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EXPORT OF AGRO-INDUSTRIAL PRODUCTS OF RUSSIA: NEW OPPORTUNITIES AND DEVELOPMENT PROBLEMS

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The paper considers the export problem of the agro-industrial products of Russia. The research relevance lies in the competition conditions in the world food markets. The paper aims to study the impact of the development of exports of agricultural products on the stability of the Russian economy.

Considering the strengthening of the position of agricultural products export in the structure of Russian exports, the paper aims to assess the problems and identify new opportunities for the development of agricultural products exports based on an analysis of its dynamics and structure.

The authors applied the methods of economic-statistical analysis to identify patterns in the dynamics and structure of exports of agricultural products. During the research, the dynamics and structure of agricultural exports were analyzed. The authors also calculated the average export price for the enlarged product groups. They concluded that (1) the share of agricultural exports in the structure of Russian exports is growing and (2) that there is a need to increase its efficiency through government support measures. New opportunities for the export of agricultural products in the world market arise with (1) an increase of the competitiveness of products, (2) the development of new sales markets, (3) a stable position of exporters, (4) the efficient production of agricultural products by national producers.

Currently, it is possible only if state support for export activities is combined with the initiatives of the agriculture entrepreneurs. The paper will be useful for regional and federal governments, the scientific community, and anyone interested in Russian export issues.

Keywords: *agro-industrial complex; export; global food market*

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ЭКСПОРТ ПРОДУКЦИИ АГРОПРОМЫШЛЕННОГО КОМПЛЕКСА РОССИИ: НОВЫЕ ВОЗМОЖНОСТИ И ПРОБЛЕМЫ РАЗВИТИЯ

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В статье рассматривается проблема экспорта продукции агропромышленного комплекса России. Актуальность исследования заключается в условиях конкуренции на мировых рынках продовольствия. Учитывая усиление позиций экспорта продукции АПК в структуре российского экспорта, поставлена цель оценить проблемы и определить новые возможности развития экспорта продукции АПК на основе анализа его динамики и структуры.

Авторы применяли методы экономико-статистического анализа для выявления закономерностей в динамике и структуре экспорта сельскохозяйственной продукции. В процессе проанализированы динамика и структура экспорта сельскохозяйственной продукции. Также была рассчитана средняя экспортная цена по укрупненным товарным группам.

Сделан вывод о росте доли экспорта сельскохозяйственной продукции в структуре российского экспорта и необходимости повышения его эффективности за счет мер государственной поддержки. Новые возможности экспорта продукции АПК на мировой рынок возникают при условии повышения конкурентоспособности продукции, освоения новых рынков сбыта, стабильного положения экспортеров, эффективного производства сельскохозяйственной продукции отечественными производителями. В настоящее время это возможно только в том случае, если государственная поддержка экспортной деятельности будет сочетаться с инициативами предпринимателей в сфере сельского хозяйства.

Статья будет полезна для региональных и федеральных органов управления, научного сообщества и всех интересующихся вопросами российского экспорта.

Ключевые слова: агропромышленный комплекс; экспорт; мировой продовольственный рынок

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Introduction

The research relevance lies in the need to strengthen the orientation of the agro-industrial complex [AIC] Russia to solve the tasks set by the national project “International Cooperation and Export” [10] and the federal priority project “Export of Agro-industrial complex products” [7].

The effective development of the export of AIC products implies expanding Russian producers on the world food markets while maintaining the country’s food security. The solution of this task requires (1) growth and effective use of the existing production potential of the AIC, (2) evaluation of promising geographical and commodity export directions, (3) increase of the competitiveness of the products, (4) intensification of the government support. It is necessary to evaluate the problems and identify new opportunities for the development of agricultural products exports based on an analysis of its dynamics and structure, taking into account the strengthening of the exports positions of agricultural products in the structure of Russian exports in the last decade. To do this, the authors analyzed the dynamics and the specific structure of agricultural products exports and calculated the average export price for the enlarged commodity groups. The authors concluded that (1) the agricultural products exports are dynamically developing and its share in Russian exports is growing, (2) its efficiency needs to be increased using government support measures.

Materials and methods.

The methodological basis of this study was the studies by Russian and foreign authors in the field of export of the agro-industrial complex [2; 6; 8; 11; 12; 16; 17; 19; 20]. The researchers quite convincingly argue the necessity and expediency of focusing agricultural production on the world food market, assess the potential of Russian producers, and identify factors constraining the exports’ development. At the same time, changes in demand and the conjuncture of world food markets create new problems for exporters, the understanding of which allowed us to form a position on the assessment of new opportunities for exporting agricultural products to world food markets. To analyze the trends in the development of Russian exports, we used the methods of economic and statistical analysis. The reference information for the study was the complex data of Russian and international databases of export statistics [1; 18]. We analyzed the dynamics and structure of exports in 2013–2019, which allowed us to assess the current trends and make assumptions about the prospects of Russia in the world food market.

Results

We analyzed the dynamics of Russian exports in 2013–2019. Table 1 [1] shows the results of this analysis.

Table 1.

Export dynamics. Russian Federation, 2013–2019

Period	Amount, billion dollars	Growth rates compared to the previous year, %	Growth rates by 2013, %
2013	526	100	-
2014	397.4	75.55	75.55
2015	343.5	86.44	65.30
2016	280.7	81.72	53.37
2017	357.8	127.47	68.02
2018	449.8	125.71	85.51
2019	420.4	93.46	79.92

Table 1 shows that from 2013 to 2016, the volume of exports in value terms decreased by almost two times. Among the reasons for the negative dynamics, we noted anti-Russian sanctions and the unfavorable conjuncture of the world market of fuel and energy resources. In the following years, the trend was changed positively, but with unstable growth that did not compensate for the previous downturn. The volume of exports in 2019 amounted to only 79.92% of 2013.

Table 2 shows the analysis results of the growth rates and changes in the position in the structure of Russian exports of commodity groups with negative dynamics [1].

Table 2.

Export of commodity groups with negative dynamics. Russian Federation, 2013–2019

Product group	Export volume, billion dollars		Share in total exports, %		Increase in export volume 2019 to 2013, %
	2013	2019	2013	2019	
Mineral products	309.8	224.5	58.9	53.49	-28
Hidden section	80.9	54.1	15.38	12.89	-32
Metals and metal products	40.8	37.7	7.76	8.98	-7
Chemical industry products	21.4	19.1	4.07	4.55	-11
Plastics and rubber	6.38	6.01	1.21	1.43	-6
Transport	5.98	5.12	1.14	1.22	-14
Leather and fur products	0.61	0.19	0.12	0.05	-68

During the analyzed period, the volume of exports of mineral products decreased by 28%, chemical industry products – by 11%, metals and metal products – by 6%. While maintaining the dominant position of mineral products in the structure of Russian exports, their share decreased from 58.9% to 53.49%.

In such conditions, one should search for promising areas of Russian export, one of which may be the export of agricultural products since the increase in its volumes in the analyzed period was more than 70% (Table 3) [1].

Table 3.

Export of AIC products. Russian Federation, 2013–2019

Product group	Export volume, billion dollars		Share in total exports, %		Increase in export volume
	2013	2019	2013	2019	2019 to 2013, %

End of Table 3.

Total	525.964	419.676	100	100	-20
including agricultural products	16.26	24.6	3.09	5.86	51
among them are the following:					
Vegetable products	5.77	9.99	1.1	2.38	73
Animal products	3.33	5.66	0.63	1.35	70
Food, beverages, tobacco	4.97	5.53	0.94	1.32	11

The high growth rates of exports of agricultural products are primarily a consequence of Russia’s purposeful export policy and the favorable conjuncture of the world food market. The Decree of the President of the Russian Federation “*On national goals and strategic objectives of the development of the Russian Federation for the period up to 2024*” [9] defines the goal of increasing the volume of exports of non-primary non-energy goods, among which agricultural products occupy a significant place. To implement the Decree of the President of the Russian Federation, the national project “International Cooperation and Export” [7] and five priority projects have been developed, including the project “Export of agricultural products” [10].

Table 4 [1] shows a comparison of the dynamics of export volumes of AIC products in value and kind.

Comparing the dynamics of the export volumes of agricultural products in value and kind allows us to judge the decrease in the average export price of vegetable products, fats, and oils, which requires an increasing increase in the volume of exports in kind.

Table 4.

**Calculation of the average export price of AIC products.
Russian Federation, 2013–2019**

Period	Export volume, billion dollars	Growth rates by 2013, %	Export volume, thousand tons	Growth rates by 2013, %	Average price, dollar per 1 ton.
Animal products					
2013	3.33	100	1774	100	187.71
2019	5.66	169.97	2316	130.55	244.39
Vegetable products					
2013	5.77	100	20925	100	27.57
2019	9.99	173.14	44873	214.45	22.26
Fats and oils					
2013	2.19	100	2012	100	108.85
2019	3.42	156.16	4722	234.69	72.43

On the one hand, lower prices open access to the capacious markets of low-income countries. On the other hand, lower prices reduce the efficiency of exports, the amount of export revenue, require high costs for the production of AIC products and logistics.

The research results confirm the need to expand export directions by entering new sales markets, finding ways to increase efficiency, and strengthening support for AIC products' export. According to the authors, new opportunities for Russian exporters may be associated with (1) a change in the preferences of importing countries, (2) technological shifts in the production, (3) processing and storage of agricultural products, and (3) the development of international logistics. The continuous dynamics of change and the instability of the world food markets require constant monitoring of problems and new opportunities for the exports' development and clarification of measures for its state support.

Discussion

In the contemporary Russian and foreign scientific literature, considerable attention is paid to the development of the AIC exports. The authors are unanimous in the evaluation of the Russian agricultural potential, which is sufficient not only for food self-sufficiency in many types of products but also allows it to occupy significant positions in the global food market [15; 16; 17]. The works of well-known national scientists are devoted to the theoretical understanding of the problem of export-oriented development of the AIC [2; 8; 11]. The most discussed topic of recent years is the role of the state in support of agricultural

producers and the export of agricultural products [3; 6; 13; 14]. The scientists present an interesting view on the possibility of using new organizational forms and mechanisms to manage agricultural exports [4; 5]. Understanding the scientific discussion on the problems of developing exports of agricultural products allowed the authors to form a position on the application of an integrated approach to solving problems in the implementation of new opportunities for exporting agricultural products to world food markets. Within the proposed approach, on the one hand, one can determine the directions for the purposeful development of the Russian agricultural producers' potential considering the conjuncture of world markets. On the other hand, one expects a comprehensive assessment of the attractiveness of product and country market segments for agricultural producers in different regions of Russia. This research can serve as a basis to form a national program for the agricultural products export and determine targeted measures of state support for exporters at the stages of production and sale of products.

Conclusion

The authors studied the dynamics and structure of exports of AIC products and noted the outstripping growth rates and an increase in the share of exports of AIC products in total exports, which indicates its prospects. At the same time, the authors note a decrease in world market prices for the main groups of Russian agricultural products, which (1) reduces its efficiency, (2) reduces the number of export earnings, and also (3) requires high costs not only for the production of agricultural products but for its delivery. As a result of theoretical and practical studies of the developing issues of the agricultural products export in Russia, the authors conclude that it is necessary to apply an integrated approach when solving problems and identifying new opportunities for the effective export of agricultural products. New opportunities are associated with the changing preferences of importing countries, innovative technologies for production, processing and storage of agricultural products, and the development of supply chains. The constant nature of changes requires continuous monitoring of problems and new opportunities for the exports' development and clarification of measures for its state support.

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