CONNECTING GULF DEMAND TO BELARUSIAN SUPPLY

From dairy to timber, BUCE streamlines trade between Belarus and the Gulf

As Gulf companies diversify suppliers and logistics routes, platforms that connect buyers directly with producers are becoming increasingly important, among them the Belarusian Universal Commodity Exchange (BUCE).

Far from being a traditional exchange in the financial sense, BUCE functions as a large-scale electronic marketplace for real commodities: dairy products, vegetable oils, feed additives, sugar, timber, metals and other industrial and agricultural goods.

For companies in the UAE and wider Gulf region, the platform provides direct access to verified producers – an increasingly valuable advantage in modern trade.

CUTTING OUT THE MIDDLE LAYER

One of the persistent challenges in commodity trading is the number of intermediaries separating buyers from manufacturers. Every additional layer adds cost, delays and uncertainty. BUCE was designed to simplify that process.

Through the platform, buyers can purchase directly from Belarusian producers or authorised suppliers using a transparent electronic trading mechanism with market-based pricing and documented contracts.

For importers, this provides greater clarity on product origin, pricing, delivery obligations and supplier verification. This is particularly important in sectors where consistency and traceability are critical, especially food products.

A GROWING FOOD SUPPLY CHANNEL

Agricultural products have become one of the most active areas of trade between Belarus and the Gulf region. Belarus is already a major exporter of dairy products, including skimmed milk powder, butter and whey powder – commodities that continue seeing steady demand across the Middle East.

The UAE has become one of the key regional buyers, while Belarus continues expanding halal-certified production to meet Gulf market demand. The UAE companies have been particularly active in dairy procurement, with more than 50 buyers already operating on the platform and trading volumes in 2026 already nearing $100 million (Dh367.25 million). Gulf buyers are also showing growing interest in Belarusian rapeseed oil, beet sugar and feed additives for livestock and poultry farming. In a region where food security remains high on the agenda, diversified sourcing channels are becoming increasingly important.

TIMBER, METALS AND INDUSTRIAL DEMAND

Agriculture, however, is only part of the broader trade picture. Belarus is also among the region's established suppliers of timber and wood-processing products – materials that remain in demand across Gulf construction and interior design sectors.

Belarusian sawn timber is valued for its consistent quality and competitive pricing, while industrial exports such as steel products and construction materials are also attracting growing interest amid continuing infrastructure development across the Gulf.

For procurement companies managing large-scale projects, transparent pricing and stable supply channels are becoming increasingly valuable.

WHY THE UAE MATTERS

The UAE's role extends far beyond that of a destination market. The country's logistics infrastructure and re-export ecosystem make it an ideal commercial bridge between Belarus and wider markets across Africa, South Asia and the Middle East.

For Belarusian exporters, this significantly expands market reach. For UAE-based trading companies, it creates opportunities to integrate Belarusian commodities into existing regional supply chains.

BEYOND TRADITIONAL TRADE

What makes BUCE increasingly relevant to Gulf businesses is the access it provides – to Belarusian manufacturers, Eurasian supply chains and essential industrial and agricultural commodities. In a world where supply chains continue to evolve, the ability to source directly, transparently and efficiently is becoming not just an advantage, but increasingly a necessity. ●