

ASSESSMENT OF THE CREDIT CAPACITY OF AGRICULTURAL ENTERPRISES

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The market transformation at the current stage of the formation of the economic system of Ukraine is accompanied by the restructuring of the financial resources of enterprises. At the same time, the credit system is being restructured, the scope of credit relations is constantly expanding, and new types of loans and credit instruments are constantly appearing. At the same time, special attention should be paid to lending to agricultural and food industry enterprises, which objectively needs to improve the credit environment. At the same time, the issue of improving creditworthiness assessment methods of agricultural firms remains relevant.

Problems of creditworthiness of agricultural enterprises and improvement of credit relations are investigated by M.Ya. Demyanenko, V. M. Aleksiychuk, P. T. Sabluk, V. O. Palamarchuk, M. I. Savluk, T. T. Kovalchuk, M. Y. Malik and others [1, 2, 3].

The purpose of this work is research, assessment of creditworthiness and substantiation of the best performance indicators of agricultural sector enterprises.

Creditworthiness is the ability of a firm or a person to provide debt service, i.e., payment of principal and interest within a specified period.

One of the main factors of credit security is potentially creditworthy borrowers, it depends on his credit history and business reputation, financial condition, quality of business plan (if it is needed). The financial crisis that erupted in the USA spread to the world economy. The result was a sharp drop in production, an increase in unemployment, a suspension of lending to agricultural enterprises, budget funds were reduced to a minimum, and the tax burden increased. Analysis and improvement of existing creditworthiness assessment methods is a relevant topic for the establishment and development of the process of reform and openness of the agricultural sector of Ukraine. But from the side of the development of the methodological base for assessing the creditworthiness of individual borrowers, insufficient attention is paid to the risks of commercial banks, so it is necessary to pay attention to an adequate assessment of the potential creditworthiness of mortgage borrowers (this is a mandatory condition of a credit guarantee).

Timely provision of sufficient and cheap credit resources to business entities is important for efficient production and requires banks to have a balanced credit policy regarding the choice of types and methods of lending, the optimal amount of credit resources and determining the conditions for their involvement. The policy should take into account the peculiarities of the borrower's activity and be based on what is most beneficial for a specific industry. Therefore, it requires a deep theoretical demonstration and practical development to ensure high efficiency of business entities and

minimize credit risk. This is especially important for the agricultural sector, where, in addition to general factors of external and internal influence, there are specifics of financing needs, especially seasonality, low level of profitability, insufficient development of financing, etc [1].

Agricultural bank loans have certain attributes that are determined by the specific circumstances of an agricultural enterprise. The credit policy of banks' lending to agricultural enterprises should also be somewhat differentiated, taking into account the characteristics of agricultural borrowers, the specifics of the country's agro-industrial complex and the food market.

The main specific differences in lending to agricultural borrowers are: increased credit portfolio risk associated with the vulnerability of agricultural producers and the dependence of borrowers' solvency on weather conditions and the national agricultural market regulation policy; cyclicity is caused by seasonal fluctuations in the production and sale of products and the company's need for additional working capital.

When assessing the borrower's financial condition and creditworthiness, clearly defined objective indicators of the borrower's activity should be taken into account, such as: sales, profits and losses; profitability; liquidity ratio; cash flow (money coming into the borrower's account) to ensure loan repayment and interest payments; composition and dynamics of receivables and payables, etc. Commercial banks must also take into account mainly subjective factors: the efficiency of the borrower's business management, the borrower's market position and its dependence on cyclical and structural changes in the economy and industry, the efficiency of the state order and state support of the borrower. Borrower, borrower's past credit history, etc. [2].

Basically, banks offer credit benefits to enterprises that: conduct diversified activities (i.e. engage in various spheres of activity); conduct profitable activities and are in a stable financial position; have a good «credit history» (returned a previously received loan and paid interest). , did not transfer pledged property without the bank's consent and clearly fulfilled other contractual obligations with the bank); partially participated in the financing of credit projects with his own funds (for example, after the company received spring field work). Credit, paid at the expense of own funds Seed costs, fuel, lubricants are paid at the expense of credit funds; current (demand) property can be mortgaged; have a good business reputation, no overdue debts to other creditors and tax authorities.

Credit assessment standards are independently formed by commercial banks on the basis of the index system established by them, mainly on the basis of the following basic positions: morality, contract, payment discipline), that is, to assess relations with creditors, buyers and clients; borrowers' solvency in recent years and in the future, analysis of financial condition; self-sufficiency of at least 50% of costs; evaluation of finished products, availability of orders for fulfillment, nature of services provided (competitiveness of domestic and foreign markets, demand for products). , services, export

volumes); economic conditions (prospects of the borrower's development, availability of sources of funds for capital investments); access to loans; market position of the enterprise; access to state support; efficiency of enterprise management [3].

Loans that exceed the objective need for additional funds and the borrower's ability to pay can theoretically help companies get out of financial trouble, but in practice often force companies to direct loans to unreasonable expenses, which leads to losses. This significantly worsens the credit financial condition. Institution. The involvement of the bank's resources, for example, participation in the circulation of funds for the borrower's resource-intensive projects without a proper assessment of its payback period, providing loans beyond the scope of the borrower's activities, often creates problems for the bank itself, which is unwise to risk funds associated with a weak or troubled business economy.

Therefore, an objective assessment of the borrower's creditworthiness is an important factor in securing a mortgage. The credibility of this assessment increases if an appropriate credit model is developed and applied, which involves quantitative measurement of the impact of factors. Further research in this area should be aimed at determining the standardization of features for each factor of credit evaluation and the application of computer technology in such evaluations.

Improving the mechanism of credit assessment of agricultural producers will allow for a more detailed analysis and a more complete reflection of the financial and economic conditions of borrowers, thereby reducing the credit risk of commercial banks. The result of the latter is an increase in credit limits and cheaper credit, and therefore, an increase in credit resources available to agricultural enterprises. Thanks to additional financing, the production process in the agricultural sector is activated, thereby increasing the total value of products and improving the welfare of the population.

References:

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