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CURRENT TRENDS IN THE DEVELOPMENT OF INTERNATIONAL TRADE IN AGRICULTURAL PRODUCTS IN UZBEKISTAN

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Abstract

The article discusses the development of exports and imports of agricultural products in Uzbekistan, exporting and importing countries, as well as export-oriented types of products, as well as the importance of marketing strategy in promoting domestic products to world markets.

Keywords: *Export, import, potential, fruits, vegetables, marketing, quality, trade, organic products, labeling, certification.*

Introduction. Imports and exports are important components of international trade and economic development of a country. Exports and imports are key factors in a country's economic growth and prosperity, especially in the context of the globalization of the world economy and increased competition in international markets. The importance of developing export and import activities in Uzbekistan is explained by several factors:

- this motivates the improvement of production in the production of high-quality products and meet the consumer requirements of the global market;

-export and import provide the supply of foreign currency, which is so necessary for modernizing the spheres of material production and infrastructure, improving the quality of products;

- this helps create new jobs and increase incomes of the population.

The methodology of this article is based on the use of legislative materials, the method of extrapolation and generalization of opinions, comparative analysis of information material, international standards, etc.

Analysis and results. The agricultural industry is actively involved in increasing the export potential of Uzbekistan, supplying fresh and processed fruits and vegetables, organic raw cotton, cotton products, astrakhan astrakhan, etc. to the world market . An important aspect of developing the export and import of agricultural products is attracting foreign investment in the country's agricultural sector . Foreign investors can make a significant contribution to the modernization and development of production technologies, improving the quality and competitiveness of agricultural products.

It should be noted that the development of exports and imports of products should be based on sustainable development, taking into account environmental, social and economic aspects. It is necessary to develop environmentally friendly production, take into account the needs of the local population, and ensure the social responsibility of business. This approach can contribute to improving the lives of local people, preserving the environment and sustainable economic development.

State regulation of foreign economic activity is an important tool for managing the state's economy. In Uzbekistan, foreign trade activities are regulated by the Ministry of Investment and Foreign Trade and are carried out in accordance with the principles of openness, free competition and fairness.

One of the main tasks of state regulation of foreign economic activity is to ensure the economic security of the state. To achieve this, various regulatory mechanisms are used, such as the establishment of customs duties, quotas and other restrictions on the import and export of goods, as well as subsidies for the export and import of certain goods.

State regulation is aimed at supporting national industry and the agricultural sector, as well as stimulating the export of domestic products. In particular, the government actively cooperates with international financial organizations such as the International Monetary Fund, the World Bank and the European Bank for Reconstruction and Development to obtain financial support related to the development of exports and imports. In addition, the government provides various tax and financial incentives for exporters, and also provides assistance in promoting agricultural products in foreign markets, including organizing exhibitions and fairs, participating in international trade missions and other events. The country has several large trading platforms, such as the Trade House of Uzbekistan in Moscow, the Uzexpocenter exhibition center in Tashkent, as well as many local fairs throughout the country.

State regulation of foreign economic activity in Uzbekistan is aimed at creating favorable conditions for the development of export-oriented industries and strengthening the country's position in the international arena. At the same time, the main emphasis is on improving infrastructure, increasing productivity and product quality, supporting innovative developments, as well as creating an effective system of government regulation and control over the implementation of established tasks. [1]

At the present stage, Uzbekistan successfully exports fruits and vegetables . Uzbekistan is known for its high quality fruits and vegetables such as grapes, pomegranates, peaches, pears, tomatoes, cucumbers and carrots. These products are exported to various countries including Russia, China, Kazakhstan and others.

Based on the results of January-December 2022, the volume of exports of fruits and vegetables amounted to 1,134.3 million US dollars, in physical terms - 1,730.6 thousand tons. The growth rate compared to the same period in 2021 was 18.5%.

The largest share in the export of fruits and vegetables is occupied by grapes (including dried) - 10.9%, tomatoes - 9.4%, mung bean - 9.1%, cherries - 7.4%, cabbage - 7.2%, onions - 5,2%, peaches – 4.0%, melons and watermelons – 3.6%.

As for imports, food supplies remain at a high level: grains and products made from them - $1.07 billion (+28.9%), various food products and drugs - $477.8 million (+67.6%), sugar, sugar products and honey - $558.9 million

(+52.9%), meat and meat products - $318.3 million (+69.8%).

Of the total volume, 74.8% comes from three countries. ***Kazakhstan*** retained first place and increased its share in food supplies to Uzbekistan - $309.7 million (37.8%), ***Russia*** ranks second with $205.2 million (25.1%). ***Brazil*** also remained in third place - $97.5 million worth of food was imported from there, which is 76.6% more than the same period in 2021. Almost all imports are raw cane sugar used for sugar production in Uzbekistan - $91.9 million. Brazil began to supply meat - in three months the volume of imports amounted to 2.84 million dollars. Imports of meat from ***Belarus*** increased 2.3 times - to 27.8 million dollars, imports of potatoes from Pakistan increased almost 9 times compared to the same period last year - 27.2 million dollars. Uzbekistan also imported tangerines from ***Pakistan*** worth $5.5 million (an increase of 2.7 times), bananas from ***Ecuador*** worth $16.9 million (2.2 times), corn from ***Turkey*** worth $2.3 million (3 times).

According to the State Statistics Committee, in January-July 2022, 6.1 thousand tons of fish and seafood worth 11.6 million US dollars were imported to Uzbekistan from 48 foreign countries.



	2021 January-March	2022 January-March
Total:	536,884.8	819,199.6
Kazakhstan	200 140.0	309,730.0
Russia	145,928.3	205,248.5
Brazil	53,355.7	97,506.4
Belarus	15,656.9	34,291.7
Pakistan	5,605.3	33,157.7
Ecuador	7,779.4	16,984.5
Türkiye	9,284.5	14,714.3
China	8,972.7	12,026.9
Iran	7,248.6	11,856.9
Ukraine	15,097.6	10,788.8
Malaysia	7,207.2	8,325.3
France	4,394.7	5,457.0
Poland	5,286.9	5 125.4
Switzerland	3,225.0	4,847.7
India	2,485.1	4,408.8
Other countries	45,216.6	44,729.8

Fig.1 Main countries importing food products (8).

Imports of fish and seafood increased by 1.5 thousand tons compared to the corresponding period last year.

The republic is also increasing its own fish production. According to the Ministry of Agriculture, Uzbekistan tripled fish production compared to 2015 from 59.9 thousand tons to 173.9 thousand tons in 2021. In Uzbekistan in 2022, per capita fish consumption was 5.2 kg . n about 4.9 kg. in 2021(15)

According to FAO forecasts, by 2030 it is planned to increase the level of fish consumption per capita in the world to 21.5 kg . in year.

The main suppliers of fish and seafood to Uzbekistan are: Russia, Vietnam, Norway, Latvia . (Fig.2)

An exclusive role in the development of export-import relations, along with the efforts of states, belongs to marketing activities.

This includes choosing the optimal distribution channels, developing marketing communications, conducting advertising and PR campaigns, participating in exhibitions and fairs, as well as establishing partnerships with distributors and retail chains. Agricultural marketing helps create product awareness and stimulates demand from foreign buyers.

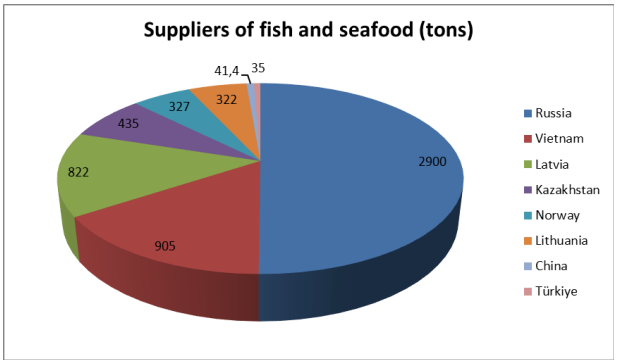


Fig.2 Main exporting countries of fish and seafood

Exhibitions and fairs of agricultural products of Uzbekistan:

- International Fruit and Vegetable Fair

The International Fruit and Vegetable Fair is one of the largest agricultural events in Uzbekistan. It provides an opportunity for local producers to present their fruit and vegetable products and establish business contacts with potential buyers and exporters.

- Uzbekistan AgroExpo

AgroExpo exhibition is an important event in the agricultural industry. It provides an opportunity for agricultural producers to present their products and services to a wide audience. The AgroExpo exhibition also hosts various conferences, seminars and business meetings that contribute to the development of the agricultural sector of Uzbekistan.

- International Cotton and Textile Fair

The International Cotton and Textile Fair is an important event for the textile industry of Uzbekistan. High-quality Uzbek cotton products, as well as technologies and equipment for textile production are presented here. Participation in this fair provides an opportunity to attract foreign partners and expand the export of textile products. In 2022, textile exports accounted for 16.5% of the total exports. Along with the stable export of yarn, finished knitted and sewing products are also successfully exported. The geography of exports expanded to 73 countries instead of 65 in 2021. The main markets for Uzbek textiles remain Russia, Turkey, and Kyrgyzstan. Figure 3 shows the dynamics of exports of textile products (14).

Creating and managing a brand of agricultural products is an integral part of agricultural marketing . A successful agricultural product brand helps establish customer trust, differentiate itself from competitors and create stable demand in the international market. This includes developing a logo, packaging and corporate identity, creating a product image, as well as supporting the brand through marketing communications and interaction with customers.

In conditions of intense globalization and competition in the world market, agricultural marketing is becoming a necessary tool for the successful sale of agricultural products for export. Agricultural producers must actively apply marketing strategies, analyze the market and customer needs, promote their products and build long-term relationships with partners.

DYNAMICS OF EXPORT OF TEXTILE PRODUCTS (for January-December, million US dollars)

	2021	2022
Total:	2,927.4	3,178.0
Cotton yarn	1613.4	1,410.8
Ready-made knitted and sewing products	645.2	928.2
Knitted fabric	242.8	307.7
Other finished textile products, rags	118.1	161.7
Cotton fabrics	131.6	151.4
Silk and silk products	78.1	92.5
Wadding, felt and non-woven materials, rope products	39.7	54.4
Carpets	42.1	43.9



Fig.3 Dynamics of exports of textile products

This is the only way to achieve sustainable growth and succeed in the international agricultural market. To successfully increase the export of domestic agricultural products, Uzbekistan needs to develop cooperation with international partners, improve product quality, comply with international standards and expand the geography of exports. The government of Uzbekistan can also support and stimulate agricultural exports through various programs and investments.

A very important entry into the international market at the moment is the production of organic products. In recent years, Uzbekistan has been actively developing the export of organic agricultural products. The main export partners are the CIS countries, the Middle East and Europe. The Russian Federation, Kazakhstan, Turkey, Germany and the Netherlands are some of the important importers of domestic organic products.

Cotton is one of the key organic products of Uzbekistan, and the country is gradually acquiring the status of a major exporter of organic cotton. Organic cotton from Uzbekistan is in demand on world markets due to its high quality and natural properties.

Organic fruits and vegetables from Uzbekistan also have great potential in the international market. Fruits such as grapes, peaches, pomegranates and dried fruits, as well as vegetables including tomatoes, cucumbers and peppers, are in demand among foreign consumers due to their natural origin and the absence of chemical additives.

Uzbekistan participated in the exhibition of organic products BIOFACH 2022, which took place on July 26-29, 2022 in Nuremberg , Germany. During the dialogue, advice was received on procedures for labeling organic products with the German BIO label, importing organic products into Germany, and their processing or packaging. As a result of the negotiations, it was decided to conclude a mutual agreement and cooperate on the import of Uzbek organic products for the German market. [5]

In the international agricultural market, competition among producing countries is becoming increasingly intense. Consumers choose products based on quality, price and availability. High quality of agricultural products is one of the key factors that make products competitive. Countries that offer high quality products can become market leaders and increase their share of exports. At the same time, they gain advantages over competitors, such as price stability and a better reputation.

The international agricultural market has certain standards and requirements that exported products must meet. This applies to both the physical characteristics of the product (appearance, size, color, etc.) and its quality indicators (nutrient content, safety, etc.).

Improving the quality of agricultural products allows exporting countries

meet international standards and requirements, which gives them access to world markets and increases export potential. For example, exporting many agricultural products to the European Union requires compliance with food safety standards and product identification and traceability systems.

Conclusions. According to Goskomstat data, the volume of foreign trade in 2022 amounted to $50 billion. However, imports significantly exceeded exports. The foreign trade deficit exceeded $11.39 billion. (12) Despite certain export successes, the balance is negative. It is necessary to intensify efforts to improve the competitiveness of products, which is directly related to the quality of agricultural goods and their derivatives, and to search for new niches. To achieve high quality agricultural products, it is necessary to focus on the following aspects:

1 Training and Consultation: Agricultural producers must be informed with innovative production methods and technologies.

2. Quality Control: Strict quality standards must be established and regular quality control must be carried out at all stages of production, from sowing and cultivation to harvesting, packaging and storage.

3. Cooperation between subjects of the agricultural sector. It is important to develop cooperation between farmers, research institutions, fertilizer and crop protection product manufacturers, equipment manufacturers and other participants in the agricultural sector . Joint research and development can help improve product quality and increase its export potential.

4. Certification and labeling: Certification of agricultural products and the use of appropriate labeling are important mechanisms that confirm the quality and safety of products. International certification standards such as ISO and HACCP provide consumer confidence and simplify export processes.

5.Environmentally sustainable production. Using organic methods, minimizing the use of pesticides and chemical fertilizers, and implementing agricultural practices that promote soil fertility and biodiversity help improve product quality and meet the demands of environmentally conscious consumers.

Thus, improving the quality of agricultural products is a key factor in increasing their export potential. Product quality affects consumers, market competitiveness, export earnings and production efficiency. Through training, quality control, the use of modern technologies, cooperation and certification, it is possible to achieve high quality agricultural products and strengthen their position in the global market.

As new niches, you can pay attention to wool processing, the development of the leather industry, etc., which remain, for now, in the shadows. Agriculture consumes more than 80% of fresh water, and its resources are limited. Based on this, in order to maintain export potential in the near future, it is advisable to provide for the development of industrial goods based on agricultural raw materials and to reconsider export priorities.

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