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**Accounts Receivable of an Enterprise: Analysis of Definition Changes in THE Conditions of Military State**

Accounts receivable is a tool that helps businesses expand their customer base and incentivizes enterprises- buyers to cooperate on a post-payment basis. Proficient management and risk assessment skills assist a company in expanding its production and sales activities, leading to improved economic performance for the country as a whole. Given the full-scale armed aggression of the Russian Federation towards Ukraine, the relevance of defining and classifying the concept of accounts receivable is particularly important, as accounts receivable plays a crucial role in the financial and economic activities of a company.

The definition of the category "accounts receivable" has been studied by domestic and foreign scholars such as F.F.Butynets, S.F. Holov, H.H. Kireitsev, D. Stoun, K. Khitchynh, O.M. Kyiashko, T. Momot, O.H. Lyshchenko, L.O. Lihonenko, and others. However, there is no unified approach to its definition in modern conditions in economic literature.

The key concept that reveals the essence of accounts receivable is "debtor" (from Latin debitum - debt, obligation). The main normative document that regulates the accounting of accounts receivable is National Accounting Regulation (Standard) 10 "Accounts Receivable", which defines debtors as legal and natural persons who owe certain amounts of money, their equivalents, or other assets to the enterprise as a result of past events, and accounts receivable as "the amount of indebtedness of debtors to the enterprise as of a certain date" [7].

T. Momot provides an interesting and concise definition: "Accounts receivable - interest-free loans to counterparties." Similar in content, V.K. Orlova[14] defines it as "the amount of indebtedness of legal or natural persons to the enterprise in the form of money, their equivalents, or other assets as a result of past events," and O.Ye. Fedorchenko[16] defines it as "the sum of debts of legal and natural persons to the enterprise in cash and non-cash forms, arising from business transactions resulting from past events and subject to repayment in the future".

M.D. Bilyk [4] considers accounts receivable as "property that is unpaid by counterparties or cash withdrawn from the circulation of working capital." In our opinion, this statement is not entirely accurate, as cash, although withdrawn from circulation, is reflected as a liability of debtors in the form of accounting form No. 1 "Balance Sheet (Statement of Financial Position)".

In terms of contemporary Ukrainian scholars, Ye.V. Dubrovska [8, p. 202] defines accounts receivable as "unpaid goods (works, services) and/or withdrawn funds from the circulation of an enterprise, which have documentary evidence entitling to receive the debt in the form of cash, their equivalents or other assets".

The opinions of scholars on the definition of the concept of "accounts receivable" in economic literature and regulatory acts are summarized in Table 1.

Table 1 - Scholars' Opinions on the Definition of the Concept of "Accounts Receivable" in Economic Literature\*

|  |  |
| --- | --- |
| Author(regulatoryact) | Definition |
| F.F.Butynets | Debtor indebtedness refers to the indebtedness of other enterprises or individuals for payments to a particular enterprise. |
| S.F. Holov | Debtor indebtedness is a financial asset that represents the contractual right of one party to receive money, which is agreed upon with the corresponding obligation of the other party to make payment. |
| H.H. Kireitsev | Debtor indebtedness is a component of working capital that encompasses the set of claims against individuals or legal entities for payment of goods, products, or services. |
| D. Stoun, K. Khitchynh | Debtor indebtedness is the total amount of debts owed to a legal entity or individual as a result of economic relations with them. |
| National Accounting Regulation (Standard) 10 "Accounts Receivable" | Debtors are legal and natural persons who owe certain amounts of money, their equivalents, or other assets to the enterprise as a result of past events. Accounts receivable is "the amount of indebtedness of debtors to the enterprise as of a certain date". |
| O.M. Kyiashko | The amount of indebtedness of debtors to a company as of a specific date, arising from past events, which the creditor has the right to demand for compensation. |
| T. Momot | Debtor indebtedness - interest-free loans to counterparties. |
| O.H. Lyshchenko | Debtor indebtedness - a financial asset that represents a contractual right to receive cash or securities from another business entity. |
| L.O. Lihonenko | Included in the assets of an enterprise are its claims against other parties who are its debtors in legal relationships arising from various circumstances. |

\* Composed by the author with the use of sources [5,6,7,9,10,11,12,13,15]

In our opinion, the most accurate definition is the statement by L.O. Lihonenko, O.M. Kyiashko, but they require further development. Therefore, we consider accounts receivable as a legally confirmed right of the selling enterprise to receive from the buying enterprise cash, their equivalents, or other assets for the shipped products, goods, works, and services that arose on a certain date as a result of past events.

Based on the analysis of economic literature on approaches to defining the concept of "accounts receivable", it can be concluded that its role in economic processes is significant. Accounts receivable serves as a catalyst for trade and a financial lever in the hands of knowledgeable and decisive managers, helping to develop the enterprise. However, it should be noted that due to the war, not all debtors may be able to fulfill their obligations in settlements, which in turn leads to an increase in overdue accounts receivable, and can ultimately result in the bankruptcy of the enterprise.

Among the factors that lead to the inability of debtors to settle for services or goods, it should be noted: weakening of the national currency exchange rate; reduction in the volume of goods and services production; electricity shortage; reduction in investments from Western partners; inability to fulfill export orders in full due to blocked ports; destroyed infrastructure (according to data from the Kyiv School of Economics as of 08.08.2022, losses amounted to 33.4 billion USD [1]); destruction of enterprise assets (according to data from the Kyiv School of Economics as of 08.08.2022, losses amounted to 8.8 billion USD [1]).

The increase in delivery times and the rise in prices for imported goods and components should also be mentioned. Previously, there was direct delivery to the ports of Odesa from anywhere in the world via maritime routes, with maritime freight to Odesa costing $2,000. The cost of transportation within the Black Sea region to other ports was the same as to Odesa. However, now there are additional costs. If containers arrive at European ports, there are additional expenses for document reprocessing and container-to-truck transshipment. The cost of transportation from a European port to Ukraine is also added. If we consider the final delivery from Odesa to Kyiv, we have a distance of 500 km by road. The truck takes one to two days for transportation.

Now, from European ports, additional factors such as distance, border crossing, and customs documents are added. And all of this affects the cost, which currently exceeds maritime freight and has doubled. In peacetime, delivery used to take 2 days, but now it takes 7-10 days [3].

In our opinion, Ukraine's economy has endured the hardest hit since the beginning of the conflict, and currently, debtors require support from the government, including:

* development of new procedures for faster cargo processing at customs;
* attracting Western investments for infrastructure restoration (repair of bridges and roads);
* assistance to the sectors that suffered the most during the aggression in the form of state subsidies, provision of loans at preferential rates, and reduction of tax burden.

It is necessary to search for balanced ways to overcome the situation, which will help to replenish the budget, including through solving logistics issues such as exports, and finding an optimal model for the taxation system. Only in this way we can quickly defeat the enemy and return to peaceful life [2].

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