023. - URL: <https://belta.by/regions/view/predprijatija-brestskoj-oblasti-v-2023-godu-narastili-objemy-vypuska-importozameschajushej-produktsii-607604-2023/>

workshop for the production of upholstered furniture"<sup>176</sup> . The Brest site of the meat processing plant is being reconstructed, modernization of the production facilities of the group "Hephaestus" and expansion of the capacities of "AgroPischeProm" continue.

In the **Minsk** region in 2024, the Mountain Wax Plant from Pukhovichi district in the direction of "import substitution" continued cooperation within the framework of roadmaps signed with domestic enterprises of the Ministry of Industry system and Belenergo State Production Association. The results of the implementation of this program over the past year revealed positive dynamics in increasing the company's market share in the republic. Thus, "the growth rate of the plant's production of import-substituting products in 2024 in relation to 2023 amounted to more than 115%. Now the enterprise faces no less ambitious tasks to work with domestic manufacturers"<sup>177</sup> . In 2025, about a third of all the enterprise's products will be innovative. Its list includes new types of products developed and put into production - transformer oil, wax emulsion, candles for garden heating, as well as products with improved properties.

And in the agro-town of Gatovo, Minsk district, in 2024, the company Effective Packaging Systems put into operation a state-of-the-art production complex designed to produce corrugated, polyamide casing for the meat and dairy industry. Construction took place as part of the "One District - One Project" program, which aims to develop new industrial facilities across the country. "The launch of the new shop is an important step in the import substitution program, which is aimed at

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<sup>176</sup> Production, construction, transportation. Lobodinsky told about the development of Brest in 2024 [Electronic resource]. - 2025. - URL: <https://belta.by/regions/view/proizvodstvo-stroitelstvo-transport-lobodinskij-rasskazal-o-razvitii-brestra-v-2024-godu-686514-2025/>

<sup>177</sup> "In 2025, about one third of products will be innovative". Mountain wax plant develops Asian markets [Electronic resource]. - 2025. - URL: <https://belta.by/economics/view/v-2025-godu-okolo-treti-produktsii-budet-innovatsionnoj-zavod-gornogo-voska-osvaivaet-aziatskiye-rynki-690670-2025/>

reducing dependence on foreign supplies of packaging materials. Due to this, LLC "Effective Packaging Systems" produces polyamide casing for sausages and frankfurters, which is much cheaper than imported analogs<sup>178</sup>. These products are already in demand not only in the domestic market, but also in the countries of the Commonwealth of Independent States, Asia, Africa and Europe. The main advantage of such packaging is full protection from moisture and oxygen due to the barrier properties of a combination of polyethylene and polyamide layers. Also polyamide shell provides the product with an attractive marketable appearance, easy transportation and ease of use in production.

In 2025 and in **Mogilev** region the implementation of import-substituting production projects will become the basis for the development of new production facilities and large enterprises. In particular, "the plans include the creation of the production of bleached chemical-technological mass, reconstruction of the mothballed capital structure for a specialized building for the production of construction materials with engineering and transport infrastructure"<sup>179</sup>. The same list includes investment projects implemented by large republican enterprises: OJSC "Mogilevliftmash" - high-tech production of a new series of electric motors; OJSC "Belshina" - production of all-metal cord tires of radial design; OJSC "Olsa" - production of import-substituting products with the introduction of technology for manufacturing electric-welded pipes and metalworking. And Bobruisk Plant of Tractor Parts and Units (BZTDiA), which is part of the holding of Minsk Tractor Plant, has set up production of import-

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<sup>178</sup> Valach, M. We visited a factory where they make packaging for sausages, milk and sodas. What else do they produce there? / M. Valakh // [Electronic resource]. - 2025. - URL: <https://belta.by/regions/view/pobyvali-na-predpriyatii-gde-dela-jut-upakovku-dlja-kolbasy-moloka-i-gazirovki-chto-esche-tam-vypuskajut-694467-2025/>

<sup>179</sup> New productions and jobs. What import-substituting projects will appear in Mogilev region [Electronic resource]. - 2025. - URL: <https://belta.by/regions/view/novye-proizvodstva-i-rabo-chie-mesta-kakie-importozameschajuschie-proekty-pojavjatsja-v-mogilevskoj-685474-2024/>

substituting disk wheels. We are talking about a new version of the disk wheel. These disks are used on chisel-disk units. "BZTDiA replaced the supply of disk wheels of European production. The customer benefited from shorter delivery times for finished products and a competitive price"<sup>180</sup>. For 2025 it is planned to realize at least 500 pieces of the new version of this disc wheel.

In **Grodno** region shows an example of innovative development and manufacturability of products of JSC "Lidselmash Holding Management Company", which offers a variant of improving the technology of harvesting the main types of fodder. For this purpose the company has developed a unique product - comb rake-rollers GVG-9,5. An important stage of innovative development of the holding was also "creation and mastering of production of mobile grain dryer SM-38. These are productive mobile units suitable for drying all kinds of grain crops. Mobile grain dryers are installed and set up in 2-3 days without additional investments and approvals. Easy to maintain, they can be moved both within the warehouse and work in the field"<sup>181</sup>. As part of the expansion of the range of steel panel radiators "Lidselmash" today conducts a spot analysis of the needs of the current market and consumer expectations in order to produce a steel panel radiator of a new size, which will allow to reach new segments of the audience. The new steel panel radiators - 400 mm - will not only meet modern requirements, but will also set new trends in the field of heating, providing maximum comfort and warmth in every home.

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<sup>180</sup> Bobruisk plant of tractor parts and units has established the production of import-substituting wheels [Electronic resource]. - 2025. - URL: <https://belta.by/economics/view/bobrujskij-zavod-traktornyh-detalej-i-agregatov-naladil-vypusk-importozameschajuschih-koles-694604-2025/>

<sup>181</sup> Trubitsky, R. How "Lidselmash" multiplies the century-old traditions of mechanical engineering / R. Trubitsky // [Electronic resource]. - 2025. - URL: <https://belta.by/comments/view/kak-lidselmash-priumnozhaet-vekovye-traditsii-mashinostroenija-9577/>

Let us summarize the results. Let us remind you that import substitution is one of the key priorities of Belarus' development in the near future. "Back in December 2021, the Belarusian government defined strategic directions of work and worked out specific tasks in this direction"<sup>182</sup> . And today this policy in Belarus is developing quite successfully. At the same time, import-substituting products are in demand not only in our country, but also have a good export potential. In addition, they use local raw materials and actively involve scientific research in their production.

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<sup>182</sup> Zalessky, B. The space of cooperation. Chronicle of economic interaction between the Republic of Belarus and the Commonwealth of Independent States / Boris Zalessky. - Palmarium Academic Publishing, 2024. - C. 189.

## **Belarusian Universal Commodity Exchange: Asian-African vector of cooperation**

In 2024, the Belarusian Universal Commodity Exchange (BUTB) increased its activity on different continents, where it showed good rates of sales of export goods from Belarus to foreign business partners. "Among the reasons for the successful activity of the exchange platform are the increase in the number of non-resident buyers, the opening of new markets, and the introduction of additional commodity positions..."<sup>183</sup>

Positive trends in this context have been noted in **East Asia**. In particular, cooperation with the **People's Republic of China (PRC)** is one of the priority tasks of the BUTB. This is evidenced by the high positive dynamics of trade turnover and a significant number of Chinese companies using the opportunities of the Belarusian exchange platform. As of January 1, 2025, 247 residents of this country, including three stock brokers, were accredited on the BUTB. In 2024, the volume of transactions of Chinese traders amounted to about 135 million dollars, which is 1.7 times more than in 2023. This level was achieved largely due to the factors that contribute to the increase in Belarusian-Chinese exchange trading:

- 1) The successful operation of the BUTB office in Shanghai;
- 2) active interaction with Chinese regions,
- 3) the transition of exchange trade between Belarus and China to a wide range of multi-commodities.

As for the BUTB representative office in Shanghai, it was established in 2023. And today "its specialists are already constantly participating in the largest industry exhibitions, forums, conferences and

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<sup>183</sup> Zalesky, B. Priorities of multidirectionality. Chronicle of international economic cooperation of Belarus with interested partners on different continents / Boris Zalesky. - LAP LAMBERT Academic Publishing, 2024. - C. 573.

other business events in China"<sup>184</sup> , providing direct contact with representatives of Chinese business, additional opportunities to inform potential bidders about BUTB's tools and services, as well as facilitating interaction with already accredited companies. During the first year of its representation, the Chinese direction of BUTB has significantly intensified - "almost 90 new bidders, <...> export transactions at\$ 2-3 million weekly"<sup>185</sup> . In November 2024, at the 7th China International Import Expo in Shanghai, the specialists of the representative office held numerous meetings with Chinese companies interested in purchasing Belarusian-made meat and dairy and oil and fat products, as well as sawn timber and cellulose at the exchange trading. And there can be no doubt that in 2025 we will see new effective results of this BUTB structure.

Speaking about BUTB's cooperation with Chinese regions, we can cite a few relevant facts on this topic. In November 2024, BUTB signed a memorandum of understanding with the Investment Attraction Center of Enshi Prefecture, Hubei Province. By adopting this document, the parties "intend to join efforts to popularize exchange trading among representatives of the business community of this region of the PRC and take measures to promote the entry of Chinese business entities to the electronic platform of BUTB"<sup>186</sup> . It should be reminded that agriculture, metallurgy, machine building, textile industry are developing well in this province, and the extensive transportation and logistics infrastructure allows to quickly deliver goods to other regions of China. All this creates

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<sup>184</sup> Zaleskii, B. Geography of stock exchange trade in Belarus. Chronicle of international cooperation / Boris Zalessky. - LAP LAMBERT Academic Publishing, 2024. - C. 51-52.

<sup>185</sup> The number of Chinese bidders increased 1.6 times during the work of the BUTB representative office in Shanghai [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/za-vremja-raboty-predstavitelstva-butb-v-shanhae-chislo-kitajskih-uchastnikov-torgov-vyroslo-v-16-raza-673733-2024/>

<sup>186</sup> BUTB intends to develop exchange trade with the Chinese province of Hubei [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/butb-namerena-razvivat-birzhevuju-torgovlju-s-kitajskoj-provintsiej-hubej-673638-2024/>

prerequisites for mutually beneficial cooperation between the Belarusian Exchange and business circles of Hubei Province.

An agreement to organize mutual exchange trade in agricultural products and industrial goods in November 2024 was reached following BUTB's negotiations with business circles of the Xinjiang Uygur Autonomous Region (XUAR). It was planned to focus on attracting companies of the Xinjiang Production and Construction Corps (XPC) to the Belarusian exchange platform, which not only plays an important role in the economy of XUAR, but also makes a significant contribution to the development of the PRC's foreign trade potential as a whole. Negotiations have already been held with a number of large companies of the SPSC interested in purchasing Belarusian meat and dairy products and rapeseed oil through BUTB. Also, "the possibility of selling industrial chemicals, workwear and electronics produced in XUAR in the domestic market of Belarus is being worked out. For this purpose, the exchange platform of industrial and consumer goods, which has been regularly used by Chinese manufacturers of spare parts and components for industrial equipment since 2024, will be used"<sup>187</sup>. Interesting fact: last year China ranked sixth in the number of companies accredited on the BUTB and second in the volume of exchange turnover with Belarusian traders. Further growth of the indicators is planned to be ensured through even more active cooperation with the PRC regions.

Recently, the BUTB has been paying special attention to establishing contacts with producers of ferrous and non-ferrous rolled metal products, which account for about 85 percent of the turnover of the metal products section. At the end of October 2024, "based on the results of meetings with Chinese metallurgists, it is planned to organize their

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<sup>187</sup> Belarus and Xinjiang Uygur Autonomous Region will establish trade through BUTB [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/torgovlju-cherez-butb-naladjat-belarus-i-sintszjan-ujgurskij-avtonomnyj-rajon-676369-2024/>



participation in exchange trading for the domestic market of Belarus, which will increase the volume of metal supply on the exchange platform, increase the level of competition among foreign suppliers and create more favorable conditions of purchases for Belarusian enterprises of the real sector of the economy"<sup>188</sup>. Speaking about imports of metal products from China, taking into account the structure of exchange transactions in 2024, steel rolled products are of the greatest interest for Belarusian consumers. These are hot-rolled sheet, rebar, round, electric-welded pipe, angle and channel. As for the metals themselves, they are, first of all, aluminum, tin, nickel, zinc, as well as ferroalloys, such as ferromanganese, ferromolybdenum and ferrochrome. In January-September last year, the amount of transactions in this area amounted to almost BYR23 million.

In total, for ten months of 2024, the amount of exchange transactions in the direction of "Industrial and consumer goods" BUTB "exceeded Br967 million, which is 35% more than in the same period of 2023. The largest sales volumes were provided by vehicles, special equipment, spare parts and components for industrial equipment, industrial tools, electronics and video and audio recording equipment"<sup>189</sup>. Also in this area, namely textiles, the pool of foreign sellers using this BUTB platform was enriched by another Asian country in early November 2024, when a Chinese manufacturer of raw materials sold its products on BUTB for the first time. The amount of the transaction for the supply of polyurethane membrane with knitted mesh to one of the Belarusian textile enterprises amounted to about one and a half million Belarusian rubles. The entry of Chinese suppliers to the exchange

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<sup>188</sup> BUTB will provide additional opportunities for import of steel products from China [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/butb-obespechit-dopolnitelnye-vozmozhnosti-dlja-importa-metalloproduktov-iz-kitaja-671737-2024/>

<sup>189</sup> Geography of suppliers of raw materials for the Belarusian textile industry expanded at the BUTB [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/geografija-postavschikov-syrja-dlja-belorusskoj-tekstilnoj-promyshlennosti-rasshirilas-na-butb-677213-2024/>

certainly contributes to the increase in the concentration of supply at the auction and will have a positive impact on the dynamics of the Belarusian-Chinese trade turnover in the future.

However, it should be recognized that in 2024, Belarusian-made timber products prevailed in the structure of BUTB's trade turnover with Chinese partners with a specific weight of 95%. At the same time, importers of woodworking products from China are ready to increase the volume of lumber purchases, as they are attracted to BUTB by the opportunity to purchase these products directly from Belarusian producers at transparently formed market prices, and also a number of related services that simplify doing business in Belarus. For this reason, for example, a large trading company from Shandong Province, specializing in the import and distribution of wood raw materials and wood products in the Celestial Empire, in 2024 "concluded exchange transactions for the purchase of sawn softwood lumber in the total volume of 11 thousand cubic meters, and from 2025 plans to participate even more actively in trading"<sup>190</sup>, in order to reach even higher figures, including by expanding the size range of sawn timber. In general, following the results of 11 months of 2024, Chinese residents headed the top five largest importers of Belarusian wood products at the BUTB. During this period, they purchased these products one and a half times more than in the same period of 2023. And at the beginning of 2025, the pool of buyers of sawn timber from China, who regularly participate in export trade sessions, already numbers about 85 companies.

Another interesting observation: in 2024, the key trend in exchange trade between Belarus and China was a pronounced transition to

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<sup>190</sup> Chinese business is ready to increase purchases of Belarusian lumber products at the exchange trading [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/kitajskij-biznes-gotov-naraschivat-zakupki-belorusskoj-piloproductsii-na-birzhevyh-torgah-679946-2024/>

multicommodity trading. For example, "if a year ago, exports of Belarusian sawn timber accounted for almost the entire volume of exchange trade with China, now the structure of transactions has become more diversified. In particular, the share of agricultural products is gradually growing - mainly due to the sale of domestic dairy products to the Celestial Empire"<sup>191</sup>. Just at the end of November 2024, the first 23 tons of Belarusian butter were sold with the help of BUTB to a Chinese importer of dairy products in Qingdao, Shandong Province. The company had already purchased milk powder and whey powder at BUTB auctions. Taking into account the successful experience of using the Belarusian exchange platform, it decided to expand the range of purchased goods. And in December 2024, the first deal for the sale of meat products in China was concluded on the BUTB, when the Chinese importer purchased semi-finished beef meat - 25 tons, and the seller was a large meat-processing enterprise from Brest region. In general, in 2024, the Chinese direction of agricultural exports developed both quantitatively and qualitatively. "Thus, the amount of transactions compared to 2023 increased sixfold, to \$2.1 million, and the commodity portfolio was supplemented with butter, dried milk whey and meat products"<sup>192</sup>

In turn, Chinese manufacturers began to supply Belarus not only ferrous rolled metal products, but also various components and spare parts for industrial equipment and electrical engineering. In January 2025, the first stock exchange deal was concluded on BUTB to purchase components for electric vehicle charging stations directly from a Chinese manufacturer. The cost of the equipment amounted to 893 thousand

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<sup>191</sup> Transition to multi-commodity: China began to buy Belarusian butter on BUTB [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/perehod-k-multitovarnosti-kitaj-nachal-pokupat-na-butb-belorusskoe-slivochnoe-maslo-679094-2024/>

<sup>192</sup> Belarusian meat products were first sold to China through BUTB [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/belorusskie-mjasoprodukty-vpervye-prodany-v-kitaj-cherez-butb-685396-2024/>

Belarusian rubles. The fact is that at present Belarus is actively developing the sphere of electric transportation, including charging infrastructure for electric cars. This implies the purchase of appropriate equipment, and China, as is known, is the world leader in this field. Therefore, in order to assist Belarusian enterprises in organizing imports of charging stations and their components from China, a number of Chinese manufacturers were accredited to participate in the bidding. This transaction was "part of a set of measures to develop the industrial-consumer direction of exchange trade between Belarus and China, which was successfully launched in mid-2024 and is gradually gaining momentum. Thus, at the end of last year, the amount of exchange transactions on imports of equipment, spare parts and components from China reached \$1 million"<sup>193</sup>. So, in 2025, the interaction between the Belarusian exchange platform and Chinese partners will, to all appearances, traditionally develop along an upward trajectory. All this is evidence of the growing interest of Chinese business in the Belarusian exchange market, which has a positive impact on the dynamics of mutual trade. Currently, the share of the Chinese market in the total volume of exchange exports is eleven percent, which puts China in second place in this indicator. And this is not the limit.

In another **East Asian** country BUTB has acquired a new partner - the **Mongolian Commodity Exchange (MCE)**, with which it signed a memorandum of cooperation in 2024 to share experience, information and technologies, to facilitate direct contacts between economic entities of the two countries, to hold business events, to create favorable conditions for Belarusian and Mongolian companies to participate in exchange trading, as well as to implement joint projects aimed at strengthening trade and

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<sup>193</sup> Chinese electric vehicle charging equipment manufacturer sold products on BUTB for the first time [Electronic resource]. - 2025. - URL: <https://belta.by/economics/view/kitajskij-proizvoditel-zarjadnogo-oborudovanija-dlja-elektromobilej-vpervye-prodal-produktsiju-na-butb-688167-2025/>

economic relations between Belarus and Mongolia. The parties plan to "develop a roadmap for cooperation with a list of specific measures, which will become the basis for further interaction between the commodity exchanges of Belarus and Mongolia"<sup>194</sup>.

In 2024, BUTB intensified cooperation with two **South Asian** countries - **India and Pakistan**. In particular, in November last year, the Belarusian exchange platform agreed on a preliminary list of areas of cooperation with the **Indian Chamber of International Business (ICIB)** to focus on attracting the Indian business community to make import and export transactions with goods on BUTB. "For India, it is lumber, flax fiber, synthetic yarns and plastic products, while for Belarus it is rice, food raw materials, horticultural products and cotton yarn"<sup>195</sup>. In addition, in December last year, BUTB and ICIB agreed to accredit a stock broker to not only attract new traders from India to the Belarusian platform, but also to facilitate the activities of four Indian companies already accredited there.

By the way, one of them in early November 2024 concluded the first deal for the purchase of lumber. A manufacturer of lumber and flooring from Delhi concluded a contract for three thousand cubic meters using the mechanism of exchange address transactions. Before that, woodworking products were not sold to the Indian market through exchange trades, although India is undoubtedly an attractive export destination for Belarusian woodworking companies. "Every year this South Asian country imports about 30 million cubic meters of timber from abroad. <...> Softwood species common in Belarus are especially in

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<sup>194</sup> Commodity exchanges of Belarus and Mongolia concluded a memorandum of cooperation [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/tovarnye-birzhi-belarusi-i-mongolii-zakljuchili-memorandum-o-sotrudnichestve-639163-2024/>

<sup>195</sup> BUTB and the Indian Chamber of International Business agreed on areas of cooperation [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/butb-i-indijskaja-palata-mezhdunarodnogo-biznesa-soglasovali-napravlenija-sotrudnichestva-678777-2024/>

demand, which opens up wide opportunities for supplying domestic lumber products to the Indian market"<sup>196</sup>. It is noteworthy that a targeted mechanism was used to conclude the first deal with an importer from India, which implies a simplified procedure of accreditation at the stock exchange and a symbolic rate of exchange fee from the buyer in the amount of one Belarusian ruble. In general, the volume of transactions on the BUTB with Indian companies "at the end of 11 months [2024] amounted to \$ 1.6 million. <...> Accordingly, the potential for expanding the range of bidders and increasing trade turnover is enormous"<sup>197</sup>. So the parties plan to achieve much higher results in 2025.

BUTB intends to intensify cooperation in the field of exchange trading in the new year with two new partners from **Pakistan**. First, with the **Pakistan Mercantile Exchange (PMEX)**. In November 2024, the parties discussed the possibility of implementing mutually beneficial joint projects, as well as "the issue of settlement of exchange transactions, including the use of various financial mechanisms to secure obligations"<sup>198</sup>. A memorandum of understanding will be signed for further cooperation, which will define the key tasks, principles, directions and forms of joint work of the two exchanges.

Second, with the **Pakistan Timber Traders Association (APTTA)**. Last December, BUTB and APTTA agreed to assist in informing the Pakistani business community about the possibilities of using exchange instruments. The Pakistani side believes that "import of Belarusian lumber products, given their high demand in Pakistan, can

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<sup>196</sup> India started buying Belarusian lumber through BUTB [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/indija-nachala-pokupat-belorusskie-pilomaterialy-cherez-butb-673332-2024/>

<sup>197</sup> BUTB plans to accredit a stockbroker in India [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/butb-planiruet-akkreditovat-v-indii-birzhevogo-brokera-683642-2024/>

<sup>198</sup> BUTB and Pakistan Commodity Exchange agreed to intensify cooperation [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/butb-i-pakistanskaja-tovarnaja-birzha-dogovorilis-ob-aktivizatsii-sotrudnichestva-674954-2024/>

become a starting point for long-term mutually beneficial cooperation between Belarusian and Pakistani business in the exchange sector"<sup>199</sup>. So this agreement will give due impetus to the development of trade and economic contacts between the two countries.

Now let's move to **Central Asia**. The development of exchange trade between Belarus and Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan and Uzbekistan in 2024 was marked by high dynamics. Only for eight months of the past year, the total amount of transactions of traders from these "five" amounted to \$56 million, which is almost four times more than in the same period of 2023. Moreover, the growth of exchange turnover was observed in all countries of the region. For example, "the volume of transactions with **Tajikistan** increased in value terms by 6 times. In Belarus, Tajik companies in mainly bought sawn timber of coniferous species, and sold cotton yarn for export. In addition, in September the first exchange contracts were concluded for the supply of Belarusian dried milk and whey to Tajikistan"<sup>200</sup>. In the same September, the first non-resident Tajik stock broker was accredited on the BUTB. This will make it possible to attract importers of lumber and agricultural products from this Central Asian country.

The growth of exchange turnover is noted on BUTB transactions with **Uzbek** enterprises in 2024: 55 million dollars, which is three times more than in 2023. It is interesting that "in January 2024, 97 Uzbek companies were accredited at the exchange, and by the end of December they had already become 177. Increased interest in exchange trading is the result of comprehensive information work with the business community

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<sup>199</sup> BUTB to collaborate with the Forest Products Traders Association of Pakistan [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/butb-budet-sotrudnicat-s-assotsiatsiej-torgovtsev-lesoproduktsiej-pakistana-684173-2024/>

<sup>200</sup> BUTB accredited the first stock broker in Tajikistan [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/butb-akkreditovala-pervogo-birzhevogo-brokera-v-tadzhikistane-660324-2024/>

of Uzbekistan"<sup>201</sup>. As a result, last year the range of goods bought and sold on the BUTB by Uzbek companies expanded. In particular, from the middle of 2024, Belarusian skimmed and whole milk powder started to be sold to the Uzbek market. The amount of transactions in August-December exceeded four million dollars. As for imports, last year Uzbekistan actively supplied Belarus with raw materials for the textile industry - cotton carded yarn and wool fabric. The amount of transactions on these items increased one and a half times by 2023.

As for **Kazakhstan**, it is the largest buyer of sugar on the BUTB. In particular, only "in January - May 2024 Kazakhstani participants of exchange trades purchased 29 thousand tons of white granulated sugar, which is 4.7 times more than in the same period of 2023"<sup>202</sup>. During the 24th Kazakhstan International Exhibition "Food, Beverages, Ingredients, Packaging and Equipment for the Food Industry" - InterFood Astana 2024, which was held in Astana in May, representatives of BUTB held negotiations on cooperation with a number of Kazakh enterprises interested in purchasing products of the agro-industrial complex on exchange trading. The matter concerns import of dairy products and sugar, as well as other foodstuffs produced in Belarus in the future. For reference, we note that as of May 1, 2024, 122 residents of Kazakhstan, including one brokerage company, were accredited on the BUTB.

In 2025, BUTB intends to intensify business ties with partners from **Kyrgyzstan**, although last year the exchange trade indicators were not bad either. According to the results of 10 months of 2024, the exchange trade turnover with this Central Asian country "increased 2.4 times, to \$5.7 million. Almost 65% of this amount was provided by exports of

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<sup>201</sup> The volume of exchange trade between Belarus and Uzbekistan has tripled [Electronic resource]. - 2025. - URL: <https://belta.by/economics/view/objem-birzhevoj-torgovli-belarusi-i-uzbekistana-uvlichilsja-v-tri-raza-688691-2025/>

<sup>202</sup> BUTB expects to increase exports of Belarusian agricultural products to Kazakhstan [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/butb-rasschityvaet-uvelichit-eksport-belorusskoj-selhozproduktsii-v-kazahstan-637599-2024/>



Belarusian butter. The popular commodity items imported to Kyrgyzstan through the exchange also included granulated sugar, skimmed milk powder and rennet cheese"<sup>203</sup>. As of the beginning of November 2024, 30 residents of Kyrgyzstan were accredited at the BUTB, five of which participated in the exchange trading for the first time last year. It is planned to give an additional impetus to the development of Belarusian-Kyrgyz exchange trade by involving new liquid positions in mutual trade, expanding the range of Kyrgyz trading participants and deepening inter-exchange cooperation. It is a question of joining forces with the Kyrgyz Stock Exchange, which is considering the possibility of launching trading on the commodities market and is interested in studying the experience and technologies of the BUTB. In this regard, the Belarusian and Kyrgyz stock exchanges reached a preliminary agreement to sign a cooperation agreement in 2025, which will become the basis for further joint work of the exchange platforms of the two countries.

Among BUTB's active partners in the **South Caucasus is Azerbaijan**. "Over 10 months of 2024, companies from this country concluded exchange transactions for more than \$91 million, exceeding the figure of January-October last year by two and a half times. Moreover, all of these were exports of Belarusian goods - mainly woodworking products, which accounted for 90% of supplies"<sup>204</sup>. The growth of sales at BUTB is primarily due to the expansion of the circle of regular customers from Azerbaijan. After all, there are almost one and a half times more of them. At the beginning of November 2024, 132 residents from this country were accredited here. Thus, the number of bidders from Azerbaijan has increased by 41 companies since the beginning of the year.

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<sup>203</sup> Belarus and Kyrgyzstan will strengthen the exchange vector of cooperation [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/belarus-i-kyrgyzstan-usiljat-birzhevoj-vektor-sotrudnichestva-678941-2024/>

<sup>204</sup> Belarusian meat products first realized in Azerbaijan through BUTB [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/beloruskaja-mjasoprodukcija-vpervye-realizovana-v-azerbajdzhan-cherez-butb-673064-2024/>

Another detail: earlier Azerbaijani participants mainly bought lumber and dairy products at the exchange. But in November last year the first deals on export of meat by-products were registered on BUTB. The seller was one of the leading meat-processing enterprises of Brest region, and the buyer was an Azerbaijani trade organization specializing in the import of meat and meat products for the food industry. The total volume of purchase on two transactions amounted to 18 tons. So the expansion of the commodity nomenclature in the segment of meat and meat products opens new opportunities for the development of exchange trade between Belarus and Azerbaijan in 2025.

**Turkey is** among the promising partners of BUTB in the **Middle East**. Suffice it to say that as of November 1, 2024, 102 residents of this country were accredited on the Belarusian exchange platform. In January-October last year, "the exchange turnover of Turkish companies reached \$17 million. This is 2.5 times more than in the same period of 2023, and the growth driver was not one but several commodity directions. Thus, Belarus supplied Turkey with lumber, sugar, wheat gluten, dried milk, ferrous metal scrap and flax fiber, while imports of polyester yarn and threads, which are in demand in the textile industry of Belarus, were purchased"<sup>205</sup>.

In November 2024, **the Istanbul Commodity Exchange (ISTIB)** confirmed its interest in joint work with BUTB on all relevant aspects of the bilateral and multilateral agenda and plans to add new promising positions to the list of bilateral areas of cooperation, especially in the segment of the agro-industrial complex. And in the same November, the first successful trades in linen products for export took place at the ISTIB. During the trading session the **Turkish textile company** purchased two

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<sup>205</sup> BUTB and Istanbul Commodity Exchange to promote cooperation in BRICS [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/butb-i-stambulskaja-tovarnaja-birzha-budut-razvivat-sotrudnichestvo-v-briks-678324-2024/>

lots of kotonized flax fiber with the total volume of more than 35 tons, and the seller was one of the leading Belarusian enterprises of flax industry. It should be noted that the last time trading in this commodity on the foreign market was held on the BUTB back in 2005. Now "with the help of the exchange mechanism it is planned to expand export opportunities of Belarusian flax processors and to ensure more effective price formation for their products. The first trading session on the sale of flax fiber for export demonstrated the demand for Belarusian products and the readiness of foreign importers to work through the exchange"<sup>206</sup>. It remains to add that further work on the development of export exchange trade in flax fiber will be carried out in two directions: expanding the pool of foreign buyers and attracting Belarusian flax mills to the exchange.

Finally, let's meet BUTB's partners on the African continent. Back in July 2024, three companies from **Kenya** in **East Africa** successfully passed the accreditation procedure at BUTB. Until then, residents of this country did not participate in the exchange trading. Now it is planned to send meat and dairy products and other food products of domestic production to the East African countries through the Belarusian electronic platform, while supplies of Kenyan coffee, vegetables and fruits will be organized to the Belarusian market. The point is that it is advisable to start exchange trade with a new country with highly liquid products that can provide a stable commodity flow in both directions already at the start. "In the case of Belarus and Kenya, these are, of course, agricultural products, both raw materials and goods with higher added value"<sup>207</sup>. Kenyan companies in Belarus are primarily interested in dried dairy products,

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<sup>206</sup> Belarusian flax fiber for the first time sold for export through BUTB [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/belorussskoe-lnjanoe-volokno-vpervye-prodano-na-eksport-cherez-butb-676512-2024/>

<sup>207</sup> First companies from Kenya accredited for BUTB [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/pervye-kompanii-iz-kenii-akkreditovany-na-butb-648277-2024/>

frozen meat semi-finished products and cereals, while from Kenya they are ready to supply grain coffee and fruit and vegetable products, including avocados and mangoes

In **West Africa**, BUTB partnered with interesting partners from **Nigeria** and **Ghana** in the fall of 2024. In the first case, it is the **Nigerian Commodity Exchange (NCX)**, with which the Belarusian platform will initially exchange information, experience, and best practices. These include, in particular, the organization and conduct of spot exchange trading in agricultural products, metals, minerals and industrial goods in the domestic market and for export. It will be recalled that "the Nigerian exchange trades mainly commodities such as cocoa beans, coffee beans, wheat, maize, cotton, millet and rice, while highly processed products are also widely traded on the BUTB"<sup>208</sup>. In addition, BUTB and NCX intend to assist Belarusian and Nigerian companies interested in purchasing or selling goods using the exchange mechanism. It is clear that these activities will contribute to strengthening trade and economic ties between Belarus and Nigeria and create prerequisites for the growth of mutual trade turnover.

In November 2024, BUTB and the **Ghana Commodity Exchange (GCX)** identified promising areas of cooperation between the two electronic platforms in terms of mutual exchange trade and technology transfer. Taking into account the nomenclature of goods that are currently represented on the platforms of BUTB and GCX, the parties intend to focus on agricultural products, as "this commodity group provides a wide field for cooperation in both export and import direction, which fully

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<sup>208</sup> BUTB to collaborate with the Nigerian Commodity Exchange [Electronic resource]. - 2024. - URL: <https://belta.by/economics/view/butb-budet-sotrudnichat-s-nigerijskoj-tovarnoj-birzhej-672175-2024/>

meets the interests of the two countries"<sup>209</sup>. Moreover, the Ghanaian side expressed its readiness to assist in attracting producers of such popular items in Belarus as soybeans, corn and rice to the BUTB auction, while Ghana plans to supply Belarusian meat products, flour products and wheat gluten. Thus, the partners intend to take new concrete steps to implement joint projects in the near future in order to open new markets and reliable sources of import supplies on the African continent.

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