Strategic directions for the development of agricultural exports in the regions of the Russian Federation

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Abstract. The article considers the current state of agricultural raw materials and food exports in the regions of the Russian Federation. The article considers the commodity structure of exports, identifies commodity groups whose export volume in value terms is a large share of exports from the country's regions. The geographical structure of agricultural exports is presented, and the leading export-import regions are identified. The article discusses the possibilities of exporting agricultural products to the countries of the Asia-Pacific region and identifies strategic directions for the development of agricultural exports in the Krasnoyarsk region.

1. Introduction
In modern conditions of economic development, providing the population with food products is one of the key priorities of the national security of the country [1]. Most of the world's countries actively participate in world trade and specialize in exporting certain groups of agricultural products.

Based on the concept of absolute competitive advantages of Adam Smith, it should be noted that it is advisable for a country to export those agricultural products for which its production costs are lower than abroad and import those products for which production costs are higher than in foreign countries. Developing the theory of relative advantages of David Ricardo, it is advisable for a country to specialize in the production and export of agricultural products for which the costs are relatively lower compared to other agricultural products that are more profitable to import from abroad.

2. Exports of food products and agricultural raw materials of the Russian Federation
"Russia is one of the largest countries in the world, according to Rosstat, 13% of the territory is agricultural land" [2]. But it has a small share in the world market of agricultural products and in the ranking of world exporters of agricultural products, the country ranks 20th. “There are many reasons for the low competitiveness of local agricultural products: low quality of goods, unattractive packaging, high price, lack of advertising, an indistinguishable range and much more” [3,4].

The average price of 1 kg of agricultural products in 2018 was 0.31 US dollars, which is twice lower than the world's leading exporter of agricultural products, the average price of 1 kg of agricultural exports was 0.6 US dollars. However, in terms of wheat exports, Russia ranks the 1st place among the world's countries. The main consumers of grain from the regions of the Russian Federation are Egypt, Turkey, Bangladesh, Indonesia, Lebanon, Vietnam, Sudan, Nigeria and Yemen, among others.
“Currently, the situation in the food market is changing at an accelerated rate” [5,6]. The total volume of exports of food and agricultural raw materials from Russia reached the highest value in 2018 — 25 billion dollars, while there is a decrease in exports of the key product - grain in 2019 compared to the record 2018 total exports of agricultural products also decreased, amounting to 14.6 billion dollars against 16.2 billion dollars a year ago. The total volume of agricultural exports reached 24.9 billion dollars in 2018, which is more than in 2017 (figure 1).

![Figure 1. Exports of food products and agricultural raw materials of the Russian Federation, 2010-2019, billion dollars compiled from data [7].](image)

In recent years, the share of agricultural raw materials and food in total export supplies has also been growing. So, in 2017-2019, it is in the range of 5.5-6.5 %, while in 2010-2013 it did not exceed 3.4% (and in some years it was just over 2.0 %).

In the total exports volume of agricultural raw materials and food for 2019, 3 key groups of goods were identified, the exports volume of which in value terms amounted to 77.4 %. These include:

- **Group 1** - grain (more wheat, barley and corn, much less rice, rye, buckwheat, and oats are exported from Russia). Grain exports from the Russian Federation in value terms in 2019 amounted to 42.0 % of the total supplies of agricultural raw materials and food abroad (54,814.5 thousand tons in the amount of 10,457.7 million USD) [8].

- **Group 2** - oilseeds, vegetable oils, cake, meal and other solid residues obtained during the extraction of vegetable oils. The total value of exports for this group of agricultural products amounted to 4,516.8 million USD (18.2 % of the total exports value of agricultural raw materials and food).

- **Group 3** - fish and seafood in the amount of 4,282.4 million USD (17.2 % of total exports).

The main suppliers of agricultural products abroad are the country's macro regions: Southern federal district (FD), Central FD, North-Western FD. They account for more than 50% of all exports of food and raw materials. The Central FD and North-Western FD have a negative foreign trade balance, which means that imports exceed exports in these regions [9]. The Far Eastern FD has a positive foreign-trade balance in 2019, as this federal district exports fish, crustaceans and shellfish to the countries of the Asia-Pacific region (figure 2).
The specialization of Russian regions is of great importance when choosing exports. The number and volume of certain exports groups and foreign trade flows of food are distributed relative to the influence degree of natural, historical, socio-economic factors.

3. Strategic directions of agricultural exports in the Krasnoyarsk region

Within the framework of the national project "International cooperation and export", the Ministry of agriculture and trade of the region is implementing a regional program that includes strategic directions for the development of agricultural exports in the Krasnoyarsk region. The main goal of the program is to increase the export of agricultural products in the region by 2.5 times: from 18.7 million dollars in 2017 to 47.9 million dollars in 2024. The share of wheat and rapeseed exports is about 50% of the total volume of agricultural exports. Strategically attractive areas of agricultural products export from the region are: cereals, rapeseed [11,12], products of flour and cereals, dairy industry [13,14], products of maral breeding [15], wild plants [16].

In 2019, there was a significant increase in the export of rapeseed and grain to the countries of the Asia-Pacific region. The forecast is for the development of exports to this region by creating a new product mass (including those with high added value), creating an export-oriented product distribution infrastructure, removing trade barriers (tariff and non-tariff) to ensure access of agricultural products to the target markets of Asian countries and creating a system for promoting and positioning agricultural products in neighboring far-abroad countries.

According to the ministry of agriculture in the Krasnoyarsk region, the main export products are wheat and rapeseed. They account for more than 70% of exports for regional agricultural products. As a result of the measures implementation to support the export of regional agricultural producers in 2019, grain was exported by 26 million US dollars, rapeseed - by 6.5 million US dollars. The main consumers of grain are Mongolia and China. In addition to grain, regional farmers actively supply eggs and ice cream abroad. The main exporters of agricultural products in the Krasnoyarsk region are Mongolia, Kyrgyzstan, Kazakhstan, Belarus, Japan, China, and Germany [17-19]. The most effective form of organizing export activities at the present stage is the creation of an agro industrial cluster with an export orientation. Since 2016, the Strategy of the priority project from the Ministry of economic development
in Russia "Development of innovative clusters - leaders of world-class investment attractiveness" has been implemented in the Russian Federation. In the Krasnoyarsk region, the Southern districts have the greatest potential to increase agricultural exports to Asian countries [20]. They account for 5429 thousand hectares of agricultural land. The sales volume of agricultural products for crop production amounted to 3869 million rubles, and for animal husbandry 9591 million rubles. Yermakovsky, Indri, Karatuzovo, Krasnoturansky, Kuragino, Minusinsk, and Shushensky districts were actively involved in the clustering process as part of the "Yenisei Siberia" macregional project. The creation of an export oriented agro-industrial cluster in the Southern districts of the Krasnoyarsk territory will allow increasing export potential.

4. Conclusion

As a result, in the study of the current state at agricultural exports in the regions of the Russian Federation, the following strategic directions of export development should be identified:

- identification of priority product groups of agricultural products that are in demand in foreign markets;
- identification of the territory's export potential;
- determining the geography and volume of export deliveries by key product groups;
- identification of opportunities to expand the list of product groups in order to increase the range of export-attractive agricultural products.

The implementation of the selected strategic directions of export development in each region of the Russian Federation will allow implementing the priority federal project "Export of agricultural products", which is projected to increase the exports volume of agricultural products by 2.1 times to 45 billion US dollars by the end of 2024.

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