



ANALYSIS OF FULFILLMENT OF EXPORTER-ENTERPRISE OBLIGATIONS

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Abstract

This article is devoted to the analysis of the fulfillment of obligations of the exporter-enterprise for the delivery of goods. The fulfillment of export obligations for individual commodity (product) types (groups) was analyzed.

Keywords: foreign trade, counterparties, contractual obligations, volume of products, exporter-organization, absolute difference.

Introduction

The composition of the indicators that evaluate the financial status of the enterprise is determined by the goals and objectives of the analysis of the financial and economic activity of the enterprise. The system of indicators obtained from the results of the analysis should provide information describing the activity of the enterprise in the external market.

Managers who make management decisions base their conclusions and solutions on accounting information. Before preparing draft decisions, these data should be subjected to certain analytical processing. In this case, the analysis should also be focused on identifying the facts that indicate the difficulties encountered in the implementation of foreign trade activities of the enterprise. For this purpose, the facts of non-fulfilment of contractual obligations are studied and the reasons are analyzed. If the enterprise specializes in foreign trade activities or export-import operations make up a large share of its activity, then foreign trade activities can seriously affect the financial situation of the enterprise. Therefore, the system of indicators that evaluates the financial results of export-import operations should be aimed at describing this effect, identifying events that have a negative impact on the financial condition of the enterprise, and revealing unused opportunities for strengthening its financial stability.

The assessment of the impact of foreign trade activities on the financial condition of the enterprise is determined by a number of factors, one of which is the fulfillment of obligations by the exporter-organization for the delivery of exported goods to foreign



counterparties. It is advisable to conduct an analysis of this factor in the following directions:

- analysis of obligations fulfillment by all (total) counterparties;
- analysis of fulfillment of obligations by separate commodity groups;
- analysis of the fulfillment of obligations by individual countries.

In order to analyze the extent to which contractual obligations for the supply of goods to foreign counterparties are being fulfilled by the exporter-organization, it is determined by dividing the income received from the export of products (works, services) by the total amount of contractual obligations for export. This indicator (I_K) is calculated according to the following formula:

$$I_K = \frac{(P_x \times Q_x)}{(P_o \times Q_o)}$$

in this, P_x —the actual value of the exported product;

Q_x – actual volume of exported product;

P_o —the base price of the exported product according to the contract;

Q_o —the base volume of the exported product under the contract.

10,000 t according to the foreign economic contract concluded by the exporter-organization. must export apples. The price of 1 ton is 320 sh.b. In reality, the fulfillment of obligations was 8000 t. and 1 t. the price was 300 sh.b.

So, the obligation of the enterprise under the export contract is $320 \times 10000 = 3200000$ sh.b.; and the actual performance of the contract was $300 \times 8000 = 2400000$ sh.b.

We calculate all possible absolute and relative indicators of the resulting differences.

1. Index of performance on the total value of contractual obligations:

$$I_K = \frac{(P_x \times Q_x)}{(P_o \times Q_o)} = \frac{300 \times 8000}{320 \times 10000} = 0.75,$$

This means that 25% of the obligations under the contract have not been fulfilled, that is, 25% of the export revenue specified in the contract has not been received.

As can be seen from the formula and calculations, two factors affect the indicator of the level of fulfillment of contractual obligations:

- 1) change in the volume of exported products;
- 2) changes in the price of exported products.

The second situation may occur if the contract stipulates that the price of the exported product depends on its specific quality marks. Such a price can be determined by examination when the goods are received or used when a sliding price is provided for in the contract.



Therefore, factor analysis is conducted to evaluate the effect of each of the considered factors. For this purpose, the index method is used, according to which the analyzed factor is considered variable, and all other factors are assumed to be constant.

We estimate the impact of changes in the volume of exported goods on the revenue obtained from exports:

$$I_{\Delta Q} = \frac{(P_0 \times Q_x)}{(P_0 \times Q_0)},$$

in this, $I_{\Delta q}$ - index of assessment of the fulfillment of export obligations by the volume of products sold for export.

Index of fulfillment of export obligations at the expense of changes in the volume of sold products:

$$I_{\Delta Q} = \frac{(P_0 \times Q_x)}{(P_0 \times Q_0)} = \frac{320 \times 8000}{320 \times 10000} = 0.80,$$

As it can be seen from the calculations, 20% of the export quota was not fulfilled by 2000 tons. Therefore, this indicator focuses on the natural volume of the product sold and does not take into account other important factors related to price changes. In order to determine the level of impact of price changes, the evaluation index of the fulfillment of export obligations according to the price level ($I_{\Delta P}$) is used:

$$I_{\Delta P} = \frac{(P_x \times Q_0)}{(P_0 \times Q_0)},$$

Index of performance of export obligations at the expense of changes in sales price:

$$I_{\Delta P} = \frac{(P_x \times Q_0)}{(P_0 \times Q_0)} = \frac{300 \times 10000}{320 \times 10000} = 0.95,$$

Calculations confirm that the income to be collected for export was not fulfilled by 5% due to the decrease of the price of the product unit by 20 sh.

The general conclusion is that the total failure of export contract revenue was 25%, 20% due to product volume and 5% due to price.

The presented indices describe the influence of factors in relative indicators, which are universal instruments in the analysis. However, it is often appropriate to use absolute indicators, based on the comparison of two or more absolute quantities, to evaluate the course of processes.

The absolute (absolute) indicator of fulfillment (non-fulfillment) of foreign trade contracts is defined as the difference between the value of the contract and the value of its actual fulfillment:



Absolute (absolute) difference = $(P_x \times Q_x) - (P_o \times Q_o)$.

The total absolute value of differences in the fulfillment of export obligations:

$$(P_x \times Q_x) - (P_o \times Q_o) = 300 \times 8000 - 320 \times 10\ 000 = -800\ 000 (25 \%).$$

Therefore, the absolute difference in the fulfillment of export obligations due to price changes is defined as the difference between the amount of actual exports at the actual price and the amount of actual exports at the base price:

$$\text{Difference due to price change} = (P_x \times Q_x) - (P_o \times Q_x).$$

The part of the total absolute value of the differences in the fulfillment of export obligations, corresponding to the price change:

$$\text{difference in price} = (P_x \times Q_x) - (P_o \times Q_x) = 300 \times 8000 - 320 \times 8000 = -160000 (5 \%).$$

The amount of the absolute difference in the fulfillment of export obligations due to the change in the volume of sold export products is defined as the difference between the amount of actual exports at the base price and the amount of the contract obligations at the base price:

$$\text{difference due to volume change} = (P_o \times Q_x) - (P_o \times Q_o).$$

The total absolute value of differences in the fulfillment of export obligations due to changes in the volume of sold products:

$$\text{difference in size} = (P_o \times Q_x) - (P_o \times Q_o) = 320 \times 8000 - 320 \times 10\ 000 = -640\ 000 (20 \%).$$

Thus, the total amount of non-fulfillment of export obligations is 800,000 sh., of which 160,000 sh. is due to price change (decrease), 640,000 sh. was not received due to the change of sold products that unexecuted contract terms. Therefore, the exporter-enterprise should take measures to maintain the price in the market and fulfill the contractual obligations regarding the volume of product delivery.

References:

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1-Table The analysis of export obligations conducted according to separate categories (groups) of goods (products).

№	Types of goods	According to the contract			In reality			Relative indicators			Overall absolute change	Absolute change	
		P ₀	Q ₀	P ₀ ×Q ₀	P ₀	Q ₀	P ₀ ×Q ₀	I _k	I _{ΔQ}	I _{ΔP}		In terms of price change	In terms of volume change
- A -	-Б-	-1-	-2-	3=1×2	-4-	-5-	6=4×5	7=3: 6	8=1× 5:6	9=2 ×4:6	10=6-3	11=6- (1×5)	12= (1×5)-3
1	Олма	320	10 00 0	320 0000	300	8 00 0	2 400 0 00	1,33	1,07	1,25	-800 000	-160 000	-640 000