



ANALYSIS OF ENTERPRISE PROFITABILITY AND INFLUENCER FACTORS

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Abstract. The scientific article raises the problem of increasing the profitability of an enterprise. Using methods for determining profitabilities, the level of profitabilities of the enterprise you are identified. Recommendations and proposals were also developed to increase the level of profitability.

Keywords: enterprise, net profit, gross profit, fixed assets, current assets, profitability, factors, profitability ratio, analysis.

Annotaciya. The scientific article raises the problems of increasing the profitability of the enterprise. Using methods of determining profitability, the profitability level was determined according to the indicators of the enterprise and ideas and proposals were developed to increase the profitability level.

Tayaniş s zler: k rxana, sap payda, jalpı payda, tiykarǵı qurallar, aǵımdaǵı aktivler, rentabellik, faktorlar, rentabellik d rejesi, analiz,

Annotatsiya Ilmiy maqolada korxonaning rentabellik darajasini oshirish bo'yicha muammolar qo'zg'atilgan. Rentabellikni aniqlash usillari yordamida korxonaga ko'rsatkishlari bo'yicha rentabellik darajasi aniqlangan va rentabellik darajasini oshirish bo'yicha fikr va takliflar ishlab chiqilgan.

Аннотация. В научной статье поднята проблема повышения рентабельности предприятия. С помощью методов определения рентабельности выявлены уровень рентабельности предприятия, а также разрабатывались идеи и предложения по повышению уровня рентабельности.

Ключевые слова: предприятие, чистая прибыль, валовая прибыль, основные средства, текущие активы, рентабельность, факторы, коэффициент рентабельности, анализ.

Introduction. In the context of the digital economy, profit is a necessary economic category for business entities and is the main goal of every business entity. The analysis of profit and profitability is an integral part of the business entity's activity. As an economic category, profit reflects the net income created in the sphere of material production. The main part of the profit will be received by enterprises through the sale of products and services provided.

In the context of a digital economy, the primary function of profit is defined as reflecting the effectiveness of business systems. We can emphasize that this should include individual expenses in the form of profit, individual expenses in the form of production costs associated with the production of goods, the provision of services and their sale, and socially necessary expenses in the form of production costs.

In the context of the digital economy, the activity of business entities is linked to an increase in the stimulating importance of profit. The use of profit as the main indicator of valuation is justified by an increase in the volume of production and sales, an improvement in the quality



of products and services, an increase in the productivity of the use of existing production resources. It should be noted that profitability analysis allows for an increase in profits. This will reveal the mistakes made in economic activity, show the opportunities for further development of the enterprise in the future.

Therefore, in the context of a digital economy, it is impossible to increase the level of income without a qualitative analysis of the profitability of business entities and determining the factors influencing these indicators, which testifies to the importance of analysis.

Review of literature. Many foreign and Russian scientists have conducted research on the theoretical and practical aspects of analyzing the financial results of business entities, profitability and ways to increase it, in particular, K. R. Subramanyam, G. V. Saviskaya, N. A. Safronova, O. I. Volkova, N. S. Plaskova [5] and many other authors have conducted research on the issues of increasing and improving profitability of enterprises and considered these problems in their works.

Uzbek economists A. Vakhabov, N. Ishonkulov, A. Ibragimov, M. Pardayev, and others in their research paid great attention to issues of increasing profitability, profitability, and improving enterprises.

However, research on ways to increase the profitability of enterprises in the context of a digital economy is insufficient. Profitability helps to assess the effectiveness of enterprise management, therefore, a high level of profitability and profitability arises from the correctness and rationality of management decisions made at the enterprise. Therefore, profitability can be considered one of the criteria for the quality of management. The term "profitability" itself refers to the coefficient of profitability and economic efficiency of production at enterprises. It comprehensively reflects the use of material, labor and currency resources. Profitability indicators characterize the size of the enterprise's income formation and profit in real conditions. With their help, the financial results of the business entity and, of course, the effectiveness of using funds for the purpose of income are evaluated.

At the same time, the relevance of the issue under study is related to the diversity in determining profitability, that is, there is no single terminology and methodology for its calculation.

The profitability indicator can be used in the process of profit planning, in establishing a relationship between the amount of profit and the amount of capital invested. The projected profit is estimated based on the level of profitability in previous periods, taking into account the expected changes.

According to D. Epstein, profitability is a complex category. This shows how profitable the company is, and therefore, the higher the profitability indicators, the more successful the company will be. Therefore, the company should look for new ways to increase profitability in order to ensure the highest indicators.

In his writings, G.V. Saviskaya gives the following definition: "profitability is a relative indicator that determines the level of profitability of a business." Thus, profitability indicators generally determine the effectiveness of the business entity, profitability in various areas of activity (production, trade, investment, etc.), which is complementary to the profits of the business entity, the final results of its activity, because they reflect the ratio of the price effect to cash or resources consumed. Thus, profitability is not only a calculated price and statistical indicator, but also a criterion used to comprehensively assess the social and economic position of a business entity in the market. The profit received for different enterprises may be the same, but it is received under different conditions. Thus, this is a reason to use profitability indicators,

but they help to assess the subject of economic activity, and do not rely on the scale and characteristics of the activity.

Research methodology. In the course of the research, the dynamics of the profitability level of enterprises, scientific research on factors affecting profitability were studied. The study employed methods of scientific observation, abstract-logical thinking, comparative analysis, factor analysis, data grouping, scientific observation, and descriptive statistical comparison.

Analysis and results. The level of profitability of the enterprise can be determined on the basis of several methods, i.e. profit from sales, cost of goods sold, average annual cost of fixed assets, average annual cost of current assets and other indicators. Along with this, it is possible to determine the influence of several factors on the increase in profitability.

Table 1

Determination of the level of profitability of assets of the "Karakalpak Republican Office of the State Cadastre Chamber"

Indicators	2021 year.	2023 year.	Difference (+,-)	Change in %
1. Net profit (thousand sums)	2414746,6	2714883,1	+300136,5	+112,43
2. Average annual cost of fixed assets (thousand sums)	8874921,8	10663121,5	+1788199,7	+120,15
3. Average annual cost of current assets (thousand sums)	5317908,17	8126707,5	+2808799,34	+152,82
4. Profitability level, %	17,014	14,449	-2,565	84,923

As shown in Table 1, according to the Department of State Cadastres of the Republic of Karakalpakstan, the profitability level in 2023 decreased by -2.57 percent compared to 2021. This is due to an increase in net profit by +112.43 percent, average annual value of fixed assets by +120.15 percent, average annual value of current assets by +152.82 percent. Therefore, these three factors influenced the change in profitability. The level of profitability of total assets decreased by -2.57 (14.45 - 17.01) percent in 2023. To calculate the influence of three factors, we perform the following calculations.

Table 2

Factors influencing the profitability of the total assets of the "Karakalpakstan Republican Office of the State Cadastre Chamber"

Indicators	2021 year.	With a change in net profit (NP).	With a change in the average annual cost of fixed assets (FA).	With a change in the actual amount or average annual value of current assets (AA).
1. Net profit (thousand sums)	2414746,6	2714883,1	2714883,1	2714883,1

2. Average annual cost of fixed assets (thousand sums)	8876784,8	8876784,8	10663121,5	10663121,5
3. Average annual cost of current assets (thousand sums)	5317908,17	5317908,17	5317908,17	8126707,5
4. Profitability level, %	17,014	19,126	16,988	14,449

The changes in Table 2 were influenced by the following factors:

1. The increase in net profit by +300.136.5 thousand soums increased profitability by 2.112 percent.

$$(19,126 - 17,014) = 2,112 \text{ percent}$$

2. The increase in the average annual cost of fixed assets by +178,899.7 thousand soums reduced the level of profitability by -2.138 percent.

$$(16,988 - 19,126) = -2,138 \text{ percent}$$

3. The increase in the average annual value of current assets by +2808799.34 thousand soums reduced the level of profitability by -2,539 percent.

$$(14,449 - 16,988) = -2,539 \text{ percent}$$

The influence of all three factors is equal to the total difference in the change in the level of profitability.

$$(2,112 - 2,138 - 2,539) = -2,565$$

Conclusions and recommendations. In 2023, the increase in net profit compared to 2021 increased the level of profitability by 2.112 percent, but in 2023 compared to 2021, the increase in the average annual cost of fixed assets decreased the level of profitability by -2.138 percent. In 2023 compared to 2021, the increase in the average annual value of current assets reduced the level of profitability by -2,539 percent. In 2023, the impact of all three factors on the change in the level of profitability decreased profitability by a total of -2,565 percent.

Therefore, the Cadastral Chamber should increase net profit in increasing profitability. To do this, it is necessary to consider measures to increase sales of products, get more profit from the provision of high-quality services, not to increase the cost and expenses of the period. Along with this, in accordance with the law, it is necessary to take measures to increase the amount of funds received from the provision of paid services by identifying objects of immovable property built on arbitrarily occupied land plots and conducting their inventory.

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