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5.2.3. Региональная и отраслевая экономика
(экономические науки)

**АНАЛИЗ ДЕЯТЕЛЬНОСТИ
СЕЛЬСКОХОЗЯЙСТВЕННОЙ ОРГАНИЗАЦИИ**

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Условия рыночной экономики создают необходи-
мость в изучении деятельности хозяйствующих
субъектов на предмет их платежеспособности и эф-
фективности функционирования. Объектом исследо-
вания в данной работе выступает сельскохозяй-
ственная организация ООО Агрофирма «Победа»
села Николенского Гулькевичского района. Для по-
лучения наиболее достоверной информации о состо-
янии компании, необходимо проводить наиболее
комплексный анализ. В статье проанализирована
структура имущества предприятия, проведена оцен-
ка ликвидности баланса, изучены показатели финан-
совой устойчивости и деловой активности. Выпол-
нен анализ динамики активов и пассивов предприя-
тия, платежных излишков, динамики выручки и чи-
стой прибыли. По итогам расчетов сформулированы
основные характеристики сельскохозяйственной ор-
ганизация ООО Агрофирма «Победа» села Николен-
ского Гулькевичского района

Ключевые слова: ФИНАНСОВАЯ
УСТОЙЧИВОСТЬ, СТРУКТУРА БАЛАНСА,
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5.2.3. Regional and sectoral economics (economic
sciences)

**THE ANALYSIS OF ACTIVITIES OF AN
AGRICULTURAL COMPANY**

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The conditions of a market economy create the need
to study the activities of economic entities in terms
of their solvency and efficiency of functioning. The
object of study in this paper is the agricultural organ-
ization Agrofirma Pobeda LLC in the village of Ni-
kolensky, Gulkevichsky district. To obtain the most
reliable information about the state of the company,
it is necessary to conduct the most comprehensive
analysis. The article analyzes the structure of the
enterprise's property, assesses the liquidity of the
balance sheet, and examines the indicators of finan-
cial stability and business activity. The executed
analysis of speakers asset and liability of the enter-
prise, payment excess, speakers of the receipts and
clean profit. Based on the results of the
calculations, the article formulates the main charac-
teristics of the agricultural organization Agrofirma
Pobeda LLC in the village of Nikolensky,
Gulkevichsky district

Keywords: FINANCIAL STABILITY, BALANCE
SHEET STRUCTURE, LIQUIDITY, SOLVENCY,
PERFORMANCE EFFICIENCY, ANALYSIS,
BUSINESS

Introduction

Modern conditions of a market economy, characterized by a high degree of volatility in financial markets and the presence of geopolitical contradictions, pose more and more challenges for economic entities. High competition within industries leads to the need to search for advantages to improve the efficiency of organizations and gain market share. The presence of such factors raises the issue of assessing a functioning business for its sustainability and efficiency in different economic periods.

Geopolitical tensions and the presence of a large number of sanctions against domestic enterprises are a serious problem for the Russian economy. Various restrictions certainly affect the current activities of business entities, disrupting supply chains and economic ties established in the context of the globalization process. The presence of such factors, in turn, leads to surges in inflation, production stops and shortages of groups of goods on the domestic market. The withdrawal of some foreign companies from the market certainly raises the issue of implementing the policy of import substitution and government support for domestic enterprises in order to improve the performance of their business. An increase in the profitability of business entities will stimulate an increase in tax revenues to the state budget, which will subsequently be used to support the development of the Russian economy.

Also, in the current conditions of geopolitical tension and instability, the issue of food security of the state is acute, the provision of which will be achieved by domestic agricultural organizations. Thus, agricultural enterprises have to carry out their activities in a structure characterized by the presence of a large number of market and climate risks that can undermine the stable operation of an economic entity.

Materials and research methods

The object of research in this work is the agricultural organization Agrofirm Pobeda LLC, registered in the village of Nikolenskoye, Gulkevichi district. The key activity of the enterprise is the cultivation of grain crops.

The assessment of any business comes down to a comprehensive study of the company: determining the satisfactory structure of its balance sheet, calculating financial stability and considering business activity indicators. In addition, when studying an enterprise, a comparative description of the calculated coefficients with standard or industry values can be carried out [1, 2, 4]. Calculations are performed using mathematical tools [3, 5].

Results and discussions

Table 1 contains an analysis of the structure of property and the sources of its formation in Agrofirm Pobeda LLC.

Calculations in Table 1 showed that the asset structure of Agrofirm Pobeda LLC in 2021 was characterized by a relatively equal ratio of current and non-current assets. The company's assets over three years increased by 331.1 million rubles. or by 28.81%. It is important to note that the organization's equity capital increased by 337.5 million rubles. or by 60.14% and outpaces the growth rate of all assets of the enterprise, which characterizes the activity of an economic entity on the positive side.

The next stage of studying an economic entity is an analysis of its solvency and balance sheet liquidity. This analysis will determine the availability of resources to repay the obligations of a business entity to creditors. Table 2 assesses the liquidity of the balance sheet of Agrofirm Pobeda LLC.

When studying the liquidity of an enterprise's balance sheet, items of the business entity's assets are grouped into groups according to the degree of liquidity - from the most liquid to the most difficult to sell, while liabilities are grouped according to the degree of urgency - from the most urgent to permanent.

Table 1 – Structure of property and sources of its formation in Agrofirm Pobeda LLC, thousand rubles.

Index	2019		2020		2021		Absolute deviation of 2021 from 2019	Growth rate in 2021 relative to 2019, %
	million rubles	% in the balance sheet structure	million rubles	% in the balance sheet structure	million rubles	% in the balance sheet structure		
Assets							-	
1. Non-current assets	657637	57.22	702546	57.55	738201	49.86	80564	+12.25
including: fixed assets	406672	35.38	409770	33.57	411603	27.80	4931	+1.21
2. Negotiable, total	491714	42.78	518155	42.45	742295	50.14	250581	+50.96
including: stocks	186293	16.21	172378	14.12	184183	12.44	-2110	-1.13
accounts receivable	263305	22.91	319894	26.21	490896	33.16	227591	+86.44
cash and short-term financial investments	41504	3.61	23425	1.92	64752	4.37	23248	+56.01
Passive							-	
1. Own capital	561129	48.82	700473	57.38	898580	60.69	337451	+60.14
2. Long-term liabilities, total	296558	25.80	356642	29.22	401190	27.10	104632	+35.28
including: borrowed funds	296558	25.80	343839	28.17	390841	26.40	94283	+31.79
3. Current liabilities, total	291664	25.38	163586	13.40	180726	12.21	-110938	-38.04
including: borrowed funds	215134	18.72	127353	10.43	134825	9.11	-80309	-37.33
Balance currency	1149351	100.00	1220701	100.00	1480496	100.00	331145	+28.81

Table 2 – Assessment of balance sheet liquidity in Agrofirm Pobeda LLC, thousand rubles.

Assets				Passive				Standard ratio A:P
	2019	2020	2021		2019	2020	2021	
								-
A1	41504	23425	64752	P1	74458	34192	42898	≥
A2	263305	319894	490896	P2	217206	129364	137828	≥
A3	186905	174836	186647	P3	296558	356642	401190	≥
A4	657637	702546	738201	P4	561129	700473	898580	≤
Balance	1149351	1220701	1480496	Balance	1149351	1220701	1480496	-

When studying the liquidity of an enterprise’s balance sheet, items of the business entity’s assets are grouped into groups according to the degree of liquidity - from the most liquid to the most difficult to sell, while liabilities are grouped according to the degree of urgency - from the most urgent to permanent.

Table 3 shows the calculation of the payment surplus (deficiency) for Agrofirma Pobeda LLC.

Table 3 – Calculation of payment surplus (deficiency) for Agrofirma Pobeda LLC, thousand rubles.

	Payment surplus (deficiency)		
	2019	2020	2021
A1 - P1	-32954	-10767	21854
A2 - P2	46099	190530	353068
A3 - P3	-109653	-181806	-214543
A4 - P4	96508	2073	-160379

As can be seen from the data in Table 3, in 2021, Agrofirma Pobeda LLC fulfilled three of the four ratios of assets in terms of liquidity and liabilities. The indicator “ $A3 < P3$ ” indicates that the enterprise does not have enough slowly selling assets to repay long-term loans. According to the principles of the optimal balance sheet structure, a business entity must have a sufficient volume of short-term receivables to cover medium-term obligations, which is carried out in the analyzed organization.

At the next stage of analysis of a business entity, a study of its financial stability can be carried out. For this purpose, a set of financial ratios is used, which make it possible to identify various shortcomings in the financial activities of an economic entity. The advantage of using relative indicators is associated with the possibility of further comparison with other organizations or standard values for the industry, which will determine the stability of the organization relative to competitors. It is also important to note that the study of financial stability coefficients must be done over time in order to determine trends occurring in the functioning of the enterprise.

Timely detection of problem areas in the financial condition of the enterprise allows timely measures to be taken to eliminate them and thereby minimize risks in the organization's activities.

Table 4 shows the calculation of the financial stability coefficients of Agrofirma Pobeda LLC.

Table 4 – Coefficients characterizing the financial stability of Agrofirma Pobeda LLC

Index	Standard	2019	2020	2021	Deviation (+,-) 2021 from	
					2019	2020
Financial Independence Ratio	≥ 0.5	0.488	0.573	0.607	0.119	0.034
Financial stability ratio	≥ 0.6	0.746	0.866	0.878	0.132	0.012
Equity agility ratio	≥ 0.6	-0.084	-0.002	0.108	0.192	0.110
Capitalization rate	1	1,048	0.743	0.648	-0.400	-0.095
Funding ratio	1	0.954	1,346	1,544	0.590	0.198
The coefficient of the real value of production assets in the total value of the organization's property	> 0.5	0.734	0.717	0.623	-0.111	-0.094

From the calculations made in Table 4, it can be seen that the financial independence coefficient in 2021 was 0.607 points, which is 0.119 points more than in 2019. Such dynamics of this indicator on the positive side characterizes the financial condition of the analyzed organization and indicates a decrease in its dependence on borrowed funds. The financial stability coefficient during the study period was above the standard level and had a positive upward trend. Equity agility ratio in 2019 and 2020 had a negative value and amounted to -0.084 and -0.002 points, respectively. This suggests that in 2019 – 2020. The enterprise's own funds were invested in slowly selling assets, and working capital was formed from borrowed funds, however, in 2021 the situation changed and this coefficient took on a positive value. Despite the value of this indicator being below the standard level, the positive dynamics in its change describe the financial situation in the organization in a good way. The funding ratio in 2021 was 1.544 points, up 0.590 points from 2019. This value of this indicator indicates that most of the organization's property was formed from its own funds, which will simplify the receipt of borrowed funds in the future. Thus, according to most indicators of financial stability in LLC Agrofirma Pobeda, there is a positive trend towards improving the financial condition of the business entity.

Important indicators characterizing the company's performance are revenue and net profit. The company's profit growth rate exceeding the revenue growth rate will symbolize an increase in the organization's profitability. The

figure shows the dynamics of changes in revenue and net profit of Agrofirma Pobeda LLC.

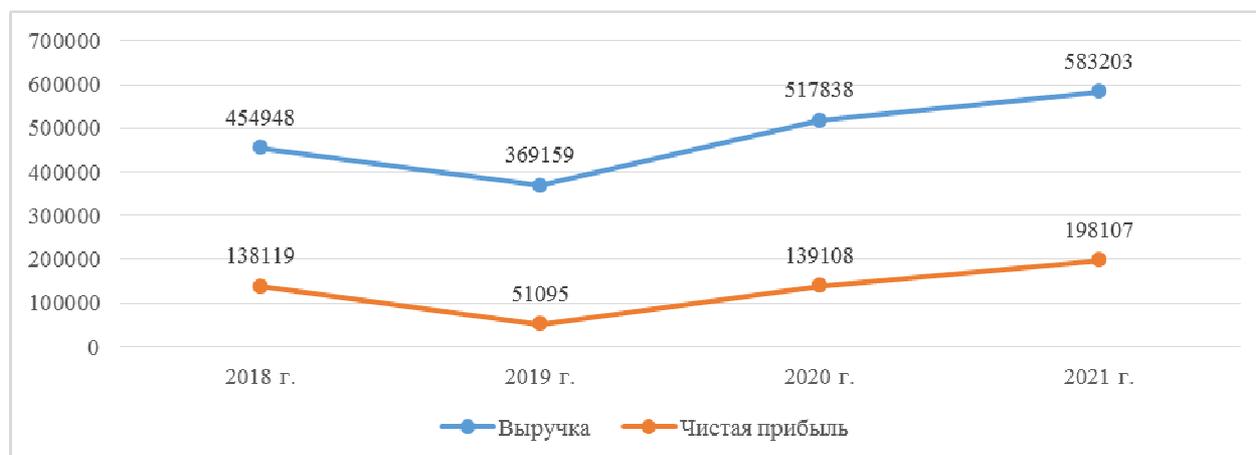


Figure - Dynamics of changes in revenue and net profit of Agrofirma Pobeda LLC

To understand the company’s specialization, it is necessary to analyze the revenue structure of Agrofirma Pobeda LLC in 2019–2021. (Table 5).

Table 5 – Revenue analysis of Agrofirma Pobeda LLC

	2019		2020		2021	
	thousand roubles.	share in revenue, %	thousand roubles.	share in revenue, %	thousand roubles.	share in revenue, %
TOTAL REVENUE	369159	100.00	517838	100.00	583203	100.00
- from the sale of agricultural products	310558	84.13	454539	87.78	561260	96.24
- industrial products	40328	10.92	42374	8.18	1512	0.26
- goods	16106	4.36	19266	3.72	16266	2.79
- works and services	2167	0.59	1659	0.32	19266	3.30

As follows from the comparative indicators, the largest share in the company’s revenue structure is occupied by the sale of agricultural products; during the analyzed period, its share exceeded 80%. It should be noted that in 2021, sales of agricultural products accounted for more than 96%.

Table 6 analyzes the structure of revenue from sales of crop products of Agrofirma Pobeda LLC.

From the data in Table 6 it is clear that revenue from sales of crop products in 2021 amounted to 561.26 million rubles, which is 80.73% more than in 2019. The largest share in the structure of revenue from the sale of crop products in the organization under study was occupied by grain and seeds of grain and leguminous crops; the volume of revenue from their sales over three years increased by more than 50% and amounted to 350 million rubles in 2021.

It is important to note that there were changes in the organization's revenue structure during the analyzed period. The share of wheat grain in revenue decreased by 8.1% and amounted to 39.06% in 2021, while the share of vegetables and melons increased by 7.4% over three years and amounted to 23.25% in 2021.

Table 6 – Analysis of the structure of revenue from the sale of crop products of Agrofirma Pobeda LLC, thousand rubles.

	2019		2020		2021		Revenue growth rate, %
	thousand roubles.	share in revenue, %	thousand roubles.	share in revenue, %	thousand roubles.	share in revenue, %	
Grain and seeds of cereals and leguminous crops	232303	74.80	284739	62.64	350315	62.42	150.80
of them:							
- wheat grain	146447	47.16	242608	52.37	219218	39.06	149.69
- corn grain	75101	24.18	13273	2.92	95162	16.96	126.7
- barley grain	9398	3.03	11390	2.51	14764	2.63	157.10
- grains and seeds of other leguminous crops	1357	0.44	17468	3.84	21171	3.77	15.6 times
Oilseeds for sowing and processing	29038	9.35	102297	22.51	80457	14.34	2.8 times
Vegetables and melons	49217	15.85	67503	14.85	130488	23.25	2.7 times
REVENUE	310558	100.00	454539	100.00	561260	100.0	180.73

An important component in the structure of crop production is the production of seeds. The activities of the Pobeda agricultural company in this area correspond to the general direction of the agricultural sector of Kuban, as a leading producer of domestic seeds. At the end of the 2023 season, our region produced 11.3 million tons of grain and leguminous grains with an average wheat yield of 58.3 c/ha. Kuban was fully provided with grain seeds. Sowing of winter grains

for the 2024 harvest - wheat, barley, triticale - is carried out only with domestically selected seeds with a total volume of 419 thousand tons. The region's agricultural sector has completely switched to Russian seeds of wheat, barley, rapeseed and soybeans. Of the listed crops, the products of the Pobeda agricultural company include seeds of the first two, as well as corn and oilseeds.

Indicators of total revenue for grain and seeds of grain and leguminous crops over the three years under review have steadily increased. This figure is in 2020 and 2021. in comparison with previous seasons was: for wheat grain 66% and (-10) % with an average value of 230,913 thousand rubles; for corn grain - 77% and 600%; for barley grain - 21% and 29.6%; for grain and seeds of other leguminous crops - 1200% (13 times) and 21.2%; for oilseeds for sowing and processing - by 3.5 times and by (-21)%.

It should be noted that there was a significant increase in revenue for grains, pulses and oilseeds in 2020 compared to the previous season, and the maintenance of stable growth in 2021.

The second direction in the crop production of the Pobeda agricultural company is the cultivation of vegetables and melons, which is also one of the leading areas of the agricultural sector of Kuban. These products are supplied to all regions of the country. And each resident of Kuban annually consumes almost 145 kg of vegetables. In recent years, the vegetable harvest has been maintained at a high level (on average 500 thousand tons), increasing by 3% every season. Kuban is one of the five leading producers of melons and melons in Russia, annually sowing more than 5 thousand hectares with them. For melon crops, the indicators are also stable and range from 75 to 80 thousand tons with an average yield of 170 c/ha. The revenue indicators of the Pobeda agricultural company for these types of agricultural products indicate strong growth - by 37% and 93%, respectively, in 2020 and 2021. compared to previous seasons.

In general, revenue indicators from the sale of crop products of the Pobeda agricultural firm increased from 2019 to 2020 by 46.4% and from 2020 to 2021 by 23.5%.

Changes in the structure of an organization's revenue may indicate the desire of an economic entity to diversify the crops grown, which is an effective solution in conditions of climate risks and high volatility of market prices.

conclusions

Based on the calculations performed and comparison of the obtained indicators, we can conclude that Agrofirma Pobeda LLC is a financially stable company with a high degree of creditworthiness, capable of meeting its obligations in the short and long term, which is confirmed by:

- stable growth of the enterprise's assets while outstripping the growth rate of equity capital in relation to other assets;
- optimal coverage of medium-term obligations;
- sustainable reduction in dependence on borrowed funds;
- increasing the profitability of the organization;
- annual increase in revenue.

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