

EVALUATION OF RECEIVABLES: COMPARISON OF FINANCIAL PERFORMANCE OF TWO PERIODS

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Abstract

This study aims to evaluate changes in accounts receivable by comparing data from two periods, December 2023 and October 2024. The analysis focuses on both current and non-current receivables to understand financial dynamics and the factors influencing them. The examined data includes total receivables, differences between the two periods, and trends in receivables management.

The findings indicate significant changes in the amounts of receivables, both in the current and non-current categories. These variations may be influenced by several factors, such as the company's collection policies, macroeconomic conditions, and efficiency in cash flow management. This evaluation provides valuable insights for businesses in developing more effective strategies for optimizing receivables management. With proper management, companies can enhance liquidity, reduce credit risk, and maintain long-term financial stability.

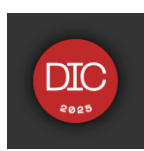
Keywords: *Accounts Receivable, Financial Evaluation, Performance Comparison, Liquidity, Receivables Management*

Abstrak

Penelitian ini bertujuan untuk mengevaluasi perubahan piutang dengan membandingkan data dua periode, Desember 2023 dan Oktober 2024. Analisis berfokus pada piutang lancar dan tidak lancar untuk memahami dinamika keuangan dan faktor-faktor yang mempengaruhinya. Data yang diteliti mencakup total piutang, perbedaan kedua periode, dan tren pengelolaan piutang.

Temuan tersebut menunjukkan adanya perubahan signifikan pada jumlah piutang, baik kategori lancar maupun tidak lancar. Variasi tersebut mungkin dipengaruhi oleh beberapa faktor, seperti kebijakan penagihan perusahaan, kondisi makroekonomi, dan efisiensi pengelolaan arus kas. Evaluasi ini memberikan wawasan berharga bagi dunia usaha dalam mengembangkan strategi yang lebih efektif untuk mengoptimalkan pengelolaan piutang. Dengan manajemen yang tepat, perusahaan dapat meningkatkan likuiditas, mengurangi risiko kredit, dan menjaga stabilitas keuangan jangka panjang.

Kata Kunci : Piutang, Evaluasi Keuangan, Perbandingan Kinerja, Likuiditas, Pengelolaan Piutang



A. INTRODUCTION

Receivables management is an important aspect in maintaining a company's financial stability. At the internship site, there is a receivable recording system that is used to monitor cash flow and manage customer credit. However, in practice, there are variations in the amount of receivables from period to period, which can be caused by internal or external factors. Therefore, a comprehensive evaluation is needed to understand changes in receivables between December 2023 and October 2024, in order to improve the effectiveness of financial management.

One of the main problems found was the imbalance between current receivables and non-current receivables, which had the potential to disrupt the company's liquidity. In addition, the absence of a structured comparative analysis of receivables causes a lack of insight in making strategic decisions. Without proper monitoring, credit risk increases, and companies can have difficulty maintaining healthy cash flow.

To overcome this problem, a comparative analysis of receivables was carried out using quantitative methods based on data from two periods. This analysis includes evaluating trends in current and non-current receivables, identifying factors causing changes, as well as recommending strategies to increase the effectiveness of receivables management. The work procedures implemented include collecting data, processing information using accounting software or spreadsheets, as well as preparing evaluation reports that can be used by company management.

The output resulting from this activity includes a receivables evaluation report which provides an overview of the company's financial condition in two periods.

In addition, strategic recommendations regarding collection policies and receivables management are also prepared to increase liquidity and reduce credit risk. It is hoped that this output can become a reference in making more effective financial decisions for the company where the internship is taking place.

B. METHODE AND IMPLANTATION

Internship activities are carried out at CV. Hasta Karya Gombong, which operates in the distribution sector. This company has a financial management system that includes recording and analyzing accounts receivable.

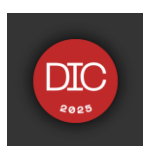
The internship was carried out for 3 months, from 12 August 2024 to 29 November 2024. During this period, interns are involved in various activities related to evaluating receivables, processing financial data, and preparing analytical reports.

The intern participants are students from Jenderal Soedri University, majoring in Accounting, who have an academic background in finance and data analysis. The aim of this internship is to apply academic knowledge into real work practice, especially in the analysis of company receivables.

The methods used in implementing this internship include:

1. Observation: Observe the system for recording and managing receivables used by the company.
2. Work Practices: Conduct comparative analysis of receivables using historical company data.
3. Discussion and Guidance: Discuss with the supervisor regarding receivables management strategies and analysis techniques used.
4. Report preparation: Process financial data and prepare receivables evaluation reports based on analysis results.

The activity methods used in implementing this internship include observation,



work practice, discussion and preparation of reports. Observations were carried out to understand the receivables recording system implemented in the company, including how receivables transactions are recorded, categorized and analyzed. Work practices involve processing financial data using software such as Microsoft Excel or accounting software used by the company. During this practice, interns compare receivables data from two periods, namely December 2023 and October 2024, in order to identify changing trends, causal factors, and implications for the company's financial stability.

Apart from that, the activity method also includes discussions and guidance with supervisors or company finance staff to gain deeper insight into receivables management strategies and the policies implemented. The results of these work practices and discussions are then outlined in an evaluation report containing a comparative analysis of receivables, conclusions and recommendations for improvement. This report aims to provide input to companies in improving the effectiveness of receivables management, optimizing cash flow, and reducing credit risk. Through this method, interns can hone analytical skills and understand how the theories learned in lectures are applied in the world of work.

C. RESULT AND DISCUSSION

In order to overcome the problem of imbalance in current and non-current receivables, a comparative analysis of receivables was carried out based on the company's financial data for two periods, namely December 2023 and October 2024. Implementation of this solution includes data processing using accounting software and quantitative analysis techniques to identify changing trends in receivables. From the results of the analysis, it was found that there

were significant differences in the amount of receivables between the two periods, which indicated changes in the effectiveness of collection and company credit policies.

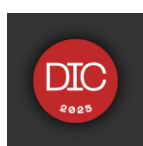
The next step is to develop data-based policy recommendations to improve the effectiveness of receivables management. These recommendations include improving the receivables monitoring system, strengthening collection policies, and optimizing financial recording procedures to make them more transparent and accurate. Apart from that, this evaluation also helps companies identify customers with high credit risk so that risk mitigation can be carried out early.

The results of implementing this solution produce several important outcomes that are indicators of program success, namely:

1. **Receivables Evaluation Report:** This document contains a comparative analysis of receivables between December 2023 and October 2024, including identification of factors causing changes and strategic recommendations for more effective management of receivables.
2. **Improved Receivables Monitoring System:** With data-based evaluation, the company now has a better receivables monitoring system, which enables early detection of customers with high credit risk.
3. **Optimizing Billing Policies:** Based on the results of the analysis, companies can adjust their billing strategies to be more efficient, such as setting stricter payment policies or providing incentives for customers who pay on time.

D. CONCLUSION

Based on the results of a comparative analysis of receivables between December 2023 and October 2024, it can be concluded that there has been a significant change in the amount of receivables, especially in the current receivables category which increased by 34.7%. This shows improvements in the billing process and customer



credit management. This evaluation also identifies several factors that influence changes in receivables, such as the effectiveness of collection policies, economic conditions, and the receivables management strategy implemented by the company.

In addition, the implementation of solutions in the form of data analysis and policy recommendations has helped the company improve its receivables monitoring system and optimize collection procedures. Thus, evaluating receivables can be a useful tool for companies in making strategic decisions regarding financial management and cash flow.

To increase the effectiveness of receivables management in the future, several suggestions that can be given are as follows:

1. Companies need to develop a more sophisticated receivables monitoring system, such as automation in recording and analyzing receivables, so that early detection of problem receivables can be done more quickly.
2. Collection policies need to be improved by setting clearer payment deadlines, providing incentives for customers who pay on time, and implementing sanctions for customers who are often in arrears.
3. To reduce resistance to change, companies are advised to provide training to employees regarding more efficient receivables management techniques and the use of technology in financial recording.
4. Companies must be more disciplined in documenting receivables data completely and systematically so that future analysis can be carried out more accurately and efficiently.

By implementing these suggestions, companies can increase financial stability, minimize credit risk, and maintain healthy

cash flow for more sustainable business growth.

Thank-you note

I would like to thank CV. Hasta Karya Gombong for providing the opportunity to carry out an internship and gain valuable experience in the field of financial analysis, especially in managing receivables. I would also like to express my thanks to all staff and supervisors at the company who have provided guidance, insight and support during the internship process.

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