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DEVELOPING AGRICULTURE AND EXPANDING EXPORT OPPORTUNITIES IN OUR COUNTRY

Rasulova Muxabbat Teshabayevna
Senior Lecturer
Tashkent State Agrarian University (TSAU), Uzbekistan

Normurodov Sarvar Norboy o‘g‘li
Senior Lecturer
Tashkent State Agrarian University (TSAU), Uzbekistan
Orcid-0009-0009-1241-9339,
E-mail: s.n.normurodov@bk.ru

Abstract
This article examines the organizational and economic foundations for expanding Uzbekistan’s export opportunities and effectively utilizing the export potential of agriculture. The study analyzes the impact of agricultural production, deep processing, international standardization, storage, and the development of agrologistics systems on export competitiveness. It also substantiates the key directions for increasing exports of high-value-added products, diversifying export markets, introducing digital technologies, and developing national agribrands. Scientific and practical proposals and recommendations have been developed to enhance the export potential of the agricultural sector.

Keywords: Export potential, agriculture, agricultural exports, foreign trade, competitiveness, high added value, processing, agrologistics, international standards, certification, export geography, digital technologies, agribrand, export marketing, value chain, cold chain, innovations, resource-efficient technologies, export financing.

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Introduction

Today, the processes of globalization and integration taking place in the world economy require countries to increase their foreign trade potential, ensure the competitiveness of domestic production, and make efficient use of available natural and economic resources. Agriculture, in particular, is one of the strategic sectors of the national economy, playing a significant role not only in ensuring food security but also in increasing export revenues, creating new jobs, enhancing the economic potential of regions, and establishing value-added chains. Therefore, in our country, alongside agricultural production, particular attention is being paid to the deep processing of agricultural products, certification in accordance with international standards, the development of logistics and storage infrastructure, and the export of finished products with high added value to international markets.

The modernization of agriculture and the expansion of export potential are among the priority areas of the economic policy of the Republic of Uzbekistan. In particular, the Strategy for the Development of Agriculture of the Republic of Uzbekistan for 2020–2030, approved by Presidential Decree No. PF-5853 dated October 23, 2019, identifies increasing the competitiveness of agricultural products, establishing value-added chains, expanding processing activities, diversifying export destinations, and developing modern logistics systems as key priorities. The strategy also sets the target of increasing exports of agricultural and food products to USD 20 billion by 2030.

In this context, improving the organizational and economic mechanisms for the effective utilization of export potential in agriculture, expanding the production of high-value-added products, introducing modern agricultural technologies, developing logistics and storage infrastructure, and establishing competitive national agricultural brands in international markets constitute some of the most pressing scientific and practical challenges of today.

Literature review

The development of agriculture and the enhancement of its export potential represent one of the extensively researched areas in economic science. The theoretical foundations of this issue are closely associated with the concepts of international trade, competitiveness, agrarian economics, value chains, logistics,

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and innovative development. Scientific literature interprets the development of agricultural exports as a complex process that involves not only increasing production volumes but also improving product quality, reducing production costs, ensuring compliance with international standards, enhancing logistics efficiency, and studying demand in foreign markets.

According to Michael Porter's theory of competitiveness, the international advantages of countries and industries are determined not solely by natural resources but also by innovation, infrastructure, skilled labor, technological development, and cooperation among producers. This theoretical approach provides a scientific basis for establishing agricultural clusters, developing processing enterprises, strengthening links between research institutions and production facilities, and organizing export-oriented value chains in agriculture.

Research conducted by Uzbek scholars has also devoted considerable attention to the modernization of the agricultural sector, improving economic efficiency in agriculture, developing the cluster system, expanding export potential, and making effective use of the agricultural resources of different regions. In particular, the scientific works of Q.Kh. Abdurahmonov, A.V. Vakhabov, A.M. Qodirov, Sh.N. Zaynutdinov, I.S. Tursunov, and other scholars have examined the theoretical and practical aspects of economic growth, structural transformation, entrepreneurship, investment, and regional development.

Research Methodology

The methodological basis of this study is a systematic approach aimed at examining the organizational and economic mechanisms for expanding export opportunities and ensuring the sustainable development of agriculture in Uzbekistan. In the course of the research, the processes of agricultural production, processing, storage, transport and logistics, marketing, and exporting were considered as interrelated components of a unified system.

Resolution No. PQ-136 of the President of the Republic of Uzbekistan, dated April 8, 2025, entitled "On Additional Measures to Increase the Export Potential of Agricultural Products and Develop the Processing Chain," establishes additional measures to enhance the export potential of agricultural products and develop processing chains. In this context, the production-related, resource,

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innovation, infrastructure, and institutional factors shaping the export potential of the agricultural sector were analyzed comprehensively.

Analysis and Main Findings

The effective utilization of agricultural export potential plays a strategically important role in ensuring the sustainable development of Uzbekistan's economy. The country's favorable natural and climatic conditions, labor resources, accumulated experience in agricultural production, and growing domestic and international demand for food products create significant opportunities for expanding agricultural exports. At the same time, intensifying competition in international markets requires not only an increase in production volumes but also improvements in product quality, production costs, processing levels, logistics efficiency, and compliance with international standards.

In particular, Presidential Decree No. PF-6306 of the Republic of Uzbekistan, dated September 7, 2021, entitled "On Additional Measures to Encourage Exporting Enterprises," is important in supporting export activities. The decree provides for mechanisms aimed at providing financial support to exporting enterprises, expanding pre-export financing opportunities, and increasing the participation of business entities in foreign markets. To strengthen the practical implementation of strategic objectives for agricultural development, Presidential Resolution No. PQ-273, dated June 7, 2022, introduced additional measures to ensure the effective implementation of the objectives outlined in the Strategy for the Development of Agriculture of the Republic of Uzbekistan for 2020–2030. This resolution constitutes an important legal framework for ensuring food security, improving the efficiency of the agricultural sector, and consistently implementing strategic objectives. Export development issues are also addressed in Presidential Decree No. PF-268 of December 21, 2022, entitled "On Additional Measures to Support the Export Activities of Business Entities." This document focuses on creating favorable conditions for domestic products to enter new promising foreign markets and expanding financing mechanisms for pre-export activities and export-related operations.

From the perspective of the country's long-term strategic development priorities, Presidential Decree No. PF-158 of September 11, 2023, entitled "On the

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Uzbekistan–2030 Strategy," is also of particular importance. This strategy establishes strategic objectives aimed at ensuring sustainable economic development, improving production efficiency, strengthening the competitiveness of the national economy in international markets, and expanding export opportunities. Furthermore, Presidential Decree No. PF-21, dated February 16, 2026, introduced additional measures to improve the Uzbekistan–2030 Strategy in response to global economic changes and emerging requirements, while advancing reforms to a new stage.

In 2025, the total output of agricultural, forestry, and fishery products in Uzbekistan amounted to UZS 538.9 trillion, representing a 4.4% increase compared with 2024. The bulk of agricultural output was produced by dehkan and household farms, farms, and organizations engaged in agricultural activities. Positive developments were also observed in exports. In 2025, Uzbekistan exported 2.2 million tonnes of fruit and vegetable products to foreign markets, generating revenues of USD 2.1 billion. The value of these exports increased by 36.9% compared with 2024.

When assessing the economic efficiency of agricultural exports, the relationship between production volumes and export volumes is particularly important. If a substantial proportion of agricultural output is sold in domestic or international markets in the form of raw materials, the country's opportunities to generate added value remain limited. Therefore, one of the principal directions of agricultural export policy should be a gradual transition from exporting raw agricultural products to exporting processed, packaged, and finished products that comply with international standards.

Key Factors Shaping Agricultural Export Potential. The research findings indicate that the factors influencing agricultural export potential can be classified into six main groups: production, resource, technological, logistics, institutional, and market factors.

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Table 1. Main Factors Affecting Agricultural Export Potential

No	Factor group	Key indicators	Impact on exports
1.	Production factors	Crop yields, production volumes, product types	Determine the volume of resources available for export
2.	Resource factors	Land, water, labor, and financial resources	Ensure production stability
3.	Technological factors	Modern agricultural technologies, digitalization, and automation	Improve product quality and labor productivity
4.	Processing factors	Processing, packaging, and sorting	Increase added value
5.	Logistics factors	Warehouses, cold storage, transportation, and customs services	Reduce costs and product losses
6.	Market factors	Demand, prices, and export destinations	Determine competitiveness in foreign markets
7.	Institutional factors	Certification, government support, and credit facilities	Facilitate export procedures

The analysis of the data presented in the table indicates that export potential depends not only on production volumes. For example, an increase in production does not automatically lead to an increase in exports. If storage, sorting, packaging, certification, and transportation systems are insufficiently developed, a portion of the additional output may remain in the domestic market, or export revenues may decline due to quality deterioration and product losses.

Table 2. Criteria for the Comprehensive Assessment of Agricultural Export Potential

No	Assessment area	Weight, %	Key criteria
1.	Production capacity	20	Crop yields and production volumes
2.	Product quality	15	Compliance with standards and certification requirements
3.	Level of processing	20	Share of finished and processed products
4.	Logistics capacity	15	Warehousing, transportation, and cold storage systems
5.	Innovation capacity	15	Digital technologies and agricultural innovations
6.	Market diversification	15	Number and structure of export markets

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Innovative production → Processing → Standardization → Packaging → Storage → Agro-logistics → Digital marketing → Export → Feedback from foreign markets.

Overall, the analysis indicates that three strategic priorities are essential for expanding agricultural export opportunities:

- First, improving production efficiency and ensuring the rational use of resources;
- Second, generating higher added value through the deep processing of agricultural products;
- Third, strengthening competitiveness in foreign markets through international standards, modern logistics, digital technologies, and export marketing.

Thus, increasing the export potential of agriculture in Uzbekistan requires more than simply expanding export volumes; it necessitates the modernization of the entire economic system of agricultural production. In particular, deepening value chains, increasing the share of processed products, reducing logistics costs, expanding international certification, introducing digital technologies, and diversifying export destinations emerge as key factors in strengthening the country's competitiveness in international agricultural markets.

Conclusions and Recommendations

The results of the research and analysis indicate that expanding export opportunities and ensuring the sustainable development of agriculture in Uzbekistan are closely interconnected economic processes. Alongside increasing agricultural production volumes, improving product quality, enhancing processing capacity, modernizing storage and transport-logistics systems, implementing international standards, and diversifying foreign markets are essential conditions for strengthening the country's agricultural export potential.

The research findings demonstrate that the efficiency of agricultural exports is determined not solely by the volume of products grown. Compliance with international standards, the level of added value, production costs, storage capacity, logistics expenses, the structure of export markets, and the extent to which modern marketing technologies are utilized also directly affect export

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competitiveness. Therefore, it is advisable to adopt an integrated approach to agricultural export development based on comprehensive management of the entire value chain, from production to the final consumer.

To address the problems identified during the research and ensure the effective utilization of agricultural export potential, the following scientific and practical recommendations have been developed:

1. Expanding exports of high-value-added agricultural products. Priority should be given to processing, packaging, and exporting agricultural products as finished goods rather than primarily exporting raw agricultural commodities. To achieve this, it is advisable to establish modern enterprises specializing in the deep processing of fruit and vegetables, grapes, meat, dairy products, and other agricultural commodities.

2. Establishing an integrated value chain of "production–processing–storage–logistics–export." Cooperation among farms, agricultural clusters, processing enterprises, logistics operators, and exporters should be strengthened to coordinate all stages of product movement. This approach will help reduce product losses and lower export costs.

3. Developing agro-logistics infrastructure. It is recommended that the number of modern agro-logistics centers, refrigerated warehouses, sorting facilities, and packaging complexes be increased in agricultural production regions. In particular, an uninterrupted cold-chain system should be established for perishable products, extending from producers to buyers in export markets.

4. Expanding international certification systems. Technical assistance and advisory support should be strengthened for farms and enterprises producing export-oriented agricultural products to implement GlobalG.A.P., HACCP, ISO, and other international standards. Reducing certification costs and developing modern laboratory services across regions will expand opportunities to access foreign markets.

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5. Diversifying export destinations. Agricultural exports should not be restricted to traditional markets. Instead, systematic marketing research should be conducted to identify and enter new promising international markets. For each target market, demand, prices, competitors, logistics costs, and certification requirements should be examined, and individual export strategies should be developed accordingly.

6. Accelerating the adoption of digital technologies in agriculture. The introduction of artificial intelligence, geographic information systems (GIS), remote sensing, drones, the Internet of Things (IoT), and digital monitoring systems should be expanded to improve yield forecasting, optimize resource utilization, and strengthen product quality control. In addition, the development of integrated digital platforms for managing export orders, contracts, and logistics processes is recommended.

7.Developing national agricultural brands and strengthening export marketing. Promoting Uzbekistan's environmentally friendly, high-quality agricultural products in international markets under a unified national agricultural brand can improve export performance. Introducing digital identification and traceability systems that provide information about product origin, quality, and production technologies will also increase consumer confidence.

8. Improving financial support mechanisms for export activities. Access to pre-export financing, working capital loans, export insurance, and trade finance instruments should be expanded. Particular attention should be given to encouraging small and medium-sized agricultural producers to participate in export activities.

9. Ensuring the efficient use of water and land resources. Under conditions of climate change and limited water resources, drip irrigation, sprinkler irrigation, digital irrigation systems, and water-consumption monitoring technologies should be widely implemented. Resource-efficient technologies will reduce

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production costs while ensuring the long-term sustainability of agricultural production.

10. Introducing a comprehensive system for assessing export potential by region. Regional export opportunities should be evaluated not only on the basis of production volumes but also through an integrated assessment of crop yields, processing levels, product quality, logistics infrastructure, innovation activity, and connections with foreign markets. This approach will help identify the existing strengths and challenges of individual regions and enable investment to be directed toward clearly defined priorities.

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