

ISSUES OF IMPROVING THE ANALYSIS OF PROFITABILITY OF THE SALES OF PRODUCTS

Kudratova I.T.

Researcher of the Department of Accounting, Taxes and Finance Samarkand branch of the Tashkent State University of Economics

Annotation. This scientific article reflects the issues of improving the method of calculating the level of profitability of products and factor indicators that affect its formation and change.

Key words: Profitability. Return on realized products. The number of products. Price per unit of product sold. Cost per unit of product sold. Cash proceeds. Net cash receipts. Gross profit. Net profit.

Introduction.

At present, the question is being raised about the widespread introduction of innovative ideas and technologies in the economy of our country.

We know that these ideas arise on the basis of economic-statistical and economic-mathematical calculations and on the basis of settlement and reporting indicators of economic analysis, and they are applied in the field of production and services.

The indicators reflected in these processes must be perfect objective economic indicators, only then ideas, scientific thoughts will be effectively implemented and give good economic results.

We have prepared this article taking into account the requirements of this pattern.

The development of the country's economy and its industries primarily depends on the stability of the financial activities of enterprises. If enterprises are financially stable and solvent, as well as highly profitable, then they will have the opportunity to increase production and improve services, which will lead to increased economic profits. An objective increase in profits will strengthen the economy of the enterprise and increase the level of profitability of products.

In this regard, we focused on the main indicators used in the analysis of the financial results of the enterprise and on the basis of them to the issue of improving the level of profitability of products sold. Profitability indicators occupy an important place among the indicators characterizing the efficiency of enterprises. This indicator should be calculated and analyzed accurately and objectively. In the name and calculation of this indicator, as well as in the name of influencing factors, in practice there are ideas and thoughts that do not correspond to each other. Gross profit from sales and cost of goods sold play a key role in shaping and change in the level of profitability of products. The study of the methodology for calculating this indicator, reflected in the economic literature, shows that they do not correspond to each other, differ to some extent, that is, they do not correspond to some degree with a practical indicator of life. These discrepancies can be seen from the table below.

Based on this information, you can be sure that the level of profitability of the product being sold, calculated by different scientists, in our opinion, is biased.

Thus, this article was prepared in order to improve factorial indicators that affect the formation and change in the level of profitability and as well as the level of the profitability of sold products

Materials and methods.

Any research work is carried out on the basis of the ideas and information contained in the educational and methodological and scientific literature and as well as the Regulations (instructions) developed on the basis of the relevant Law of the country. Bizning ish uchun ham mamlakatimiz va xorijiy davlatlardagi iqtisodchi olimlar tomonidan iqtisodiyot va iqtisodiy tahlil fanlari bo'yicha yaratilgan darsliklar va o'quv qo'llanmalarda bayon qilingan nazariy va uslubiy fikrlar to'g'risidagi ma'lumotlar hamda maqola mualliflarining o'quv-ilmiy ishlarida bayon qilingan o'quv-uclubiy fikrlar asosiy manba-material bo'lib xizmat qildi. It also served as the main source material for our work. created by scientists-economists in our country and abroad, as well as educational and methodological ideas and thoughts of the author expressed in his writings. When studying the methodology for calculating the level of profitability of sold products and the influence of factorial indicators on its changes, we used the following methods: the comparison method, the indicator difference method and the chain substitution method.

Results and their analysis. Profitability occupies the main place among the main indicators of economic efficiency. Profitability is a key relative indicator of economic efficiency, which reflects a relatively generalized level of final financial results achieved by the enterprise.

Profitability, in turn, includes several indicators. The most important of them is the profitability of the products sold, since both the strengthening of the economy and the financial stability of enterprises are directly related to this level of profitability. It is known that the costs associated with the production and sale of products, as well as the generated gross profit, are obtained only in this process. Product profitability is formed on the basis of these indicators. Profitability of sold products is formed on the basis of gross profit from sales of products and the cost of goods sold. The level of profitability of the sold product is determined by dividing the gross profit from sales of the product by the cost of goods sold. However, in the literature on economics and economic analysis, there are conflicting opinions that do not coincide with each other, views on the calculation of the level of profitability of products sold, and factors influencing its formation and change. Some of them can be seen in the following table:

Information on the reflection of the profitability of products in the work of economists

| No | Author's last name | Job title | Reflection of the level of profitability of products | Page work |
|----|------------------------|----------------------------|--|-----------|
| 1 | Abdullaev I and others | Economic analysis Tutorial | Revenue from sales) | 156 |
| | | | Cost of sales | |

| | | | | |
|---|-----------------------------|--|--|-----|
| 2 | Bakhobov A.V. and etc | Financial and management analysis. Textbook | Revenue from sales | 360 |
| | | | (Sales revenue) | |
| 3 | Romanova L.E. | Economic analysis. Textbook | $\frac{\text{Profit from product sales}}{\text{Full cost of sales}}$ | 337 |
| 4 | Shoalimov A.X. | Economy analysis and audit. Textbook | Net profit | 119 |
| | | | Net sales | |
| 5 | Пласкова Н.С | Economic analysis. Textbook | $\frac{\text{Gross profit}}{\text{Cost of real products.}}$ | 351 |
| 6 | Umurzakov O.P. | Farm economics. economy. Textbook | Gross profit | 237 |
| | | | Net sales | |
| 7 | Murtazaev O., Akhrorov F.B. | Agricultural Economics | Net profit | 225 |
| | | | Commercial cost | |
| 8 | Kudratov T. Faizieva N. | Analysis of agricultural activity. enterprises. Textbook | Gross profit from sales | 159 |
| | | | Cost of goods sold) | |

Having studied and analyzed the data presented in this table and in other economic literature, we will try to give a scientific opinion on how to improve the profitability of the products sold.

When determining the profitability of sold products, the following indicators are used: in the denominator of the formula, profit, net profit and gross profit; in the numerator of the formula, production costs, production cost, total production cost, commercial costs, net sales revenue, sales revenue.

Such different approaches, in our opinion, are wrong, they do not accurately reflect the objective situation - the level of profitability of products sold. In our opinion, this indicator should be defined as the ratio of gross profit from sales to the full cost of goods sold. Here, in our opinion, the views of Russian scientists L.E. Romanova and N.S. Plaskova.

When calculating profitability as the ratio of profit from sales to sales revenue (in some cases, to net revenue), some will lead to inaccuracies: firstly, the level of profitability is artificially sharply reduced, and secondly, it does not comply with the rule for calculating economic efficiency. It is

well known that economic efficiency is defined as the ratio of economic effect to costs, and not to the volume of cash receipts or net cash receipts.

In our opinion, there are also certain shortcomings in calculating the volume of gross profit.

Gross profit is now defined as the difference between net cash receipts and production costs of products sold. Costs associated with the product sold are not included in the cost of goods released (sold), but remain outside. These costs are costs associated with the delivery of manufactured products to the consumer. Therefore, these costs must be added to the cost of the product sold, that is, added to them, resulting in the total cost of the product sold. If after that the gross profit is determined, then it is considered to be objectively realistically calculated. In other words, in our opinion, it would be correct to determine the gross profit by subtracting the full cost of the product sold from the net cash proceeds from the sale of the product. profitability of sold products according to the following formula:

$$R_{\text{пн}} = \frac{\text{БП}}{\text{СП}} = \frac{\text{Gross profit from product sales}}{\text{Total cost of goods sold}}$$

Based on the foregoing, we recommend the following:

1. Form the full cost of goods sold instead of the PRODUCTION cost of production and put it into practice.
2. Determination of gross profit from the sale of products by subtracting the total cost of sales of products from the volume of net proceeds from the sale of products.
3. Determining the level of profitability of the sold products by dividing the gross profit received as the difference between the net proceeds from the sale of the product and its full cost by the amount of the full cost of the product sold

If our proposed considerations are implemented, then both the volume of gross profit from the sale of the product and the volume of the cost of the product, as well as the level of profitability of the products will be calculated in a really accurate and objective way. As a result, the necessary conditions are created for an objective assessment of economic growth and strengthening financial activities of the enterprise and thus becomes important in economic and analytical calculations

Reference:

1. Vahobov A.V. and others. Financial and management analysis. Textbook. T: "Vostok" - 2005.
2. Shoalimov A.Kh., Ilkhamov Sh.I., Tolibayeva Sh.A. Economic analysis and audit. Textbook. T.: 2017.
3. Kudratov T., Faizieva N. Analysis of the activities of agricultural enterprises. Textbook. Since .: 2010
4. Kudratov T., Faizieva N. Analysis and control of enterprises. Textbook.- T .: Publishing house "Voriz", 2012
5. Kudratov T. and others. Economic analysis. Tutorial. T .: Ilm Ziyu Publishing House, 2017.