



## WAYS TO IMPROVE THE EFFICIENCY OF UZBEKISTAN IN THE INTERNATIONAL MARKET.

Latipova Nargiza Mirzaevna

*1st-year master's student at Asia International University*

**Annotation:** *This article provides analytical information on ways to improve the efficiency of Uzbekistan in the international market.*

**Key words:** *export, export potential, import, international marketing, strategy.*

In the "Development Strategy of the New Uzbekistan for 2022-2026" of the President of the Republic of Uzbekistan, a number of goals have been defined for increasing the activity of our country in the foreign market and supporting the export potential.<sup>34</sup>

**Goal 28:** to increase the export volume of the republic to 30 billion US dollars in 2026 by increasing the export potential of the republic.

Increasing the export potential of the republic by actively continuing the system of supporting the activities of exporting enterprises.

Further development of the export potential of local industries, making full use of existing opportunities.

Introducing standards that meet foreign market and international requirements and attracting famous brands.

Increase the share of the private sector in exports to 60 percent.

3 times the export of motor vehicles to 1 billion US dollars.

To increase the export of tourism, transport, information and communication, including software and other services by 1.7 times or to 4.3 billion US dollars.

Improving the system of organizational and financial assistance provided to exporting enterprises.

Increase the export volume of finished and semi-finished products by 3.3 times and expand the export of finished products to European countries within the framework of the GSP+ system.

To increase the number of exporting enterprises from the current 6,500 to 15,000, and the geography of export of goods from 115 to 150 due to the improvement of the system of assistance in the export of products produced by local manufacturing enterprises to foreign countries.

Based on the idea of "New Uzbekistan - the country of competitive products", select 200 exporters based on an open competition, turn them into leading exporters and support them in every way.

Establishment of free trade zones in border areas with neighboring countries.

---

<sup>34</sup> <https://lex.uz/uz/docs/-5841063>



**Goal 29:** To create conditions for the organization of business activities and the formation of permanent sources of income, to increase the share of the private sector in the Gross Domestic Product to 80% and the share of exports to 60%.

Annually holding "Open Dialogue" of the President of the Republic of Uzbekistan with entrepreneurs.

Establishment of 200 new industrial zones in the regions and development of the system of business incubators. Creating more favorable conditions for the development of entrepreneurship in districts with difficult conditions.

Development of factoring practice based on advanced foreign experience.

Reducing the tax burden on business entities from 27.5% to 25% of GDP by 2026.

Improving the activity of existing structures for supporting entrepreneurship, reducing unemployment and poverty in the regions.

Making the necessary information freely available for business entities to start their activities. Prevention of construction defects or problems in construction activities.

Reducing state participation in the economy and opening a wide path to the private sector. Expanding the introduction of free market principles in economic relations.

A number of activities are being carried out in our country to achieve these goals.

The Statistics Agency published a report on the foreign trade turnover of Uzbekistan in January-March 2023.

It is noted that during the reporting period, the republic's foreign trade turnover (TSA) reached 14.8 billion dollars. The volume of export was 5.7 billion dollars, and the volume of import was 9.1 billion dollars. Compared to the corresponding period of last year, the volume of export decreased by 2.9%, the volume of import increased by 23.4%. The negative balance of foreign trade amounted to 3.4 billion dollars.

The Statistics Agency published a report on the foreign trade turnover of Uzbekistan in January-March 2023.

It is noted that during the reporting period, the republic's foreign trade turnover (TSA) reached 14.8 billion dollars. The volume of export was 5.7 billion dollars, and the volume of import was 9.1 billion dollars. Compared to the corresponding period of last year, the volume of export decreased by 2.9%, the volume of import increased by 23.4%. The negative balance of foreign trade amounted to 3.4 billion dollars. In January-March 2023, the number of participants in the foreign trade turnover of the Republic of Uzbekistan reached 17.6 thousand (compared to the same period in 2022, it increased by 864 units), of which the number of exporters amounted to 4.0 thousand (compared to the same period in 2022, it increased by 391 units), and importers of goods and services – 13.5 thousand (compared to the same period in 2022, it increased by 473 units).<sup>35</sup>

Of the total volume of foreign trade turnover, exports amounted to 5 688.9 million US dollars (by January-March 2022, its decrease by 2.6% was noted), and imports – 9 090.8 million US dollars (its increase by 23.4% was recorded). As a result, the balance of foreign trade turnover amounted to a passive balance in the amount of 3 401.9 million US dollars.

<sup>35</sup> file:///C:/Users/user/Downloads/8.Foreign%20economic%20activity.pdf

Of the total volume of foreign trade turnover, exports amounted to 5 688.9 million US dollars (by January-March 2022, its decrease by 2.6% was noted), and imports – 9 090.8 million US dollars (its increase by 23.4% was recorded). As a result, the balance of foreign trade turnover amounted to a passive balance in the amount of 3 401.9 million US dollars.

**Dynamics of foreign trade turnover of the Republic of Uzbekistan**  
*(for January-March, billion US dollars)*



The above statistics show that the volume of imports in the foreign trade balance of our country is higher than the volume of exports.

We would like to give a number of proposals and recommendations to increase the export potential of our country.

First, to further develop the policy of openness in our country and improve the system of supporting the activities of entrepreneurs who produce goods for export.

Secondly, to establish a rational use of international marketing strategies in order to increase the activity of individuals and legal entities engaged in business activities in international markets. Effective use of the services of international marketers to speed up this process.

**REFERENCES:**

1. <https://smallbusiness.chron.com/pr-campaign-affect-marketing-function-38569.html>
2. <https://hr-portal.ru/story/strategii-marketinga-v-realnom-vremeni-s-preimushchestvami>
3. <https://articlekz.com/article/18861>
4. <https://cyberleninka.ru/article/n/kichik-biznes-va-xususiy-tadbirkorlikni-rivojlantirish-yo-llari/viewer>
5. <https://cyberleninka.ru/article/n/kichik-biznes-sub-yektlari-faoliyatida-marketing-xizmatini-tashkil-etish-muammolari/viewer>
6. Konvisarova E. et al. Comparative analysis of methods for assessing the financial condition of small organizations //International Scientific Conference" Far East Con" (ISCFEC 2018). – Atlantis Press, 2019. – C. 206-209.



7. Хайитов Ш. Н., Базарова М. С. РОЛЬ ИНОСТРАННЫХ ИНВЕСТИЦИЙ В РАЗВИТИИ ЭКОНОМИКИ РЕСПУБЛИКИ УЗБЕКИСТАН //Современные проблемы социально-экономических систем в условиях глобализации. – 2020. – С. 284-287.
8. Бобоев А. Ч., Базарова М. С. ХОРИЖИЙ ИНВЕСТИЦИЯЛАРНИНГ ЖОЗИБАДОРЛИГИНИ ОШИРИШ //Интернаука. – 2019. – №. 22-3. – С. 88-90.
9. Bazarova M. S., Shahboz K. WAYS TO INCREASE THE EFFICIENCY OF AVAILABLE TOURIST FACILITIES IN UZBEKISTAN //SCIENTIFIC APPROACH TO THE MODERN EDUCATION SYSTEM. – 2022. – Т. 1. – №. 10. – С. 16-18.
10. Supiyevna B. M. INNOVATION IQTISODIYOTDA INSON KAPITALINI BOSHQARISH TIZIMINI TAKOMILLASHTIRISH //Web of Scientist: International Scientific Research Journal. – 2022. – Т. 3. – №. 7. – С. 168-171.