



Interdisciplinary Conference of Young Scholars in Social Sciences

WAYS TO IMPROVE THE FINANCIAL RESULTS OF ENTERPRISES

Nizomiddinov Jahonmirzo Zukhriddin oglu

Tashkent State Economic University, Faculty of Finance and Accounting, 3rd year student of group BR-54.

Burkhanov Aktam Usmanovich

Doctor of Economics, Professor, Dean of the Faculty of Finance and Accounting, Tashkent State Economic University

Annotation: *Financial result is a generalizing indicator of the activity of a commercial organization and a basic concept in the characterization of its financial position. The final financial result of the activity of any commercial organization is expressed in the form of profit (excess of income over expenses) or loss (excess of expenses over income).*

Keywords: *Financial result, activities of commercial organizations, profit of enterprises.*

Актуальность темы: Making a profit is the main goal of the activities of commercial organizations, in this regard, profit indicators are the most important in the analysis of their financial and economic activities. Market conditions of management induce enterprises to look for ways to maximize profits and increase the level of profitability. Profit growth creates a financial basis for expanded reproduction, solving problems of the socio-economic development of the enterprise. In this regard, the analysis of profit and profitability indicators allows timely identification of problems in the financial and economic activities of an enterprise and use the necessary tools to eliminate them, which determines the relevance of the selected research topic.

The degree of knowledge of the problem. The theoretical and practical aspects of analyzing the financial results of enterprises, identifying reserves for the growth of profits and profitability are reflected in the works of many foreign scientists. Thus, studies of the economic essence of profit were reflected in the works of A. Smith, D. Ricardo, D. Clark, F. Knight, K. Marx, W. Nordhaus, P. Samuelson.

The aim of the study is the theoretical and practical aspects of the analysis of the financial results of the enterprise, the development of recommendations for increasing the profit and profitability of the enterprise.

To achieve this goal, it is necessary to solve the following tasks:

- to investigate and systematize approaches to determining the financial results of an enterprise, to clarify the concept of an enterprise's profit;
- consider the basic methods of analyzing the profit and profitability of the enterprise;
- explore approaches to the classification of factors affecting the profit of the enterprise, systematize the factors of profit analysis;
- to assess and analyze the financial results and performance indicators of enterprises, to characterize the main problems of the functioning of enterprises in modern conditions;
- analyze the indicators of profit and profitability, identify the factors affecting their dynamics;
- to identify the development prospects and the main directions of growth in the profit of enterprises;



Interdisciplinary Conference of Young Scholars in Social Sciences

- to develop practical recommendations for increasing the profit and profitability of enterprises.

The objects of the research are enterprises.

The subject of the research is theoretical and methodological approaches to the analysis of the financial results of an enterprise.

The methodological basis of the study is general scientific and particular methods of cognition: dialectical, logical, systemic, structural and comparative methods of analysis; classification techniques; methods of mathematical statistics and financial analysis; synthesis of the results obtained; principles of formal logic.

The theoretical significance of the study lies in the development of theoretical approaches to enterprise profit management.

The practical significance of the work lies in the fact that the research results are brought to concrete recommendations and can be applied in the business practice of enterprises.

The scientific novelty of the research consists in the development of theoretical principles of enterprise profit management, the development of practical proposals that ensure the growth of profits and profitability of enterprises.

Consider the classification features and types of profit.

1. Depending on the direction of activity of the enterprise, there are:

- operating profit, including profit from the sale of products, goods, works, services;
- profit from investment activities associated with the acquisition and sale of land, buildings and other real estate, equipment, intangible assets and other non-current assets, with the implementation of financial investments;
- profit from financial activities associated with proceeds from the issue of securities (shares, bonds), repayment of borrowed funds, and the like.

2. Depending on the composition of the included elements, a distinction is made between:

- margin profit, which is the difference between revenue and direct variable costs from operating activities;
- profit from product sales - the difference between the marginal profit and fixed costs;
- profit before interest payments for a loan and income tax, which characterizes the financial result obtained by the enterprise for the main stakeholders - the state, creditors, owners, personnel;
- profit before tax is the result after interest has been paid to creditors;
- the net profit remaining at the disposal of the enterprise after all taxes and other mandatory contributions have been paid.

3. By the nature of the enterprise, profit from ordinary activities and profit from emergency situations, atypical for the normal operation of the enterprise, are distinguished, which must be separated from the total profit for a correct assessment of the enterprise.

4. Depending on taxation, taxable profit and tax-free (preferential) profit are distinguished in accordance with tax legislation.

5. Depending on whether the inflation factor is taken into account in the analysis of profit, a distinction is made between nominal profit (excluding inflation) and real profit adjusted for the inflation rate in the analyzed period.



Interdisciplinary Conference of Young Scholars in Social Sciences

6. According to the economic content, the following are distinguished:

- accounting profit - the difference between income and current explicit costs reflected in accounting;
- economic profit - when calculating it, implicit costs that are not reflected in accounting are also taken into account.

7. Depending on the nature of the use of net profit, there are:

- the capitalized (unallocated) part of the net profit, directed to finance the growth of the company's assets;
- the consumed part of the net profit spent on the payment of dividends to shareholders.

8. According to the degree of generalization, the profit of an individual organization and the consolidated profit of a group of companies are distinguished.

Conclusion.

Analysis of the company's profit, the factors affecting its level, allows you to timely identify problems in the financial and economic activities of the enterprise and use various tools to eliminate them. In practice, the following methods are often used to analyze the profit of an enterprise: horizontal (or trend) analysis; vertical (or structural) analysis; comparative analysis; factor analysis; analysis of coefficients.

List of used literature.

1. Abyzova E.V., Roshchupkin E.Yu. Management of profit and profitability of an enterprise // Problems of Economics and Management. - 2016. - No. 4 (56). - p. 71-73.
2. Altukhova M.V. How to evaluate the business model of a company // Handbook of the Economist. – 2014. – № 3. URL: http://www.profiz.ru/se/3_2014/bisne_model/
3. Analysis and diagnostics of financial and economic activities / Edited by V.Ya. Pozdnyakov. - M.: Infra-M, 2014. - 416 p.
4. Arefieva S.G., Demchuk O.V. Problems of the functioning of the mechanism for managing the profit and profitability of the enterprise // Symbol of Science. - 2016. - No. 9-1. - p. 57-60.