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MAIN TRENDS IN EXPORT ACTIVITY OF THE REPUBLIC OF KAZAKHSTAN

The article deals with the issues of the export activity of the Republic of Kazakhstan using tabular, graphical and comparative methods. The comparison of the shares of manufactured goods and crude oil, as the most exported commodity from the country, in the period from 2012 to 2022 is carried out. The structure of exports of the Republic of Kazakhstan for more than ten years is analyzed. The main trends in the country's exports are outlined. The authors analyzed the dynamics of the main goods exported from the Republic of Kazakhstan, identified goods for which the share of exports increased the most, and, on the contrary, products for which the share in the total volume decreased markedly. The top ten exporters of Kazakhstani products are indicated as a percentage of the share in the total export volume, as well as in terms of money. The indicators of diversification of export products by commodity items and target markets are reflected. The main directions of expanding the geography of the country's exports are described. The main trends that have developed at the moment in domestic exports are determined.

Keywords: export, export activity, foreign trade, export trade, new export products, main export trends, export structure, non-resource exports, commodity diversification, export geography.

Кілт сөздер: экспорт, экспорттық қызметі, сыртқы сауда, экспорттық сауда, жаңа экспорттық өнімдері, негізгі экспорттық үрдістері, экспорт құрылымы, шикізаттық емес экспорт, өнімді әртарап-тандыру, экспорт географиясы.

Ключевые слова: экспортная деятельность, внешняя торговля, экспортная торговля, экспортные товары, экспортные тренды, структура экспорта, несырьевой экспорт, товарная диверсификация, география экспорта.

JEL classification: F 20

Introduction. The country's foreign economic activity affects its competitiveness in the world market, in view of which each state is interested in developing export-import relations. In the Republic of Kazakhstan, considerable attention is also paid to this issue, which is carried out through the involvement of the most developed sectors of the domestic economy in international production relations, support for domestic producers and investors in the implementation of their projects abroad, stimulating an increase in the range, geography and volume of national exports, first of all, non-primary, taking into account the priorities of the "Concept of the foreign policy of the Republic of Kazakhstan for 2020-2030" [1], as well as participation in the development and implementation of international quality standards, assistance in the elimination of tariff, non-tariff and protectionist measures that hinder the export of domestic goods and services. The Republic of Kazakhstan, being a member of many international trade organizations, interacts with a large number of trading partners, therefore, the issues of foreign trade, and in particular, exports, have always remained and remain relevant, and their coverage and analysis are in demand in the light of the constantly changing world situation.

Based on the foregoing, the purpose of the scientific article is to identify the main trends in the export activity of the Republic of Kazakhstan. The tasks are: analysis of the dynamics of Kazakhstani exports, identification of the country's main trading partners in the field of exports, analysis of the export structure of the Republic of Kazakhstan, description of new exported goods.

The methodological basis of the study was a complex system of scientific methods. The scientific article used the methods of induction and deduction, analysis and synthesis, comparison, tabular and graphical methods, as well as the method of document analysis. In addition, an analysis of the statistical materials of the Bureau of national statistics of the Agency for planning and reforms of the Republic of Kazakhstan was carried out.

Literature review. In the work, the authors relied on the works of foreign colleagues was studied: Malyarets L., Otenko V., Otenko I., Fatyanov D. [2], Zhou H., Fan J. [3], Rodygina N.Yu., Molevoy S.V.,

Musikhin V.I. and Alekseev V.I. [4], which describes the conditions and priorities of export-oriented industries in market conditions. and others. The experience of domestic scientists, who study the issues of Kazakhstani exports, such as Turkeeva K.A. [5], Madiyarova D.M., Amirbekova A.S. [6], Argyngazinov A.A. [7], Dulambaeva R.T., Esenzholova G.D. [8], Alpysbaeva N.A., Koshebaeva G.K. [9] and Karybaev A.A.-K., Nadirov N.N. [10].

In addition, the authors of the study analyzed the statistical data of the Bureau of national statistics of the Agency for strategic planning and reforms of the Republic of Kazakhstan [11] and the data of the analytical digest for 2022 on foreign trade of the Republic of Kazakhstan [12], developed the Concept of Foreign Policy of the Republic of Kazakhstan for 2020-2030 [1].

However, despite the fact that many studies have been devoted to the development of exports in the Republic of Kazakhstan, they are mostly descriptive in nature, without demonstrating the main trends of Kazakhstani exports, which is of course necessary to analyze the current state of the domestic export market, but not enough to predict the future state of this sphere of the Kazakh economy.

Main part. Kazakh researcher Turkeeva K.A. notes: "Currently, Kazakhstan is implementing an extensive trade-exchange export strategy, which is characterized by the export of a narrow group of goods and its limited state regulation. This is evidenced by the situation that has developed in the national economic complex of Kazakhstan, which shows a significant dependence of a number of industries on imports" [5].

According to the Bureau of national statistics of the Agency for strategic planning and reforms of the Republic of Kazakhstan, Kazakhstan's exports reached their maximum value in 2022 and amounted to 84.4 billion US dollars, while in 2015 it was equal to 45.9 billion US dollars, in 2016 – 36.7 billion US dollars, in 2017 – 48.5 billion US dollars, in 2018 – 61.1 billion US dollars. In 2019, due to the beginning of the covid period and the introduction of the quarantine regime, there was a decrease in trade activity, and, as a result, a decrease in national exports to 58.0 billion US dollars, and in 2020 it decreased to 46.9 billion US dollars. After the end of the epidemic, domestic exports began to grow again and increased in 2021 – 60.3 billion US dollars. In 2022, the export of Kazakhstani goods reached its maximum – 84.4 billion US dollars [11]. At the same time, the growth of Kazakhstani exports in 2022 compared to 2021 amounted to 40% (figure 1).

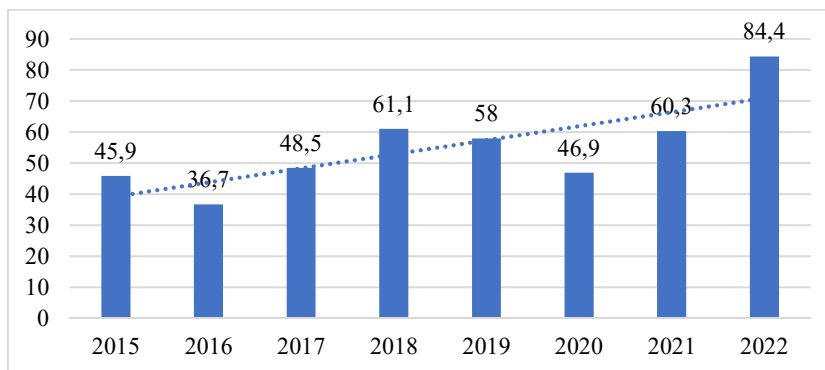


Figure 1. **The volume of export earnings of the Republic of Kazakhstan by years, in billion US dollars***

* Compiled by the authors based on the source [11]

In the structure of Kazakhstani exports, the main share falls on crude oil and processed goods. Moreover, crude oil accounts for more than half. From 2012 to 2014, the share of crude oil in exported goods increased from 65.3% to 67.5%, respectively. Then, in 2015 and 2016, there was a decrease in the share of crude oil to 58.3%. In 2016, there was a sharp decline in energy prices, and the share of crude oil in domestic exports fell to 52.5%. In the next two years, 2017 and 2018, the share of crude oil increased to 54.8% and 61.9%, respectively. Then came the covid-period, when there was a decrease in energy trading activity in the export markets. So, in 2019, the share of crude oil was 57.8%, and at the height of the pandemic in 2020, it reached its lowest level in 10 years – 49.9%. After that, in 2021, there was a positive trend and again the share of crude oil began to increase, respectively, to 51.5% and 55.6%. As for processed products, their share practically did not change over the first three years under consideration (from 2012 to 2014) and decreased slightly – from 24.1% to 23.1%. Then the share of processed goods began to increase: 30.5% in 2015. After that, during the price crisis for raw materials in 2016, processed goods accounted for the maximum share of exported products – 34.4%. In 2017, the share of processed goods decreased and

amounted to 32.1%, and in 2018 it fell to 25.8%. In 2019, it increased to 27.3%, and in 2020 to 32.5%. In 2021, it increased by 0.4% compared to the previous year and amounted to 32.9%. In 2022, there was a slight decrease – the share of processed goods fell to 31.3% [11] (figure 2). Thus, over the past 10 years, the share of crude oil has decreased, while the share of processed goods has increased, thereby shifting the vector of domestic exports towards finished products.

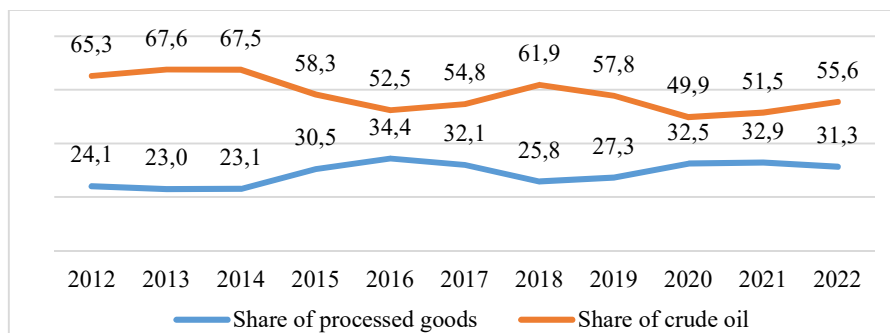


Figure 2. The share of the main export groups of goods of the Republic of Kazakhstan by years, in%*

* Compiled by the authors based on the source [11]

An analysis of the structure of Kazakhstan's exports for 2022, which in absolute terms is 84.4 billion US dollars, shows that it is represented mainly by commodities – more than 2/3 of the total volume (68.6%), almost a third of the total volume of exported products are processed goods – 31.4%. At the same time, the amount of raw materials in material terms from 2012 to 2016 decreased: in 2012 it amounted to 65.6 billion US dollars, in 2013 – 65.2 billion US dollars, in 2014 – 61.1 billion US dollars, in 2015 there was a sharp drop – up to 31.9 billion US dollars, but the lowest value in monetary terms, the export of raw materials from the Republic of Kazakhstan reached in 2016 – 24.1 billion US dollars. After that, it increased to 32.9 billion US dollars in 2017, and in 2018 amounted to 45.4 billion US dollars. During the COVID-19 pandemic, commodities were once again traded overseas at a lower volume, at 42.2 billion US dollars in 2019 and 32.1 billion US dollars at the peak of the coronavirus in 2020. In 2021, following a temporary drop in the sale of Kazakhstani raw materials abroad, growth began: US dollars 40.5 billion in 2021, which continued into 2022, when it was equal to US dollars 57.9 billion, which is the best indicator for the last 8 years. Like commodities, processed commodities experienced a decline between 2012 (20.8 billion US dollars) and 2016 (12.6 billion US dollars), then increased over a three-year period (from 2017 to 2019 – from 15.6 billion US dollars to 15.8 billion US dollars, slightly decreasing in 2020 – to 15.5 billion US dollars. In 2021, finished products were exported already in the amount of 19.8 billion US dollars, and in 2022 reached its maximum, amounting to 26.5 billion US dollars, which is 33.8% more than the previous year. The total products sold abroad also increased over the past year by 24.1 billion US dollars – from 60.3 billion US dollars to 84.4 billion US dollars (by 40% compared to 2021), which is close to the maximum value so far 11 years ago (86.4 billion US dollars in 2012) [12] (figure 3).

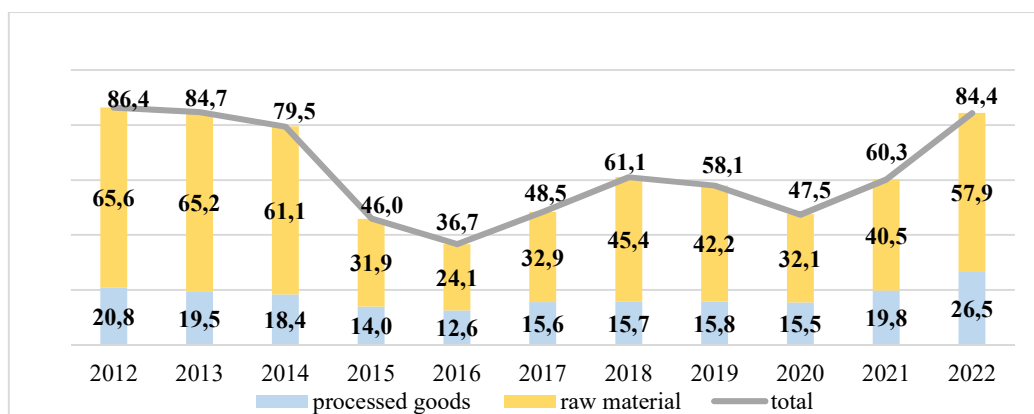


Figure 3. Structure of exports of the Republic of Kazakhstan by years, in %*

* Compiled by the authors based on the source [9]

Despite fluctuations, the share of goods with exports of more than 100 million US dollars changed insignificantly over 8 years – from 76.4% in 2015 to 73.8% in 2022, but at the same time, product diversification expanded almost twice export basket – from 21 goods in 2015 to 38 types of goods in 2022. At the same time, one product overcame the volume of exports of more than 500 million US dollars – wheat flour or wheat-rye (sales increased from 469.4 million US dollars in 2017 over the next 6 years to 753.0 million US dollars in 2022). Also, one product overcame the export volume of more than 200 million US dollars – sunflower oil or raw safflower oil. And if in 2017 sunflower oil was sold abroad in the amount of 28.1 million US dollars, then in 2022 already by 265.2 million US dollars (an increase of 9.4 times over the past six years). In addition, another commodity (crude copper, copper anodes for electrolytic refining), whose export deliveries exceeded US dollars 40 million over the past three years, showed a decrease (from 79.1 million US dollars in 2019 to 41,3 million US dollars in 2020 and 71.3 million US dollars, respectively, in 2021, to 18.0 million US dollars in 2022). Three commodities that showed a decline, previously exports exceeding US dollars 20 million US dollars for the last three years: flat-rolled products made of iron or non-alloy steel with a width of 600 millimeters or more, raw linseed oil and its fractions, as well as jewelry and parts thereof made of other precious metals. Thus, the share of goods with exports of more than 100 million US dollars in 2022 was 73.8%, which is 2.5% less than the same indicator in 2021, although in monetary terms in 2022 such goods were sold for 16.3 billion US dollars more than in 2021. At the same time, the number of goods with a share in exports of more than 100 million US dollars has increased over the past year from 33 to 38 [12] (figure 4).

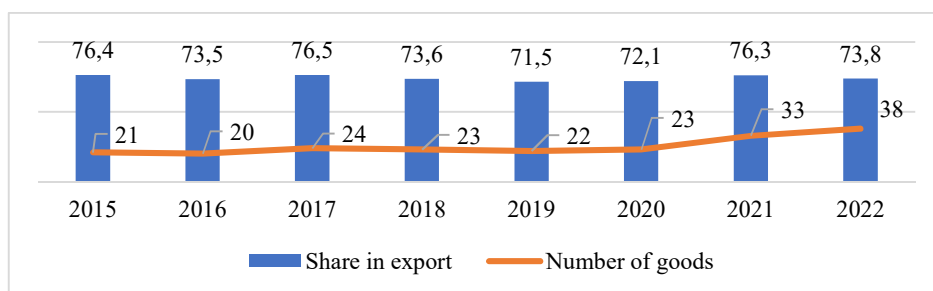


Figure 4. **Growth of commodity diversification of the Republic of Kazakhstan by years, with exports of more than 100 million USD***

* Compiled by the authors based on the source [12]

The main market for the sale of Kazakhstani goods in 2022 was Italy (13.8 billion US dollars, which is 16.4% of the share in total exports). Next are China (13.1 billion, or 15.6%), Russia (8.8 billion US dollars – 10.4%), the Netherlands (5.5 billion – 6.5%) and Turkey (4.7 billion US dollars – 5.6%). They are followed by: South Korea (4.5 billion US dollars – 5.4%), Uzbekistan (3.7 billion US dollars – 4.4%), France (3.1 billion US dollars – 3.7%). %, USA (1.2 billion US dollars – 1.4%). The tenth position is occupied by Germany (0.5 billion US dollars – 0.6%). For more details on the TOP-10 exporting countries of Kazakhstani products. These ten countries account for more than 2/3 of Kazakhstani exports – 69.9% [12] (figure 5).

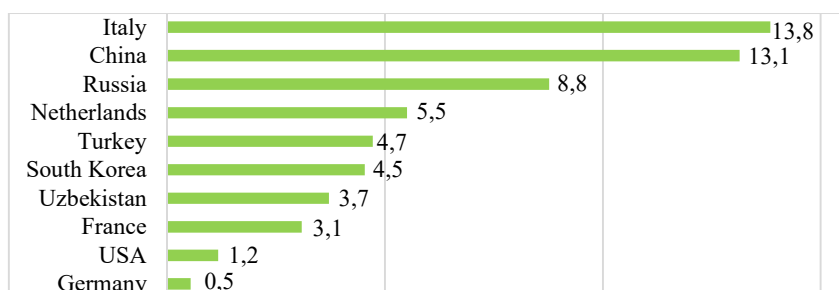


Figure 5. **TOP-10 countries exporting Kazakhstani products for 2022, in billions of US dollars***

* Compiled by the authors based on the source [12]

In 2022, the largest growth in supplies was recorded to the countries of the European Union, China, the EAEU and Central Asia. In particular, exports to the countries of the European Union in 2022 increased by 39.3% compared to 2021 and rose to 32.4 billion US dollars. The largest amount in exports were: crude oil

(27.9 billion US dollars), petroleum products (961.7 million US dollars), ferroalloys (661.0 million US dollars), coal (409.7 million US dollars), raw aluminum (244.6 million US dollars). Exports to China increased to 34.7% and rose to 13.2 billion. The largest growth was recorded for crude oil (4.1 billion US dollars), ores (2.9 billion US dollars), copper and cathodes from copper (2.3 billion US dollars), natural gas (1.2 billion US dollars) and ferroalloys (775.2 million US dollars). Export deliveries to the EAEU countries increased to 24.3%, which in absolute terms amount to 9.7 billion US dollars. The main exported goods are: steel rolled products (1.0 billion US dollars), uranium (\$956.5 million), ores (940.3 million US dollars), aluminum oxides and hydroxides (337.0 million US dollars), waste and scrap of ferrous metals (247.3 million US dollars). Exports to the countries of Central Asia increased to 26.7%, which in absolute terms is 5.7 billion US dollars. The largest amount in exports was recorded for: wheat (1.3 billion US dollars), ores (344.3 million US dollars), rolled metal from steel (291.1 million US dollars), cars (251, 6 million US dollars), semi-finished steel products (223.1 million US dollars) [12]. Thus, the main exported goods to the countries of the European Union and China were crude oil and oil products, to the countries of the EAEU – rolled metal from steel, uranium and ores, while to the countries of Central Asia – wheat.

The main trends in the growth of export deliveries can be described as follows. Firstly, the shortage of vegetable oils in the region allowed Kazakhstan to significantly increase the growth in the supply of this product to China and Uzbekistan, and if exports to Uzbekistan increased by 83%, then sales to China increased by 11.8 times. Also, in connection with the imposed sanctions restrictions, import producers left the Russian market of alcoholic beverages, which made it possible for Kazakhstan, in the event of a shortage of alcohol in the Russian Federation, to sell more of its beer (an increase of 19.3% – from 15 million liters in 2021 to 17.9 million liters in 2022) and cognac (an increase of 40.3% – from 5.8 million liters in 2021 to 8.1 million liters in 2022 to Russia [12].

In 2022, exports of mineral and carbonated drinks also showed growth in the direction of Kyrgyzstan, Uzbekistan and Russia. Deliveries to Russia increased in 2022 compared to 2021 by 2.5 times (from 16.1 to 41.0 thousand tons), to Uzbekistan – by 2.7 times (from 9.5 to 25.4 thousand tons), and to Kyrgyzstan – by 70% (from 125.2 to 213.2 thousand tons) [12].

After the introduction of trade sanctions against the Russian Federation, Kazakh alumina replaced Australian products, while over the year, Kazakhstan’s export deliveries to Russia for this product almost doubled (by 97% – from 378.1 thousand tons in 2021 to from 745.4 thousand tons in 2022). In addition, the growth of meat exports to Uzbekistan increased five times: chilled beef by 39.9 times – from 4583.8 tons in 2021 to 17995.3 tons in 2022, and mutton by 27.5 times – from 296.3 tons in 2021 to 8155.8 tons in 2022. Due to the logistical difficulties of importing fish products from the Russian Federation, the EU countries began to replace part of the deficit with Kazakh fish. Thus, the demand for fish fillets from Kazakhstan increased, for example, in Germany by 62.9% (from 1696.3 million liters in 2021 to from 2763.8 million liters in 2022), in Lithuania – by 56, 5% (from 1265.3 million liters in 2021 to 1980.5 million liters in 2022), and in the Netherlands by 48.7% (from 1132.3 million liters in 2021 to from 1684, 1 million liters in 2022) [12].

The main goods exported abroad from Kazakhstan in 2022 were: crude oil (60.9%), copper and cathodes from it (4.5%), ferroalloys (3.9%), natural gas (2.4%), uranium (2.0%), ores and copper concentrates (3.1%), wheat (2.1%), petroleum products (1.8%), hard coal (1.1%), raw zinc and ores iron concentrates (0.9% each), wheat flour (0.8%), raw aluminum (0.6%), ores and concentrates of precious metals (0.5%) and silver (0.4%). The remaining goods are numerous and together in the total volume of domestic exports account for 14.2% [11]. Thus, in the structure of Kazakhstan's exports, commodities prevail, the main share of which is oil. More detailed data are presented in table 1.

Table 1

Dynamics of the main goods exported from the Republic of Kazakhstan

№	Name of goods	2019 year, in billion US dollars	Share in total volume in 2019, in %	2020 year, in billion US dollars	Share in total volume in 2020, in %	Growth for 2020/2019 in %	2021 year, in billion US dollars	Share in total volume in 2020, in %	Growth for 2021/2020 in %	2022 year, in billion US dollars	Share in total volume in 2022, in %	Growth for 2022/2021 in %
1	2	3	4	5	6	7	8	9	10	11	12	13
1	Crude oil	33585	61,4	237037	53,6	-29,4	31090	55,0	+31,2	49433	60,9	+59,0
2	Copper and copper cathodes	2621,2	4,8	2720,4	6,2	+3,8	3260,9	5,8	+19,9	3619,8	4,5	+11,0
3	Natural gas	3175,9	5,8	2468,5	5,6	-22,3	2102,3	3,7	-14,8	1911,0	2,4	-9,1

1	2	3	4	5	6	7	8	9	10	11	12	13
4	Uranus	1515,6	2,8	1718,4	3,9	+13,4	1740,3	3,1	+1,3	1626,2	2,0	-6,6
5	Ferroalloys	1886,2	3,4	1658,0	3,8	-12,1	2280,7	4,0	+37,6	3131,4	3,9	+37,3
6	Copper ores and concentrates	1153,6	2,1	1462,9	3,3	+26,8	1622,8	2,9	+10,9	2495,9	3,1	+53,8
7	Wheat	1002,8	1,8	1137,1	2,6	+13,4	1435,5	2,5	+26,2	1693,4	2,1	+18,0
8	Ores and concentrates of precious metals	595,4	1,1	711,8	1,6	+19,5	611,2	1,1	-14,1	376,5	0,5	-38,4
9	Iron ores and concentrates	664,6	1,2	663,0	1,5	-0,2	642,7	1,1	-3,1	769,2	0,9	+19,7
10	Oil products	1033,0	1,9	645,5	1,5	-37,5	911,4	1,6	+41,2	1473,7	1,8	+61,7
11	Zinc raw	730,6	1,3	620,4	1,4	-15,1	733,3	1,3	+18,2	735,4	0,9	+0,3
12	Silver	436,2	0,8	613,8	1,4	+40,7	745,2	1,3	+21,4	351,0	0,4	-52,9
13	Wheat flour	362,1	0,7	489,4	1,1	+35,2	434,2	0,8	-11,3	468,6	0,6	+7,9
14	Raw aluminum	513,3	0,9	462,2	1,0	-10	745,0	1,3	+61,2	493,0	0,6	-33,8
15	Coal stone	449,6	0,8	339,8	0,8	-24,4	199,5	0,4	-41,3	857,9	1,1	+330
16	Other goods	4974,7	9,1	4785,0	10,8	-3,8	7950,0	14,1	66,1	11705	14,2	+44,7

* Compiled by the authors based on the source [11]

As can be seen from the above data, in 2022 compared to 2021, the largest increase was: silver (+40.7%), wheat flour (+35.2%), copper ores and concentrates (+26.8%), and also ores and concentrates of precious metals (+19.5%), and the largest decrease occurred in petroleum products (-37.5%), crude oil (-29.4%), hard coal (-24.4%) and natural gas (-22.3%). In 2021, compared to 2020, exports of unwrought aluminum (+61.2%), petroleum products (+41.2%), ferroalloys (+37.6%) and crude oil (+31.2%) increased the most, with At the same time, exports of hard coal (-41.3%), natural gas (-14.8%), ores and concentrates of precious metals (-14.1%) and wheat flour (-11.3%) decreased the most. The main growth by types of goods in 2022 compared to 2021 is observed in petroleum products (+61.7%), crude oil (+59%), ores and copper concentrates (+53.8%), ferroalloys (+37.3 %) and coal (by 4.3 times), while exports of silver (-52.9%) and precious metal ores and concentrates (-38.4%) decreased, first of all [11].

Thus, the following trends are observed in the dynamics of the main goods of Kazakhstani exports: stable growth in copper ores and concentrates; a noticeable increase in exports of petroleum products, crude oil and ferroalloys; with an initial significant increase in exports of ores and concentrates of precious metals and silver, a subsequent decline in these goods. Consequently, Kazakhstan exports abroad mainly raw materials or low-added finished products. In order to change this situation in the domestic export market, it is necessary to more actively involve export-oriented companies that produce finished products of high value added in export acceleration programs.

According to Kazakh scientists Madiyarova D.M. and Amirbekova A.S., export geography should be reconsidered, since the export geography is more diversified than the export structure itself [6]. Kazakhstan has a favorable geographical location, which gives it additional logistical opportunities, which, in turn, can be used to increase exports to the CIS countries, in particular, to the EAEU countries. However, according to the Kazakh author Argyngazinov A.A. "The expansion of the geography of sales is hindered by such factors as the lack of sufficient financial resources from small and medium-sized exporting enterprises for the transportation of products and services, a narrow range of goods and services produced, and their low competitiveness. In addition, the unsatisfactory state of the road transport network and the inaccessibility of storage facilities also do not contribute to the expansion of the geography of deliveries" [7].

Despite the fact that the geography of Kazakhstani exports is not expanding much, in Kazakhstan, however, new export goods have appeared, the volumes of which are traded abroad are presented in table 2.

Table 2

New export goods of Kazakhstan in 2022, thousand USD*

No	Name of good	Processing level	CN of FEA code	2022 year
1	2	3	4	5
1	Fuel elements (fuel rods), non-irradiated	high	840130	51098,6
2	Tantalum and products from it	high	810399	16154,0

1	2	3	4	5
3	Organic surface-active substances (except soap)	high	340250	11274,2
4	Yogurt	average	040320	11131,4
5	Other rye	lower	100290	5125,3
6	Polyvinyl alcohol, whether or not containing non-hydrolysed acetate groups	average	390530	4586,2
7	Lecithins and other phosphoaminolipids	average	292250	3761,3
8	Veterinary vaccines	average	300242	3688,0
9	Ethyl alcohol and other spirits, denatured, of any concentration	average	220720	3484,0

* Compiled by the authors based on the source [12]

Thus, in 2022, goods of a high and medium level of added value predominate among new export goods.

Over the past eight years, the number of goods with exports of more than \$100 million has almost doubled (from 21 in 2015 to 38 in 2022), with noticeable progress in this direction in the post-pandemic period, when in 2021 the number of such goods increased from 23 to 33 in a year, and in 2022 it increased by another 5, amounting to 38 units. A similar situation was observed with goods exported in amounts of more than 10 million US dollars. Moreover, in 2015 and 2016 there were no changes in the number of these goods and the indicators were equal to 90, then there was a slight increase every year, and in 2019 and 2020 there was a certain stagnation – 121 goods. A sharp increase was outlined in 2021, when, compared to 2020, the number increased from 121 to 146, and in 2022 the increase was 48 points. The dynamics of goods exported in amounts of more than a million US dollars showed that a significant increase in the range was in 2016 (+46 positions), 2019 (+40 positions) and 2021 (+44 positions), but a real breakthrough happened in 2022 - 295 points [12] (figure 6).

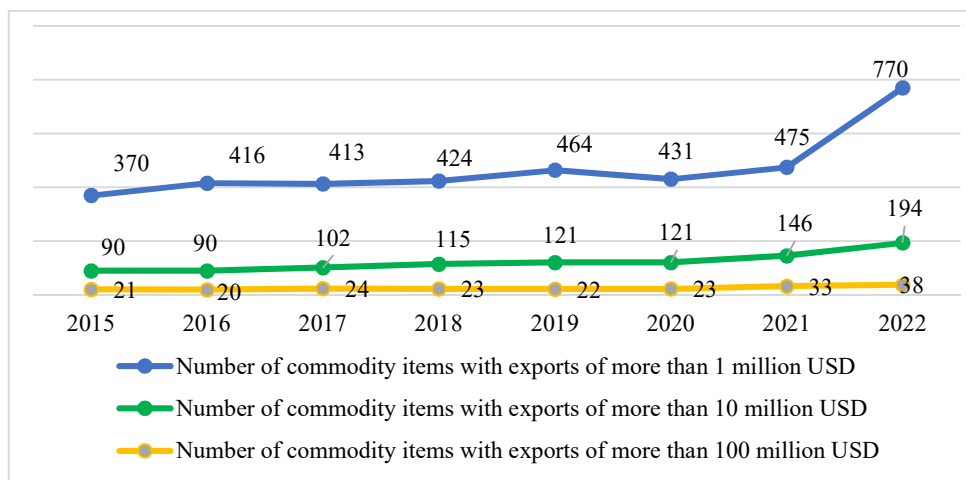


Figure 6. Indicators of diversification of export products by years, with exports of more than 1 million US dollars*

* Compiled by the authors based on the source [12]

In terms of export diversification, between 2015 and 2022, the number of target markets with exports of more than 1 million US dollars increased by 17 points (from 60 to 77), with the largest increase in 2016 – by 6, in 2019 – by 7, and in 2021 – by 6, respectively, while in 2022 compared to 2021 the number of such markets decreased and was fixed at around 77 markets, while the maximum was in 2021 – 80 target markets. The number of target markets with exports of more than 10 million US dollars increased by 13 over eight years, from 43 in 2015 to 56 in 2022 [12], while the maximum decrease in the number was observed in 2019, from 51 to 48 (-3), and the maximum increase in 2021 is from 45 to 52 (+7). Finally, the number of target markets with exports of more than 100 million US dollars increased by 10 positions over eight years, from 21 in 2015 to 31 in 2022, with the largest declines in 2017 and 2019, from 23 to 21 (-2 each), and the maximum increase in 2021 and 2022: from 20 to 25 (+5) in 2021, and 25 to 31 (+6) in 2022 [12] (figure 7).

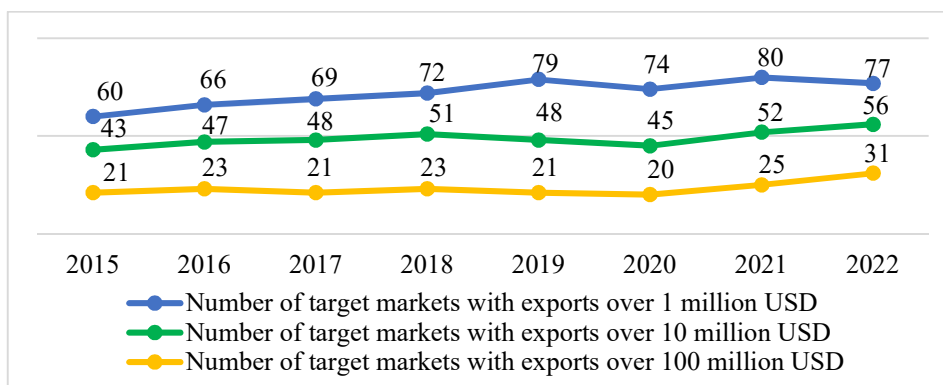


Figure 7. **Growth of commodity diversification of the Republic of Kazakhstan by years, with exports of more than 1 million US dollars***

* Compiled by the authors based on the source [12]

In general, it should be noted that in 2022, non-commodity exports of the Republic of Kazakhstan reached their record volumes – 26.5 billion US dollars, which accounted for 31.3% of its total volume. For the main commodity items, which ensured the growth of domestic exports, there was an increase in supplies, both in value and in kind. Despite the fact that mainly raw materials are exported from Kazakhstan abroad, among the new exported goods in 2022, goods of high and medium levels of processing accounted for the most part. At the same time, there is a positive trend of improving export diversification.

Conclusion. Thus, the main trends in the export activity of Kazakhstan are: the growth of exports of Kazakh goods; a stable increase in commodities in the overall structure of exports; an increase in the number of goods with exports of more than 100 million US dollars; the emergence of new export products and the growth of commodity diversification.

In general, Kazakhstan's exports are constantly growing, while crude oil still occupies the main share in its structure. However, the vector of domestic exports is gradually shifting towards processed products. In the dynamics of the main goods of Kazakhstani exports, there is a stable increase in copper ores and concentrates, a noticeable increase in exports of petroleum products, crude oil and ferroalloys, a decrease in exports of ores and concentrates of precious metals and silver. Kazakhstan mainly exports raw materials or low-added finished products, while new export products have appeared, such as: fuel elements, tantalum and products from it, surfactant organic substances, yogurt, rye, alcohol and others.

The Republic of Kazakhstan sells its products mainly to Italy, China, and Russia. Netherlands, Turkey, South Korea, Uzbekistan, France, USA and Germany. The largest growth in deliveries was recorded to the countries of the European Union, China, the EAEU and Central Asia.

It should also be noted that, despite the unfavorable geopolitical situation in the region, the Kazakh economy only benefited in the field of export supplies. The emerging positive trends in improving the diversification of exports indicate the right direction of the state's economic policy in the field of foreign trade. However, for the country's competitiveness in the international arena, it is important to move away from the focus on raw materials, focusing on finished products with high added value. In this regard, further scientific research is needed on both the above-mentioned direction and the possibilities of including the Republic of Kazakhstan in global value chains.

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ҚАЗАҚСТАН РЕСПУБЛИКАСЫНЫҢ НЕГІЗГІ ЭКСПОРТТЫҚ ТРЕНДЕНЦИЯЛАРЫ

Аннотация

Мақалада кестелік, графикалық және салыстырмалы әдістерді қолдану арқылы Қазақстан Республикасының экспорттық қызметі мәселелері қарастырылған. 2012 жылдан бастап 2022 жылға дейінгі кезеңде елден ең көп экспортталатын тауар ретінде өнеркәсіп өнімдері мен шикі мұнайдың үлесін салыстыру жүргізілді. Қазақстан Республикасының он жылдан астам кезеңдегі экспортының құрылымы талданды. Ел экспортының негізгі тенденциялары көрсетілген. Авторлар Қазақстан Республикасынан экспортталатын негізгі тауарлардың динамикасын талдап, экспорттың үлесі ең көп өскен тауарларды және, керісінше, жалпы көлемдегі үлесі айтарлықтай төмендеген тауарларды анықтады. Қазақстандық өнімді экспорттаушылардың ондығы жалпы экспорттағы үлес салмағымен, сондай-ақ ақшалай түрде көрсетілген. Тауар баптары мен мақсатты нарықтар бойынша экспорттық өнімді әртараптандыру көрсеткіштері көрсетілген. Ел экспортының географиясын кеңейтудің негізгі бағыттары сипатталған. Қазіргі уақытта отандық экспортта қалыптасқан негізгі тенденциялар анықталды.

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ОСНОВНЫЕ ТРЕНДЫ ЭКСПОРТНОЙ ДЕЯТЕЛЬНОСТИ РЕСПУБЛИКИ КАЗАХСТАН

Аннотация

В статье рассмотрены вопросы экспортной деятельности Республики Казахстан с использованием табличного, графического и сравнительного методов. Проведено сравнение долей производимых товаров и сырой нефти, как наиболее экспортируемого из страны товара, в период с 2012 по 2022 годы. Проанализирована структура экспорта Республики Казахстан более чем за десятилетний период. Обозначены основные тренды экспорта страны. Авторами проведен анализ динамики основных товаров, экспортируемых из Республики Казахстан, выявлены товары, по которым в наибольшей степени увеличилась доля экспорта, и, напротив, продукция, по которой доля в общем объеме заметно снизилась. Обозначена первая десятка экспортеров казахстанской продукции в процентах от удельного веса в общем объеме экспорта, а также в денежном отношении. Отражены показатели диверсификации экспортной продукции по товарным позициям и целевым рынкам. Описаны основные направления расширения географии экспорта страны. Определены основные тенденции, сложившиеся на данный момент в отечественном экспорте.

