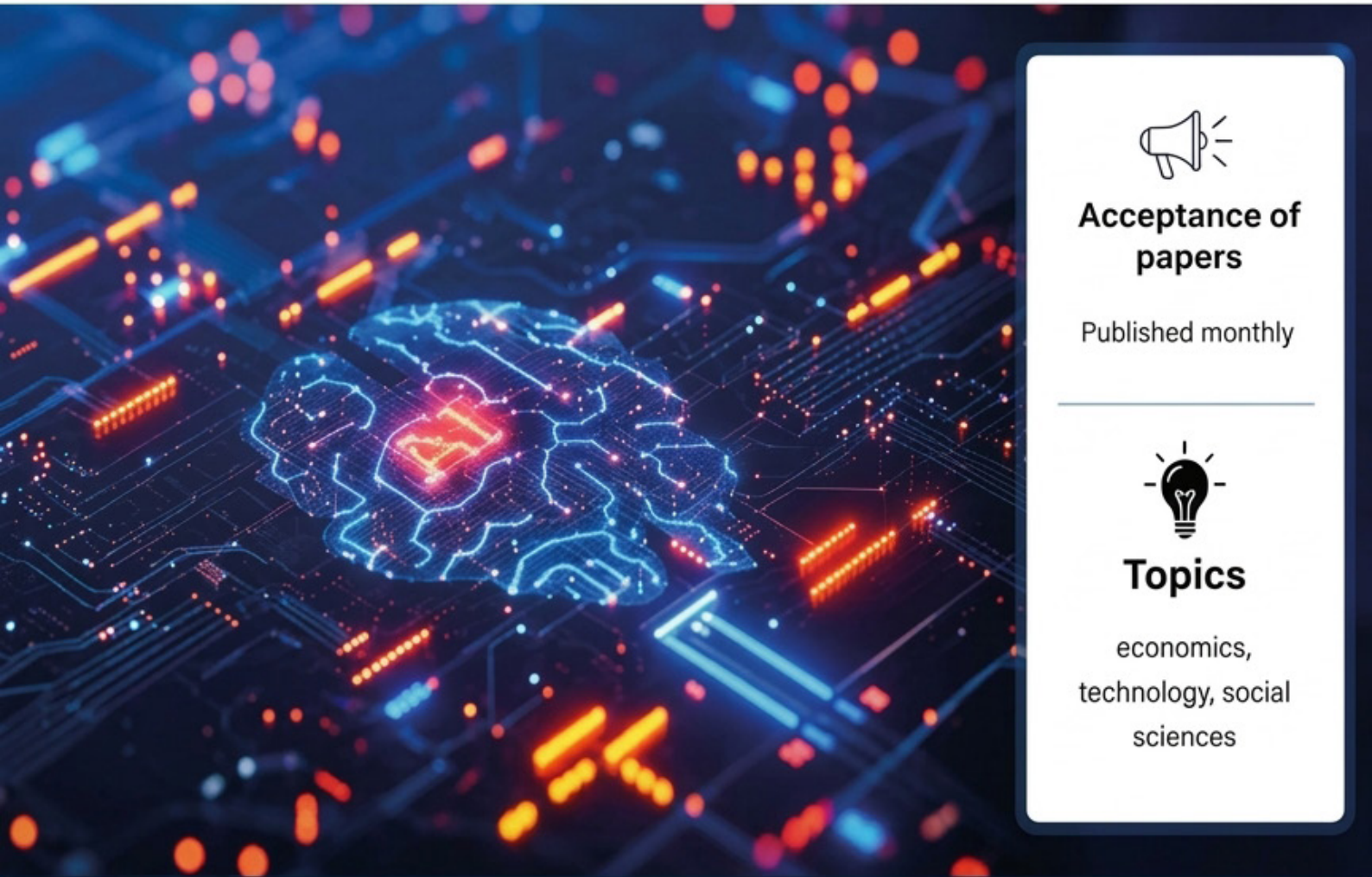
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CONTACTS

Phone: **+998 50 737 87 88**

Website: https://ist-journal.uz

Email: innovationist2025@gmail.com

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CONTENTS

DETERMINING WAYS TO IMPROVE THE DESIGN OF THE NEEDLE THREAD TENSION REGULATOR IN A SEWING MACHINE 8
Zarina Mukhitdinovna Nurlibaeva, Anvar Zhuraevich Djuraev

STRATEGY FOR DEVELOPING THE TOURISM POTENTIAL OF THE SURKHANDARYA REGION THROUGH 2030 13
Muminova Mavjuda Sharifovna

MATHEMATICAL MODEL, ALGORITHM, AND SOFTWARE SUITE FOR ACOUSTIC LOCALIZATION OF UNDERWATER OBJECTS 20
Islomov Diyorbek Baxtiyor o‘g‘li

WAYS TO IMPROVE THE METHODOLOGY OF EXPORT FINANCING IN UZBEKISTAN 25
Qarshiyev Daniyar Eshpulatovich

WAYS TO IMPROVE THE METHODOLOGY OF EXPORT FINANCING IN UZBEKISTAN



Qarshiyev Daniyar Eshpulatovich
Tashkent State University of Economics
PhD, Associate Professor
Orcid kodi:0009-0003-0473-4693

Annotation. *This article examines theoretical, methodological and practical approaches to improving export financing methodology in Uzbekistan. The conceptual framework builds on the studies of Beck, Amiti and Weinstein, Manova, Chor and Manova, and Bellone et al., which establish links between financial development, credit constraints, bank health and firms' export performance. Using official export statistics for Uzbekistan, the paper analyzes changes in export volumes and composition during 2020-2025.*

Keywords: *export finance, credit constraints, trade finance, financial development, export credit, bank risk, export additionality, Uzbekistan.*

Annotatsiya. *Ushbu maqolada O'zbekistonda eksport faoliyatini moliyalashtirish metodologiyasini takomillashtirishning nazariy, uslubiy va amaliy yo'nalishlari tadqiq etilgan. Tadqiqotning nazariy bazasi sifatida T. Beck, M. Amiti va D. Weinstein, K. Manova, D. Chor va K. Manova, F. Bellone, P. Musso, L. Nesta hamda S. Schiavo tomonidan ishlab chiqilgan moliyaviy rivojlanish, kredit cheklovlari, bank moliyaviy holati va eksport faoliyati o'rtasidagi bog'liqlikka oid konsepsiyalardan foydalanilgan. Empirik tahlil O'zbekiston Respublikasi Milliy statistika qo'mitasining 2020-2025-yillardagi eksport hajmi va XSST-2008 bo'yicha eksport tarkibi ma'lumotlari asosida amalga oshirilgan.*

Kalit so'zlar: *eksport, eksportni moliyalashtirish, kredit cheklovlari, trade finance, eksportoldi moliyalashtirish, eksport krediti, moliyaviy rivojlanish, bank riski, eksport qo'shimchaligi, eksport tarkibi, xizmatlar eksporti.*

Аннотация. *В данной статье исследуются теоретические, методологические и практические направления совершенствования методологии финансирования экспортной деятельности в Узбекистане. Теоретическую основу исследования составляют концепции T. Beck, M. Amiti и D. Weinstein, K. Manova, D. Chor и K. Manova, а также F. Bellone, P. Musso, L. Nesta и S. Schiavo, раскрывающие взаимосвязь финансового развития, кредитных ограничений, устойчивости банков и экспортной активности предприятий. На основе официальных статистических данных проведён структурный анализ экспорта Узбекистана за 2020–2025 годы.*

Ключевые слова: *экспорт, финансирование экспорта, кредитные ограничения, торговое финансирование, экспортный кредит, финансовый риск, экспортная дополнительность.*

INTRODUCTION

Export activity differs significantly from ordinary domestic trade operations in financial terms. An exporter must finance production, raw material purchases, certification, logistics, insurance, customs clearance, and marketing expenses in foreign markets before export proceeds are received. Therefore, export activity is characterized by a high demand for working capital, counterparty risk, currency risk, and extended payment terms.

Modern academic literature has established that export potential cannot be explained solely by production capacity or international demand; the development of the financial system and firms' access to financing are also important factors shaping export performance. Beck demonstrated the impact of financial development on comparative advantage in manufacturing exports, Manova distinguishes several channels through which credit constraints affect export market entry and export volumes, while Amiti and Weinstein identify the relationship between banks' financial condition and the performance of exporting firms. Chor and Manova showed that sectors more dependent on external finance respond more strongly to deteriorating credit conditions.

These academic findings are particularly relevant in the context of Uzbekistan. According to updated data from the National Statistics Committee, export volume increased from USD 15.1 billion in 2020 to USD 34.25 billion in 2025. Preliminary data published in January 2025 reported exports at USD 33.8 billion, while the subsequently updated SIAT series indicated USD 34.2479 billion. Therefore, the latest updated statistical series was used in this study.

At the same time, rapid export growth does not make it possible to assess the effectiveness of the export financing system solely through indicators such as "how much credit was allocated?" or "how much did

export volume increase?" Changes in export composition, the financial condition of exporting firms, sectoral dependence on external finance, the ability of credit to generate additional exports, and financial risk should all be taken into account simultaneously.

The purpose of the study is to develop an improved methodology for export financing based on risk, financial need, and export additionality, drawing on international academic approaches and the current structural dynamics of Uzbekistan's exports.

LITERATURE REVIEW

Beck (2002) theoretically and empirically demonstrated that the development of the financial system expands an economy's capacity to finance large and highly profitable projects. Based on 30 years of panel data for 65 countries, the author showed that countries with more developed financial systems tend to have higher levels of manufactured exports. The study employed GMM and dynamic panel methods to control for reverse causality and country-specific factors.

The methodological implication of this approach for Uzbekistan is that the effectiveness of export financing should be assessed not within the framework of individual credit products, but from the perspective of the financial system's capacity to channel resources to exporters.[1]

Manova (2013) distinguishes three main channels through which credit constraints affect international trade:

- firms' entry into production activity;
- producers' entry into export markets;
- the sales volume of active exporters.

According to the author's findings, financially developed economies achieve greater market entry, export more products, and attain higher trade volumes per product in sectors that depend more heavily on external financing.

This conclusion indicates that export financing in Uzbekistan should be organized not as a single mechanism, but as a three-stage system:

- entry into export markets;
- export expansion;
- stabilization of export volumes[2].

Amiti and Weinstein (2011) analyzed exporting firms using a database that linked them to their main banks providing trade finance services and showed that a deterioration in banks' financial condition can have a negative effect on export growth[3].

Therefore, in export financing methodology, it is not sufficient to assess only the exporter's creditworthiness. The liquidity and capital adequacy of the financing bank, the concentration of export loans, and access to foreign-currency resources must also be taken into account.

Using monthly trade data from the period of the global financial crisis, Chor and Manova (2012) found that exports from countries with a higher cost of capital declined more sharply, particularly in sectors that were highly dependent on external financing and had fewer collateralizable assets. This finding indicates that the export financing system should include a countercyclical mechanism. In other words, when credit conditions in the economy tighten, temporary liquidity and guarantee instruments should be promptly directed to financially sensitive export sectors[4].

Bellone, Musso, Nesta, and Schiavo (2010), using data on French manufacturing firms, showed that firms with relatively stronger financial positions are more likely to begin exporting[5].

Improved access to external financial resources makes it possible to finance the irreversible initial costs associated with entering export markets. Therefore, if support for exporting firms is based solely on the historical export revenues of firms that have already exported, firms that have not yet entered export markets but possess efficient production potential may remain outside the financial system.

1 Beck T. Financial development and international trade: Is there a link? //Journal of international Economics. – 2002. – T. 57. – №. 1. – C. 107-131.

2 Chor D., Manova K. Off the cliff and back? Credit conditions and international trade during the global financial crisis //Journal of international economics. – 2012. – T. 87. – №. 1. – C. 117-133.

3 Amiti M., Weinstein D. E. Exports and financial shocks //The Quarterly Journal of Economics. – 2011. – T. 126. – №. 4. – C. 1841-1877.

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5 Bellone F. et al. Financial constraints and firm export behaviour //World Economy. – 2010. – T. 33. – №. 3. – C. 347-373.

RESEARCH METHODOLOGY

The study employed methods of systematic analysis, comparative analysis, dynamic analysis, structural analysis, and scientific synthesis.

ANALYSIS AND RESULTS

The current state of export financing practices in Uzbekistan, changes in export volume and composition, and access to financial resources were assessed in an interconnected manner. The main emphasis was placed not merely on the quantitative growth of exports, but on the financial factors supporting this growth, the degree of access to credit resources, sectors' dependence on external financing, and the financial stability of exporters. This is because improvements in foreign trade indicators do not always imply high efficiency of export financing mechanisms. In some cases, export growth may result from changes in world market prices, the dynamics of particular commodity groups, or short-term fluctuations in external demand.

Accordingly, the study interpreted export volume and structural shifts in conjunction with financial development, credit constraints, and bank financing channels. Particular emphasis was placed on identifying the financial needs of exporting firms, assessing the ability of financing to generate additional exports, and distinguishing risk factors. As a result, the need to shift financial support for exports from the traditional approach based on historical export volumes toward a comprehensive methodology based on the principle of **"financial need - additional outcome - risk"** was scientifically substantiated.

Table 1. Dynamics of Uzbekistan's Exports in 2020-2025[6]

Year	Total Exports, USD million	Exports of Goods	Exports of Services	Share of Services, %	Annual Growth, %
2020	15 102,3	13 097,3	2 005,0	13,3	-
2021	16 662,7	14 081,0	2 581,7	15,5	10,3
2022	19 732,5	15 275,8	4 456,7	22,6	18,4
2023	24 869,5	19 229,1	5 640,4	22,7	26,0
2024	27 270,1	19 698,4	7 571,7	27,8	9,7
2025	**34 247,8**	**24 050,8**	**10 197,0**	**29,8**	**25,6**

Source: Author's calculations based on data from the National Statistics Committee of the Republic of Uzbekistan.

In the Republic of Uzbekistan, total export volume increased 2.2 times during 2020-2025. In other words, over the five-year period, total export growth amounted to 126.8 percent, while the compound annual growth rate was approximately 17.8 percent. The most significant structural change was observed in service exports. Service exports increased from USD 2.0 billion to USD 10.2 billion, or by 5.1 times. Their share in total exports rose from 13.3 percent to 29.8 percent.

This situation indicates that it is no longer sufficient to keep export financing methodology confined to traditional lending based solely on tangible collateral. For service exporters, particularly firms operating in digital services, consulting, transport, and other service sectors, the main value is often created not through tangible fixed assets, but through human capital, contracts, intellectual property, and future cash flows.

Therefore, in financing service exports, the methodological importance of instruments such as receivables arising from export contracts, invoice financing, factoring, export receivables insurance, and contract-based credit lines is increasing.

Table 2. Comparative Structure of Uzbekistan's Exports in 2020 and 2025[7].

Export Group	**2020 USD million**	Share, %	**2025 USD million**	Share, %	Growth, %
Food and Live Animals	1 336,2	8,8	2 944,6	8,6	+120,4
Non-Food Raw Materials	456,1	3,0	294,6	0,9	–35,4
Mineral Fuels and Related Products	659,0	4,4	1 477,0	4,3	+124,1
Chemical Products	820,9	5,4	2 136,0	6,2	+160,2

6 https://stat.uz/uz/rasmiy-statistika/merchandise-trade-2
7 https://stat.uz/uz/rasmiy-statistika/merchandise-trade-2

Manufactured Goods	2 906,4	19,2	3 987,4	11,6	+37,2
Machinery and Transport Equipment	434,4	2,9	1 160,9	3,4	+167,2
Miscellaneous Manufactured Articles	617,3	4,1	1 695,5	5,0	+174,7
Other Goods	5 813,1	38,5	10 092,5	29,5	+73,6
Services	2 005,0	13,3	10 197,0	29,8	**+408,6**

Source: Author's calculations based on data from the National Statistics Committee.

The data in Table 2 show that Uzbekistan's exports underwent not only quantitative growth but also a significant structural transformation during 2020–2025. Most notably, service exports increased from USD 2.0 billion to USD 10.2 billion, or by 408.6 percent. As a result, the share of services in total exports rose from 13.3 percent to 29.8 percent. This indicates that exports are gradually shifting from a traditional goods-based model toward a diversified model based on services and the creation of intangible value. This, in turn, strengthens the need to use instruments such as contract financing, factoring, receivables financing, and export insurance alongside traditional collateral-based lending in export financing.

In addition, exports of machinery and transport equipment increased by 167.2 percent, chemical products by 160.2 percent, and miscellaneous manufactured articles by 174.7 percent, indicating that products with a higher degree of processing are strengthening their position in the export structure. In these sectors, the long production cycle and high demand for raw materials and working capital require further improvement of pre-export financing mechanisms.

However, although exports of manufactured goods increased by 37.2 percent in absolute terms, their share in total exports declined from 19.2 percent to 11.6 percent. This does not indicate a decline in the segment itself, but rather reflects the relatively faster growth of other export categories, particularly services. The 35.4 percent decrease in exports of non-food raw materials indicates a tendency toward a declining raw-material component in the export structure.

Overall, these structural shifts provide a scientific basis for differentiating export financing methodology according to sectoral characteristics, the production cycle, the degree of dependence on external finance, and the potential for creating added value.

In January–August 2026, export volume amounted to USD 22.87 billion, compared with USD 23.66 billion during the same period of 2025. Thus, the cumulative indicator declined by approximately 3.4 percent.

However, the overall export indicator may conceal the impact of structural factors. For example, while total exports declined by 8.8 percent in the first half of 2026, exports of goods excluding gold increased by 28.7 percent.

This leads to an important methodological conclusion: it is methodologically insufficient to directly equate the effectiveness of financial support for exports with the dynamics of total national exports. Centralized or highly volatile operations may significantly affect overall export dynamics, even though they may not be directly related to commercial banks' pre-export lending or conventional corporate trade-finance instruments.

In Uzbekistan, mechanisms have been established for channeling dedicated financial resources through commercial banks to finance pre-export and export-related trade operations. JSC "Trade Development Company" provides financial resources to commercial banks for export-related trade operations and pre-export financing loans. Under Resolution No. PQ-5184 of the President of the Republic of Uzbekistan dated July 13, 2021, a mechanism was also established to allocate USD 100 million for financing export-related trade and pre-export operations[8].

In addition, differentiated conditions for pre-export lending are being introduced in certain sectors. For example, under Resolution No. PQ-325 of the President of the Republic of Uzbekistan dated September 12, 2026, provisions have been made for financing certain enterprises in the electrical engineering industry using the resources of JSC "Trade Development Company" and for guaranteeing a portion of the loan.

The existence of these institutions indicates that an export support infrastructure has been established. However, the main issue in export financing in Uzbekistan is the further improvement of the methodology for determining which exporter should receive financial resources, in what amount, through which instrument, and with what expected outcome.

Given the changes in the structure of Uzbekistan's exports, it is advisable to use differentiated instruments instead of a single standard export credit.

8 https://lex.uz/uz/docs/-5510356

Table 3. Procedure for Using Differentiated Instruments in Export Financing in Uzbekistan

Export Segment	Main Financial Problem	Appropriate Instrument
Service Exports	Lack of Tangible Collateral	Contract-Based Financing, Factoring, Receivables Financing
Machinery and Equipment	Long Production Cycle	Pre-Export Financing, Buyer's Credit
Chemical and Industrial Products	High Working Capital Requirements	Revolving Credit, Guarantee
Finished Products	Delayed Payment by Importer	Factoring, Export Credit Insurance
Food Exports	Seasonality	Seasonal Financing, Warehouse Receipt Financing
New Exporters	Irrecoverable Entry Costs	Market Entry Financing, Guarantee
High-Risk Markets	Importer and Country Risk	Export Insurance and Guarantee

The differentiated approach presented in Table 3 represents one of the practically important directions for improving export financing methodology. The main advantage of this approach is that, instead of offering a single credit product to all exporters, an appropriate financial instrument is selected based on the type of activity, financial needs, production cycle, payment period, and risk characteristics of each exporter. As a result, the export financing system shifts from a general and standardized lending model to a targeted and flexible financial support model.

In service exports, the relatively limited tangible collateral base increases the importance of financing instruments based on contracts, future cash flows, and receivables. In exports of machinery and equipment, the long production cycle makes pre-export financing and buyer's credit particularly important. For producers of chemical and industrial products, where demand for working capital is high, the use of revolving credit facilities and guarantee mechanisms may reduce financing gaps.

In exports of finished goods, delays in importers' payments increase liquidity risk; therefore, factoring and export credit insurance are appropriate instruments. In food exports, seasonality requires the financing schedule to be aligned with the production cycle. For new exporters, the existence of initial non-recoverable costs associated with entering foreign markets justifies the need for guarantee and entry finance mechanisms.

In high-risk markets, it is difficult to fully manage importer and country risks through ordinary bank lending. Under such conditions, insurance, guarantees, and risk-sharing mechanisms become critically important. Thus, differentiated financing makes it possible to select instruments that match exporters' actual needs, improve the efficiency of financial resource use, and balance risks within the export portfolio.

Although Uzbekistan's exports demonstrated high growth rates during 2020–2025, changes in the export structure are creating new requirements for the export financing system.

The most significant change is associated with the more than fivefold growth of service exports. Under traditional bank lending, where a company's tangible collateral base has been one of the main criteria, the shift of exports toward services requires the development of financing methods based on future contracts and cash flows.

According to the concepts of Beck and Manova, the financial system may have a stronger impact on the formation of international competitive advantage precisely in industries that are highly dependent on external financing.

It is insufficient to assess the export credit system solely on the basis of the availability of public resources. The capital position, liquidity, and risk appetite of the commercial bank that channels resources to exporters also determine the actual scale of export finance.

The fluctuations observed in overall export dynamics in 2026 indicate that the export financing mechanism should function not only during periods of high growth, but also when credit conditions and external demand deteriorate. This is consistent with the theoretical and empirical findings of Chor and Manova.

CONCLUSION AND RECOMMENDATIONS

The results of the study indicate that increasing the volume of financial resources alone is not sufficient to improve export financing methodology in Uzbekistan. The key issue is to direct available resources toward firms that are capable of generating the greatest additional export outcomes but face objective financial constraints.

During 2020–2025, Uzbekistan's exports increased from USD 15.1 billion to USD 34.25 billion, recording growth of 126.8 percent. Over the same period, the share of service exports increased from 13.3 percent to 29.8 percent. The structural shift coefficient of exports, equal to 0.191, indicates the need to adapt export

financing instruments to structural changes.

Based on the research findings, the following recommendations were developed:

- gradually move away from linking export financing limits solely to previous export volumes and integrate financial need, export additionality, and risk criteria;

- divide export financing into three stages: export market entry, export expansion, and ensuring export sustainability;

- assess the financial condition of the exporting firm together with the risks associated with the financing bank, importer, country, and currency within a unified risk model;

- taking into account the rapid growth of service exports, expand financial instruments based on export contracts, receivables, and future cash flows rather than relying primarily on tangible collateral;

- identify industrial sectors that are highly dependent on external financing and establish countercyclical export financing lines for them during periods of deteriorating credit conditions.

The practical implementation of the proposed methodologies would make it possible to transform the export financial support system from a “resource allocation” model into a model focused on “creating measurable additional exports and optimally allocating risk.”

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