



# **METHODS OF FINANCIAL ANALYSIS OF THE RESULTS OF THE ACTIVITIES OF ECONOMIC ENTITIES.**

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**Abstract.** This article will consider the results of the activities of economic entities and reveal methods of their financial analysis.

One of the most important conditions for the successful management of the finances of business entities is the analysis of its financial condition. It is characterized by the availability of financial resources necessary for the normal functioning of business entities, their correct placement and effective use, financial relations with other legal entities and individuals, solvency and financial stability.

Financial analysis is used to determine the position of business enterprises over a certain period of time, as well as to predict the near and long-term future. It also makes it possible to comprehensively assess the state of the object of research, identify the factors and causes that led to the achieved State, prepare and substantiate the recommended management decisions, identify and mobilize reserves for improving performance.

**Keywords:** economic entities, financial analysis, method, financial indicator, financial result.

## **Introduction**

Financial analysis, the study of the main indicators of the financial status and financial results of business entities in order to make management, investment and other decisions by interested parties. Financial analysis is part of a wider range of terms: analysis of the financial and economic activities of economic entities and economic analysis.

The method of financial analysis, the study of the financial condition of business entities, is based on a dialectical approach to the study and consideration of financial processes in the development of economic entities from the moment it is formed.

When choosing a specific method of analysis, it is necessary to determine the purpose of the study and the subject, what exactly is analyzed by this method.

Various methods used in the analysis of financial activities can be systematized in a certain way. There are different classifications, according to one of which the first classification criterion is the degree of formalization of the method. Accordingly, the methods of analysis that are not formed and formalized stand out. The latter are divided into elementary methods of Microeconomic Analysis, traditional methods of Economic Statistics, Mathematical and statistical methods of studying communications, methods of decision theory and methods of financial calculation.



To carry out a financial analysis of economic entities, figures are needed in the work of the company. They are all in three main reports: cash flow report, profit and loss report and balance sheet.

The money movement report shows everything about money: how much money came and where, how much money went and how much money is now in all your accounts.

The profit and loss report shows how much net profit the company made: how much it earned, what expenses it incurred, with what efficiency it worked at each stage of profit formation.

The balance sheet is usually the main report of the entire economic entity. This indicates its private capital, the structure of assets and liabilities.

### Material

The method of developing a system of indicators is of particular importance in the analysis of the financial activities of economic entities. An objective view of business entities can be drawn up only on the basis of some indicators. The analysis is always carried out with a specific goal, and the degree of achievement of it depends on the correct selection of indicators. As a rule, the analyst requires a comprehensive assessment. This involves the construction of a system of indicators, that is, a set of interconnected values that comprehensively reflect the state and development of the subject or phenomenon being analyzed. A system of indicators must meet a number of requirements, including: the adequacy of the indicators selected for comprehensive coverage of the object of analysis; the presence of meaningful and formal relations between indicators; verification; ensuring the logical location of certain indicators in generalization; a rational combination of absolute and relative indicators, etc. It is important that the built system has a high level of analysis, serves as the basis for making management decisions.

To analyze the indicators of business entities, any business must take into account several basic indicators:

Development of specific measures aimed at more efficient use of financial resources and strengthening the financial condition of the enterprise [1].

In turn, the authors put forward various methods of analyzing the financial condition. So, V.V. Kovalev offers a method of in-depth analysis: a preliminary review of the economic and financial situation of an economic entity; assessment and analysis of the economic potential of a business entity [2].

V.V. Bocharov formulates the following methodology of in-depth financial analysis: general analysis of the financial condition of the company; financial stability analysis; cash flow analysis; analysis of business and market activity; analysis of financial results and profitability of the enterprise; financial analysis of the effectiveness of investment projects [3].

In our opinion, the study of the analysis process as a whole is the objective financial activity of the enterprise, its individual structural units. It is based on the results of the management accounting of the enterprise.

The difference between losses and receipts of money. It should always be positive. The negative difference means that the business does not generate Live money and risks falling into a cash break.

Dynamics of income. It is necessary to monitor how income changes and strive for its growth. Variable and fixed costs. Cost reduction is the main way to increase margins and profits.

If the costs are not controlled, then at some point they will increase so much that the company will work in the negative.



Current liquidity. This indicator means the ability to quickly turn into money without losing the value of assets and characterizes the solvency of the company.

Financial analysis implies the presence of many economic indicators that allow you to assess the effectiveness of work, financial stability, solvency, etc. Therefore, the main indicators of the company's activities are distinguished. Observing their dynamics and changes, it is necessary to draw conclusions about the activities of the enterprise as a whole, each segment separately.

The main performance indicators, this is an activity indicator that allows you to assess the work of the segment of an enterprise, division, company as accurately as possible in achieving the goals of strategic development. With their help, the manager sets the real goals of development, can quickly correct business processes, stimulate employees, improve product quality, increase speed and much more.

There are many types of indicators: for each user, they are determined by their characteristics. Some indicators are used to plan further work, others are used to analyze and evaluate the results already obtained, something is measured in a number or sum, others give the qualitative characteristics of the object.

The main indicators of efficiency for business entities are: net profit; cost of products (work, service); profitability indicators; calculation of the values of constant and variable costs, etc.

For management, such indicators will be different sales indicators, for the financier, profit margin, liquidity indicators.

The most commonly used activity indicator for the sales segment is sales profitability. This indicator is calculated as the ratio of the profit from the sale of the produced product to the amount of income received. The Formula has the form:

$$\text{Sales profitability} = (\text{profit from sales}) / (\text{revenue from sales}) * 100\%$$

When analyzing this indicator, it is considered how much profit the company receives from each sum of the products sold.

If the result of the activity comes out with a profit, it is good for the company, if the result of the activity comes out with a loss, the profit decreases, which is caused by a faster decrease in profit than the total profit. The enterprise should quickly analyze the existing types of products, marketing policy pricing issues and strengthen the enterprise's cost control system.

#### Method

It is necessary to determine how the method of analysis by horizontal, vertical, factor analysis and coefficients helps to control the state of the enterprise.

The method of horizontal analysis of financial statements consists in drawing up one or more analytical tables, in which absolute indicators are replenished with relative growth or decline rates.

The method of horizontal analysis, the analytical table is the most convenient, which shows the following indicators related to a particular direction of the asset or passive: the value of the asset or liability at the beginning and end of the year in the national currency and a percentage of the total; changes in the value of assets or liabilities in the national currency, the specific weight and percentage of the value.

If the dynamics presented in the documents cover a period of more than a year, the basic growth rates for several years are calculated, which makes it possible to analyze not only the change in individual indicators, but also to predict their values.



The method of vertical analysis shows the implementation of an economic comparison of the composition of the funds of the enterprise and their resources and the economic indicators of the activities of enterprises that differ in the volume of resources used. Allows you to switch to relative calculations in order to mitigate the effects of inflation processes that violate the absolute indicators of financial statements.

Vertical analysis of the balance sheet is carried out according to the scheme: at the end of the balance sheet, the share of fixed and current assets is determined; later, their structure is considered, the share of invested capital and at the end of the balance sheet, current liabilities and their structure are determined; the reasons for changes in the balance sheet structure are determined.

Horizontal and Vertical analysis complement each other. Thus, if in vertical analysis special attention is paid to elements with the greatest specific gravity, in the horizontal case, the emphasis is on elements whose proportions have changed dramatically. Because elements with maximum specific gravity or variable are indicators of the main points of the organization, which can only be determined using the appropriate methods.

Both of these types of analysis are particularly valuable in economic comparison, as they allow comparison of reports of different types of activities and volumes of production.

The coefficient method used in economic analysis is a system of relative indicators determined by financial reporting data, mainly balance sheet and income reporting data. The application of coefficients is based on a theory that assumes the existence of certain relationships between individual reporting articles. The preferred coefficient values depend on the network characteristics of enterprises, as well as their size, usually the volume of annual sales and the average annual value of assets. In addition to the preferred values of the coefficients, the general state of the economy and the stage of the economic cycle can be affected.

The coefficient method of economic analysis is supplemented by the factor method, which allows you to determine the change in the sign formed under the influence of the deviation of some factors that have a quantitative effect on it. The essence of using the factor method is that the interaction of the studied indicator with the factor is transmitted in the form of a certain mathematical equation.

It is wrong to believe in one method of financial analysis. It is necessary to apply all these methods, only in this way it is possible to create a complete indicator and comprehensively assess the financial situation and prospects of economic entities.

## Analysis

What methods of financial analysis of business entities exist and how to use them can be considered.

*1. The method of horizontal analysis allows you to compare two periods: plans from month to month and from year to year differ from the real one.*

Let's say that in agriculture there are farms adapted to cotton, we want to compare the income of the farmer in June and July. Thus, we see how much the farmer's income has grown or decreased from this indicator in a month. This is due to the comparison of numbers:

Income: \$ 1,500,000 in June and \$ 1,800,000 in July, absolute change \$ 300,000, relative change was 16.7 percent;

Net profit: \$ 650,000 in June and \$ 765,000 in July, with an absolute change of \$ 115,000 and a relative change of 15.0 percent;



Receivables: \$ 385,000 in June and \$ 425,000 in July, absolute change \$ 40,000, relative change was 9.4 percent;

Creditor debt: \$ 210,000 in June and \$ 135,000 in July, absolute decline to \$ 75,000, relative decline to 35.7 percent;

Fixed costs: \$ 287,000 in June and \$ 287,000 in July, with absolute change and relative change being zero.

As can be seen from the comparison, in July all indicators increased, except for creditor debts. But in this case, a decrease in the creditor's debt will work in favor of the farm.

2. *Vertical analysis helps to calculate the share of each cost item in the total costs of the farm.*

Vertical analysis, which is a method of analyzing financial statements, in which each line is listed in the report as a percentage of the base indicator. Thus, the lines of the Income Report can be indicated as percentages of gross sales, and the lines of the balance sheet can be indicated as percentages of total assets or liabilities, and The Vertical Analysis of the cash flow report uses each cash income or withdrawal as a percentage of total income.

Vertical analysis makes it much easier to compare the financial statements of one farm with another and on all branches. This is because the relative proportions of the balance of accounts can be seen. In addition, quarter and year indicators make it easier to compare previous periods to analyze comparable time series over several years to get an idea of whether their indicators are improving or deteriorating. If the proportion of certain types of expenses from month to month has changed significantly, it is necessary to look for the reasons for these changes and calculate the costs.

Let's imagine that in vertical analysis there is a farm adapted to the cultivation of cotton in agriculture, whose income is \$ 1,800,000 in July, the cost of products sold is \$ 305,000 in July, sales and management costs are \$ 810,000 in July, the tax rate is 15 percent, taxes are \$ 102750 in July.

3. *Factor analysis allows you to assess the influence of each factor on the change and any key indicator.*

To understand why the profit has changed, it is necessary to see what it consists of in June and in July.

*Net profit = revenue – cost of sales – commercial costs – management costs.*

It is necessary to take all this information separately for June and July and calculate the absolute deviation. To do this, it is necessary to remove the indicator in June from the indicator in July. The net profit of the farm was 650,000 in June and \$ 765,000 in July. At the same time, revenue increased to \$ 115,000, while commercial spending increased to \$ 35,000.

To understand why the profit has changed, we can see in this formula the process of its receipts and expenses in June and July.

To calculate the overall effect of factors on net profit, it is important to understand how much each factor has changed. If the profit has increased due to an increase in revenue or increased due to a decrease in costs, this is a positive indicator for the business. And if the costs rise along with the proceeds, it is worth thinking about how to keep it under control.

Income: \$ 1,500,000 in June and \$ 1,800,000 in July, \$ 300,000 in factor exposure;

Sale value: \$ 220,000 in June and \$ 305,000 in July, with a factor impact of \$ 85,000;

Commercial costs: \$ 320,000 in June and \$ 355,000 in July, with \$ 35,000 affected by the factor;



Management costs: \$ 440,000 in June and \$ 455,000 in July, equivalent to \$ 15,000 under the influence of the factor.

Net profit: \$ 650,000 in June and \$ 765,000 in July, with \$ 115,000 affected by the factor.

As a result of the comparison, the remaining indicators increased along with the profit in July. But if management costs increase by \$ 15,000, it is necessary to immediately deal with an increase in the cost of sales.

*4. Analysis by coefficients. Coefficients, indicators calculated on the basis of financial statements. Each coefficient has a standard indicator. By comparing your indicators with regulatory or network indicators, you can see how insolvent and financially stable the farm is. A huge number of coefficients is an asset in the production process, which coefficients can use in the analysis of each farm. But in any business there are generally accepted indicators that need to be calculated:*

- Current liquidity ratio. Indicates the ability to pay the farm short-term liabilities at the expense of current assets. Current assets are reserves or money that the company uses throughout the year.

- Absolute liquidity ratio. Shows the farm how much of the short-term debt can be paid in cash.

- Coefficient of financial stability. Speaks of the ability to maintain the solvency of the farm in the long run.

- Coefficient of financial independence. Characterizes the independence of the farm from borrowed funds.

- Profitability of assets. Shows how effectively the farm uses its assets and how much it benefits from them.

- Private capital profitability. Shows how many percent of the annual business will bring to the owner.

Finding the formula for calculating the financial coefficient of each coefficient in the following comparison:

Current liquidity ratio;  $(\text{reserves} + \text{money} + \text{receivables}) / (\text{short-term liabilities} + \text{creditor debts})$ .

Absolute liquidity ratio;  $\text{Money} / (\text{short-term liabilities} + \text{creditworthiness debts})$ .

Financial stability coefficient;  $\text{private equity} + \text{long-term liabilities} / \text{balance sheet currency}$ .

Financial independence ratio;  $\text{private equity} / \text{balance sheet currency}$ .

Profitability of assets per quarter;  $\text{net profit per quarter} / \text{average value of assets per quarter} * 100\%$ .

Quarterly equity capital profitability;  $\text{net profit per quarter} / \text{equity capital average value per quarter} * 100\%$ .

Everything will be fine if the results of the activities of the business entities come out with benefit. But, it should not be said that if the organization does not track its indicators and at the same time actively uses loans, it can easily see such a thing as dependence on borrowers. That is, borrowed capital will be more than private capital, and the enterprise will already remain owned by creditors.

To return this indicator to the norm, it is necessary to pay off the loans in advance. Or it is necessary to base the enterprise strategy, expanding the indicator at least until it reaches the lower limit. It is necessary to monitor all these coefficients in dynamics, it will be necessary to find a solution to business problems in advance.



Based on the financial goals of the farm, attention should be paid to the necessary indicators. With the help of Financial Analysis, their dynamics can be observed.

## Results

Financial analysis of the results of the activities of economic entities is an assessment of the current and future financial condition of the enterprise.

The results of the activities of business entities depend on how quickly and accurately the organization determines the influence of various external and internal factors on cash flows, quantitative measurement and resistance to their negative impact due to the high level of financial risks.

The quality of conducting a financial analysis of business entities is guaranteed by the methods of analysis used, allows you to obtain accurate, reliable and timely information in order to further assess the financial indicators of the enterprise and individual indicators that characterize the financial condition of the organization as a whole.

The method of financial analysis is the study of the financial condition of an enterprise, based on a dialectical approach to the study and consideration of financial processes in the development of an enterprise from the moment of its formation.

When choosing a specific method of analysis, it is necessary to determine the purpose and subject of the study, what exactly is analyzed by this method.

Incoming indicators are information from the financial statements of accounting, which are used to obtain the obtained indicators. Outgoing indicators are formed when determining the system of financial indicators of the results of the assessment, which are used in the process of financial planning to study the financial processes occurring at the enterprise. Processing incoming data using methods of financial analysis allows you to identify and study the reasons for the change in financial indicators.

It is necessary to conditionally study the group of the most important indicators studied in financial analysis into three groups.

- first group, indicators that represent income (income from sales, from main activities, financial activities, investiture activities and profits in favor).
- second group, profit indicators (profit from sales, profit from the main activity, financial activity, profit in favor, until the tax is paid, net profit).
- third group, profitability indicators (profitability of all assets, private equity, profitability of products sold, profitability of economic and profitability of financial potential, profitability of shares, etc.).

It is necessary to systematize the indicators used in the financial tax.

Indicators that represent financial potential:

- Financial tax indicators; indicators that represent financial results, indicators that represent economic potential, indicators that represent business activity, indicators that represent financial stability, indicators that represent market activity, indicators that represent solvency and solvency.
- Indicators that represent relations with the state and the fiscal budget.

Requires the study of ways to improve the efficiency of the market economy in the country. Including, the management system must be well studied by companies and enterprises. In this regard, the analysis of the financial aspect of companies and enterprises is of great importance.



There are several different ways to conduct financial analysis. The most common and often used are the following: horizontal, vertical, factor analysis and coefficient analysis method.

Horizontal analysis can be presented as determining the dynamics of financial indicators, identifying trends in changes in the values of various reporting items for a given period, and then evaluating these changes. When conducting this type of financial analysis, it is required to draw up several analytical tables, which include absolute balance sheet indicators and relative growth or decline rates. Initial data are the main growth or decline rates for several periods.

Vertical analysis is the presentation of financial indicators in the form of relative values, which characterize the structure of the final financial indicators, generalizing them. The purpose of vertical analysis is to calculate the specific gravity of individual substances at the General end of the balance sheet. After that, a comparative analysis is carried out with similar indicators of previous periods. Vertical analysis can be done both by source and cumulative reporting. It allows you to determine the relationship between one's own and borrowed capital, assets, as well as determine the composition of capital for individual elements.

Factor analysis is the process of studying the influence of individual financial indicators on the indicator being analyzed. When conducting it, deterministic and statistical research methods are used.

The method of coefficients is the calculation of the relationship between reporting indicators and financial coefficients as well as the determination of their relationship.

The possibility and effectiveness of competent financial decisions is primarily associated with a highly developed financial accounting system that provides complete and reliable information and a financial analysis system that allows you to assess the state of Finance.

Thus, the choice of one or another method of financial analysis for one enterprise depends on the characteristics of its operation and the goals that must be achieved in the analysis process.

#### Conclusion and recommendation

In conclusion, it can be said that the problems of analyzing the general economic, economic activities of enterprises, including financial results, are usually carried out in two directions: The first direction, research work is carried out and abstracts, articles, teaching aids, Monographs are published; The second direction, the Ministry of economy and finance, other bodies interested in the financial activities of enterprises, organizations will establish regulatory foundations of financial analysis, methodological guidelines.

In the period of economic reforms, the following conclusions were drawn in the study of economic scientific works on conducting analysis, summarizing them and creating a methodology of Science in the field of science: to carry out fundamental and applied scientific research that meets the requirements of market relations in the country and also to put scientific developments into practice at a speed and obtain scientific products; production of the necessary system of indicators for a comprehensive analysis of the financial situation during the economic reforms of enterprises in the methods of financial analysis being formed; Detailed development of the financial tax method being formed in accordance with the conditions of Uzbekistan, use the experience of foreign countries and expand existing opportunities; It is not recommended to use it to the fullest, taking into account the experience used in developed countries, the presence of various problems, shortcomings in the market





mechanism, as well as the continuation of the formation of a market mechanism suitable for the conditions of the country.

It is recommended to carry out financial analysis in the following areas: analysis of financial results; analysis of profit, profitability, cost of products, analysis of enterprise costs; analysis of the profitability indicator of the capital of the enterprise; analysis of the factors of the level of profitability, indicators of the effectiveness of the use of fixed assets, intangible assets, working capital; analysis of the financial condition of enterprises; analysis of assets and liabilities of the enterprise, analysis of financial viability, balance sheet liquidity; the problems of complex assessment and rating assessment of economic activity of enterprises are covered.

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