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THEORETICAL AND METHODOLOGICAL ASPECTS OF FORMING AND ANALYZING THE PROFITS OF INDUSTRIAL ENTERPRISES

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The task facing Uzbekistan's industrial enterprises is to increase the volume of product output while simultaneously increasing the return on every soum spent. This cannot be assessed without profit indicators. In January–March 2026, the republic's enterprises produced industrial products worth 289,254.4 billion soums, and the industrial production index amounted to 108.0% compared to the same period of the previous year. There is volume growth, but how much this growth is turning into profit is a separate question. In January–August 2025, across economic sectors, profit before income tax amounted to 2,975,736.7 million soums, of which the share of the manufacturing industry was 2,998,109.8 million soums. A noteworthy aspect is that the growth rate of the manufacturing industry during this period was 106.3%, while in the mining industry and open-pit mining, profit decreased by 35.4%. These figures show that profit dynamics across sectors are not uniform; fluctuations are stronger in sectors dependent on raw material prices, while they are relatively more stable in processing industries. Knowledge of profit calculation methods is necessary precisely to identify the causes of these differences.

The profit of an industrial enterprise is a key indicator reflecting the financial stability, competitiveness, and development potential of the enterprise. Determining profit serves as the basis for assessing how effectively resources are being used, measuring production efficiency, and making investment decisions. The amount of profit is also the starting point for taxation and financial planning; enterprise management relies on this very indicator when making strategic decisions. However, profit is not the only indicator, and calculating it at various stages reveals different facets of the enterprise's activity.

Profit calculation is carried out step by step. First, the gross profit from product sales is determined: the production cost of goods sold is deducted from the net revenue from sales. This stage shows how effective the enterprise's core production activity is. At the next stage, the profit from operating activities is calculated: period expenses are deducted from gross profit, other income from operating activities is added, and other losses are subtracted. Here, the composition of period expenses is of particular importance, since these are expenses not included in the product cost but related to the enterprise's activity.

The factors influencing changes in profit can be divided into internal and external groups. Internal factors stem from the enterprise's own activity, management, and resources. A decrease in product cost increases net profit; an increase in sales volume expands revenue; pricing policy determines the profit margin; product quality has a positive effect on profit by raising demand and price. An increase in labor productivity relatively reduces wage costs and enhances production efficiency. The level of expenses itself is also a direct factor: if they rise, profit decreases; if they are reduced, they increase. Innovation and technological renewal can reduce costs through new, cost-effective technologies and increase profit. Management quality ensures the optimal use of resources, and the utilization of internal reserves creates additional opportunities.

External factors are related to the enterprise's external environment and market conditions. An increase in market demand increases product sales and has a positive effect on profit. If the level of competition is high, prices fall and profit decreases. Inflation increases costs, while at the same time it can lead to changes in profit through prices. Changes in the exchange rate affect import costs and can

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reduce profit. Benefits in tax policy increase profit, while an increase in the tax burden reduces it. Rising prices for energy and resources increase costs. Disruption of supply stability limits raw material supply and reduces profit. Changes in consumer behavior affect demand and sales. External economic and political factors can also increase or decrease the enterprise's profit.

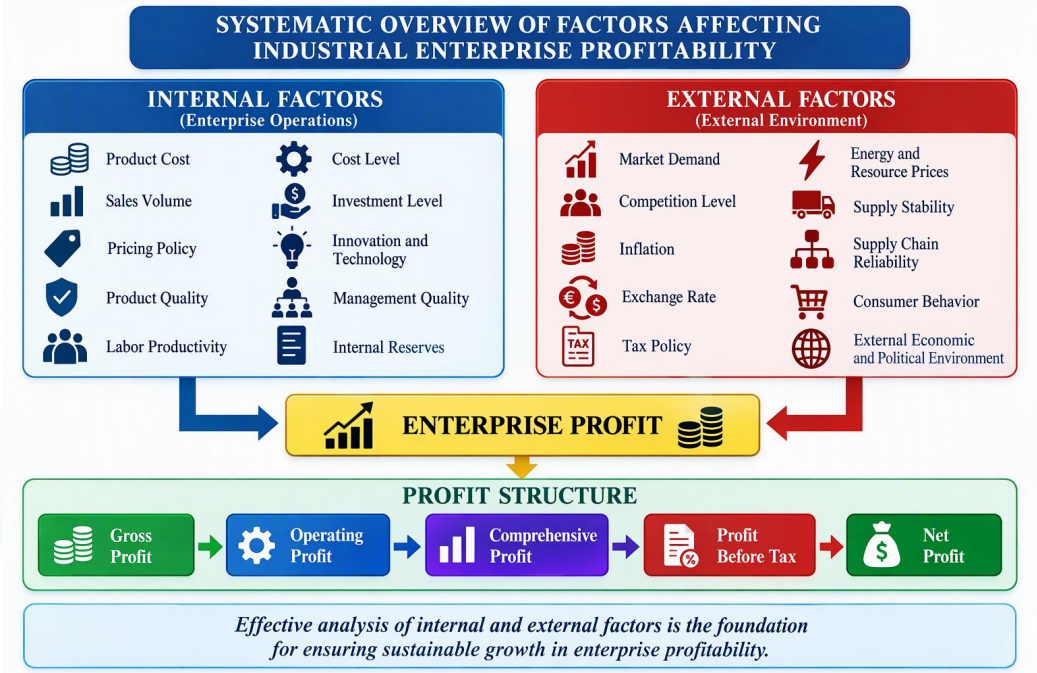


Figure 1. Systemic representation of factors influencing the profit of an industrial enterprise

The figure unites internal and external factors into a single system. Internal factors are those that can be changed under the influence of enterprise management; external factors, although beyond the enterprise's control, allow for the development of an adaptation strategy. For example, while a change in the exchange rate is an external factor, an enterprise can mitigate the impact by reducing the share of imported raw materials or using forward contracts. The level of competition is also an external factor, but competitiveness can be maintained by improving product quality and optimizing costs.

In Uzbekistan's industry, profit dynamics differ significantly across sectors. Among the enterprises with the largest profits in January–May 2025 were enterprises within the system of the Ministry of Mining and Geology (31,466.2 billion soums), "Uztransgaz" (1,998.8 billion soums), "Uzavtosanoat" (1,846.7 billion soums), and "O'zbekneftegaz" (1,348.5 billion soums). At the same time, some large enterprises experienced a decrease in profit: a decline of 848.8 billion soums was observed at "Uzavtosanoat," 118.3 billion soums in the system of the Agency for the Development of the Pharmaceutical Industry, and 101.3 billion soums at "Uzmetkombinat." These examples show how dependent profit is on sector-specific characteristics and external factors: while the rise in gold prices on the global market increased the profits of mining enterprises, changes in market demand and increased competition in the automotive industry reduced profits.

The average profitability level of industrial enterprises is estimated at around 8.1%. This indicator by itself does not lead to the conclusion of "low" or "high"; it varies greatly across sectors. While profitability in some enterprises reached 15–18%, sharp declines have been recorded in others. The reason for such a disparity is not only cost; product price, market demand, financing conditions, and management quality also play a role here. Therefore, relying solely on sector average indicators when analyzing profit would be a mistake; it is necessary to evaluate based on each enterprise's specific conditions.

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In conclusion, it can be stated that the step-by-step method of calculating profit allows an enterprise to distinguish which part of its activity is effective and which part is generating losses. While gross profit shows the efficiency of production, operating profit reveals the impact of management and sales expenses, overall economic profit covers financial operations, and net profit shows the real result remaining at the enterprise's disposal. Since profit dynamics in Uzbekistan's industry are not uniform across sectors and enterprises, a systematic analysis of factors remains the only reliable way to identify internal reserves and develop a strategy for adapting to external threats. If profit calculations are accurate, then pricing decisions, investment decisions, and profitability improvement plans will all rest on a reliable foundation.

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