

## CONCEPTUAL FOUNDATIONS OF THE EXPORT STRATEGY OF HIGH-TECH PRODUCTS IN THE REPUBLIC OF UZBEKISTAN

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**Annotation:** The article highlights the reasons for the conceptual understanding of the changing role of the state export policy in the development strategy of New Uzbekistan. The features and tasks of applying its effective tools and methods are described on the basis of mastering the world practice of effective foreign economic activity and the experience of modern trends in the export promotion mechanism.

**Keywords:** foreign economic activity, exports, export potential, economic growth, systemic problems of increasing the share of exports, financing of export operations, financial support for exports, financial services for exports, activities of export banks and credit agencies.

### Introduction.

In the conditions of fierce competition in the international market, it becomes obvious that the intensification of foreign trade activities of the Republic of Uzbekistan largely depends on the nature of the direction and degree of effectiveness of the state economic policy strategy, including export policy, which should be based on supporting the export of high-tech products. This, in turn, should be considered as one of the ways to strengthen the position of the state in the world market.

In modern conditions in the Republic of Uzbekistan, the need for a conceptual understanding of the role of the state export policy in terms of the formation of a long-term strategy for the export of high-tech products and methodological approaches to its implementation based on the experience of foreign countries is objectively increasing. Currently, the Government of the Republic of Uzbekistan has proclaimed a long-term goal of diversifying the economy and exports, which were enshrined in the "Development Strategy of New Uzbekistan in 2022-2026"[1]. However, achieving the goals set to strengthen positions in the world market in the field of high technologies will be practically impossible without state support for national enterprises - exporters of high-tech products.

During the years of transformation of the socio-economic system, the Republic of Uzbekistan has weakened its position in the world market. This is due to the extremely inefficient structure of foreign trade turnover: the raw material orientation of exports, the low share of high value-added products in exports. In fact, there is a process of transferring the creation of added value abroad (Table-1).

**Table 1 The structure of exports of the Republic of Uzbekistan by sections of the SITC (International Standard Trade Classification) of the United Nations (for January-April 2021) \***

Structure of SITC	Million USD		In % to the previous year		In % to total	
Total	4305.6	3482.0	87.1	80.9	100.0	100.0
Including:						
Food and live animals	275.0	312.4	75.8	113.6	6.4	9.0
Drinks and tobacco	9.6	8.7	147.4	90.4	0.2	0.2

Non-food raw materials, except fuel	187.1	172.9	69.4	92.4	4.3	5.0
Mineral fuels, lubricating oils and similar materials	239.1	149.2	36.3	62.4	5.6	4.3
Animal and vegetable oils, fats and waxes	5.8	1.0	160.9	17.1	0.1	0.0
Chemicals and similar products	259.1	305.9	93.3	118.1	6.0	8.8
Industrial goods	750.8	1248.9	83.4	166.3	17.4	35.9
Machinery and transport equipment	104.7	207.1	99.2	197.8	2.4	5.9
Various finished products	159.5	234.8	121.0	147.2	3.7	6.7
Other goods	1565.5	190.6	124.8	12.2	36.4	5.5
of which: gold	1557.1	-	126.5	-	36.2	-
Services	749.3	650.7	77.2	86.8	17.4	18.7

\*Data from the Ministry of Economy and Finance of the Republic of Uzbekistan.

In the structure of exports, 81.3% is occupied by goods, which are mainly manufactured goods (35.9%), food products and live animals (9%), chemicals and similar products (8.8%). Sales of non-ferrous metals increased sharply - \$464.2 million (by 75.2%), textile yarn, textiles and finished products - \$658.4 million (by 71.9%), clothing - \$204.7 million (by 49.1%), cars - 125.4 million dollars (by 75.2%).

Export of fruits and vegetables amounted to 327.9 thousand tons, and in value terms exceeded \$186 million (by 0.5%).

Over the past three years, the volume of exports to the CIS countries has decreased, and their share in its total volume has decreased from 35.7% to 27.1%. Accordingly, the share in the total export volume of other foreign countries increased from 64.3% to 72.9% [2].

In the leading foreign countries over the past decades, significantly the practice of state support for the export of high-tech products has been enriched, and new effective schemes and mechanisms have appeared, the rational use of which in the Republic of Uzbekistan can give a significant foreign economic and national economic effect.

Taking into account the above theses, provisions and analysis modern problems of the world and the practice of state support for the export of high-tech products, as well as theoretical and practical recommendations developed on their basis for improving the system of state support for the export of high-tech products, providing for a combination of stimulating the inflow of foreign investment (FDI) into the export-oriented areas of high technologies of the economy of the Republic of Uzbekistan with state support leasing equipment for export-oriented industries as the main elements of a long-term strategy for the export of high-tech products in order to strengthen the position of the Republic of Uzbekistan in the global market for high-tech products is of very relevant scientific and practical interest.

Improving the state incentives for the export of high-tech products is aimed at strengthening the position of the Republic of Uzbekistan in world markets. This requires the development and theoretical justification of international approaches to the formation of a system of state support for exports, which ensures the implementation of the export strategy of high-tech products in the Republic of Uzbekistan.

The state is interested in supporting exporters of high-tech products, as this strengthens their competitive position in the foreign market. This ensures an increase in the stability of the economy, a decrease in the level of unemployment, an increase in the income of workers and budgets at all levels. Stimulating the export of high-tech products is closely related to the industrial policy of the state. Trade policy measures contribute to the development of national production. The policy of stimulating the export of high-tech products is only a stage of trade policy in certain socio-economic and political conditions. As world practice shows, countries use different strategies in relation to state stimulation of exports of high-tech products. This largely depends on the level of economic development of the country,[3].

It is important to note that in modern conditions, state intervention in the economy should be aimed at the implementation of certain strategic areas, including support for the export of high-tech products. The need to improve the system of state incentives for the export of high-tech products implies the development of a long-term state export strategy for high-tech products and a mechanism for its implementation. In modern conditions for the Republic of Uzbekistan, these processes are of particular relevance.

Based on international practice, the export strategy is considered by foreign authors as an integral part of the national trade policy.

In our opinion, the concept of "export strategy for high-tech products" needs to be clarified, since it is based on that part of competitive products that ensures the strengthening of the state's position in the world market. Based on this, the modern foreign economic policy of most states is aimed at expanding exports with an emphasis on high-tech products, and provides for various forms of its stimulation.

In general, we can give the following definition of the essence of the concept of "export strategy for high-tech products": it is a formalization of achieving a goal in the field of foreign economic activity. Export-oriented production of high-tech products, Which consists in determining the main directions for the development of exports of high-tech products, increasing its efficiency and improving the structure with a focus on innovation, ensuring growth competitiveness of companies of the Republic of Uzbekistan in the international market, determination of appropriate tools and mechanisms.

Today, both in domestic and foreign literature, there is a complete confusion of concepts: "support", "assistance", "help", "encouragement", "stimulation". But it is important to note that these concepts should not be confused, as this leads to a distortion of the meaning of the economic phenomenon, some concepts are replaced by others, and the economic essence is not disclosed.

In our opinion, "stimulation" is a generalizing concept, a complex that reveals itself through its forms: "help", "encouragement", "assistance", "support". Forms of incentives differ from each other in a set of means and tools, methods of implementation and organizational support.

The task of the Republic of Uzbekistan is to develop not only a state export strategy for high-tech products for the long term, but a competitive one. Competitive export strategy for high-tech products - provides for a set of more competitive mechanisms of state support in comparison with similar ones in other countries. The criteria for competitiveness of the export strategy of high-tech products of the Republic of Uzbekistan should be its innovative focus [4].

State systems of export promotion in developed countries for a long time, as practice shows, are part of the economic methods of state regulation of foreign trade, reflecting the direction of the export strategy and pursuing the goals of increasing the competitiveness of industrial production of finished and high-tech products.

## **Conclusions and offers:**

1. Comparison of foreign practice and the use of the composition of the mechanism of state support for the export of high-tech products at the present stage showed that, along with the active use of financial and economic instruments to support exports, a set of information and consulting services in the field of foreign economic activity, assistance to small and medium-sized innovative exporting enterprises, as well as the development of export-oriented innovations[5].
2. World experience shows that the promotion of exports of high-tech products can occur in two main ways: through the formation of a favorable macroeconomic climate and the creation of the necessary incentives for export-oriented industries to export high-tech products: tax incentives; subsidies; private investment guarantees; concessional loans; providing grants; support for free economic zones; creation of special institutions, centers in the country and foreign countries to promote the export of high-tech products.

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