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FINAL QUALIFICATION WORK

METHODS OF IMPROVING REVENUES AND EXPENDITURES AND FINANCIAL RESULTS OF THE COMPANY.

(For example LTD "GarantAlyansdolina ")

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INTRODUCTION

Relevance final qualifying work is that in modern conditions timely and proper management of revenues and expenses, as well as carefully staged consideration of factors affecting the revenues and expenses directly determines the company's financial results (profit or loss). Steady development of market relations in recent years, accompanied by significant changes occurring in accounting theory and in its regulatory control. One of the main locations in these transformations takes a new approach to determining the performance of the organization. In place of revenue and product costs came the concept of "income" and "expenses" that were "behind" the domestic theory more than 70 years. To fill this gap requires research nature of these concepts, the terminology used, classification criteria and other aspects. Income and expenses should be uniformly understood by all parties: legislators, management personnel, accounting and tax service, academics, etc. Need their unification even internationally. With the introduction of the Tax Code of the Republic of Uzbekistan the concept of "income" and "expenditure" acquired not only scientific and theoretical, but also practical, legal and regulated value. At the same time these documents adopted different methods of accounting and taxation of income and expenses, which led to a sharp increase in the complexity of accounting work and reduced efficiency of organizations. Such a situation can not be considered satisfactory, so today it is necessary to investigate the differences between the techniques to identify the most contradictory norms and to develop proposals to address them. In developed countries, during the gradual development and forming the market relations, accounting is one of the main places in the control system, as the company's financial condition is characterized and forms the basis for the planning of its activities. A special place in the accounting system has issues related to the budgetary organization's cash and expenditure. Thereby, budgetary organization's money makes a significant contribution to economic prosperity of the budgetary organizations, establishing the conditions for freedom of economic activities and entrepreneurship.

“The President of the Republic of Uzbekistan Islam Karimov delivered a speech at the session. The session of the Cabinet of Ministers of the Republic of Uzbekistan, devoted to the results of social - economic development of the country in 2013 and main priorities of economic program for 2014.

In his speech the head of state pointed out that despite continuing severe problems in global economy last year, the Uzbek economy maintained sustainable high growth rates, steady increase in living standards of the population was ensured and positions of the country in world markets was further strengthened.

In 2013 the Uzbekistan's GDP increased by 8%, industrial output – 8.8%, agriculture production – 6.8%, retail trade turnover – 14.8%, and services – 14,2%. State budget is executed with a surplus of 0,4% of GDP. Inflation has not exceeded forecasted indicators.”¹

In modern conditions of an enterprise cannot be carried out without planning income and control their expenditure. Company revenues are its financial base, providing a solution of three major tasks:

- Ensuring self-sufficiency of current economic activity of the enterprise. The main part of the company's income is the source of all current compensation costs associated with the implementation of its business;
- Ensuring compliance with the financial obligations of the enterprise to the state. Part of the proceeds of the enterprise is the source of payment of various tax payments to the state and local budgets and mandatory contributions to state funds;
- Providing self-funded enterprise development. Part of the company's revenue is the source of its profits, which are formed by industrial development funds, additional material incentives, social payments, payments to owners of the company.

All this confirms the relevance of the final qualifying work, allows us to formulate its purpose and tasks that will ensure its achievement.

¹From the session's report of the Cabinet of Ministers of the Republic of Uzbekistan, devoted to the results of social-economic development of the country in 2013 and main priorities of economic program for 2014, held on 18 January, 2014.

The Object studies are income and expenses of economic activities OAC "Avtooyna".

The subject of research is the process of revenues and expenditures, financial results and their role in the enterprise.

The purpose of the final qualifying work - analysis of the formation, the actual status and the effective use of incomes and expenditures.

To achieve this goal were formulated **following tasks**:

- explore the nature and the economic nature of revenues and expenses of the company;
- reveal the contents, place and purpose of the concepts of " income", " gain" , "realization", "sales", "cost " and " costs" in the formation of financial results, to formulate recommendations for ordering;
- an analysis of revenues and efficiency of their use;
- suggest ways to improve income generation and measures to improve the efficiency of their use.

Methodological basis of the research is to use a systematic, comprehensive, historical and logical basis and provided reasonable disclosure of the economic substance of income and expenses. During the development of individual research questions were also used such scientific methods of cognition, such as: historical and logical approaches, analysis and synthesis, the rationale of causality, comparison, classification, consistency and comprehensiveness.

The scientific and practical importance of research. Most production expenditure research measurement of true cost, relationship between costumers, determining consumer performance, demonstrating expenditure cost, a better understanding market economy define and applying various techniques surveying, coding, data progressing system, analysis, to held performance, monitoring research, making true decisions regarding opportunities as well as solving problems to give a clear understanding of the course of action relevant to the decision situation, turning to the task of establishing the research objectives and

identifying the scientific information needs for evaluating the production cost of action.

Literature review. Theoretical basis for the final qualifying works amounted to works of domestic and foreign economists dealing with the formation and use profit organizations. In the final qualifying work were the research works of local authors: O'.Sharifxo'jaev, B.Hasanov, T.Malinov, B.Hamdammov, A.Yuldoshev, I.Sirojiddinov, N.Haydarov, F.Otaxonov, M.Umarova, E.Eshboev, K.Ahmadjonov, R.Do'stmurodov and foreign academic economists: J. M. Sloman and Sutcliffe, IA Blanca, V.Kovalev, N.Selezneva, A.F.Ionovoy. Practical implications determined by the possibility of using the developed recommendations for the management of revenues and expenditures in order to improve the activity of "Avtooyina" and improve the profitability of the enterprise.

Final qualification work consisted of three chapters, eight parts, conclusion and recommendation and list of references. Final qualification work has pictures, tables and appendices.

CHAPTER 1.THEORETICAL AND METHODOLOGICAL ASPECTS OF INCOME AND EXPENDITURE AND ASSESSING PERFORMANCE OF THE ENTERPRISE.

1.1. Concept of income and expenditure, their role in the enterprise.

The rules of formation in accounting income information of commercial organizations (except for credit and insurance companies) that are legal under the laws of the Republic of Uzbekistan.

In accordance with this Regulation organization recognized income increases in economic benefits as a result of receipt of assets (cash or other assets) and (or) financial commitments , leading to an increase in capital of the organization , except for the contributions of the participants (property owners) .

Not recognized as income receipts ²

Table 1

- taxes;
- amounts in favor of the principal, the principal;
- pre-payment of advances, deposit, deposit (if the contract provides for the transfer of the mortgaged property mortgagee);
- loan repayments, loan granted to the borrower.

Depending on the nature of income, the conditions for their preparation and activities of the organization are divided into income:

- income from ordinary activities;
- other income. Other income, in turn, are divided into:
- operating income;
- non-operating income;
- extraordinary income [60, p. 265].

²Approved cabinet of ministers February 5, 1999 № 54 position the composition of the cost of production and sale of goods (works, services) and on the formation of financial results

In accordance with the “Regulations on Accounting”³ "Expense," organization expenses reduction of economic benefits arising from the disposal of assets (cash or other assets) and (or) in liabilities leading to a reduction of capital of the organization, except for reducing contributions to address participants (owners of the company) .

Expenses not recognized organization disposal of assets:⁴

Table 2

- in connection with the acquisition (the creation of) non-current assets;
- contributions to the charter capital of other entities, the acquisition of shares and other securities are not for resale;
- on commission contracts, agency and other similar agreements in favor of the principal, the principal;
- pre-payment of advances and deposit ;
- to repay the loan, the loan received by the organization [63, p. 86]

Depending on the nature of the conditions and activities costs organizations are divided into:

- expenses on ordinary activities;
- other expenses.

Other costs, in turn, are divided into:

- operating expenses;
- non-operating expenses;
- extraordinary expenses [63, p.86] .

Expenses are recognized regardless of the intent to obtain revenues and other income and expense on the shape of the (monetary, natural and otherwise).Expenses relate to the accounting period in which they were

³Law of the accounting was adopted august 30 in 1996.

⁴ Approved cabinet of ministers February 5, 1999 № 54 position the composition of the cost of production and sale of goods (works, services) and on the formation of financial results

implemented (implying temporal determination of economic activity). The exception is the cash method (adopted by the organization in cases permitted), in which costs are recognized when the debt.

The quantity of other expenses is as follows:

- costs associated with the sale, retirement property, with the delivery of facilities for rent , granting of rights to intangible assets, participation in the authorized capital of other organizations (when it is not the subject of the organization), payment of interest on loans, the costs associated with the services of credit organizations - an amount equal to the amount of payment in cash or other form, or the amount of accounts receivable, as well as expenses on ordinary activities;
- fines and penalties for breach of contract, compensation for damages organization - in the amounts awarded by the court or recognized organization;
- receivables for which the statute of limitations has expired - in the amount in which it was recorded in the accounting records of the organization;
- markdown amount of assets - in accordance with the rules established for the revaluation of assets.

Other costs are credited to the profit and loss account organization, except when laws or accounting rules a different procedure.

In the performance of recognized expenses from ordinary activities taken in size small:

- on the value of work in progress , as defined in accordance with accounting policies;
- the amount of inventories of finished goods stock of the organization;
- the amount of residues shipped but not sold products [15, p.51] .

Recognition of expenses for accounting in accordance to be at least one of the following conditions:

- Fuel is produced in accordance with a specific contract requirement of laws and regulations, business customs;

- The amount of flow can be determined;
- There is the belief that as a result of a specific operation will decrease the economic benefits of the organization. It should be compliance with the rules:
 - expenses are recognized in the accounting regardless of the intent to obtain revenue, operating income or any other form of exercise and consumption (monetary, natural and otherwise);
 - expenses are recognized in the period in which they occur , regardless of the time of actual payment of money or other forms of exercise.

In the income statement (form number 2) expenses are recognized:

- taking into account the relationship between costs and revenues incurred (matching of revenues and expenses);
- Informed by their distribution between periods when costs rise to income generation for several periods and when the relationship between revenues and expenditures can not be clearly determined or determined indirectly ;
 - expenditure recognized in the accounting period when it becomes certain failure to obtain economic benefits (income) or delivery of assets;
 - regardless of how they are taken for the purposes of calculating the tax base; when there are liabilities that are not due to the recognition of the related assets.

According to MA Clothiers, originally comes recognition of costs and their reflection in the accounting for expenditure accounts (20, 23 , 25, 26 , 28, 29) . Recognition shall be conducted in accordance with the accrual basis. Subsequently, when the costs incurred can be correlated with a specific reporting period is their transformation into spending this period [16, p. 51]. The main criterion for determining the moment of transformation costs in expenses is the relationship of these costs to income, for which the costs were incurred. For example, if the organization has any costs for income in the future, they can not be recognized as expenses when incurred. As the flow they are recognized when earned.

There are costs, the occurrence of which is not directly related to yield a

particular income. These costs are recognized as expenses immediately when incurred or at the end of the reporting period (eg, non-operating expenses).

Based on the meaning of the Tax Code of Uzbekistan can only guess that the normative instruction " in determining the income of which excluded the amount of tax imposed in accordance with this Code by the taxpayer to the buyer " means that income - without this revenue accrued liabilities for indirect taxes .

In fact this is the case and can not be otherwise, since the nature of indirect taxes is that they do not belong to the organization (not her income), and shall be transferred (excluding offset) of the budget system , although initially and enter the organization (included in revenue) .

However, in accordance with paragraph 1 of Art. 130 " Income from sale of " TC RU" income from sales is recognized revenue from sale of goods (works, services) as its own production, and previously purchased, the proceeds from the sale of property (including securities) and property rights. In other words, there is a contradiction with the meaning of Article 130 and there is the identification of such concepts as "revenues" and " income ." This is a direct conflict between the rules 130 and 132 (Chapter 5 TC). What follows is that "revenue from sales is determined based on all revenues related to payments for sold goods (works , services) or property rights, expressed in monetary and (or) natural forms". However, later in the article . 132 "Procedure for revenue recognition under the accrual method,"see that" income is recognized in the reporting (tax) period in which they occurred, regardless of the actual receipt of cash or other assets (works, services) and (or) property rights (accrual basis) .On regulatory analysis leads to the conclusion that revenue equals income (which is false), which according to Article 130 consists only of income, and according to Article 132 - regardless of the actual date .This contradiction is directly connected, firstly, with the lack of clarity in the definition of categories of tax law and, secondly, to the lack of logical order of calculation of the tax scheme.So, it seems appropriate to point out that the purposeof determining the tax base for income tax primarily organization should identify income as the difference between the proceedsfrom the sale of

goods, services and obligations to the state organization on indirect taxes.

Further, we can agree that the tax base is the cost characteristics of the profit, which is defined as the difference between the revenues and expenses, obtained on the basis of tax accounting. In order to get the financial results (taxable profit or loss), the taxpayer is required (pursuant to Articles TC) to carry out a comparison of income and expenditure, which took place in the organization for the period.

Revenues are divided into three major groups:⁵

Table 3

- proceeds from the sale,
- non-operating income,
- income not taken into account in determining the tax base

Tax Code of the Republic of Uzbekistan contains special articles on the procedure of determining the said income (st130, 131, 132 TC).

General principles of recognition of expenses for income tax purposes are set out in Art. Thus, under expenses mean reasonable and documented expenses, and in some cases loss of the taxpayer.

As a result, when comparing the accounting and tax accounting is not about that any expenditure recorded in the accounting books, recognized for tax purposes, and the rest - not as it was before the adoption of the Tax Code of Uzbekistan.

Tax Code of Uzbekistan not only lays down conditions for recognizing expense, but also to reflect their demands for tax purposes in a particular group. And for different expenditure groups set different order acceptance.

Reasons for grouping set out in Art. 141 TC RU: costs, depending on their nature and the conditions and activities of the taxpayer should be divided into the costs associated with production and sales, and non-operating expenses. For a modern economy it is characterized by a complex combination of different scale enterprises - large, with a tendency toward monopoly structures and small - are

⁵ Approved cabinet of ministers February 5, 1999 № 54 position the composition of the cost of production and sale of goods (works, services) and on the formation of financial results

influenced by many factors.

All costs associated with the production and (or) sales are divided into four elements:⁶

Table 4

- Material costs;
- The cost of labor;
- Accrued depreciation;
- Other expenses.

Pursuant to Art. TC 145 RU in non-operating expenses not related to the production and sale include reasonable costs for activities not directly related to the production and (or) sales. This is the cost of maintaining the leased property, the payment of interest on borrowed funds (within the rules) for the production and maintenance of securities, foreign currency and value differences, transfers to reserves for bad debts, liquidation expenses and conservation facilities, and other reasonable expenses.

Furthermore, on the basis of TC RU to non-operating expenses equal losses incurred by the taxpayer in the reporting (tax) period.

According to IA Blanca, the desire for profit company focuses on increasing production and reducing costs. In a market economy, it is not only achieved the goal of business, but also the satisfaction of social needs. The company has always defines as its main strategic objective to maximize profits and forms in accordance with this criterion, financial strategy, a package of orders, production program, the accounting policy perspective, annual and operational plans. Sometimes, in order to maintain qualified staff, the company allocates significant funds in the wage fund, thereby increasing the cost of production and, consequently, reducing the mass of profit. But all these steps are all the same tactical and ultimately subordinate to the main strategic objective decision - possibly obtaining greater

⁶ Approved cabinet of ministers february 5, 1999 № 54 position the composition of the cost of production and sale of goods (works, services) and on the formation of financial results

profits.

Financial result - a general indicator analysis and evaluation of the effectiveness (ineffectiveness) of a business entity at certain stages (phases) of its formation.

DV Lysencosaid that in a market economy, the most important indicator of organizational performance is performance. The concept of "performance " consists of several important components of the financial activities of the organization. The most common characteristic of financial and economic activity is considered to be the turnover, sales of products (services) for a specified period. For organizations operating in market conditions, the main indicator reflecting the impact of their activities, it becomes profit.

To analyze the effectiveness of the organization DV Lysenco recommended to assess the following indicators: income of the organization, the organization costs, gross profit, profit (loss) on sales, profit (loss) before taxes, net income (loss) for the reporting period. Consideration of the nature of performance to determine the main objectives of its analysis.

They are as follows:

Table 5

- to determine the adequacy of the results achieved for the financial stability of the organization of the market, competitiveness, ensure the quality of life of the workforce;
- examine the sources of and particular impact on the effectiveness of various factors;
- to consider the major directions of further development of the analyzed object.

Thus, we can draw the following conclusions.

First, the calculation of the tax base should start by identifying the proceeds from the sale of goods, works and services, which is being reduced by the amount of duty on indirect taxes, is the proceeds, which, in turn, being reduced by the amount of expenses transformed into profit. Secondly, you must consider the

presence of Accounting Regulations "Accounting for Income Taxes" essence of which is to determine the base for income tax using accounting.

Thus, the process of generating income and expenditure direction plays an important role in the effectiveness of the organization, so we consider the organization of the process in the next section.

1.2. Legislative and regulatory framework governing the accounting of income and expenses of the enterprise.

Accounting in Uzbekistan organized based on the current regulatory system in a market economy, which determines the totality of the state set mandatory rules and regulations of the organization and accounting, preparation of financial statements in business entities (organizations, enterprises). Set of existing rules and regulations in accounting, which must be applied, can be considered as an accounting system, organized in each business entity and to perform certain functions. Depending on the status and destination regulations are divided into the following groups defining four levels of regulatory accounting.

The first level of regulatory accounting, including the laws of the Republic of Uzbekistan, decrees of the President of Uzbekistan, Resolution of the Government of Uzbekistan, establishes uniform legal and methodological bases of organization and accounting.

Basis for the legal regulation of accounting in the country is the Constitution of the Republic of Uzbekistan, adopted December 8, 1992. It has supreme legal force and direct effect, applicable throughout the Republic of Uzbekistan. The Constitution of the Republic of Uzbekistan establishes the foundations of social order, rights, freedoms, duties of citizens, national and state structure, the order of creation and competence of public authorities, the procedure for making regulations. Legislation and regulations must not conflict with the fundamental law in accordance with the Constitution of the Republic of Uzbekistan's official accounting, which is an instrument of financial regulation and uniform financial

policy, is run by the state. It provides unity of economic space Uzbekistan guaranteed basic law, the constitutional right to a single market, implementation of the principles of legal equality of legal entities and individuals engaged in entrepreneurial activities on contractual relations, competition, commercial risk.

The second most important document defining enterprise relations in the country and has a direct impact on the system of accounting and reporting , is the Civil Code of Uzbekistan , which regulates civil and business relations in the country, most of the ordering relations in society.

The Civil Code of the Republic of Uzbekistan defines the legal status of participants in civil, bases of and procedures for property rights and other proprietary rights, rights to results of intellectual activity and means of individualization (intellectual property rights), regulates the contractual and other obligations, as well as other property and personal property relations based on equality, autonomy of will and property independence of the participants.

Tax Code of Uzbekistan regulates power relations on the establishment, levying and collection of taxes and fees, as well as the relations arising in the process of tax control , the appeal of tax authorities, actions (inaction) of their officials and prosecution for tax offenses.

Labor Code of the Republic of Uzbekistan defines the basic principles of the legislation in the sphere of labor relations, implemented by its objectives.

The main objectives of the accounting legislation are:

- To ensure uniform accounting of assets, liabilities and business operations of the organization;
- Preparation and presentation of comparable and reliable information about the financial situation of the organizations and their income and expenses required users of financial statements.

Republican law "An Accounting" applies to all organizations in the territory of the Republic of Uzbekistan, on branches and representative offices of foreign organizations, unless otherwise stipulated by international treaties, other than

organizations that are on special tax regimes. The Act defined the concept of "synthetic accounting", "analytical accounting", "chart of accounts", "financial statements" presented permitted options accounting (accounting department - a division under the leadership of chief accountant, staff accountant , a specialized organization or specialist on contractual basis, head of the organization in person), the formation of accounting policies and changes.

The Act contains the following provisions:

- Basic requirements for accounting;
- The order of registration of all business transactions conducted by the organization, primary accounting documents;
- The rules of accounting registers intended for accumulation and systematization of accounting information to reflect the accounts and financial statements. The ledgers are maintained in special books (magazines), on separate sheets and cards, as mechanical obtained using computer technology , as well as tapes, disks, diskettes and other storage media;
- Types of valuation of assets and liabilities for the organization of recording and reporting, as well as in cases of depreciation objects and objects of accounting estimates by reservation;
- The rules of the inventory of property and liabilities of the organization, any settlement identified during the inventory discrepancies between the actual availability of the property and accounting data;
- The accounting reports, its content and policies, the frequency of its preparation, submission and approval of the rules of reporting forms, etc.

Republican law "an Accounting" calculates that the overall methodological guidance of accounting by the Government of the Republic of Uzbekistan. It is now common methodological guidance of accounting in the Republic of Uzbekistan Ministry of Finance imposed on Uzbekistan.

Code of the Republic of Uzbekistan on Administrative Offences eroding statutory sanctions in the field of administrative offenses in relation to the various

subjects of law, including property, protect the legitimate economic interests of individuals and legal entities, as well as warn them.

The second level of regulatory accounting in Uzbekistan includes provisions (standards) of accounting (AR) approved by the Ministry of Finance of Uzbekistan. Uzbekistan Ministry of Finance, together with the Bank of Uzbekistan granted the right to adopt regulations. The Finance Ministry is engaged in these issues Uzbekistan Department of State Financial Control, Auditing, accounting and reporting.

The third level of regulatory accounting methodology includes acts (normative-technical discussion). They presented the methodological guidelines, regulations, instructions explanatory clarifying, recommendatory on separate accounting and reporting, approved by the Ministry of Finance Uzbekistan, Bank of Uzbekistan, other ministries and departments.

These documents have no independent value, and bound their performance defined regulations. In methodological acts (regulatory technical discussion) contains provisions adopted by certain persons and not necessarily mean their performance by such persons. Thus, the Regulation on accounting and financial reporting in the Republic of Uzbekistan, the procedure for the organization and accounting, preparation and presentation of financial statements by legal persons under the laws of the Republic of Uzbekistan , regardless of their legal form (except for credit institutions and budgetary institutions) and relationships with organizations external consumers of accounting information. Opportunity for effective functioning of the small forms of production determined by a number of advantages over the large-scale production; The most important analytical capabilities of direct costing as follows: profit optimization and product range , determining the price of new products, payment options for changing the capacity of the enterprise , evaluation of production efficiency (purchase) of semi-finished products ; performance evaluation decision to order , replacement of equipment .

Methodological acts (legal and technical) may be divided into two groups (Fig.1).

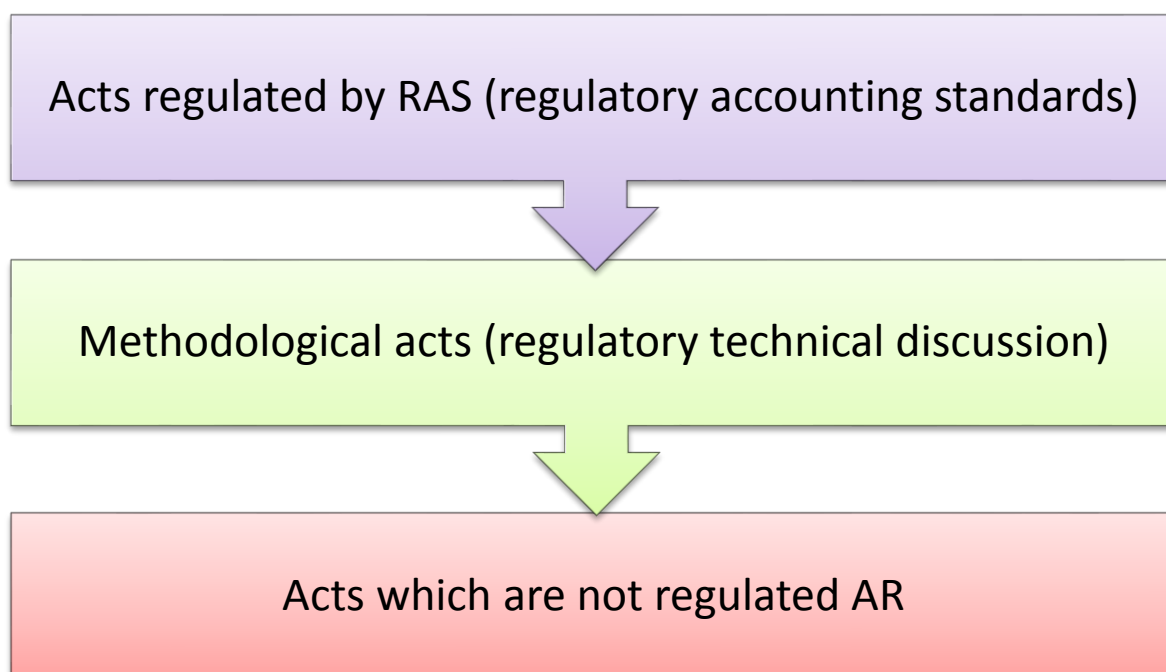


Figure 1. Grouping methodical acts (regulatory technical discussion)

Acts regulated taken on, developed and approved by the Ministry of Finance earlier orders Uzbekistan. Acts which are not regulated taken on previously developed Uzbekistan Ministry of Finance in the form of:

- Guidance on inventory assets and financial liabilities;
- Guidelines on preparation and presentation of consolidated financial statements;
- Typical recommendations on the organization of accounting for small businesses;
- Guidelines for the formation of accounting at reorganization of organizations.

Due to the increasing market orientation of the accounting system based on the development of the modern Uzbek economy need to establish regulatory and technical guidance and instructions on the application of accounting standards developed by national standards (RAS) grow. The fourth level of regulatory accounting contains documents governing accounting and financial reporting in the organization. These include the order of the head organization "On Accounting Policies", which is a normative act, contributing to the decision of its

substantive and operational tasks. As part of the order "On Accounting Policies" developed and approved by the following working papers: forms of primary accounting documents; graphics workflow; working chart of accounts; forms of internal accounting, etc.

1.3 Information support analysis of incomes and expenditures.

In the modern development of Uzbekistan for the effective management of economic activities of the enterprise, the role of the knowledge base available to the head of an important part of which is occupied by information on financial results. Their analysis helps in decision-making both strategic and tactical.

Effectiveness analysis of revenues and expenditures of the enterprise largely depends on its information and methodological support. All the sources of data for analysis, divided into:

- Regulatory and planning;
- Accounting;
- Out of accounting.

The sources of information of planned regulatory nature are all the types of plans that are developed at the enterprise (prospective, current, operational, technological cards), as well as regulatory materials, estimates, price lists, project assignments, etc.

Sources of information accounting nature - all data that contains accounting documents, statistics and records as well as all types of reports, primary records.

Leading role in providing information analysis belong to the accounting and reporting, where most fully reflected economic phenomena, processes, and their results. Timely and complete analysis of the data included in the primary and summary accounting records and reporting, ensure that the necessary corrective measures to achieve the best results management.

The most important of accounting documents are reporting forms;

- Form number 1 "Balance Sheet";
- Form number 2 "Profit and Loss";
- Form number 3 "Statement of changes in equity";
- Form number 4 "Statement of Cash Flows";
- Form number 5, "Application to the balance sheet".

These statistical accounting and reporting enterprise is used for in-depth study of the main indicators of trends and factors shaping their level. The study of macroeconomic statistics for the whole industry or national economy necessary to assess environmental conditions and the degree of functioning of the enterprise business and financial risks. Operational accounting and reporting contribute to more timely compared with statistics or accounting analysis to ensure the necessary data (eg, production and shipment of products, inventory status) and thus create conditions for improving the efficiency of analyzes.

Accounting document according to our classification is the passport and economic enterprise, where data are stored on the results of operations for several years. Considerable detail the indicators contained in the passport, allows for numerous studies of the dynamics, identify trends and patterns of economic development of the enterprise.

Out of accounting sources of information - it documents regulating economic activity, as well as data describing the changes in the external operating environment of the enterprise. These include the following documents:

1) Official documents are obliged to use the company in its activities: state laws, presidential decrees, government regulations, orders of the higher authorities, acts of audits and inspections, orders and instructions to directors, board decisions, shareholders' meetings, etc.

2) Economic and legal documents: contracts, agreements, decisions and arbitration courts, the complaint.

3) The scientific and technical information (publications, reports on the results

of research work, etc.).

4) Technical and technological documentation.

5) In special surveys of production at individual workplaces - timing, picture etc.

6) Information about the main contractors of the enterprise - suppliers and buyers. Vendor data needed to predict their reliability and pricing policies. Customer information required to describe their current and long-term solvency.

7) Data on major competitors, from different sources of information - the Internet, radio, television, newspapers, magazines, newsletters, etc.

8) Information about the market of material resources (market volume, the level and dynamics of prices for certain types of resources).

9) Information on the state of the capital market (the refinancing rate, official foreign exchange rates, rates of commercial banks on loans and deposits, etc.).

10) Data on the stock market (bid and offer prices for the main types of securities, transaction volumes and prices for the main types of equity instruments, the composite index of price movements in the stock market).

In relation to the object of research information is internal and external. Internal information system - is statistical data "accounting, operational accounting and reporting, planning data, regulatory data developed at the enterprise, etc. External information system - is the data of statistical books, periodicals and special publications, conferences, business meetings, formal, economic and legal documents, etc.

In relation to the subject matter information is divided into primary and secondary, required for a more complete characterization of the studied domain.

By periodicity of analytical information is divided into regular and episodic. The sources of information are regularly scheduled and credentials. Episodic information is generated as needed, such as information about the new competitor.

Regular information, in turn, is classified into permanent, retain their value for a long time (codes, ciphers, chart of accounts, etc), conditional constant retains its

value over a period of time (performance plan, standards), and variable is characterized by frequent turnover events (reporting data on the state of the object being analyzed on a certain date).

To the process of information processing can be attributed to the primary (primary records, inventories, surveys) and secondary, held a certain stage of processing and transformation (reporting , market surveys, etc.) .

CHAPTER 2. ANALYSIS FINANCIAL RESULTS AND THE EFFICIENT USE OF INCOME AND EXPENDITURE IN THE ECONOMIC ACTIVITY OF LLC "GARANT ALIYANS DOLINA".

2.1. Brief description of the company.

I practiced in "Garantalyans". It is serviced to other companies the sphere of accounting. It serviced to the company of "Atooyina". And in my qualification work I would like to analysis the activity of "Atooyina".

Ltd. "Avtooyina" "is part of the joint stock company "UZAVTOSANOAT" producing "conveyor" component parts in the primary market, for a major automaker Uzbekistan "GM Uzbekistan".

Legal status: Limited Liability Company

Production area: 12200m²

Number: 700 people .Including UP: 40 people. Shifts Hours: 3

According to the plan of development of motor localization Association "UZAVTOSANOAT" was founded in 2002 is a factory specializing in the production of safe automotive glass with production capacity of 200,000 sets per year. Ltd. "Avtooyina" produces automotive glass for cars GM Uzbekistan .Detailed information about each product, produced by the enterprise. Products Ltd. "Avtooyina" " is divided into two types:

- Multilayer (laminated) automotive glass;
- Tempered (Stalin) automotive glass;

Each glass, manufactured by LLC "Avtooyina" homologation has signs:

- Trademark and logo LLC "Avtooyina";
- A sign of the state standard of the Republic of Uzbekistan;
- Laminated glass;

- Tempered glass;
- Year of manufacture;
- E -European standards, EN 22 code;
- A sign of a double-layer glass;
- Code for laminated glass;
- Code of tempered glass;

Main products:

Tempered Glass Equipment Company "Keraglass" and «Marioargiro» Italy .

Range of sizes and thicknesses:

Max. Size: 1600mm x 850mm, Min. Size: 400mm x 200mm

Glass thickness:

Max: $5.0 \pm 0.2\text{mm}$, Min: $3.2 \pm 0.1\text{mm}$

Tempered glass (stalinite) - this glass sheet subjected to special heat treatment, which resulted in its surface layer formed of compression residual stress, which provides increased mechanical strength with glass (higher than that of ordinary glass by 5-6 times), heat resistance and safety fracture. Tempered glass is used for the production of side and rear windows of automobiles.

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Head of WPP: Alimatov Nadir Bahadyrovich. Tel / fax: +99873 223-23-91

2.2. Incomes and expenses LLC "Avtooyna".

For evaluating the effectiveness of income and expenses LLC "Avtooyna" analyze the implementation of the plan of income and expenses for the last three fiscal years. And we know that every company has incomes and expenses and they need control. You can see some information about income and expenses.

Score 94 " Cost of sales " is intended to summarize information about the costs associated with the sale of products, goods and services.

In LLC "Avtooyna" on account 94 "Selling expenses" reflects the following expenses (costs):

Table 6

- Labor costs;
- For rent;
- The maintenance of buildings, structures, premises and equipment;
- Storage and undermining goods;
- Advertising;
- For hospitality;
- Other similar diversion costs.

Charged 94 " Selling expenses" accumulated amount of enterprise costs associated with the sale of products, goods and services. All other costs associated with the sale of products, goods, services, refer to the monthly cost of goods sold (goods, works, services).

Analytical account under account 94 "Cost of sales" is on the types and expenditure. Consider the features of the account of labor costs.

Wages of workers LLC "Avtooyna" is the flow rate on ordinary activities. Payroll on debit of account 20 "Cost of sales" in correspondence with the credit account 67 "Settlements on wages". For example, an employee LLC "Avtooyna" in September 2012 the wages of \$ 870,000 sum. The amount of wages is subject to UST. Accordingly, it is also charged premiums for compulsory pension insurance. Amount of wages accounted for in labor costs, which are recognized on

a monthly basis. UST and accrued premiums are recorded in other expenses associated with product sales.

We reduce all postings made in payroll employee LLC "Avtooyna" in Table. 7.

Main wiring in payroll

Table 7.

Substance of transactions	Debit	Credit	Amount sum.	basic document
1	2	3	4	5
The wages employee statement	2010	6710	870000	Settlement and payment
UST in the amount of accrued Wages(870000 x 25 %)	2010,9410	6510	217500	Accounting Part - payment
Deducted from the amount of personal income tax revenue Employee((96105 * 5) * 7.5 %) + (870000-480105) * 16 %	6710	6410	98355	Tax Card
Insurance contributions for compulsory pension insurance (6.5%)	6710	6510	56550	
Paid wages employee (870000 - 98355-	6710	5010	715095	Cash-payment statement

56550)				
---------	--	--	--	--

Consider the organization of accounting other expenses by LLC "Avtooyana".

It should be noted that for other expenses reflect the Chart of Accounts LLC "Avtooyana" 9430 is due to "Other expenses", which opened subaccount (see Annex M):

- 9390 "Other income";
- 9430 "Other expenses";

Account 9430 "Other expenses" Account 9390 "Other income" on the balance sheet date has not, determined monthly balance of other income and expenses during the reporting month , which is deducted from the subaccounts 9910 " Other income and expenses " on account 99 "Gains and losses".

Consider some of the features of the account of other expenses of the enterprise.

Costs of writing off accounting of fixed assets are recognized in the reporting period to which they relate and shall be credited to the profit and loss account as other expenses.

Costs associated with the disposal of fixed assets consist of the residual value of the outgoing object, the costs of dismantling, if necessary, of its holding, transportation costs of sending the object to the buyer and other expenses.

Work related to the retirement of a fixed asset may be made employees of the organization or by third parties.Ltd. "Avtooyana" often in its business activities use credit and debt, which are necessary to the enterprise for working capital or the payment of accounts payable.

Chart of Accounts LLC "Avtooyana" to summarize the information about thestate of short-term loans received by the enterprise, is due to 6810 " Short-Term Loans ." Account 7810 "Long-Term Borrowing" - inactive.

Interest payable onloans and borrowings are recorded on the debit subaccounts 9610 "Other expenses" in correspondence with account 6920 "Settlements of

interest." Accrued interest amount are accounted for separately.

On the amount of loans and borrowings debited 6810 "Short-Term Loans " in correspondence with account 5110 "Settlement Account ".

Consider a concrete example. Ltd. "Avtooyina" 01.02.2012 credit institution granted a loan for 2 months. The repayment term - 01.04.2012. Amount of the loan - 8 million sum, the interest rate of 12% per annum. Under the terms of the loan agreement, interest for credit funds business pays a monthly basis no later than the 10th of the following month.

To reflect the transactions in the accounts company accountant uses the following sub-accounts:

- 6810 " Short-term loans ";
- 6920 " Interest on short-term loans ";
- 9610 'Protsent expense';

01.02.2012 recorded as follows:

Dtcq. 5110 "Settlement Account" Ktcq. 6810 " Short-term loans " \$ 8 mln. - Credited to the account of the organization of the loan amount;

02.31.2012, the following entry:

Dtcq. 9610 " Protsent expense " Ktcq. 6920 "Interest on short-term loans" amounting to 81534.2 sum. - Accrued interest amount for February

10.03.2012 was recorded as follows:

Dtcq. 6920 "Interest short-term loans" By cq. 5110 "Settlement Account" in the amount of 81,534.2 sum. - Listed credit institution interest on the loan in February;

30.04.2012 recorded as follows:

Dtcq. 9610 "protsent expense" To cq. 6920 "Interest on short-term loan" in the amount of 78,904.1 sum. - Accrued interest amount for July

01.05.2012:Dtcq. 6920 "Interest on short-term" K- cq. 5110 "Settlement Account " in the amount of 78,904.1 sum. - Listed credit institution interest on the loan in September ;

Dtcq. 6810 " Short-term loans " By cq. 5110 "Settlement Account " \$ 8 mln. - Refund of credit.

Costs for services of credit institutions are also included in other expenses LLC "Avtooyna".

Consider, as reflected in sales of building materials accounts LLC "Avtooyna". According to the accounting policy of the company recognizes revenues on the accrual basis (temporary assumption of certainty).

To summarize the information about income and expenses associated with conventional activities designed to account 90 "Sales". Reflected in the account, in particular, the revenue and cost of goods sold by:

- Products purchased (purchased for equipment);
- Construction, installation, design and survey, geological exploration, research, etc. works;
- Goods;
- Services for freight and passengers;
- Forwarding and cargo handling operations;
- Communication services.

Upon recognition of accounting the amount of revenue are credited to 90 "Sales" and debit account 62 "Settlements with buyers and customers".

Charged to 90 simultaneously recorded cost of services rendered. To account 90 "Sales" by LLC "Avtooyna" open the following sub-accounts:

90.1 "Revenue"; 90.2 " Cost of sales"; 90.3 "VAT"; 90.7 "Selling expenses ";90.9 "Gain (loss) on sales".Sub-account receipts accounted for 90.1, recognize revenue, the subaccount 90.2 - cost of sales related to revenue recognition in subaccount 90.3 - the amount of VAT in subaccount 90.7 - expenditure for sale. Subaccount 90.9 is designed to detect financial results from sales during thereporting month.

Other income Ltd. "Avtooyna" are income related to the following activities are not subject to the enterprise:

- Rents - revenues associated with the provision for temporary use (temporary possession and use) assets of the organization;
- Receipts associated with participation in the authorized capital of other organizations (including interest and other income on securities);
- Income received by the organization as a result of joint activities (under a partnership agreement);
- Proceeds from the sale of fixed assets and other assets other than cash (except for foreign currency), production of goods;
- Fines and penalties for breach of contract;
- Assets received free of charge, including as a gift;
- Income Compensation of losses organization;
- Earnings from previous years revealed in the reporting year;
- Amounts payable and accounts receivable for which the statute of limitations has expired;
- Exchange rate differences;
- Revaluation surplus assets;
- Other income.

The analysis of efficiency management revenues and expenses led to the conclusion that, despite the significant increase in revenues is a decline in operating income due to the substantial cost increases, indicating a decrease in the efficiency of revenues and expenses of the organization .The method of analysis of profit and profitability depends on fully incorporating costs in the cost, the availability of separate accounting of variable and fixed costs .

Thus, we can conclude that the management of revenues and expenditures is a major measure to improve its efficiency and profitability.

2.3. Analysis of the actual conditions, the formation and the efficient use of income and expenses in the economic activity of LLC "Avtooyna".

Analysis of income and expenditure, LLC "Avtooyna" hold on the basis of

financial statements of the enterprise:

- Form number 1 "Balance Sheet";
- Form number 2 "Profit and Loss";

Fuel Ltd. "Avtooyna" "as a commercial enterprise called distribution costs.

For « Avtooyna" "as trading enterprises conducting marketing and brokering activities, distribution costs range includes:

- Transportation costs;
- The cost of labor;
- Social contributions;
- The cost of rent and maintenance of buildings, structures, premises, equipment and tools;
- Depreciation of fixed assets;
- The cost of repair of fixed assets;
- Health and wear special clothing, table linens, cookware, appliances and other low value items;
- The costs of storage, part sorting and packaging of goods;
- Advertising costs;
- Expenses for payment of interest for the use of the loan;
- Loss of goods and process waste;
- The cost of packaging;
- Other expenses.

Composition and structure of costs Ltd. "Avtooyna" " on ordinary activities is presented in Table 2.13, which shows that the cost of treatment at the plant are classified by cost elements as follows: 1) Material costs ; 2) Labor costs ; 3) Allocations for social needs ; 4) Depreciation of fixed assets; 5) Other expenses.

Composition and structure of costs for normal activity.

Table 8

Name	Article 2011, UZS	Share, (%)	In 2012, UZS.	Share, (%)	2013 UZS.	Share, (%)
Material costs	4813	26.51	3234.92	17.67	4112	22.53
Labor costs	5764.6	35.31	5986.6	31.76	6464.68	32.8
Social contributions	1094.4	6.03	1094.4	5.98	1035	5.97
Depreciation	1368	7.54	1304	7.12	1328	7.28
Other costs by main activity	5113	28.17	6211	33.92	5790.4	31.72
Total cost	18153	100	18309	100	18252	100

These tables show that the cost structure from ordinary activities have the greatest share labor costs with staff (average 33.2%) and other costs (average 31.2%) . Next follow the descending material costs (22.2%), depreciation (7.3%) and social contributions (5.8%) . Cost structure from ordinary activities during 2011-2013 maintained. The method of analysis of profit and profitability depends on fully incorporating costs in the cost, the availability of separate accounting of variable and fixed costs. This problem is a classic direct costing system , which is an attribute of a market economy. This problem is a classic direct costing system , which is an attribute of a market economy. Analyze dynamics expenses from ordinary activities and other expenses LLC "Avtooyuna" in the 2011-2013 period.

Data for the analysis are shown in:

Table.9

Expenditures LLC "Avtooyana" "in 2011- 2013.Expenditur e	In 2011 UZ S	In 2012 UZS	Chan ge. (±)	Gro wth rate. %	In 2013 UZ S	Chan ge (±)	Gro wth rate, %
Expenses from ordinary activities, total	18153	18309	+156	+0.86	18252	-57	- 0.31
material costs	481 3	3234.9 2	-1578	-32.79	411 2	+877.0 8	+27.11
Labor costs	576 4	6464.6 8	700.08	12.14	5986.6	-487.08	-7.4
Social contributions	1094.4	1094.4	-	-	103 5	-59.4	- 5.43
Depreciation	136 8	1304	-64	- 4.68	132 8	+24	+1.84
Other costs by main activity	511 3	6211	+1089	+21.47	5790.4	-420.6	- 6.77
Other expenses	65408 2	812200	+15811 8	+24.17	56578 4	- 246416	-30.34
Total expenses	69038 8	848818	+15843 0	+22.95	60228 8	- 246530	-29.04

Data Table. 9 shows that in the period 2011-2012. Total cost of the enterprise increased by 22.9 % due to an increase in other expenses mainly by main activity and other costs of the enterprise. In the period 2011-2013 Company expenses decreased by 29.04 % due to lower other expenses (30.3%), labor costs (7.4%), respectively, and social contributions (5.4%).

Further analyze the revenue and profit LLC "Avtooyna" "in the 2011-2013 period.

Consider the composition and structure of profit LLC "Avtooyna" on the main sources of its formation . We reduce the data required for analysis in table. 10

Structure of sources of profit LLC "Avtooyna".⁷

Table 10

Source of profit generation	2011		2012		2013	
	Amount UZS	share, %	Amount UZS	share, %	Amount UZS	share, %
Gross profit	921629	100	1105784	100	1189672	100
Profit from sales	913476	99	107475	99.2	1181420	99.3
Profit before tax	917037	99.5	673056	60.8	806648	67.8
Net profit	696948	75.6	511523	46.2	613052	51.5

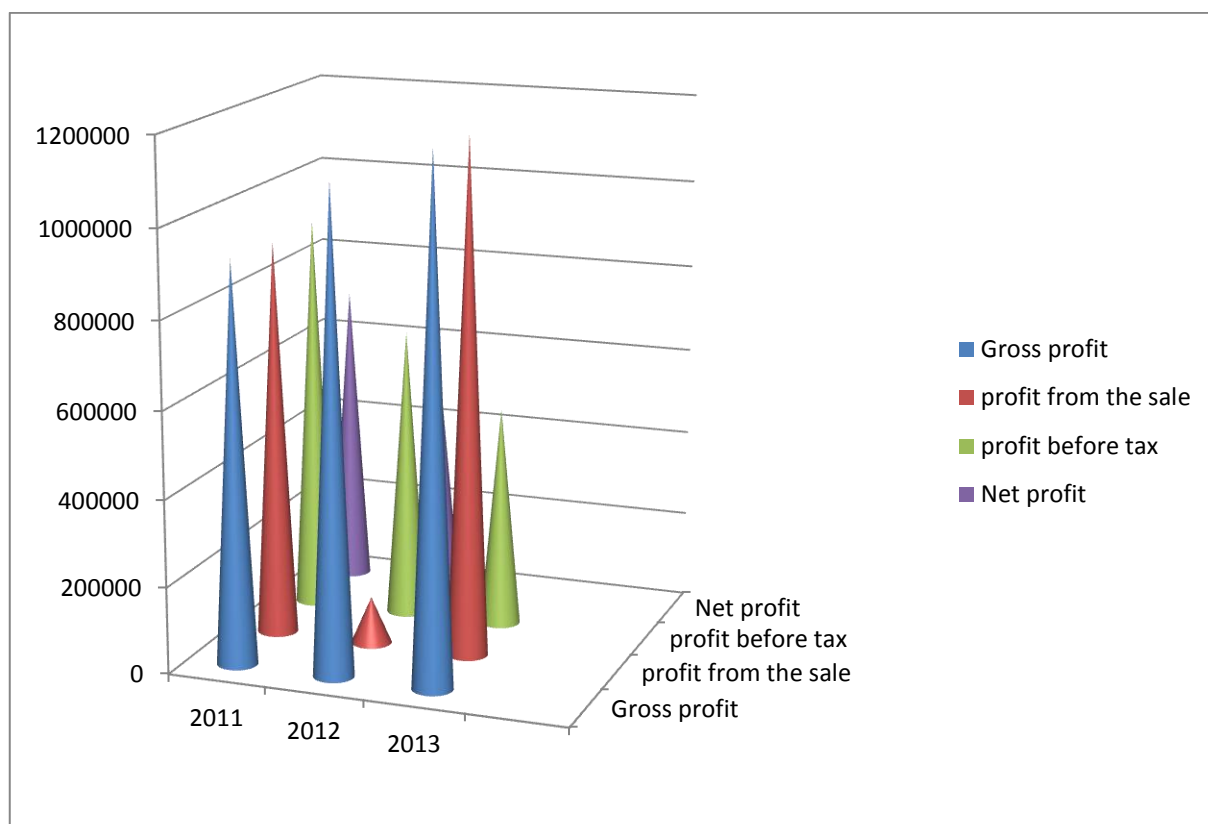
Tabl.10 data show that income from sales during the analyzed period of about 1% different from the gross profits of the enterprise, which indicates that the company "Avtooyna" has a very high speed, which effectively combined with lower volume and structure selling expenses of the enterprise. In 2011, the share of company profits before tax higher than the share of profit on sales of 0.5 %, which indicates that in this reporting period other income of the enterprise exceeded his other expenses. In 2012 and 2013 share of profit before tax lower operating profit and is 60.8 and 67.8 %, respectively. Consequently, in these periods other company expenses far exceeded his other income. Share of net profits of the enterprise in the structure of gross profit during 2011-2012. Decreases from 75.6 to 46.2 % and increases to 2013 to 51.5%.

⁷It was used financial results of the company

I would like to draw this information by diagram. Because by this way everyone can easily understand information.

Structure of sources of profit LLC "Avtooyana.

Diagram 1



Dynamics profit by principal source of its formation in the 2011-2013 period.
Refer to tabl.10.1

Dynamics of formation of profit sources.

Table 10.1

Source of income formation	in 2011 UZS	in 2012 UZS	Change (±)	Growth rate, %	In 2013 UZS	Change (±)	Growth rate, %
Gross profit	921629	1105784	184155	+20	1189672	+83888	+7.5
Profit from sales	913476	1097475	+183999	+20	1181420	+83945	+7.6
Profit before	917037	673056	-243981	-26.6	806648	+133592	+20

tax							
Net income	696948	511523	-185425	-26.6	613052	101529	+20

Table.10.1 data show that in the period 2011-2012. Gross operating profit on sales increased by 20% (to 184,155 and 183,999 thousand sum. respectively), while in the period 2012-2013. 7.5 %. Thus, the growth rate of these types of company profits in 2012-2013 average 3 times lower than the growth rate of the previous period.

Profit before tax for the period 2011-2012 reduced by 26.6%, thereby reducing the net profit of the company is also 26.6%. In the period 2012-2013 profit before tax increased by contrast 20%, which leads to an increase in net profit by 20 % as profit before tax after only factor affecting the dynamics of the net profit is income tax - a fixed payment (24%).

The next stage of our analysis is a more detailed study of the composition, dynamics of each source for the formation of net profit, as well as their positive or negative influence on the final result of economic activities "Avtooyna" in the 2011-2013 period. Required to analyze the data presented in tabl.10.2

Structure and dynamics of the sources of the net profit.

Table 10.2

Date	2011 y. UZS	2012 y. UZS	Change (±)	Growth rate %	2013 Y. UZS	Change(±)	Growth rate %
1	2	3	4	5	6	7	8
Revenue from sales of goods	1951882	2713015	+761133	+39	2978772	+265757	+9,8
Cost of	1030253	1607231	+576978	+56	1789100	+181869	+11,3
Gross profit	921629	1105784	+184155	+20	1189672	+83888	+7,5

Selling expenses	18153	18309	+156	+2	18252	-57	-0,6
Profit from sales	913476	1097475	+183999	+20	1181420	+83945	+7,6
Other income	659987	403157	-256830	39	198700	-204457	-50,7
Other expenses	654082	812200	+158118	+24	565784	-246416	-30
including interest payable	2344	15376	+13032	+556	7688	-7688	-50
Profit before tax	917037	673056	-243981	-26,6	806648	+133592	+20
Current income tax	220139	161533	-58556	-26,6	193596	+32063	+20
Net income	696948	511523	-185425	-26,6	613052	+101529	+20

Of table.10.2 shows that the formation and evolution of the net profit (outcome) of the enterprise change affects many indicators of economic activity of the enterprise. Let us consider what kind of figure was at its height and decrease the maximum and minimum impact.

Of table.10.2 shows that turnover of the enterprise within the analyzed period increases. The greatest growth observed in 2012 (39%) , which is about 4 times more growth in 2013 Cost of goods sold also increased accordingly , but the pace of its growth in 2012 (56%) higher than the growth rate of turnover in the same year , which leads to a lower growth rate of the gross profits of the enterprise (20%)similar situation in 2013.Selling expenses of the enterprise are the main regulator of the profits from sales. As compared with gross profit of enterprise , his business expenses are lowand in the period 2011-2012as well as previous discussed figures increase, but only slightly (2 %), and further reduced to 0.6 %

(56 thousand sum). Thus, commercial enterprise costs have no significant impact on the dynamics of the profit from sales, so this indicator behaves during the analyzed period similar to gross profit. Also from tabl.10.2 shows that the company has a high level of other income and expenses.

In 2011, other income businesses overlap (greater than) its other expenses for UZS 5905. And with the interest payable for the use of credit and debt, total income is 3561 thousand sum why pre-tax profit before profit on sales of 3561 UZS.

In 2012 and 2013 the situation changes. The increase in other expenses by 24% decline in revenues by 39% , amid rising interest expense on average 6 times, led to a decrease in profit before tax by 26.6 % , as compared with a profit from sales of 1.6 times. In 2013, despite the continued decline in other income by 50.7 % also observed decrease in other expenses and interest payable (30 and 50 % , respectively). All this leads to an increase in profit before tax by 20% and consequently the growth of net profit.

Thus, the main indicators have a significant influence on the formation of net profit LLC "Avtooyana" in the 2011-2013 period are other income, other income and interest expense. The proposed measures will increase the income of the organization and improve its financial results. Thus, we can conclude that the management of revenues and expenditures is a major measure to improve its efficiency and profitability.

CHAPTER 3.MAIN DIRECTIONS OF IMPROVING THE FINANCIAL PERFORMANCE OF THE COMPANY.

3.1 Problems of income and expense LLC "Avtooyna" and ways to improve it.

Analysis of income and expense, LLC "Avtooyna", held in the previous section showed that the company obligatory to all customers and clients are the contract and applications on each made a deal, invoicing and bills of lading, certificates of work performed entering into contracts with banks to open credit lines maintained timesheets, staffing, etc. These documents are primary records, which is conducted on the basis of income and expenditure of the enterprise. However, the analysis of income and expenses, as well as progress with the primary documentation of the enterprise has identified the various violations related to improper design of the above documents: some documents are not filled in all the necessary details, used excessive, incorrect or not appropriate details of customers are important grammatical errors arise confusion with the name of the goods shipped, and more.

This fact is especially important because the proceeds from the sale is accounted for strictly on the basis of primary documentation which confirms the transfer of ownership of the product to the buyer.

All original documents on using the materials available, but are not written in full compliance with the requirements imposed on them: no fill the column "To payment documents" in an invoice with advance payment by the buyer of the goods, incorrect address of the consignee, clearance of accounts invoices visually incorrect, not everywhere on the invoices bear numbers of attorney under which the person responsible for signing them.

Also unintentional errors accounting enterprise workers, the main cause of errors in accounting is unsatisfactory accounting automation enterprise, namely software unsatisfactory financial service activities.

Used in the accounting, financial and management accounting softwarecompany

"1C : Enterprise 8.2 ." Configured by the enterprise to perform priorities more managerial and financial accounting, ignores the importance of accounting, the specifics of the company - sales of building materials, the rapid growth of this market segment, constant updating product lines and new more advanced developments.

The most significant drawback of the program - is the lack of standard updates and weave all kinds of records in a single program. Decision suggests itself is - must be isolated from managerial accounting. You can do this by using two independent configurations in one program - one for accounting, another - for management. This can be 1C: Trade and warehouse or specialized or individually created configuration.

Implementation is now the latest information technology can improve the organization of income and expense. Widely used in personal computers in all areas of business has led to the widespread adoption of the practice in a variety of specialized accounting software , customized to the specific activity of the enterprises : enterprise traders , catering , agribusiness companies , pharmacies , and of course the enterprise engaged in the sale of construction products .

Using accounting LLC "Avtooyana" " specialized accounting software, customized according to the specifics of the company, will allow:

- Mechanize drafting contracts and other sales related documents;
- Eliminate the possibility of errors in transferring information from source documents in accounting registers in settlements with buyers and customers ;
- Reduce the number of primary records that , in turn, will improve the accuracy and timeliness of accounting.

Thus, the main event, which allows to improve the organization and management of income and expense is more advanced automation enterprise accounting through accounting program that meets the specifics of the company for the sale of construction materials.

Currently, the market of software products for trade more than saturated.

Various enterprises developers in computer technology features dozens of software products that enable both partially and fully automated accounting company of any size and specialization thanks to built them configurations.

3.2. Recommendations for improving the financial performance of OOO "Avtooyna".

In a market economy, the management of financial results is central to business life businesses. Financial condition characterized by provision of financial resources, necessary for normal functioning, appropriate placement and their effective utilization. Appointment of managing financial results - promptly identify and correct deficiencies in the development of the organization, to find room for improvement of the financial condition of the organization and to ensure financial sustainability of its activities.

The effective operation of enterprises and economic organizations, stable pace of their work and competitiveness in today's economic environment is largely determined by the quality of financial management. It includes financial planning and forecasting with such mandatory elements as budgeting and business planning, development, investment projects, business management accounting, regular comprehensive financial analysis and, based on solving the problems of solvency and financial stability, overcoming a possible bankruptcy.

The most important form of financial management of the enterprise should be the solution, which essentially boils down to form sufficient for the development of enterprise financial resources, the search for new sources of funding in the money and financial markets, the use of new financial instruments to address the key challenges of finance: solvency, liquidity, profitability and the optimal ratio equity and debt financing.

According to experts due to lack of an established financial management system of annually lose at least 10 % of their income - the lack of full and timely financial information leads to incorrect , delayed management decisions , many objects of

financial control away from the area of management attention.

To perform this task, a statement of an effective mechanism for financial management in the enterprise - a tool for improving the efficiency and manageability of the company and, consequently, improved financial performance of the company.

Management of financial results is necessary, as they allow:

- To carry out the strategic objectives to support the optimal structure and increase the productive capacity of the enterprise;
- Ensure that the current financial and economic activities;
- Participate in the implementation of the economic entity of social policy that improves the psychological climate in the enterprise.
- Market conditions in positive financial results can only be achieved by a general restructuring of enterprise management, is necessary to integrate all departments and services.

One of the significant factors affecting the financial result is the cost. It is therefore necessary to consider possible ways of its reduction.

At any industrial enterprise has three blocks: the supply, production and distribution. Enterprise activity can be represented as a complicated form of purchase and sale: purchased raw materials, parts and labor - on your own and leased equipment manufacture products that are sold through the distribution system. According to experts, the reserves allocated to reduce the cost of this chain like this: in the supply - 50%, 10% in the production and marketing - 40%.

The main reserve of cost reduction in the supply and marketing units is reasonable pricing policy, taking into account the tough competition of suppliers and consumers. Production: department heads must work to achieve natural indicators. They should not be responsible for what they put life half as much average. The focus in the production unit - is a normative part of the production costs and validity. Consequently, we need standards for all types of material, energy and labor.

Cost reduction factors - those reasons, the driving forces that lead to lower costs, and the conditions in which they operate. Can be used the next grouping of factors to reduce production costs:

- Improving the technical level of production: the introduction of new advanced technology, mechanization and automation of production processes; improvement of the technique and production technology; improving the use and application of new types of raw materials; Other factors that increase the technical level of production. The decisive condition for cost reduction is a continuous technological progress. Introduction of new technology, comprehensive mechanization and automation of production processes, improvements in technology, the introduction of advanced types of materials can significantly reduce the cost of production;

- Improving the organization of production and labor: the development of specialization of production; improved organization and maintenance; improving the organization of work; improve the management of production and reducing the cost of production; improving the use of fixed assets; improving logistics and use of material resources; reduction in transport costs; elimination of unnecessary costs and losses; Other factors that increase the level of production organization. Reserve serious cost reduction is an extension of specialization and cooperation. Specialized enterprises with mass production mass production costs are significantly lower than in the enterprises producing the same product in small quantities. Development of specialization requires the establishment of the most efficient co-operative relations between enterprises. Increased specialization and cooperation leads to a saving of labor and materials per unit of output;

- Change the volume and structure of production: the relative decrease in fixed costs, depreciation and amortization; changes in the structure of production; improving product quality.

The main sources of cost reduction are: Material cost savings through the use of resource-saving technologies, replacing expensive materials less expensive, the use of rational schemes of nesting materials, reduce material waste, reducing the

costs associated with the delivery of materials from the supplier companies enterprise - consumer;

- Reducing the complexity of the product and on this basis a reduction of wage costs with benefits. The main source of cost reduction in this case is the growth of labor productivity. With productivity growth reduced wage costs per unit of output while operating earnings growth;

- Reduce costs for the organization and management of production, which include salaries of administrative personnel; maintenance of equipment, buildings and structures; depreciation; travel, postal and telegraph and other costs [4, c.48]. The size of these costs per unit of output depends not only on the volume of output, but also on their absolute amount. Less than the sum of price and general factory costs for the whole company, the *ceteris paribus* lower the cost of each product.

- The elimination of wasteful expenditure, losses from operational downtime of equipment and vehicles, marriage, products, etc. Significant reserves of cost reduction and concluded in reducing losses from marriage and other unproductive expenditures. Study the causes of marriage, revealing its originator give opportunity to implement strategies to eliminate losses due to wastage, reduce and most efficient use of waste. Cost reduction depends on the activity of the enterprise. Each department should be economic groups , providing cost savings, for example, composed of structural units and structural units of the enterprise allocated cost centers and responsibility centers providing in-house management that allows us to estimate the contribution of each unit to the final results of the enterprise , decentralize management costs , as well as to monitor the formation of these costs at all levels of governance, which significantly increases the overall cost-effectiveness of management. At the same time, the allocation of financial responsibility centers is dictated by the need to regulate the costs and the final financial results based on the evaluation of indications, which are responsible for the heads of departments. In accordance with the Program of Strategic Development LLC "Avtooyana" until 2012, the Company is constantly working to

reduce the cost of raw materials.

The main directions of economy of material resources are:

Table.11

- Implement cost formulations;
- Reduction of waste production;
- Reduction of manufacturing defects;
- Exclusion unjustified use of expensive materials.

Current analysis and control of costs and revenues from sales should be conducted monthly. It will help to control unwanted deviations from the plan, monitor the trends in the financial result for the year and the pace of these changes, identify adverse periods associated with higher costs and lower sales and more prosperous months in which to get the maximum profit. Careful analysis of the causes of fluctuations in the financial result for months, will allow to reveal underlying factors affecting the profit from sales in some months (seasons) years, and to develop a system of measures to eliminate the negative effects and consolidate the positive results.

As sources are used in addition to routine analysis and regulatory information accounting data on actual sales volumes, selling prices for products and work on variable cost per unit of production (works, services) of the fixed costs associated with the management and maintenance of production as a whole by the organization or on its structural units.

Financial performance depends on other factors such as cost of sales of goods (works, services), selling and administrative expenses, other income and expense, income tax, etc. And as for the analyzed enterprise observed shortfall in net profit in the reporting period due to the increase in other income and expenses, as well as sanctions and other obligatory payments, you must pay special attention to these indicators. To include other expenses not related to the usual activities of the company (operating, non-operating and extraordinary).

By operating expenses include costs associated with the provision for temporary

use (temporary possession and use) the assets of the organization; costs associated with participation in the authorized capital of other organizations; costs associated with the sale, retirement and other write-off of fixed assets and other assets other than cash (except for foreign currency), goods, products; interest paid by the organization for giving her the use of funds (credits, loans), etc.

In the non-operating expenses include : fines and penalties for breach of contract; Compensation of losses organization ; receivables for which the statute of limitations has expired, other debts , bad debts; exchange rate differences; the write-down of assets, etc.

As part of the extraordinary expenses recorded expenses arising as a consequence of economic activity emergencies (natural disasters, fire, accidents, nationalization of property, etc.).

Recurring payments - taxes, fees and other mandatory contributions paid into the budget of the corresponding level of the budget system of the Republic of Uzbekistan and (or) state funds in the manner and on the conditions determined by the legislation of the Republic of Uzbekistan , including fines, penalties and other sanctions for failure or improper performance of the obligation to pay taxes, fees and other mandatory contributions to the appropriate level of the budget system of the Republic of Uzbekistan and (or) state funds , as well as administrative fines and penalties established by criminal law .

It also seems necessary to make a number of proposals to improve the financial performance of the company, which may be applied both in the short and medium term and in the long run:

- Strive to increase production by improving the quality of goods (works, services) and sales, as it allows you to optimize costs and reduce the price of products that enhance competitiveness, to conduct an effective product strategy , improve marketing activities, etc;
- To consider and resolve the causes of overspending financial resources for administrative and selling expenses;

- Carry out timely markdowns products have lost the original quality;
- Develop promotional activities to enhance the effectiveness of individual promotional activities;
- Systematic monitoring of equipment performance and make it timely adjustment in order to avoid reducing the quality and production of defective products;
- The commissioning of new equipment pay enough attention to education and training , skills development , effective use of the equipment and to avoid breakage due to low skills;
- Increase the skills of workers, accompanied by increases in productivity;
- Develop and implement an effective system of financial incentives for staff, closely linked to the core results of operations and saving resources;
- Develop and implement measures aimed at improving employee morale, which ultimately affect the productivity gains;
- Continuous monitoring of the conditions of storage and transportation of raw materials and finished products;
- Implement effective pricing, differentiated with respect to certain categories of buyers, which will provide the optimum combination of selling prices and sales volume and contribute to the growth in sales and profits.

During the analysis of the financial situation of the financial risk is assessed. Increase the financial risk is characterized by increasing financial leverage.

Lever (leverage) - financial management mechanism of formation of profit, based on the provision of an appropriate mix of certain types of capital or of certain types of costs distinguish: Leverage - mechanism of action on the level of return on equity by changing the ratio of debt and equity funds used now. Financial leverage - the potential impact on the profit of the organization by changing the volume and structure of liabilities. Leverage effect is the change came with the rational use of borrowedoffunds. Increasing the share borrowed capital allows,

under certain conditions, to reduce taxable income and income taxes. However, the financial risk of the organization is on the increase;

- Operating leverage - the mechanism of action for the amount and level of profit by changing the ratio of fixed and variable costs. Effect of production (operating) lever shows how many times the profit change outpacing growth in sales volume. The increase in profits is due to economies of scale production. At the same time, the higher the proportion of fixed costs in total costs, the greater the effect of the production arm.

Concept of earnings quality is applied in assessing the validity of profit. In the balance sheet profit present explicitly as "retained profit for the year " and "retained earnings " and covertly - in the form established by the profit funds and reserves .

The quality of earnings is influenced by various factors:

- Change in costs;
- The interest rate on loans (the lower it is , the higher the quality of earnings);
- State settlement with creditors, which is characterized by the ratio of overdue payables to total amount of this debt (the smaller the ratio, the higher the quality of earnings);
- Return on sales (the ratio of net profit to sales volume) - increasing the profitability of sales indicates the high quality of profits;
- Adequacy ratio of profit - if the organization has a margin above the industry, the quality of high profits;
- Structure of profitability by products - increasing the share of high-margin products indicates the high quality of profit. Quality profit - generalized description of the structure of sources of profit organization. High quality is characterized by growth in operating profit in output, lower operating costs, and poor quality - grew that prices for products without an increase in its production and sales in real terms. Quality of the product, its operational safety and reliability, design, quality after-sales service are for the modern buyer main criteria when making a

purchase and therefore determine the success or failure of firms in the market.

The modern market economy imposes new requirements for the quality of its products. This is due to the fact that now the survival of any company, its strong position in the market of goods and services determined by the level of competitiveness.

Innovative approach to business strategy is to understand that the quality is the most effective means of meeting the requirements of consumers and at the same time - reduce production costs.

CONCLUSION

Investigation of the complex problem of accounting and analysis of revenues and expenditures of the enterprise, which was held in the final qualifying work enabled us to formulate the following conclusions.

According to that revenue is recognized in the accounting records under the following conditions:

- The organization has a right to receive such proceeds;
- The amount of revenue can be measured;
- There is the belief that as a result of a specific operation will increase the economic benefits of the organization;
- Ownership (possession, use and disposal) of products (goods) moved from the organization to the buyer or work accepted by the customer (service provided);
- Expenses that are incurred or to be incurred in connection with this operation can be identified.

In turn, the expense is recognized in the accounting records, if :

- Fuel is produced in accordance with a specific contract requirement of laws and regulations, business customs;
- The amount of flow can be determined;
- There is the belief that as a result of a specific operation will decrease the economic benefits of the organization.

If the expenditure is not fulfilled at least one of the above conditions, the accounting organization recognized receivables. Moreover, according to AR expenses to be recognized regardless of the intent to receive proceeds. In case of improper business transactions in the accounts in the past year profit (loss) identified in the reporting year are included in other income (expense) is the reporting year.

Accounting in Uzbekistan organized based on the current regulatory system in a

market economy, which determines the totality of the state set mandatory rules and regulations of the organization and accounting, preparation of financial statements in business entities (organizations, enterprises). Set of existing rules and regulations in accounting, which must be applied, can be considered as an accounting system, organized in each business entity and to perform certain functions. There are four levels of regulatory accounting.

All data sources for analysis are divided into: regulatory planning, accounting and out of accounting. The sources of information of planned regulatory nature are all the types of plans that are developed at the enterprise (prospective, current, operational, technological cards), as well as regulatory materials, estimates, price lists, project assignments and other sources of information accounting nature - it's all data documents that contain accounting, statistics and records as well as all types of reports, primary records .

Out of accounting sources of information - it documents regulating economic activity, as well as data describing the changes in the external operating environment of the enterprise. Conducted in the second part of the final qualifying economic analysis of income and expenses, LLC "Avtooyna" led to the conclusion that the whole enterprise of "Avtooyna" is profitable, gradually increasing working capital. The company's revenue increases. In the analyzed period, the company has absolute financial independence (autonomy), its activities are financed largely by working capital, which in the period under review have a positive value, in the company has established. Ltd. "Avtooyna" quite normal to maneuver their funds, though revealed that the analyzed period, the ability to control decreased slightly. In the course of the analysis also revealed that the company "Avtooyna" solvency, at the time of analysis is capable to repay most of the accounts payable, however the company recommended a more rational use of its own resources.

The analysis of income and expenses, as well as in the work of the primary documentation of the enterprise has identified the various violations related to improper design of the above documents: some documents are not filled in all the necessary details, used excessive, incorrect or not appropriate details of buyers,

there are important grammatical errors arise confusion with the name of the goods shipped, and more. This fact is particularly important because sales of building materials is accounted for strictly on the basis of primary documentation which confirms the transfer of ownership of the product to the buyer.

All primary documents on implementation available, but are not written in full compliance with the requirements imposed on them: no fill the column "To payment documents" in an invoice with advance payment by the buyer of the goods, incorrect address of the consignee, registration invoices textures visually incorrect, not everywhere on the invoices bear numbers of attorney under which the person responsible for signing them. Also unintentional errors accounting enterprise workers, the main cause of errors in accounting is unsatisfactory accounting automation enterprise, namely software unsatisfactory financial service activities.

Used in the accounting, financial and management accounting software company "1C : Enterprise 8.2 . " Configured by the enterprise to perform priorities more managerial and financial accounting , ignores the importance of accounting, the specifics of the company - sales of building materials , the rapid growth of this market segment , constant updating product lines and new more advanced developments.

The most significant drawback of the program - is the lack of standard updates and weave all kinds of records in a single program. Decision suggests itself is - must be isolated from managerial accounting. You can do this by using two independent configurations in one program - one for accounting, another - for management. This can be 1C: Trade and warehouse or specialized or individually created configuration. Cost accounting information is designed for managers. Since managers are taking decisions only for their own organization, there is no need for the information to be comparable to similar information from other organizations. Instead, the important criterion is that the information must be relevant to decisions that managers operating in a

particular environment of business including strategy make. Cost accounting information is commonly used in financial accounting information, but first concentrating in its use by managers to make decisions.

In the final part of the study developed measures for the improvement of income and expenses, which include the introduction of workflow enterprise specialized accounting software that meets the specifics of activities "Avtooyana" as enterprises in wholesale and retail trade in building materials.

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