**MECHANISMS FOR INCREASING INTERNATIONAL TRADE CAPACITY IN THE REGION**

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**Abstract.** In this article, the necessity, existing opportunities, specific features and mechanisms of increasing foreign trade potential in the region of Khorezm region are highlighted. Also, proposals and recommendations were made regarding the improvement of the mechanisms for increasing the foreign trade potential.

**Key words.** Region, foreign trade, foreign trade potential, state, mechanism.

It is well-known that external trade is a country's interaction with foreign states in terms of the movement of goods and services across national borders. External trade allows a country to earn additional income from selling domestic goods and services abroad, fill the domestic market, overcome the limitations of national resources, and also increase labor productivity by specializing in world trade when supplying products to global markets [1]. Based on this, to enhance external trade in the region, it is necessary for the government to regulate external trade. Within this framework, it is a set of forms, tools, and methods to influence various economic relations that the state uses in the pursuit of national interests. In this regard, regulation by the state is carried out through methods such as adopting normative-legal documents, laws, and government decisions. The state uses the following instruments to regulate external trade [2]:

- Intergovernmental agreements;

- Customs tariffs;

- Export and import promotion measures;

- Restrictive conditions.

Furthermore, the integration of local economic entities into the global economy in the region requires their continuous development. External trade activity is increasingly important for the economy and regional potential. The growth of external trade turnover is ensured by the rapid increase in the volume of exports from enterprises. Export activity has become crucial for the economy because a significant portion of the state budget is formed from customs duties generated by the export activities of many enterprises. However, local exports also have the following negative characteristics:

 **The increase in export volume is ensured through the supply of fuel and raw materials;**

 **Energy resources and raw materials dominate in the export composition;**

 **The share of manufactured industrial products is decreasing.**

Based on the above, as a result of the positive impact of these mechanisms, external trade turnover in the Khorezm region is being implemented in the form of an active policy to enhance the external trade capacity. In this regard, the external trade volume was realized as a result of foreign economic relations with countries in the following years in the region (Table 1).

Table 1. Information on the International Trade Turnover Volume of Khorezm Region in 2010-2023, in million USD [3]

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Ko‘rsat-kichlar** | **2010y.** | **2011y.** | **2012y.** | **2013y.** | **2014y.** | **2015y.** | **2016y.** | **2017y.** | **2018y.** | **2019y.** | **2020y.** | **2021y.** | **2022y.** | **2023**  **y.** |
| **Tashqi savdo aylanmasi** | **209,8** | **291,5** | **247,7** | **298,3** | **305,5** | **211,4** | **216,6** | **256,0** | **272,0** | **557,7** | **469,3** | **517,2** | **787,3** | **881,1** |
| eksport | 156,2 | 206,2 | 155,0 | 198,1 | 139,4 | 111,4 | 95,6 | 122,7 | 102,1 | 146,9 | 169,6 | 231,2 | 247,0 | 304,2 |
| import | 53,6 | 85,3 | 92,8 | 100,2 | 166,1 | 100,0 | 121,0 | 133,3 | 170,0 | 410,8 | 299,7 | 286,0 | 540,3 | 576,9 |
| *savdo balansi saldosi* | 102,6 | 120,9 | 62,2 | 97,9 | -26,7 | 11,4 | -25,5 | -10,5 | -67,9 | -263,9 | -130,1 | -54,7 | -293,3 | -272,7 |
| shu jumladan: | | | | | | | | | | | | | | |
| **MDH mamlakatlari bilan** | **64,1** | **83,4** | **104,9** | **115,6** | **100,3** | **38,7** | **62,8** | **75,5** | **119,6** | **180,6** | **224,6** | **211,7** | **272,3** | **302,5** |
| eksport | 35,3 | 42,2 | 57,7 | 72,2 | 47,1 | 14,0 | 30,0 | 46,7 | 68,2 | 109,0 | 120,8 | 145,4 | 180,6 | 166,2 |
| import | 28,8 | 41,2 | 47,2 | 43,4 | 53,2 | 24,7 | 32,9 | 28,8 | 51,4 | 71,6 | 103,9 | 66,2 | 91,6 | 136,3 |
| *savdo balansi  saldosi* | 6,5 | 1,1 | 10,6 | 28,8 | -6,1 | -10,7 | -2,9 | 17,8 | 16,9 | 37,4 | 16,9 | 79,2 | 89,0 | 29,9 |
| **boshqa mamlakatlar bilan** | **145,6** | **208,0** | **142,8** | **182,7** | **205,2** | **172,7** | **153,8** | **180,5** | **152,4** | **377,1** | **244,6** | **305,6** | **515,1** | **578,6** |
| eksport | 120,8 | 163,9 | 97,2 | 125,9 | 92,3 | 97,4 | 65,6 | 76,1 | 33,8 | 37,9 | 48,8 | 85,8 | 66,4 | 138,0 |
| import | 24,8 | 44,1 | 45,6 | 56,8 | 112,9 | 75,3 | 88,2 | 104,4 | 118,6 | 339,2 | 195,8 | 219,8 | 448,7 | 440,6 |
| *savdo balansi  saldosi* | 96,0 | 119,8 | 51,7 | 69,2 | -20,6 | 22,2 | -22,6 | -28,3 | -84,8 | -301,4 | -147,0 | -134,0 | -382,3 | -302,6 |

According to Table 1, the total external trade turnover of Khorezm region amounted to 209.8 million USD in 2010. By 2023, however, it increased to 881.1 million USD, representing a fourfold growth. Specifically, the export volume was 156.2 million USD in 2010 and increased to 304.2 million USD in 2023, while the import volume was 53.6 million USD in 2010 and grew to 576.9 million USD in 2023. In other words, export volume nearly doubled, while import volume grew tenfold. The trade balance surplus increased by 102.6 million USD, but by 2023 it had decreased to 272.7 million USD.

Furthermore, the external trade turnover with CIS countries amounted to 64.1 million USD in 2010 and 302.5 million USD in 2023. The export volume in trade with CIS countries was 35.3 million USD in 2010 and 166.2 million USD in 2023, while the import volume was 28.8 million USD in 2010 and 136.3 million USD in 2023. The trade balance surplus with these countries was 6.5 million USD in 2010 and 29.9 million USD in 2023.

On the other hand, external trade with other countries during these years totaled 145.6 million USD in 2010 and 578.6 million USD in 2023. Export volume was 120.8 million USD in 2010 and 138.0 million USD in 2023, while import volume was 24.8 million USD in 2010 and 440.6 million USD in 2023. The trade balance surplus in 2010 was 96.0 million USD, but by 2023 it had decreased to 302.6 million USD.

Additionally, the most important direction for enhancing external trade capacity is the rate of growth in external trade turnover. This indicator has the following rate of changes in the region (Table 2).

**Table 2. Rate of Growth of External Trade Turnover in Khorezm Region from 2010 to 2023, as a Percentage Compared to the Previous Year [3]**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Ko‘rsat-kichlar** | **2010-y.** | **2011-y.** | **2012-y.** | **2013-y.** | **2014-y.** | **2015-y.** | **2016-y.** | **2017-y.** | **2018-y.** | **2019-y.** | **2020-y.** | **2021-y.** | **2022-y.** | **2023-y.** |
| **Tashqi savdo aylanmasi** | **138,4** | **138,9** | **85,0** | **120,4** | **102,4** | **69,2** | **102,5** | **118,2** | **106,3** | **205,0** | **84,1** | **110,2** | **152,2** | **111,9** |
| eksport | 142,1 | 132,0 | 75,2 | 127,8 | 70,4 | 79,9 | 85,8 | 128,4 | 83,2 | 143,9 | 115,4 | 136,4 | 106,8 | 123,1 |
| import | 128,5 | 159,1 | 108,8 | 108,0 | 165,8 | 60,2 | 121,1 | 110,1 | 127,6 | 241,7 | 73,0 | 95,4 | 188,9 | 106,8 |
| **Шу жумладан** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **MDH mamlakatlari bilan** | **147,4** | **130,1** | **125,8** | **110,2** | **86,8** | **38,6** | **162,3** | **120,2** | **158,4** | **151,0** | **124,4** | **94,2** | **128,6** | **111,1** |
| eksport | 214,5 | 119,6 | 136,7 | 125,0 | 65,2 | 29,7 | 214,5 | 155,6 | 146,3 | 159,8 | 110,8 | 120,4 | 124,2 | 92,0 |
| import | 106,4 | 143,0 | 114,6 | 92,0 | 122,6 | 46,4 | 133,0 | 87,7 | 178,3 | 139,4 | 145,1 | 63,7 | 138,4 | 148,7 |
| **boshqa mamlakatlar bilan** | **134,8** | **142,8** | **68,7** | **127,9** | **112,3** | **84,2** | **89,1** | **117,4** | **84,4** | **2,5 m.** | **64,9** | **124,9** | **168,6** | **112,3** |
| eksport | 129,3 | 135,6 | 59,3 | 129,5 | 73,3 | 105,6 | 67,3182 | 116,0 | 44,4 | 112,0 | 128,9 | 175,8 | 77,4 | 2,1 m. |
| import | 169,9 | 177,9 | 103,3 | 124,5 | 198,9 | 66,7 | 117,147 | 118,4 | 113,6 | 286,0 | 57,7 | 112,2 | 2,0 m. | 98,2 |

According to Table 2, the external trade turnover in the region amounted to 138.4% in 2010 and 111.9% in 2023, showing a decrease of 26.5% from 2010 to 2023. Specifically, the share of exports was 142.1% in 2010 and 123.1% in 2023, a decrease of 19.0%. The share of imports was 128.5% in 2010 and 106.8% in 2023, a decrease of 21.7%.

In particular, external trade turnover with CIS countries amounted to 147.4% in 2010 and 111.1% in 2023, showing a decrease of 36.3%. The share of exports was 214.5% in 2010 and 92.0% in 2023, a decrease of 122.5%. The share of imports was 106.4% in 2010 and 148.7% in 2023, an increase of 42.3%.

External trade turnover with other countries amounted to 134.8% in 2010 and 112.3% in 2023, showing a decrease of 22.5%. The share of exports was 129.3% in 2010 and increased by 2.1 times by 2023. The share of imports in these years was 169.9% in 2010 and 98.2% in 2023, a decrease of 71.7%.

Furthermore, the export and import indicators also influence the region's external trade capacity. The changes in these mechanisms are observed in the following table (Table 3).

**Table 3. Composition of Exports and Imports in Khorezm Region (as a Percentage of Total Volume) [3]**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Ko‘rsatkichlar** | **2010 y.** | **2011 y.** | **2012 y.** | **2013 y.** | **2014 y.** | **2015 y.** | **2016 y.** | **2017 y.** | **2018 y.** | **2019 y.** | **2020 y.** | **2021 y.** | **2022 y.** | **2023 y.** |
| **Tashqi savdo aylanmasi** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** |
| eksport | 74,4 | 70,7 | 62,6 | 66,4 | 45,6 | 52,7 | 44,1 | 47,9 | 37,5 | 26,3 | 36,1 | 44,7 | 31,4 | 34,5 |
| import | 25,6 | 29,3 | 37,4 | 33,6 | 54,4 | 47,3 | 55,9 | 52,1 | 62,5 | 73,7 | 63,9 | 55,3 | 68,6 | 65,5 |
| **Eksport tarkibi** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** |
| *shu jumladan:* |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| paxta tolasi | 83,8 | 85,0 | 82,3 | 65,3 | 84,8 | 75,2 | 55,3 | 43,1 | 10,7 | 5,2 | 4,3 | 0,5 | 0,1 | 0,0 |
| oziq-ovqat mahsulotlari | 1,1 | 0,3 | 0,7 | 1,4 | 2,6 | 2,5 | 10,1 | 11,6 | 27,8 | 49,1 | 31,7 | 31,1 | 33,0 | 46,3 |
| kimyo mahsulotlari va undan tayyorlangan buyumlar | 0,0 | 0,2 | 0,5 | 0,4 | 0,6 | 0,7 | 0,8 | 0,8 | 1,0 | 0,6 | 0,8 | 0,8 | 0,9 | 0,9 |
| energiya manbaalari va neft mahsulotlari | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,1 | 0,9 | 0,0 | 0,6 | 2,1 | 1,0 |
| qora va rangli metallar | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,1 | 0,0 | 0,0 | 0,1 | 1,0 | 0,8 | 0,9 | 1,6 | 0,0 |
| mashina va asbob-uskunalar | 0,2 | 0,1 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 1,4 | 0,1 | 0,1 | 0,2 | 0,1 | 0,2 |
| xizmatlar | 2,5 | 3,9 | 6,6 | 27,8 | 9,3 | 8,0 | 8,2 | 8,1 | 13,6 | 11,4 | 5,2 | 8,1 | 6,6 | 6,2 |
| boshqalar | 12,4 | 10,6 | 9,8 | 5,1 | 2,6 | 13,5 | 25,6 | 36,3 | 45,3 | 31,7 | 57,1 | 57,9 | 55,6 | 45,2 |
| **Import tarkibi** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** | **100,0** |
| shu jumladan: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| oziq-ovqat mahsulotlari | 9,3 | 9,7 | 3,9 | 3,8 | 1,7 | 2,5 | 1,1 | 2,3 | 6,8 | 26,3 | 27,8 | 5,9 | 38,1 | 35,6 |
| kimyo mahsulotlari va undan tayyorlangan buyumlar | 20,8 | 19,9 | 27,1 | 26,4 | 16,0 | 11,1 | 8,8 | 9,8 | 11,6 | 4,0 | 5,8 | 7,8 | 5,4 | 5,7 |
| energiya manbaalari va neft mahsulotlari | 0,0 | 0,0 | 0,0 | 0,5 | 0,1 | 0,1 | 0,1 | 0,0 | 0,1 | 0,4 | 0,9 | 1,0 | 1,7 | 2,1 |
| qora va rangli metallar | 1,2 | 1,4 | 1,8 | 2,1 | 1,1 | 1,5 | 3,0 | 2,1 | 3,7 | 1,4 | 2,9 | 3,3 | 3,2 | 1,5 |
| mashina va asbob-uskunalar | 34,0 | 38,0 | 37,3 | 35,8 | 58,2 | 65,2 | 66,7 | 65,1 | 47,2 | 41,6 | 30,6 | 42,6 | 38,5 | 43,9 |
| xizmatlar | 0,0 | 0,0 | 0,0 | 5,6 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,3 |
| boshqalar | 34,8 | 31,0 | 29,8 | 25,8 | 22,8 | 19,6 | 20,3 | 20,7 | 30,6 | 26,3 | 32,0 | 39,5 | 13,0 | 10,9 |

According to Table 3, in the composition of external trade turnover in the region, exports accounted for 74.4% in 2010, and 34.5% in 2023. Imports, on the other hand, accounted for 25.6% in 2010, and 65.5% in 2023. Specifically, in 2023, the export composition consisted of food products (46.3%), chemical products and prepared items (0.9%), energy sources and oil products (1.0%), machinery and equipment (0.2%), services (6.2%), and others (45.2%).

In the import composition, food products accounted for 35.6%, chemical products and prepared items for 5.7%, energy sources and oil products for 2.1%, ferrous and non-ferrous metals for 1.5%, machinery and equipment for 43.9%, services for 0.3%, and others for 10.9%.

If we examine external trade turnover in the region based on the export of goods and their classifications, the changes over the years are presented in the following table (Table 4).

Table 4. External Trade Turnover of Khorezm Region, in million USD [3]

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Ko‘rsatkichlar** | **2010 y.** | **2011 y.** | **2012 y.** | **2013 y.** | **2014 y.** | **2015 y.** | **2016 y.** | **2017 y.** | **2018 y.** | **2019 y.** | **2020 y.** | **2021 y.** | **2022 y.** | **2023 y.** |
| **Tashqi savdo** | **209,8** | **291,5** | **247,7** | **298,3** | **305,5** | **211,4** | **216,6** | **256,0** | **272,0** | **557,7** | **469,3** | **517,2** | **787,3** | **881,1** |
| **Tovarlar va xizmatlar, tovarlar eksporti** | **156,2** | **206,2** | **155,0** | **198,1** | **139,4** | **111,4** | **95,6** | **122,7** | **102,1** | **146,9** | **169,6** | **231,2** | **247,0** | **304,2** |
| **Tovarlarni eksport qilish (FOB bahosida)** | **152,2** | **198,2** | **144,7** | **143,0** | **126,4** | **102,5** | **87,7** | **112,8** | **88,2** | **130,1** | **160,8** | **212,5** | **230,6** | **285,2** |
| Paxta | 130,8 | 175,3 | 127,5 | 129,3 | 118,2 | 83,8 | 52,9 | 52,9 | 10,9 | 7,6 | 7,3 | 1,2 | 0,2 | 0,0 |
| Kimyoviy mahsulotlar va ularning mahsulotlari | 0,0 | 0,4 | 0,8 | 0,9 | 0,9 | 0,7 | 0,8 | 1,0 | 1,0 | 0,8 | 1,4 | 1,8 | 2,1 | 2,9 |
| Qora va rangli metallar | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,1 | 0,0 | 0,0 | 0,1 | 1,5 | 1,3 | 2,1 | 4,0 | 0,1 |
| Energetika va neft mahsulotlari | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,1 | 1,4 | 0,0 | 1,3 | 5,1 | 3,2 |
| Mashina va uskunalar | 0,3 | 0,2 | 0,1 | 0,0 | 0,0 | 0,1 | 0,0 | 0,1 | 1,5 | 0,2 | 0,2 | 0,4 | 0,2 | 0,5 |
| Oziq-ovqat maxsulotlari | 1,8 | 0,6 | 1,1 | 2,7 | 3,6 | 2,8 | 9,6 | 14,3 | 28,4 | 72,1 | 53,7 | 71,9 | 81,6 | 141,0 |
| **Xizmatlarni eksport qilish** | **4,0** | **8,0** | **10,3** | **55,1** | **13,0** | **8,9** | **7,8** | **9,9** | **13,9** | **16,8** | **8,8** | **18,7** | **16,4** | **19,0** |
| qurilish | 0,0 | 0,0 | 0,0 | 0,0 | 1,5 | 0,0 | 0,0 | 0,2 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| Transport xizmatlari | 0,1 | 3,1 | 4,6 | 5,4 | 5,3 | 4,1 | 2,9 | 4,2 | 6,2 | 5,8 | 5,0 | 14,4 | 8,5 | 7,0 |
| Sayohat | 1,7 | 2,0 | 2,7 | 45,8 | 2,7 | 2,5 | 2,8 | 3,2 | 5,0 | 9,1 | 2,8 | 2,9 | 4,3 | 7,1 |
| Boshqa xizmatlar | 2,1 | 2,8 | 3,0 | 3,8 | 3,3 | 2,3 | 2,2 | 2,4 | 2,7 | 2,0 | 1,0 | 1,5 | 3,7 | 4,9 |
| **Boshqa** | **19,3** | **21,8** | **15,2** | **10,1** | **3,7** | **15,1** | **24,4** | **44,6** | **46,3** | **46,5** | **96,9** | **133,8** | **137,5** | **137,6** |
| **Tovarlar va xizmatlar importi** | **53,6** | **85,3** | **92,8** | **100,2** | **166,1** | **100,0** | **121,0** | **133,3** | **170,0** | **410,8** | **299,7** | **286,0** | **540,3** | **576,9** |
| **Tovarlarni import qilish (CIF bahosida)** | **53,6** | **85,3** | **92,8** | **94,5** | **166,1** | **100,0** | **121,0** | **133,2** | **170,0** | **410,8** | **299,7** | **286,0** | **540,3** | **575,0** |
| Kimyoviy mahsulotlar va ulardan mahsulot ishlab chiqarish | 11,1 | 17,0 | 25,1 | 26,5 | 26,6 | 11,1 | 10,6 | 13,0 | 19,8 | 16,6 | 17,3 | 22,2 | 29,3 | 32,9 |
| Qora va rangli metallar | 0,6 | 1,2 | 1,7 | 2,1 | 1,9 | 1,5 | 3,6 | 2,8 | 6,3 | 5,6 | 8,8 | 9,4 | 17,3 | 8,5 |
| Energetika va neft mahsulotlari | 0,0 | 0,0 | 0,0 | 0,5 | 0,2 | 0,1 | 0,2 | 0,0 | 0,2 | 1,7 | 2,6 | 2,8 | 9,2 | 12,0 |
| Mashina va uskunalar | 18,2 | 32,4 | 34,6 | 35,8 | 96,7 | 65,2 | 80,7 | 86,8 | 80,2 | 170,8 | 91,7 | 121,8 | 208,3 | 253,4 |
| Oziq-ovqat maxsulotlari | 5,0 | 8,3 | 3,6 | 3,8 | 2,9 | 2,5 | 1,3 | 3,0 | 11,5 | 108,0 | 83,4 | 16,8 | 206,1 | 205,3 |
| **Xizmatlarning importi** | **0,0** | **0,0** | **0,0** | **5,6** | **0,0** | **0,0** | **0,0** | **0,0** | **0,0** | **0,0** | **0,0** | **0,0** | **0,0** | **1,9** |
| qurilish | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| Transport xizmatlari | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 1,9 |
| Sayohat | 0,0 | 0,0 | 0,0 | 5,6 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| Boshqa xizmatlar | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| **Boshqa** | **18,6** | **26,4** | **27,7** | **25,8** | **37,8** | **19,6** | **24,6** | **27,6** | **52,0** | **108,2** | **96,0** | **113,0** | **70,1** | **62,8** |
| **Tovar va xizmatlar tashqi savdo aylanmasi** | **209,8** | **291,5** | **247,7** | **298,3** | **305,5** | **211,4** | **216,6** | **256,0** | **272,0** | **557,7** | **469,3** | **517,2** | **787,3** | **881,1** |
| Tovarlar va xizmatlar tashqi savdo balansi | 102,6 | 120,9 | 62,2 | 97,9 | -26,7 | 11,4 | -25,5 | -10,5 | -67,9 | -263,9 | -130,1 | -54,7 | -293,3 | -272,7 |
| Tovarlarning tashqi savdo balansi | 98,6 | 112,9 | 51,9 | 48,5 | -39,7 | 2,5 | -33,3 | -20,5 | -81,8 | -280,7 | -138,9 | -73,5 | -309,7 | -289,8 |
| Xizmatlarning tashqi savdo balansi | 4,0 | 8,0 | 10,3 | 49,5 | 13,0 | 8,9 | 7,8 | 9,9 | 13,9 | 16,8 | 8,8 | 18,7 | 16,4 | 17,1 |

According to Table 4, in the composition of external trade turnover, exports in the region amounted to 156.2 million USD in 2010 and 304.2 million USD in 2023. The export of goods (at FOB price) amounted to 152.2 million USD in 2010 and 285.2 million USD in 2023. The export composition includes cotton, chemical products and their derivatives, ferrous and non-ferrous metals, energy and oil products, machinery and equipment, and food products. The export of services amounted to 4.0 million USD in 2010 and 19.0 million USD in 2023. In 2023, transport services (7.0%), travel (7.1%), and other services (4.9%) were part of the export composition.

In 2023, other products amounted to 137.6 million USD, and the total import of goods and services was 576.9 million USD. The import of goods (at CIF price) amounted to 53.6 million USD in 2010 and 575.0 million USD in 2023. Specifically, the import of chemical products and their derivatives was 11.1 million USD in 2010 and 32.9 million USD in 2023; ferrous and non-ferrous metals accounted for 0.6 million USD in 2010 and 8.5 million USD in 2023; machinery and equipment imports were 18.2 million USD in 2010 and 253.4 million USD in 2023; and food products amounted to 5.0 million USD in 2010 and 205.3 million USD in 2023. However, energy and oil products were valued at 12.0 million USD in 2023.

The import of services amounted to 1.9 million USD in 2023, mainly from transport services. Other products accounted for 18.6 million USD in 2010 and 62.8 million USD in 2023.

In the external trade balance for goods and services in 2010, the total external trade balance was 102.6 million USD, with goods contributing 98.6 million USD and services 4.0 million USD. However, by 2023, these figures decreased to 272.7 million USD and 289.8 million USD, respectively, while the service trade balance was 17.1 million USD.

The region's approach considers the potential for local businesses to modify the quality of products they offer for export. This would be done through innovative changes in the types of goods exported. For this reason, a structure capable of implementing these mechanisms to enhance export potential is required. The organizational and legal form of this structure would involve using the scientific potential of employees, integrating research directly into the educational process, and engaging students in labor.

The goal of the organizational structure based on this concept is to expand markets for products produced by companies and organizations targeted for export, and to form organizational, legal, and economic mechanisms for integrating the national economy.

The primary objectives of this structure are as follows:

* Analyzing the cooperation of regional enterprises with other countries in the main export sectors;
* Studying quality issues of export products produced by enterprises;
* Developing methodological recommendations to increase exports of products in line with the structure of countries and goods;
* Creating an online platform for exporters;
* Collaborating with international organizations;
* Re-establishing and developing relations with other republics;
* Analyzing the prospects of developing external economic activity and shaping the region's main activity areas within a targeted program;
* Creating favorable investment environments and procedures, and attracting foreign investors by setting up work technologies with external trade companies;
* Monitoring export activities to address barriers and challenges.

The main task of this structure is to implement the regional component of national external economic activity within the region: creating favorable economic, organizational, legal, and other conditions for the development of exports and increasing efficiency, and applying mechanisms from state programs that provide financial, tax, consulting, marketing, diplomatic, and other types of support.

At the same time, the functions of this organizational structure will include:

* Analyzing and summarizing the region's initial economic potential;
* Developing exhibition strategies and actions for enterprises capable of creating the region's product brand and reputation with their goods and services;
* Collecting data on the actual and potential product assortments of enterprises;
* Processing data and creating export potential directories;
* Providing methodological assistance in business planning for export projects;
* Financing research work to identify priority projects based on a comprehensive study of export potential, considering both internal opportunities and global conditions;
* Expanding cooperation with international financial and economic organizations;
* Providing enterprises with organizational, informational, and other types of support regarding contractors and market conditions;
* Conducting marketing research for key product groups and developing marketing strategies for enterprise development;
* Formulating innovation and investment strategies for enterprise development;
* Increasing the level of personnel training and retraining in external economic activities.

In conclusion, to increase the region's external trade potential, it is necessary to develop an export development strategy, improve the regional export structure, expand and enhance the quality of products produced and exported by enterprises, improve the geographic structure of exports, and create an effective system of investment support for innovation. At the same time, the region's interests demand the direct establishment of economic ties with other countries' regions, which will further develop business cooperation in a broader and more effective way. Implementing the main actions will ensure an expansion of product types and an increase in the volume of exports from enterprises, contributing to the filling of the regional budget

**Foydalanilgan adabiyotlar ro‘yxati:**

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