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AUDIT PLANNING: MATERIALITY CONCEPT

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ABSTRACT

The basic objective of a financial audit is to express an opinion on the truth and fairness of the financial results. An auditor takes into consideration the financial as well as non financial information to form the opinion. Given the limited resources and time, an auditor needs to plan the audit in a proper way. Inter alia, the most important factors while framing the plan is 'materiality'. Generally materiality is defined as 'an omission or misstatement is material if knowledge of the omission or misstatement would influence the judgment of a reasonable person'. Materiality needs to be determined for individual items of financial statements and taken as a whole, ab ovo. Strictly speaking there is no thumb rule for determination of 'Materiality'. It depends on the judgment of Auditor. This paper explains the concept of materiality, its determination and practical application. Best estimate of materiality with proper planning helps the auditor to reduce the audit cost and effective use of resources.

KEYWORDS

audit planning, materiality concept.

INTRODUCTION

The basic objective of auditing a financial statement is to express an opinion on the financial statement based on the audit. This opinion basically requires the auditor to state whether the state of affairs and the results of the entity as ascertained by him in the course of his audit are truly and fairly represented in the financial statement under audit. The opinion about true and fair presentation of the financial statement depends, among other things, upon the judgment of materiality.

The concept of materiality is fundamental to the process of auditing. It covers all the stages from planning an audit to form an opinion at the last stage. Therefore it is an important and relevant consideration for an auditor who has constantly to judge whether a particular item or transaction or presentation is material or not in the process of recording to classification and disclosure requirements.

Materiality has been defined over the years by regulatory authorities, auditing standard setting bodies and auditors, among others. Generally, these definitions say that *an omission or misstatement is material if knowledge of the omission or misstatement would influence the judgment of a reasonable person*. SA 320¹ requires that when establishing the overall audit strategy, the auditor shall determine materiality for the financial statements as a whole. Although the determination of materiality is a matter of auditor's professional judgment and is affected by the auditor's perception of the financial statement.

BASIC ESTIMATE OF MATERIALITY

The auditor considers materiality for the financial statement as a whole (overall materiality) and for particular accounts and disclosure (planning materiality). There are a number of factors that are to be considered while estimating the materiality. But there are no sets of thumb rule or standard formula that may be considered and applied consistently to find out the materiality. For example, ₹50,000/- may be material if an error affects the net income for a particular period whereas, an error of ₹75,000/- may be immaterial if it affects only in classification of expenses. So, determining materiality involves the exercise of professional judgment. According to SA 300² planning an audit includes the need to consider, prior to the auditor's identification and assessment of risk material misstatement, *the determination of materiality*. However SA 320 does not explicitly require an auditor to quantify the amount of preliminary estimate of materiality, neither as a specific nor an approximation. But to make proper planning, quantification is the most practical way to go with. The auditors often use the percentage to a chosen benchmark to determine materiality as a whole for the financial statement. The most common benchmarks and percentage threshold for materiality judgment are as follows:

TABLE 1

Benchmarks	Materiality Threshold Percentage & Auditor's Judgment		
	Not Material	Likely Material	Always Material
Total Revenue	<1%	1% To 2%	>2%
Net Income	-	-	±1%
Total Assets	<1%	1% To 2%	>2%
Total Expenses	<1%	1% To 2%	>2%
Statutory Dues	-	-	Any Amount

The factors that may affect the identification of appropriate benchmark include:

- Components of financial statements on which users will focus their attention;
- The entity's ownership structure;
- Internal control deficiencies
- The relative volatility of the benchmark;
- Nature of the entity with respect to the industry and economic environment.

It is to be noted that for determining the materiality, the weight should also be given to *qualitative aspect of materiality* also. For example, an amount of ₹7000/- paid to government official for unauthorized movement of goods from one state to another, may be material though the quantitative benchmark considers this amount as immaterial. Similarly a pending legal case with the tax authorities have no bearing in financial statements if no provision has been made and as such have no quantitative material impact, but will be treated as material if the fact is not disclosed in the financial statement. Since qualitative factors generally relate to transactions that involve relatively small amounts, it would be expensive to plan audit procedures to search for them. Generally knowledge from the client's previous engagement and other factors which is a matter of auditor's judgment brings the picture in mind.

From the perspective of non-financial decision variables, the most important to decide audit materiality is internal control within the enterprise. The more the control framework ineffective it is more vulnerable to any kind of unexpected happenings. *If there are no doors in the house, thefts will definitely take away the precious articles. Again even if the doors are there but it is not locked properly, the same result will repeat. So to what extent control points are there and whether they are effective or not, should also be considered while determining the materiality.*

So while making the basic estimation of materiality an auditor should consider both quantitative as well as qualitative factors.

¹ ICAI Standard on Auditing 320 (Revised) 'Materiality in Planning and Performing an Audit', Paragraph 10

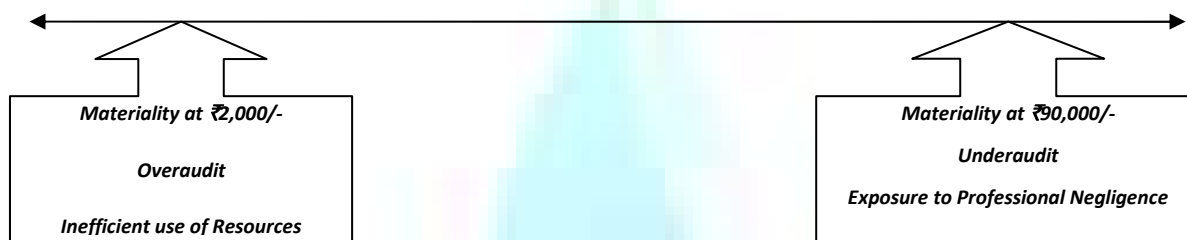
² ICAI Standard on Auditing 300 (Revised) 'Planning an Audit of Financial Statements' Paragraph A3

MATERIALITY AND COMPONENTS OF FINANCIAL STATEMENT

The auditor's basic estimation of materiality for the financial statement taken as a whole influences the appropriate nature, timing and extent of audit procedures for particular account balances and classes of transaction. As the total amount of error that would be considered material decreases, the more audit procedures to be applied to financial statement components increases and vice versa.

The whole estimated materiality computed above should be distributed to the components of financial statements. One such approach is to break down or allocate the preliminary estimate of materiality to each component of financial statements on the basis of the professional judgment. *The allocated broken materiality is called planning materiality which is relevant for a particular account or disclosure.* Planning materiality helps the auditor to determine the extent of allowable error for individual component of the financial statements and to what extent the evidence is needed for that component. For example, while checking of closing stock valuation the extent of substantive analytical procedure required may be based on planning materiality. Planning materiality might also be used in determining sample sizes for substantive procedures and to determine tolerable misstatement for each component. To determine the planning materiality for a particular class of transactions the auditor needs to be more cautious. For example, on a balance sheet date trade receivable account shows ₹3,00,000/- in the financial statement. Now if the auditor sets planning materiality at ₹2,000/- the auditor will end up by examining and evaluating almost every transaction. Whereas if the auditor sets planning materiality at ₹90,000/-, he may conclude almost without performing any audit procedures.

Trade Receivables ₹3,00,000/-



Because the threshold of what constitute material may never be at either of the extreme points, it is a matter of professional judgment to decide to what extent materiality will not affect an auditor's opinion. Improper planning may lead to overaudit or underaudit. Overaudit may be the result of inefficient use of resources while underaudit may expose professional negligence.

ASSESSING EXPECTED ERROR

Materiality arising on account of expected error is a part of basic estimation of materiality. To an auditor an expected error is that the amount of error that is likely to exist in the financial statement based on the understanding of the entity's business and the auditor's experience in auditing the client in prior years. The auditor's expectation of error that will remain uncorrected is influenced by the chances that the client will adjust the detected error. The more an entity is willing to adjust the financial statements for the auditor's estimate of error, the less the auditor needs to consider expected uncorrected error. For example, in the last financial year the auditor came to know that there was a trade debtor who was expected to become bankrupt and no provision was made in the books of accounts as the amount was not material. Subsequently the debtor has become bankrupt but still management has not made any provision for the debtor. In this situation the expected error as decided by the auditor will go up because the management has not corrected the identified error in proper time.

Because it may be difficult for an auditor to identify the specific accounts in which expected error is likely to occur and remain uncorrected, most of the time an auditor simply reduces his basic estimate of materiality by expected uncorrected error. This practice will lead to lower the level of materiality and will increase more the substantive procedure in planning an audit.

DETERMINING CUT-OFF POINT: TOLERANCE LEVEL

An auditor needs to determine the tolerable error after the allocation of planning material to each component of financial statement by using a suitable formula and his professional judgment. Besides the mathematical formula, an auditor also checks the internal control within the enterprise. When an auditor designs the audit procedures he should make a cut-off point for each component of financial statement. The greater the cut-off point he decides based on the judgment, the lesser the substantive procedure needs to be followed. Here the auditor should always be conservative for safe side of the game because any mistake in the auditor's best estimate may lead to underestimate or overestimate.

While determining the tolerable error so many factor needs to be considered. One such factor is the magnitude of the component to the financial statements taken as a whole. Generally the auditor pays more weights to the larger components of the financial statement. For example, a greater portion of basic estimation of materiality should be given to an imported machinery costing ₹15,00,000/- rather than purchase amounting to ₹1,30,000 of tools and spare parts. Another important factor for consideration of tolerable error is the unit cost of auditing. For example, greater tolerable error may be allocated to audit of inventory, that are expected to be relatively difficult and costly to audit fairly when compared to cash or loan from bank. *It should be keep in mind that cost of lock should not be more than the asset/s it protects.*

An auditor may also consider the variability of values in a component for determination of appropriate tolerable error of that component. As the variability of the value increases or decreases, it is more difficult to determine the cut-off point. As a result more tolerance may be given with high variability.

One more factor is the dependence of a specific item on another item. For example, the carriage inward is basically dependent on the purchase of goods. Now if the purchase of goods increases, the carriage inward expense should be less based on the logic that the goods are purchased in bulk. On the contrary, more transportation cost is obvious for more goods. As a result some auditors may allocate more tolerance error while checking of expense of carriage inward.

So to determine a suitable tolerable error for each component of the financial statement a simplified mathematical formula may be used which is as follows:

$$\text{Tolerable Error for a Component} = \frac{\sqrt{\text{Amount of Component}}}{\text{Amount of all Material Components of the Financial Statement}} \times \text{Preliminary Estimate of Materiality Less Expected Uncorrected Error}$$

Source: *Using Materiality in Audit Planning* by George R. Zuber, Robert K. Ellikot, William R. Kinney, James J. Leisenring; *Journal of Accountancy*, March 1983

The above formula is based on the magnitude of the component to the financial statements taken as a whole. A more comprehensive mathematical equation may be used for allocating the tolerable error considering the other factors also. But to develop such a complex model may exceeds the savings. It is to be noted that even after the developments of all these models the concept of materiality remains a matter of professional judgment.

USING TOLERANCE ERROR IN AUDIT PLANNING

Once the tolerance level for each of the component is decided the auditor starts the audit planning based on the level of tolerance. Generally, higher the level of tolerance, lower the required levels of test to achieve that precision and vice versa. So there is an inverse relation between tolerance level and audit test. For example an auditor may decide not to go through a loan account which has year-end outstanding balance of ₹50,000 considering a tolerance level of ₹30,000.

For achieving a certain level of precision the auditor may use statistical sampling³ as a means of test of details. Again the auditor may also use 'test check' if the tolerable error is very strong. On the other hand stronger tests would, in general, be the results of -

- Lower tolerance level;
- Non frequent nature of transactions;
- Exceptional or extra-ordinary item and etc.

As stated above for lower the tolerance level the stronger the test should be. For this purpose the auditor may take larger sample size, tests performed closer to the balance sheet date etc. The tolerance level derived from the mathematical formula does not always should be the cut-off point for the purpose of audit checking. For example, an amount of ₹30,000 is derived as tolerance level for bank balance by using a certain mathematical model. While the balance sheet shows a book balance of ₹1,15,000/-. Now as the bank balance is a very sensitive item tempering of which may result in serious issue, the auditor should not rely on the tolerance level and should satisfy him without any compromise. Similarly putting a tolerable amount in old Government dues is absolutely irrelevant for the purpose of audit checking. Because non-payment of Government dues may result in payment of penalty which when taken together may become material and a question of violation of laws and rules. So there is no hard and fast rule which can be set to determine the audit planning procedures based on the tolerance error. But still the auditor may use the tolerance level stated above to determine the materiality along with his best professional judgment.

REVISION OF MATERIALITY: CHANGE IN AUDIT PLAN

Materiality for the financial statement as a whole and for a particular class of transactions needs to be revised as the audit progresses. For example, during the process of audit if the auditor comes to know about a fraud, it needs to reduce the tolerance level and check more thoroughly resulting change in audit plan. So revision of materiality is a continuing process as the audit progresses and simultaneously change comes in audit plan, if required.

CONCLUSION

Planning an audit is based on the concept of materiality among other factors. So, to plan an audit efficiently and effectively consideration of materiality is basic and fundamental. To what extent an auditor should go for in-depth checking depends on the materiality that the auditor think fit for that particular financial statement. Unless an auditor decides the basic estimates of materiality of a financial statement, the auditor may be clueless that to what extent he should check the financial statements for the purpose of forming an opinion. So it can be concluded by saying that proper estimation of materiality along with the best professional judgment helps the auditor to properly design an audit plan which in turn results effective utilization of resources.

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³ ICAI Standards on Auditing 530 (Revised) 'Audit Sampling'

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