SECTION 9. INTERNATIONAL ECONOMIC RELATIONS

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9.1 Current system of international trade regulation in Ukraine and other countries

The principle of mutual benefit is usually the basis for the foreign trade activities of any sovereign state. However, this principle goes much deeper than a simple balance sheet equilibrium between import and export operations. It includes a wider range of issues related to the implementation of strategic approaches to foreign economic relations, which, in turn, are closely interconnected with other economic processes within the state. Although foreign economic relations may evolve spontaneously due to insufficiently coordinated actions, it is more appropriate that their development be consciously directed and supported by a clearly defined strategy. Effective integration of foreign economic activity plays a key role in ensuring sustainable economic growth and stable functioning of state systems.

The imposition of martial law in Ukraine, which was an unprecedented decision for the entire period of its independence, along with the challenges of supporting economic development in a full-scale war, necessitates the study of new approaches to regulating foreign economic activity. Particular attention is paid to the development of adaptive measures that can effectively promote the development of international trade relations, increase budget revenues, stimulate business activities and expand export-oriented opportunities in new markets for Ukrainian products and services.

In the modern system of international trade regulation, there are several levels of organization: at the corporate, national, interstate, supranational and global levels. Each of them has specific mechanisms of influence and tools that determine the pace, proportions and structural characteristics of international trade turnover [226].

The current system of international trade and economic relations is characterized by several key trends that determine its development. The first trend is an increase in the level of legal support, which creates preconditions for transparency, predictability and stability in the global trade and economic environment. This, in turn, allows states to rely on a stable legal order and reduce risks in international trade.

The second area of development involves the unification of legal, administrative, organizational and technical instruments for regulating international trade. This is done mainly through the conclusion of multilateral agreements and arrangements that ensure the unity of the legal and administrative space. This approach contributes to the formation of harmonized regulatory practices, simplification of trade procedures and minimization of barriers in the international market.

The third trend reflects the growing complexity of both the national and global systems of international trade regulation. This necessitates the harmonious use of various instruments of influence on international trade and economic processes that ensure the balanced development of these relations.

The fourth characteristic of current trends is the prioritization of economic means of regulation over direct administrative measures. This is manifested in the growing role of such mechanisms as monetary, financial, and customs instruments, which are actively used to influence the volume, dynamics, and structure of exports and imports.

Finally, the fifth key trend concerns the growth of technical and information support for international trade regulation systems. This process involves the integrated use of modern information technologies to collect, process, analyze and disseminate significant amounts of statistical, economic and regulatory information that optimize the functioning of the trade system at the international level [226].

All of these trends contribute to increasing the efficiency and transparency of international trade, simplifying the procedures for trade and economic exchange between countries, and stimulating business development and global economic growth.

Figure 1 shows the system of international trade regulation.

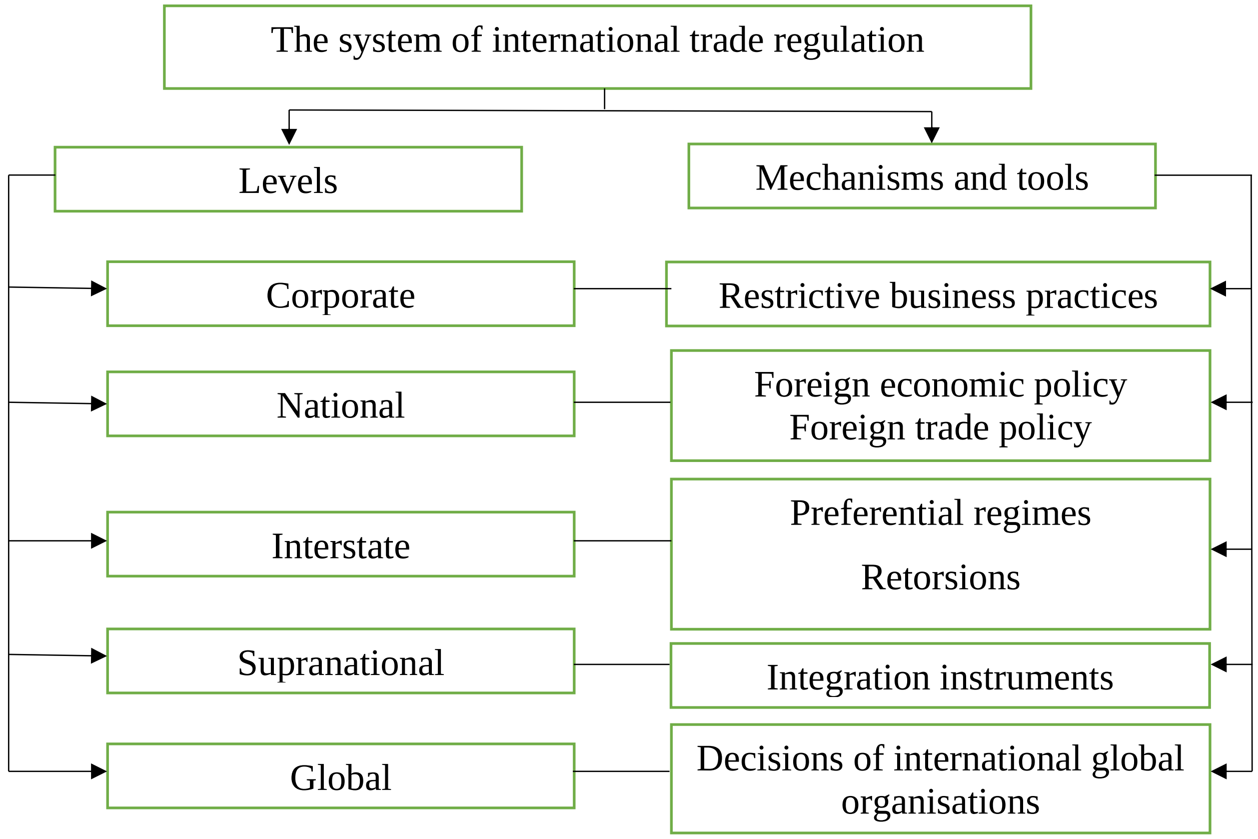

Figure 1. The system of international trade regulation [227, p.45].

At the corporate level, particularly in multinational corporations, there is a practice of regulating international trade known as restrictive business or trade practices. This phenomenon has existed in the global economy for many decades. With the emergence of monopolies, international cartel agreements have emerged to divide markets, regulate prices, and control exports and imports. However, recently, due to the development of large national and transnational corporations, there have been significant changes in the forms and methods of restrictive business practices, which increases their negative impact on international trade and economic relations.

Restrictive business practices are a set of measures and actions that companies or their associations take in the market to achieve and maintain a dominant position. It is realized by limiting or weakening competition. Such practices include cartelization, non-competitive pricing, control over exports and imports, abuse of dominance, unfair competition, and other strategies aimed at reducing competition and gaining market advantages. Such actions impede the development of free trade and disrupt the effective functioning of the international market [228].

Individual restrictive business practices are a set of strategies that individual companies use to maintain dominant positions in sales channels, gain priority access to raw materials, and establish and maintain monopoly prices. These practices range from industrial espionage and rumor-mongering to dumping (price discrimination) and refusal to do business on normal commercial terms.

Individual anticompetitive practices involve discriminatory contracts that undermine the principles of fair competition. They are often seen in sales contracts, commission, agency, license and know-how transfer agreements. In the area of export contracts, this practice includes restrictive clauses that legally or economically bind the counterparty in its future activities. These may include requirements for pricing, selection of business partners, determination of the territory of operation, restrictions on certain types of business activities or the use of specific forms of payment.

Group restrictive business practices include arrangements or agreements between several competitors regarding pricing, market distribution policies and other aspects of distribution channels. It can also include joint actions taken by each individual company or within associations specifically created for such purposes.

When a restrictive business practice is used to create monopolistic associations, such as cartels, syndicates, concerns and similar organizations, with the intent to affect the competitive environment in the market, it is classified as an organizational practice.

On the other hand, operational or operationally-economically restrictive business practices cover a wide range of actions that can be taken by individual companies or their associations. The main purpose of such actions is to gain and maintain an exclusive market position.

The most common methods and instruments of restrictive business practices include: “agreements and arrangements that set price levels; participation in international bidding (tenders) under a secret agreement; agreements on the distribution of markets or customers; allocation of sales and production quotas; collective actions in support of the agreement (e.g., refusal to do business, preventing a partner from entering into a transaction, etc.); use of prices below cost to eliminate competitors; setting discriminatory prices or conditions for supplies and purchases; mergers, acquisitions or other forms of achieving control; full or partial refusal to conduct business on normal commercial terms; restrictions on the place, time, quantity and form of possible resale or export of the supplied goods; conditionality of supply of specific goods (services) by the volume of purchases of other goods (services) from the supplier or its partner; dictation on making management decisions in the field of investment, expansion of production, entry into new foreign markets, sale of licences" [229, p.72].

International trade regulation covers trade and economic relations between countries that do not belong to any integration association. Such relations can be built on the basis of trade liberalization or protectionist policies.

Liberalization of trade relations implies the establishment of a preferential regime whereby countries grant trade preferences to their partners on a bilateral or unilateral basis. These preferences may include discounts or complete exemption from customs duties on imported goods, preferential loans and insurance for foreign trade operations, special currency regimes, as well as financial and technical assistance.

On the other hand, international protectionism is manifested through discriminatory trade regimes that are implemented in response to economic challenges. Such measures include restrictions or penalties on imports from certain countries aimed at protecting domestic production from foreign competition.

Thus, international trade regulation involves both the granting of trade preferences to certain partners and the application of protectionist measures that restrict the access of foreign goods to national markets.

A discriminatory trade regime implies a system in which trade activities of individuals and legal entities of a certain country are carried out on less favorable terms in the territory of another state compared to the terms provided to residents of other countries. Such measures can be applied to various aspects of trade and economic relations and implemented through appropriate mechanisms and sanctions [228].

One type of such mechanism is retaliation (from the Latin retorsio – "retroactive action"). These are restrictive measures that one state imposes in response to similar actions of another state that have caused economic or moral damage to it. It is important that retorts are a reaction to the lawful actions of the other party.

In contrast, reprisals (from the Latin repressalia – "to restrain" or "to stop") are coercive measures used in response to illegal actions of another state. The combination of retaliation and reprisals in bilateral relations can lead to a so-called "trade war" between countries.

At the supranational level, states that are members of integration associations collectively regulate international trade. Over the past decades, the importance of such integration agreements in the global economy has grown significantly. According to the World Trade Organization, more than 40 regional integration agreements were registered as of the beginning of 1995 [230].

Joint measures of integration associations have a dual nature: on the one hand, they promote trade liberalization between member states, and on the other hand, they create protectionist barriers to access of goods and services from other countries to the internal markets of the association. The instruments of supranational regulation are similar in their economic essence to the measures of national foreign trade policies, but their key difference is the collective nature, coherence of actions and the common desire of the member states to achieve economic, social and political goals.

At the global level, international trade regulation is based on a wide range of principles, norms, international treaties and agreements developed by international organizations that support the development and regulation of trade and economic relations between states.

The World Trade Organization (WTO) is at the center of these organizations. In their statement, the trade ministers of the member countries recognize that the globalization of the world economy is increasing the interconnectedness of economic policies, covering structural, macroeconomic, trade, financial and other aspects of development. While national governments are primarily responsible for the coherence of these policies, international coordination plays an important role in enhancing the effectiveness of economic strategies.

The agreement reached in the Uruguay Round of negotiations confirms the common understanding of the participating countries of the importance of trade liberalization as a key factor in stable economic development at both national and global levels [231].

All levels of international trade regulation-corporate, national, transnational, supranational, and global-are interconnected and interdependent. However, the national level plays a key role in influencing international trade. This is due to the fact that the state is the main administrative entity in the global system, and its sovereignty gives it the right to independently determine its domestic and foreign policy.

As the main regulator, the state is authorized to formulate its own foreign trade policy, which directly affects the volume and direction of trade flows. It can also participate in foreign economic activities carried out by other entities, both directly and indirectly. This gives it additional leverage to implement international economic principles and norms. Although individuals and legal entities, as well as international organizations, play an important role in the global economy, the unique status of the state gives it greater freedom of action and the ability to make key decisions in the field of international trade.

National regulation of international trade stems from the existence of sovereign states, each of which has its own national interests, covering political, economic, social and cultural aspects. States formulate foreign policy and make decisions aimed at protecting and promoting their interests in the international arena.

The bulk of international trade regulation is carried out at the national level. This may include:

- unilateral regulation, when a country independently establishes rules and restrictions in the field of foreign trade;
- bilateral agreements concluded between two states to facilitate or regulate trade relations;
- multilateral agreements covering several countries and regulating trade rules on a broader level.

In this process, states use a variety of regulatory instruments, among which the most common are customs tariffs and non-tariff restrictions [232].

Tariff restrictions refer to the rates of duty that the government imposes on imported goods. They are used as a tool to protect the domestic market from foreign competition, increasing the cost of imported products and stimulating the consumption of domestically produced goods.

Non-tariff restrictions include a wide range of measures that also affect international trade but are not related to duties. They include import quotas, technical standards, sanitary and phytosanitary requirements, anti-dumping measures and other mechanisms aimed at regulating the volume and quality of goods entering the domestic market.

Countries can pursue different trade policies depending on their economic priorities:

- the free trade policy provides for minimal interference in foreign trade operations, open access of foreign goods to the domestic market and promotion of free circulation of products;
- protectionist policies are aimed at restricting imports and supporting domestic producers through the introduction of customs tariffs, quotas, or other regulatory measures;
- a moderate trade policy combines elements of both free trade and protectionism, adapting them to the economic needs and strategic interests of the country.

In general, the national level of international trade regulation confirms the key role of the state as the main actor in the global economy. The sovereignty of the state gives it the right to independently determine its foreign economic course and regulate trade processes in order to protect national interests.

National governments use various mechanisms to regulate foreign trade in order to protect national interests and support the domestic economy. The main instruments of such regulation include:

1. Import duties are a tax that an importer pays for importing goods into a country. They can be fixed or calculated as a percentage of the cost of the product. The

main purpose is to protect domestic producers from foreign competition and to replenish the state budget.

2. Export duties are a fee paid by an exporter for the export of goods. They are imposed to increase budget revenues or to ensure a sufficient supply of products on the domestic market.

3. Import quotas are restrictions on the amount of goods that can be imported into a country. They are aimed at supporting domestic producers and regulating the domestic market.

4. Export subsidies are financial or tax support for exporters to help them increase their competitiveness in international markets.

5. Standards and regulations - production requirements that may include:

- product quality - setting minimum safety, environmental and reliability standards to protect consumers and maintain the competitiveness of local producers;
- customs tariffs - imposing taxes on imported goods to protect the domestic market and support strategic sectors of the economy;
- restrictions or bans on exports/imports - regulation of trade in certain goods for the sake of national security or economic stability;
- government support - providing subsidies, tax breaks, and soft loans for the development of local production and exports.

Such measures help governments control foreign economic activity, contributing to the stable development of the country's economy [233].

National regulation of international trade is conditioned by the existence of individual states, where governments aim to achieve national interests in political, economic, military, social and other spheres. The totality of these interests determines the content of the state's domestic and foreign policy.

Foreign policy covers the general direction of the country in its relations with the international community. It includes the principles and methods that determine the activities of the authorities in the field of international relations in accordance with national interests and the specific historical situation. An important component of it is foreign economic policy, which regulates trade and economic relations with other states [234].

Thus, national regulation of international trade is directly related to the political and economic interests of the country. The state establishes rules and restrictions for foreign trade, depending on its strategic goals. This includes import and export regulations, customs tariffs, quotas and other control measures. Effective international trade regulation is a key tool for ensuring economic development and protecting national interests.

Foreign trade policy is an integral part of the state's foreign economic policy. It includes the following key aspects:

1. Exports and imports - covers the analysis of the commodity and regional structure of trade, its volume, dynamics, and correlation. The policy is aimed at supporting exports of domestic goods and regulating imports to maintain a balance between domestic production and foreign trade.

2. Customs tariffs - include a system of classifying goods, determining their country of origin, and setting the types and levels of customs rates. This is one of the key mechanisms for regulating imports and exports.

3. Quantitative restrictions - involve setting limits on the import or export of certain goods. These may include restrictions on the volume or quantity of imported or exported products to regulate market flows.

4. Non-tariff regulation - covers measures that do not directly tax goods but affect foreign trade. These include technical standards, certification, currency and credit regulation, sanitary and environmental regulations.

5. Export support is a measure of state stimulation of exports of national goods and services. It includes financial and credit support, tax benefits, special export programs and mechanisms to improve competitiveness in the international market.

The combination of these instruments forms the country's foreign trade policy, which determines access to international markets, trade volumes, and overall economic development [235].

Let's look at how foreign trade relations are regulated in different countries of the world and what experience can be used for Ukraine.

The United States of America uses a combination of tariff and non-tariff methods to regulate trade. The main mechanisms include: high import duties to protect domestic producers (e.g., duties on steel and aluminum); anti-dumping duties and countervailing measures against countries that use state subsidies; sanctions and trade restrictions against countries that violate trade agreements or international norms; preferential trade agreements with partners such as Canada, Mexico, the EU, and countries in the Asia-Pacific region.

Regulatory mechanisms include: trade agreements, in particular the North American Free Trade Agreement (NAFTA, now the USMCA); sanctions mechanisms against unfriendly countries; and export support programs, including export credits and insurance [236].

Lessons for Ukraine: use of anti-dumping and countervailing duties to protect domestic producers; use of trade preferences to expand exports; active promotion of preferential agreements with key partners; creation of mechanisms to protect the domestic market from unfair competition; strengthening the role of state institutions in supporting exporters (insurance of transactions, stimulation of new markets).

Great Britain. After leaving the EU, the UK has been actively developing bilateral trade agreements with countries around the world. It has signed free trade agreements with Canada, Australia, Japan and other countries.

The government supports exports through “UK Export Finance”, which provides insurance, loans and guarantees for businesses. Particular attention is paid to financial services and the high-tech sector, which are the backbone of exports. An example is the expansion of the British pharmaceutical industry, represented by companies such as GlaxoSmithKline and AstraZeneca. After Brexit, the UK uses its own customs tariffs to protect the domestic market and stimulate exports [237].

The UK's experience is important for Ukraine in building bilateral trade relations, especially with new markets. The use of export support systems, such as export insurance, is also important.

The free trade agreement between Ukraine and the UK is already in place and is contributing to trade growth. Ukraine can learn from the UK's experience in export diversification and regional partnerships.

The European Union operates as a single economic area with a common foreign trade policy. The main regulatory mechanisms are:

- establishing a single customs tariff on imported goods from third countries;
- common trade policy, which is regulated through free trade agreements;
- high standards for the quality and safety of goods (e.g., environmental and public health requirements);
- protective measures in the form of quotas, subsidies, and anti-dumping duties to maintain the competitiveness of domestic producers [238].

Germany is one of the world's largest economies and a leading exporter in Europe. The basis of its foreign trade policy is to support innovation and high-tech exports. The KfW Export Bank and export insurance programs (Euler Hermes) help German companies operate in foreign markets. An example is support for the automotive industry, which accounts for a significant share of exports (Volkswagen, BMW, Mercedes-Benz).

Germany is actively pursuing free trade agreements with the EU, expanding its companies' access to new markets. Regulation includes strict quality and certification standards (e.g., DIN and TÜV), which ensures high confidence in German products [239].

The use of digital platforms such as “Germany Trade & Invest” helps to attract investors and expand exports.

For Ukraine, Germany's experience can be useful in creating analogs of export agencies and improving product quality. Germany also cooperates with Ukraine in the energy sector by financing green energy projects. Adopting similar practices could help Ukraine increase its export potential and attract investment.

Poland is one of Ukraine's largest trading partners in the EU. Its foreign trade policy is based on active participation in the EU internal market and promotion of national exports. Polish export credit agencies, such as KUKE, provide insurance and financing for export operations. Particular emphasis is placed on agriculture, food processing, and mechanical engineering. An example is the export of Polish food products to the EU and China, which meet strict quality standards. Poland is investing in the development of logistics infrastructure, in particular through the “New Silk Road” railroad corridor [240].

Poland's experience is useful for Ukraine in terms of developing its transportation infrastructure for integration into global supply chains. Ukraine could also adopt the Polish model of supporting small and medium-sized businesses in entering international markets.

Close economic cooperation between Poland and Ukraine contributes to the growth of bilateral trade. Poland's efforts in energy security, in particular the development of LNG terminals, serve as an example for Ukraine in diversifying its energy supplies.

The *Czech Republic* is an example of a successful combination of industrial production and service exports. The Czech Republic's main exports include automotive machinery (Škoda), electronics, and equipment. Foreign trade policy supports small and medium-sized businesses through export programs such as CzechTrade. The Czech Republic actively uses European programs to modernize production and increase competitiveness. An example is the participation of Czech companies in international fairs and exhibitions. The state promotes export diversification by developing markets in Asia and Africa [241].

Ukraine could learn from the Czech experience in supporting small businesses through specialized agencies. The Czech Republic is also successfully integrating environmental standards into industry, which opens up access to green markets. Investments in research programs allow the Czech Republic to maintain its position in innovative industries.

Ukraine can adapt this experience to develop the export potential of the IT sector and technologies.

Sweden is a leader in the implementation of a green economy and environmentally friendly technologies. Sweden's foreign trade policy focuses on innovation and export of renewable energy technologies. An example is Vattenfall, which exports green energy services to many countries around the world. Sweden also supports startups and innovative companies through the Business Sweden program. The implementation of sustainable development allows the country to compete in high-tech sectors. Sweden actively uses digital platforms to promote exports [242].

Ukraine can learn from Sweden's experience in supporting innovative enterprises and sustainable development. Environmental regulatory systems facilitate access to EU markets with strict environmental requirements. Support for science and technology ensures the creation of high-quality products for export. The Swedish model can serve as a benchmark for Ukraine in the field of environmental innovation.

Italy is known for its exports of food, fashion, automobiles, and technology. National programs support Italian brands through participation in international exhibitions. An example is the expansion of Italian wines and olive oil to the US and Asian markets. Italy actively protects the geographical indications of its products, which contributes to their competitiveness. Government programs promote the export of small family businesses through digital tools [243].

Ukraine can learn from Italy's experience in promoting local brands on international markets. Italy's agricultural sector cooperates with the EU within the framework of a common agricultural policy that supports exports. The Italian model of small business support can be adapted to develop Ukrainian agricultural exports.

Italy's experience in tourism also demonstrates how to attract international resources through trade in services. For Ukraine, this is an opportunity to develop value-added sectors, focusing on the international market.

China is a global leader in foreign trade, actively supporting an export-oriented development model. The basis of regulation is export support policies through tax cuts, access to cheap loans, and the development of special economic zones (SEZs). For example, the Shenzhen SEZ has created conditions to stimulate high-tech exports.

China is actively using bilateral agreements, such as those with African countries and the EU, to expand its influence. "One Belt, One Road" is China's global initiative to expand trade routes and engage partners in joint projects. Government regulation tools, such as customs and tariff policy, protect the domestic market and stimulate strategic industries. Chinese exports include not only traditional goods but also high-tech products such as Huawei and Xiaomi [244].

For Ukraine, China's experience in creating SEZs and supporting exporters can be valuable in stimulating value-added production. In addition, cooperation with China within the framework of the One Belt, One Road initiative allows Ukraine to attract investment in transportation infrastructure. Ukraine can adapt Chinese export promotion practices through government support and global initiatives.

India actively uses customs and tariff policy to protect its domestic market, particularly in agriculture and industry. At the same time, the government stimulates exports through subsidy programs, tax breaks, and support for small businesses. The “Make in India” program is aimed at developing domestic production to boost exports.

India is actively pursuing free trade agreements, such as with ASEAN, to expand access to Asian markets. India's exports include textiles, pharmaceuticals (Cipla, Sun Pharma), and IT services (TCS, Infosys).

An important element is the development of logistics, including the modernization of ports and transport infrastructure through the Sagarmala program [245].

Ukraine can follow the Indian experience of stimulating export production and attracting international investment. The Indian model of pharmaceutical export development is a benchmark for creating a similar sector in Ukraine. Protecting local production by regulating imports helps to preserve jobs and support local industries. Cooperation with India in the IT and agricultural sectors can be beneficial for both countries.

Turkey has a diversified economy focused on exports of textiles, automotive equipment, electronics, and agricultural products. The customs union agreement with the EU facilitates the integration of the Turkish economy into the European internal market. Turkey actively supports its exporters through subsidy programs, tax breaks and export insurance.

The creation of special trade zones (Organized Industrial Zones) provides favorable conditions for exporters. The Turkish Exporters' Council (TIM) coordinates the promotion of Turkish products in international markets. Turkey also invests heavily in the development of transport infrastructure, including ports and logistics centers [246].

Ukraine can learn from Turkey's experience in developing industrial zones and integrating them into foreign trade. Supporting agricultural exports through government programs is an example for Ukraine in the context of promoting grain exports.

Turkey's participation in multilateral trade organizations helps protect its interests in the global market. Turkey's experience can be used to strengthen Ukraine's role as a regional export leader.

Singapore is a prime example of an open economy with a liberal trade policy:

- low customs tariffs and minimization of non-tariff barriers;
- a large number of free trade agreements (more than 20 partner countries);
- active support of exporters and attraction of foreign investors;
- high level of integration into global production and trade chains [247].

Ukraine can learn from Singapore's experience by creating a favorable business climate for investors; simplifying customs clearance procedures and reducing bureaucratic barriers; and developing the technology and innovation sectors through government support.

Japan applies a combined model of trade regulation, namely:

- high technical standards that protect the domestic market from low-quality imports;
- active policy of supporting domestic producers and promoting exports;
- investing in research and development and innovation to support the high-tech sector [248].

Ukraine's experience could include: support for research and innovation in production; development of national standards in line with international requirements; creation of an effective system of export financing and protection of domestic producers.

Indonesia is one of the largest exporters of raw materials, including palm oil, natural gas, and rubber. The country's foreign trade policy focuses on export diversification and development of the manufacturing sector. The “Making Indonesia 4.0” program is aimed at modernizing production to increase competitiveness.

Indonesia is actively entering into free trade agreements, for example, with Australia and ASEAN countries. Infrastructure projects, such as the development of ports (Port of Tanjung Priok), help improve export logistics [247].

Ukraine can use Indonesia's experience in stimulating the processing industry to increase the value added to exports. The agricultural sector, in particular the export of grains and oilseeds, is a common point of cooperation between Ukraine and Indonesia.

Indonesia's approach to export development through technological innovation can serve as an example for Ukraine. Attracting investment in raw material processing allows the country to increase export revenues. Indonesia's experience emphasizes the importance of modernizing infrastructure to support exports.

Saudi Arabia is actively working to diversify its economy as part of its Vision 2030 program. The country stimulates the development of export industries such as oil refining, chemicals and renewable energy. The National Export Promotion Program (Saudi Exports Program) helps to attract international investors. Saudi Arabia is actively investing in infrastructure development, such as NEOM projects to create a high-tech metropolis [249].

Ukraine could benefit from the experience of diversifying its economy and attracting investment in high-tech sectors. Saudi Arabia is also an important market for Ukrainian grain, which emphasizes the potential for agricultural cooperation. Foreign trade regulation in Saudi Arabia is based on agreements with major regional and global partners.

Ukraine could use the experience of the country in creating a favorable business environment for exporters. An important example is the state's support for export initiatives through subsidies and privileges. Saudi Arabia demonstrates how to combine economic transformation and international trade development.

Israel has a developed high-tech economy focused on exporting innovative products. Exports include medical equipment, software, agricultural technologies (Netafim) and military equipment. Israel actively cooperates with global partners through technology exchange programs. Supporting startups through incubators such as Yozma helps to increase the share of innovative exports.

Ukraine can learn from Israel's experience in developing its IT sector and startup ecosystem. Israel's experience in agricultural technology is valuable for increasing the productivity of the Ukrainian agricultural sector.

Israel is also actively entering into free trade agreements, particularly with Latin American and Asian countries. To support exports, the state finances research and development, which creates an additional competitive advantage [250].

The Israeli model of combining science, business, and the state can be adapted for Ukraine. Ukraine's cooperation with Israel in the fields of technology and agriculture has significant potential.

Canada is one of the world's leading economies, which is actively developing foreign trade relations due to its developed infrastructure, resource potential and numerous trade agreements. The main aspects of its foreign trade regulation include [251]:

1. Multilateral trade agreements - Canada is a party to many international trade agreements, including the Canada-U.S.-Mexico Agreement (CUSMA, formerly NAFTA), the Comprehensive Economic and Trade Agreement with the EU (CETA), and the Comprehensive and Progressive Trans-Pacific Partnership Agreement (CPTPP). This allows Canadian producers to export goods and services to various markets around the world without hindrance.
2. Customs regulation system - Canada uses a developed customs taxation system with flexible duty rates. Particular attention is paid to facilitating export and import procedures through electronic platforms, which reduces bureaucratic obstacles.
3. Support for agricultural exports - Canada actively uses government programs to subsidize and finance agricultural exports. Canadian farmers receive support in the form of crop insurance, subsidies and assistance in entering new markets.

4. Environmental standards and certification - the Canadian government supports the introduction of high environmental standards in the production of products, which increases their attractiveness in global markets, especially in the EU.

5. Energy trade - Canada is a major exporter of oil, gas and minerals. To this end, the government is actively developing transportation infrastructure, including pipelines and ports for oil and gas exports.

Ukraine can use Canada's experience to:

- expand international trade cooperation – Ukraine should intensify negotiations on new free trade agreements, using Canada's experience, especially in relations with the United States and Asia-Pacific countries;
- improving certification and environmental standards - the implementation of high quality standards will facilitate the company's entry into the European and North American markets;
- development of agricultural exports - Canadian practices of supporting farms can become a benchmark for improving Ukrainian agro-industrial policy;
- creating an efficient logistics and export infrastructure - transportation corridors and port infrastructure should be improved to improve access to global markets;
- exporting energy resources - Canada's experience in selling oil and gas can be useful for Ukraine, especially in the context of finding new markets for its own products and developing energy projects.

The application of Canada's best practices will help Ukraine to develop its foreign trade policy more effectively, strengthen its competitiveness in the international market, and promote sustainable economic growth.

The United Arab Emirates (UAE) is one of the largest trade centers in the Middle East, thanks to its strategic location, developed infrastructure and favorable business climate. The main features of their foreign trade policy include [252]:

1. Free Economic Zones - The UAE is actively developing special economic zones (SEZs) that provide tax incentives, simplified customs procedures and the

possibility of one hundred percent foreign ownership of businesses. Dubai zones, such as Jebel Ali Free Zone (JAFZA), are global centers of trade and logistics.

2. Zero Duty Policy - Most goods imported into the UAE are not subject to import duties. This makes the country an attractive logistics hub for re-exporting goods to various parts of the world, especially Africa and Asia.

3. Free currency conversion - There are no restrictions on repatriation of profits in the UAE, which attracts foreign companies and stimulates investment.

4. Government business support programs - the UAE government actively encourages companies to export by providing them with tax breaks, subsidies and support in entering foreign markets.

5. Export Diversification - The UAE has historically been dependent on oil exports, but over time the government has expanded the economy by developing areas such as tourism, aviation, finance, and high technology.

Utilizing the UAE's experience in Ukraine, namely:

- development of special economic zones (SEZs) - Ukraine can introduce new efficient SEZs with favorable conditions for investors, similar to the Jebel Ali Free Zone;
- re-export policy - the UAE is a powerful re-export hub for goods to Asia and Africa. Ukraine can develop ports and logistics infrastructure to become an important player in the transit trade market;
- support for exporters - Ukraine can develop state incentives for exporters, following the example of the UAE, which actively uses tax incentives, financing, and simplified customs procedures;
- diversification of the economy - like the UAE, which has focused on innovation, tourism, and real estate, Ukraine can stimulate other industries (IT, energy, and engineering) to reduce its dependence on raw material exports;
- utilizing logistical advantages - Ukraine can become a transportation hub between the EU, Asia, and the Middle East, using its geographical potential to develop international trade.

The UAE's experience can be a valuable reference point for Ukraine in developing special economic zones, diversifying its economy, and building a modern logistics infrastructure. The use of the best international practices will help increase the competitiveness of Ukrainian exporters and attract new investors.

Mexico is one of the leading trading countries in Latin America. The main characteristics of its foreign trade policy are [253]:

1. An extensive network of trade agreements - Mexico has more than 40 trade agreements with countries around the world, including CUSMA, the EU, Japan, the Pacific Alliance, and Mercosur.
2. Free economic zones and maquiladoras - special emphasis is placed on the development of special economic zones (SEZs) and maquiladoras, which are enterprises that assemble goods from imported components for export, receiving tax benefits.
3. Government support for exporters - the government has developed programs to help producers enter international markets through subsidies, tax breaks, and export financing.
4. Trade diversification - although Mexico is a member of CUSMA, it is actively expanding trade ties with countries in Europe, Asia and Latin America.
5. Import substitution programs are aimed at stimulating domestic production, reducing dependence on imports, and increasing domestic production.

Using Mexico's experience for Ukraine:

- development of special economic zones - Ukraine can create maquiladoras to stimulate the attraction of foreign investors and increase exports of value-added products;
- expanding international trade - like Mexico, Ukraine can develop relations with Latin American and Asian countries to reduce dependence on individual markets;
- strategy for attracting foreign direct investment - creating attractive conditions for international companies can help develop production and increase exports;

- support for domestic producers - as in Mexico, Ukraine should develop government programs to support exporters, stimulate production, and create favorable tax conditions for economic development.

Australia is one of the most developed economies in the world, and its experience in foreign trade regulation can be useful for Ukraine, which is actively seeking new opportunities to develop its foreign trade relations.

Australia, located in Oceania, is one of the most open economies in the world with a high level of foreign trade. Its foreign trade includes both exports and imports of goods and services, and has a major impact on the country's economic development. The main principles of foreign trade regulation in Australia can be divided into several main categories.

Australia actively uses free trade agreements (FTAs) to reduce or eliminate customs barriers between countries. In 1983, Australia signed its first such agreement with New Zealand, which became the basis for the wider use of this instrument in the future.

Australia is currently a party to numerous free trade agreements, including: Free Trade Agreement with the United States (AUSFTA), which provides Australian companies with access to one of the largest markets in the world; Agreement with ASEAN countries (AANZFTA); Trans-Pacific Partnership (CPTPP), which covers a number of countries, including Japan, Canada, Mexico and others.

These agreements help reduce or eliminate customs barriers, facilitate trade between partners, and create new opportunities for economic cooperation.

Australia has fairly strict customs control rules that ensure compliance with quality standards for goods and services imported into the country. Governments and customs authorities closely monitor import and export processes, and impose certain restrictions on products that may pose a health or safety hazard. In addition, there are customs rates that depend on the type of product and its origin. For example, some goods imported from countries that have free trade agreements with Australia may be exempt from duties or have reduced rates [254].

One of the most important aspects of foreign trade regulation in Australia is the role of government agencies. They are actively involved in defining trade policy, monitoring the implementation of agreements and maintaining competitiveness in international markets. The main bodies responsible for Australia's foreign trade policy are:

- the Australian Department of Foreign Trade and Investment (DFAT), which develops policies and agreements that govern international trade;
- the Australian Customs and Border Protection (ABF), which is responsible for customs control and verification of compliance with import and export standards.

Australia's experience can be extremely useful for improving the efficiency of our country's foreign trade. Ukraine has already signed several important free trade agreements. However, it is important to continue expanding the network of such agreements. Australia's experience shows that a wide network of agreements can significantly reduce trade barriers and provide Ukrainian exporters with access to new markets.

Ukraine could introduce stricter customs and sanitary-epidemiological standards, which would ensure greater safety and quality of imported goods. At the same time, it is important to optimize the customs process, in particular through the automation of procedures and the use of modern technologies to speed up inspection procedures.

To improve foreign trade, Ukraine should pay more attention to the development of institutions responsible for foreign trade policy. For example, the creation of specialized bodies dealing with specific areas of trade could help optimize foreign trade processes and increase their efficiency.

South Korea, with its limited natural resources, has gained much of its economic achievements through an effective foreign trade policy.

South Korea is one of the most open economies in the world, actively using foreign trade relations for development. Historically, the Korean economy has relied on exports, particularly in sectors such as electronics, automobiles, shipbuilding, steel and other technology-based industries. South Korea's foreign trade regulation is based on several key principles.

South Korea actively uses free trade instruments to reduce barriers between countries and promote integration in global markets. One of the main instruments is the signing of free trade agreements (FTAs). Korea has signed numerous bilateral and multilateral agreements with countries around the world. Some important agreements signed by South Korea:

1. The Korea-U.S. Free Trade Agreement (KORUS FTA) is one of the largest agreements allowing Korea to gain access to the large U.S. market.

2. The Korea-EU Free Trade Agreement (KOREA-EU FTA) promotes the development of trade relations with the EU.

3. The Korea-China Free Trade Agreement (CKFTA) provides duty-free access to the largest market in Asia, which is important for Korean exporters.

4. The Korea-ASEAN FTA improves access to the markets of the Association of Southeast Asian Nations.

These agreements allow for lower customs duties, liberalization of trade restrictions, and creation of favorable conditions for Korean exporters and importers.

South Korea actively supports its export-oriented economy by providing subsidies and loans for research and development, as well as financial support to small and medium-sized enterprises engaged in exports. This allows companies to reduce production costs and stimulate innovation, which in turn increases their competitiveness in global markets.

South Korea's customs regulations are in line with international standards, but the country also actively uses import control tools to protect domestic producers. For example, it applies anti-dumping duties and other trade barriers to protect against unfairly cheap imports. In addition, Korea actively uses a customs control system that includes electronic databases and process automation to speed up customs procedures.

The main government agencies involved in the regulation of foreign trade in South Korea are: The Ministry of Trade, Industry and Energy (MOTIE), which develops foreign trade strategies and signs trade agreements; the Korea Customs Service, which provides customs control and customs procedures. These institutions are actively working to maintain the competitiveness of the Korean economy and support the sustainable development of foreign trade [255].

South Korea's experience that can be used for Ukraine:

- signing free trade agreements. The experience of South Korea shows that active conclusion of new agreements is an important element of the foreign trade development strategy. Ukraine could consider signing additional agreements with countries in Asia, Latin America, and Africa, which would help increase exports of Ukrainian goods to these markets.

- simplification of customs procedures. Customs procedures in Ukraine are still complicated and time-consuming, which is one of the main obstacles to the development of foreign trade. Ukraine could follow the experience of South Korea by introducing more automated customs clearance systems, which would reduce the time spent on customs clearance and ensure greater transparency.

- support for exporters and investors. South Korea actively supports its exporters through subsidies, soft loans, and other financial instruments. Ukraine could consider establishing similar support mechanisms for Ukrainian enterprises, particularly in such important industries as agriculture, machine building, the IT sector, and energy.

- institutional development. To effectively regulate foreign trade in Ukraine, it is important to create institutions that specialize in foreign economic policy and support for exporters. Establishing an agency that would actively work with international markets and facilitate the integration of Ukrainian goods into the global economy would be an important step.

South Korea is a prime example of a country that has achieved significant success in foreign trade through the active use of free trade agreements, improved customs procedures, support for exporters and investors, and the development of effective institutions. Ukraine can significantly improve its foreign trade relations by using South Korea's experience, in particular by expanding free trade agreements, automating customs procedures, and supporting domestic exporters. This will help Ukraine become more competitive in global markets and ensure sustainable economic development.

Vietnam, one of the largest economies in Southeast Asia, has made significant progress in developing its foreign trade in recent decades. Thanks to the implementation of economic reforms, market opening and active participation in international trade agreements, Vietnam has become an important player on the world stage. The system of foreign trade regulation in this country is one of the most efficient in the region and can serve as a useful example for Ukraine, which is trying to improve its integration into the global economy.

Vietnam is actively integrating into the global economy through free trade agreements (FTAs), which have become an important part of the country's development strategy. One of the most significant milestones in the history of Vietnam's foreign trade was the signing of the European Union Free Trade Agreement (EVFTA) in 2019. In addition, Vietnam has concluded agreements with other major trading partners, such as China, the United States, Japan, and ASEAN (Association of Southeast Asian Nations) countries.

These agreements reduce trade barriers, including customs duties, and facilitate market access for Vietnamese exporters. Vietnam is also a party to the Comprehensive and Progressive Trans-Pacific Partnership Agreement (CPTPP), which promotes trade with countries in Asia, North and South America.

An extremely important step for Vietnam was the economic reforms that were implemented after the transition to a market economy in the late 1980s. The opening of the market to foreign investment, in particular through Economic Development Zones (SEZs), has significantly increased capital and goods flows, which has had a positive impact on foreign trade relations.

Vietnam has a progressive customs policy that includes the automation of customs procedures and the use of technology to simplify import and export processes. The country also has a single window system that allows companies to submit customs documents through a single platform, which significantly reduces the time and cost of customs clearance.

Customs rates in Vietnam vary depending on the type of goods. However, thanks to the signed free trade agreements, in particular with the EU and other countries, many goods are exempt from duties or have significantly reduced rates.

Vietnam supports its exporters through a variety of financial instruments, including loans on preferential terms, subsidies for export goods, and special programs to support small and medium-sized businesses. The country also has a number of government programs that encourage foreign investment, especially in the high-tech, energy, agriculture, and manufacturing sectors. Vietnam is actively developing infrastructure to support international trade, in particular at ports and airports, which reduces logistics costs and ensures rapid turnover of goods [256].

The main authorities regulating foreign trade in Vietnam are:

1. The Ministry of Industry and Trade of Vietnam (MOIT), which develops policies and strategies for foreign trade development.

2. Vietnam Customs (GDC), which is responsible for controlling customs procedures and ensuring compliance with customs tariffs.

3. Vietnam Investment Corporation (VIC), which supports foreign investment and promotes entrepreneurship in the country.

These institutions actively cooperate with international organizations and other governments to create a favorable environment for business and stimulate economic growth.

The experience of Vietnam, which can be used for Ukraine, is this:

- signing free trade agreements. Vietnam has significantly improved its foreign trade situation through the conclusion of numerous free trade agreements. Ukraine should actively continue to expand agreements with other countries and regional groups, particularly in Asia and Africa, where Ukraine has significant export potential. In particular, expanding trade with countries in the Pacific and Southeast Asia would allow Ukraine to reduce its dependence on traditional markets and increase exports.

- simplification of customs procedures. Vietnam has a well-developed customs infrastructure that uses modern technologies to simplify procedures. Ukraine should introduce more efficient customs systems by automating customs clearance processes, using digital platforms and electronic declarations, which will help reduce the time and costs of customs clearance.

- support for exporters. Ukraine could improve its export support system by providing financial incentives, such as soft loans, and government support for SMEs that are active in foreign markets. Vietnam's experience in creating export-oriented programs could be useful in encouraging Ukrainian enterprises to expand their presence in international markets.

- investment in infrastructure and innovation. Vietnam is actively investing in infrastructure development, including ports, airports, and transportation networks, which ensures efficient logistics. Ukraine should pay attention to the development of infrastructure to facilitate the transit of goods and reduce logistics costs, which will increase the competitiveness of Ukrainian goods.

Vietnam is a vivid example of a country that has achieved significant success in ensuring economic growth through market reforms, active development of foreign trade and integration into the global economy. Vietnam's experience can be useful for Ukraine, which seeks to modernize its foreign trade relations. Important areas for Ukraine include signing new free trade agreements, simplifying customs procedures, supporting exporters, and developing infrastructure. These measures will allow Ukraine to significantly increase its competitiveness in the global market and ensure sustainable economic development.

Malaysia is one of the most dynamic economies in Southeast Asia. Over the past few decades, the country has successfully transformed from an agricultural to an industrial economy, actively integrating into the global economy. The regulation of foreign trade relations in Malaysia is an important factor in ensuring its stable economic growth and integration into global markets.

Malaysia is actively pursuing a policy of openness and integration into the global economy through the signing of free trade agreements (FTAs). The country is a party to a number of bilateral and multilateral trade agreements, including the Free Trade Agreement with China, the ASEAN Agreement (Association of Southeast Asian

Nations), and the Comprehensive and Progressive Partnership of the Trans-Pacific Partnership (CPTPP).

Malaysia actively implements an "open door" policy that allows its economy to interact with different parts of the world. Not only is it a party to numerous free trade agreements, but it also advocates for the reduction of trade barriers, which allows the country's businesses to increase exports and expand their markets.

Malaysia's customs system is an important element of its foreign trade policy. The Malaysian customs authorities apply an automatic customs clearance system, which ensures a fast and transparent process of import and export of goods. The country's customs procedures are highly efficient due to the use of information technology and electronic systems, such as the Customs Automated System (CAS), which simplifies procedures and reduces administrative costs.

Malaysia actively supports the "Single Window" concept, which allows companies to submit all the necessary documentation for customs clearance through one platform. This simplifies procedures and reduces administrative costs for businesses.

The Malaysian government actively supports its exporters through various foreign trade promotion programs. One of the main instruments is the Malaysian External Trade Agency (MATRADE), which promotes exports and provides consultations to companies on international trade. The country also has an export credit system that enables small and medium-sized enterprises to obtain financing for international trade.

In addition, Malaysia actively encourages foreign investment, especially in the high-tech, electronics, energy, and manufacturing industries. Foreign companies investing in these sectors receive numerous tax breaks and other financial incentives.

Malaysia's foreign trade regulatory system includes several key institutions:

1. The Ministry of International Trade and Industry of Malaysia (MITI) is the main body responsible for the development and implementation of foreign trade and investment policy.

2. Malaysian Customs Service - responsible for customs control, enforcement of customs laws and tariffs.

3. The Malaysian Foreign Trade Agency (MATRADE) promotes export development and supports businesses in entering international markets.

4. The Malaysian Investment Development Authority (MIDA) is responsible for supporting foreign investment and industrial development in the country.

These agencies actively cooperate with each other and with the private sector to promote trade and investment.

Malaysia is actively signing free trade agreements with countries in Asia, Europe and the Americas, which helps it increase exports and attract investment. Ukraine also needs to increase the number of such agreements, in particular with countries in the Pacific, Latin America, and Africa, which will help find new markets for Ukrainian products. Expanding trade relations could be an important step in the development of Ukraine's foreign trade.

Malaysia actively supports its exporters through agencies such as MATRADE, which help businesses find new markets, provide advice and information on international trends. Ukraine should create similar agencies or strengthen existing ones to support Ukrainian companies, particularly in the small and medium-sized business sector, which has significant export potential. The creation of financing and credit instruments for small exporters could also help stimulate foreign trade.

Malaysia actively attracts foreign investment by providing tax breaks and other incentives for investors, especially in high-tech industries. Ukraine can also benefit from this experience by creating favorable conditions for foreign investment in key sectors of the economy, such as IT, energy, and agriculture. Investments in these sectors can significantly improve the competitiveness of the Ukrainian economy [247].

Malaysia is an example of a country that has managed to significantly improve its economic situation through effective foreign trade regulation, active conclusion of free trade agreements, simplification of customs procedures and support for exporters. Malaysia's experience is extremely useful for Ukraine, which is seeking to develop its foreign trade activities. Expanding free trade agreements, improving customs procedures, actively supporting exporters, and attracting foreign investment will help

Ukraine strengthen its position in international markets and ensure sustainable economic development.

Over the past decades, *Venezuela* has implemented various mechanisms to regulate its foreign trade relations, which have had a significant impact on its economy.

In 2003, Venezuela introduced strict currency controls, limiting access to foreign currency. This led to the emergence of a black market, where the dollar exchange rate was significantly higher than the official one. In 2018, the government legalised currency exchange in an attempt to attract foreign investment and stabilise the economy.

Venezuela faced international sanctions, in particular from the US, which restricted activities in the oil and gas and gold mining sectors. These sanctions have significantly reduced the country's export capacity and deepened the economic crisis.

Venezuela imposes a value added tax (VAT) on imports and exports of goods and services. The standard rate is 16%, but some goods, such as food, are subject to reduced rates or VAT exemptions [258].

Ukraine could learn from Venezuela's experience in the following areas:

1. Flexible currency policy. Tight currency controls in Venezuela have led to the development of a black market and economic instability. Ukraine should maintain a flexible exchange rate policy that takes into account market realities and prevents illegal exchange operations.

2. Diversification of the economy. Venezuela's dependence on the oil and gas sector has made it vulnerable to external sanctions. Ukraine should strive to diversify its economy by developing different industries and reducing dependence on certain sectors.

3. Transparent tax system. A clear and transparent tax policy helps to attract foreign investment. Ukraine should ensure clear tax conditions for foreign trade partners, which will increase trust and stimulate economic growth.

Venezuela's experience demonstrates the importance of a cautious approach to regulating foreign trade relations. Ukraine should take these lessons into account to develop a sustainable and effective economic policy.

Argentina, as one of the leading economies in South America, has extensive experience in regulating foreign trade relations.

Argentina actively uses various mechanisms to regulate foreign trade, including:

1. Free trade zones. There are free trade zones in Argentina, which are regulated by the relevant legislation. They are focused mainly on imports, where goods are exempt from duties and taxes, as well as tariff and non-tariff restrictions. This helps attract foreign investment and stimulates economic activity in the regions.

2. Simplification of import procedures. In October 2024, the Argentine government announced measures to simplify and speed up trade operations. It abolished the requirement for some import prices to be market-based and fiscal stamps from the AFIP tax agency. These measures are expected to increase the profitability of exporters by 1%, while importers will experience a 1% decrease in profitability.

3. Integration into regional economic associations. Argentina is an active participant in MERCOSUR, the Southern Cone Common Market, which ensures the free movement of goods, services and factors of production between member countries. This contributes to the expansion of markets and integration into the global economy [259].

Ukraine can take into account the Argentine experience in several aspects:

- creation and development of free trade zones, namely, the introduction of special economic zones with preferential taxation and customs regulations can stimulate investment and development of export-oriented industries;

- simplification of customs procedures - reducing bureaucratic obstacles and simplifying import and export procedures will help to increase the competitiveness of Ukrainian enterprises in international markets;

- active participation in regional economic associations: strengthening cooperation with neighbouring countries and participation in regional trade blocs can expand Ukraine's export opportunities and integrate it into global supply chains.

Taking into account the Argentine experience could be an important step for Ukraine on the way to improving its foreign trade policy and increasing the efficiency of its integration into the global economy.

Brazil, as the largest economy in Latin America, has an extensive system of regulation of foreign trade relations aimed at supporting economic growth and integration into the global economy.

The Ministry of Economy of Brazil is responsible for the development and implementation of foreign trade policy. It includes the Secretariat of Foreign Trade, which deals with import and export issues, including the issuance of import licences.

Brazil uses both tariff and non-tariff measures to regulate foreign trade. Tariff measures include the imposition of customs duties on imported goods to protect domestic producers. Non-tariff measures include quotas, technical standards, sanitary and phytosanitary regulations, and anti-dumping measures.

Brazil is an active participant in international economic organisations, such as the World Trade Organisation (WTO), and regional integration associations, such as MERCOSUR. This helps to expand trade opportunities and integrate the country into the global economy.

The Brazilian government is implementing programmes to support exporters, including financial incentives, export credit insurance, and promotion of Brazilian goods on international markets. This helps to increase the competitiveness of domestic producers on the global stage [259].

Brazil's experience can be useful for Ukraine in the following ways:

1. Institutional strengthening. Ukraine should strengthen coordination between government agencies responsible for foreign trade, ensuring a clear division of powers and effective interaction.

2. Balance between protectionism and openness. Like Brazil, Ukraine can use a combination of tariff and non-tariff measures to protect domestic producers while meeting international obligations and promoting integration into the global economy.

3. Active participation in international organisations. Increased participation of Ukraine in international and regional economic associations can open up new markets and promote economic development.

4. Support for exporters. Implementation of export support programmes similar to those in Brazil could help Ukrainian enterprises enter new markets and increase their competitiveness.

Taking into account Brazil's experience in regulating foreign trade relations could help improve Ukraine's trade policy and its integration into the global economy.

The *Republic of South Africa* (RSA) is one of the leading economies on the African continent and an important player in the international arena. Its foreign trade policy is shaped by its membership in various international organisations, such as the World Trade Organisation (WTO) and the African Union. South Africa is actively developing trade with countries in Africa, Europe, Asia and the Americas, seeking to diversify its export markets and attract foreign investment.

South Africa applies a comprehensive approach to foreign trade regulation, which includes:

1. Tariff measures - the imposition of customs tariffs on imported goods to protect domestic producers and stimulate the development of certain sectors of the economy.

2. Non-tariff barriers - introduction of quality standards, technical regulations and sanitary norms to ensure the safety and quality of imported products.

3. Participation in regional economic associations - South Africa is a member of the Southern African Customs Union (SACU) and the Common Market for Eastern and Southern Africa (COMESA), which facilitates trade between member states [260].

Ukraine can use South Africa's experience in several ways:

- expanding markets, South Africa's active participation in regional economic associations has allowed it to expand its markets and strengthen trade ties. Ukraine should strengthen cooperation with neighbouring countries and consider joining regional economic associations;

- export diversification - South Africa is seeking to diversify its exports to reduce dependence on certain product groups. Ukraine should develop different sectors of the economy and support producers in entering new markets;

- attracting foreign investment: South Africa creates a favourable environment for foreign investors, which contributes to the development of the economy. Ukraine should improve its investment climate and ensure transparency of regulatory procedures.

In recent years, Ukraine and South Africa have intensified bilateral cooperation. In April 2021, a trade mission of Ukraine to South Africa took place to discuss opportunities to expand exports of Ukrainian products to African markets. South Africa is seen as an ‘African hub’ that opens up additional opportunities for exports to other countries in the region.

In November 2023, Ukrainian Foreign Minister Dmytro Kuleba held talks with South African Minister of International Relations and Cooperation Naledi Pandor. The parties agreed to intensify cooperation in the areas of digitalisation of public services, food security, and holding a business forum to strengthen economic ties.

South Africa's experience in regulating foreign trade relations and active cooperation between our countries can be an important factor for the development of Ukraine's economy and its integration into the global trading system.

Egypt, as one of the leading economies in Africa and the Middle East, has a unique approach to foreign trade regulation that may be useful for Ukraine.

Egypt's trade policy is based on the Constitution, laws and other regulations that take into account the generally accepted principles and norms of international law. This ensures stability and predictability in the country's foreign economic relations.

One of the key regulatory instruments is the customs tariff. Egypt periodically reviews its customs rates to stimulate the economy and attract foreign investment. For example, changes were made that led to a reduction in the weighted average customs tariff from 9% to a lower level, which contributed to trade liberalisation and increased the competitiveness of Egyptian goods in international markets.

In addition, Egypt is actively entering into international trade agreements and is a member of various economic associations, which allows it to expand its markets and attract new partners. This includes participation in organisations such as the World Trade Organisation (WTO) and the African Union [261].

Egypt's experience is useful for Ukraine:

- customs tariff reform - the reduction of customs tariffs in Egypt has shown a positive impact on the economy, stimulating imports of necessary goods and technologies, as well as promoting exports. Ukraine could consider optimising its customs tariffs to support domestic producers and attract foreign investment.

- participation in international economic associations and Egypt's active integration into international economic structures has allowed the country to expand its trade horizons. Ukraine, as a member of various international organisations, can strengthen its participation in them and conclude new free trade agreements to diversify its markets.

- trade facilitation - Egypt has implemented measures to simplify customs procedures and reduce bureaucratic obstacles, making it easier to do business. Ukraine could learn from this experience to improve its business climate and increase its attractiveness to investors.

- infrastructure development. Egypt's investments in transport and logistics infrastructure have helped boost trade. Given its favourable geographical location, Ukraine could invest in modernising its transport corridors to increase its transit potential.

The use of Egypt's positive experience in regulating foreign trade relations could contribute to Ukraine's economic development, increase its competitiveness in the international arena, and improve the welfare of its population.

Analysis of international experience allows us to identify several key aspects that may be useful for Ukraine in improving its foreign trade policy:

- strengthening state support for exporters: providing financial incentives, insurance of export operations, development of export credit instruments - the experience of China, Germany, the UAE, Singapore, the USA, and Turkey;

- harmonisation of standards with the EU to improve access to international markets;

- optimisation of customs policy - effective use of duties and tariffs to support domestic producers - experience of the UK, Egypt, South Africa and Japan;

- support for high-tech sectors - the experience of Malaysia, South Korea and Saudi Arabia shows that government support for start-ups and innovative enterprises promotes technology exports;

- development of agricultural exports - following the example of Australia, Argentina, Brazil, Indonesia, Canada and New Zealand, it is necessary to develop quality standards and support local product brands;

- investing in industrial clusters - following the example of Mexico, free economic zones should be strengthened and investors should be attracted to production;

- support for small and medium-sized businesses in entering international markets - the model of Italy, Poland and the Czech Republic;

- development of environmental innovations - Sweden's model;

- development of pharmaceutical exports - the Indian model of development;

- application of free trade agreements - the experience of Vietnam and Israel confirms their effectiveness in stimulating exports.

Implementation of effective practices of international experience in foreign trade regulation will help Ukraine strengthen its position in the global market and ensure sustainable economic development.