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Абай атындағы Қазақ ұлттық педагогикалық университетінің

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## ИЗВЕСТИЯ

НАЦИОНАЛЬНОЙ АКАДЕМИИ НАУК  
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## NEWS

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**REGIONAL TRADE AND AGRARIAN RELATIONS BETWEEN  
KAZAKHSTAN AND IRAN: TRENDS AND PROSPECTS  
OF DEVELOPMENT**

**Abstract.** The purpose of the article is to consider contemporary trends in trade, economy and agrarian cooperation between Kazakhstan and Iran.

During writing the article the general scientific and theoretical principles of trade, economic, investment and regional phenomena in the writing of this scientific work were considered in its methodology: there are also methods of induction and deduction which is from particular cases to the general case and conversely, general theoretical, analytical analysis: synthesis, comparison, refinement, classification were used.

Actuality of the article is to consider attracting foreign direct investment (FDI) and innovation technologies to sectors other than key sectors, in order to create favorable investment climate in the country and improve the economic potential of Kazakhstan. For this reason, the strategic approach to the further development of Kazakhstan's agricultural sector and the achievement of outstanding achievements in the field of advanced technology in this field, and theoretical definition of their bilateral efficacy should be analysed. This is another example of how developing economies can integrate into global or regional economic integration.

The article identifies the effectiveness of the process of cooperation with the countries in the region with a stable economy, which will affect the development of Kazakhstan's economy, ensure globalization and sustainability of economic development of the country in a crisis situation. It is known that the countries of Central Asia, including Kazakhstan, are extremely dependent on the export of natural resources, so it is necessary to change the direction of investments. During this research, the course of development and prospects of the general policy in foreign financing and modern technologies which were involved in the development of the country's economy were discussed.

**Keywords:** direct foreign investment, regional, cross-border, Iran, agro-industry.

**Introduction.** Nowadays with the advent of today's globalization process, the importance of regions has increased and its independence has been strengthened. Due to historical, cultural, political and economic ties and mutual understanding between countries, the region's problem has been solved calmly. In the modern world, it is evident that the economy's development, the growth of innovation and investment in emerging markets and the processes of globalization in developed countries grows rapidly, also the importance of integration processes is increased.

Kazakhstan gained its independence and established friendly relations with many countries around the world. Among them, Middle East countries, in particular, Iran takes a special place because of the fact that Kazakh people have economic and political ties with Iran.

The emergence of new independent states in Central Asia was accepted with great enthusiasm in Iran and Turkey. In January 1992 they recognized the independent Republic of Kazakhstan and established diplomatic relations with it. Over the past two decades, Kazakhstan and Iran have signed more than a hundred agreements, which determine the priority of their relationship. Political relationships between the Heads of State and governments have been well-established.

These two countries are participating in the summits of the Caspian littoral states. However, unlike other summits, strong debate over the fate of the Caspian Sea is still going on. The people of Kazakhstan support the fair solution of the problems of the Caspian Sea for the peaceful coexistence of these coastal states. Kazakhstan and Iran have similar or very close positions on topical issues such as security in the world and in the region also they are against the use of force in resolving regional conflicts.

Main part. On the whole, the relations between Kazakhstan and Iran continue, which has a positive impact on cooperation in trade, economic, investment, industrial and transit transport. In addition, prospects for the development cooperation in the field of subsoil use and agriculture are being considered. At the meetings, the legal status of the Caspian Sea, the Caspian Sea's economy, transport, ecology, security, etc. cooperation in the spheres are often discussed. There is a 70 % growth in the commodity turnover of the two countries at the state level. If in 1992 the commodity turnover between Kazakhstan and Iran amounted to \$ 229 thousand, in 1995 it was \$ 58.9 million, in 2005 it was \$ 900 million, in 2007 it grew for \$ 2 million 495 thousand. The commodity turnover between Kazakhstan and Iran in January-May 2018 amounted to \$ 251.4 million, which is 41.7 % higher than in the same period last year (\$ 177.4 million). From January to May 2018, exports from Kazakhstan to Iran increased by 36.1 % and amounted to \$ 207.2 million. In addition, the Iranian leadership is in a position to support effective foreign policy aimed at implementing and promoting political, trade and economic processes in the region of Central Asia.

Table 1 - Volume of trade of the Islamic Republic of Iran with Kazakhstan

Years	Commodity turnover, US dollars	The size of exports, US dollars	The import quantity, US dollars
(21.03.2018-20.03.2019)	218 470 688	131 402 677	87 068 011
(21.03.2017-20.03.2018)	234 623 679	167 985 551	66 638 128
(21.03.2016-20.03.2017)	384 027 532	173 268 166	210 759 366
(21.03.2015-20.03.2016)	156 827 237	137 258 467	19 568 770
(21.03.2014-20.03.2015)	334 525 670	208 313 019	126 212 651

Source: [http://www.tccim.ir/ImpExpStats\\_TariffCustomCountry](http://www.tccim.ir/ImpExpStats_TariffCustomCountry).

According to the Iranian Customs Committee in the first table, there was a decline in trade turnover in previous years and the same happened in 2018-2019. The reason for this is the refusal of Iran's wheat imports (4-5 million tons a year) to produce 11 million tons of wheat per year, despite the deficit in the country. Iran imports mainly non-ferrous metals, smelted iron products from Kazakhstan, except wheat (wheat, barley, maize, lime). Fruit, dried fruits and nuts were imported mainly from Iran to Kazakhstan. The information in this table is based on the year of hijri.

Table 2 - Volume of trade turnover of Kazakhstan with the Islamic Republic of Iran

Years	Commodity turnover, US dollars	The size of exports, US dollars	The import quantity, US dollars
2018	519 085	429 417	89 668
2017	552 019	483 956	68 063
2016	596 242	550 518	45 724
2015	635 567	565 792	69 775

Source: [stat.gov.kz](http://stat.gov.kz).

Table 2 also shows a decline in the trade turnover between the two countries in during periods of 2017-2018.

Primarily, Iran's interest in Central Asia is about integrating into the processes of Central Asia, where Russia and China are going to be interested as well. For example, given the strategic interests of Iran and Russia in ensuring peace and stability, Iran-Russia relations are complex, but it is clear that this is an open direction for international cooperation.

Iran's present course is keeping with this direction. The current role and place of Iran in the world is affected by peaceful ideological influences on Iran, especially in Muslim countries, than in some other countries that seek to pursue their interests by means of threats or military action. Regional politics for Iran are notably important, and Iran's interests have a profound impact on the security and integrity of the state, its sustainable economic, social and cultural development. In recent years, Iran has been actively pursuing foreign policy in order to achieve regional leadership and overall geopolitical influence, which contributes to rational bilateral and multilateral cooperation.

Other countries in Central Asia and Iran understand that mutual interests in security-related areas need to have political desire to achieve their goals.

Geo-economically, Kazakhstan has good opportunities to develop regional cooperation. These factors are influenced by such factors as rich natural resources, labor force and the actual market. We shall keep in mind that the management of energy pipelines is one of the most important instruments in international and foreign policy, the presence of natural wealth, geographical proximity and availability of unique transport play a key role in economic cooperation in the region.

Iran has a special place in geopolitical terms. It has made the geopolitical location of Iran even more important in the two world powers, particularly the link between the Caspian Sea and the Persian Gulf and the Central Asia countries. These countries have no access to the open sea. Kazakhstan is the largest country in the region without access to the sea, and Uzbekistan is one of the world's poorest countries with no access to the sea, which must pass through two countries to the open sea. Thus, Iran understands that it has a great opportunity to use its unique position to strengthen its ties with regional countries.

Presently, the policy of attracting foreign investment is widely used for the development of the domestic economy. This is a phenomenon of globalization, regional integration. Looking at foreign experience, attraction of foreign investments is an important measure: one of the indicators determining the level of welfare of the country is the volume and structure of investments into the economy. In the context of tough competition in the domestic and foreign markets, investment is not just mobilizing domestic sources of finance, but also attracting external investment resources. Changes in the industry and turnover, and the growing economic conditions of management in the face of a constant lack of investment resources require a more effective policy of attracting foreign direct investment that contributes to economic development, promotes high technologies and creates new opportunities for jobs.

Totally 116 countries have invested in Kazakhstan since 1991. Foreign Direct Investment (FDI) inflow to Kazakhstan is 20 times higher than in other countries of Central Asia, and is a major source of oil and gas resources in the country. The largest amount of investment came from the United States and the Netherlands. Investments are mainly focused on geological exploration, oil production. Mining (crude oil and gas sector), processing industry and metallurgy are the sectors that can attract the largest amount of foreign direct investment (FDI) in Kazakhstan. 1993-2005 the mining sector is 72.930 million tons. US dollars, 87 % of which is 63.326 million dollars. The sector of trade, automobile and engines repair has attracted the majority of FDI. It is worth to mention that FDI in the sector is stable and their fluctuations are very low. In general, FDI in this sector was 6.3 %.

FDI inflows to Kazakhstan in 1993-2003 amounted to \$ 17,800 billion. During this period, the country's GDP grew by 2 %. In 2003-2008, the trend towards FDI increased rapidly because of the fact that political and economic stability was established in the country, and the creation of Astana was an indication of Kazakhstan's capabilities. In accordance with the FDI inflow of Kazakhstan, Kazakhstan was the leading country in the mentioned years, since 75 % of Central Asian countries' capital flows to our country.

According to Bakhyt Batyrashev, Chairman of the Investment Committee of the Ministry of Foreign Affairs of the Republic of Kazakhstan, according to the results of 2018, the main investors are the following: Netherlands – \$ 7.3 billion, USA – \$ 5.3 billion, Switzerland – \$ 2.5 billion, Russia – 1.5 billion, China – \$ 1.5 billion, Belgium – \$ 1.0 billion, France - \$ 0.9 billion, the UK – 0.6 billion dollars, Korea – \$ 0.5 billion[1].

In order to reduce the dependence of our economy on oil and mining industries, the government has also considered the program of attracting investments and introducing technology into the agricultural sector. For this purpose, delegations were sent to the Islamic Republic of Iran and several agreements were signed. After all, despite the fact that Iran has a population of more than 60 million people, despite the

years of ongoing foreign and political pressures, it has proven its regional leadership in the Middle East, providing its people with quality products, providing the industry with cutting-edge technology and progressive development. Iran is known as the country with obvious priorities.

"According to the world practice, the law on the renting agricultural land in Kazakhstan is used for a long time. However, significant investments have not yet been made in this area. Foreigners work only on 65 thousand hectares, it means only 0.06 % of the leased land. But it provides high productivity. Long-term land tenure is a great way to attract investment around the world. Countries such as Belgium, Germany, Greece, the Netherlands do not limit foreign investors to land ownership or rent. In France, the maximum term of land lease for foreign investors is 99 years. And for 10 years in Kazakhstan. These practices were taken into account when drafting the Land Code. But there is no question of selling land to foreigners," the President of Kazakhstan said, pointing to the whole process of the investment process in agriculture [2].

One of the countries in the region, which intends to cooperate with Kazakhstan in the agrarian sector, it has been implementing several activities these days, the Islamic Republic of Iran achieves high rates of grain production over the past three years, including wheat. The total amount of domestic consumption is 9 million. 3-4 million tons of oil was imported. Since Hasan Ruhani's presidency, Iran has denied imports of this crop by increasing its wheat crops to 11 million tons in recent years more than a thousand tons of wheat. In addition, 2 million is about to export to neighboring Arab countries. The major rivers of Iran's grain crops are water rich in the western regions of the country: Huzestan – 1.3 million tons, Golestan – 1.8 million tons, Kermanshah – 750 thousand tons, Fars – 900 thousand tons, Kurdistan – 800 thousand tons. Iran has achieved a record harvest of 12 million tons of grain from 7 million tons. However, Iran also understands that the possibility of keeping such stability annually is limited to the natural state of the country.

Iran is now introducing innovative technologies in land development in the agricultural sector. Dry climates and mountainous terrain there is a shortage of water resources in Iran. During the summer months, during the period of 2-3 months, the drought will take 7 months. In the economic life of the country the snowfall plays an important role. Simple melting of snow allows to fill the water reservoir that is needed for irrigation. Precipitation, snowfall are usually expected from November to March. Iran's dry climate is pushing for different ways to overcome water deficit. One of the most promising programs within the Government is the "Land Acquisition and Lease Land Regions" program. According to the program, 2.5 million tons will be spent on domestic consumption also it plans to lease land for 25 to 49 years with countries with a wealth of water resources, such as Kazakhstan, Russia, Kyrgyzstan, Ukraine, Georgia and Brazil. Grain, corn, rice, oilseed crops are considered as the main products of the "Land Regions in the Region" Program, considering the fact that the majority of Iran's population consumes and grows in spring and needs water. Although these products are produced in this country 2-3 million tons per year, demand is growing every year. In this regard, Iran has leveraged approximately 20-30 thousand hectares of land as an experience with neighboring countries and has made the prerequisites for the purchase of 60-70 hectares of land in Brazil. Moreover, Iran recognizes Kazakhstan as a strategically important neighbor in the region in pursuit of this program and considers cooperation as one of the states that Kazakhstan has supported Iran during sanctions. The two countries have indicated that Iran is making efforts to further strengthen trade relations, envisaging the implementation of several mutually beneficial programs and projects.

Iran exports 2.3 million tons of rice a year and ready to provide technical support to Kazakhstan in the development of this industry. At the same time, the corn grows roughly 1.3 million tons per year, with an estimated consumption of about 5-6 million tons. The remaining amount is provided by the import source. Only 6 % of oilseed crops, in particular rapeseed and flax, they are produced in Iran and 94% are imported from abroad.

Iran is also planning to cooperate with Kazakhstan in the field of fisheries and aquaculture. Taking into account the abundance of water resources of Kazakhstan, it is sure that this sphere will develop in Kazakhstan.

Another important aspect of Iran's agricultural production is the apple cultivation. Iranian Agriculture Minister Mahmud Hojati said Iran is one of the world's largest apple-fertilizer countries, with the goal of boosting trade relations with Kazakhstan, bringing apple trees to the Almaty region of Kazakhstan, plan of planting [3].

The Government of Iran officially adopted the Program "Land Acquisition in the Region" on 29/01/1395 (17.04.2016) by the Hijri Year. Currently, 17 countries are engaged in negotiations within this program. Under this program, the following opportunities of the negotiating countries are taken into consideration:

- Water-rich, cultivated, climate-friendly places;
- Established political and diplomatic relations with Iran.

There are plans to develop agricultural land suitable for agriculture, not only to produce agricultural products that are in demand for Iran, but also to provide the domestic market in that country.

The Iranian government considers this type of agriculture as one of the best ways to combat degradation all over the world, to protect agricultural food security and to prevent drought. According to the leaders of these countries, there are three ways to combat the water crisis in agriculture, such as reducing water-intensive crops, increasing the area of drought-resistant crops, and cultivating land outside the country [4].

Iran's demand for land acquisition in the region is explained by the use of resources and capabilities of other countries to produce more agricultural products. At the same time, this type of agriculture is a new issue for the country's economy. The trade, especially the agro-industrial complex, promotes peace and stability in the region, and explains that co-operation also extends to other areas, if it is settled properly [5].

More than 90 % of crops in Iran are watered manually, but in Europe, South America, North America, and Russia crops are watered by rainwater [6].

By attracting foreign funding, it is understood that the country has a plan to achieve such opportunities:

- Introduction of new technologies, advanced techniques and know-how;
- Saturation of domestic market for high quality goods and services;
- Improvement of export-oriented and import-substituting industries;
- Introduction of modern methods of management and marketing;
- Creation of new workplaces;
- Ensuring production growth.

However, there is a question why Kazakhstan needs to attract foreign investments in agriculture. Despite the active development of domestic agriculture, our country still has unused potential. For example, Kazakhstan has 147 million hectares of pasture land and borders two countries with the largest consumption of beef. This is Russia and China, which purchased beef cattle worth more than \$ 4 billion in 2014. With such potential customers, we do not use our capabilities. But what are the reasons? The main reason is the lack of investments in agriculture due to the high financial costs of production, long-term recovery, and the retirement and retention of agricultural infrastructure, including agricultural products, respectively. The lack of investment is primarily due to the low technical equipment of the industry. Secondly, due to low funding, many farmers reduce soil fertility without using fertilizers. At the same time, historically, Kazakhs were the most qualified livestock breeders, and today farmers are rebuilding their former potential. Attraction of investments will lead to active development of this direction. At the same time, the investment inflow to agriculture in 2015 will amount to KZT 167.0 billion. tenge, which is 23 times less than in the industry. Therefore, the participation of foreign companies in the development of agricultural production will allow introducing new agricultural technologies, agricultural machinery, seeds and fertilizers. And other positive things, we will be able to consume our domestic products: meat, fruits and vegetables grown on our land. And foreign companies pay taxes, open jobs, improve rural infrastructure, and enhance our employees' qualifications. We should strive to ensure food security, reduce dependence on imports, and increase export potential. At the same time, there are favorable conditions for the production of organic products in Kazakhstan, which is a low level of land degradation and high solvency of markets in the nearest region. By the end of 2015, Kazakhstan has adopted a law on organic

production, which will allow creating a system for organic production support and regulation, which will enable the population to provide quality products at reasonable prices. There are also world preconditions. The first is the population growth. According to forecasts for population growth, by 2050, 60 % more than in the modern world, and in developing countries – twice as much food as it should be. Secondly, the global agricultural potential is exhausted, which can lead to a significant increase in food deficit. Therefore, because of the small number of its population, Kazakhstan has an important role to play in stabilizing and improving the food situation in the world.

As the world practice shows, the return on investment in agriculture takes at least 10 years, and profits are needed for further development. For example, the term of land lease for foreigners in Russia is 49 years, in UAE – 99 years. [7]

Many governments support direct foreign investment in their countries (FDI) as a means of creating new jobs, expanding local technical knowledge, and promoting general economic standards. Over the decades, Asian countries (India, China, Pakistan, Philippines and Indonesia) have had their own FDI limitation and have been strictly monitored, and demanded that local labor force should be attracted to any new foreign business.

Conclusion. As part of the National Investment Strategy 2018-2022, the agro-industrial complex has been selected as one of the priority sectors attracting foreign direct investment. Total volume of attracted investments in agriculture, including 9 months of 2015 and 2017, amounts to 135,2 million US dollars. In 2022, the increase in the inflow of Iranian foreign investments (ISI) by 1,26 times is expected to increase to 19 % of GDP in 2022 relative to GDP; ISI, which is aimed at improving efficiency, it will increase 1,5 times; the volume of investments in the fixed capital of the non-primary sector of the economy will increase by 1,46 times; the volume of domestic investments in the main capital of the non-primary sector of the economy will increase 1,5 times [8].

It is well-known that for effective economic policy it is necessary to attract foreign investments to the countries, as means of achieving a high level of technological development, to reduce the risk of the state budget deficit. In the modern world economy, all sectors of the economy need significant investment resources. The most important thing is that they have a plan of rational and effective use in the national economy. Basically, domestic investment is insufficient to maintain an effective structural policy and to upgrade fixed assets. Therefore, each country has to attract foreign investment. The foreign investment attraction policy is the most pressing issue in the world in the current century. However, it is known that the people of Kazakhstan do not favor the policy of external borrowing. Understand that Kazakhstan can develop all sectors of economy through internal financing, taking into account natural resource potential of Kazakhstan. After all, foreign funding will increase the dependency on the lender and there will be an increase in the percentage of unemployment in the country. Nevertheless, natural resources production, the discovery of mineral resources, their delivery to the market also require a lot of money and advanced equipment.

However, as the world experience shows, the following statistical information shows that, other the developed economies for example the USA, China and Singapore, they still rely on investment sources:

Countries attracting foreign investment in the 2016-2017 economies:

USA \$ – 275 billion US \$, China – \$ 136 billion. US \$, Hong Kong – \$ 106 billion US \$, Russian Federation – \$ 25 billion. US \$, Indonesia – \$ 23 billion US dollars, etc. [9].

Accordingly, it is observed that emerging market economies as well as countries with economies in transition regard foreign investment as an important factor of economic development and modernization, income and employment growth. There is also a lot of information on how to promote international trade integration, creating a competitive business environment and helping companies develop. In addition to purely economic benefits, foreign investment can also be facilitated by improving environmental and social conditions in the host country, by providing environmental clean technologies and leading companies with a more responsible social policy [10]. Clearly, developing countries need to achieve certain development in the fields of education, technology, infrastructure and healthcare so that they can use foreign presence in their markets. In turn, this will increase the qualifications of specialists in different fields of the country. The weak financial intermediation is explained by the stronger negative impact of

domestic companies on multinational companies. In some cases, this may result in a lack of financial resources that prevents local companies from using the business sector's capabilities due to the presence of foreign companies. In general, it is becoming more and more recognized that trade and investment are a mutually reinforcing tool for transboundary activities.

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### **ҚАЗАҚСТАН МЕН ИРАННЫҢ АЙМАҚТЫҚ САУДА ЖӘНЕ АГРАРЛЫҚ ҚАТЫНАСТАРЫ: ТЕНДЕНЦИЯЛАРЫ МЕН ДАМУ БОЛАШАҒЫ**

**Аннотация.** Мақаланың мақсаты – Қазақстан мен Иранның сауда, экономика, аграрлық саласындағы ынтымақтастығының жаңа үрдістерін қарастыру. Иран мен Қазақстанның сауда қатынастарының қалыптасуы мен эволюциясының негізгі тәсілдері мен ерекшеліктерін, сонымен қатар аталмыш екі елдің сауда ынтымақтастығының маңызды бағыттары мен жаңа тенденцияларын дамытуды және қатынастардың перспективаларын осы мақала аясында зерттеу.

Зерттеу әдіснамасы – аталмыш ғылыми жұмысты жазу барысында сауда, экономикалық, инвестициялық, аймақтық құбылыстарды танудың жалпы ғылыми, теориялық принциптері қолданылып, ескерілді: жалпыдан жеке бөлшектерге және керісінше, талдау арқылы индукция және дедукция, жалпы теориялық, аналитикалық талдау: синтездеу, салыстыру, нақтылау, жіктеу әдістері қолданылды.

Мақаланың өзектілігі – Қазақстанның экономикалық әлеуетін арттыру мақсатында елде қолайлы инвестициялық ахуал жасау үшін өзекті салалардан басқа салаларға да тікелей шетел инвестициясы (ТШИ) мен инновациялық технологияларды тарту мүмкіндіктерін қарастыру. Осы мақсатта, Қазақстанның ауыл шаруашылығының әрі қарай дамуына осы салада озық технологияларды қолдана отырып, көрнекті жетістіктерге қол жеткізіп отырған Иранның стратегиялық ұсыныстарына тоқталу және олардың екіжақты тиімділігін теориялық тұрғыдан анықтау. Мұны дамушы экономикасы бар елдердің жаһандық немесе аймақтық экономикалық ынтымақтастыққа интеграциялану үдерісіне ұласудың тағы бір жолы ретінде көрсету.

Бүгінгі жаһандану үдерісі қарқын алған кезде, әлемде аймақтардың маңыздылығы артып, тәуелсіздігі нығая түскені анық. Тарихи, мәдени, саяси және экономикалық байланыстар мен елдер арасындағы өзара түсіністіктің арқасында, аймақтың проблемалары оңай шешілетін болды. Өйткені қазіргі әлемде экономиканың дамуы, дамушы нарықтардағы инновациялық және инвестициялық белсенділіктің артуы және дамыған елдердегі жаһандану процестерінің, аймақтық интеграциялық процестердің ұлғаюы мен үйлесуі айқын байқалады.

Қазіргі таңда ішкі экономиканы дамыту мақсатында, сырттан инвестиция тарту саясаты кең етек алып келеді. Бұл – жаһанданудың, аймақтық интеграцияның бір көрінісі. Шетелдік тәжірибелерге көз жүгіртсек, шетел инвестициясын тартуды маңызды шара деп біледі: мемлекеттің әл-ауқатының деңгейін анықтайтын көрсеткіштердің бірі – экономикаға салынған инвестициялардың көлемі мен құрылымы. Ішкі және сыртқы нарықтардағы қатаң бәсекелестік жағдайында инвестицияның ішкі қаржы көздерін жұмылдыру ғана емес, сонымен бірге сыртқы инвестициялық ресурстарды тарту да маңызды. Өндіріс және айналым саласындағы өзгерістер, инвестициялық ресурстардың үнемі жетіспеушілігі жағдайында, басқарудың экономикалық жағдайларының өзгеруі экономиканың дамуына ықпал ететін, жоғары технологияларды енгізуге және жаңа жұмыс орындарын құруға ықпал ететін тікелей шетелдік инвестицияларды тартудың тиімді саясатын жүргізуді қажет етеді.

Бұл мақалада Қазақстан экономикасының даму барысына әсер ететін, жаһандану және дағдарыс жағдайындағы елдің экономикалық дамуының тұрақтылығын қамтамасыз ету мақсатында, экономикасы тұрақты дамып келе жатқан аймақтағы елдермен ынтымақтасу үдерісінің еліміз үшін тиімділігін анықтау көзделген. Осы мақсатта, Қазақстан Республикасының премьер-министрі А. Маминнің: «ҚР Тұңғыш Президенті – Елбасы Нұрсұлтан Назарбаев экономика өсімінің тұрақты қарқынын қамтамасыз ету бойынша міндет қойды, бұл бізден орта мерзімді кезеңде негізгі капиталға инвестиция көлемін ЖІӨ деңгейін 30 %-ға дейін арттыруды талап етеді. Негізгі драйвер тікелей шетелдік инвестициялар болуы тиіс», – деген сөздері еліміздің экономикасының дамуындағы шетел қаржыландыру саясатының айтарлықтай қарқын алғанын көрсетеді. Қазақстан минералды ресурстар мен мұнайдан басқа, ауыл шаруашылығына қолайлы және жарамды аса көлемді жерлерді иеленіп отыр. «Қазақстан– 2030» стратегия бойынша, экономикамызға шетел инвестицияларын тарту бағдарламасына байланысты Қазақстанның ауыл шаруашылығын дамытуға қатысты атқарылып жатқан іс-шаралар аз емес. Орталық Азия елдері, соның ішінде Қазақстан да табиғи қорлар экспортына шамадан тыс тәуелді, сондықтан инвестиция тарту бағытын өзгерту тиіс екені белгілі.

Орталық Азия елдері, соның ішінде Қазақстан да табиғи қорлар экспортына шамадан тыс тәуелді, сондықтан инвестиция тарту бағытын өзгерту тиіс екені белгілі. Осы ғылыми жұмыс барысында еліміздің экономикасын дамытуға тартылған жалпы шетел қаржыландыру және заманауи технология енгізу саясатының даму барысы және перспективасы қарастырылды.

**Түйін сөздер:** тікелей шетел инвестициясы, аймақшылдық, трансшекаралық, Иран, агроөнеркәсіп.

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### РЕГИОНАЛЬНЫЕ ТОРГОВО-АГРАРНЫЕ ОТНОШЕНИЯ КАЗАХСТАНА И ИРАНА: ТЕНДЕНЦИИ И ПЕРСПЕКТИВЫ РАЗВИТИЯ

**Аннотация.** Целью статьи является рассмотрение новых тенденций сотрудничества Казахстана и Ирана в сфере торговли, экономики и аграрного сектора. В данной статье рассматриваются основные пути и особенности становления и развития ирано-казахстанских торговых отношений, а также развитие новых тенденций и новых направлений в торговых отношениях между двумя странами, а также перспективы их отношений.

**Методология исследования.** В данной научной статье были применены и приняты во внимание общие научные и теоретические принципы торговых, экономических, инвестиционных и региональных явлений: экономико-статистический анализ, синтез, сравнение, уточнение, методы индукции и дедукции и т.д.

Актуальность статьи заключается в рассмотрении вопроса о привлечении прямых иностранных инвестиций (ПИИ) и инновационных технологий в другие сектора, помимо ключевых, с целью создания благоприятного инвестиционного климата в стране для повышения экономического потенциала Казахстана. С этой целью стратегический подход к дальнейшему развитию аграрного сектора Казахстана и достижению выдающихся достижений в области передовых технологий в этой области, а также теоретическое определение их двусторонней эффективности. Это еще один пример того, как развивающиеся экономики могут интегрироваться в глобальную или региональную экономическую интеграцию.

По мере ускорения процесса глобализации важность регионов и независимости в мире усиливается. Благодаря историческим, культурным, политическим и экономическим связям и взаимопониманию между странами проблема региона стала легко решаться. Дело в том, что в современном мире налицо явное свидетельство экономического развития, роста инновационной и инвестиционной активности на развивающихся рынках и усиления и гармонизации процессов глобализации, процессов региональной интеграции в развитых странах.

В настоящее время политика привлечения иностранных инвестиций для развития отечественной экономики становится все более распространенной. Это одно из проявлений глобализации и региональной интеграции. Глядя на зарубежный опыт, привлечение иностранных инвестиций считается важной мерой: одним из показателей, определяющих уровень благосостояния государства, является объем и структура инвестиций в экономику. Не только мобилизация внутренних источников инвестиций, но и привлечение внешних инвестиционных ресурсов в условиях жесткой конкуренции на внутреннем и внешнем рынках. Изменения в производстве и обращении, изменение экономических условий в условиях постоянной нехватки инвестиционных ресурсов требуют эффективной политики привлечения прямых иностранных инвестиций, которая будет способствовать экономическому развитию, внедрению высоких технологий и созданию новых рабочих мест.

В данной статье выявлена эффективность процесса сотрудничества со странами региона со стабильной экономикой, что скажется на развитии экономики Казахстана, обеспечит устойчивость экономического развития страны в процессе глобализации и в кризисной ситуации. В этой связи, слова Премьер-Министра Республики Казахстан Мамина: «Первый Президент Республики Казахстан - Лидер Нации Нурсултан Назарбаев поставил задачу обеспечить стабильные темпы экономического роста, что требует от нас увеличения объема инвестиций в основной капитал до уровня 30% ВВП в среднесрочной перспективе. Ключевым драйвером должны быть прямые иностранные инвестиции», – указывает на то, что политика иностранного финансирования экономики страны значительно выросла. Казахстан помимо минеральных ресурсов и нефти, также обладает значительным количеством земель, благоприятных и пригодных для сельского хозяйства. Благодаря программе «Стратегия-2030» по иностранным инвестициям, предпринимаются многочисленные меры для решения проблемы развития сельского хозяйства в Казахстане. Известно, что страны Центральной Азии, в том числе и Казахстан, крайне зависимы от экспорта природных ресурсов, поэтому необходимо изменить направление привлечения инвестиций. В данном исследовании были рассмотрены ход развития и перспективы общей политики иностранного финансирования и внедрения современной технологии, связанной с развитием экономики страны.

**Ключевые слова:** прямые иностранные инвестиции, региональные, трансграничные, Иран, агропромышленный комплекс.

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