

**THE ECONOMIC ROLE OF TRADE SERVICES IN
INCREASING THE EXPORT POTENTIAL OF AGRICULTURAL
PRODUCTS**

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Annotatsiya: Ushbu maqolada savdo xizmatlarining qishloq xo'jaligi mahsulotlari eksport salohiyatini oshirishdagi iqtisodiy roli tahlil qilinadi. Logistika, sertifikatlash, marketing va axborot xizmatlarining eksport samaradorligiga ta'siri yoritiladi. Shuningdek, xalqaro bozorlarga chiqishda savdo infratuzilmasining ahamiyati ko'rib chiqiladi.

Kalit so'zlar: Qishloq xo'jaligi, eksport, savdo xizmatlari, logistika, xalqaro bozor, iqtisodiy rivojlanish.

Резюме: В статье анализируется экономическая роль торговых услуг в повышении экспортного потенциала сельскохозяйственной продукции. Рассматривается влияние логистики, сертификации, маркетинга и информационных услуг на эффективность экспорта, а также значение торговой инфраструктуры для выхода на международные рынки.

Ключевые слова: Сельское хозяйство, экспорт, торговые услуги, логистика, международный рынок, экономическое развитие.

Summary: This article analyzes the economic role of trade services in increasing the export potential of agricultural products. It highlights the impact

of logistics, certification, marketing, and information services on export efficiency, as well as the importance of trade infrastructure in accessing international markets.

Key words: *Agriculture, export, trade services, logistics, international market, economic development.*

Introduction. Agricultural products play a vital role in the economic development of many countries, particularly in developing economies where agriculture is a key source of income, employment, and export earnings. In the context of globalization and increasing international trade integration, enhancing the export potential of agricultural goods has become an important strategic objective. However, competitiveness in global agricultural markets depends not only on production capacity but also on the efficiency of supporting systems, particularly trade services.

Trade services, including logistics, transportation, customs facilitation, storage, marketing, certification, and financial services, are essential components of the agricultural export system. These services help bridge the gap between producers and international markets by ensuring timely delivery, maintaining product quality, and reducing transaction costs. Moreover, they enable compliance with international standards and improve access to market information, which is crucial for effective export decision-making.

The development of efficient trade services significantly contributes to increasing the value and competitiveness of agricultural products in global markets. Without such services, even high-quality agricultural goods may face difficulties in reaching foreign consumers due to logistical barriers, regulatory constraints, and lack of market integration.

Therefore, this study focuses on analyzing the economic role of trade services in enhancing the export potential of agricultural products. It highlights how improvements in trade infrastructure and services can support agricultural

exporters, stimulate economic growth, and strengthen a country's position in international trade.

Analysis and results. Agricultural trade plays a key role in Uzbekistan's economy, and its export performance has significantly improved during 2010–2025 due to reforms, modernization of agriculture, and development of trade services such as logistics, certification, and export infrastructure. These services have reduced transaction costs, improved product quality, and expanded access to international markets.

Official statistics show a steady growth in both agricultural output and export revenues over this period. In particular, the agricultural sector's contribution to GDP increased continuously, reaching more than 306 trillion UZS in 2025 compared to much lower levels in the early 2010s . At the same time, total national exports also expanded significantly, reflecting stronger integration into global markets .

A major driver of this growth has been the improvement of trade services, including cold storage systems, transport networks, packaging facilities, and export certification systems. These factors have reduced post-harvest losses and increased the competitiveness of Uzbek agricultural products such as fruits, vegetables, and dried fruits in foreign markets. As a result, agricultural exports have become one of the fastest-growing sources of foreign currency earnings for the country .

Table 1

Agricultural Export and Trade Development Indicators (2010–2025, Uzbekistan)

Indicators	2010		2015	2020	2023	2025
Agricultural GDP (UZS billion)	~8,000		~45,000	~150,000	~250,000	306,294

Total Exports (USD billion)	~12		~13	~15	~25	33.8
Agricultural Export Share (%)	~5%		~6%	~7%	~8%	~8.5%
Countries with Agro Export Access	~30		~45	~60	~75	83

Discussion of Results. The data clearly indicates a strong upward trend in agricultural export performance over the analyzed period. The most significant growth occurred after 2016, when economic reforms and investment in trade services began to improve export efficiency. By 2025, Uzbekistan expanded its agricultural export markets to more than 80 countries, reflecting stronger global competitiveness.

Trade services played a central economic role in this development. Improved logistics and cold chain infrastructure allowed exporters to maintain product quality over long distances, while certification systems enabled compliance with international standards. Additionally, the development of processing and packaging industries increased the value-added share of agricultural exports.

Overall, the results confirm that the expansion and modernization of trade services have been a key factor in increasing the export potential of agricultural products in Uzbekistan during 2010–2025.

Conclusion and Recommendations. The study concludes that trade services play a key role in increasing the export potential of agricultural products by improving logistics, storage, certification, and market access. From 2010 to 2025, the development of these services contributed to higher export volumes, better product quality, and stronger competitiveness in international markets.

It is recommended to further develop modern logistics and cold chain systems, improve export infrastructure, expand access to international standards and certification, and strengthen digital trade platforms. In addition, increasing investment in processing industries will help raise the value-added of agricultural exports and ensure sustainable export growth.

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