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## EXPANSION OF LOGISTICS CAPABILITIES OF THE SOUTHERN GATE OF THE REPUBLIC OF ARMENIA AND ASSESSMENT OF ECONOMIC EFFICIENCY

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### ABSTRACT

Many problems and challenges are still relevant in the logistics system of the Republic of Armenia. Based on the geographical location of the country, the transport costs of the Republic of Armenia are considered one of the highest in the world, which is due to the blockade of land roads with neighboring countries to the east and west and the lack of access to the sea. The identification and application of the logistical possibilities of the Armenian-Iranian border will not only be of vital importance in the expansion of trade between the two countries, but will also greatly contribute to the development of trade with some large Asian countries and promote the use of new alternative routes.

Thus, the article proposes to expand the volume of foreign trade of Armenia, particularly with China, India, and the United Arab Emirates, through the Iranian ports of Bandar Abbas and Chabahar. It is also proposed to use Iran's Caspian Sea port of Enzeli as an alternative route, through which a significant amount of cargo will be transported in both directions to the Russian Federation and Kazakhstan. In the article, the task of evaluating the effectiveness of the proposed roads from an economic point of view is also set.

**Keywords:** transportation costs, southern gate of the RA, ports, alternative route, LPI-score.

### Introduction

Currently, the majority of RA's foreign trade volumes pass through the Upper Lars land checkpoint, which is overloaded all year round and very often cannot fully support the volumes of export and import of local agricultural products and other products. In recent years, the trade turnover with the Islamic Republic of Iran, the country's southern neighbor, has registered a considerable increase, but energy carriers and construction products have been the predominant part of the turnover. In terms of agricultural products, the volumes of Armenian-Iranian trade continue to remain relatively the same, the main reason for which is the strict restrictions

imposed on the Iranian market. At the same time, the Republic of Armenia is one of the countries with a unique land border with Iran, which creates a connection with the EAEU countries. According to the data of 2020–2022, the weight of Armenia as a transit country in EAEU-Iran trade was about 9.3%.

The frequent disruptions of the Upper Lars checkpoint are caused by various circumstances and repeatedly cause delays in the deadlines for cargo transportation. The latter has a significant impact on the activities of RA resident business entities that are engaged in the production and export of agricultural products. Thus, it should be stated that the agro-logistics system in the Republic of Armenia is at an extremely vulnerable level, where violations of the terms of transportation of agricultural production cargoes cause significant losses. In this case, the identification and application of new alternative routes becomes a vital necessity, through which the volumes of agricultural goods exported and imported through the Upper Lars checkpoint will be reduced.

### Analysis

The high cost of transportation and the unpredictability of the duration of cargo transportation are two of the main indicators that hinder the development of the logistics system of the Republic of Armenia. As it is known, the transport costs of RA are considered the highest in the region, the main reason for which is the existence of trade circulation with only two of the neighboring countries and the fact that the types of transport are not diverse in the total volume of cargo circulation.

Based on the state of development of the transport infrastructure of the Republic of Armenia, it should be noted that cargo transportation in the RA is mainly carried out by land, particularly by road. At the same time, as of 2022, about 70% of the total is accounted for by automobiles within the republic. Despite the underdeveloped railway transport in RA, in recent years, around 19% of the total cargo was transported to Georgia and vice versa. In particular, grain (wheat, barley, corn, etc.), as well as industrial goods (coal, cement, minerals, etc.), were exported and imported by railway.

*Table 1. Share of Cargo Transportation by Separate Types of Transport in Total Volume of Cargo Transportation in RA, 2018–2022(%) [3].*

Year	2018	2019	2020	2021	2022
<b>Transport-total</b>	100	100	100	100	100
<b>Railroad</b>	9.9	21.8	21.5	18.1	18.3
<b>Motor vehicles</b>	84.0	65.6	65.8	70.0	70.5
<b>Air</b>	0.1	0.1	0.1	0.1	0.1
<b>Trunk Pipeline</b>	6.0	12.5	12.6	11.8	11.1

Analyzing the general cargo transportation data of the Republic of Armenia for the years 2018–2022 (Table 1), it should be noted that the volume of cargo transported by automobile transport has decreased by about 15% in recent years, the main reason for which was the pandemic-related epidemic in 2019–2020 the closure of the borders, as well as the decline in the volume of trade turnover to Europe caused by the ongoing Russian-Ukrainian war from 2022 until today. In particular, in 2022, 13.2 million tons of cargo were transported by road transport, which is about 1 million tons less than the indicators recorded in 2018.

The data of RA cargo transportation for 2018–2022 also show that the shares of goods exported and imported by railway transport were on average 15 and 24%, respectively, and in the case of road transport, 6 and 25%. During the last 5 reporting years, the volume of cargo transported by air almost did not change and was 20,000 tons on average, or only 0.1% of the total cargo volume of the republic. The low volume of cargo transportation by air is due exclusively to the high cost of the latter transportation. Quite expensive and low-volume cargoes are mainly transported by this route, and the export volumes of cargo transportation by air transport in RA exceed the import volumes.

According to the most famous indicator calculated by the World Bank, which comprehensively characterizes the logistics sector, the logistics efficiency index (LPI), the logistics efficiency index in the Republic of Armenia was 2.5 out of a maximum of 5 points, occupying the 97th place out of 139 countries. The latter is evidence of the fact that the logistics costs of RA are considered quite high on a global scale, and the terms of transportation are extremely unstable. In addition to the above indicators, the index of logistics efficiency is also compiled based on problematic international cargo transportation, the quality of transport and trade infrastructure, the quality of logistics services, as well as the ability to track and control the movement of cargo [9]. Comparing RA LPI indicators with neighboring countries, it becomes clear that it is inferior to Georgia by 0.2, Russia by 0.1, Turkey by 0.9 and only surpasses Iran by 0.2. The indicator of low logistic efficiency of the latter is determined by the fact that it is under strict restrictions from dozens of countries.

Based on the rather low LPI indicators of the Republic of Armenia, a number of foreign medium and large business entities do not take the risk to carry out their trade in the RA, and thus the inefficient logistics system of the country is an obstacle to the overall development of the agro-logistics system and the country's economy in general.

The Meghri checkpoint, which is the southern gate of the Republic of Armenia, is currently not very congested, and its potential capacity will allow 2–3 times to increase the volume of the country's foreign trade with large Asian countries. As of 2023, the foreign trade turnover of the Republic of Armenia with Asian countries recorded significant growth compared to the figures of the previous two reporting

years. In particular, in 2023, the volume of exports to China increased by 8%, and imports from China grew by 93% compared to 2021 data. Significant growth was also recorded in foreign trade indicators with neighboring Iran, where in 2023, total exports amounted to 94.5 million USD, while imports reached around 600 million USD. It should also be noted that, in contrast to the recent growth of foreign trade volumes with Iran and China, Armenia's exports to India have decreased by 73%, while imports from India have increased nearly fourfold (see Table 2).

*Table 2. Armenia's Foreign Trade with Some Countries in 2021–2023 (million USD) [4].*

Country	Export			Import		
	2021	2022	2023	2021	2022	2023
<b>Iran</b>	65.5	110.3	94.5	437.9	599.8	597.9
<b>China</b>	393.1	369.5	425.3	867.6	1383.6	1676.9
<b>India</b>	126.6	99.4	34.5	89.4	259.2	349.8
<b>UAE</b>	74.3	534.1	2224.3	37.2	59.0	73.5

The Republic of Armenia maintains close and large-scale economic relations with Middle Eastern countries, particularly with the United Arab Emirates (UAE). Specifically, as of 2023, Armenia's export volumes to the UAE increased almost 30 times, which is an exceptional indicator for the country's foreign trade. This unprecedented growth is considered one of the leading export achievements of Armenia in recent years.

It is important to clearly distinguish imported goods in Armenia by country of origin and country of export. The country of origin refers to where the goods were actually produced or processed, while the country of export refers to intermediary or re-exporting countries from which the goods were shipped or sold. These two forms of imports generally differ in terms of customs duties, trade sanctions, or preferential trade agreements.

In the aforementioned table, the import data are based on the export volumes from countries of origin to Armenia. It is noteworthy that the import volumes from the Islamic Republic of Iran and the United Arab Emirates as transit countries significantly exceed the import scales based on the actual countries of origin. Moreover, through Iran's territory, Armenia mainly imports goods originating from China, India, the UAE, and several Southeast Asian countries, including Malaysia, Indonesia, and Thailand.

It is noteworthy that the logistic connection with China and India, among the major Asian states, is mainly carried out by land routes. Cargo transportation to China and India and vice versa is mostly carried out through the Upper Lars crossing, despite the fact that the duration of cargo transportation and the length of the road through the sea route are reduced by thousands of kilometers. However, a certain amount of foreign cargo transportation with the mentioned countries is carried

out by sea. In particular, the Iranian port of Bandar Abbas is used, from where the cargo is transported by ferries to the nearest Indian ports.

A significant amount of cargo entering through the southern gate of the Republic of Armenia is currently transported by ferries, and in this case, Iran is considered a transit zone for goods imported to and exported from Armenia. In recent years, the volume of cargo circulating through the Iranian port of Bandar Abbas has increased significantly, which is mainly due to the increase in trade with Arab countries. In particular, in 2022, the volumes of agricultural fruits and vegetables exported to the UAE increased by more than 5 times compared to 2020. It should also be noted that in terms of duration of transportation, cargoes transported to the UAE and in the opposite direction arrive in 5–7 days, which also includes the period of transportation by ferry. At present, the ferries of the Iranian operator are used for transporting Armenian cargo, which, unlike the prices offered by the European operators in the Georgian ports of Poti and Batumi, are much more affordable.

The uninterrupted operation of the Armenian-Iranian checkpoint still does not confirm the fact that cargo transports arrive without a problem before entering the Iranian territory. The point is that the southern interstate highway of the Republic of Armenia is full of hard-to-pass bends, the road sections from Tatev to Kapan and from Kajaran to Meghri are definitely an obstacle for trucks in Syunik province. In severe winter weather conditions, most of the time, due to heavy snowfall, the mentioned road sections become impassable, thus, the time periods of transporting goods in the process of delivering to the addressee are extended, and also cause too many road traffic accidents. As a result of the mentioned obstacles, the logistics costs during the foreign trade circulation through the southern gate have become more expensive.

According to the resolution of the Republic of Armenia N 870-A of 2020, the investment program of the north-south road corridor was developed and then approved by the decision of the Republic of Armenia N 1564-A of 2021, which also includes the approval of the investment program of the Sisian-Kajaran road section [2]. According to the decision, it is planned to complete the construction of 60 kilometers of the Sisian-Qajaran road section by 2030, which will shorten the existing 118 kilometers of the road and increase the current average speed of cars from 50 to 100 km/h. A total of 9 tunnels and 27 bridges will be built during the construction of this road section, which will also ensure road safety and bypass the above-mentioned dangerous bends [1].

The project of the newly constructed road section Sisian-Kajaran is generally included in the project of the approximately 500 km long highway of north-south regional significance of the Republic of Armenia. The mentioned highway will stretch from the Meghri checkpoint to the Armenian-Georgian border, thanks to which Armenia will become a transit country for international transport corridors.

Map 1. North-South Highway of Regional Importance.



The construction of the north-south interstate highway started in 2012 from the Yerevan-Gyumri section, for the construction of which a loan of 1 billion dollars was provided by the Asian Bank. In 2016–2017, the RA government rejected the Chinese government's offer to start and complete the construction of the Sisian-Kajaran section in 48 months. Then, in 2020–21, the RA government undertook a new attempt to build the Sisian-Kajaran section, but in this case, the 2 billion euros promised by the EU were not financed. At the end of the year, a new tender will be announced, where it is planned to divide the Sisian-Kajaran section into 3 parts, in order to complete the construction works as soon as possible. Thus, the dates of construction of the north-south highway, which has been delayed for more than 12 years, are still unknown, and it is planned that it will continue until 2030.

Based on the fact that the construction and operation of the above-mentioned highways of interstate importance will still take several years, it is proposed to temporarily use the recently reconstructed Kapan-Shvanidzor-Meghri 94-kilometer alternative road for goods transported through the southern gate of the Republic of Armenia. This strategically important road, which is planned as an alternative to the existing Kapan-Kajaran-Meghri interstate highway, will allow bypassing the high (2535 m) mountain chain of Meghri, where roads become impassable for trucks for almost 6 months. At the same time, it should be noted that the Kapan-

Shvanidzor-Meghri highway is more than 20 kilometers or 30 minutes longer than the currently operated Kapan-Kajaran-Meghri interstate road, but in the cold months, it will greatly contribute to the smooth transportation of goods imported to and exported from Armenia. The use of the proposed alternative road will also allow the development of a number of infrastructures (restaurants, cafes, guest houses, motels, etc.) along the highway stretching from Kapan to Shvanidzor (especially in the Tsav-Shvanidzor section).

Observing the geographical position of the Republic of Armenia from a global perspective, the importance of our country's land roads in international logistics becomes clear. The use of RA highways as a transit zone has been repeatedly discussed in joint conferences with the Russian Federation, Iran, and India within the framework of the North-South International Transport Corridor project. The aim of the project is to ensure the transport connection between the Baltic countries and India through Iran. The north-south transport direction allows for a reduction of the cargo transportation time and logistics costs by more than 2 times, which replaces the sea route through the Suez Canal. It is true that the course of the north-south route has been interrupted in recent years, which is due to the restrictions on Russia and the closing of interstate borders by a number of countries (including the Baltic countries) as a result of the ongoing Russian-Ukrainian war. However, the provision of goods transported from India to the Russian Federation and European countries, where the Republic of Armenia has an advantageous position, remains relevant.

### **Suggestions**

Within the framework of the expansion of the logistical possibilities of the southern gate of RA, it is proposed to use the Iranian port of Enzeli on the Caspian Sea, which will ensure the transportation of Armenian cargo to the Russian port of Makhachkala, as well as to other EAEU member states. It's no secret that sea cargo transportation is considered one of the most affordable in the world, which ensures the process of cargo delivery to its recipients in a safer and more precise time frame than land transportation. Back in 1993, when all highways in Georgia were blocked, the Astrakhan-Enzeli port connection was used to import grain from the Russian Federation through Iran. About 1400 trucks and dozens of ferries were operated to ensure uninterrupted cargo transportation. Currently, India and Iran carry out a significant part of their foreign trade transportation with the Russian Federation through their own ferries, which ensure the connection between the Indian port of Mumbai, Iranian ports of Chabahar, Bandar Abbas, and Enzeli, and the Russian port of Makhachkala. The Armenian-Iranian friendly and day-by-day developing relations create ample opportunities to ensure the transfer of a certain part of Armenia's trade turnover to the Russian Federation, Kazakhstan, Turkmenistan, and other Caspian countries through Iranian operators. The latter will not only provide

an opportunity to develop the logistical capabilities of the Armenian-Iranian border, but also, to some extent, will reduce the volume of cargo transported through the Upper Lars and help to get rid of truck queues that often reach dozens of kilometers at the Georgian-Russian border.

As already mentioned in the previous paper, cargoes of Armenian importance moving through the Upper Lars sometimes reach Moscow within a week [12]. At the same time, the cargo transported through the proposed Armenian-Iranian border, which will pass through the Yerevan-Meghri-Gila, Makhachkala-Moscow land and Enzeli-Makhachkala waterways, will require 5–6 days to deliver it from Yerevan to Moscow. The approximate calculation of transportation time and cost from Yerevan to Moscow via the Caspian Sea can be based on three main stages:

**Stage 1: Yerevan → Iranian Port (Enzali Port) – Land Route**

**Average distance:** ~ 850–1000 km

**Transit time:** ~ 1.5–2 days (depending on customs procedures in Iran and the specific route)

**Cost:** ~ \$1,000–\$1,500 per truck

**Stage 2: Iran → Russia via Caspian Sea Ferry (Enzali → Astrakhan or Makhachkala)**

**Sea route distance:** ~ 400–600 km

**Transit time:** ~ 1.5–2 days (depending on the vessel type and weather conditions)

**Cost:** ~ \$1,000–\$1,400 per truck (with a 20-ton capacity)

**Stage 3: Russian Port (Astrakhan or Makhachkala) → Moscow – Land Route**

**Average distance:** ~ 1,500–1,600 km

**Transit time:** ~ 2 days

**Cost:** ~ \$1,500–\$2,000

Based on the average cost and transit time indicators for the possible implementation of freight transportation from Yerevan to Moscow via the Caspian Sea, it can be stated that the average cost of cargo transported through this alternative route will amount to approximately \$3,500–\$5,000 USD, while the transit time will take around 5–6 days. The calculation of transportation time and costs is based on several key factors, including the distance, the type of transport, the transportation stages, and average market rates.

For land transportation time calculations, the total distance is divided by the average speed over that route. The average speed is highly dependent on the country, road conditions, and infrastructure quality. For instance, In Russia and Europe, the average speed for freight transportation is 700–900 km/day; in Armenia, neighboring Georgia, and Iran, the average speed ranges from 500–700 km/day [6]. In

complex, mountainous, and difficult terrains, the average daily distance for cargo transportation is typically around 400–500 km.

Sea freight transportation time is calculated using the same method as land transportation, but in this case, the average speed of the vessel is considered [7]. The average speed of ferries depends on their type and can range from 300 to 800 kilometers per day. When using high-speed cargo vessels, freight from Enzali Port to Makhachkala can be delivered within one day, which can significantly accelerate freight transportation from Yerevan to Moscow via this route.

Finally, regarding freight transportation costs, calculations are based on average market rates, depending on the type of cargo and mode of transport. For land transportation, the average cost of a standard 20-ton capacity truck per kilometer is \$1.5–\$2.5, and for refrigerated trucks, the rate increases to \$2.5–\$4 per kilometer. For sea freight transportation, pricing is determined based on the size of the container or truck. In the Caspian Sea, the average cost of cargo transportation is approximately \$50–\$70 per ton.

To complete the calculation of transportation through this route, it is also necessary to consider potential customs delays at border crossings, which can sometimes last up to one full day. When comparing transportation from Yerevan to Moscow via Georgia with the proposed bimodal route through Iranian ports, it can be stated that the latter becomes more affordable and faster in cases when long queues at the Upper Lars border crossing stretch for tens of kilometers and road conditions worsen due to weather conditions. Under such circumstances, transit times often reach or exceed one week, while the cost of overland transportation can amount to \$4,000–\$5,000.

In this case, only Iranian logistic operators will be used for cargo export from Armenia and import to Armenia, whose proposed tariffs are expected to be much lower than the prevailing market rates, as state-level cooperation between Armenia and Iran in this matter is anticipated to guarantee a certain volume of Armenia's trade turnover, which in turn will ensure the continuous operation of Iranian ferries.

When comparing the current route for transporting goods from Yerevan to Russia and other EAEU countries with the proposed Armenia-Iran-Russia transit corridor, it should be noted that the bimodal transportation option through Iran exceeds the traditional overland route via Upper Lars by several hundred kilometers. From a time perspective, considering the overloaded conditions and complex climatic challenges at the Russian-Georgian border, cargo transportation via the Caspian Sea can be completed 1–2 days faster. Given that such disruptions at the Upper Lars border are frequent, the use of the proposed route is expected to be in high demand. This alternative route becomes even more optimal and profitable when exporting goods from Armenia to Central Asian countries, such as Kazakhstan, Tajikistan, Uzbekistan, and others.

Finally, from an economic perspective, transportation via the Caspian Sea to Russia, particularly to the Moscow region, can be more affordable than the traditional overland route, especially during periods of severe congestion. As is well known, such conditions lead to increased fuel consumption as trucks idle to preserve perishable goods, along with additional social costs related to ensuring the driver's accommodation. Thus, under normal weather conditions and moderate traffic at the Russian-Georgian border, overland transportation costs to Moscow typically range between \$2,500–\$3,500, while in force majeure situations, costs can reach up to \$5,000.

The Government of the Republic of Armenia has repeatedly stated in recent years that India is of great importance for our country in the context of multi-sectoral cooperation. In October 2023, within the framework of the 3rd World Maritime Summit in India, a number of issues regarding the involvement of the Indian side in the Gyumri “dry port” program and the development of logistics opportunities between the two countries were discussed. An agreement was reached with the Indian side to carry out a test-drive of containers from India to Armenia using ferries, as a result of which an interdepartmental working group was created under the leadership of the Minister of Economy of the Republic of Armenia, the purpose of which was to discuss the issues of becoming an operator in the Iranian port of Chabahar and launching a multimodal high-speed route for international cargo transportation [5].

The expansion of the volume of foreign trade of the Republic of Armenia with India also derives from the latter's interests. The point is that in recent years, India has played an active role in the reconstruction of the Iranian port of Chabahar, which is considered an extremely important destination for the north-south trade hub. Indian investment in Chabahar Port pursues both strategic and economic objectives. In particular, through the Iranian port, India creates direct trade links with Central Asia, the Middle East and the Caucasus countries. India also aims to counteract China's influence in the region through such investments. The Indian side aims to maintain its geopolitical interests and ensure regional connectivity through the Mumbai-Chabahar ports [10]. The goal of the Indian side is to diversify the volume of cargo transported from Asia to Europe, Central Asian countries and the Middle East, which, as is known, is currently mainly transported through the Chinese Silk Road. The latter, through railway cargo transportation, from China, crossing the borders of Central Asian countries, creates a commercial connection with Kazakhstan, Russia, Kuwait, Turkey and a number of European countries (see map 2).

*Map 2. Chinese Silk Road Versus Indian North-South Project.*



It is extremely important for both the Islamic Republic of Iran and India to operate the North-South road as soon as possible. It should be noted that, first of all, the north-south water and land route will strengthen the strategic positions of both countries in terms of trade circulation from the east to Europe [8]. In the Caucasus region, there are two interstate junctions from Iran to Europe and the Russian Federation, which pass through the territories of Armenia and Azerbaijan. On the one hand, Azerbaijan and Iran have been building the 180-kilometer Resht-Astara railway since 2013, with the aim of ensuring the railway connection between Iran and Russia and making it the main part of the North-South transport corridor [11]. On the other hand, since 2020, Iran has given too much importance to the interstate border with the Republic of Armenia and trade and economic relations between the two countries, and aims to use Armenian highways on a large scale to reach Europe and Russia. Iran's main goal in this matter is to provide an alternative route through Armenia, which will oppose the transportation of goods to Europe and Russia through Turkey and Azerbaijan.

As is well known, Armenia's trade turnover with India and China is currently carried out primarily through Iran's Bandar Abbas and Georgia's Poti ports, from where the cargo is transported by land to Armenia. Considering the vast distances from both China and India to Armenia, as well as the presence of multiple transit countries along the transportation routes, goods typically reach their destination within 25–35 days via the Mumbai–Bandar Abbas–Armenia and Shanghai,

Ningbo, Shenzhen–Bandar Abbas–Armenia bimodal transport routes. The transit times for cargo shipments from India and China to Georgia's Poti port vary around 30–40 days and 40–45 days, respectively.

From an economic perspective, Armenia's trade turnover with both China and India is currently more cost-effective through Iran's Bandar Abbas port, as it is considered the shortest existing route for both countries. The standard freight rate for transporting a 20-ton shipment via ferry from Mumbai to Bandar Abbas is approximately \$1,500–\$2,500, while from Chinese ports to Bandar Abbas, it ranges from \$2,500–\$3,500. Based on the above-mentioned sea freight rates, calculations and trials have shown that shipments from Chinese and Indian ports to Iran's Chabahar port can reduce transportation costs by 20–30%, or by up to \$1,000. At the same time, considering that Chabahar port is less congested compared to Bandar Abbas, it is also possible to reduce export and import times from these major Asian countries by 3–5 days.

## **Conclusion**

To sum up, it should be stated that the prospects for expanding the logistics capabilities of the southern gate of the Republic of Armenia are diverse and their implementation will help to increase the economic efficiency in the country's foreign trade, as well as the discovery of new markets both in large Asian countries and in a number of countries in the Middle East. The final construction of the interstate north-south highway from Bavra to Agarak will greatly contribute to the transfer of part of the volume of interstate cargo from India to the Russian Federation and Europe through the land roads of the Republic of Armenia, where our country will be a transit zone for third countries.

At the same time, against the backdrop of significant growth in trade between the Republic of Armenia and China and India in recent years, there is an opportunity to utilize an additional transport corridor. This route would not only reduce transportation costs and delivery times, but would also open access to new markets for Armenia in terms of economic cooperation and enhance the country's role in international trade.

Finally, the potential throughput of the Meghri checkpoint, which is the southern gateway of RA, provides an opportunity to reduce to some extent the volume of goods transported through the Upper Lars to the Russian Federation and EAEU member states. In particular, using the Iranian port of Enzeli on the Caspian Sea, it will be possible to deliver goods exported from Armenia to Moscow or various regions of the Russian Federation within 5–6 days. This recommendation will be even more important in the cold months, when the roads of Upper Lars will again become difficult to pass and the queues of trucks will exceed tens of kilometers. The export and import of agricultural goods through the Caspian Sea will make this transport route quite attractive for both foreign and RA resident business entities.

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**РАСШИРЕНИЕ ЛОГИСТИЧЕСКИХ ВОЗМОЖНОСТЕЙ  
ЮЖНЫХ ВОРОТ РЕСПУБЛИКИ АРМЕНИЯ И ОЦЕНКА  
ЭКОНОМИЧЕСКОЙ ЭФФЕКТИВНОСТИ**

*Т.А. Глидзян*

**АННОТАЦИЯ**

В данной статье речь идет о том, что в логистической системе Республики Армения по-прежнему актуальны многие проблемы и вызовы. Исходя из географического положения страны, транспортные издержки Республики Армения считаются одними из самых высоких в мире, что обусловлено блокадой сухопутных дорог с соседними странами на востоке и западе и отсутствием выхода к морю. Выявление и использование логистических возможностей армяно-иранской границы не только будет иметь жизненно важное значение в расширении торговли между двумя странами, но и будет в значительной степени способствовать развитию торговли с некоторыми

крупными азиатскими странами и способствовать использованию новых альтернативных маршрутов.

Так, в статье предлагается расширить объем внешней торговли Армении, в частности, с Китаем, Индией и Объединенными Арабскими Эмиратами через иранские порты Бандар-Аббас и Чабахар. Также предлагается использовать в качестве альтернативного маршрута иранский порт Энзели на Каспийском море, через который будет транспортироваться значительный объем грузов в обоих направлениях в Российскую Федерацию и Казахстан. В статье также ставится задача оценки эффективности предлагаемых дорог с экономической точки зрения.

**Ключевые слова:** транспортные расходы, южные ворота РА, порты, альтернативный маршрут, индекс LPI.