State support for export of agro-industrial complex products
of the Krasnoyarsk Territory

N A Dalisova¹,² and M V Karaseva³,³

¹Krasnoyarsk State Agrarian University, pr. Mira 90, Krasnoyarsk, 660049, Russia,
²Siberian Federal University, 79, Svobodny Pr., Krasnoyarsk, 660041, Russia
³Reshetnev University, 31, Krasnoyarsky Rabochy Av., Krasnoyarsk, 660037, Russia

E-mail: dalnata@mail.ru

Abstract. The article proves that the main problems of activities to implement measures of state
support for exports at the level of the constituent entities of the Russian Federation has intensified
significantly. Regional administrations are developing their own programs to develop regional
exports, and support for exporting enterprises and product manufacturers. These programs, as a
rule, are aimed at providing favorable external conditions for the growth of competitiveness and
the development of the regional economy by increasing the volume and quality of products
exported.

1. Introduction
The agro-industrial complex (AIC) is an important element of economic growth, a component of its
export potential; it provides food and social security of the Russian Federation. Therefore, the issues of
identifying and estimating threats in organizing the export of agricultural products in the region are an
actual area of research [1].

The agro-industrial complex of the Krasnoyarsk Territory plays a particularly important social and
economic role, not only solving the food supply of the region, but also providing employment and
income for the population of agricultural regions of the territory. Today, the Krasnoyarsk Territory is a
region where such components as a favorable climate and fertile soils for growing cereals are
successfully combined. This combination allows the Krasnoyarsk Territory to maintain the position of
a reliable producer and supplier of agricultural products, thus ensuring the food independence of the
region and to develop the export potential of the region for a lot of years [2, 5].

Since 2017, the Krasnoyarsk Territory has been a member of the federal project “Export of
agricultural products”. It is a part of the national project “International Cooperation and Export”. Its
main goal is to increase export of agricultural products in 2.5 times by 2024 [3, 4].

2. Prerequisites of the development
Nowadays, the Russian Federation is on the 20th place in the ranking of the world’s major food
exporters. In 2019, agricultural exports amounted to more than $ 25 billion. Compared to 2010, exports
grew in 3 times, and compared with 2000 (1.3 billion) it grew almost in 19 times [6]. Figure 1 shows the
dynamics of export development of agricultural products in the period of 2010 - 2019.
Figure 1. Export of agricultural products in the period of 2010-2019 ($, billion) [7].

The main export commodities now are wheat and rapeseed. Their share in the total export of plant products from 2013 to 2019 is 61%, i.e., $ 67.8 million. A share of seeds, grain, medicinal plants is 21.8%, i.e., $ 24.2 million; a share of vegetables is 11.8%, i.e., $ 13.1 million and a share of other groups of goods is 5.4%, i.e., $ 3.9 million.

Figure 2. Structure of the Russian agricultural production export in 2019, % [7].

Results of Russian agricultural exports in 2019 are as follows:

- Proceeds is more than $ 25 billion;
- Volume of deliveries is more than 60 million tons;
- Sales geography: 158 countries of the world.

The main export products are grains, oil and fat products, fish and seafood [8]. The main buyers are China, Mongolia, EU countries, countries of the former USSR.

Export from the Krasnoyarsk Territory of animal products for the period January 2013 - February 2019 is $ 5.4 million; a total weight is 4.04 thousand tons. In the period from July to September 2017, the largest export volume was 1.2 thousand tons in the amount of $ 188.6 thousand. But in the reporting period there were periods with zero export volume from August 2014 to December 2014 [9].

The Krasnoyarsk Territory takes the 28th place in the export of plant products with a total weight of 420.8 thousand tons in the amount of $ 111 million, from January 2013 to February 2019. Between
January and May 2018, the largest export volume of 123.2 thousand tons for the sum of $ 25.9 million was observed. This fact is due to the record grain harvest in 2017.

Mostly fish (50%), i.e., $ 2.7 million, and milk, egg, cheese, butter, honey (46%) i.e., $ 2.5 million are exported from the Krasnoyarsk Territory.

The Krasnoyarsk Territory has the potential to increase export volumes and expand the sales market to the countries of Central and Southeast Asia, since the high quality of Krasnoyarsk grain is noted by Russian and foreign consumers. However, a number of factors hinder the increase in the export opportunities of the region.

Firstly, a long transport shoulder (remoteness from seaports and border railway stations), which leads to high production costs for international deliveries. The solution to this problem occurs both at the regional and federal levels. According to the statement of the Minister of Agriculture and Trade of the Krasnoyarsk Territory Leonid Shorokhov, negotiations are underway with federal executive authorities on the issue of including the territory in the list of territories whose expenses for the transportation of agricultural products are compensated in accordance with the decree of the Government of the Russian Federation, which will give significant benefits for transportation [10].

Secondly, a weak system for promoting agricultural products. Countries developed in the field of agriculture (the USA, China, Brazil, Turkey) have a powerful national system for promoting agricultural products for export. According to the decision of the Presidium of the Presidential Council for Strategic Development and National Projects, by 2024 it is planned to create a network of attachments for agribusiness abroad [11].

3. Mechanism for supporting the export of agricultural products in the region

The state is trying to support the development of exports in Russia in every possible way. For this, various measures have been taken to support exports in the Russian Federation. The main measures are financial. They include:

- Subsidies, which can be issued for the following purposes: subsidizing part of the costs associated with paying for the services required to export the requirements of the legislation of Russia or the importing country, including certification, registration or other forms of confirmation of compliance; subsidizing part of the costs associated with participation in exhibition and fair events abroad; subsidizing part of the costs of registration and (or) legal protection abroad of inventions and other legally protected results of intellectual activity and means of individualization of a legal entity and products (works, services); subsidizing part of the cost of paying for services to develop means of individualization of a legal entity, individualization of products (works, services), including a company name, trademark, creation of an industrial design for goods (works, services) intended for export.
- Official export lending.
- Financial support is possible in the form of a lending, as well as the provision of financing on a repayable basis for the implementation of the investment project.
- Vnesheconombank may finance projects of Russian companies in foreign countries in accordance with the Memorandum on Financial Policy of the State Corporation Bank for Development and Foreign Economic Affairs (Vnesheconombank), approved by Decree of the Government of the Russian Federation No. 1007-r dated July 27, 2008.
- Compensation to exporters of part of the cost of paying interest on loans.
- Russian companies that have taken a loan from commercial banks or VEB for the purpose of exporting industrial products with a high degree of processing can receive a reimbursement of part of the cost of paying interest on loans from the Ministry of Industry and Trade of Russia. The pre-emptive right to compensation is vested in organizations that are winners of international tenders for the supply of industrial products.
- State Specialized “Russian Export-Import Bank”.
- The State Specialized “Russian Export-Import Bank” acts as a specialized financial institution.
that acts as an agent bank of the Government of the Russian Federation.

Other support measures include the organization of Russian expositions with state support for exhibitions and fairs abroad. Every year, the Ministry of Industry and Trade develops a draft List of Foreign Exhibitions and Fairs, at which it is planned to organize uniform Russian expositions with partial funding from the federal budget.

In Russia, 28 coordination centers have been organized to support export-oriented SMEs in 28 constituent entities of the Russian Federation. [7]

The state also supports Russian exporters by reimbursing transportation costs.

The signed resolution approved the Rules for the provision of subsidies from the federal budget of Russian Railways OJSC (hereinafter referred to as Russian Railways OJSC) for reimbursement of losses in income arising from the establishment of preferential tariffs for grain transportation. In the federal budget for 2019, funds for these purposes are provided.

Subsidies will be provided by Russian Railways to compensate for losses in income arising from the transportation of grain from Altai and Krasnoyarsk Territories, Kemerovo, Kurgan, Novosibirsk, Omsk, Orenburg and Tyumen Regions to certain regions of the Central, Northwest, Siberian, North Caucasian, Far Eastern and Southern Federal Districts [8].

The period of validity of the zero rate of export customs duty on wheat was also extended by Decree No. 830 of June 29, 2019. The validity period of the zero rate of export customs duty on wheat was extended until July 1, 2021. The decision will contribute to the export of agricultural products [9].

The Krasnoyarsk Territory, represented by the State Property Management Agency for the Krasnoyarsk Territory, is the sole shareholder of Business Development Agency and Microcredit Company JSC, which has a 100% share in the authorized capital. The agency has been operating since May 2009.

The main activities are as follows:

- financial support under the state program “Microfinance”;
- provision of guarantees for obtaining loans at credit institutions under the “Surety” program;
- attendants of tenders, procurements, auctions;
- assistance in finding partners and entering interregional and foreign markets;
- assistance in conducting foreign economic activity;
- consulting on business activities;
- increasing the competence of entrepreneurs in the framework of educational projects;
- consulting [11].

At the meeting of the Presidium of the Presidential Council on Strategic Development and National Projects in December 2018, a decision was made to organize a network of representatives of the Russian Ministry of Agriculture abroad by 2021.

On October 14, 2019, the President of the Russian Federation Vladimir Putin signed the Decree “On Representatives of the Ministry of Agriculture of the Russian Federation Abroad”. It provides for the sending of representatives of the Ministry of Agriculture of Russia to 50 foreign countries, the list of which is determined by the Ministry of Agriculture of Russia in coordination with the Russian Ministry of Foreign Affairs.

As a part of the federal project, measures are being taken to reduce tariff and non-tariff barriers for Russian agricultural products in foreign markets:

- Implementation of a system for control and prevention of animal diseases in Russia.
- Recognition of the regionalization of Russia in diseases of birds, cattle and pigs.
- Development and implementation of a traceability system for crop production.
- Development and implementation of a traceability system for fishery and aquaculture products.
• Organization of visits of auditors of key importing countries of the agro-industrial complex for certification of Russian enterprises of exporters.
• Simplification and acceleration of product certification procedures for exporting companies.
• To increase the volume of production of export-oriented agricultural products, the following measures are being implemented in the framework of the federal project.
• Increase in the sown area of grain, leguminous and oilseeds.
• Land reclamation program and putting into use previously unused arable land.
• Increased capacity for the production and processing of agricultural products.
• The industry is implementing a program of subsidizing investment loans aimed at the construction and modernization of production facilities.
• The increase in export shipments will require the modernization of the transport infrastructure of Russia.
• In the framework of the federal project until 2024, the following measures are provided.
• Increasing the throughput of transport routes (rail, road, water).
• Construction and commissioning of 6 new export-oriented wholesale distribution centers (ORCs).
• Modernization of port infrastructure (construction of grain and oil-loading terminals).
• Organization of expedited route shipments of agricultural products to the PRC by rail (Agroexpresses).
• Acceleration and simplification of customs procedures for agricultural exporters [12,13].

Within the framework of the federal project, an integrated industry-wide system for promoting and positioning agricultural products is being created [14]. For the first time, such a project is being implemented with the active participation of industry unions and in close cooperation with Russian agricultural producers.

The federal center "Agroexport" is a state institution created by the Ministry of Agriculture of Russia in 2019 to implement the goals of the Federal project "Export of agricultural products".

In the Russian Federation, several comprehensive state support programs are being implemented for agricultural producers, aimed at improving the efficiency and competitiveness of Russian food products:

• Concessional lending.
• Compensation of costs for transportation of products.
• Compensation of costs for certification of products.
• Stimulating oilseed production.

However, despite such a large number of measures to support exports in Russia, there is a problem with the degree of awareness of farmers in the region. Unfortunately, most farmers are located in quite remote areas of the region, where, often, there is not even the Internet, or farmers simply do not know how to use it [15,16,17]. Farmers produce quality enough products that can compete in the global market. But due to the lack of knowledge about export support from the state, there is an opinion that it is very difficult and expensive to export. In ignorance, farmers are trying to sell their products in the home market.

Thus, it is not enough to have a large number of programs, resources, subsidies. It remains important to solve the question: "How one can convey the programs to remote areas of the region?"

The state provides agricultural enterprises with highly qualified personnel, graduates of the Krasnoyarsk State Agrarian University.

The Russian Export Center (REC) provides promotion training for Russian producers. Training takes place in various formats, such as an online program, export seminars also conducts training for university students.

There is a consulting center on the basis of the agrarian university, which can provide timely support and send farmers of the region on the matter to the appropriate authorities and departments. The question
here is the lack of appropriate personnel in the regions [18,19,20]. It is proposed to organize a community at the district administration level, which will be directly connected with the advisory center of the agrarian university, the export center of Krasnoyarsk, and the ministry of agriculture. It is necessary that one specific person coordinate this issue. Then, the farmers will not have the impression of helplessness and confusion in this matter. There will always be a person to ask a question, and who will possess all the necessary information regarding export support and small business, including legislative.

4. Conclusion
The effective export development and improvement of its product structure is impossible without state support. The state support measures for exports are being actively pursued are the development of financial and industrial groups, the establishment of tax credit privileges for exporters, the guarantee of state loans and risk insurance, marketing and technical assistance, and the improvement of transport tariffs. But insufficient information and consultation of farmers does not allow to fully realize the planned programs. Thus, the improved information and consultation of exporters will increase the export performance of the Krasnoyarsk Territory.

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