

IMPROVING EXPORT ACTIVITIES OF SMALL BUSINESS ENTITIES

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Abstract:

The article discusses the development of export activities of small business entities in the Republic of Uzbekistan, as well as the reforms and measures implemented in the development of export activities of small business entities.

Keywords: Small business, electronic trading platform, exports potential, digital platforms, export promotion fund, off-budget funds.

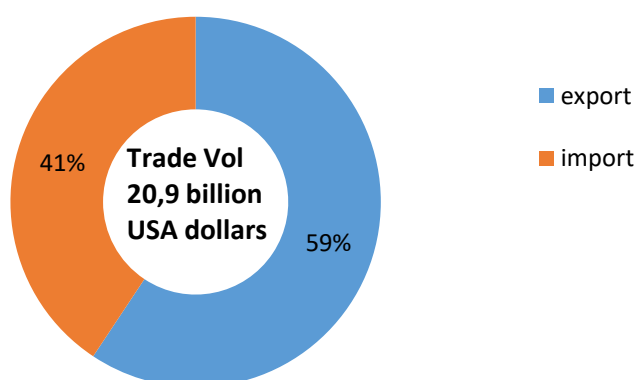
Introduction

In Uzbekistan, the Export promotion Fund was established to expand the export activities of small business entities and support legal, financial and organizational services. Moreover, the program "New Uzbekistan - the country of competitive products" was approved for selecting exporting enterprises through an open competition, turning them into leading exporters and providing comprehensive support. All actions are aimed at improving the economy and sectors of Uzbekistan. Literature review. D.R. Mamasoatov describes his article in detail the experience of foreign countries in the use of digital platforms in the development of exports of business entities and methods of their use, as well as an analysis of the experience of developed countries and the export of products by business entities, mainly through electronic trading platforms. Besides, in the article, the processes of factors affecting the export of business entities are analyzed in detail.



Results. Uzbekistan's reforms of businesses help rapid growth of trade relation with foreign countries. Especially, decisions of country opens more opportunities its local companies to gain some experiences in foreign markets as well as getting achieve a competitive advantage in the world's trade. As a result of the measures implemented in the republic in this regard in recent years to promote export, optimize import and generally ensure the balance of foreign trade, in January-April 2024, the foreign trade turnover of the republic reached 20, 9 billion USA dollars In this case, China (19.0%), Russia (18.4%), Kazakhstan (5.9%), Turkey (4.4%) and South Korea (3.3%) have the largest share of foreign trade turnover corresponds to the contribution. In January-April 2024, the foreign trade turnover of Uzbekistan increased by 5, 9% compared to the same period of 2023 and amounted to 20,9 billion dollars. In the total volume of foreign trade turnover, export amounted to 8, 5 billion dollars (increased by 9, 0% compared to January-April 2023), and import amounted to 12,4 billion dollars(+3,9%).

Foreign trade of Uzbekistan in January-April 2024 (1-picture)



Discussion

According to the results of the econometric analysis, it was found that each newly established small business and private business entity in Uzbekistan can contribute about 100 thousand dollars to the GDP (Gross domestic product) of the country. The fulfillment of the goal set by the government, i.e. the establishment of 110 thousand individual business entities in 2024, may lead to the addition of more than 10 billion dollars to the GDP of the country. For this, each small business entity should identify 10 new promising markets for each of the 10 types of finished products to be exported. Conducting negotiations with foreign countries on the reduction of

certificates, duties and fees for Uzbek products and also necessary to develop export-oriented products and services measures to bring national brands to foreign markets on the basis of the "New Uzbekistan - the country of competitive products" program.

Conclusion

It can be concluded that in order to increase the export potential of the country, to support exporters by the state, to expand the nomenclature of exportable products, more attention should be paid to small business and private entrepreneurship. It means it is necessary to increase the participation of small businesses and private entrepreneurs in public procurement, to further simplify the field of public procurement of business entities.

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