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Original article

SOME PROBLEMS OF MODERN RUSSIAN EXPORTS AND METHODS OF THEIR SOLUTION

Vitchenko M. A.

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The purpose of this article to collect information about new problems of modern Russian exports and find the ways to overcoming them. Foreign economic activity is one of the foundations of the stable functioning of the state in the international arena. Modern conditions of globalization, international diversification of production and stable logistics chains contribute to the development and strengthening of economic, political and cultural ties between countries, help to strengthen foreign economic activity. Therefore, the balance of imports and exports, the commodity structure of imported and exported products is of great importance for the economic interests of the country and its economic security. Initiatives, stable joint work of state structures and enterprises can help Russian exports not only withstand sanctions, but also stabilize the export structure, bring the quality of Russian products to a global and competitive level.

Keywords: Russian business; international economy; russian exports; national import and export policy.

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НЕКОТОРЫЕ ПРОБЛЕМЫ СОВРЕМЕННОГО РОССИЙСКОГО ЭКСПОРТА И ПУТИ ИХ РЕШЕНИЯ

Витченко М. А.

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Цель данной статьи собрать информацию о новых проблемах современного российского экспорта и найти пути их преодоления. Внешнеэкономическая деятельность является одной из основ стабильного функционирования государства на международной арене. Современные условия глобализации, международная диверсификация производства и стабильные логистические цепочки способствуют развитию и укреплению экономических, политических и культурных связей между странами, способствуют укреплению внешнеэкономической деятельности. Поэтому баланс импорта и экспорта, товарная структура импортируемой и экспортируемой продукции имеет большое значение для экономических интересов страны и ее экономической безопасности. Инициативы, стабильная совместная работа государственных структур и предприятий могут помочь российскому экспорту не только выдержать санкции, но и стабилизировать структуру экспорта, вывести качество российской продукции на мировой и конкурентоспособный уровень.

Ключевые слова: российский бизнес; международная экономика; российский экспорт; национальная политика импорта и экспорта.

Foreign economic activity is one of the foundations of the stable functioning of the state in the international arena. Modern conditions of globalization, international diversification of production and stable logistics chains contribute to the development and strengthening of economic, political and cultural ties between countries, help to strengthen foreign economic activity. Therefore, the balance of imports and exports, the commodity structure of imported and exported products is of great importance for the economic interests of the country and its economic security.

Import-export regulation can be called one of the instruments of foreign economic activity and in general it can be divided into two types: customs tariff and non-tariff regulation. Customs tariff regulation consists of actions related to changes in the rates of customs tariffs. Non-tariff regulation is much broader and includes licensing, quotas, customs barriers, anti-dumping control and others.



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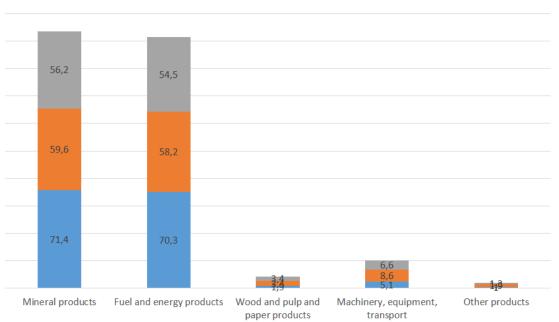
In addition, foreign economic activity is one of the components of the national interests of the country, so this direction is experiencing internal and external political influence. This is logical and understandable: each country primarily pursues its own goals and protects its own economic interests and the interests of its producers by influencing the quantity, quality, prices of imported and exported goods.

Russian trade has always experienced both political and economic pressure from other countries in the implementation of foreign trade relations. Nowadays Russian foreign trade operations, especially those related to the import and export of goods, are now under unprecedented pressure due to sanctions. The escalation of sanctions pressure began in 2014, but after 2022 Russia became the absolute champion among countries in terms of the number and volume of sanction restrictions [1].

During the Soviet period, the bipolar division of the world into allied and rival countries influenced the country's foreign policy and economy, determined the structure, direction, and volume of exports of the USSR. In 1950 The Soviet Union traded with 45 countries, and in 1986 with 145 countries of the world. Speaking about the structure of exported goods, most of the exports accounted for gas, oil, wood, machine tools and equipment and, surprisingly, photo cameras and watches. In 1986, most exports (69%) went to socialist countries and 19.2% to developed capitalist countries [2].

After the collapse of the Soviet Union, the structure of export-import relations changed. If at the end of the 80s, imports and exports were in approximately equal proportions, then after the collapse of the USSR, the share of imports to Russia increased sharply, while the share of exports gradually decreased. Export in those years was holding on mainly due to the supply of fuel, electricity, and metallurgy.

In 2014, Russian manufacturers and exporters experienced some problems due to the imposition of sanctions, but by 2016, Russian industry and exports stabilized and, in some points, reached the level of the beginning of 2014 or even crossed it (see Fig. 1) [3].



■ 2012 ■ 2016 ■ 2021

Figure 1 – The structure of Russian exports of basic products from 2012 to 2021, %

However, the sanctions of 2022 have an unprecedented scale in terms of the volume of prohibitive directives and the impact on Russian business (increased customs duties, problems with the delivery of goods and the transfer of money when paying for transactions) [4]. Russian manufacturers, importers and exporters have practically found themselves in a situation of trade isolation. Interestingly, it is not the first time in its history that Russia finds itself in a situation of foreign trade restrictions. According to the data given in Fig. 1, we can notice a decrease in exports of basic goods after 2014. [5].

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Export and import difficulties began in 2014, when many countries-imposed sanctions on some Russian goods. With the start of the special operation in Ukraine and the introduction of additional tough sanctions by many countries, export-import relations in Russia have faced many problems and restrictions. These problems are primarily related to the loss of established, strong trade relations with proven and stable trading partners, with the breaking of long-established logistics chains, with the departure of many dealerships and the closure of production in Russia. According to the words of the Chairman of the Central Bank of the Russian Federation Elvira Nabiullina, who spoke at a joint meeting of the relevant committees of the State Duma on April 18, 2022: "Restrictions on imports and logistics will require Russian companies, manufacturers to find new partners, new logistics ways of delivering products, switching to the production of components at home. By the way, there is a similar story with exports: there, too, we will need to look for new partners and new logistics" [6].

Not only Russia, but also foreign trading partners experienced stress and great difficulties with the production, delivery and sale of goods and making payments in the first months after the sanctions were imposed.

A year later, the Chairman of the Central Bank of the Russian Federation Elvira Nabiullina at the speech of in the plenary session of the State Duma devoted to the consideration of the Annual Report of the Bank of Russia for 2022, noted that enterprises adapt to changes, find new suppliers and new markets. For example, regular surveys of the Central Bank show that in the spring of last year, two-thirds of companies talked about "problems with the supply of necessary imported components and raw materials, and now it is only 12% of companies with such problems" [7].

The current stabilization of the situation shows that after some decline, Russian companies began to look for ways out of the existing problems: someone has changed the geography of exports, someone has changed trading partners. Many Russian companies had to establish new trade relations, logistics chains and solve problems related to insurance and payment for exported goods in a very urgent time and under a great pressure and opposition. The priority areas for exports in the current conditions are those countries that have remained neutral or friendly and have not imposed sanctions against Russia.

The list of "unfriendly" countries has been officially approved but may be changed due to the introduction of new sanctions. The list of neutral or friendly countries towards Russia has not been officially approved, so it is difficult to name the exact number of the countries, but, according to the words of Foreign Minister Sergey Lavrov: "Russia considers all countries that are not in the unfriendly list as friendly" [8].

From the Fig. 2, we can see that now the former main export and import partners – European area, the USA, Canada, Japan and the South Korea are practically closed for Russian foreign trade.

Thus, such export destinations as Southeast Asia, Africa, South America, and the Middle East have come to the first level of trading interests to Russia. The most powerful export flow now goes to China, India, and Turkey. These countries buy oil products, gas, and agricultural products in large volumes, satisfying their own needs in energy, grain, and metals. And at the same time, these countries are a kind of resellers who are selling Russian goods to other countries, including countries from the "unfriendly" list.

This situation is proved by the words of Chinese analyst Gong Z.: "The EU's current reluctance to continue to deepen energy cooperation with Russia will inevitably mean that the vacant supply and demand space between the EU and Russia will also need to be filled" [9].

Logistics chains, payment and insurance systems in the areas of Southeast Asia, Africa, South America, and the Middle East were worked out and functioned without problems even before the introduction of sanctions in 2022, after the introduction of sanctions, trade with these countries further strengthened, becoming one of the main directions of Russian exports.

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Countries that support Russia: (10 in total)

Figure 2 – Number of countries in relation to sanctions imposed on Russia after 2022

As mentioned at the beginning of the article, Russia has been and is one of the largest exporters in the world. This situation is mainly related to the export of raw materials. It is advantageous for buyer countries to buy cheap raw materials, process them on their own and then sell them much more expensive, making a profit and creating jobs at home. At the same time, Russia and Russian companies are losing possible profits and possible jobs. Therefore, when solving urgent problems of Russian exports, much attention is paid not only to overcoming the sanctions barrier, but also to the systematic establishment of an export balance between raw materials and non-commodity non-energy exports. Thus, as part of assistance to the development of non-resource exports in Russia, in December 2022, President of Russia V. Putin signed a law that introduces the term "non-resource non-energy sector". This law establishes a uniform approach and the concept of "non-resource nonenergy export", that will help the implementation of the national project "International cooperation and export" and the growth of supplies of non-resource non-energy goods to world markets. According to the words of Veronika Nikishina, Director General of the Russian Export Center, this step was taken: "In order to make export support tools more effective, it is necessary for all ministries and departments to speak "the same language" [10].

Government agencies play an important role in promoting export development. For example, Chambers of Commerce and Industry hold regular international exhibitions, visits of representatives of foreign companies and organize business missions of Russian manufacturers abroad, help establish direct contacts between companies, the Chambers also provide financial and non-financial assistance to companies in all industries at all stages. The Russian Export Center supports non-commodity exports in entering foreign markets within the framework of a national project "International cooperation and export". It also provides educational, consulting services for exporters, state support during transportation, certification of non- commodity exported goods. Russian Export Center JSC is a state institution that includes the Russian Export Credit and Investment Insurance Agency (EXIAR), ROSEXIMBANK and ANO School of Export.

In conclusion, it is necessary to mention that Russian exporting enterprises are now facing a difficult task not only to survive in conditions of unprecedented sanctions, but also to maintain the export balance by adding exports of goods, services, and technologies to raw materials exports. Initiatives, stable joint work of state structures and enterprises can help Russian exports not only withstand sanctions, but also stabilize the export structure, bring the quality of Russian products to a global and competitive level. The national import and export policy to a certain extent determines the security of the country, its ability to resist external pressure, to maintain stability, ant to increase the potential for economic and social development.

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