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ANALYSIS OF INCOME AND EXPENSES IN THE FINANCIAL ACTIVITY OF RAILWAY TRANSPORT ENTERPRISES

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Annotaysiya:
Temir yo'l transporti jahon iqtisodiyotida hal qiluvchi rol o'ynaydi, yuk va yo'lovchilarning katta masofalar bo'ylab harakatlanishini osonlashtiradi. Temir yo'l transporti korxonalarining moliyaviy faoliyati murakkab va dinamik jarayon bo'lib, operatsion samaradorlik va rentabellikni ta'minlash uchun daromad va xarajatlarni boshqarishni o'z ichiga oladi. Ushbu maqolada biz temir yo'l transporti korxonalarining moliyaviy faoliyatidagi daromadlar va xarajatlar tahlilini ko'rib chiqamiz, moliyaviy natijalarga ta'sir qiluvchi asosiy omillar va moliyaviy natijalarni optimallashtirish strategiyalarini ko'rib chiqamiz.

Kalit so'zlar: temir yo'l transporti, moliyaviy faoliyat, daromad, xarajatlar, temir yo'l infratuzilmasi, diversifikatsiya.

Аннотация:
Железнодорожный транспорт играет важнейшую роль в мировой экономике, облегчая перемещение грузов и пассажиров на большие расстояния. Финансовая деятельность предприятий железнодорожного транспорта представляет собой сложный и динамичный процесс, включающий управление доходами и расходами для обеспечения операционной эффективности и рентабельности. В данной статье мы рассмотрим анализ доходов и расходов в финансовой деятельности предприятий железнодорожного транспорта, рассмотрим основные факторы, влияющие на финансовые результаты и стратегии оптимизации финансовых результатов.

Ключевые слова: железнодорожный транспорт, финансовая деятельность, доходы, расходы, железнодорожная инфраструктура, диверсификация.

Abstract:
Railway transport plays a crucial role in the world economy, facilitating the movement of goods and passengers over large distances. The financial performance of railway enterprises is a complex and dynamic process that involves managing revenue and costs to ensure operational efficiency and profitability. In this article, we will consider the analysis of income and expenses in the financial activities of railway transport enterprises, consider the main factors affecting financial results and strategies for optimizing financial results.

Keywords: railway transport, financial activity, income, expenses, railway infrastructure, diversification.

INTRODUCTION

Revenues in railway transport enterprises are primarily derived from ticket sales, freight services and other ancillary revenue sources. Revenue from ticket sales is derived from passenger fares, and revenue from cargo transportation is derived from cargo transportation. Ancillary revenue sources may include advertising, leasing of railway infrastructure and other ancillary services. Analyzing revenue streams is essential to understanding the revenue-generating potential of rail transport enterprises and identifying opportunities to increase revenue.[5]

MATERIALS AND METHODS

Costs in rail transport businesses include various operating costs, including fuel, maintenance, labor, infrastructure maintenance and administrative costs. Fuel costs are a significant expense for rail operators, as diesel or electricity is required to power locomotives. Maintenance costs include maintenance of tracks, rolling stock and other infrastructure components. Labor costs account for the salaries and benefits of railroad employees, while administrative costs cover overhead costs such as office operations and management salaries. In addition, transportation costs and operating costs are indicators reflecting all aspects of the financial and economic activities of railway enterprises. Therefore, the correct accounting of production costs, as well as the calculation and analysis of production costs are one of the important tasks of accounting and economic analysis. In order to determine the

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reserves for reducing the cost of production, it is necessary to improve the use of factors affecting it, namely:
- of labor resources (elimination of working time losses, ensuring the interest of the labor collective in increasing the volume and quality of production);
- material costs (fuel, materials, effective use of electricity);
- tools (effective use of rolling stock, introduction of new equipment and modernization).

Along with the above-mentioned measures, the main factor in the efficient use of material and labor resources is the identification and implementation of reserves for increasing transportation volumes.

Cost analysis helps identify cost savings opportunities and increase operational efficiency.In this case, cost reduction reserves are formed on the basis of forecasting operating costs and economic analysis of factors affecting them. The main tasks of cost analysis are:
- by comparing forecast and historical data, determining trends in cost changes;
- determination of factors affecting transportation volumes;
- determination of reserves for reducing transportation costs;
- influencing costs, directly and indirectly on the company's activities determination of related factors;
- control of efficient utilization of resources. Several key metrics are used to assess the financial health of railroad companies. The purpose of cost forecast performance analysis is to determine the impact on cost forecasts as a result of changes in transportation volume and cost. The impact of these two factors can be determined by recalculation and various methods. The impact on costs as a result of changes in the volume of work is determined using the following calculations:

$$\Delta E_{\sum plq} = E_0 - E_0 * I_{\sum plq}$$

The impact on costs as a result of changes in transportation costs is determined using the following calculations:

$$\Delta E_c = E_0 - E_0 * I_{\sum plq} - E_1$$

here: E - cost of production (indicators E, 0 - forecast, 1 - data of the reporting period); $I_{\sum plq}$ - fulfillment of cargo volume % (in coefficients).

These include revenue per passenger or tonne-kilometre, operating ratio (operating costs as a percentage of revenue), net profit margin and return on investment.

Revenue per passenger or ton-kilometer shows the efficiency of revenue generation, while the operating ratio reflects the efficiency of cost management. Net profit margin measures profitability and return on investment evaluates the return on capital investment. To optimize financial performance, railway companies can implement various strategies. [1]

These include route optimization, increasing asset utilization, negotiating favorable fuel contracts, investing in technology to save costs, and improving operational efficiency through revenue diversification. Cost control measures such as maintenance planning and workforce management can help reduce costs. Strategic pricing and marketing initiatives can also increase profits.[5]

RESULTS AND DISCUSSIONS

One of the main sources of income of railway companies is freight transportation. Railroads transport goods and commodities such as coal, oil, agricultural products, manufactured goods, and raw materials over long distances, generating revenue through freight charges.In this case, it is necessary to consider the forecast of revenue from operational ton-km in proportion to the volume of transportation performed. The volume of operational tonne-km performed is 10 tonne-km. By multiplying the average revenue rate by the actually performed freight transportation volume, the adjusted revenue forecast is determined. Railroad companies transport passengers earns revenue from its services, including intercity trains, intercity rail services, high-speed trains and tourist trains. Passengers pay fares for travel and railway companies can offer different fares and classes to meet the different needs of passengers. Railway companies manage railways, stations, terminals and other infrastructure facilities transport providers, businesses or organizations can earn revenue by renting them out for commercial use. These payments contribute to the company's revenue stream. Factors affecting the volume of revenue from passenger transportation are passenger km, transportation volume and profit margin. The revenue rate per 10 passenger-kilometers is determined quarterly based on the ratio of projected passenger transportation revenue to projected passenger turnover.Railroad companies often partner with advertisers and sponsors to display ads on trains, stations, platforms, and other railroad properties. Revenue is generated through advertising contracts and sponsorship agreements with passengers and companies that want to reach the passenger audience. Some railroad companies leverage their land assets by participating in real estate development projects at railroad stations, terminals, or along rail corridors. Revenue is generated through property sales, leasing agreements, and property development partnerships. Railroad companies may offer tourism and excursion services, such as scenic train rides, heritage railroad experiences, and themed train tours. These specialized services attract tourists and enthusiasts, generate revenue from the sale of tickets and tour packages.[2]

Railroad companies participate in intermodal transportation by combining rail services with other modes of transportation such as trucks, ships, and airplanes. Revenue is generated through partnerships with intermodal freight services and logistics providers. In some regions, rail companies receive government subsidies, grants, or contracts to support critical rail services, infrastructure development, or public transit initiatives. These financial contributions complement the company's sources of revenue. Railway companies can offer freight transportation, storage and logistics services to facilitate the efficient movement of goods and provide value-added services to customers. Revenue is generated through service charges and logistics solutions. By diversifying revenue streams and optimizing operational efficiency, railway companies can improve their financial performance, sustain growth and meet the changing needs of the transport market.[4]

CONCLUSION

In conclusion, the analysis of income and expenses in the financial activity of railway transport enterprises is important to ensure stable operation and profitability. By understanding revenue sources, effectively managing costs and implementing financial optimization strategies, railway operators can improve their financial performance and competitiveness in the market. Continuous monitoring and evaluation of financial performance is key to operational excellence and long-term success in the rail transportation industry.

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