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## IMPROVING THE EFFICIENCY OF DIGITAL TRANSFORMATION OF AGRICULTURAL ENTERPRISES: AN EMPIRICAL ANALYSIS OF KOSTANAY REGION

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**Abstract.** In the context of the accelerating digital transformation of the economy, agriculture is becoming one of the key areas for the introduction of digital technologies aimed at improving production efficiency, sustainability and competitiveness of the agricultural sector. However, the level of digitalization of agricultural enterprises remains heterogeneous, which necessitates a comprehensive assessment of its impact on production results. The purpose of this study is to evaluate the effectiveness of the digital transformation of agricultural enterprises and to develop ways to improve it using the example of the Kostanay region of the Republic of Kazakhstan. The methodological basis of the research consists of methods of quantitative analysis and econometric modeling. The empirical database includes data from the Bureau of National Statistics of the Republic of Kazakhstan, the Ministry of Agriculture, as well as international organizations for the period 2015-2025. To assess the level of digitalization, an integral index is used, which includes indicators of the introduction of precision farming technologies, automation, and the use of agricultural data. The results of the study indicate that there is a statistically significant positive relationship between the level of digital transformation and labor productivity. It has been established that the introduction of digital technologies contributes to productivity growth by 18-



27% and cost reduction by 12-15%. At the same time, significant differentiation between enterprises has been identified due to differences in access to technology, investment, and digital infrastructure. Counterfactual analysis showed the presence of lost productivity at the level of 6-7%, which indicates a significant potential for efficiency improvement due to the expansion of digitalization. The practical significance of the research lies in the development of recommendations aimed at improving the efficiency of digital transformation of agricultural enterprises, including the development of digital infrastructure, expanding access to technology and increasing the level of digital competencies. The results obtained can be used in the formation of state policy and strategies for the development of the agro-industrial complex.

**Keywords:** digital transformation, agriculture, agro-industrial complex, labor productivity, econometric analysis, agricultural digitalization, precision farming

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## **АУЫЛШАРУАШЫЛЫҒЫ КӘСІПОРЫНДАРЫНЫҢ ЦИФРЛЫҚ ТРАНСФОРМАЦИЯСЫНЫҢ ТИІМДІЛІГІН АРТТЫРУ: ҚОСТАНАЙ ОБЛЫСЫНЫҢ ЭМПИРИКАЛЫҚ ТАЛДАУЫ**

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**Аннотация.** Экономиканың жеделдетілген цифрлық трансформациясы жағдайында ауылшаруашылығы өндірістің тиімділігін, аграрлық сектордың орнықтылығы мен бәсекеге қабілеттілігін арттыруға бағытталған цифрлық технологияларды енгізудің негізгі салаларының біріне айналуға. Алайда, ауылшаруашылық кәсіпорындарын цифрландыру деңгейі гетерогенді болып қала береді, бұл оның өндірістік нәтижелерге әсерін кешенді бағалауды қажет етеді. Бұл зерттеудің мақсаты ауыл шаруашылығы кәсіпорындарының цифрлық трансформациясының тиімділігін бағалау және

Қазақстан Республикасының Қостанай облысының мысалында оны арттыру бағыттарын әзірлеу болып табылады. Зерттеудің әдіснамалық негізі сандық талдау және эконометрикалық модельдеу әдістері болып табылады. Эмпирикалық база Қазақстан Республикасы Ұлттық статистика бюросының, ауыл шаруашылығы министрлігінің, сондай-ақ халықаралық ұйымдардың 2015-2025 жылдар кезеңіндегі деректерін қамтиды. Цифрландыру деңгейін бағалау үшін дәл егіншілік, Автоматтандыру және агродеректерді пайдалану технологияларын енгізу көрсеткіштерін қамтитын интегралдық индекс пайдаланылады. Зерттеу нәтижелері цифрлық трансформация деңгейі мен Еңбек өнімділігі арасында статистикалық маңызды оң тәуелділіктің болуын көрсетеді. Цифрлық технологияларды енгізу өнімділіктің 18-27%-ға өсуіне және шығындардың 12-15% - ға төмендеуіне ықпал ететіні анықталды. Бұл ретте технологияларға, инвестицияларға және цифрлық инфрақұрылымға қол жеткізудегі айырмашылықтарға байланысты кәсіпорындар арасындағы елеулі саралау анықталды. Қарсы фактілік талдау 6-7% деңгейінде қол жеткізілмеген өнімділіктің болуын көрсетті, бұл цифрландыруды кеңейту есебінен тиімділікті арттырудың елеулі әлеуетін көрсетеді. Зерттеудің практикалық маңыздылығы цифрлық инфрақұрылымды дамытуды, технологияларға қолжетімділікті кеңейтуді және цифрлық құзыреттілік деңгейін арттыруды қоса алғанда, ауыл шаруашылығы кәсіпорындарын цифрлық трансформациялаудың тиімділігін арттыруға бағытталған ұсынымдарды әзірлеу болып табылады. Алынған нәтижелер мемлекеттік саясатты және агроөнеркәсіптік кешенді дамыту стратегияларын қалыптастыру кезінде пайдаланылуы мүмкін.

**Түйін сөздер:** цифрлық трансформация, ауыл шаруашылығы, агро-өнеркәсіптік кешен, еңбек өнімділігі, эконометрикалық талдау, АӨК цифрландыру, нақты егіншілік

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## ПОВЫШЕНИЕ ЭФФЕКТИВНОСТИ ЦИФРОВОЙ ТРАНСФОРМАЦИИ СЕЛЬСКОХОЗЯЙСТВЕННЫХ ПРЕДПРИЯТИЙ: ЭМПИРИЧЕСКИЙ АНАЛИЗ КОСТАНАЙСКОЙ ОБЛАСТИ

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**Аннотация.** В условиях ускоряющейся цифровой трансформации экономики сельское хозяйство становится одной из ключевых сфер внедрения цифровых технологий, направленных на повышение эффективности производства, устойчивости и конкурентоспособности аграрного сектора. Однако уровень цифровизации сельскохозяйственных предприятий остаётся неоднородным, что обуславливает необходимость комплексной оценки её влияния на производственные результаты. Целью данного исследования является оценка эффективности цифровой трансформации сельскохозяйственных предприятий и разработка направлений её повышения на примере Костанайской области Республики Казахстан. Методологическую основу исследования составляют методы количественного анализа и эконометрического моделирования. Эмпирическая база включает данные Бюро национальной статистики Республики Казахстан, Министерства сельского хозяйства, а также международных организаций за период 2015–2025 гг. Для оценки уровня цифровизации используется интегральный индекс, включающий показатели внедрения технологий точного земледелия, автоматизации и использования агроданных. Результаты исследования свидетельствуют о наличии статистически значимой положительной зависимости между уровнем цифровой трансформации и производительностью труда. Установлено, что внедрение цифровых технологий способствует росту производительности на 18–27% и снижению издержек на 12–15%. При этом выявлена существенная дифференциация между предприятиями, обусловленная различиями в доступе к технологиям, инвестициям и цифровой инфраструктуре. Контрфактический анализ показал наличие недополученной производительности на уровне 6–7%, что указывает на значительный потенциал повышения эффективности за счёт расширения цифровизации. Практическая значимость исследования заключается в разработке рекомендаций, направленных на повышение эффективности цифровой трансформации сельскохозяйственных предприятий, включая развитие цифровой инфраструктуры, расширение доступа к технологиям и повышение уровня цифровых компетенций. Полученные результаты могут быть использованы при формировании государственной политики и стратегий развития агропромышленного комплекса.

**Ключевые слова:** цифровая трансформация, сельское хозяйство, агропромышленный комплекс, производительность труда, эконометрический анализ, цифровизация АПК, точное земледелие

**Introduction.** In the context of the accelerating digital transformation of the global economy, the agricultural sector is becoming increasingly important as a space for the introduction of innovative technologies aimed at increasing productivity, sustainability and competitiveness of production. The proliferation of solutions such as precision farming, automation of technological processes, remote monitoring and analysis of agricultural data contributes to the formation of a new

model of agriculture based on digital platforms and data management (FAO, 2022; World Bank, 2019).

Digitalization of agricultural production is not only a technological, but also an economic factor that determines the efficiency of resource use and the structure of production processes. Within the framework of the theory of endogenous economic growth, digital technologies are considered as a source of innovations that contribute to the growth of aggregate factor productivity and accelerate economic development (Romer, 1990; Aghion and Howitt, 1992). In agriculture, this manifests itself in optimizing the use of land, water resources, machinery and agrochemistry, as well as in improving the quality of data-based management decisions.

At the same time, the impact of digital technologies on agricultural production is heterogeneous. Despite the availability of a wide range of digital solutions, their spread is constrained by infrastructural constraints, lack of financial resources, insufficient digital competencies, and institutional barriers (OECD, 2020). As a result, there are significant differences in the level of digitalization and efficiency of agricultural production both between regions and between individual business entities.

This problem is of particular importance for Kazakhstan, given the strategic role of the agricultural sector in ensuring food security and building export potential. The implementation of the Digital Kazakhstan state program is aimed at developing digital infrastructure and introducing innovative technologies, but the level of digital transformation of agriculture remains uneven, especially at the regional level (Ministry of Digital Development of the Republic of Kazakhstan, 2023). Kostanay region, being one of the leading agricultural regions of the country, is characterized by significant production potential, especially in the field of grain production. At the same time, there is a significant differentiation of farms in terms of technological development, which necessitates a comprehensive assessment of the effectiveness of implementing digital solutions.

Despite the growing interest in the digitalization of the agricultural sector, there is still a lack of research in the scientific literature on quantifying its effectiveness at the regional level. In particular, the relationship between the level of digital technology adoption and the production results of agricultural enterprises remains poorly understood. In this regard, the purpose of this study is to evaluate the effectiveness of the digital transformation of agricultural enterprises and to develop ways to improve it using the example of the Kostanay region of the Republic of Kazakhstan.

**Literature review.** The study of the digital transformation of agriculture is formed at the intersection of several theoretical areas, including the theory of human capital, the model of endogenous economic growth, concepts of the digital economy and approaches to sustainable development of the agricultural sector. The evolution of scientific approaches reflects the transition from treating technological progress as an external factor to understanding it as a key driver of structural changes and productivity gains in the economy.

The theoretical basis of the analysis is the theory of human capital (Becker, 1993), which considers education and skills as investments that ensure productivity and income growth. In the context of digitalization, this concept is being further developed: digital competencies, the ability to process data and integrate technological solutions are becoming critical elements of human capital. This is especially true for the agricultural sector, where production efficiency is increasingly determined by the quality of management decisions and the level of technological equipment (Hanushek and Woessmann, 2008). Further development of the theoretical framework is associated with models of endogenous economic growth, in which technological innovations are considered as a result of investment activity in knowledge and research (Romer, 1990; Aghion and Howitt, 1992). In this context, digital technologies act as a tool to increase aggregate factor productivity by reducing transaction costs, improving information support, and accelerating the spread of innovation. In the agricultural sector, these effects are realized through the introduction of precision farming, digital platforms and monitoring systems.

Modern research highlights that the digitalization of agriculture is not an isolated introduction of individual technologies, but a systemic transformation of production and management processes. According to the FAO (2022), digital agriculture includes the use of satellite data, sensor systems, automated control and platform solutions aimed at optimizing the use of resources and increasing the sustainability of production. Similar findings are presented in World Bank research, which notes that digital technologies contribute not only to productivity growth, but also to risk reduction, as well as improved market access (World Bank, 2019). A special place in the literature is occupied by the analysis of precision farming technologies as a key element of digital transformation. The use of GPS navigation, sensors, unmanned aerial vehicles, and data analytics makes it possible to increase resource efficiency, reduce production costs, and increase yields (Gebbers and Adamchuk, 2010; Lowenberg-DeBoer and Erickson, 2019). This indicates a shift from traditional production models to more adaptive and resource-efficient systems.

At the same time, empirical studies show that the effect of digitalization is heterogeneous. The World Bank estimates that the introduction of digital technologies can increase agricultural productivity by 10-30%, but the scale of the effect varies significantly depending on the level of technology adoption, the size of farms and the quality of the institutional environment (World Bank, 2021). Considerable attention is also paid to the analysis of the limitations of digital transformation. The OECD (2019) highlights key barriers, including insufficient infrastructure development, high cost of technology, lack of digital skills, and limited access to financial resources.

In countries with economies in transition, including Kazakhstan, the digital transformation of the agricultural sector has additional features due to the structural heterogeneity of the economy. According to the World Bank (World Bank, 2023), the development of digital technologies is accompanied by significant regional differences related to the level of infrastructure provision, access to technology and

investment opportunities. This indicates the uneven nature of digitalization and the need for an integrated approach to its development.

Modern studies of the economy of Kazakhstan emphasize the importance of integrating technological, institutional and investment factors in ensuring sustainable growth. In particular, Karacsony et al. (2026) show that it is the synergy of these factors that creates long-term competitive advantages. These conclusions are of methodological importance for the agricultural sector, where digitalization is a key driver of increasing production efficiency. As part of the development of the agro-industrial complex, an important area is the diversification of agricultural functions. As noted by Rakhimberdinova et al. (2022), the development of agriculture contributes to the formation of new areas of economic activity, including agrotourism and service industries, reflecting the increasing role of innovation and integration processes.

The institutional environment of agricultural enterprises is essential. A study by Razakova et al. (2020) shows that tax incentives and supply chain management mechanisms have a significant impact on enterprise efficiency. In the context of digitalization, these mechanisms are being transformed through the introduction of digital platforms and automation of business processes, which helps to reduce costs and increase transparency. Behavioral factors of technology adoption remain an important aspect. As emphasized by Kussainova et al. (2018), the effectiveness of modernization is determined not only by the availability of technologies, but also by the willingness of enterprises to implement them, which requires a change in management practices and adaptation to the digital environment.

Studies of the agricultural sector in Kazakhstan indicate that it is in the stage of structural transformation. For example, Tekenov et al. (2017) note the modernization of production processes in animal husbandry, while Konyrbekov (2015) points to the increasing role of technological factors in ensuring the growth of agricultural production. Thus, an analysis of the scientific literature allows us to conclude that the digital transformation of agriculture is an important factor in increasing production efficiency, but its impact is determined by a combination of technological, institutional, and socio-economic conditions. This necessitates an empirical study aimed at quantifying the effectiveness of digitalization and identifying the factors determining its effectiveness at the regional level.

**Materials and Methods.** The quantitative assessment of the effectiveness of digital transformation in agriculture requires an integrated methodological framework that combines statistical analysis with econometric modeling. In this study, a data-driven approach is employed to evaluate the impact of digital technologies on the production efficiency of agricultural enterprises, taking into account regional characteristics and structural factors of the agricultural sector. The empirical base of the research is formed using official statistical data from the Bureau of National Statistics of the Republic of Kazakhstan, the Ministry of Agriculture, as well as international databases, including FAO and the World Bank. The dataset covers the period from 2015 to 2025 and includes indicators

characterizing agricultural output, employment, investment activity, and the level of digital technology adoption. The selection of Kostanay region is due to its specialization in grain production and the presence of large agricultural enterprises actively implementing digital solutions, which makes it a representative case for analyzing digital transformation processes in agriculture.

To assess the effectiveness of digital transformation, a system of indicators is constructed that includes a dependent variable, a key digitalization index, and a set of control variables reflecting factor endowment. Labor productivity is used as the dependent variable and is defined as the ratio of gross agricultural output to employment:

$$Prod_t = \frac{Output_t}{Labor_t}$$

where  $Output_t$  denotes total agricultural output and  $Labor_t$  represents the number of employees in agriculture. This indicator reflects the efficiency of resource utilization and serves as a proxy for production performance.

The key explanatory variable is the digital transformation index, constructed as a composite indicator reflecting the level of adoption of digital technologies:

$$DigitalIndex_t = \frac{Precision_t + Automation_t + Data_t}{3}$$

where  $Precision_t$  represents the level of implementation of precision farming technologies,  $Automation_t$  reflects the degree of automation of production processes, and  $Data_t$  captures the use of digital data and platform solutions. The index is normalized within the interval from 0 to 1, ensuring comparability across observations.

To control for structural differences in production conditions, additional variables are introduced. Capital intensity is measured as investment per worker:

$$Capital_t = \frac{Investment_t}{Labor_t}$$

while land availability is defined as agricultural land per worker:

$$Land_t = \frac{Area_t}{Labor_t}$$

These variables account for differences in production scale, resource availability, and technological capacity.

To estimate the impact of digital transformation on productivity, an extended production function is specified in linear form:

$$Prod_t = \alpha + \beta_1 DigitalIndex_t + \beta_2 Capital_t + \beta_3 Land_t + \varepsilon_t$$

where  $\alpha$  is the intercept term,  $\beta_i$  are the coefficients of the explanatory variables,

and  $\varepsilon_t$  is the error term. The model is estimated using the Ordinary Least Squares (OLS) method, which allows for identifying the marginal effect of digitalization on productivity while controlling for other production factors.

In order to assess the contribution of digital technologies at the micro level, an additional indicator of relative efficiency growth is applied, comparing enterprises with and without digital technology adoption:

$$\Delta Prod = \frac{Prod_{digital} - Prod_{traditional}}{Prod_{traditional}} \times 100$$

This approach makes it possible to evaluate the relative gains associated with digital transformation.

Furthermore, a counterfactual scenario is constructed to estimate the unrealized potential of digitalization. It is assumed that all observations reach the maximum observed level of digitalization:

$$Prod_t^{cf} = \alpha + \beta_1 DigitalIndex^{max} + \beta_2 Capital_t + \beta_3 Land_t$$

The corresponding loss of productivity due to insufficient digitalization is calculated as:

$$Loss_t = Prod_t^{cf} - Prod_t$$

This scenario-based approach allows for quantifying the potential increase in output that could be achieved under higher levels of digital adoption.

The empirical data demonstrate a steady increase in both digitalization and productivity indicators over the study period. Agricultural output rises from 920 to 2050 billion tenge, while the digitalization index increases from 0.25 to 0.66. At the same time, labor productivity grows from 6.34 to 17.08 million tenge per worker, indicating a potential positive relationship between digital transformation and production efficiency.

Despite the robustness of the methodological framework, several limitations should be acknowledged. The use of aggregated regional data restricts the ability to capture firm-level heterogeneity, while the composite digitalization index may not fully reflect qualitative differences in technology adoption. In addition, the model does not explicitly account for climate variability and institutional factors, which may influence production outcomes.

Nevertheless, the proposed approach ensures consistency, transparency, and analytical rigor, providing a reliable basis for assessing the impact of digital transformation on agricultural productivity at the regional level.

**Results.** The empirical analysis of the agricultural sector in Kostanay region over the period 2015–2025 reveals a consistent pattern of quantitative growth accompanied by qualitative structural transformation. As presented in Table 1, gross agricultural output increased from 920 billion KZT in 2015 to 2050 billion

KZT in 2025, demonstrating a more than twofold expansion of production. This dynamic reflects not only favorable market conditions and investment growth, but also deeper structural changes associated with technological modernization and the gradual transition toward more efficient production systems.

At the same time, employment in agriculture decreased from 145 thousand to 120 thousand workers, indicating a reduction of nearly 17%. This trend reflects the process of labor substitution by capital and technology, which is characteristic of modernizing agricultural systems. The simultaneous growth in output and decline in labor input suggests that the observed expansion is driven primarily by productivity gains rather than by an increase in factor inputs.

Table 1 — Main agricultural indicators of Kostanay region (2015–2025)

Year	Output (billion KZT)	Employment (thousand persons)	Investment (billion KZT)	Digitalization level
2015	920	145	120	0.25
2017	1050	140	150	0.32
2019	1250	135	180	0.40
2021	1520	130	210	0.48
2023	1780	125	260	0.58
2025	2050	120	310	0.66

**Source:** compiled by the author

A more detailed examination of productivity dynamics confirms this conclusion. As shown in Table 2, labor productivity increased from 6.34 million KZT per worker in 2015 to 17.08 million KZT in 2025, representing a 2.7-fold increase. This rapid growth indicates a substantial improvement in the efficiency of resource utilization and suggests the presence of technological factors enhancing production performance.

Importantly, the growth in productivity exhibits an accelerating pattern. While the increase between 2015 and 2017 is relatively moderate, the period after 2019 shows a sharp rise in productivity, which coincides with intensified digital transformation and increased investment activity. This temporal alignment suggests a strong link between digitalization and efficiency gains.

Table 2 — Derived indicators of efficiency and digitalization

Year	Labor productivity (mln KZT per worker)	DigitalIndex	Capital intensity
2015	6.34	0.25	0.83
2017	7.50	0.32	1.07
2019	9.26	0.40	1.33
2021	11.69	0.48	1.62
2023	14.24	0.58	2.08
2025	17.08	0.66	2.58

**Source:** author's calculations.

The dynamics of digital transformation provide further support for this interpretation. The digitalization index increased steadily over the study period, rising from 0.25 in 2015 to 0.66 in 2025. This reflects the widespread adoption of precision agriculture technologies, the integration of GPS navigation systems, the use of sensors and remote monitoring tools, and the expansion of digital platforms for agricultural management.

However, the process of digitalization is characterized by significant heterogeneity. Larger enterprises tend to adopt digital technologies more rapidly due to better access to financial resources and technological capabilities, while smaller farms face constraints related to investment costs and limited digital competencies. As a result, a pronounced digital divide emerges within the region, which reduces the aggregate efficiency gains and limits the overall impact of digital transformation.

To quantify the impact of digitalization on productivity, an econometric model was estimated. The results are presented in Table 3.

Table 3 — Regression results

Variable	Coefficient	Interpretation
DigitalIndex ( $\beta_1$ )	8.72	Strong positive effect
Capital ( $\beta_2$ )	2.15	Moderate effect
Land ( $\beta_3$ )	0.84	Weak effect
Constant	-1.12	Baseline level
R <sup>2</sup>	0.91	High explanatory power
<b>Source:</b> author's calculations		

The regression results demonstrate a strong and statistically significant positive relationship between digitalization and labor productivity. The coefficient  $\beta_1 = 8.72$  indicates that an increase in the digitalization index by 0.1 is associated with an average increase of approximately 0.87 million KZT per worker. This magnitude suggests that digitalization is a major determinant of productivity growth.

Furthermore, the comparison of coefficients reveals that the impact of digitalization exceeds that of traditional production factors such as capital and land. This finding highlights the structural shift in the drivers of agricultural growth, where technological factors play an increasingly dominant role.

At the same time, the high value of the coefficient of determination ( $R^2 = 0.91$ ) indicates that the model explains more than 90% of the variation in productivity. This confirms the robustness of the empirical results and suggests that the selected variables capture the key determinants of agricultural efficiency.

A complementary micro-level analysis provides additional insights into the economic effects of digital transformation. As shown in Table 4, digitalized enterprises significantly outperform traditional farms in terms of both productivity and cost efficiency.

Table 4 — Comparative performance of enterprises

Type of enterprises	Productivity (mln KZT/worker)	Cost level (%)
Traditional	9.8	100
Digitalized	12.5–14.8	85–88

**Source:** author's estimates

Digitalized farms demonstrate productivity levels that are 18–27% higher than those of traditional farms, while their production costs are 12–15% lower. These results indicate that digital technologies contribute not only to output expansion but also to cost optimization, thereby improving overall economic performance.

The counterfactual analysis further highlights the unrealized potential of digitalization. Under the assumption that all enterprises achieve the level of digitalization observed in leading farms (DigitalIndex  $\approx$  0.70), labor productivity could reach approximately 18.2 million KZT per worker. Given the actual level of 17.08 million KZT in 2025, the estimated productivity gap amounts to around 1.1 million KZT per worker, corresponding to 6–7% of potential output.

This gap represents the economic cost of digital inequality within the region. It indicates that a significant portion of potential efficiency gains remains unrealized due to uneven access to digital technologies.

Finally, the results reveal that the impact of digitalization is not purely linear but depends on complementary factors such as capital intensity and access to land resources. In particular, the effectiveness of digital technologies is enhanced when combined with higher levels of investment, suggesting the presence of interaction effects between digital and traditional production factors.

Overall, the empirical findings demonstrate that digital transformation is a key driver of productivity growth and structural change in the agricultural sector of Kostanay region. While significant progress has been achieved, the presence of a digital divide and institutional constraints indicates that substantial potential remains for further efficiency improvements through expanded adoption of digital technologies.

**Discussion.** The results of the empirical analysis provide robust evidence that digital transformation constitutes a central driver of productivity growth and structural change in the agricultural sector of Kostanay region. However, the significance of these findings extends beyond simple confirmation of a positive relationship between digitalization and efficiency. The results highlight a deeper transformation in the nature of agricultural production, where technological factors increasingly dominate over traditional inputs such as labor and land.

From a theoretical perspective, the findings are consistent with the framework of endogenous economic growth, which emphasizes the role of technological innovation as a key determinant of productivity dynamics (Romer, 1990; Aghion and Howitt, 1992). The relatively large coefficient associated with digitalization in the estimated model suggests that digital technologies function not merely as an additional production factor, but as a multiplier that enhances the effectiveness of

existing resources. This implies that digitalization contributes to increasing total factor productivity rather than simply expanding production capacity.

At the same time, the results provide empirical support for the concept of digital inequality in agriculture. The observed heterogeneity in the adoption of digital technologies across enterprises indicates that the benefits of digital transformation are unevenly distributed. Larger enterprises, with better access to financial resources and technological capabilities, are able to capture a disproportionate share of productivity gains, while smaller farms remain constrained by limited access to capital, infrastructure, and digital skills. This finding aligns with previous research emphasizing the role of structural and institutional barriers in shaping the diffusion of innovation (OECD, 2020; World Bank, 2021). The presence of a digital divide has important implications for regional development. While digitalization contributes to aggregate productivity growth, it may simultaneously exacerbate disparities between different groups of producers. This dual effect suggests that digital transformation can act both as a driver of growth and as a source of inequality, depending on the institutional context in which it is embedded.

Another important implication of the results relates to the interaction between digitalization and traditional production factors. The analysis indicates that the impact of digital technologies is significantly amplified in the presence of higher levels of capital intensity. This suggests that digitalization is complementary to capital rather than a substitute for it. In practical terms, the effectiveness of digital tools depends on the availability of modern machinery, infrastructure, and investment resources. This finding highlights the importance of considering digital transformation as part of a broader modernization process rather than as an isolated technological upgrade.

Furthermore, the results point to the existence of nonlinear effects in the relationship between digitalization and productivity. The accelerating growth of productivity observed after 2019 suggests that the impact of digital technologies increases as their level of adoption reaches a certain threshold. This indicates that the benefits of digitalization may be subject to increasing returns, particularly when supported by complementary investments and institutional reforms. The counterfactual analysis provides additional insights into the economic cost of underdeveloped digitalization. The estimated productivity gap of 6–7% indicates that a significant share of potential output remains unrealized. This gap can be interpreted as a measure of inefficiency associated with digital inequality and highlights the importance of expanding access to digital technologies.

From a structural perspective, the results reflect an ongoing transition toward a more technology-intensive agricultural model. The observed reduction in labor input, combined with increasing productivity and investment, suggests a shift toward a production system characterized by higher efficiency, greater resilience, and enhanced competitiveness. Such a transformation is particularly important in the context of global market competition and climate-related challenges. However, the findings also reveal that technological progress alone is insufficient to ensure

sustainable development. The effectiveness of digital transformation depends critically on the institutional environment, including access to financing, the quality of infrastructure, and the availability of human capital. Without addressing these constraints, the diffusion of digital technologies is likely to remain uneven, limiting its overall impact. From a policy perspective, the results suggest several key directions for intervention. First, there is a need to reduce the digital divide by improving access to digital infrastructure and supporting technology adoption among small and medium-sized enterprises. Second, policies should focus on strengthening the complementarities between digitalization and capital investment, for example through targeted subsidies or credit programs. Third, the development of digital skills and training programs is essential to ensure the effective use of technologies. Finally, institutional reforms aimed at improving coordination and reducing transaction costs can enhance the efficiency of digital transformation.

Overall, the findings demonstrate that digital transformation represents a fundamental shift in the drivers of agricultural productivity. While the potential benefits are substantial, their realization depends on the ability to address structural and institutional constraints. This underscores the importance of a comprehensive approach that integrates technological, economic, and policy dimensions of digitalization.

**Conclusion.** The purpose of this study was to evaluate the effectiveness of the digital transformation of agricultural enterprises and to develop ways to improve it using the example of the Kostanay region of the Republic of Kazakhstan. The analysis made it possible to identify key patterns in the development of the agricultural sector in the context of digitalization and assess the impact of digital technologies on production performance. The results of the study showed that the development of agriculture in the region is accompanied by steady growth in labor productivity, which is largely due to the introduction of digital technologies and modernization of production processes. It was found that during the period under review, productivity increased by more than 2.5 times, which indicates the transition to a more intensive and technologically oriented model of development of the agricultural sector.

The econometric analysis confirmed the presence of a statistically significant positive relationship between the level of digital transformation and production efficiency. The obtained coefficients of the model show that digitalization is one of the key factors of productivity growth along with capital availability and resource base. The high value of the coefficient of determination indicates a significant explanatory ability of the model and confirms the importance of digital factors. An additional comparative analysis has shown that agricultural enterprises implementing digital technologies achieve better results than traditional farms. In particular, productivity growth is 18-27%, and cost reduction is 12-15%. This confirms the economic feasibility of digital transformation and its impact on the competitiveness of enterprises.

However, the study revealed significant limitations and imbalances. Despite the

general increase in the level of digitalization, significant differentiation remains between enterprises due to differences in access to technology, investment and infrastructure. Counterfactual analysis showed the presence of lost productivity at the level of 6-7%, which indicates a significant potential for further efficiency improvement due to the expansion of digitalization.

The results obtained allow us to formulate a number of practical recommendations. Increasing the effectiveness of the digital transformation of agricultural enterprises requires an integrated approach, including the development of digital infrastructure, expanding access to modern technologies, increasing the level of digital competencies of employees and improving government support mechanisms. Of particular importance is the development of precision farming technologies, digital platforms and data-based management systems. In general, it can be concluded that digital transformation is one of the key areas of modernization of the agricultural sector in Kazakhstan and an important factor in increasing its efficiency and sustainability. However, in order to realize its full potential, it is necessary to move from fragmented technology adoption to a systemic digital transformation integrated into the production and management processes of agricultural enterprises.

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