

## INTERNATIONAL ECONOMIC COOPERATION OF UKRAINE WITH POLAND: ASSESSMENT OF THE SITUATION AND STRATEGIC DIRECTIONS

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*The article is devoted to methodological and practical aspects of assessment and formation of strategic directions for the international economic cooperation development between Ukraine and Poland, taking into account the parameters of national security. The paper clarifies the substantive basis of international economic cooperation. The state of international economic cooperation development is analyzed according to quantitative and qualitative indicators taking into consideration such strategic directions as: export-import operations; exchange of labor resources; investment cooperation; assessment of the level of national security of Ukraine's foreign economic relations with Poland. In particular, the assessment of the state of relations on the exchange of labor resources has been carried out in relation to the migration volumes, comparative assessment of incomes and from the standpoint of contribution to the country's economy. Emphasis is placed on the need to strengthen the strategic guidelines for investment cooperation. The main problems in this area of production have been outlined. The dynamics of investment cooperation has been characterized. In particular, it was established that the largest volume of direct investment in Ukraine has been observed in 2010, the positive dynamics has been manifested since 2016. Examples of strategic cooperation in the investment sphere have been given.*

*The security indicators of export-import operations have been assessed. It was established that the positive dynamics has been observed from 2018. It was stated that there were certain risks, the main of which was the irrational structure of barter transactions.*

**Keywords:** *international economic cooperation, export-import operations, labor resources, investment cooperation, foreign economic security.*

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### PROBLEM SETTING

A characteristic feature of modern socio-economic development is the positive dynamics of integration processes both in the world and in Europe. Ukraine, as a European state, has repeatedly declared its positive socio-economic effect at all levels of spatial development (national and local). To achieve a high level of international economic relations a certain foundation is required. This is what international economic cooperation should be and it can be considered as the strong long-term relationships with partner countries. These processes require an assessment and the formation of appropriate strategic guidelines for development. And they should be mutually beneficial cooperation and obtaining strategic intentions for the effective implementation of integration processes. Ukraine's international economic cooperation with Poland, in the context of European integration, needs special attention through a strategic partnership.

### ANALYSIS OF THE RECENT RESEARCH AND PUBLICATIONS

The formation of theoretical, methodological and practical basis for the study of international economic relations is made in the works of such scientists as: A. Dmitriev, Yu. Kozak, Yu. Yekhanurov, V. Kolosova, O. Sharov, I. Guzhva, R. Fernandez, J. Portes et al. [1-6]. At the same time, issues related to a comprehensive assessment of the state of

international economic cooperation need further research and generalization in the format of integration processes and national security in relation to export-import operations, labor and financial investment relations, in particular between Ukraine and Poland.

#### AIM OF THE PAPER

The aim of the research is to study the current state of international economic cooperation between Ukraine and Poland with the definition of strategic directions for its further development, taking into account the parameters of national security.

#### STATEMENT OF THE MAIN RESEARCH MATERIAL

International economic cooperation between countries is an exchange of activities in different sectors of the economy of these countries, which may include international trade, cooperation in certain production areas, scientific and technical, financial and credit cooperation, international transport, tourism and etc. Hence, it can be argued that in the narrow interpretation the concept of "international economic cooperation" can be considered as a form of cooperation between countries (two or more) or legal entities from different countries in order to achieve certain goals (industrial, agricultural, commercial, financial, scientific and technical, tourist and others). From these perspectives, economic cooperation is not a commercial exchange or transfer of goods, services and capital from one country to another, but is a common approach to the joint use of resources and assets of all partners [7, 8]. Such economic cooperation is defined as one of the forms of international economic cooperation between countries in order to obtain mutual benefits through the common use of financial, material and other resources of all participants.

In our opinion, "international economic cooperation" (in a broad sense) should be defined as the level of development of international economic relations, which is marked by integration economic relations in the long run strategic perspective. At the same time, international economic cooperation with a particular country will cover various aspects of international economic relations and can manifest itself in the following forms: international capital movements, international trade (goods and services), international labor migration, international scientific and technological cooperation, international tourism, international production cooperation, construction and transport, etc. [9].

In the context of globalization, international economic cooperation is a key characteristic of international trade relations. Almost every country in the world acts as a participant of certain international agreements. The internationalization of economic exchange is accompanied by a significant increase in both the number of international economic agreements and the degree of their impact on international issues [9]. The concept of the *international economic relations system* (IERS) is an integrated idea of the overall purpose of the system as a whole and its subsystems at all levels, the functional mechanism of the system as a whole and its subsystems, as well as the norms of behavior of its subjects – motivation for activity, making decisions, determination of the efficiency criterion, etc. (figure 1).

A key element of the IERS, along with cooperation, is integration as a defining principle of the modern system of economic cooperation between countries in the world [10, 11]. International economic integration can be defined as increasing the trade and foreign investments intensity, transnational integration of production chains within firms, as well as the gradual creation of single markets for factors of production [12].

In [10], current quantitative research on international cooperation at the level of economic policy often focuses on the analysis of regional trade agreements, the number of which is constantly growing. And this is not surprising. After all, the most important mechanism of international economic cooperation is trade relations (export-import operations). At the same time, they go far beyond trade issues, including a number of provisions that may relate to issues such as investment, competition, internal regulation; it justifies their use as sources of information on the depth of economic cooperation between the signatories.

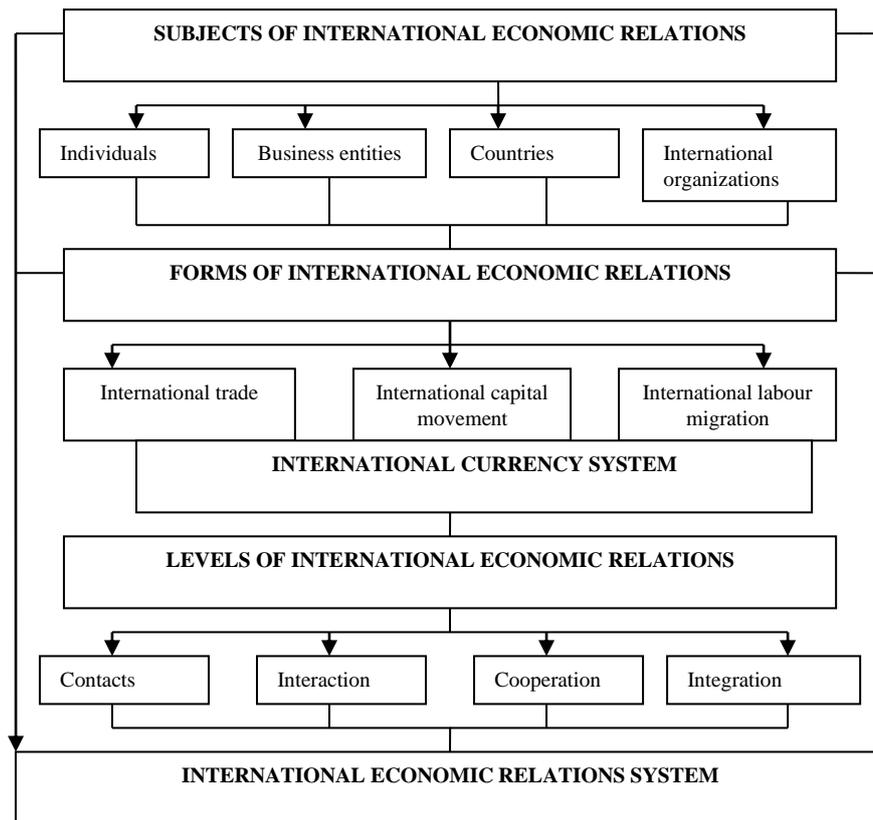


Figure 1 - The main components of the International Economic Relations System (IERS)

\*Source: [10, 11]

The legal basis for integration (as a form of international economic cooperation) between two countries may be the signing of a direct agreement between two or more countries, without interference from international organizations, or it may be indirect. In the latter case, such a process takes place within the framework of an official international organization, which includes partner countries. In addition, the conclusion of international trade agreements can serve as a signal to domestic and foreign enterprises that the country will implement the principles of liberal economic policy [6].

The current state and prospects of international trade relations development with the participation of Ukraine are formed under the influence of a number of factors in the world trade development. First of all, the position of domestic goods on the international market is determined by the individual countries' policy on the application of protectionist measures in the field of international trade. The second global factor should be considered constant changes in international markets, in particular regarding the state of individual geographic markets and the position of specific goods in these markets. Compared with the first two, the third factor can be characterized as local-target. It implies the application of a mechanism of restrictive measures by countries against their existing and potential trading partners in the context of international trade relations. This international trade practice directly affects the conditions and state of national foreign economic activity. For Ukraine, the export component of foreign trade relations acquires the greatest importance. However, in the international markets of ferrous metals, certain types of products of the machine-building industry, iron-manganese ores and agricultural products, domestic export is about 80-85% [13].

The results of the study of structure and composition of the foreign trade balance of Ukraine, give reasons to talk about the predominance of raw materials for export and finished and expensive goods for import [14]. A similar economic situation for the country is formed as a result of reducing the volume of high-tech and knowledge-intensive production with a focus on the production of raw materials for further processing in other countries. The predominant types of exports (agricultural and metallurgical products), although large-scale, with a tendency to increase in their annual volumes, but are characterized by low value added and significantly depend on price fluctuations in the world markets.

Ukraine, as an independent country and subject of foreign economic relations, is primarily located in the geopolitical trade space with neighboring countries as follows: Poland, Belarus, Russia, Hungary, Slovakia, and Romania. These countries have a common border, and Georgia and Turkey have a common Black Sea marine area. For Ukraine, the foreign trade development with near and far abroad countries is not only a source of foreign exchange, but also an obvious fact of European and world integration.

According to the official data of the National Bank of Ukraine statistics and balance of payments bodies, over the 5-year analysis period, Poland is on the 1st place and remains the largest trading partner of Ukraine among the countries of the Central and Eastern region of Europe. The general idea of dynamics for the foreign trade relations development between two countries for 2015-2019 is presented in table 1.

*Table 1 – Dynamics of export-import operations of Ukraine with Poland in 2015-2019\**

Indicators Years	2015	2016	2017	2018	2019	2019 / 2015	
						«±»	%
Export, million US dollars	2159	2421	3021	3656	3 700	+1541	171,38
Imports, million US dollars	2423	2832	3604	4048	4 558	+2135	188,11
Balance, million US dollars	-264	-411	-583	-392	-858	+594	2,25

*\*Source: results obtained on the base of [14, 15]*

It should be noted that during this period there is a steady increase in the values of selected indicators, as well as a negative balance of export-import transactions for the purchase and sale of goods and services.

Dynamics of the exports volume of goods and services to Poland for the period 2015-2019, are given in table 2.

*Table 2 – Dynamics of total volumes of export operations of Ukraine with Poland, for the period 2015-2019\**

Indicators	2015	2016		2017		2018		2019	
	mln. \$	mln. \$	to 2015, + (-) %	mln. \$	to 2016, +(-) %	mln. \$	to 2017, +(-) %	mln. \$	to 2018, +(-) %
Export of goods	1977	2200	+11,3	2725	+23,9	3257	+19,5	3296	+1,2
Export of services	182	221	+21,4	296	+33,9	350	+18,2	403	+15,1

*\*Source: results obtained according to [15]*

According to the data in the table 2, it is possible to draw a general conclusion about the constant growth of trade transactions of Ukrainian economic entities (both for goods and services). The growth rates varied from the minimum export volume of goods in 2019 (+ only 1, 2%) to the maximum for services in 2017 (+ almost 40%). The average growth rate for the analysis period was: for goods – 13, 98%, and for services – 22, 15%. That is, the export volume of services grew faster, but in monetary terms, their volume still remains much smaller than the goods – more than 8 times. In general, we can talk about the constant interest in domestic goods and services from the western neighbor.

A more in-depth analysis of why such volumes of exports from Ukraine to Poland were achieved has been conducted on the basis of data on the structure of goods (services). It was concluded that the gradual increase in exports of goods to Poland was facilitated by a significant increase in edible fruits and nuts, fats and oils of animal and vegetable origin, aluminum products, as well as furniture. With such a structure of export goods during the certain period, it turns out that Ukraine increases both sales of raw materials and finished products with higher added value, which may be associated with the gradual elimination of customs barriers, as well as the fullest use of EU member states quotas. The growth rate of exports of services determines the volume of construction services, cultural, recreational and transport services.

In terms of volume and activity of import operations, Poland ranks the 2nd place among the neighbouring countries of Ukraine with Central and Eastern Europe and the 5th in the world (for the period 2015-2019). The dynamics of import operations are presented in table 3. During this period there was a gradual increase in imports of Polish goods to Ukraine. Imports of goods have been growing from year to year, by an average of 10%. Similarly with services, in 2015 - 2019 there was a significant increase, with the maximum value of the indicator in 2019 - 223 million dollars, which is higher in many times than in 2015.

This trend (table 3) suggests that imports of goods and services are, to some extent, more profitable than domestic production. Further study of the dynamics of the structure of purchases of goods and services from Poland revealed that for the period from 2015 to 2019 the steady growth of imports of goods and services was adequate to exports, and as a result, the negative balance of payments continued. The primary reasons for the increase in imports include the growth of imports of land transport (except rail); rubber, mineral fuels; oil and its distillation products; meat, etc. Given the identified trend, it can be stated that Ukraine is increasing both imports of raw materials and finished products with significant added value. This was influenced by the following factors: economic recovery and interest of producers in further processing of raw materials in Ukraine, for resale, and if the goods with a greater degree of processing - in the modernization of old domestic equipment.

*Table 3 – Dynamics of total volumes of import operations of Ukraine with Poland, for the period 2015-2019*

Indicators	2015		2016		2017		2018		2019	
	mln. \$	mln. \$	to 2015, %	mln. \$	to 2016, %	mln. \$	to 2017, %	mln. \$	to 2018, %	
Import of goods	2324	2693	+15,9	3454	+28,3	3642	+5,4	4109	+12,8	
Import of services	99	139	+40,4	150	+7,9	196	+30,7	223	+13,8	

*\*Source: results obtained according to [15]*

The tendency to a constant increase in imports of services is due to the provision of information services and services in the field of telecommunications, business services,

repair and maintenance services. One of the factors that influenced the size, as well as the growth rate of imports of services, may be the establishment of a visa-free regime. The population began to use transport services and tourist services more often.

Thus, the tendency to dynamic growth of imports of goods (services) in Ukraine is most influenced by domestic economic and political processes in Ukraine. The increase in exports of goods (services) is due to the facts as follows: the constant growth of quotas in European markets, improving the quality of domestic products through its standardization and certification, as well as increasing competitiveness and popularity of domestic goods and services in the Polish consumer market.

In addition to foreign trade relations, an active area of international economic cooperation between Ukraine and Poland is the relationship between labor resources and financial and investment exchange. Undoubtedly, Poland remains the key importer of Ukrainian workers. Thus, in 2015, about 1 million Ukrainians worked in Poland. In 2016, about 900,000 work visas were opened for Ukrainian citizens, and in 2017 - another 1 million. The Polish government notes that the growing number of labor migrants from Ukraine provided the Polish budget with almost 2 billion euros per year; it is the average amount of tranches for Ukraine from the International Monetary Fund [14].

The results of studying numerous official sources, and first of all, according to experts, help to determine the trends of labor migration between two countries over the past three years. Thus, according to the Central Bank of Poland, in 2017-2018, about 200,000 migrant workers from Ukraine came to the country every year [16, 17]. In 2019, labor migration from Ukraine to Poland slowed down somewhat. Experts attribute this fact to the reduction of the wage gap, as well as to the transitional phenomena during the election year. One of the main reasons for the active migration of domestic workers to Western Europe (and especially to Poland) is a much higher level of wages. However, no less important factor is increasingly called the lack of employment opportunities in the country. There are also those who cite the unfavorable economic and political situation in their home country as one of the reasons for their decision to move to Poland.

The results of the study of expectations and aspirations of domestic workers regarding the labor market in Poland indicate certain changes in the expectations of Ukrainian citizens regarding earnings in Poland. Thus, if in 2018 the vast majority of labor migrants were ready to work at the minimum hourly rate, then in 2019 only one in ten residents of Ukraine would agree. At the same time, the share of Ukrainian workers in Poland who want to earn a net salary of 13-15 PLN per hour has increased. At the same time, the share of Ukrainians who expect to earn about 15-20 PLN per hour has almost tripled [17, 18]. The amount of average monthly earned income in Ukraine increased from 192 US dollars (2015) to 326 US dollars (2018), this value continues to be only a quarter of the average salary in Poland - 1,269 US dollars (2018) [15,16].

From the point of view of Ukraine's international financial indicators, labor migration has a positive effect - the amount of remittances to the country increased from 7 billion dollars (in 2015) to 10 billion US dollars (in 2018) and more than 12 billion US dollars (2019) [14, 15]. These flows reached 8-10% of Ukraine's GDP, and the share of revenues from Poland during the study period was the largest and in 2018-2019 amounted to about 1/3 of the total amount of revenues from abroad. This has become a significant contribution to the incomes of domestic households.

State institutions, business entities, and territorial communities should, to a greater extent, recognize that the strategic direction for Ukraine's international cooperation with Poland is, of course, strengthening investment cooperation. It is clear that for the country's economy, foreign investment in the country is one of the resources that can increase its efficiency at different hierarchical levels of management (national and local) and, consequently, affect spatial development.

The first signs of investment cooperation between Ukraine and Poland were accompanied by a number of problems, namely imperfect sectoral structure and forms of attracting investment resources from Poland, low investment with high concentration in

some regions and spheres of Ukraine, unsatisfactory participation of Polish investors in innovation processes [19, p. 259]. The share of Polish investment in the economy of Ukraine from the total volume of foreign direct investment at the end of 2019 was more than 2% (7th place in the EU and 9th place in the world), slightly behind France and Russia [11]. The positive dynamics of investment cooperation begins to appear on the part of Poland only in 2016 (figure 2).

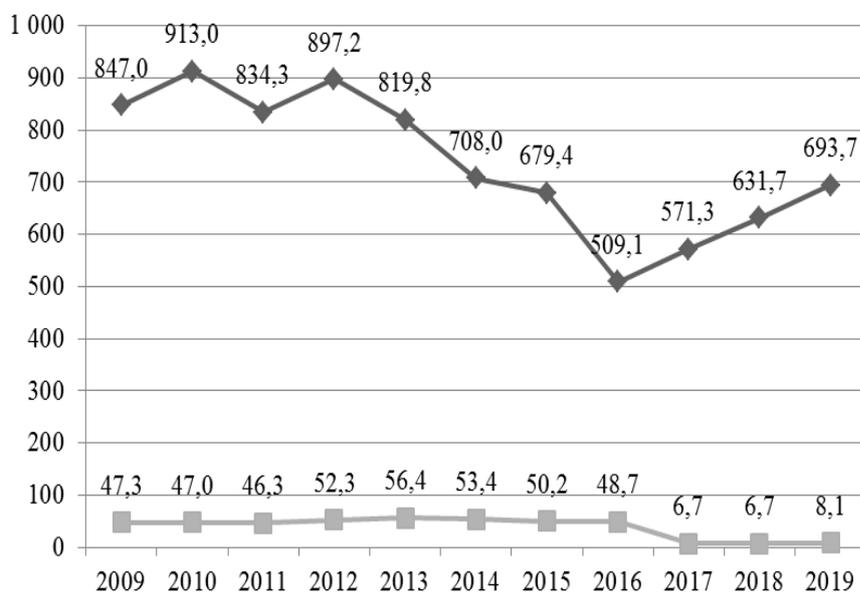


Figure 2 - Dynamics of investment cooperation between Ukraine and Poland, for the period 2009-2019, million US dollars\*

\*Source: results obtained according to [15]

According to the official data of the State Statistics Committee of Ukraine, the amount of direct investment (share capital) for the 11-year period of the study has changed dynamically, both upwards and downwards. The largest volume of direct investment in Ukraine was recorded as of the end of 2010 - 913 million UAH (figure 2). In turn, the inflow of domestic capital into the economy of the neighboring country was the largest in 2013. But they amounted to only 56, 4 million US dollars.

In addition, after the "peak" of 2010, there has been a virtually steady downward trend in investment from Ukraine. Their minimum volume (with an annual decrease of 100-150 million US dollars) was established by the results of management in 2016 and amounted to almost several times less than the "maximum peak" year – 509, 1 million US dollars. The level of decline in volumes over 6 years (despite the growth in 2012) was 44, 24%.

However, if direct investment in Ukraine's economy began to grow in 2017, the reverse direction of investment (from Ukraine to Poland) continued to decline until 2017. Thus, in particular, for the period 2017-2019, the growth of inflows of direct investment (share capital) from Polish investors amounted to 36, 26%. As of the end of 2019, their value has returned, practically, to the level of 2014 - 694 million US dollars. While the realized investment potential of domestic investment entities remains at a very low level, and as of the end of 2019 amounted to just over 8 million US dollars.

Regarding the reverse level of investment (Ukraine-Poland), in 2017 the volume of Ukrainian direct investment in Poland was at the level of 48, 7 million US dollars, and already, as of the end of 2019, the volume decreased to 6, 6 million US dollars (is virtually

unchanged since the beginning of 2018). This scale is only 0, 1% of the total investment from Ukraine to other countries (including 42% of investment in industry, 27% - in engineering, 16% - repair of vehicles) [14, 20].

An important organizational and economic form of strategic development of investment cooperation are associations, which should be further developed. The main associations of Ukrainian business in Poland: the Polish-Ukrainian Chamber of Commerce - since 1992 (unites about 200 Ukrainian and Polish companies; provides the Ukrainian Business Center) and the Association of Ukrainian Business in Poland - since 2015 (unites 50 Polish companies, where the founders and / or final beneficiaries are domestic businessmen, and since 2019 has provided the Ukrainian Business Center in Poland) [21, 22].

Thus, it should be noted that Ukraine's western neighbor has become and remains among the 5 largest investors in Ukraine. But Ukraine remains a weak direct investor for Poland. However, according to Ukrainian diplomats' own estimates, the volume of real investments in the Polish economy in the last 3-4 years amounted to much more than 1 billion dollars. USA. This value can be obtained if we take into account the fact that in Poland Ukrainian citizens make up about 70% of foreigners who work officially, and their expenses in the territory of the employer do not take into account official statistics [14,15].

Further, it is important to note that changes in the volume of export-import transactions can significantly affect the parameters of foreign economic security. To analyze and determine the trends of economic security of Ukraine's international trade relations with Poland, take the threshold values of indicators in accordance with the "Guidelines for calculating the level of economic security of Ukraine" [20] (table 4).

*Table 4 - Thresholds for indicators of foreign trade security assessment of the country \**

Indicators	Thresholds			
	Acceptable level	Pre-crisis level	Risk level	Critical level
Coefficient of import coverage by export	0,8-1,2	< 0,8	> 1,2	< 0,75
Level of export dependence, % to GDP	> 40		> 50	
Level of import dependence,% to consumption	> 40		> 50	
The exports share in foreign trade,%	0,45-0,55	< 0,45	> 0,55	

*\*Source: results obtained according to [20]*

The results of the assessment of economic security indicators for foreign trade in goods and services are given in the table 4. And here it should be noted that in general there is compliance with the calculated indicators to normative values.

It should be noted, in particular, that the value of the export-import coverage ratio until 2017 remained within the critical level. The reason for this situation was the insufficient share of exports in foreign trade, ie the country was forced to finance its imports from other domestic sources. Only in 2018 and 2019, the value of the coverage ratio has already become at an acceptable level, which is explained by the significant intensification of export-import activities of Ukraine in terms of Ukraine's association with the EU.

Table 5 - Dynamics of security indicators of foreign trade relations between Ukraine and Poland \*

Indicators	Years				
	2015	2016	2017	2018	2019
Purchase and sale of goods					
Level of import coverage by export, %	67	72	62	86	85
Level of export dependence, %	1,70	1,45	1,39	1,97	2,18
The level of import dependence, %	2,27	2,28	2,38	2,55	2,95
The share of exports in foreign trade, %	46,74	41,93	44,87	46,27	45,96
Purchase and sale of services					
Level of import coverage by export, %	94	81	130	137	84
Level of export dependence, %	0,08	0,08	0,12	1,51	0,20
The level of import dependence, %	1,02	0,11	0,09	0,12	0,27
The share of exports in foreign trade, %	48,49	44,64	56,52	57,74	45,51

\*Source: calculated on the base of [13]

The trend in the share of exports was similar in 2015-2016; it did not meet the standard, and in 2017-2019 its value increased and began to meet an acceptable level. As for the values of other coefficients, they are within the norm. However, there are certain risks - the main of which is the irrational structure of barter transactions: a significant share of goods in the raw materials group in Ukraine's exports and, accordingly, the energy group in imports to Ukraine.

### CONCLUSIONS

In the context of globalization, international economic activity has become an important factor in the effective development of any country in the world. Thus, the modern supply of the goods, services, investments and labor resources should have not only comparative advantages with other countries, but also to be competitive at the expense of their adaptation to the tendencies dominating in the world markets.

As a result of the study of the peculiarities of certain areas of international economic cooperation (export-import operations, labor migration, investment activities and foreign economic security) between Ukraine and Poland, it should be concluded that in general, there is a bilateral positive dynamics between our country and the Republic of Poland as a strategic partner of Ukraine. However, it should be recognized that in the field of bilateral economic relations, Ukraine is a strategic object of trade and investment expansion for Poland to a greater extent than Poland is for Ukraine. The main risks in the foreign trade of Ukraine and Poland are the irrational structure of barter transactions. As a result, it can be argued that there are a number of positive strategic prerequisites for the continued development of international economic cooperation between Ukraine and Poland in a number of economic areas. At the same time, the Ukrainian market is sufficiently protected for foreign producers, becoming increasingly attractive for foreign investments in the country's economy.

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#### АНОТАЦІЯ

#### **Ярова І.С., Іваненко О.В. Міжнародне економічне співробітництво України з Польщею: оцінка стану та стратегічні орієнтири**

*Стаття присвячена методичним та практичним аспектам оцінки та формування стратегічних орієнтирів розвитку міжнародного економічного співробітництва України з Польщею з урахуванням параметрів національної безпеки. У роботі з'ясовано сутнісно-змістовну основу міжнародного економічного співробітництва. Проаналізовано стан розвитку міжнародного економічного співробітництва за кількісними та якісними показниками з урахуванням таких стратегічних напрямів як: експортно-імпорتنі операції; обмін трудовими ресурсами; інвестиційне співробітництво; оцінка рівня національної безпеки зовнішньоекономічних відносин України з Польщею. Зокрема, оцінку стану взаємовідносин щодо обміну трудових ресурсів здійснено відносно обсягів міграції, порівняльної оцінки доходів громадян та з позиції вкладу в економіку країни. Зроблено акцент на необхідності посилення стратегічних орієнтирів інвестиційного співробітництва. Окреслено основні проблеми у цій сфері виробництва. Охарактеризовано динаміку інвестиційної співпраці, зокрема, встановлено, що найбільший обсяг прямого інвестування в Україну спостерігався у 2010 році, позитивна динаміка проявляється з 2016 року. Наведено приклади стратегічного співробітництва в інвестиційній сфері.*

*Проведено оцінку показників безпеки експортно-імпорتنих операцій. Встановлено, що позитивна динаміка спостерігається з 2018 року. Констатовано, що існують і певні ризики, головним з яких – це нерациональна структура товарообмінних операцій.*

**Ключові слова:** міжнародне економічне співробітництво, експортно - імпорتنі операції, трудові ресурси, інвестиційне співробітництво, зовнішньоекономічна безпека.