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Finance, Economics, and Industry for Sustainable Development

Proceedings of the 4th International Scientific Conference on Sustainable Development (ESG 2023), St. Petersburg 2023



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Technologies of Eco-Branding of the Region's Industrial Complex



Lyudmila M. Davidenko, Maxim A. Miller, and Nurzhanat M. Sherimova

Abstract Symbiosis of technology of production and sale of ecological products, establishment of technological links in the promotion of ecological branding of industrial products and the development of recommendations for participants of "green" integration can become the basis for prospective research in the directions of "green" economy. According to global trends, taking into account the energy transition, the transformation of human capital towards a new perception of the ecosystem is expected in the near future. In this regard, the need of companies and their contact audience for special environmental branding technologies are increasing. The aim of the study is to substantiate the need for eco-branding of the industrial complex of the region based on the systematisation of approaches to promote green branding, green production and green financing. Achievement of the goal is associated with the processing of reliable statistical information, which allows us to identify the prospects of ESG transformation, as well as to detail the factors of ecobranding influence on the management system of companies. The paper provides the sectoral specialisation of environmental branding of small- and medium-sized businesses in the Republic of Kazakhstan. For the development of technological integration of clean industries, the authors propose a model design of a digital guidebook for participants of "green" integration. The conclusion is made about the expediency of scientifically grounded coordination in the areas of development of clean production technologies, green marketing and eco-branding of small- and medium-sized enterprises in the Republic of Kazakhstan. For the development of technological integration of cleaner production, the authors propose a model design of a digital guidebook for participants of "green" integration. The conclusion is made about the expediency of science-based coordination in the areas of clean pro-

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duction technology development, "green" marketing, environmental management and "green" financing.

Introduction

In the conditions of global industrial development with the use of digital systems for managing production processes and supply chains, it becomes obvious that society is able to make an important step on the path of its development, which is associated with the restoration of ecological balance in the factors of industrial production. This is caused by the fact that despite the scale and territorial location of industrial complexes, it is easier to respond to threats of disturbance of technological processes. Companies can continuously measure process emissions and measure the quality of raw materials at the "input" and finished products at the "output". In the context of large-scale digitalisation, it has become easy to establish business relationships with direct and indirect stakeholders (Belousova et al., 2022; Puriwat & Tripopsakul, 2022). Supply chain management systems have changed and the need to build additional warehousing facilities has been exhausted. At the same time, the management of large companies needs to resource innovative green economy programmes. There is a consensus among scholars that the development of green technologies stimulates innovation in cleaning and improving green processes (Xu et al., 2023).

Simultaneously with the formation of the Industry 4.0 ecosystem, there are objective prerequisites for the integration and technological transformation of enterprises and then the consistent planning and financing of ESG projects (Ocicka et al., 2022). Another important aspect of building a new type of ecosystem relates to technological innovation in the energy industry as a knowledge-intensive and highrisk industry. It has environmental and social responsibilities (Sumarsono et al., 2023; Yu et al., 2023). The gradual reduction of raw material dependence stimulates the economy to open new industrial facilities that will meet high-level technological redesigns. The sectoral specialisation of industrial regions is shifting to manufacturing, thereby becoming closer to the final consumer, which requires increased branding of finished products (Muthuswamy & Sharma, 2023). According to experts, eco-branding should become a tool that can be used to connect all stages of production and marketing of high-tech products that meet environmental standards. Sustainable growth of companies and the regions in which they operate will only be possible if environmental, social and governance (ESG) objectives are addressed. Such challenges are reflected in the digital transformation strategies of companies (Grishunin et al., 2022). That is why it is logical to argue that the eco-branding system is based on ESG principles and needs to systematise approaches to stimulate green branding, "green" production and "green" finance.

Materials and Methods

The following methods are used to improve the environmental branding management system: the collection method, the comparative method and the method of strategic planning and forecasting. Using the collection method, materials on ESG management transformation were studied. The comparative method was used to analyse the potential of innovation activity of potential participants of green technological integration. When using the method of strategic planning and forecasting, the issues of modelling relationships in promoting environmental branding of Kazakhstani companies and their partners were considered.

In the course of the research on the actualisation of eco-branding technology of the industrial complex of the region, the official information of international organisations and research centres dealing with the issues of "green" economy and ecological branding was used.

Analytical work was carried out with open and reliable sources of information provided by the Bureau of National Statistics of the Agency for Strategic Planning and Reforms of the Republic of Kazakhstan and close co-operation with the participants of the National ESG Club, JSC "Institute of Economic Research" of the Republic of Kazakhstan.

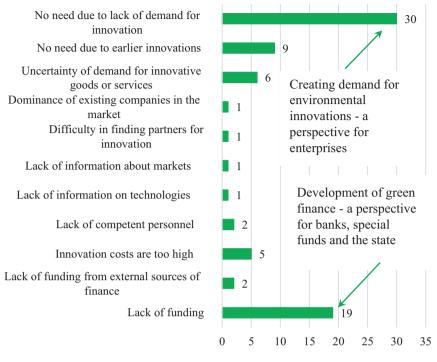
According to official statistics, in 2022, 3390 enterprises (only 11% of the total number) out of 30,750 Kazakhstan enterprises have implemented innovations. According to the survey conducted by the Bureau of National Statistics, there are certain circumstances that will require owners and managers to make efforts to switch to "green" technologies. Of the total number of enterprises, 30% said that there was no need for innovation due to lack of demand for it; 19% indicated a lack of financial resources to carry out innovation activities (Fig. 1).

To actualise the mechanisms of eco-branding and "green" technological integration, statistical data on the entry of partner countries into the intellectual property market of the Republic of Kazakhstan have been studied. Among the potential partners for the joint organisation of clean production facilities are partners from the Russian Federation, South Korea, Japan, the USA, the Republic of Belarus and other countries (Fig. 2).

The graphical method and analysis and synthesis of scientific specialised literature in the field of sustainable development were used to illustrate the findings and conclusions.

Results

Taking into account the fact that environmental innovations require improvement of both products and business processes, the current situation with the development and implementation of environmental innovations in industrial enterprises of the



■ Share of enterprises that responded, %

Fig. 1 Reasons for non-implementation of innovation activities at enterprises, share of responding enterprises and % of total number (Bureau of National Statistics of Agency for Strategic Planning and Reforms of the Republic of Kazakhstan, 2022)

non-resource sector of the economy can be classified as "requiring a reassessment of the value system due to environmental challenges".

By processing statistical information, we can conclude that technological integration of environmentally friendly industries is important and promising for Kazakhstan and its partners. One of the platforms for generating environmental ideas is ESG Club. The participants of the business platform were Kazakhstan Stock Exchange, Capital Kazyna Management JSC, RSE Kazakhstan Institute of Standardisation and Metrology, National Centre of Expertise and Certification JSC, Union of Verifiers of Kazakhstan "ETS KZ Verifiers", Association of Independent Directors "Qazaq Independent Directors", Public Environmental Fund "Nature First", CT Solutions LLP and companies within GPI group.

In recent years, large industrial companies have been developing and making publicly available sustainability reports. Representatives of small- and mediumsized businesses do not have a practice of developing and submitting such reports, but they express assistance in conducting ESG criteria rating assessments. Among the active representatives of Kazakhstani eco-branding are companies that have a positive "green" reputation (Fig. 3).

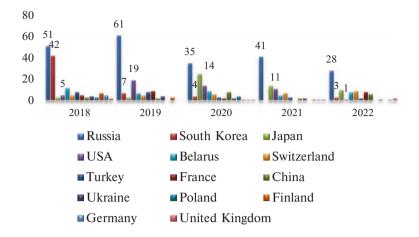


Fig. 2 Dynamics of foreign industrial design applications in the context of countries of origin, the Republic of Kazakhstan and application quantity (National Institute of Intellectual Property, 2023)

The study found that the practical implementation of work to promote environmental branding can be presented in the form of a digital guidebook—guidebook for green integration actors, where access to certain options can be combined (Figs. 4 and 5).

Environmental branding can be seen as a special category that can combine research prerequisites to change the management system within companies and in their environment (Table 1).

Discussion

Eco-branding can be considered in the system of technological integration of industrial companies and cluster formations. It carries exclusive functions of integration interaction (Kuznetsov et al., 2019; Yakovleva & Miller, 2021). The integration process can proceed with different intensities, and the number and composition of participants can change. Researchers agree that, in many cases, the efficiency of organising clean production and promoting eco-products will be influenced by green credit policies, low-carbon technological innovation and ESG certification (Chen et al., 2022). Digital smart platforms that create material and human resource effects can accelerate the production and promotion of eco-branded industrial products (Mugurusi & Ahishakiye, 2022).

In the context of globalisation, operational and investment activities can be financed quickly and coherently, thanks to new financial services in the form of cryptocurrencies. It is reasonable to categorise factors related to operating activities by risks and threats, for example, inefficient marketing, inefficient current cost

	Biotechnologies, chemistry: "ECO Products Group" LLP (production of biodegradable packaging products); "Alina Paint" (production of paintwork materials) Fumes and cosmetics: lika, Bioton, AVRORA BRANDS, anic, Home Spa	
Food industry: "National Healthy Nutrition Centre "Sharman" (production of mare's milk powder "SAUMAL", organic chocolate products)	Ecological textiles, fashion, de- sign: AGES&AGES (making mens- wear from biomaterials), Tofari (making clothes from nettles, lin- en), Pieper (clothes and accesso- ries from recycled plastic)	
Clothing, accessories: "September places of Kazakhstani designers, clothes, "Qazaq Republic" - bran "SOUL Concept Store" - shop o from Kazakhstani designers, "Fas stani d Eco products: "Loveeco", "Eco to	e,sales: Space", Etc. concept store - market-, "Matryoshka" - home and casual d of youth clothes and accessories, of clothes, accessories and jewellery shion park" - showroom of Kazakh- lesigners. chka", "Zero waste shop Hello eco", cornet", "Eco Coco", Econometica	

"Live food", "Green Bean", "Amarant", "Eco Coco", Ecocosmetics: "Eco mix", "Bskin", "My organic grocery".

Fig. 3 Sectoral specialisation of environmental branding in SMEs, Kazakhstan

structure, high proportion of fixed costs, low fixed asset utilisation, high level of insurance and seasonal inventory, insufficiently diversified product range and inefficient production management (Difrancesco et al., 2023).

It can be agreed that the performance of technology companies with public and private capital participation is also determined by a clear internal organisation as well as ESG principles (Ma & Chen, 2023).

Given that the modern world is dynamic, changes in the main factors of the organisation's external environment and economic and social instability require adjustments in organisational capacity. The main directions of such work are the introduction of new management mechanisms of ecological management of resources, adjustment of management style, involvement of executives in the decision-making process and support of ecological initiatives. At the same time,

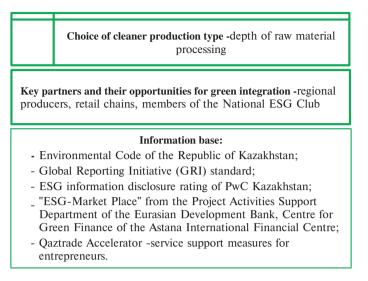


Fig. 4 A model of a digital guidebook for green integration actors. "Input option"

organisational culture should be adjusted, values should be reoriented from performance of functions to achievement of results and "green" innovations and market values should be supported.

Conclusion

In the future, the technology and promotion of ecological branding of industrial products of transboundary regions will be favourably distinguished by the complexity of the components of communication and the number of participants. Such work needs science-based coordination in the areas of mastering clean production technologies, "green" marketing, environmental management and "green" financing. This will enable the dissemination of technology in the country and abroad with the mandatory establishment of intellectual property rights. After systematisation of the factors of "green" technological integration, it is necessary to develop tactical and strategic measures for joint eco-branding of industrial products.

Control activities in joint programmes may include the following areas:

- Cost reduction and closure of subdivisions with negative ESG indicators
- Changing the volume of production of products (provision of services) depending on the dynamics of demand for environmentally friendly products
- Intensification of marketing research in the field of ecological goods
- Regulation of prices for eco-products (services)
- Identification and use of internal reserves (e.g. modernisation, hiring branding specialists, obtaining green loans and strengthening discipline).

Structure of a digital guidebook for green integration actors

Organisational work:

- algorithm of submission and promotion of the application for "green" financing;

- selection of "green" marketing tools: a map of the potential market for environmental products in Kazakhstan and transboundary regions;

- regulatory legal acts in the field of environmental legislation;
- certificates of title for obtaining rights to produce and sell products;
- procedure of documents execution;

- "consultant page" to answer questions on eco-branding promotion.

Stakeholders:

- QazTradeTrade Policy Development Centre JSC);

- The Foreign Trade Chamber of Kazakhstan under the National Chamber of Entrepreneurs of the Republic of Kazakhstan "Atameken";

- Departments within the Ministry of Trade and Integration of the Republic of Kazakhstan.

- National Institute of Intellectual Property, Qazpatent.

Fig. 5 A model of a digital guidebook for green integration actors. The option "Organisation. Promotion"

It is obvious that strategic and operational management of industrial companies and regions must be continuously coordinated. It is impossible to open cleaner production facilities in isolation from fostering an ecological culture. It can be concluded that technological partnerships can accelerate sustainable development through eco-branding.

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Approaches to		
promoting eco-branding	Manifestation in the enterprise management system	Mechanisms of transformation of the green branding system
Stimulating corporate environmental innovation	Transition to the zone of social responsibility	Developing levers of consumer brand commitment by building consumer trust and incentivising consumer commitment through environmental and philanthropic activities (Abid et al., 2020)
Supply chain optimisation in a cleaner production environment	Reducing the factors of environmentally destructive behaviour in the supply chain, distribution of environmental responsibility in the supply chain of the firm	Consideration of industry-specific supply chains of branded products, environmental regulation combined with environmental legislation and public oversight (Xie et al., 2023)
Building brand value as a "valuable corporate asset"	Improving the organisation's effectiveness in achieving its objectives, including increasing the market value of the company	Developing leverage to interact with the turbulence of the external environment in which the brand manifests itself, both positively and negatively (Rego et al., 2022)
Formation of consumer knowledge base on the environmental impact of goods (clothing)	Effective marketing strategies to protect the environment	Programmes to stimulate personal benefits and values for consumers when buying/consuming eco- friendly clothing (Copeland & Bhaduri, 2020)
Generating "signalling" and "attitudinal" theory based on resources and ecological reputation	Activating B2B branding based on environmental reputation	Promoting ethical behaviour, mitigating the relationship between environmental reputation and brand satisfaction (Opoku et al., 2023)
Synergy of "green" producer image and consumer loyalty	Constructivism based on environmental beliefs, ecological knowledge and concern for the environment	"Green" advertising, green brand image, healthy lifestyles and the pursuit of sustainability (Gültekin & Kilic, 2022; Watson et al., 2023)
Compliance with ESG principles	Improving the company's competitiveness through sustainable financial performance	Changing receivables management, increasing R&D efficiency, book value and market value of companies (Şerban et al., 2023)
Enhancing "green" finance programmes	Formation of effective "green" finance policies	Establishing environmental regulations and strengthening incentive mechanisms to promote green enterprise development and realise the goal of carbon neutrality (Wang et al., 2022)

Table 1 Systematisation of approaches in the field of eco-branding transformation

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