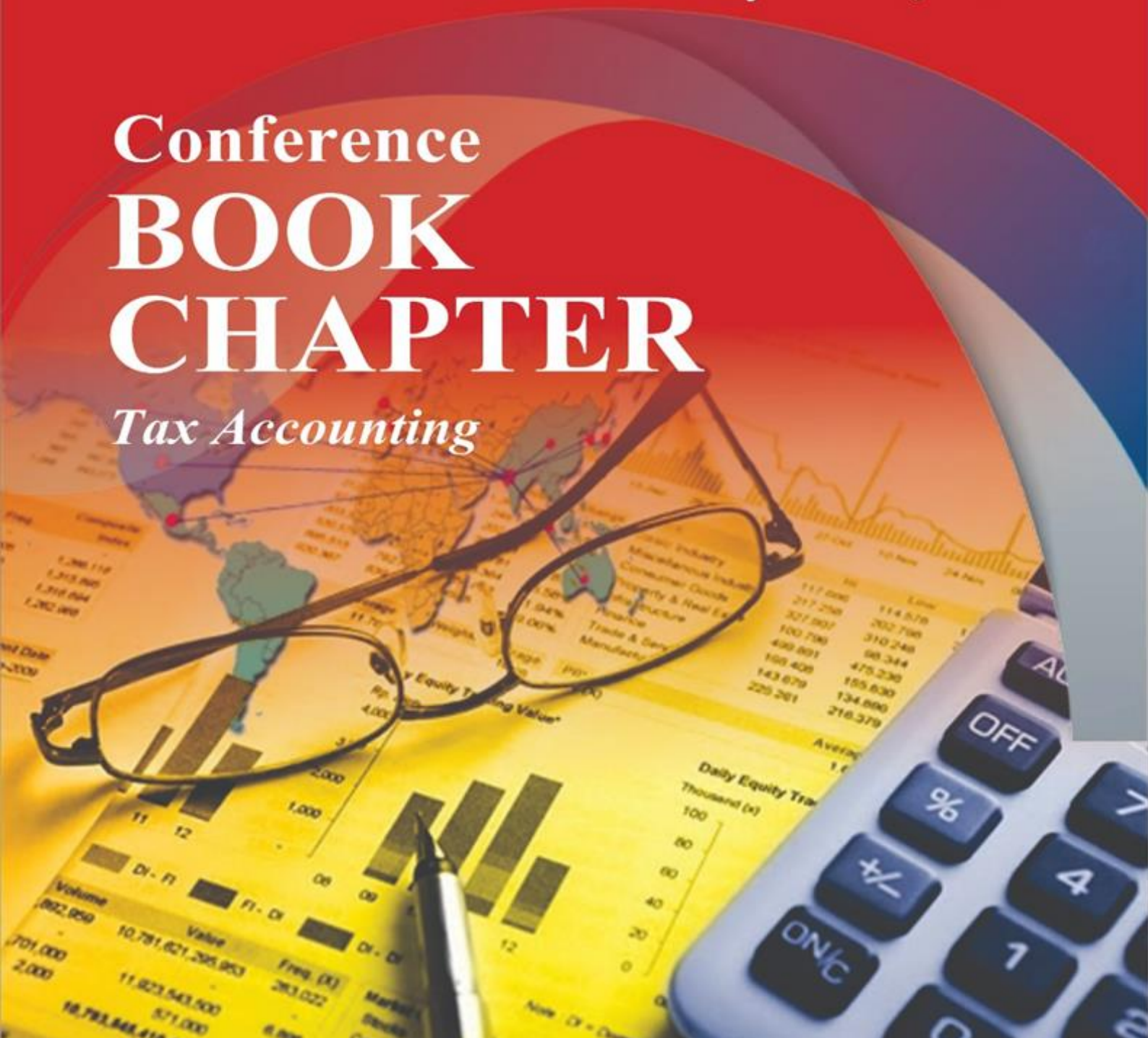# 1st IASC

INTERNATIONAL ACCOUNTING STUDENTS CONFERENCE

"Multiparadigm Perspective on Accounting, Finance and Tax"

July 22nd - 23rd, 2023

Conference
BOOK
CHAPTER

Tax Accounting

PRESENTED BY:

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THE 1st – 2023 INTERNATIONAL ACCOUNTING STUDENTS CONFERENCE MULTIPARADIGM PERSPECTIVE ON ACCOUNTING, FINANCE AND TAX

THEME: TAXATION

MULTIPARADIGM PERSPECTIVE ON ACCOUNTING, FINANCE, AND TAX

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FOREWORD AND OPENING REMARK

In the name of Allah, The Most Gracious the Merciful
Assalamu'alaikum Wr. Wb.

Heartiest Greeting from Indonesian Accounting Lecturer Association (ADAI) - Indonesia, to you All in all over the World

Honourable Keynote Speaker. Respectable, all presenters for this **THE 1st INTERNATIONAL ACCOUNTING STUDENTS CONFERENCE (IASC)**. Beloved committee, students, participants, ladies and gentlemen My Name is Arfan Ikhsan Lubis as Chairman of the Asosiasi Dosen Akuntansi Indonesia (Association of Indonesian Accounting Lecturers/ADAI), it is such an honor for me to welcome you all to our **THE 1st INTERNATIONAL ACCOUNTING STUDENTS CONFERENCE (IASC)** in keynote speakers' session and parallel sessions with lecturers, researchers and students worldwide. This is our 1st International Accounting Students Conference Talk with the theme: **MULTIPARADIGM PERSPECTIVE ON ACCOUNTING, FINANCE AND TAX.**

Dear Brothers and Sisters
Through the introduction of this Forum, we can learn about the strengths/ weaknesses of students and give them the opportunity to learn through their strengths. Students have the opportunity to explore the world, develop their own skills and develop their own abilities. Accounting, Finance and Tax is a process that provides appropriate information from an entity not limited to financial data to stakeholders to ensure that the entity continues to carry out its operations within legal limits and achieve its socio-economic goals.

The fundamental role of accounting is as a provider of information and a source of answers for all matters related to corporate finance. You can use reports that contain complete and accurate information to stabilize and even improve your company's performance. Therefore, you should immediately compile your books and update them regularly so that your company's finances can be neatly arranged. You can use accounting software or digital accounting services to make your accounting work easier. In addition, this step aims to prevent human errors that occur in manual recording, which can impact the company's performance.

INTERNATIONAL ACCOUNTING STUDENTS CONFERENCE (IASC) is a series program for students. International conferences are an important thing for Indonesian and international students to attend, by attending international conferences, students can express opinions effectively. Academic benefits that can be obtained by participating in international conferences, namely international conferences will be a place for students to meet experts in various fields, so that these students feel they can expand their networking and also gain new knowledge from professors, speakers, and scientists from around the world, by participating in international conferences.
Ladies and gentlemen, That's the end of my opening remark, thank you very much for your kind attention.

Best regard,
Dr. Arfan Ikhsan Lubis
Chairman of the Association of Indonesian Accounting Lecturers (ADAI)

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THE ROLE OF INDEPENDENT COMMISIONERS IN MODERATING THE EFFECT OF TAX AVOIDANCE AND TAX RISK ON COMPANY VALUE

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ABSTRACT

This study aims to analyze and obtain empirical evidence of the effect of tax avoidance and tax risk on firm value with independent commissioners as moderating empirical studies in non-cyclical consumer sector companies on the Indonesia Stock Exchange in 2017-2021. This research is quantitative research with descriptive methods, the data used is secondary data. The data analysis method used is panel data regression processed using Eviews version 12. The population used in this study are non-cyclical consumer sector companies listed on the Indonesia Stock Exchange in 2017-2021, totaling 98 companies. The sample selection in this study used purposive sampling technique. The sample obtained was 33 companies with 5 years of research, the total research data obtained was 165. The results of this study indicate that together (simultaneously) the tax avoidance and tax risk variables affect firm value. Tax avoidance and tax risk have an influence on firm value while independent commissioners do not moderate tax avoidance and tax risk on firm value.

INTRODUCTION

One of the phenomena from pojoksatu.id which is the basis for this research is that PT Alfaria Trijaya Tbk (AMRT) held its Annual General Meeting of Shareholders (AGM) at Alfamart Tangerang Head Office, Wednesday (25/05/2022). The main agenda of the Annual GMS this time includes approval of the Annual Report and ratification of the Company's Annual Financial Statements for the 2021 financial year, the use of the Company's net profit for the 2021 financial year, the appointment and determination of the honorarium of a public accountant who will audit the Company's books for the 2022 financial year and other requirements related to the appointment of the public accountant, changes in the composition of the Company's Board of Commissioners, determination of honorarium and other benefits of members of the Company's Board of Commissioners.

Along with the decline in Covid-19 cases, Indonesia's economic growth began to show signs of improvement in 2021. After contracting quite deeply in 2020, the realization of Indonesia's economic growth reached 3.7% and experienced strengthening both in terms of consumption and production. The development of the national economy during 2021 was also followed by the strengthening of fiscal conditions, especially in the state revenue section. Sales performance of the retail sector also recorded positive growth in 2021. although the retail sector experienced significant volatility at the beginning of 2021 with

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the realization of a contraction of 1% - 1.5% in the first quarter of 2021, and then began to grow positively in the range of 5% - 5.5% in the second quarter of 2021.

But again, faced the spread of Covid-19 variant Delta and the implementation of emergency Community Activity Restrictions (PPKM) which had an impact on the decline in retail growth at 2% - 2.5% in the third quarter of 2021. However, in the fourth quarter, retail growth returned to positive growth in line with economic growth which accelerated to 5.02%. Wiagutini (2010) states that company value reflects how much the price will be paid by investors (Nugrahanto & Gramatika, 2022). Firm value is highly dependent on the investor's perspective, especially when it comes to company results and future earnings projections.

One of the things that affects firm value is tax avoidance. Tax avoidance is an attempt to reduce the tax burden without breaking the law. Taxation is considered profitable for companies, trying to avoid taxes is usually not profitable. Tax avoidance is different from tax evasion, where tax evasion is related to reducing or eliminating the tax burden by using unlawful means (Barli, 2018).

In addition to tax avoidance, tax risk also affects firm value. Consistent with the proportion that tax avoidance or aggressiveness and tax risk are of different construction. Companies that have Effective Tax Rate (ETR) can affect tax avoidance where this ETR is the ratio between income tax expense and profit before tax (Susilawati et al., 2022) tax avoidance is not related to company risk but tax avoidance reflects the risk of companies that are large-scale companies and for tax avoidance will increase the risk that must be borne by investors so that it can increase uncertainty over their investment as a result investors will increase the level of equity costs (Firmansyah & Febriyanto, 2018).

Independent commissioners also influence firm value in order to maintain good corporate governance. Three functions are carried out by independent directors or commissioners, namely the function of overseeing transactions with related parties where there is a conflict of interest in the transaction, protecting minority shareholders from exploitation by majority shareholders and as a consultant because of his experience outside the company.

LITERATURE REVIEW
Agency Theory

Jensen and Meckling (1976) say that the form of business that separates owners and management has created a relationship called the principal and agent relationship (Arfiansyah, 2021). This agency relationship contains the risk that the agent does not always act in the best interests of the company, because each party tries to maximize its own profits.

Firm Value

Firm value can be interpreted as the fair value of the company which reflects the investor's assessment of the issuer / company (Hasanah, 2023). That way to measure the Price to Book Value (PBV) ratio can be calculated by the formula:

$$PBV = \frac{\text{Share Price}}{\text{Book Value of Shares}}$$

Tax Avoidance

Tax avoidance is an effort to reduce the tax burden, this can be done by tax planning, tax evasion and tax avoidance (Zulfiara & Ismanto, 2019). In this study Effective Tax Ratio (ETR) can be calculated by the formula:

$$ETR = \frac{Tax\ Burden}{Profit\ Before\ Tax}$$

Tax Risk

In (Wardani & Putriane, 2020) risk is an adverse event and arises due to uncertainty (Hanafi, 2009). In this study, the proxy used to measure tax risk is the standard deviation of the company's annual ETR from t-5 to t as used by (Drake et al., 2019). In this study, the higher the standard deviation of ETR, the higher the company's tax risk. The equation for measuring tax risk is as follows:

$$ETR\ Volatility = \frac{STDEV\ \sum_{n=1}^{5} ETR}{ETR}$$

Independent commissioners

If the financial statements of a company do not include the number of independent commissioners, then the independent commissioner is counted as 1 person, in accordance with the limited liability company law No. 40 of 2007 (Agusti & Oktavianna, 2019). This study refers to the research of Arismajayanti & Jati (2017) in (Kamul & Riswandari, 2021) which measures independent commissioners using the proportion of independent commissioners in the board of commissioners. The following formula is used:

$$independent\ commissioner = \frac{Jumlah\ Komisaris\ Independen}{Jumlah\ Komisaris}$$

We now arrive at the following hypothesis formulation:

H_1: Tax Avoidance (X1) and Tax Risk (X2) simultaneously affect Firm Value (Y).
H_2: Tax Avoidance (X1) affects Firm Value (Y).
H_3: Tax Risk (X2) affects Company Value (Y).
H_4: Independent Commissioner (Z) moderates the effect of Tax Avoidance (X1) on Firm Value (Y).
H_5: Independent Commissioner (Z) moderates the effect of Tax Risk (X2) on Company Value (Y).

METHODS

This type of research is Quantitative research using associative methods. The population type of this study is all non-cyclical consumer sector companies listed on the Indonesia Stock Exchange (IDX) for the 2017-2021 period. The data analysis technique in this study is panel data regression analysis using Eviews 12 software.

RESULTS
Regression Result
Panel Data Regression Analysis and MRA

This study uses linear regression analysis of panel data with the Fixed Effect Model (FEM). Regression analysis is used to predict the effect of more than one independent variable on one dependent variable, the panel data regression model used is as follows:

Table 1
Panel Data Regression and MRA

Variable	Coefficient	Std. Error	t-Statistic	Prob.
ETR	4.471386	1.324532	3.375823	0.0279
TR	4.459090	1.248151	3.572555	0.0233
KI_ETR	-0.016291	0.663961	-0.024536	0.9816
KI_TR	0.034870	0.094910	0.367403	0.7319
C	19.11606	4.301371	4.444177	0.0113

source: data processed with eviews version 12

The estimation model obtained from the fixed effect model can be written as follows:

PBV = 19.11606+4.471386ETR+4.459090TR+(-0.016291KI_ETR)+ 0.034870KI_TR+ε

interpreted as follows:

1. It is known that the constant value of 19.11606 indicates that if the independent variable, namely Tax Avoidance (ETR) and Tax Risk (TR) is 0 (zero) or nonexistent (constant), the dependent variable, namely Firm Value (PBV) will be 19.11606.
2. The coefficient value of the Tax Avoidance (ETR) variable of 4.471386 has a positive value, which means that every time there is an increase of, I point in Tax Avoidance (ETR), there will be an increase in company value (PBV) of 4.471386 assuming other independent variables are constant.
3. The coefficient value of the Tax Risk (TR) variable is 4.459090 which has a positive value, which means that every time there is an increase of 1 point in Tax Risk (TR), there will be an increase in Company Value (PBV) of 4.459090 assuming other independent variables are constant.
4. The coefficient value of the Tax Avoidance variable with Independent Commissioners as moderating (ETR_KI) is -0.016291 which has a negative value, which means that every 1-point decrease in Tax Avoidance with Independent Commissioners as moderating (KI_ETR), there will be a decrease in Company Value (PBV) of -0.016291 with the assumption that the independent variable with other moderating variables is constant.
5. The coefficient value of the Tax Risk variable with an Independent Commissioner as a moderator (KI_TR) is 0.034870 which has a positive value, which means that every 1-point increase in Tax Risk with an independent commissioner as a moderator (KI_TR), there will be an increase in company value (PBV) of 0.034870 assuming the independent variable with other moderating variables is constant.

Test F

From a significant value of 0.00000 less than 0.05 (0.000000 <0.05) then H0 is rejected and H1 is accepted (influential). So, it can be concluded that the variables of Tax Avoidance (X1) and Tax Risk (X2) together (simultaneously) have an effect on Firm Value (Y).

Test T

1. The tax avoidance variable has a T $_{statistic}$ of 3.375823 greater than the T $_{table}$ of 1.97490 then (3.375823> 1.97490) and a significant value of 0.0279 smaller than 0.05 then (0.0279 <0.05). So, it can be concluded that the tax avoidance variable has a positive influence on firm value. The results of this study are in line with (Arfiansyah, 2021). This shows that tax avoidance has a positive effect on firm value and that shareholders value positively the tax avoidance carried out by management, they view that tax avoidance can increase shareholder welfare.

2. The Tax Risk variable has a T $_{statistic}$ of 3.572555 greater than the T $_{table}$ of 1.97490 then (3.572555> 1.97490) and a significant value of 0.0233 smaller than 0.05 then (0.0233 <0.05). So, it can be concluded that the tax risk variable has a positive influence on firm value. The results of this study have the same effect as (Drake et al., 2019). In particular, the literature on tax risk is still emerging and researchers have not reached consensus on a generally accepted conceptual and/or operational definition of tax risk. We focus on tax risk associated with the dispersion of potential tax avoidance outcomes but note that others have taken a more holistic approach to tax risk. Therefore, the conceptualization and management of tax risk can only cover one dimension of a complex structure. While we expect other tax risk concepts will also be viewed negatively, operationalizing these alternatives is beyond the scope of this study. First, we contribute to recent assessments and literature on the implications of tax risk by recognizing that tax risk is an important factor in assessing corporate tax avoidance by investors.

3. The Independent Commissioner variable as moderating Tax Avoidance has a T $_{statistic}$ of -0.024536 smaller than the T $_{table}$ of 1.97490 then (-0.024536 < 1.97490) and a significant value of 0.9816 greater than 0.05 then (0.9816> 0.05). So it can be concluded that the independent commissioner variable does not moderate the effect of tax avoidance on firm value. The results of the study are not in line with (Arfiansyah, 2021). That the presence of independent commissioners not only reduces the impact of tax avoidance on firm value, but also leads to a decrease in firm value. Therefore, shareholders believe that the presence of independent commissioners effectively prevents tax avoidance by management. This initiative results in a reduction in the diversion or transfer of wealth from the government to shareholders, which reduces the value of the company.

4. The Independent Commissioner variable as moderating Tax Risk has a T $_{statistic}$ of 0.367403 smaller than the T $_{table}$ of 1.97490 then (0.367403 < 1.97490) and a significant value of 0.7319 greater than 0.05 then (0.7319 > 0.05). So, it can be concluded that the independent commissioner variable does not moderate the effect of tax risk on firm value. The results of the study are not in line with (Arfiansyah, 2021). That the aggressiveness of tax avoidance has not been a concern of investors and independent commissioners. This is also consistent with the results of descriptive statistics which show that tax avoidance carried out by companies is still not aggressive. These results are in line with research conducted by (Firmansyah & Muliana, 2018) which concluded that tax risk in Indonesia is still heavily influenced by external factors so that it has not become a concern of investors and management.

Coefficient Of Determination

The results obtained from the coefficient of determination test with an adjusted R2 value of 0.914882, meaning that 91% of the variation in firm value can be influenced by tax avoidance and tax risk with independent commissioners as moderators. While 9% can be influenced by other factors not examined in the study.

CONCLUSIONS

Data processing uses statistical tools in the form of the Eviews version 12 program by conducting panel data regression analysis, so the following conclusions can be drawn:
1. Tax avoidance and tax risk variables simultaneously have an influence on firm value.
2. The tax avoidance variable has a positive and significant effect on firm value.
3. The tax risk variable has a positive and significant effect on firm value.
4. The independent commissioner variable does not moderate tax avoidance on firm value.
5. The independent commissioner variable does not moderate tax risk on firm value.

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THE EFFECT OF INVESTMENT OPPORTUNITY SET, BOOK TAX DIFFERENCE, AND LIQUIDITY ON QUALITY EARNINGS WITH ACCOUNTING CONSERVATISM AS A MODERATION VARIABLE

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ABSTRACT

The purpose of this study was to determine the Effect of Investment Opportunity Set, Book Tax Difference, and Liquidity on Profit Quality with Accounting Conservatism as a Moderating Variable in Consumer Non-Cyclicals companies listed on the Indonesia Stock Exchange for the 2018-2021 period. The population of this study included all consumer non-cyclicals companies listed on the Indonesia Stock Exchange which issued Annual Reports for the 2018-2021 period, totaling 71 companies and 23 companies were obtained using the purposive sampling method. The number of observational data is 92 data. The type of data used is secondary data. The research method used is multiple regression analysis with Moderated Regression Analysis (MRA) assisted by the Eviews 12 program. These results show that partially the Investment Opportunity Set has unable to effect on Earnings Quality, Book Tax Difference has unable to effect on Earnings Quality, Liquidity has able to effect on Earnings Quality . Accounting conservatism does not moderate the effect of investment opportunity set on earnings quality, accounting conservatism does not moderate book tax difference on earnings quality, accounting conservatism moderates the relationship between liquidity and earnings quality.
Keywords: Book Tax Difference, Invesment Opportunity Set, Accounting Conservatism, Earning Quality, Liquidity.

INTRODUCTION

Companies have a very important component in predicting financial performance that will occur in the future. This component is the financial statements. Financial statements are one source of financial information provided by companies to the public, especially investors and creditors. ((Ashma' & Rahmawati, 2019).

The financial information that is most often used as a basis for decision making is company profit information. Earnings that have value can reflect company performance and are the most essential accounting information that companies disclose to investors (Menicucci, 2020). In financial statements, earnings quality is the ability of earnings to explain the true and non- engineered condition of the company's earnings, as well as being used in predicting future earnings. Quality earnings show optimism that can predict future profits.

PT Japfa Comfeed Indonesia Tbk (JPFA) booked a net profit of IDR 1.42 trillion until the third quarter of 2022. This figure shrank 5.24% from the

acquisition in the same period the previous year of IDR 1.50 trillion. However, the company's net sales as of September 2022 rose 12.16% to IDR 36.79 trillion, from IDR 32.80 trillion previously. Based on the financial report, the commercial livestock segment dominated by contributing Rp14.25 trillion. Then, the animal feed segment recorded sales of Rp10.43 trillion, and the livestock products processing and consumer products segment recorded Rp5.58 trillion.

Earnings quality is a multidimensional concept that gives rise to different understandings from various points of view. Corporate earnings are said to be of quality if they contain quality information and contain little or no perceptual disturbances. Quality earnings can also reflect the company's actual performance (Murniati, 2019).

One method that can be used to measure earnings quality is *Quality Earnings* (QE). The reason for using *Quality Earnings* (QE) to measure earnings quality is because the operating cash flow statement describes as a whole the receipt and expenditure of cash, both from operating, investing and financing activities (Maulia & Handojo, 2022).

THEORETICAL FRAMEWORK

Agency Theory first developed by Jensen and Meckling in 1976 states that an agency relationship arises when one or more people (*principal*) hire another person (*agent)* to provide a service and then delegate decision-making authority to the *agent*. (Meckling, 1976). Signaling theory was first proposed *by* (Spence, 1973) which explains that the owner of the information provides a signal in the form of information that reflects the condition of a company that is beneficial to the recipient (investor).

Positive Accounting Theory began to develop around the 1960s pioneered by Watt & Zimmerman focusing on economic and behavioral approaches with the emergence of the efficient market hypothesis and agency theory. The Positive Accounting Theory (PAT) stated by Watts and Zimmerman is concerned with predicting actions such as the choice of accounting policies by companies and how companies will respond to new accounting standards that are being proposed.

H₁: *Investment Opportunity Set* affects Earnings Quality

H₂: *Book Tax Difference* affects Earnings Quality

H₃: Liquidity affects Earnings Quality

H₄: Accounting Conservatism Moderates the Relationship between *Investment Opportunity set and* Earnings Quality

H₅: Accounting Conservatism Moderates the Relationship between *Book Tax Difference* and Earnings Quality

H₆: Accounting Conservatism Moderates the Relationship between Liquidity and Earnings Quality

RESEARCH METHODS

The sampling method uses *Purposive Sampling,* using certain criteria based on the results and research objectives. this study uses the research object of *non-cyclical consumer* sector companies listed on the Indonesia Stock Exchange for the period 2018-2021. Based on the sampling criteria, 23 companies were obtained that could be sampled during the observation period. The research observation period used is from 2018 to 2021, so the amount of data used is 92 data.

The data analysis used in this research is statistical analysis, namely the panel data regression method and moderating regression (MRA) using the *Eviews*

version 12 program. Statistical testing in this study consists of testing classical assumptions and hypotheses.

DISCUSSION RESULTS
Table 1 Moderated Analysis Regression Results

Variable	Coefficient	Std. Error	t-Statistic	Prob.
IOS	-0.016364	0.025306	-0.646639	0.5196
BTD	-23.32863	67.08133	-0.347766	0.7289
LKD	-0.304347	0.101188	-3.007731	0.0035
IOS_KA	0.190513	0.242703	0.784966	0.4347
BTD_KA	508.8294	654.6075	0.777305	0.4391
LKD_KA	2.079775	0.588499	3.534035	0.0007
C	2.462322	0.382904	6.430651	0.0000

Source: *Eviews output,* 2023

The Effect of *Investment Opportunity Set* on Earnings Quality

Investment Opportunity Set has no significant effect on earnings quality. This is because companies do not have alternative investments in the future, so companies are not motivated to perform earnings quality.(Hasna & Aris, 2022). The reason for not accepting the hypothesis is because the *investment opportunity set is* not the center of attention of investors. Investors do not really look at the value of the company's investment opportunity set, but they look more at how the number of the company's profits itself. This is because the *investment opportunity set* measures using how the circulation of shares as well as the equity value of a company, which is not really used as a guide for investors if they want to invest in a company.

The results of this study are in line with research (Fathussalmi et al., 2019) which states that *Investment Opportunity Set has* no effect on Earnings Quality. Meanwhile, the results of this study contradict (Kurniawan & Aisah, 2020) which states that *Invesment Opportunity Set has a* positive effect on earnings quality.

The Effect of *Book Tax Difference* on Earnings Quality

The Book Tax Difference has no significant effect on earnings quality. According to agency theory, there are differences in interests between principals and agents. Principals want a large return on their share investment, while agents want high profits so that their interests are accommodated with performance bonuses. The difference in interests causes information asymmetry. The results of the *Book Tax Difference* have no effect on earnings quality, because companies with greater accounting profit than fiscal profit do not have lower earnings quality than companies.

The results of this study are in line with research (Rini Wati Pakpahan, 2017), (Murtiani, 2019), and (Hasna & Aris, 2022) while the results of this study contradict research (Ashma' & Rahmawati, 2019) which states that *Book Tax Difference has a* significant effect on earnings quality.

Effect of Liquidity on Earnings Quality

Liquidity has a negative and significant effect on earnings quality. This means that *signaling* theory is related to the *Current Ratio* or liquidity ratio, where the lower the company's ability to pay its short-term obligations will give a bad signal to investors. This shows that the company is unable to solve its debt problems, the lower the value of the liquidity ratio, the lower the company's opportunities to pay and solve its problems related to debt.

The results of this study are in line with (Reza Ardianti, 2018) and (Basuki, 2018) while the results of this study contradict (Jaya & Wirama, 2017), (Yuliana & Fauziah, 2022) which states that Liquidity has no effect on earnings quality.

Accounting Conservatism Moderates the effect of *Investment Opportunity Set* on Earnings Quality

Accounting Conservatism does not moderate the effect of *Investment Opportunity Set* on Earn*ings* Quality. This shows that when the IOS value is low, investors will not be interested in investing and do not expect to get a greater *return* in the future, because it can influence management to present earnings that are not of high quality. Conservatism does not have the opportunity to grow, where investors will tend not to be interested in investing in the company. The results of this study are in line with (Munika et al., 2016) which states that accounting conservatism cannot strengthen or weaken the effect of *investment opportunity set on* earnings quality.

Accounting Conservatism Moderates the effect of *Book Tax Difference* on Earnings Quality

Accounting conservatism does not moderate the effect of *Book Tax Difference* on Earnings Quality. The results of this study are in line with (Ashma' & Rahmawati, 2019) and (En, 2018) which states that accounting conservatism cannot strengthen or weaken the effect of *book tax difference* on earnings quality because low earnings reporting causes unfavorable assumptions so that it does not produce targeted earnings. Conservative accounting methods cannot be considered to show poor quality corporate earnings information because accounting conservatism does not encourage companies to be more optimistic in predicting future profits.

Accounting Conservatism Moderates the effect of Likuditas on Earnings Quality

Accounting Conservatism moderates the effect of Liquidity on Earnings Quality. Agency theory assumes that accounting conservatism is able to minimize agency conflicts. The ability of the accounting conservatism variable to moderate the relationship between liquidity and earnings quality is because the current ratio can measure and predict future cash inflows and outflows with the adequacy of cash inflows for future cash outflows.

The results of the study are in line with research (Priyandani, 2020), while the results of this study contradict (Putri et al., 2020) which states that accounting conservatism weakens the relationship between liquidity and earnings quality.

CONCLUSION

After conducting an analysis and discussion of the effect of Investment Opportunity Set, Book Tax Difference, and Liquidity on Profit Quality with Accounting Conservatism as a moderation variable, it can be concluded as follows: 1) Investment Opportunity Set has no effect on Profit Quality. 2) Book Tax Diffrence has no effect on Profit Quality. 3) Liquidity affects Profit Quality. 4) Accounting Conservatism does not moderate the effect of Investment Opportunity Set on Profit Quality. 5) Accounting Conservatism does not moderate the effect of Book Tax Difference on Profit Quality. 6) Accounting Conservatism moderates the effect of Liquidity on Profit Quality.

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THE INFLUENCE OF TAX SERVICE QUALITY ON TAX COMPLIANCE WITH TAX KNOWLEDGE AS A MODERATION VARIABLE

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ABSTRACT

This study aims to empirically examine the effect of tax service quality on individual taxpayer compliance moderated by tax knowledge. The data used in this study are primary data in the form of questionnaires which are distributed to individual taxpayers who do independent work. The sampling technique is random sampling. Data analysis was carried out using multiple linear regression analysis using the SPSS program ver 25. The results of this study indicate that the quality of tax services and the quality of tax services, which are moderated by knowledge of taxation, have a significant positive effect on individual taxpayer compliance.
Keywords: Taxpayer Compliance, Tax Service Quality, Tax Knowledge.

INTRODUCTION

One of the biggest sources of revenue that has the potential to increase state revenue is tax revenue. According to Law Number 16 of 2009, taxes are contributions of taxpayers to the state that are owed by individuals or entities that are coercive based on the law, by not getting compensation directly and used for the needs of the state for the greatest prosperity people. Efforts to increase tax revenue continue to be made. The tax system is called Self Assessment. The Self Assessment System is a system in which taxpayers are entrusted with calculating the amount of tax that has been deducted by other parties themselves, paying the tax that must be paid and reporting it to the Tax Office in accordance with the provisions stipulated in the applicable regulations (Sari, 2013).

The main problem of current taxation is the level of compliance of taxpayers in Indonesia which must be increased. Public awareness of paying taxes has not yet reached, this is due to a lack of tax knowledge and less than optimal service. Seeing the low compliance of these taxpayers, various efforts have been made by the government to influence taxpayer compliance including tax socialization and improving the quality of service for tax officers (Ardyanto, 2014; Hadi and Umi, 2018). Research conducted by Erlina, et al. (2018), the results of the analysis show that the quality of the tax authorities' service has a positive effect on compliance, and knowledge of taxation cannot moderate the quality of the tax authorities' services on taxpayer compliance. Dewi, et al. (2020) which states that the quality of tax services has no effect on taxpayer compliance. In addition, another factor that can affect tax compliance is knowledge about taxation as it relates to compliant fulfilmen. Without knowledge, it is difficult to understand tax regulations. This makes people's motivation to report taxes low and has an impact on non-compliance. Taxpayer knowledge is thought to

influence the strength of the relationship between the quality of tax authorities' services and taxpayer compliance. Research conducted by Axel and Mulyani (2019), the results of the research prove that tax knowledge has a positive effect on taxpayer compliance and there is insufficient evidence that the tax knowledge variable has an effect on moderating the relationship between tax amnesty and taxpayer compliance.

This research has differences with previous studies, namely there are many different views on research results and there is still little research using it the relationship between tax services and tax compliance and during this pandemic, many tax service offices are temporarily closed, unable to serve taxpayers in tax reporting and tax administration so that direct services are reduced.

LITERATURE REVIEW

The TPB model is used because it examines more specific behavior, namely behavior to disobey tax provisions (Ajzen, 1991). According to Heriyah (2020) by using Theory of Planned Behavior (TPB) where this theory is relevant to explain the behavior of taxpayers in fulfilling their tax obligations. This is related to the awareness of the taxpayer; the implementation of state development will be helped (behavioral beliefs) if the taxpayer is tax aware and has confidence about the importance of paying taxes.

Taxpayer compliance is the effort of taxpayers as citizens to fulfil their tax obligations voluntarily so that they can increase tax revenue and contribute to the country's development (Megawagi and Setiawan, 2017). Tax compliance is a discipline that is owned by taxpayers to carry out their obligations in the field of taxation in accordance with applicable laws (Jati, 2016).

According to Kotler (2014) the definition of service quality is a model that describes the condition of customers in forming service expectations from past experiences, word of mouth and advertising by comparing the service they expect with what they feel. Tax Services The provision of services that can provide optimal satisfaction for taxpayers is related to the quality of services provided. Service to taxpayers as customers is said to be of quality if it meets or exceeds taxpayer expectations, or the smaller the gap between 15ulfilment of promises and customer expectations is the closer to quality measures. Along with efforts to optimize tax revenue, it is hoped that the quality of public services provided by the Directorate General of Taxes can be improved.

Tax knowledge is tax information that can be used by taxpayers as a basis for acting, making decisions, and knowing their obligations and rights in the field of taxation based on the law to be implemented as rights and obligations that they will hand over as well as tax benefits that are used in the public interest. Lubis (2017) conducted research on 100 taxpayers at the Medan Belawan Primary Tax Office using a questionnaire data collection method, the results of his research found that service quality has a positive influence on taxpayer compliance at the Medan Belawan Primary Tax Office. Tax services have an effect on increasing taxpayer compliance at KPP Pratama Medan Belawan. Pratama, et al (2019) conducted research on 95 MSME taxpayers in Padang City and proved that the variable service quality of tax officers had a significant positive effect on MSME taxpayer compliance. The level of service quality of the tax officer becomes very influential in the eyes of the taxpayer because every information and convenience received by the taxpayer is based on the level of service provided by the tax official. The higher the level of service quality of the tax officer, the higher the level of MSME taxpayer compliance in carrying out their tax obligations.

H1: Quality of Tax Service has a positive effect on Tax Compliance

One of the factors that can affect the level of taxpayer compliance is knowledge of taxation. Research conducted by Qoriah et.al (2017) on 100 individual taxpayers registered at KPP Pratama Garut based on incidental techniques using simple linear regression analysis and moderation regression analysis, found that taxpayer knowledge moderates the effect of taxpayer ethics on compliance individual taxpayers registered at KPP Pratama Garut. With knowledge that is getting stronger or higher, the influence of taxpayer ethics on taxpayer compliance will also be stronger. Another study conducted by Afindi (2019), Effects of Tax Amnesty, and Fiscal Services on Individual Tax Compliance with Tax Knowledge as a Moderating Variable. Data was collected using a questionnaire and processed using Smart PLS software version 3, the results of data processing showed that tax authorities' services had an effect on taxpayers, as well as being moderated by knowledge of taxation, further strengthening the influence of tax authorities' services on taxpayer compliance. In line with the research on the Effect of Tax Sanctions and Power Distance on Tax Compliance with the Tax Knowledge Moderation Variable conducted by Marpeka and Susi (2020) on 126 individual taxpayer respondents who do independent work by distributing questionnaires online. The data analysis method uses Partial Least Square (PLS) Structural Equation Modeling (SEM). Hypothesis testing shows that tax knowledge strengthens the effect of tax witnesses on tax compliance. Based on the description above, it can be concluded that:

H2: The quality of tax services has a positive effect on taxpayer compliance moderated by tax knowledge.

RESEARCH METHODOLOGY

The data used in this study is in the form of primary data obtained from individual taxpayers at the Pratama I Tax Service Office, Padang City. Determination of the sample is done using the Slovin formula. The sampling technique used in this study is non-probability, namely a sampling technique that does not provide equal opportunity for each element in the population to be selected as a member of the sample. The selection of respondents in this study was based on convenience sampling where information was taken from members of the population who were willing to fill out a questionnaire.

RESULTS AND DISCUSSION

After all the questionnaires have been collected, the data tabulation process can be carried out immediately. Based on the data tabulation process that has been carried out, the demographic groups of respondents participating in this study can be seen in table 1 below:

Table 1 Demographic Respondents

Demographics	Total	Percentage
Age		
20 – 30	64	57,7%
31 – 40	20	18,0%
41 –50	17	15,3%
51-65	10	9,0%
Gender		
Male	53	47,7%

Female	58	52,3%
Job Area		
Kab. Padang Pariaman	9	8,1%
Kec. Koto Tangah	19	17,1%
Kec. Kuranji	16	14,4%
Kec. Nanggalo	30	27,0%
Kec. Padang Barat	12	10,8%
Kec. Padang Utara	12	10,8%
Kota Pariaman	13	11,7%

Before the hypothesis testing stage is carried out, a general description of each of the currently used research variables is first narrated as shown in table 2. Descriptive statistical analysis is used to provide an overview or description of the average value (mean), standard deviation, maximum, and minimum of the variables in the study. Descriptive statistics of the research variables are presented in the table below:

Table 2 Descriptive statistic

Variable	Minimum	Maximum	Mean	Std. Deviation
Tax Compliance (Y)	14,00	30,00	24,3694	3,28614
Tax Service Quality (X)	8,00	25,00	19,4865	3,24700
Tax Knowledge (Z)	5,00	25,00	18,7387	3,24657

Next, testing the research instruments was carried out. the research instrument was tested. The instrument is said to be valid, if the instrument is able to measure what is desired and describes the data studied correctly. The test tool used is the Kaiser's Meyer Olkin Measure of Sampling Adequency (Kaiser's MSA) which is required so that the data collected is correct, with a value above 0.5. In this study, the instruments that were measured were question items that supported each variable. According to Ghozali (2020) the reliability test is to test the score between items with a significant level of 0.70, so that if the correlation number obtained is greater than the critical value, it means that the item is declared reliable. Based on the testing process that has been carried out, a summary of the test results is obtained in table 3:

Table 3 Result Validity and Realiability

Variable	Validity		Realiability		Keterangan
	KMO	*Cut off*	Cronbach Alpha	*Cut off*	
Tax Compliance (Y)	0,836	0,50	0,810	0,50	Valid and Reliabel
Tax Service Quality (X)	0,831	0,50	0,813	0,50	Valid and Reliabel
Tax Knowledge (Z)	0,807	0,50	0,838	0,50	Valid and Reliabel

Table 4 describe that the quality of tax services has a significant positive effect on taxpayer compliance. This result similar with Lubis (2017) and Pratama et.al (2019). The quality of good tax services from tax agencies can be the main capital and is important to be able to attract the attention of taxpayers. The higher the level of service quality of the tax officer, the higher the level of compliance of individual taxpayers in carrying out their tax obligations. With the increase in services from the tax officials, it is hoped that they will be able to increase taxpayer compliance so that state tax revenues will also increase which will greatly contribute to national development.

The second hypothesis is that the quality of tax services has a significant positive effect on taxpayer compliance which is moderated by tax knowledge. This result similar with Qoriah et.al (2017) and Marpeka and Susi (2020). Taxpayers have a better understanding of taxation Then the level of taxpayer compliance will increase. If taxpayer satisfaction increases, then taxpayer compliance will also increase which will also have an impact on tax revenues. So, a solution is needed to increase compliance with knowledge of taxation.

Table 4 Result of Hyphothesis

	Coefficient Regresion	Sig	Result	Hyphothesis
Constant	11,782	0,000		
Tax Service Quality	0,470	0,001	Significance	H_1 Accepted
Tax Knowledge as Moderating	0,009	0,030	Significance	H_2 Accepted
R^2			0,569	
F test			71,223	Model Accepted
Sig			0,000	Model Accepted

CONCLUSION

Based on the discussion of the results of hypothesis testing that has been done, several important conclusions are that the quality of tax services has a significant positive effect on tax compliance and service quality has a significant positive effect on tax compliance which is moderated by tax knowledge at the Pratama I Tax Service Office, Padang City.

From the conclusions that have been obtained by this study, the authors provide the following suggestions:
1. It is suggested that in making a questionnaire it should be done by interview so that the respondent can understand and can ask the researcher directly.
2. Further research needs to add other variables which are factors of tax compliance.

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TAXPAYER COMPLIANCE: TAX KNOWLADGE, TAX SOCIALIZATION AND TAXPAYER AWARENESS TAXPAYER, IN SMALL MEDIUM ENTERPRISE.

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ABSTRACT
The success of tax collection using the self-assessment system is determined by the level of taxpayer compliance. The phenomenon in this study discusses the level of compliance which actually decreases significantly even though the number of registered taxpayers continues to increase. By conducting research that aims to determine Tax Knowledge, Socialization and Taxpayer Awareness, it is hoped that it can increase Taxpayer Compliance with taxpayers registered at the West Jakarta regional office. The theory used in this study is the theory of attribution, the population in this study is 101,712 who are registered taxpayers from the West Jakarta DGT. The sample used in this study was 100 respondents with the random sampling method. Data collection was carried out using a questionnaire, the method of analysis technique used was the Structural Equation Modeling (SEM) analysis method with Smart Partial Least Square (Smart-PLS) Version 3.0. The results of the use of Smart PLS show that Tax Knowledge and Tax Socialization has a positive effect on Taxpayer Compliance, While Taxpayer Awareness Has No Effect on Taxpayer Compliance.
Keywords: TaxKnowledge Tax, Socialization Tax, Awareness Taxpayer Compliance

INTRODUCTION
Taxes are mandatory contributions to the state that are borne by individuals or entities that are coercive under the law, according to (Mardiasmo 2018: 3). Taxes are mandatory contributions to the state owed by individuals or coercive entities based on the law, by not getting an imbalance directly and used for the needs of the state for the greatest prosperity of the people. As a source of state revenue, taxes function to finance state expenditures. Taxes are used to carry out routine state duties and carry out development. An example of this tax function is providing health, education, infrastructure and other public services. Paying taxes is not only an obligation but is the right of every citizen to participate in participation in state financing and national development (Tax-Revenue, n.d.). Indonesia itself is a developing country that is actively developing in order to create prosperity (Halimi & Waluyo, 2019).

The government is currently intensively conducting counseling regarding SPT reporting, this is done to increase Taxpayer Compliance which is still minimal (Darussalam, 2018). The level of taxpayer compliance plays a very important role. If many taxpayers do not pay taxes, development will be difficult to fulfill (Widagsono, 2017).

Table 1 of Tax Developments at DJP West Jakarta.

Tax year	Number of registered taxpayers	Number of Taxpayers reporting SPT	Ratio
2017	82,566	64,717	78,38%
2018	89,444	67,981	76,00%
2019	96,391	69,204	71,80%
2020	99,543	71,356	71,69%
2021	101,712	68,929	67,77%

The phenomenon of compliance of taxpayers who have their own business is interesting to study, because it makes the target of tax revenue not achieved, government support is needed to increase the growth of MSME taxpayer compliance. Based on the variables regarding taxpayer compliance above, different results were obtained, as well as significantly reduced levels of compliance, making researchers interested in taking research with the title "The Influence of Tax Knowledge, Tax Socialization and Taxpayer Awareness on Taxpayer Compliance" (Empirical Study of MSME registered at the West Jakarta Regional Office of DJP).

LITERATURE REVIEW
Attribution Theory
According to (Dayakisni 2018: 52) attribution is a process carried out to find an answer or question why or what causes the behavior of other people or oneself. Attribution theory is a person's tax obligations that are influenced by internal and external factors.Knowledge of taxation is an internal factor, namely a factor that comes from within a person, while external factors in this theory are influenced from outside the individual, for example the situation or environment, the external factors are Quality of Service, Taxpayer Awareness, Tax Rates, especially on the features that appear when other people do the same. Researchers use attribution theory because researchers will conduct case studies on private individuals to find out what factors affect individual taxpayer compliance. External factors are service quality, tax awareness, tax rates and tax sanctions, especially on the characteristics of tax officials.

Tax Knowledge
Knowledge of taxation according to (Wijayanti, et al., 2017: 311) states that knowledge of taxation is a process in which taxpayers are required to understand and know about regulations and laws as well as tax procedures and their application. According to (Priyanis & Fadjar, 2021) knowledge of taxation is the process of knowing the attitudes and behavior of a taxpayer or group of taxpayers in an effort to mature humans starting training and training efforts.

Tax Socialization
Tax socialization is a factor that influences taxpayer compliance, socialization is the process of learning habits to become part of society, (official 2017: 1) states that the higher the tax socialization means the taxpayer will know

more about the importance of paying taxes. Same thing (Wardani & Wati, 2018) states that the taxpayer's knowledge of taxes is a process of changing the attitude and behavior of a person or group of taxpayers in an effort to mature humans through teaching and training in the form of socialization.

Taxpayer Awareness

Taxpayer awareness of taxpayer compliance, as emphasized by (Rahayu 2017: 191) states that taxpayer awareness is a condition in which taxpayers understand and understand the meaning of paying taxes. In addition, awareness of taxpayer awareness according to (Priambodo, 2017) tax awareness is the attitude of the taxpayer towards the tax function, the implementation of taxation is largely determined by the awareness of the taxation of the taxpayer.

Taxpayer Compliance

Compliance is the fulfillment of tax obligations carried out by taxpayers in the framework of contributing to the development of the country which is expected to be fulfilled. The definition of taxpayer compliance itself (Rahayu 2017: 138) states that taxpayer compliance can be defined as a condition in which the taxpayer fulfills all of his tax obligations. In addition, the notion of taxpayer compliance itself is an individual or entity that obeys and fulfills and carries out tax obligations in accordance with the provisions of the applicable tax law (Salmah, 2018), taxpayer compliance includes taxpayers, and tax collection who have rights and obligations taxation in accordance with the applicable invitational regulations (Resandi & Kristianti, 2021).

Hypotesis

The hypothesis is a statement that has an important position in research. If the hypothesis is rejected because it does not match the data, the researcher can reveal the reason for the hypothesis being rejected so that it can produce positive findings because it has broken universal inaccuracies and provided an opportunity for a better hypothesis. The hypothesis is a statement of the relationship between variables. Money is temporary or conjectural. (Anshori & Isawati 2019: 46).

H1 : Tax knowledge has a positive influence on taxpayer compliance.

Attribution theory is relevant in explaining taxpayers' behavior in fulfilling their tax obligations in compliance with tax laws. When individuals are about to do something, they have beliefs about normative expectations from others and the motivation to meet those expectations (Normative Beliefs). This can be associated with tax knowledge that motivates taxpayers to comply with tax obligations (Purnamasari & Sudaryo, 2018) in their study titled "The Effect of Tax Knowledge, Moral Taxpayer, and Tax Sanction on Taxpayer Compliance."

H2: Taxation Socialization has a positive influence on taxpayer compliance.

The theory of compliance is used to explain Taxation Socialization in order for the community to know and understand taxation procedures. Taxation socialization is an effort carried out by the tax authorities to provide knowledge to the community, especially taxpayers, about everything related to taxation, both regulations and taxation procedures, through appropriate methods (Wardani & Wati, 2018).

H3 : Kesadaran Wajib Pajak Berpengaruh Positif Terhadap Kepatuhan Wajib Pajak.

Attribution theory explains that attitudes towards behavior are determined by beliefs about the consequences of that behavior. Regarding taxpayer awareness, beliefs can strengthen attitudes towards behavior that can provide benefits for the actor. In this case, the government is actively providing guidance to taxpayers about the importance of taxes for the country and the benefits that taxpayers will receive (Cynthia, P.N., 2020).

METHOD

Type of Research

This study uses a causal research design. Causal research is a type of research that aims to influence the relationship between an independent variable and a dependent variable. The causal research design is one of the three research designs used to provide a description of the cause-and-effect relationship between the variables being studied (Sahab 2019:55). The questionnaire was distributed by directly approaching the owners of MSMEs and also through Google forms. This research was conducted in West Jakarta, with the object of the study being MSME taxpayers registered in the West Jakarta Tax Office. The aim of this study is to test and provide empirical evidence regarding the variables tested in this study, which are tax knowledge, tax socialization, and taxpayer awareness on the compliance of MSME taxpayers.

Population and Sample

Population is one of the essential aspects that requires careful attention if researchers want to draw reliable and accurate conclusions (Yusuf 2017: 145). The population in this study is the Small and Medium Enterprises (SMEs) taxpayers who are domiciled and registered in the West Jakarta Regional Tax Office (RTO). The location used for this study is the SME unit registered in the West Jakarta RTO. SMEs have been continuously growing for several years, particularly in the DKI Jakarta area. The current population used is the latest taxpayer population, amounting to 101,712 registered taxpayers in West Jakarta. The data collection method used is primary data collection by distributing questionnaires to respondents.

Table 2 Operational Variable

Variable	Dimensions	Indicator	Measurement Scale
1. Tax Knowledge (X1)	Understanding of tax knowledge regarding the regulations and provisions applicable to taxation	1. Knowing how to calculate taxes. 2. Knowing the procedures for tax payment. 3. Knowing the sanctions imposed for late fulfillment of tax obligations. 4. Able to evaluate applicable regulations. 5. Knowing the deadline for tax return submission. 6. Knowing that late tax payment will result in a collection letter. Source: (Wardani & Rumiyatun, 2017)	Likert

2. Tax Socialization (X2)	tax socialization through the media or direct contact	1. Taxpayers know about counseling through media and websites. 2. Taxpayers easily access tax information. 3. Easily understand the socialization provided by the KPP. 4. Socialization motivates taxpayers to pay taxes. Source: (Angelia & Fajriana, 2018)	Likert
3. Taxpayer Awareness (X3)	Taxpayer awareness in willingness to fulfill obligations, including contributing funds for tax obligatio	1. Taxpayers' willingness to pay taxes. 2. Taxpayers know the purpose of paying taxes. 3. Taxpayers realize that tax payment is used for the realization of the state. 4. Taxpayers realize that delaying tax payments can harm the state. 5. Taxpayers realize that taxpayer awareness is beneficial for the state. Source: (Salmah, 2018)	Likert
4. Taxpayer Compliance (Y)	Compliance in fulfilling applicable tax regulations, both in fulfilling obligations and exercising tax rights	1. Knowing the payment due date. 2. Taxpayers have no arrears. 3. Taxpayers make payments on time. 4. Understanding tax legislation. 5. Knowing the sanctions imposed for late payment of taxes. 6. Knowing that the imposition of sanctions is useful in educating taxpayers to be more obedient. 7. Knowing that having an NPWP is obligated to file a tax return. Source: (Utari et al., 2020)	Likert

RESULTS AND DISCUSSION
Descriptive Object of Research

This study was conducted on Micro, Small, and Medium Enterprises (MSMEs) operating in the registered areas of the West Jakarta Regional Tax Office, categorized as taxpayers who have obtained Taxpayer Identification Number (NPWP) for both legal entities and individuals who have been conducting their businesses, in order to obtain data related to the research problem. The researcher distributed questionnaires to 100 respondents based on accidental sampling technique, accompanied respondents during the questionnaire completion process, and waited for the Google Form results so that the data could be processed by the researcher. Data collection was conducted from November 2022 to January 2023.

Data Quality Test

Outer model mendefinisikan bagaimana setiap indikator berhubungan dengan variabel lainnya. Teknik analisa data dalam penelitian ini dengan menggunakan SmartPLS. Dimana ada tiga kriteria untuk menilai outer model yaitu Convergent Validity, Discriminant validity, dan Composite Realibility.

Convergent Validity Test

Convergent validity measurement aims to determine the validity of each relationship between the indicators and their latent variables. Convergent validity of the measurement model with indicators can be seen from the correlation between item scores or indicators with their construct scores. Individual indicators are considered reliable if they have correlation values above 0.70.
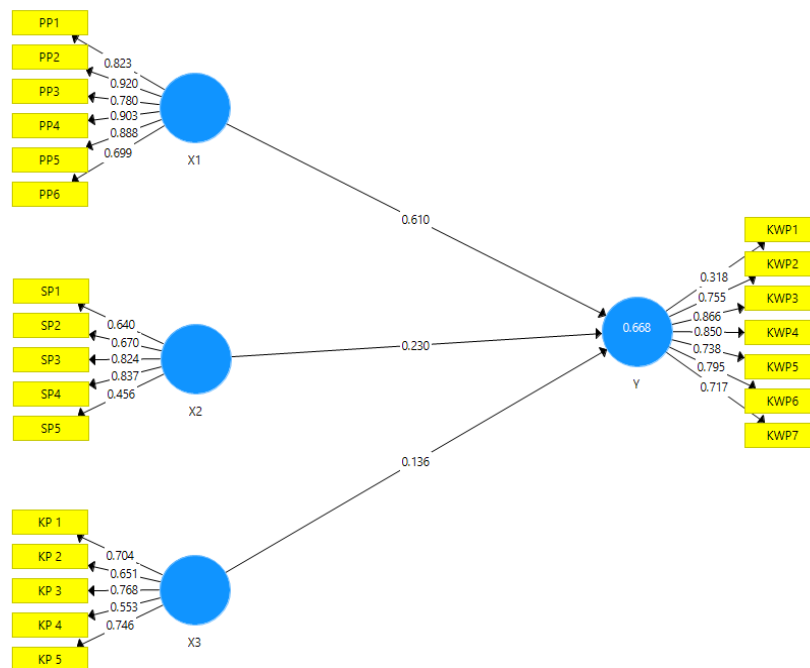
Figure 1 Outer Model

Validity testing for reflective indicators is done by correlating the item scores with the construct scores. Reflective indicator measurements show changes in one indicator within a construct if other indicators in the same construct change (or are removed from the model). In the loading factor, there are several invalid indicators with loading factors below 0.6. The invalid indicators are tax socialization indicator SP5, taxpayer awareness indicator KP4, and taxpayer compliance indicator KWP1, so these indicators are considered to have no influence on the model. If the validity test with outer loadings has been met, then the measurement model has the potential to be further investigated. The loading factors above, except for the invalid indicators, indicate that all other indicators have good validity because they have loading factors above 0.60. Therefore, since the validity test with outer loadings has been met, the measurement model has the potential to be further tested.

Table 3 Discriminant Validity Value

Indicators	Tax Knowledge (X1)	Tax Socialization (X2)	Taxpayer Awareness (X3)	Taxpayer Compliance (Y)
PP1	0.823	0.268	0.351	0.679
PP2	0.920	0.314	0.457	0.731
PP3	0.780	0.349	0.444	0.584
PP4	0.903	0.390	0.402	0.665
PP5	0.888	0.412	0.418	0.713
PP6	0.699	0.221	0.345	0.401
SP1	0.411	0.640	0.524	0.407
SP2	0.169	0.670	0.346	0.321
SP3	0.293	0.824	0.394	0.435
SP4	0.209	0.837	0.426	0.424
SP5	0.278	0.456	0.280	0.292
KP 1	0.283	0.425	0.704	0.349
KP 2	0.371	0.358	0.651	0.339
KP 3	0.308	0.449	0.768	0.424
KP 4	0.331	0.348	0.553	0.366
KP 5	0.360	0.389	0.746	0.432
KWP1	0.169	0.096	0.080	0.318
KWP2	0.720	0.471	0.471	0.755
KWP3	0.713	0.399	0.427	0.866
KWP4	0.680	0.408	0.439	0.850
KWP5	0.517	0.375	0.447	0.738
KWP6	0.493	0.549	0.501	0.795
KWP7	0.441	0.409	0.391	0.717

Based on the table above, it can be seen that the Loading Factor for each indicator of each latent variable has a loading factor value from the intended construct that is larger than the loading value of other constructs when related to other latent variables. This means that each latent variable has good discriminant validity because the correlation value of the indicator to its construct is higher than the correlation value of the indicator to other constructs. Another method to assess discriminant validity is by looking at the average variance extracted (AVE) value. The recommended value is above 0.5.

Table 4 Average Variance Extraced (AVE)

Indikator	Average Variance Extracted (AVE)
Tax Knowledge	0.704
Tax Socialization	0.587
Kesadaran Wajib pajak	0.474
Kepatuhan Wajib Pajak	0.623

The reliability test for the measured construct is done using two criteria, namely composite reliability and Cronbach's alpha of the indicator block measuring the construct. The construct is considered reliable if the values of composite reliability and Cronbach's alpha are above 0.70 (Lela Nurlaela Wati, 2017). The result of the PLS algorithm for this test is as follows:

Table 5 Composite Reliability dan Cronbach's Alpha

Variable	Composite Reliability	Cronbach's Alpha	Value	Remark
Tax Knowledge	0.934	0.915	0,7	Reliable
Tax Socialization	0.849	0.762	0,7	Reliable
Tax Awareness	0.817	0.718	0,7	Reliable
Taxpayer Compliance	0.908	0.879	0,7	Reliable

Based on the table above, it shows that the values of Composite Reliability and Cronbach's Alpha for all constructs are above 0.70. Therefore, it can be concluded that all constructs have good reliability.

T-test

T-test is a regression coefficient test of each independent variable on the dependent variable to determine the extent of the independent variable's influence on the dependent variable by looking at the parameter coefficient values and the significance value of the T-statistic on the Path Coefficients. This test can be used to determine the partial effect of the independent variables (X1), (X2), and (X3) on the dependent variable (Y). The significance level used in this test is 0.05. The decision-making criteria are as follows:

The hypothesis is rejected if the t-value < 1.96 or the P-values > 0.05.
The hypothesis is accepted if the t-value > 1.96 or the P-values < 0.05.

Table 6 Coefficients Correlation Test Result

	Original Sample	T-Statistics	P Values
PP -> KWP	0.620	9.699	**0.000**
SP> KWP	0.225	2.279	**0.023**
KP -> KWP	0.142	1.555	**0.121**

The table can be used by researchers to measure the interdependence of hypotheses, where the "original sample" column shows the unstandardized beta scores used to determine the predictive nature of independent variables on dependent variables, whether positive or negative. Furthermore, T-Statistics and P-Values are parameters used to determine the significance of predictive effects between latent variables based on the type of hypothesis. Based on the explanation above, the researcher conducted hypothesis testing to determine the influence of each variable on other variables.

The Influence of Tax Knowledge (TK) on Taxpayer Compliance (TC)

Based on the results of the hypothesis testing that has been done, it proves that tax knowledge has an effect on taxpayer compliance. The better the level of knowledge of taxation, the better the level of taxpayer compliance. This is in line with the theory used, namely the attribution theory which states that fulfilling one's tax obligations is influenced by internal and external factors. Knowledge of taxation is an internal factor, namely a factor that comes from within a person, for example the ability, understanding, and effort of each individual. The importance of Tax knowledge for Taxpayers is that it will foster a sense of responsibility towards Compliance Taxpayers, as well as having an impact on the increasing number of Taxpayers who will act obediently in paying and reporting their tax obligations. This research is in line with that conducted by (Erawati & Parera, 2017), and (Rahayu, 2017) which state that Tax Knowledge Has a Positive and Significant Influence on Taxpayer Compliance.

The Effect of Tax Socialization (SP) on Tax Compliance (KWP)

Based on the results of the hypothesis testing that has been done, it can be concluded that tax socialization has an effect on taxpayer compliance. High socialization will increase taxpayer compliance, or vice versa, low tax socialization will actually reduce taxpayer compliance. The socialization referred to in this study is the socialization provided by the tax authorities to taxpayers through counseling or through various media. In line with the Compliance Theory, tax socialization is an external stimulus that encourages taxpayers to report their obligations. Because with the socialization provided by the tax authorities to taxpayers, it gives them an understanding of what rates and taxes must be reported. This research is in line with research conducted by (Angelia & Fajriana, 2018), (Naufal & Setiawan, 2018) which states that tax socialization has a positive and significant effect on taxpayer compliance.

Effect of Taxpayer Awareness (KP) on Taxpayer Compliance (KWP)

Based on the results of the hypothesis testing that has been done, it can be concluded that Taxpayer Awareness has no significant effect on Taxpayer Compliance. Based on the Attribution Theory of Taxpayer Awareness into external factors that can affect one's Tax Compliance. Taxpayer Awareness is held to support taxpayers in paying their outstanding tax obligations. Taxpayer compliance will be determined based on how many taxpayers report and deposit their taxes. Taxpayer Awareness has no effect on MSME taxpayer compliance registered in the West Jakarta regional office because one of the reasons is that the taxpayer's willingness to pay taxes is absent, and taxpayers also do not know what their purpose is to pay taxes. This research is in accordance with research conducted by (arifah et al., 2017) and (Oktavia 2017) which states that taxpayer awareness has no effect on taxpayer compliance.

DISCUSSION

Based on the results of the research and discussion that has been carried out, the conclusions of this study can be described as follows:
1. Knowledge of Taxation Affects Compliance of MSME Taxpayers registered at the West Jakarta DJP Regional Office. The higher the taxpayer's knowledge of the correct procedures for paying taxes, the higher the level of taxpayer compliance fulfilled by the taxpayer.

2. Tax Socialization Affects MSME Taxpayer Compliance registered at the West Jakarta DJP Regional Office. The higher the motivation of Taxpayers by the tax authorities to pay taxes, the Taxpayer Compliance to report tax compliance also increases.
3. Taxpayer awareness has no effect on MSME taxpayer compliance registered at the West Jakarta DJP Regional Office. Does Not Affect Taxpayer Awareness because taxpayers actually realize that delaying tax payments can harm the state, but they are reluctant to pay their tax obligations.

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THE EFFECT OF PROFITABILITY, FIRM SIZE, INVENTORY INTENSITY ON TAX AGGRESSIVENESS WITH CORPORATE SOCIAL RESPONSIBILTY (CSR) DISCLOSURE AS MODERATING VARIABLE (EMPIRICAL STUDY ON MINING SECTOR COMPANIES LISTED ON THE INDONESIA STOCK EXCHANGE FOR THE PERIOD OF 2017-2021)

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ABSTRACT

This study aims to determine the effect of profitability, firm size, and inventory intensity on tax aggressiveness with corporate social responsibility (CSR) disclosure as moderating variable in mining sector companies listed on the Indonesia Stock Exchange for period of 2017-2021. The sampling technique used in this study is non-probability sampling using a purposive sampling approach. Data collection techniques are carried out through secondary data taken in the form of published data on the official website of the Indonesia Stock Exchange. Data collection using the method of observation data profit year. The total population of the mining sector is 48 companies with a selected sample of 126 observations data from 34 companies. The statistical analysis used is the classical assumption test, F test, coefficient of determination, hypothesis testing using the t test and the MRA (Moderated Regression Analysis) test. Processing data using SPSS version 24. The results of the study that; (1) profitability has a positive effect on tax aggressiveness, (2) firm size has no effect on tax aggressiveness, (3) inventory intensity has no effect on tax aggressiveness, (4) CSR disclosure moderates by weakening the positive effect of profitability on tax aggressiveness, (5) CSR is not able to moderate the effect of firm size on tax aggressiveness, (6) CSR is not able to moderate the effect of inventory intensity on tax aggressiveness.
Keywords: Profitability, firm Size, Inventory Intensity, Tax Aggressiveness, Corporate Social Responsibility Disclosure

INTRODUCTION

Tax aggressiveness is a transaction scheme to reduce the amount of tax by exploiting loopholes in existing regulations in a country (Waluyo, 2017). Data sources (RI Ministry of Finance, 2022) In the last 5 years, the realization of tax revenue in Indonesia has increased every year. However, the realization of tax revenue is still not in line with the expected target except for 2021 with a percentage of realized revenue of 107.15% of the budgeted target. Indeed, tax aggressiveness in Indonesia does not only arise due to decreased tax revenues. The first phenomenon, data from the Ministry of Finance, is the development of illegal coal transactions adding up to US$ 62.4 billion. As a result, between 1989 and 2017, Indonesia lost US$21.2 billion in potential GDP. The second phenomenon of tax aggressiveness in mining sector companies is one of the alleged cases of tax bribery in mining sector companies, namely the PT Johlin Baratama case. The third phenomenon, in the Global Witness report, PT Adaro Energy Tbk allegedly transferred Firm revenues and profits abroad to reduce taxes paid to the Indonesian state. Throughout 2020, tax revenues in several of major industries experienced a significant decline. According to data

(Kementerian keuangan RI, 2022), the mining industry experienced the largest decline in tax revenue, up to 43.72%. Mining companies were chosen because the mining sector is one of the 5 main sectors which are one of the largest tax revenues in Indonesia (Badan Pusat Statistik, 2022).

THEORY AND HYPOTHESIS
Theory
1. **Agent Theory**
2. **Legitimacy theory**

Hypothesis Development
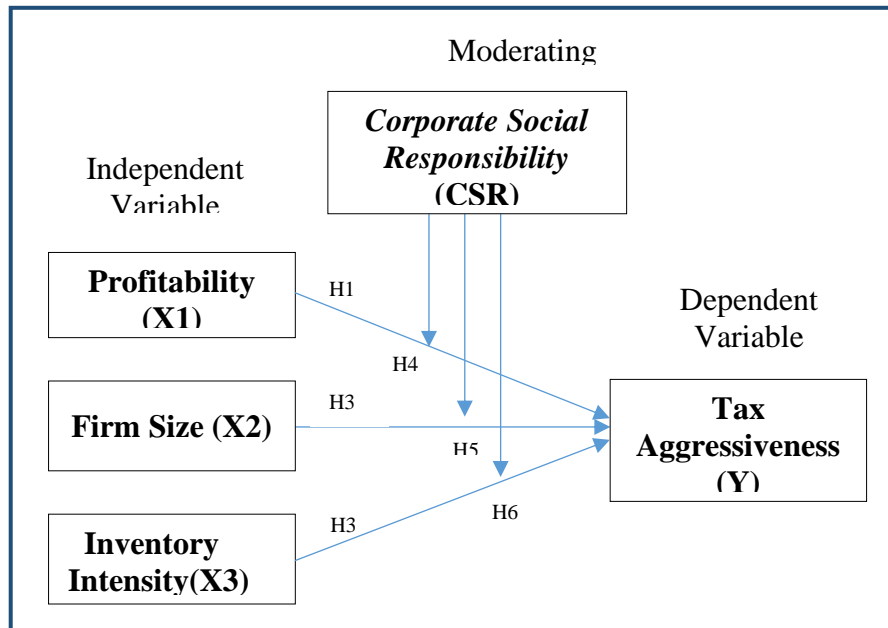
Figure 1. Hypotesis Development Model

The following are the hypotheses in this study as follows:
H1: Profitability has a positive effect on tax aggressiveness
H2: Firm size has a positive effect on tax aggressiveness
H3: Inventory intensity has a positive on tax aggressiveness
H4: Corporate Social Responsibility (CSR) Disclosure can moderate by weakening influence Profitability on tax aggressiveness.
H5: Corporate Social Responsibility (CSR) Disclosure can moderate by weakening the influence of firm size on tax aggressiveness.
H6: Corporate Social Responsibility (CSR) Disclosure can moderate by weakening influence inventory intensity on tax aggressiveness.

RESEARCH METHODOLOGY
Types of research
Quantitative method used in this research. The data used is secondary data by reviewing annual reports and financial reports on mining sector companies in Indonesia.

Population and Sample
In this study, samples were taken from the population based on non-probability using a purposive sampling technique.

1. Mining companies listed on the financial statements on the Indonesia Stock Exchange successively*(listing)*during 2017-2021.
2. Mining companies that display complete data and information according to the variable information needed in this study.
3. Mining companies with yearly profit data on financial and annual reports.

Data collection technique

The data collection method in this study used the non-participant observation method. This study obtained several of 136 observational data from 34 companies with a total population of 48 companies.

Data analysis technique

Table 1.Data analysis technique

Descriptive Statistical Analysis	
Classic assumption test	Normality,Multicolinearity,Autocorelation,Heterodedasity
Multiple Linear Regression Test	
Model Feasibility Test	Analysis of the Coefficient of Determination (R2) Simultaneous Test (F Statistical Test)
Hypothesis testing	Partial Test (Test Statistical t) *Moderated Regression Analysis*(MRA) Moderation Effect Test

Operational Variables

Table 2. Operational Variables

Variable		Indicator	Scale
Y	Tax Aggressiveness	$ETR = \dfrac{Income\ Tax\ Expense}{Net\ Profit\ Before\ Tax}$	Ratio
X1	Profitability	$Return\ On\ Asset = \dfrac{Net\ profit\ after\ tax}{Total\ assets}$	Ratio
X2	Firm Size	Ln (*Total Asset*)	Ratio
X3	Inventory Intensity	$INVINT = \dfrac{Total\ Inventory}{Total\ assets}$	Ratio
Z	CSR Dissclosure	$TCSRIi = \dfrac{= \Sigma xyi}{ni}$ GRI G4	Ratio

RESULTS AND DISCUSSION
Results
Table 3. Results of Hypotesis

Coefficients[a]					
Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
1 (Constant)	.532	.246		2.161	.033
Profitabilitas	-.682	.144	-.381	-4.737	.000
Ukuran Perusahaan	-.009	.008	-.099	-1.106	.271
Intensitas Persediaan	.133	.178	.066	.747	.456
Pengungkapan CSR	.383	.127	.246	3.007	.003
a. Dependent Variable: Agresivitas Pajak					

Coefficients[a]					
Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
1 (Constant)	-.564	.914		-.617	.538
Profitabiltas	.371	.447	.207	.830	.408
Ukuran Perusahaan	.024	.030	.257	.790	.431
Intensitas Persediaan	.315	.669	.156	.471	.639
Pengungkapan CSR	3.903	2.963	2.509	1.317	.190
ProfitabilitasXPengungkapanCSR	-3.820	1.572	-.615	-2.429	.017
UkuranPerusahaanXPengungkapanCSR	-.104	.097	-2.069	-1.073	.286
IntensitasPersediaanXPengungkapanCSR	-.748	2.120	-.126	-.353	.725
a. Dependent Variable: Agresivitas Pajak					

This study uses quasi moderation. The CSR moderating variable is only a predictive variable. The MRA test only concludes that it strengthens or weakens.

DISCUSSION
Effect of Profitability on Tax Aggressiveness
Based on partial testing, the result is that the profitability variable as measured by *Return On Assets (ROA)* has a positive effect on tax aggressiveness, so the first hypothesis in this study is accepted. The results of hypothesis testing show that the profitability variable on tax aggressiveness has a significance value of 0.000 which is smaller than the error tolerance value (α) of 0.05 and the valuethe tcount value is greater in the negative direction than ttable (4.425 > 1.980). Companies pay more taxes when profits are high because the higher the profits, the more taxes the Firm pays. A negative ETR coefficient value indicates a positive relationship between tax aggressiveness and profitability, so that the relationship between profitability and tax aggressiveness has a positive effect.

The Effect of Firm Size on Tax Aggressiveness

Based on the test, it was found that the Firm size variable as measured by LN Total Assets did not affect tax aggressiveness, so the second hypothesis in this study was rejected..The results of hypothesis testing show that the Firm size variable on tax aggressiveness has a significance value of 0.271 which is greater than the error tolerance value (α) of 0.05 andtcount value is smaller than ttable (1.590 <1.980). This means that the Firm will maintain a good name of the Firm in the public eye by not carrying out tax aggressiveness. The government pays more attention to the assets, profits, and sales levels of large-scale companies, large companies often attract the attention of the tax authorities to be taxed according to applicable regulations.

Effect of Inventory Intensity on Tax Aggressiveness
The results of the t-test showed that the inventory intensity variable did not affect tax aggressiveness, so the third hypothesis in this study was rejected. The results of hypothesis testing show that the inventory intensity variable on tax aggressiveness has a significance value of 0.456 greater than the error tolerance value (α) of 0.05 andtcount value is smaller than ttable (0.747< 1.980). Based on sample data, companies in the coal sector tend to have less inventory intensity, because if they store inventory for too long there is a high possibility of self-burning of coal.

Disclosure of Corporate Social Responsibility (CSR) Moderates the Effect of Profitability on Tax Aggressiveness
Based on the results of hypothesis testing using the MRA interaction variable which show that the fourth hypothesis is accepted. Based on the results of hypothesis testing, the significance value of CSR disclosure and profitability variables is 0.016, which is less than the error tolerance value (α) of 0.05. The interaction between CSR disclosure and profitability obtained a t value of -2.452 and a beta coefficient of -3.866. The existence of Government Regulation Number 90 of 2010 companies tend to be less tax aggressive by manipulating extensive CSR disclosures because in this regulation costs that can be charged to CSR activities such as donations, etc. are subject to a maximum of 5% of the Firm's taxable income the previous year(Government Regulation of the Republic of Indonesia, 2010).

Disclosure of Corporate Social Responsibility (CSR) Moderates the Effect of Firm Size on Tax Aggressiveness
Based on the results of hypothesis testing using interaction variables which indicate that the fifth hypothesis is rejected. Based on the results of hypothesis testing, the significance value of the CSR disclosure variable and Firm size is 0.286> 0.05, which is greater than the fault tolerance value (α) of 0.05. This is in line with legitimacy theory, the management of companies with large assets will disclose CSR disclosures following the Firm's circumstances so that companies use Companies with enough resources will be able to fulfill CSR-related obligations and fulfill tax payments following applicable tax laws.

Disclosure of Corporate Social Responsibility (CSR) Moderates the Effect of Inventory Intensity on Tax Aggressiveness
Based on the results of hypothesis testing using the interaction variable, the sixth hypothesis is rejected. Based on the results of hypothesis testing, it shows that the significance value of the CSR disclosure variable and Firm size is 0.579,

which is greater than the error tolerance value (α) of 0.05. With the disclosure of CSR, the Firm does not carry out tax aggressiveness by reducing the burden attached to the warehouse sector and inventory maintenance, in every SPT period the Agency's VAT reports inventory equal to the Agency's annual SPT.

CONCLUSIONS, LIMITATIONS AND SUGGESTIONS

From 6 hypotheses proposed, 2 hypotheses were accepted and 4 hypotheses were rejected. Variation that can be explained based on the results of the coefficient of determination by the independent variables was only 22.9%. Future researchers are advised to use another approach, namely qualitative, to dig deeper into tax aggressiveness in order to find out the actual state of the Firm or be more specific to one Firm.

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THE EFFECT OF TAX PLANNING, ACCOUNTING CONSERVATISM AND INTELLECTUAL CAPITAL ON EARNINGS MANAGEMENT WITH INSTITUTUIONAL OWNERSHIP AS MODERATION VARIABLE

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ABSTRACT

This study aims to determine the effect of tax planning, accounting conservatism and intellectual capital on earnings management with institutional ownership as a moderating variable in food and beverage sub-sector industrial companies listed on the Indonesia Stock Exchange (IDX). The research year period used is 4 years, namely 2018-2021. The sampling technique used purposive sampling technique Based on predetermined criteria, 21 sample companies were obtained. The type of data used is secondary data obtained from the official website of the Indonesia Stock Exchange. The data analysis method used is panel data regression analysis and moderate regression analysis. The results of this study indicate that tax planning and intellectual capital have an effect on earnings management, accounting conservatisme no effect on earnings management. Institutional ownership can moderate tax planning of earnings management. Institutional ownership cannot moderate accounting conservatisme of earnings management. Institutional ownership moderates by weakening the relationship between intellectual capital and earnings management.
Keywords : Tax Planning, Accounting Conservatisme, Intellectual Capital, Earnings Management, and Institutional Ownership

INTRODUCTION

Data from the Investment Coordinating Board (BPKM) recorded that the realization of investment in the food and beverage industry until the third quarter of 2021 grew by 75.9% on an annual basis to US $ 2.08 billion, compared to the realization of Foreign Direct Investment (PMA) in 2020 which was valued at US $ 1.14 billion. Meanwhile, Domestic Investment in 2021 reached IDR 20.42 trillion (Source: Bisnisindonesia.id). The realization of this investment made many companies manipulate profits in financial statements so that the company is considered good by stakeholders (Syahrani & Dewi, 2022). Investor behavior that tends to only pay attention to information about the company's profits without considering the background of these profits, has opened up opportunities for management to carry out profit management practices (Sari &; Astika, 2021).

Profit management practices have occurred several times in Indonesia, one of which is the case of financial reporting by the management of PT Tiga Pilar Sejahtera Food Tbk in 2018 alleged to have committed financial statement violations after the public accounting agency Ernst &Young issued an investigative audit report, where there were allegations of overstatmenet in the 2017 financial statements amounted to Rp 4 trillion in accounts receivable,

inventory and fixed assets of AISA Group and amounted to Rp 662 billion in sales and Rp 329 billion in EBITDA of food entities. (source: cnbcindonesia.com).

Managers tend to minimize their obligations, including the obligation to pay taxes. As a result, managers will look for ways to make it seem as if the company's profits look lower than the profits actually earned (Pambudi *et al*., 2019). According to the results of the study (Simosangkir *et al*, 2021) stated that tax planning has a significant positive effect on earnings management. Meanwhile, the results of Ardillah d& Vesakhadevi's (2022) research stated that tax planning has no effect on earnings management.

Conservative accounting is a precautionary principle in financial reporting, whereby companies do not rush to recognize and measure assets and profits, but immediately recognize losses and liabilities (Maryati *et al*., 2022). The results of Khaliq & Silvia's (2022) research show that accounting conservatism has a significant positive effect on earnings management. In contrast to research conducted by Saputri & Mulyati (2020) which states that accounting conservatism has no effect on earnings management.

Optimal utilization and management of intellectual capital can improve financial performance. With the wealth of information and technology knowledge, it will increase management opportunities in earnings management (Ramadani *et al*., 2022) Research by Sari & Astika (2021) and Ramdani *et al* (2022) shows that there is a positive influence of intellectual capital on earnings management. Conversely, Mas'ut *et al*'s (2021) research states that intellectual capital negatively affects earnings management. Meanwhile, Indra & Trisnawati's (2020) research states that intellectual capital has no effect on earnings management.

LITERATURE
Theoretical Framework
Agency theory is a theory that underlies business practices where the owner does not control his company and transfers it to another party, it will cause conflict between the owner and the manager or often called the agency problem. (Kusumawati, 2019).

Positive Accounting Theory describes management's choice of accounting methods and procedures used. The underlying assumption is that all interested parties in the company act rationally to maximize their interests, which is often done by presenting financial statements that do not show the company's true financial condition, resulting in decisions taken by stakeholders being less appropriate (Wahyuningsih, 2020).

Resource based theory is a theory that discusses company resources and how companies can manage and utilize existing resources companies can create value to compete with other competitors. Resource based theory holds that companies will gain competitive advantage and optimal performance by acquiring, merging, and using vital assets to obtain competitive advantage and optimal performance (Riahi-Belkaoui, 2003)

RESEARCH METHODS
The sampling method uses Purposive Sampling, using certain criteria based on the results and objectives of the study. This research uses the object of research of companies in the industrial sector of the food and beverage sub-sector listed on the Indonesia Stock Exchange for the 2018-2021 period. Based on the

sampling criteria, 21 companies were obtained that could be sampled during the observation period, so the number of data used was 84 data.

The analysis data used in this study is statistical analysis, namely the panel data regression and moderating regression (MRA) method using the Eviews Version 12 program. Statistical testing in this study consists of testing classical assumptions and hypotheses.

RESULTS OF DISCUSSION

Table 1 Result of Moderated Regression Analysis

Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	-0.089751	0.076526	-1.172825	0.2457
TP	1.009517	0.305008	3.309802	0.0016
KA	0.651237	0.504331	1.291289	0.2018
IC	-0.029396	0.006391	-4.599868	0.0000
TP_KI	-1.121182	0.354608	-3.161752	0.0025
KA_KI	-0.817036	0.620048	-1.317698	0.1929
IC_KI	0.040291	0.008612	4.678510	0.0000

The Effect of Tax Planning on Earnings Management

Tax Planning has a positive and significant effect on earnings management, which means H_1 is accepted. Companies that want to do tax planning to minimize their tax burden will automatically review their profits on which taxes are based. If profits are high, companies tend to implement profit management practices by minimizing profits, obtained in order to reduce the tax burden imposed (Sihombing *et al.*, 2020) This is in line with Simosangkir *et al* (2021) research that the higher the level of tax planning carried out by the company, the greater the opportunity for the company to carry out earnings management practices.

The Effect of Accounting Conservatism on Earnings Management

Accounting conservatism has no significant effect on profit management, which means H_2 is rejected. The absence of the influence of accounting conservatism to reduce earnings management actions can be due to the implementation of IFRS in Indonesia. The implementation of IFRS provides new policies that can undermine the principle of conservatism. Although an entity has reduced profit management actions with income maximization patterns, such as choosing depreciation methods on assets that can report lower profits, the application of IFRS limits this, because in the end the accounting period of assets owned by a company must be revaluated or revalued (Sari, 2019). This is In line with research by Rizkiyana *et al* (2022) which states that accounting conservatism has no effect on earnings management.

The Influence of Intellectual Capital on Earnings Management

Intellectual Capital has a negative and significant effect on earnings management, which means H_3 is accepted. High intellectual capital indicates that the added value and competitive advantage of the company is also getting bigger, so that these advantages cause the company's management performance to be good because it has more added value than other companies. Good performance from high intellectual capital causes profit management to decline because there is no need to manipulate profit information (Kalalo, 2022). This is in line with

research by Mas'ut *et al* (2021) which states that intellectual capital negatively affects earnings management.

Institutional Ownership Moderates the Effect of Tax Planning on Earnings Management

Institutional ownership can moderate by reducing the effect of Tax Planning on Profit Management, which means H_4 is accepted. The higher the tax planning, the higher the company's opportunity to do profit management. Therefore, supervision by institutional ownership aims to prevent management from carrying out earnings management practices (Mubtadi & Setiawan, 2021).

This is in line with Mubtadi & Setiawan's (2021) research which states that institutional ownership is able to moderate by reducing the occurrence of earnings management actions.

Institutional Ownership Moderates the Influence of Accounting Conservatism on Earnings Management

Institutional Ownership cannot moderate the influence of accounting conservatism on earnings management, which means H_5 is rejected. The increasing share ownership owned by institutions has not been able to make the institutional party carry out good monitoring of management performance in preparing financial statements. Institutional parties only want the companies they invest in to be able to get high returns (Hariyanto, 2021). This is in line with the research of Rizkiyana *et al* (2022) which states that accounting conservatism has no effect on earnings management, and Ramadhani *et al* (2021) research states that institutional ownership has no effect on earnings management.

Institutional Ownership Moderates the Influence of Intellectual Capital on Earnings Management

Institutional Ownership can moderate the influence of Intellectual Capital on earnings management, which means H_6 is accepted. The greater the amount of institutional ownership, resulting in higher profit management actions. The existence of institutional owners is outside the company, so it does not provide supervision to the company, which in the end the company carries out earnings management actions (Wahyuningsih, 2020). This research is in line with research conducted by Ramadani *et al* (2022) stating that intellectual capital has a positive effect on earnings management, and Wahyuningsih (2020) shows that institutional ownership can affect earnings management.

CONCLUSION

After analyzing and discussing the effect of tax planning, accounting conservatism, and intellectual capital on earningst management with institutional ownership as a moderation variable, it can be concluded as follows: Tax planning and intellectual capital affects earningst management. Meanwhile, accounting conservatism has no effect on earnings management. Then, Institutional wnership moderates the effect of Tax Planning and intellectual capital on earnings management. Meanwhile, Institutional ownership does not moderate the influence of accounting conservatism on earning management.

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PROFITABILITY, FIXED ASSETS INTENSITY AND DEBT LEVEL ON TAX MANAGEMENT

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ABSTRACT

Tax is the largest revenue that will be received by the state, so the realization of tax revenue is very important for the growth and development of a country. This study aims to analyze the effect of profitability, fixed asset intensity and debt level on tax management in SRI-KEHATI index companies in 2017-2021. The population and sample used in this study are SRI-KEHATI index companies, which are companies that have a good stock index in supporting sustainability efforts such as implementing good corporate governance and high social awareness. In sample selection, this study used purposive sampling techniques, namely 100 observational data from 20 selected companies. The type of data used in this study is secondary data and uses quantitative research methods. Tax management in this study is proxied using effective tax rated (ETR). This research was processed using the e-views application version 12. The results of the partial regression test from this study concluded that 1) profitability proxied by net profit margin (NPM) affects tax management, 2) fixed asset intensity affects tax management and 3) debt level proxied with debt-to-equity ratio (DER) does not affect tax management. The results of simultaneous regression tests in this study concluded that profitability, fixed asset intensity and debt level together affect tax management.
Keywords: profitability, fixed asset intensity, debt level, tax management

INTRODUCTION

Tax is a contribution required by the government to all taxpayers, both individual taxpayers and corporate taxpayers and is coercive, it is explained in article 23 A of the 1945 Constitution which explains the tax obligation, namely "Taxes and other levies that are coercive used for state purposes are regulated by law". The purpose of tax collection is to improve the welfare of all levels of society, because taxes have principles from the people and for the people.In the government's view, taxes are the largest state revenue when compared to other forms of state revenue and grants, although in recent years the realization of tax revenue in Indonesia is still far from the target set by the Directorate General of Taxes (DGT). According to the opinion expressed by Sinaga & Sukartha (2018), with the unrealization of tax revenue in Indonesia, it can be said that taxpayers in Indonesia are not yet aware of the importance of paying taxes, and will cause the general public's view that tax regulations and government supervision of taxpayers in Indonesia are still low.

In the taxpayer's point of view, tax is a burden that must be paid and reduces income or profit component, with a high tax burden will encourage taxpayers to carry out tax management so that the tax burden paid becomes lower. In general, every taxpayer must try to pay the lowest possible tax burden, this is due to differences in interests that arise between the government (fiscus) and company owners, so the company seeks to carry out tax management to reduce its tax burden.

In its application, tax management carried out by taxpayers in Indonesia is still far from the way allowed in tax regulations, it is reported in the state of tax justice 2020 report, namely tax justice in the time of covid-19 which says that in terms of countries that carry out tax avoidance, Indonesia is in fourth position in Asia and suffered a loss of Rp68.7 trillion until 2020, of this figure of Rp67.6 trillion resulted from tax avoidance actions carried out by corporate taxpayers, while the remaining Rp1.1 trillion was generated from individual taxpayers. Another case related to encouraging companies to take tax management actions is companies that are experiencing an increase in profit levels such as PT Dharma Satya (DSNG) which experienced an increase in profit rate of up to 55% throughout 2021. In addition, Indofood companies also experienced an increase in profit levels by 31% throughout 2020, with the increase in profits, companies must carry out proper tax management if they want the profits received to be more maximum but with a lower tax burden.

Based on these phenomena and reports, it can be interpreted that there are still many cases related to tax avoidance carried out by taxpayers in Indonesia, especially corporate taxpayers and it can be concluded that there are still many companies that are trying to be able to carry out their tax management so that the tax burden becomes lower. Therefore, it can be interpreted that taxpayers in Indonesia need knowledge related to what factors will affect the amount of tax burden to be issued, in other words, the better the tax management carried out by the company, the more effective the tax burden will be paid. According to Sembiring et al., (2022) tax management carried out must be carried out in the right way, so as not to lead to violations of tax norms such as tax evasion. Tax management carried out by the company is influenced by several factors, including the level of profitability generated by the company, the intensity of fixed assets owned by the company and how much debt the company has.

LITERATURE

The theory used for this research is agency theory, agency theory was first expressed by Jensen and Meckling in 1976. Agency theory explains the relationship between two parties, namely the principal and the agent, which in the relationship between the principal and the agent have different interests. In its application, theory agency also incurs costs, namely agency costs or agency costs.

In this study, the principal is the government, while the agent is the owner of the company, the difference in interest that arises between the government and the owner of the company is that the government expects the realized tax to reach the specified target by pressuring each taxpayer to fulfill his tax obligations, while the agent (company owner) tries to reduce the tax burden as low as possible and reduce the level of profit as much as possible. In its application, the costs arising from the existence of the relationship are costs paid by the owner of the company to the manager or manager of the company in order to be able to carry out the wishes and goals of the owner of the company.

The Effect of Profitability, Fixed Asset Intensity And Debt Levels on Tax Management

Profitability, fixed asset intensity and debt level are related to one another, because the amount of profitability is influenced by how much fixed assets the company has, and the debt owned by the company is used for the company's operational activities where the goal is to be able to get maximum profit. The amount of fixed assets and debt of a company will affect the amount of deductible expense that can be deducted in calculating the company's tax burden, because

deductible expense is a cost incurred as a result of depreciation of the company's fixed assets and the interest expense incurred by the debt.

So it can be concluded that profitability, fixed asset intensity and debt level can affect tax management together (simultaneously), this statement is in line with the results of research conducted by Nurfitriani & Hidayat (2021) which states that fixed asset intensity and debt level have a simultaneous influence on tax management, research conducted by Sembiring et al., (2022) It also said that profitability and debt levels have an influence together on tax management. Based on these explanations and arguments, the following hypotheses can be proposed:
H_1: It is suspected that profitability, fixed asset intensity and debt level jointly (simultaneously) affect tax management.

The Effect of Profitability on Tax Management

Profitability is a benchmark for companies in seeing the company's ability to generate profits, profitability is one of the important factors that must be considered by company management in conducting tax management, because the size or size of the profit figure will determine how much tax burden the company will pay. So it can be concluded that profitability proxied with net profit margin (NPM) can partially affect tax management, this statement is in line with research conducted by Mulyanti & Sundawa (2022) which states that the high net profit margin figure can be used by companies to maximize the application of effective tax rate (ETR) with the aim of reducing their tax burden, in addition to research conducted by Noviatna et al., (2021) also stated that companies that generate high profits have a very small possibility of committing tax violations. Based on these explanations and arguments, the following hypotheses can be proposed:
H_2: It is suspected that profitability has a partial effect on tax management.

The Effect of Fixed Asset Intensity on Tax Management

The intensity of fixed assets describes the amount of fixed assets owned by the company. In terms of tax management, the intensity of fixed assets is one of the factors that companies can consider to be able to reduce their tax burden, according to an opinion conducted by Ningsih et al., (2020) with the existence of fixed assets will cause depreciation costs, where depreciation costs are one of the deductible costs in calculating the amount of corporate tax, But keep in mind that there are several types of fixed assets that can only be depreciated by 50%, so the management of these fixed assets can not only reduce the tax burden but also can make the tax burden higher. So it can be concluded that the intensity of fixed assets can affect the tax management actions carried out by the company. This statement is in line with research conducted by Sembiring et al., (2022) which said that the intensity of fixed assets can affect tax management because depreciation costs incurred act as a deduction from the company's tax burden. Based on these explanations and arguments, the following hypotheses can be proposed:
H_3: It is suspected that the intensity of fixed assets has a partial effect on tax management.

The Effect of Debt Levels on Tax Management

Debt is one of the sources of funding that is large enough in the operational activities of a company, the level of debt has the meaning of large or small debt owned by the company. The debt owned by the company will incur interest costs which can be deducted in the calculation of the amount of corporate tax, but the greater the debt owned by the company, the greater the risk that will

be borne by the company, the statement is in line with the opinion expressed by Barli (2018) which states that. So it can be concluded that the level of debt affects tax management carried out by companies, this statement is in line with research conducted by Sinaga & Sukartha (2018) which states that the higher the level of debt, the lower the effective tax rate (ETR) produced. Based on these explanations and arguments, the following hypothesis is proposed:

H_4: It is suspected that debt levels have a partial effect on tax management.

Table 1 Operational Variables

Variables	Indicator	Scale
Tax Management (Y) Wijaya & Febrianti (2017)	Effective Tax Rate (ETR) = Total Income Tax/Total Income Before Tax	Ratio
Profitability (X_1) Mulyanti & Sundawa (2022)	Net Profit Margin (NPM) = Net Income/Sales	Ratio
Fixed Asset Intensity (X_2) Afifah & Hasymi (2020)	Total Fixed Assets/Total Assets	Ratio
Debt Level (X_3) Fitriana & Isthika (2021)	Debt to Equity Rasio (DER) = Total Liabilities/Total Equity	Ratio

RESEARCH METHOD

The method used in this study is quantitative by using descriptive statistical analysis to process existing data, which is used to examine a population or a particular sample. This study uses purposive sampling techniques, which use special considerations in accordance with the data needs on the variables studied, so that it will narrow the sample to be used, then after the purposive sampling technique is carried out, the sample of companies selected in this study is 20 companies with a research period of 5 years, so that as many as 100 observational data are obtained.

In Sugiyono's opinion (2014), data analysis techniques are activities to stabulate data and calculate data to provide conclusions on the results of research being conducted. The data analysis technique used in this study used multiple linear regression with the help of the e-views application version 12. Before conducting a hypothesis test, a classical assumption test was carried out consisting of: 1) normality test, 2) multicollinearity test, 3) heteroscedasticity test, 4) autocorrelation test, and continued with t test to determine the influence of each variable and f test to find out how all independent variables affect the dependent variable.

RESULTS AND DISCUSSION
Classic Assumption Test
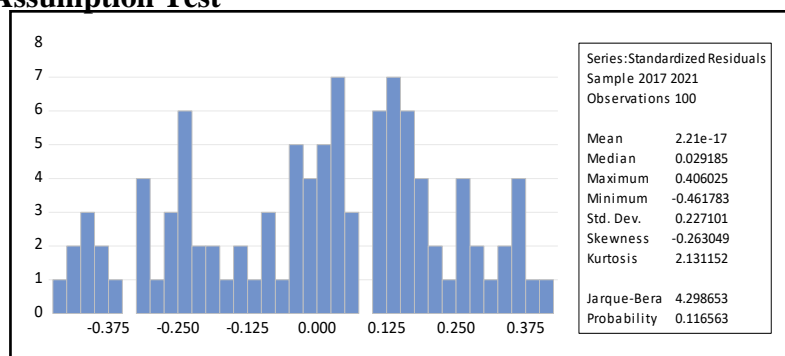
Figure 1 Normality Test

Based on the results of the normality test above, a jarque-bera value of 4.298653 is obtained and a probability value of 0.116563, where the probability value is greater than the significance value, namely 0.116563 > 0.05, so it can be concluded that the data in this study are distributed normally.

Tabel 2 Multicollinearity Test

	X1_NPM	X2_IAT	X3_DER
X1_NPM	1.000000	-0.245587	-0.002081
X2_IAT	-0.245587	1.000000	-0.700300
X3_DER	-0.002081	-0.700300	1.000000

Based on the results of the multicollinearity test above, it can be concluded that the data in this study did not experience multicollinearity problems because the coefficient value between each variable did not exceed 0.90 or <0.90.

Tabel 3 Heteroscedasticity Test

F-statistic	0.729987	Prob. F(3,96)	0.5366
Obs*R-squared	2.230331	Prob. Chi-Square(3)	0.5260
Scaled explained SS	3.772744	Prob. Chi-Square(3)	0.2871

Based on the heteroscedasticity test table above, the probability chi-square value is at 0.5260 which indicates more than the significance value, namely 0.05 or 0.5260 > 0.05. So it can be concluded that the data in this study did not experience heteroscedasticity problems or were in a homoscedasticity position.

Tabel 4 Autocorellation Test

R-squared	0.345435	Mean dependent var	-2.56E-16
Adjusted R-squared	0.310617	S.D. dependent var	0.672281
S.E. of regression	0.558189	Akaike info criterion	1.729885
Sum squared resid	29.28800	Schwarz criterion	1.886195
Log likelihood	-80.49424	Hannan-Quinn criter.	1.793146
F-statistic	9.921345	Durbin-Watson stat	1.828877
Prob(F-statistic)	0.000000		

Based on the autocorrelation test above, the Durbin-Watson value obtained was 1.828877 and the dl value was 1.5922 and the du value was 1.7582. It can be concluded that there was no autocorrelation problem in this study, either negative autocorrelation or positive autocorrelation because the dU < DW < 4-dU, namely 1.7582 < 1.828877 < 2.2418, so it can be concluded that the data in this study are not at all affected by autocorrelation problems.

Multiple Regression Analysis

Table 5 Multiple Regression Analysis

Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	-1.775386	0.216279	-8.208787	0.0000
X1_NPM	-0.269640	0.031825	-8.472515	0.0000

X2_IAT	0.251945	0.095404	2.640806	0.0100
X3_DER	0.053772	0.057114	0.941472	0.3494

Multiple regression analysis equation:

$Y = a + B_1X_1 + B_2X_2 + B_3X_3 + e$

$Y = -1{,}77538618 - 0{,}26963967X1 + 0{,}25194480X2 + 0{,}05377154X3 + e$

Based on tests that have been carried out previously, the processing of data that has been processed and researched results are obtained as follows:

The Effect of Profitability, Fixed Asset Intensity And Debt Levels on Tax Management

The first hypothesis formulated in this study is the influence of profitability, fixed asset intensity and debt levels on tax management. Based on the results of the study above, the probability value shows a result of $0.000000 < 0.05$ (significance value), so it can be concluded that the first hypothesis (H_1) is accepted, this study can prove that profitability, fixed asset intensity and debt level have a simultaneous influence on tax management in SRI-KEHATI indexed companies listed on the Indonesia Stock Exchange in 2017-2021.

This research is in line with the results of research conducted by Sembiring et al. (2022) which states that profitability and debt levels have a simultaneous influence, another study conducted by (Nurfitriani &; Hidayat, 2021) also states that profitability and intensity of fixed assets have a simultaneous influence on tax management which is proxied with an effective tax rate (ETR). Profitability and intensity of fixed assets have a unidirectional relationship because the level of profit or loss experienced by the company is also influenced by the high or low fixed assets owned by the company, so that the profitability and intensity of fixed assets have a simultaneous influence on tax management.

The Effect of Profitability on Tax Management

The second hypothesis formulated in this study is the effect of profitability on tax management. The results showed that the probability value < significance value or $0.0000 < 0.05$ so that the second hypothesis (H_2) was accepted, which means that profitability has a negative influence on tax management.

The results of this study support the hypothesis previously formulated, which is strengthened by research conducted by Mulyanti &; Sundawa (2022) which says that profitability has an influence on tax management, besides that research conducted by (Noviatna et al., 2021) also says that profitability has an influence on tax management. Profitability proxied by net profit margin (NPM) can affect the amount of tax burden that will be borne by the company. This is because the greater the profit received by the company, the greater the tax burden that will be borne.

However, this study is not in line with research conducted by Fitriana &; Isthika (2021) which states that profitability has no influence on tax management, in the study states that companies that have high profits or high levels of profitability will have good performance, so that companies that have a high level of profitability are considered to be able to pay their tax burden in accordance with The amount charged without having to pay attention to the amount and without doing tax management.

The Effect of Fixed Asset Intensity on Tax Management

The third hypothesis formulated in this study is the effect of fixed asset intensity on tax management. In this study, the results obtained are probability values < significance values or $0.0000 < 0.05$ so that it can be concluded that the third hypothesis is accepted, which means that the intensity of fixed assets has an influence on tax management.

The results of this study support the hypothesis that has been formulated previously, which is strengthened and in line with research conducted by Afifah & Hasymi (2020) which states that the intensity of fixed assets has a significant influence on tax management. The intensity of fixed assets provides an understanding of how much or how much fixed assets the company has. Research conducted by Sembiring et al. (2022) also states that the intensity of fixed assets has an influence on tax management because in terms of taxation, the higher the value of fixed assets owned by the company, the less the tax burden borne by the company, this is because the greater the fixed assets owned, the greater the depreciation costs incurred, Where the depreciation burden will reduce the company's tax burden.

However, the results of this study are not in line with research conducted by Hidayah & Umiah (2022) stating that the intensity of fixed assets has no influence on tax management, this is because not all fixed assets can be depreciated, so it is less optimal if the company focuses on the intensity of fixed assets to be able to carry out tax management.

The Effect of Debt Levels on Tax Management

The fourth hypothesis (H_4) formulated in this study is the effect of debt levels on tax management. In this study, the probability value > significance value was $0.3494 > 0.05$, so it can be concluded that the fourth hypothesis (H_4) is rejected, which means that the level of debt has no influence on tax management.

The results of this study are reinforced by research conducted by Akbar et al., (2020) which says that leverage or debt levels have no influence on tax management. A high level of debt will provide a high level of risk to the condition of the company, the risk received by the company due to large debt will cause the profits obtained to also change. In addition, another study conducted by Fitriana & Isthika (2021) also states that the level of debt has no influence on tax management, this is because if the value of the debt is used for investment, the company's profits will also increase, so using the value of debt is said to be inefficient in carrying out tax management of a company.

However, the results of this study do not support the hypothesis that has been formulated previously which says that the level of debt has an influence on tax management, as the results of research conducted by Sinaga & Sukartha (2018) in the study explained that the effective tax rate (ETR) can be lower due to the debt owned by the company where the amount of debt will cause interest expenses.

CONCLUSION

Based on the results of sample data processing and descriptive statistical tests and other tests, it can be concluded that: profitability, fixed asset intensity, and debt levels have a simultaneous effect on tax management because profitability, fixed asset intensity and debt levels are related to one another; profitability has a partial negative effect on tax management because the higher profit earned, the higher tax burden that must be issued; the intensity of fixed assets has a partial positive effect on tax management because the more fixed

assets owned, the greater depreciation costs that will be incurred; and the level of debt does not have a partial positive effect on tax management.

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SALES GROWTH, CAPITAL INTENSITY AND COMPANY SIZE ON TAX AVOIDANCE PRACTICES

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ABSTRACT

This study aims to (1) examine and provide empirical evidence of the simultaneous effect of sales growth, capital intensity, and firm size on tax avoidance practices, (2) examine and demonstrate evidence of the effect of empirical sales growth on tax avoidance practices, (3) examine and provide empirical evidence of the effect of capital intensity on tax avoidance practices, (4) test and provide empirical evidence of the effect of firm size on tax avoidance practices. This research is included in quantitative research and the research method used is the associative method. The population of this study is companies in the primary consumer goods sector that are listed on the Indonesia Stock Exchange for the 2017-2021 period. Sample discovery using purposive sampling method. Purposive sampling is a sample determination method based on criteria set by the research and there are 20 companies that meet the criteria as research samples. The data analysis technique used is panel data regression analysis. The results of the study show that simultaneously sales growth, capital intensity and company size influence tax avoidance practices. Partially, firm size has a significant effect on tax avoidance. Meanwhile, sales growth and capital intensity have no significant effect on tax avoidance.
Keywords: Sales Growth, Capital Intensity, Firm Size, Tax Avoidance

INTRODUCTION

Tax is the main source of income for the state which is voluntarily collected based on laws and regulations which is used as much as possible for national development and a source of funds in improving people's welfare, (Maitriyadewi & Noviari, 2019). Therefore, the Indonesian government continuously strives to increase the amount of tax revenue so that it can achieve the targets previously set. But in reality, the government's effort to increase the amount of tax revenue is not easy. In practice, there are different interests between the government and taxpayers (Wijayanti & Merkusiwati, 2017). According to (Simarmata & Cahyonowati, 2014); (Maitriyadewi & Noviari, 2019), Tax for the government, is a source of income obtained from taxpayers to finance the development and administration of a country. Meanwhile, for companies, taxes are a burden that can reduce the company's income or profits. Because of these different interests, taxpayers tend to avoid taxes with the aim of reducing the taxes owed.

This condition is in accordance with agency theory or agency theory according to (Jensen & Meckling, 1976), that agency relationship is a contract in which one or more persons (principal) direct and authorize another person (agent) to perform services on their behalf. The government acting as principal instructs companies that act as agents to pay taxes in accordance with tax laws. What happens is that companies as agents prioritize their interests in optimizing

company profits so as to minimize burdens, including tax burdens by doing tax evasion, (Gazali, Karamoy, & Gamaliel, 2020).

The practice of tax avoidance is nothing new. This practice has long been practiced in many countries around the world and many large companies are involved such as Google, Apple, Ikea, and so on. There are several cases of tax evasion that occurred in Indonesia, including the case of PT. Indofood Sukses Makmur Tbk, related to tax avoidance practices of 1.3 billion in 2013. The problem started with PT. Indofood Sukses Makmur Tbk, which is expanding into a new company and transferring assets, passives, and operations of the Noodle Division to PT, Indofood CBP Sukses Makmur. Business expansion carried out by PT. Indofood has received a decision from the Directorate General of Taxes (DGT) that PT. Indofood must continue to pay taxes owed in the amount of 1.3 billion on income from the transfer of land and building rights (Gresnews.com, 2013).

This research was conducted to determine and test the effect of Sales Growth, Capital Intensity, and Company Size on Tax Avoidance Practices. As for the benefits to be obtained from the research, it is hoped that it can add insight, scientific studies and literature, especially those related to the influence of sales growth, capital intensity and company size on tax avoidance practices. This research is also expected to be able to provide benefits directly or indirectly to parties who have an interest.
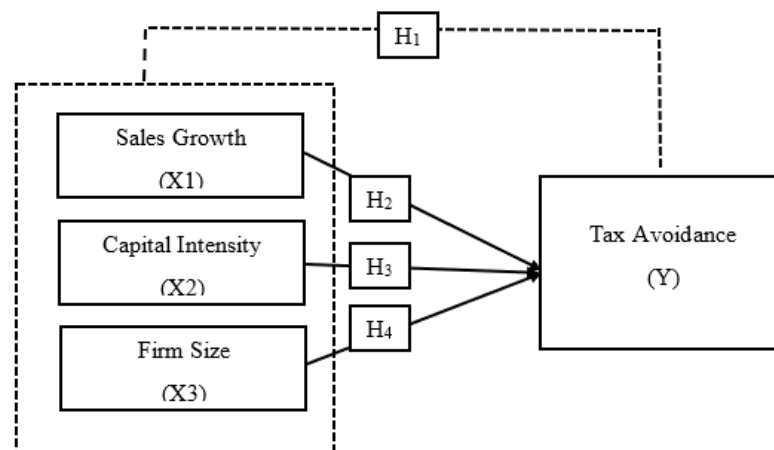
Figure 1 Thinking Framework

H$_1$: It is suspected that sales growth, capital intensity and company size simultaneously influence tax avoidance practices.

Increased sales growth tends to make companies gain large profits, so sales growth can influence companies to practice tax avoidance or avoidance of taxes. A high level of capital intensity of a company means that the level of tax avoidance that occurs in that company is high, the company can take advantage of the depreciation expense of fixed assets which directly reduces the company's profit which is the basis for calculating company taxes. The larger the size of the company, the more complex the transactions will be. This allows companies to take advantage of existing loopholes to carry out tax avoidance actions in every transaction.

H$_2$: It is suspected that sales growth has an effect on tax avoidance practices.

Companies that have high levels of sales growth will require more investment in various elements of assets, both current assets and fixed assets. An increase in sales growth tends to encourage companies to carry out tax avoidance.

H$_3$: It is suspected that capital intensity influences tax avoidance practices.

Companies with a large proportion of fixed assets will pay lower taxes, because companies benefit from depreciation added to fixed assets which can reduce the company's tax burden. Therefore, the more fixed assets owned by the company, the higher the depreciation expense so that it can reduce taxable income and reduce the effective tax rate.

H4: It is suspected that company size has an effect on tax avoidance practices.

The greater the total assets owned by the company, the more productive the company is. This will increase the profit earned and affect the level of tax payments. Because of the tax burden that must be paid by large companies, it is possible for companies to practice tax avoidance.

METHODS

This study uses a quantitative approach, (Arikunto, 2006) suggests that a quantitative approach is a research approach that uses a lot of numbers, starting from collecting data, interpreting the data obtained, and presenting the results. The type of research conducted is causal associative, (Sugiyono, 2018) states that causal associative is a problem formulation that asks the relationship (influence) between two or more variables that are causal in nature, namely between the independent variables (variables that influence) and the dependent variable (affected variable).

Table 1 Operationalization of variables

No.	Variabel	Pengukuran	Skala
1.	Tax Avoidance	$ETR = \dfrac{\text{Tax Expense}}{\text{Profit Before Tax}}$	Ratio
2.	*Sales Growth*	$\textit{Sales Growth} = \dfrac{\text{Sales i} - \text{Sales 0}}{\text{Sales 0}}$	Ratio
3.	*Capital Intensity*	$CAP = \dfrac{\text{Total Net Fixed Assets}}{\text{Total Assets}}$	Ratio
4.	Firm Size	$\textit{Firm Size} = \dfrac{\text{Natural Logarithm x Total Assets}}{\text{Atau Ln (Total Asset)}}$	Ratio

The population in this study includes companies in the primary consumer goods industry sector that are listed on the IDX with the year of research observation, namely from 2017 to the end of 2021 with sample selection based on purposive sampling so that 20 sample companies were selected.

Before being further tested the sample data was tested for quality and regression suitability. To test the suitability of the regression model using the Chow Test and Hauman Test, the selected model is the Fixed Effect Models (FEM). By using the FEM regression model, the data quality was tested using the Data Normality Test, Multicollinearity test, Heteroscedasticity Test and Auto Correlation test, all of which resulted in data passing the assumption of abnormality, multicollinearity assumption, Heteroscedasticity assumption and autocorrelation assumption.

RESULTS

Following are the results of multiple linear regression using the Eviews tool:

Table 2 results of Multiple Linear Regression Test

Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	2.310513	0.460269	5.019919	0.0000
Sales Growth	-0.005465	0.115653	-0.047257	0.9624
Capital Intensity	0.034561	0.075131	0.460014	0.6468
Ukuran Perusahaan	-0.070249	0.015100	-4.652374	0.0000
R-squared	0.677995	Mean dependent var		0.231428
Adjusted R-squared	0.585994	S.D. dependent var		0.037042
S.E. of regression	0.023834	Akaike info criterion		-4.436775
Sum squared resid	0.043740	Schwarz criterion		-3.837586
Log likelihood	244.8388	Hannan-Quinn criter.		-4.194273
F-statistic	7.369403	Durbin-Watson stat		2.176510
Prob(F-statistic)	0.000000			

The Effect of Sales Growth, Capital Intensity and Company Size Simultaneously Influence Tax Avoidance Practices.

The results of this study indicate that the variable sales growth, capital intensity and company size simultaneously affect the practice of tax avoidance by companies. Thus, H1 is accepted and rejects H0. This can be seen from the probability value of the F-statistic which is smaller than the significance level $(0.000000 < 0.05)$. These results are also reinforced by the results of the Coefficient of Determination (Adjusted R Square) of 0.585994 or 59%. Therefore, the variables of sales growth, capital intensity and company size have an influence on tax avoidance practices of only 59%, while the rest are influenced by other factors not described in this study.

The results of this study are in line with research conducted by (Pravitasari & Khoiriawati, 2022) which states that sales growth, capital intensity and company size simultaneously have a significant effect on tax evasion. These results indicate that the higher sales growth, capital intensity and company size will affect the practice of tax avoidance carried out by companies. Because for companies, taxes are a burden that can reduce company income or profits, the company will try to minimize the amount of tax payments. Thus, in an effort to detect the occurrence of tax avoidance practices carried out by companies, the government can detect through Sales Growth, Capital Intensity and Company Size carried out by companies.

Effect of Sales Growth on Tax Avoidance

Based on the results of the t test, the sales growth variable has a t-statistic value that is smaller than the t-table value $(0.047257 < 1.661)$. Thus, H2 is rejected and accepts H0. This is supported by a significant value which shows a value of $0.9624 > 0.05$. This shows that sales growth has no significant effect on tax avoidance practices.

According to (Oktaviyani & Munandar, 2017); (Sholeha, 2019) states that there is no relationship between sales growth and tax evasion because companies that have high sales growth are assumed not to make tax evasion efforts. Sales growth is sales growth that is synonymous with sales or revenue. However, sales growth is not synonymous with profit or earnings. Companies that have high sales growth, do not necessarily generate high profits as well.

The results of this study are also in accordance with the signal theory which explains the signals in the use of financial statements. The intended signal is information about the performance of running a business in the hope that there will be an increase in stock prices and a good reputation for the value of the company (Zulfiara & Ismanto, 2019). Companies that have increased sales growth, it is assumed that the profit generated by the company has increased so that profitability will increase, and the company's performance will also improve. Better company performance will benefit managers who are concerned with their own interests as well as for shareholders. Even though the practice of tax avoidance can save company costs, it can be considered bad by investors.

Effect of Capital Intensity on Tax Avoidance

Based on the results of the t test, the capital intensity variable has a t-statistic value that is smaller than the t-table value (0.460014 <1.661). Thus, H3 is rejected and accepts H0. This is supported by a significant value which shows a value of 0.6468 > 0.05. This shows that the capital intensity variable has no significant effect on tax avoidance practices.

The results of this study also support the results of previous studies conducted by (Jusman & Nosita, 2020) and (Marlinda, Titisari, & Masitoh, 2020) which stated that capital intensity has no effect on tax evasion. Because primary consumer sector companies usually tend to invest wealth in the form of fixed assets to support their operational activities. The company invests in fixed assets by adding buildings, land, machinery, equipment, and others to support the company's operational activities. So, the purchase of fixed assets is not intended to take tax benefits from asset depreciation, but rather for operational reasons.

The results of this study are also contrary to agency theory which assumes that each individual is motivated to decide something that provides maximum benefit for his own benefit (Jensen & Meckling, 1976); (Gazali, Karamoy, & Gamaliel, 2020). Companies with a large level of capital intensity are assumed that the greater the capital intensity owned by the company, the greater the company's tax avoidance (tax avoidance), because companies that have fixed assets will have a depreciation expense or depreciation expense which can be a deduction from profit before tax. Therefore, the company will carry out fixed asset investment activities, so that it can take advantage of depreciation or depreciation arising from fixed assets as a deduction from the company's tax burden.

Effect of Company Size on Tax Avoidance

Based on table 2, the company size variable has a t-statistic value greater than the t-table value (4.652374 > 1.661) with an X3 coefficient of -0.070249. Thus, H4 is accepted and rejects H0. This is supported by a significant value which shows a value of 0.0000 <0.05. So, it can be said that the variable firm size has a significant effect on tax avoidance.

The direction of the relationship that occurs is opposite, where the higher the size of the company, it will be followed by the lower the practice of tax

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avoidance in the company. These results are in line with research (Sulaeman, 2021) and (Sawitri, Alam, & Dewi, 2022). The larger the size of the company, the more information will attract the attention of users so that the company will be more careful in complying with tax regulations and more transparent in reporting its financial condition to avoid sanctions and bad reputation for the company in the eyes of the public and the government. The results of this study support the signal theory which assumes that an action taken by company management is to give investors an idea of the company's prospects (Brigham & Houston, 2006); (Soerzawa, Yusmaniarti, & Suhendra, 2018). The larger the size of the company, the company will be assumed to have good prospects and reputation. Therefore, the larger the size of the company, the company tends to avoid tax avoidance practices. Because the practice of tax avoidance, even though it can save company costs, can be assessed badly by investors.

CONCLUSION

The results of testing the research sample data show that partially the Sales growth and capital intensity variables have no effect on tax evasion, whereas the firm size variable has an effect on tax evasion. For simultaneous testing of Sales Growth, Capital Intensity, and company size variables influence the practice of tax avoidance.

SUGGESTIONS

The results of this study are expected to contribute to the development of accounting science in terms of taxation, especially regarding actions tax avoidance practices. It is hoped that in the future it will be possible to present quality research results with can using other variables that are likely to have more influence big on tax avoidance.

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THE ROLE OF INDEPENDENT COMMISSIONERS IN ANALYZING TRANSFER PRICING, FIXED ASSET INTENSITY AND SALES GROWTH ON TAX AGGRESSIVENESS (EMPIRICAL STUDY OF COMPANIES LISTED ON THE INDONESIA STOCK EXCHANGE FOR THE 2017-2021 PERIOD)

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ABSTRACT

This study aims to determine the Role of Independent Commissioners as Moderation Variables in Analyzing Transfer Pricing, Fixed Asset Intensity and Sales Growth on Tax Aggressiveness in Companies Listed on the Indonesia Stock Exchange in the Consumer Non-Cyclicals Sector for the 2017-2021 Period. The population in this study is Sector Consumer Non-Cyclicals listed on the Indonesia Stock Exchange (IDX) for the 2017-2021 period. The sampling technique uses purposive sampling. The data analysis technique uses panel data regression. The results showed that: Transfer Pricing does not affect Tax Aggressiveness, Fixed Asset Intensity affects Tax Aggressiveness, Sales Growth does not affect Tax Aggressiveness, Independent Commissioners do not moderate Transfer Pricing to Tax Aggressiveness, Independent Commissioners moderate Fixed Asset Intensity to Tax Aggressiveness, and Independent Commissioners do not moderate Sales Growth to Tax Aggressiveness.
*Keywords: **Independent Commissioner, Transfer Pricing, Intensity Fixed Assets, Sales Growth, and Tax Aggressiveness.***

INTRODUCTION

In a corporate dimension, tax aggressiveness is considered as an attempt to manipulate taxable income to fall through tax planning which may also not be considered tax evasion fraud. Tax aggressiveness can also be in the form of actions aimed at reducing taxable profits through tax planning using both legal and illegal means, but the more loopholes a company uses to avoid taxes, the more aggressive the company is. If the level of sales decreases, then the company's image becomes less good in the eyes of investors, because its profits are recorded low.

The phenomenon of tax aggressiveness in the consumer non-cyclicals sector occurs in PT. Indofood Sukses Makmur, Tbk (INDF) which has carried out tax avoidance. The practice of tax avoidance was informed of Rp 1.3 billion, this incident began when PT. Indofood Sukses Makmur, Tbk (INDF) established a new company and transferred the assets, passiva and operations of the Noodle Division (instant noodle and seasoning factory) to PT. Indofood CBP Sukses Makmur (ICBP), it can be said to be expanding its business to avoid taxes, but with this expansion the Directorate General of Taxes still gave a decision that the company must continue to pay taxes owed amounting to Rp 1.3 billion (www.gresnews.com, September 2013).

This phenomenon has been behind this research with the aim of knowing how much tax aggressiveness is affected by Transfer Pricing. The impact of Transfer Pricing on Tax Aggressiveness is supported by the results of previous studies, including Fitri (2019), Estralita, Fenny & Herlina (2019) and Maesi &; Susi (2020) which prove that tax aggressiveness is influenced by transfer pricing. In contrast, the results of research by Siti, Mukhlizul and Daniati (2019) show that tax aggressiveness is not influenced by transfer pricing (cnbcindonesia.com).

THEORETICAL FRAMEWORK

Agency theory is closely related to the practice of tax aggressiveness or tax aggressiveness, because agency theory or agency theory explains the relationship between stakeholders and company management, where both parties work together to achieve company goals, namely profits.

Accounting theory describes a process that uses accounting skills, understanding and knowledge as well as the use of accounting policies that are most appropriate to deal with certain conditions in the future. Positive Accounting Theory can also be used as a reference that serves to explain how the accounting procedures chosen by managers can maximize profits set by company management.

Theory Of Planned Behavior is a theory that explains the causes of behavioral intentions. According to this theory, behavioral intentions are determined by three main determinants, namely attitudes, subjective norms and perceived behavioral control. This theory is widely used in discussing behavior and environmental issues.

H$_1$: Transfer Pricing has a positive effect on Tax Aggressiveness.

H2: Fixed Asset Intensity negatively affects Tax Aggressiveness.

H3: Sales Growth has a positive effect on Tax Aggressiveness

H4: Independent Commissioner does not moderate Transfer Pricing on Tax Aggressiveness

H5: Independent Commissioners moderate the relationship between Fixed Asset Intensity and Tax Aggressiveness.

H6: The Independent Commissioner does not moderate the relationship between Sales Growth and Tax Aggressiveness.

RESEARCH METHODS

The sampling method uses Purposive Sampling, using certain criteria based on the results and objectives of the study. This research uses the object of research Companies in the consumer non-cyclicals sector listed in Indonesia Stock Exchange for the period 2017-2021. Based on sampling Criteria, obtained 7 companies that can be sampled during observation time. The observation period of the study used was from 2017 to 2021, so that the amount of data used is 35 data. Data analysis methods used to analyze and test hypotheses using descriptive statistics and panel data regression using the help of Microsoft Office Excel 2019 and Eviews Version 9 software. Statistical testing in this study consists of classical testing assumptions and hypotheses.

RESULTS OF DISCUSSION

Table 1 Result of Panel Data Regression Model Analysis

Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	0.132449	0.082638	1.602765	0.1202
TP	-0.701872	0.601177	-1.167496	0.2529
IAT	0.931267	0.503709	1.848819	0.0351
SG	1.337126	2.351252	0.568687	0.5741
TP_KI	1.384336	1.221375	1.133425	0.2666
IAT_KI	-1.278980	1.275504	-1.002726	0.0346
SG_KI	-4.029816	6.487082	-0.621206	0.5395

The Effect of Transfer Pricing on Tax Aggressiveness

Transfer Pricing has a significant positive effect on Tax Aggressiveness. The absence of transfer pricing in the consumer non-cyclicals sector is due to the small risk received, where the products produced have a long obsolescence. Companies that practice transfer pricing tend to be companies that have a risk of short product life. Most companies pay taxes in accordance with applicable regulations in Indonesia. Small tax payments do not mean that the company is doing tax aggressiveness.

The Effect of Fixed Asset Intensity on Tax Aggressiveness

Fixed Asset Intensity has no effect on Tax Aggressiveness. Refers to agency theory which shows that in this case the agreement between the prisipal (shareholders) and agents (company managers) increases the profits associated with the fixed assets received by the company.

The Effect of Sales Growth on Tax Aggressiveness

Sales Growth has no effect on Tax Aggressiveness. Refers to agency theory which shows that the agent is unable to maintain the principal's trust in the management of company resources. In this study, along with the decline in sales growth, profits are also declining so that companies do not need to do tax aggressiveness thus in this study is not in line with agency theory.

The Role of Independent Commissioners in Moderating Transfer Pricing Against Tax Aggressiveness

Independent Commissioners cannot moderate Transfer Pricing Against Tax Aggressiveness. Independent Commissioners can be said to be a corporate organ that can provide encouragement to management in the form of tighter supervision. The tighter the supervision carried out, the prediction of the level of corporate tax minilasization through the Transfer Pricing policy can be carried out effectively in accordance with the applicable percentage.

The Role of Independent Commissioners in Moderating Fixed Asset Intensity against Tax Aggressiveness

Independent Commissioner moderates Fixed Asset Intensity Against Tax Aggressiveness This is in accordance with the hypothesis that has been built where the Independent Commissioner is suspected to be able to moderate Fixed Asset Intensity against Tax Aggressiveness.

The Role of Independent Commissioners in Moderating Sales Growth Against Tax Aggressiveness

The Independent Commissioner was unsuccessful in moderating the effect of Sales Growth on Tax Aggressiveness. Sales growth of a company can be seen from the magnitude of changes in the total number of sales that occur. Corporate governance serves to be a relationship of various interests. In implementing good corporate governance, it is also expected to make good decisions for the company even though not all companies implement good corporate governance.

CONCLUSION

After analyzing and discussing the role of the independent commissioner in analyzing transfer pricing, the intensity of fixed assets and sales growth on tax aggressiveness, can be concluded as follows: transfer pricing does not affect tax aggressiveness. Meanwhile, the intensity of fixed assets affects tax aggressiveness. Meanwhile, sales growth has no effect on tax aggressiveness. Then, the independent commissioner did not moderate the effect of transfer pricing on tax aggressiveness. Then, the independent commissioner is able to moderate the effect of fixed asset intensity on tax aggressiveness. And independent commissioners did not moderate the effect of sales growth on tax aggressiveness.

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FACTORS AFFECTING STUDENTS IN CAREER SELECTION AS TAX CONSULTANTS

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ABSTRACT

This study aims to determine the effect of financial rewards, professional recognition, and tax knowledge on career choices as tax consultants for accounting students at Panca Bhakti Pontianak University. This research uses quantitative methods. The population of this study were Accounting students at the Faculty of Economics and Business, Pontianak Panca Bhakti University. The sampling technique used a purposive sampling method with criteria determined by the researcher. Data collection was carried out by distributing questionnaires online using Google Forms and data were obtained from 83 respondents, who were used as samples in this study. The analytical method used is multiple linear regression analysis with IBM SPSS Statistics 25.
Keywords: Financial Awards, Professional Recognition, Tax Knowledge, Career Selection.

INTRODUCTION

In Indonesia taxes have an important role in the economic sector, where taxes are one of the largest revenue contributors for the country. The tax received will be used by the government to build facilities and infrastructure for the benefit of the general public (Risal & Jaurino, 2021). Indonesia still lacks workers who want a career in taxation. Based on data from the Directorate General of Taxes, it shows that the number of tax employees in Indonesia has decreased from 2020 to 2022. In 2020 the number of tax employees reached 45,910 people, then in 2021 it will decrease to 45,652 people, and in 2022 there will be 45,315 people left (www.pajak.go.id). This amount is not comparable to the total taxpayers which reached 66.35 million consisting of 3.9 million corporate taxpayers, 61.5 million individual taxpayers and 873 thousand treasurer taxpayers (www.pajak.go.id).

In Indonesia there is a shortage of workers who want a career as a Tax Consultant. A Tax Consultant is a person who provides tax consulting services to Taxpayers in the context of exercising their rights and fulfilling their tax obligations in accordance with tax laws and regulations (PMK No. 175/PMK.01/2022). The number of tax consultants who are members of the Indonesian Tax Consultants Association in 2022 is still relatively small. There are only 6,526 Tax Consultants, currently the number of Taxpayers reaches 66.35 million. This shows the gap between the increase in the number of registered taxpayers and the relatively small number of tax consultants. The relatively small number of tax authorities and consultants compared to the number of taxpayers is certainly not ideal in terms of tax collection which will have an impact on not maximizing tax revenues in Indonesia. The lack of tax consultants who handle the large number of taxpayers so that the tax consultant profession is still very much needed.

With the existence of the Indonesian State tax collection system which has changed from the Official Assessment System to a self-assessment system,

taxpayers are entrusted with calculating, paying and self-reporting the amount of tax that should be owed based on tax laws and regulations. Resulting in mandatory tax sometimes difficulty For pay the tax so it ca n't fulfil his obligations. The more complex UU and regulation taxation, the more Lots must tax Which need Consultant tax This shows that the need for a tax consultant profession in Indonesia is still quite large. So that it can be used as a job opportunity for accounting students in starting a career after graduation.

Facing the problem of the limitations of the tax consultant profession is indirectly related to educational institutions such as universities that produce accounting graduates. While taking lectures, accounting students gain knowledge about accounting and taxation, this of course becomes the basis and illustration for students in deciding what career to choose. However, it turns out that the current trend is that many accounting students do not know for sure about other professions they can choose apart from the accounting profession, while the accounting department itself is designed to produce accounting graduates who can engage in many economic sectors where accounting graduates can also pursue profession as a tax consultant.The purpose of this study was to determine whether financial rewards (X_1), professional recognition (X_2), and knowledge of taxation (X_3) affect career choices as tax consultants for accounting students at Panca Bhakti Pontianak University.

THEORY OF PLANNED BEHAVIOR

Theory of Planned Behavior or what can be called the theory of planned behavior is a theory regarding the relationship between attitudes and individual behavior (Yulianti et al, 2019). Theory This give base For learn attitude somebody to behavior. Act in demand Which appear from somebody determined by intention in come back Act in demand the. Intention This later show how much big desire somebody for do something or produce something behavior.

Financial Rewards

Rewards are remuneration or compensation given to employees in a fair and proper manner, either directly or indirectly, for the sacrifices that have been made by these employees towards achieving organizational/company goals (Harianti, 2017).

Professional Recognition

Professional recognition is a tangible non-financial award related to recognition of achievement. Professional recognition can affect employee motivation, productivity and satisfaction (Daulay, 2016).

Tax Knowledge

Knowledge of taxation is an intention that arises in a person to learn tax procedures and regulations either through formal or non-formal education, so that one's knowledge of taxation can increase.

Career Selection as a Tax Consultant

Selection of one's career is a long process that is influenced by various factors, both from supporting factors as well as inhibiting factors for someone in making career decisions.

RESEARCH METHODS
This study uses a type of quantitative research.

Population and Sample
The population used was all students of the Accounting Department at Panca Bhakti Pontianak University. The sampling technique used *purposive sampling*.

Data Processing Techniques and Data Analysis
In this study, data analysis techniques were used in the form of the Classical Assumption Test, the Coefficient of Determination (R^2), F Statistical Test, T Statistical Test.

RESULTS AND DISCUSSION
Classic assumption test:
Normality test

Table 1 Normality Test Results

Skewness	kurtosis	Zskew	Zkurt
-0.585	1009	- 0.657	1876

Based on the normality test, the skewness value is -0.657 and the kurtosis value is 1.876 <1.96 with a tolerance level of 0.05%, so it can be concluded that the standardized residual values are normally distributed.

Heteroscedasticity Test

Table 2 Heteroscedasticity Test Results

Model		T	Sig.
1	(Constant)	0.909	0.366
	PF(X_1)	-1,500	0.138
	PP(X_2)	0.958	0.341
	PPJ (X_3)	0.945	0.348

Based on the results of the heteroscedasticity test, it appears that the significance value of the three independent variables is > 0.05, so that there are no symptoms of heteroscedasticity.

Multicollinearity Test

Table 3 Multicollinearity Test Results

Model		Collinearity Statistics	
		Tolerance	VIF
1	(Constant)		
	PP (X_1)	0.525	1906
	PF(X_2)	0.451	2,220
	PPJ (X_3)	0.665	1,505

The tolerance value of the three independent variables is > 0.10 and VIF < 10, so it can be stated that there are no symptoms of multicollinearity.

Multiple Linear Regression Test

Table 4 Linear Regression Test Results

Model	Unstandardized Coefficients		Standardized Coefficients
	B	std. Error	Beta
1 (Constant)	3,345	1916	
PF(X_1)	0.180	0.113	0.178
PP(X_2)	0.390	0.121	0.390
PPJ (X_3)	0.223	0.096	0.232

Then, the results of the regression equation are obtained as follows:

$$Y = 3.345 + 0.180X_1 + 0.390X_2 + 0.223X_3$$

The results of the regression equation from multiple linear regression analysis can be interpreted as follows:

1. constant value is 3.345, indicating that when the value of the independent variables financial reward (X_1), professional recognition (X_2), and knowledge of taxation (X_3) is 0% or does not change, then the variable value of career choice as a tax consultant for accounting students (Y) of 3,345.
2. The coefficient value of the variable X_1 is equal to 0.180, indicating that every 1% increase in X_1 will lead to an increase in career choice as a tax consultant for accounting students (Y) of 0.180 assuming other independent variables are constant.
3. The coefficient value of X_2 is 0.390, indicating that every 1% increase in X_2 will cause an increase in career choice as a tax consultant for accounting students (Y) of 0.390 assuming other independent variables are constant.
4. The coefficient value of X_3 is 0.223, indicating that every 1% increase in X_3 will cause an increase in career choice as a tax consultant for accounting students (Y) of 0.390 assuming other independent variables are constant.

Determination Coefficient Test (R^2)

Table 5 Test Results for the Coefficient of Determination (R^2)

Model	Adjusted R Square
1	0.455

Adjusted R Square has a value of 0.455. Indicates that the three independent variables can affect the dependent variable, in other words the dependent variable can be explained by as much as 45.5% of the independent variables. While 54.5% is explained by other variables not tested in this study.

Statistical Test F

Table 6 Statistical Test Results F

F	Sig.
23,789	0.000

$F_{calculated}$ value is 23,789 > F_{table} 3,109, with a significance of 0.000 < 0.05. This means that the three independent variables have a simultaneous influence on the choice of career as a tax consultant for accounting students.

Statistical Test T

Table 7 Statistical Test Results T

	Model	T	Sig.
1	(Constant)	1,746	0.085
	PF(X_1)	1,584	0.117
	PP(X_2)	3,211	0.002
	PPJ (X_3)	2,320	0.023

The results of the T statistical test showed that professional recognition and tax knowledge had a significant effect on the dependent variable, namely career choice as a tax consultant for accounting students, while financial awards proved to have no effect. There is no effect on financial rewards because there are more accounting students interested with experience Which will obtained during Work. If students have the intention and motivation for a career as consultant tax, the student will try to achieve this goal regardless of how much financial reward or salary will be obtained. Students also think that a career as a tax consultant is not the only career that offers high starting salaries and fast salary increases.

CONCLUSION

Based on the results of the data analysis test and the discussion that has been carried out, it can be concluded that financial rewards do not have a positive effect on career choice as a tax consultant for accounting students. Professional recognition has a positive and significant effect on career choice as a tax consultant for accounting students. Tax knowledge has a positive and significant effect on career choice as a tax consultant. Financial Awards, Professional Recognition, and Tax Knowledge simultaneously have a significant effect on the choice of career as a tax consultant for accounting students.

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A LITERATURE REVIEW OF CORPORATE SOCIAL RESPONSIBILITY AND TAX AVOIDANCE

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ABSTRACT

This research aims to provide an overview of the development of corporate social responsibility and tax avoidance research. Data is taken from Scopus and WoS (from 2017- 2022) with thirty-seven articles. The analysis method is through classification by artice, research method and cause effect relationship. It can be concluded that in this study a literature review on the topics is needed to provide an updated overview of excant research and draw guidelines for futher research. The results of this study not only described the latest research, but also the research agenda for further research in Corporate Social Responsibility and Tax Avoidance.
Keywords: Tax Avoidance, Corporate Social Responsibility, Literature Review

INTRODUCTION

Until now, research related to tax avoidance has become a worldwide concern. Not only in the world tax sector is mandatory contribution but for Indonesia tax is largest revenue. In Omer et al., (2017) shows corner view from holder share because tax avoidance is assessed increase mark company, because management effective tax can increase riches holder stock. Regardless from tax avoidance practices by holder stock, researcher formerly Desai and dharmapala (2006); Lanis and Richardson (2014); Hanlon and Heitzman (2010) states that involved in tax avoidance is behavior that is responsible answer socially (Landolf, 2006; Slemrod, 2004; Freedman, 2003), although matter the reasonable done by company For minimize tax owed his However Still in frame regulation taxation (Wilde & Wilson, 2018). Although study avoidance tax company become increasing issue interesting for excavated and it seems the more interested by political and academic (Huseynov et al., 2017). Study ever related to Corporate Social Responsibility (CSR) and Tax Avoidance done by Gonzalez et al., (2019), Inger K and Stekelberg (2022), Zeng et al., (2018), Abdelfattah And Aboud .,(2020), Alsaadi (2020), Li (2022) but relatively few compared to with other literature reviews with different variables, then in study.

This researcher analyze trends and factors What only influences CSR variable on tax avoidance. Hanlon and Slemrod (2009) shows practice avoidance aggressive taxes rated no ethical because endanger company and exists negative sanctions ie loss reputation company, increase pressure politics, potential fine even boycott from consumers, however with exists CSR activities are assessed can anticipate matter UU No.36 Tahun 2008 explained a number of CSR activities can reduce tax income body so that with exists corporate CSR costs can reduce fiscal profit and reduce tax owed. Can made base that in CSR activities influence behavior avoidance tax company (Zeng, 2019; Inger And Stekelberg , 2022; Kiesewetter And Manthey , 2017).

A number of studies have shown determinant, and the effect is not consistent between CSR and tax avoidance. For example Abdelfattah And Aboud (2020), Alshadi (2020), Li et .,al (2022), Gulzar et al. (2018) and Zeng (2018) revealed that CSR has an effect positive against tax avoidance. However, on study Kiesewetter and Manthey (2017), Inger and Vansant (2019), Liu and Lee (2019), Mao (2018), found that CSR has a negative effect on tax avoidance. Different with research by Col and Patel (2016), Goerke (2018), Kim and Im (2017) which shows that CSR is not influential against Tax Avoidance. Results are not consistent from study earlier possibility caused by some of these factors location research, object study and difference regulation taxation between country. Study This aim for review study about corporate social influence Responsibility and Tax Avoidance in context International. Study This study article from journal scopus with scores Q1-Q3 with use charting the fields approach. Mapping field is mapping used for classifying results research, besides that reason he did. Because only A little study discussed literature, no consistency results CSR and Tax avoidance research. Contribution from study This is with highlight and discuss results research already done by researchers and give input for next research.

RESEARCH METHODS
Research Design and Data Collections
Approach study is a systematic literature review with method that can insured answer in a manner systematic and explicit. A systematic literature review was conducted focusing on answer question study certain (Gough, Oliver and Thomas, 2017). This study used 37 reputable journals Scopus and WoS from 2017 to 2022. Summary selected journals can see in Table 1.

Table 1.

No	Name of Journal	f	Indexed By
1	International Journal of Accounting	2	Scopus (Q2)
2	Journal of Corporate Finance	2	Scopus (Q1)
3	Journal of Business Ethics	4	Scopus (Q1)
4	Journal of International Accounting, Auditing and Taxation	3	Scopus (Q2)
5	Sustainability (Switzerland)	3	Scopus (Q1)
6	International Journal of Accounting and Information Management	3	Scopus (Q1)
7	Social Responsibility Journal	2	Scopus (Q1)
8	Corporate Governance (Bingley)	2	Scopus (Q1)
9	Frontiers in Environmental Science	2	Scopus (Q1)
10	Cogent Economic and Finance	2	Scopus (Q2)
11	Quality and Quantity	1	Scopus (Q1)
12	Journal of the American Taxation Associations	2	Scopus (Q1)
13	Journal of Financial Reporting and Accounting	2	Scopus (Q2)
14	Journal of Management Accounting Research	1	Scopus (Q1)
15	Journal of Public Economic Theory	1	Scopus (Q1)
16	International Review of Financial Analysis	2	Scopus (Q1)

17	Asia-Pacific Journal of Accounting and Economics	1	Scopus (Q3)
18	Asia-Pacific Journal of Business Administration	1	Scopus (Q2)
19	Strategic Management Journal	1	Scopus (Q1)
	TOTAL	**37**	

Based on Table 1. known distribution selected articles consists from 19 journals international indexed by Scopus and Web of Science (WoS). All article This average has a high H-index.

DATA ANALYSIS

Studies This analyze Corporate Social Responsibility and Tax Avoidance. On part discussion writer explain connection between results study, this results study before, furthermore results discussion factors.
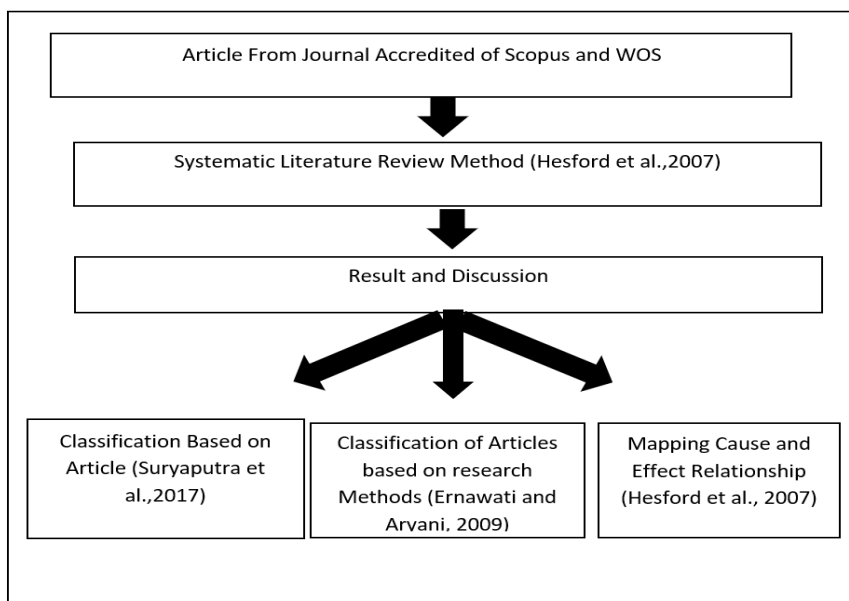
Figure 1. Research Framework

At this stage the authors investigate the reasons for reviewing articles related to Corporate Social Responsibility and Tax Avoidance, then the authors form a research framework. In the search, screening and selection stages, the authors search for articles by browsing to the publisher's journal or directly to the journal's website. The author then screens and validates other studies to ensure that the selected articles fit the criteria. To ensure the quality of the articles reviewed, the authors only select Scopus and Elsevier indexed journals with categories Q1, Q2 and Q3. The authors search for articles in several publishers such as Wiley-Liss Inc, Taylor and Francis Ltd, Wiley-Blackwell, Routledge, Springer Netherlands and others. Researchers use keywords such as "tax", "tax avoidance", "Corporate Social Responsibility" or keywords other. The result writer finds one hundred six twenty articles related to Corporate Social Responsibility and Tax Avoidance. Finally, the writer decided that only 37 articles should be selected for review. Selection of 19 journals based on validity and reliability of other researchers. Researchers can ensure that the author 's articles use has followed specified criteria.

RESULT AND DISCUSSION

The results on table 2, grouping are dominated by the Journal of Business Ethics in which the journal published 4 articles with a percentage of 11%. The second is the Journal of International Accounting, Auditing and Taxation, Sustainability (Switzerland), the International Journal of Accounting and Information Management has a percentage of 8% in which there are 3 articles. Thus, the number of articles published in the journal is six articles. The three journals are International Journal of Accounting, Journal of Corporate Finance, Social Responsibility Journal, Corporate Governance (Bingley), Frontiers in Environmental Science, Cogent Economic and Finance, Journal of the American Taxation, Journal of Financial Reporting and Accounting and International Review of Financial Analysis with a percentage for each journal is 2%.

Table 2. Article Classification of Corporate Social Responsibility and Tax Avoidance

No	Name of Journal	Author(s)	F	%
1	International Journal of Accounting	(Lin, Cheng& Zhang 2017) (Lee 2020)	2	5%
2	Journal of Corporate Finance	(Wen, Cui&ke 2020), (Ozbay, Adiguzel & Gokmen 2023	2	5%
3	Journal of Business Ethics	(Col & Patel 2019) Kanagaretnam et al 2018	4	11%
4	Journal of International Accounting, Auditing and Taxation	(Abdelfattah & Ahmed Aboud 2020) (Emerson, Yang & Liu 2020) (Kao & Liao 2021)	3	8%
5	Sustainability (Switzerland)	(Gulzar et al 2018) (Li Lu& Li 2019)(Issah&Rodrigues 2021	3	8%
6	International Journal of Accounting and Information Management	(Liu&Lee 2019)(Lei&Zhang 2020) (Afrizal et al 2020)	3	8%
7	Social Responsibility Journal	(Zeng 2019)(Sahli et al 2020)	2	5%
8	Corporate Governance (Bingley)	(Kiesewetter&Mathey 2017)(Dakhli 2022)	2	5%
9	Frontiers in Environmental Science	(Li Y 2022)(Ding Rui, Cao Yuanyuan Cao & Sun Yanqi 2022)	2	5%
10	Cogent Economic and Finance	(Khan et al 2022)(Chouaibi 2022)	2	5%
11	Quality and Quantity	Mao (2019)	1	3%
12	Journal of the American Taxation Associations	(Huang, Sun & Yu 2017)(Mayberry & Watson L 2021)	2	5%
13	Journal of Financial Reporting and Accounting	(Alshaadi A 2020) (Kacem & Omri, 2022)	2	5%
14	Journal of Management Accounting Research	(Inger & Vansant 2019)	1	3%
15	Journal of Public Economic Theory	(Georke 2018)	1	3%

16	International Review of Financial Analysis	(Van & Ly 2021)(Gavious, Livne & Chen 2022)	2	5%
17	Asia-Pacific Journal of Accounting and Economics	(Mao W & Wu C 2018)	1	3%
18	Asia-Pacific Journal of Business Administration	(Credie & Sadiq 2019)	1	3%
19	Strategic Management Journal	(Lee D 2020)	1	3%
	TOTAL		**37**	

Classification of Articles Based on Research Methods
This study classifies the methods in the articles Corporate Social Responsibility and Tax Avoidance based on the research method of the number of articles and percentages. The author divides research methods into three categories, namely analytical, survey and Literature review.

Table 3. Classifications of articles based on research methods.

No	Method	Number of Article	Percantage
1	Analytical	27	74%
2	Surveys	7	19%
3	Literature Review	3	7%
	Total	**37**	

Table 3 provides information that the analytical method that dominates corporate social responsibility and tax avoidance research is 74%. Analytical research uses secondary data from finance as a measurement indicator. Analytical research methods dominate using linear regression for data analysis, for example research by Gulzar et al (2018) and Col and Patel (2016) which discuss the factors that influence corporate social responsibility and tax avoidance. Both survey methods with a percentage of 19% or as many as 7 articles. The survey method usually uses interviews. The third order is research using the literature review method which has a percentage of 7% or 3 articles published in the journal.

Mapping Cause and Effect Relationships
Causal mapping in a study needs to be done with CSR and Tax Avoidance variables as the basis. With 37 articles obtained using the field charting method, it is certain that the articles reviewed are of good quality. Table 4 below provides information about the articles used as the basis for making tables (article classification). The following table will present the journals used in (charting fields), namely journals, article authors, years and titles as follows:

Table 4. A Map of Casual Relationships

No	Journals	Author(s)	Title of articles
1	International Journal of Accounting	2	Corporate Social Responsibility, Institutional Environments, and Tax Avoidance: Evidence from a Subnational Comparison in China

2	Journal of Corporate Finance	2	Directors with foreign experience and corporate tax avoidance
3	Journal of Business Ethics	4	Going to Haven? Corporate Social Responsibility and Tax Avoidance
4	Journal of International Accounting, Auditing and Taxation	3	Tax avoidance, corporate governance, and corporate social responsibility: The case of the Egyptian capital market
5	Sustainability (Switzerland)	3	Does corporate social responsibility influence corporate tax avoidance of Chinese listed companies?
6	International Journal of Accounting and Information Management	3	The effect of corporate social responsibility on earnings management and tax avoidance in Chinese listed companies
7	Social Responsibility Journal	2	Relationship between corporate social responsibility and tax avoidance: international evidence
8	Corporate Governance (Bingley)	2	Tax avoidance, value creation and CSR – a European perspective
9	Frontiers in Environmental Science	2	Tax Avoidance Culture and Employees' Behavior Affect Sustainable Business Performance: The Moderating Role of Corporate Social Responsibility
10	Cogent Economic and Finance	2	Corporate governance, tax avoidance, and corporate social responsibility: Evidence of emerging market of Nigeria and frontier market of Pakistan
11	Quality and Quantity	1	Effect of Corporate Social Responsibility on Corporate Tax Avoidance: Evidence from a matching approach
12	Journal of the American Taxation Associations	2	Is corporate social responsibility related to corporate tax avoidance? Evidence from a natural experiment

13	Journal of Financial Reporting and Accounting	2	Corporate social responsibility and tax avoidance: the case of French companies
14	Journal of Management Accounting Research	1	Market valuation consequences of avoiding taxes while also being socially responsible
15	Journal of Public Economic Theory	1	Does tax avoidance increase or decrease when tax enforcement is stronger? Evidence using CSR heterogeneity perspective
16	International Review of Financial Analysis	2	Does rising corporate social responsibility promote firm tax payments? New perspectives from a quantile approach
17	Asia-Pacific Journal of Accounting and Economics	1	Moderated mediation effects of corporate social responsibility performance on tax avoidance: evidence from China
18	Asia-Pacific Journal of Business Administration	1	Investors' responses to social conflict between CSR and corporate tax avoidance
19	Strategic Management Journal	1	Corporate social responsibility of US-listed firms headquartered in tax havens
	Total	**37**	

CONCLUSION

This study gives substantiation related research disclosure of corporate social responsibility and tax avoidance on Scopus indexed and WoS journal, especially on range journal in 2017-2022. There are 37 articles of the 19 journals that can confirmed quality from article the. From the articles that have been reviewed can be concluded that the analytical method that dominates corporate social responsibility and tax avoidance research is 74%. Analytical research uses secondary data from finance as a measurement indicator. Classification next shows journals that contain research on corporate social responsibility and tax avoidance. The results of this grouping are dominated by the Journal of Business Ethics in which the journal published 4 articles with a percentage of 11%. Limitations study is this researcher can not observe article with broad, only limited on available abstract. Researcher not yet do analysis community which is part from study bibliography (Hesford et al., 2007). The researcher's implication is that there are still inconsistencies in the previous research variables which can be used as opportunities for further research.

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ANALYSIS OF TAX AMNESTY POLICY FOR VEHICLE TAX ON AWARNESS OF TAXPAYER (CASE STUDY OF THE CITY OF PANGKALPINANG TAXPAYERS)

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ABSTRACT

Tax amnesty policy for vehicle tax of the city of pangkalpinang has been carried out several times in the last 5 years. The existence of this policy will certainly increase local tax revenues, but the existence of this policy, which is carried out continuously, causes taxpayer awareness to pay vehicle taxes on time to decrease. This study aims to reveal and explore how the tax amnesty policy on vehicle tax which is carried out continuously has an impact on taxpayer awareness in paying taxes on time. This research is qualitative research by data collecting using an interview. where each question posed relates to the tax amnesty policy on vehicle tax with taxpayer awareness. the results of this study indicate that the existence of a government policy regarding the tax amnesty on vehicle taxes can increase taxpayer awareness in paying taxes, but if this policy continues to be carried out regularly every year, it causes taxpayers to neglect paying taxes on time because they assume that if they are late paying taxes then there will bea tax amnesty policy from the government so that they do not have to pay late tax payment fines and other administrative costs.
Keywords: Tax Amnesty, Taxpayer, Vehicle Tax, Taxpayer Awareness

INTRODUCTION

Taxes are obligatory contributions owed by individuals or entities to the state that are coercive in nature and carried out based on the law, by not receiving direct compensation and used for the needs of the state for the prosperity of the people.[1] Taxpayers who participate in paying taxes show the embodiment of state obligations and the role of taxpayers to directly and jointly carry out tax obligations. Taxes received by the State are used as a source of state budgeting and national development.

Based on the collection agency, taxes in Indonesia are divided into 2 types, namely central taxes and regional taxes. All central tax administration is carried outat the Tax Service Office (KPP) or the Tax Counseling and Consultation Service Office (KP2KP) and the Regional Office of the Directorate General of Taxes as well as at the Head Office of the Directorate General of Taxes. While Regional Taxes aretaxes managed by the Regional Government both at the Provincial and Regency/City levels.

Local taxes in Indonesia are divided into several types, namely motor vehicle tax,restaurant tax, entertainment tax, BPHTB, rural and urban PBB, and other local taxes. The success of the government in increasing local tax revenue will certainly support regional development. Therefore, the local government is trying to make various efforts in order to increase this local tax revenue. One of

the local taxes that contributes the highest revenue to local revenue is motor vehicle tax.

Table 1 Realization of local tax revenue throughout Indonesia

Type of Receipt	Realization of Revenue of All Indonesian Provincial Governments by Type ofRevenue (Million Rupiah)				
	2017	2018	2019	2020	2021
Regional Income	323,493,250	335,585,811	357,559,640	333,019,744	364,561,338
Local Revenue	149,307,806	158,721,480	169,993,478	148,710,876	178,319,196
Local Tax	125,806,425	136,095,291	144,039,477	124,904,437	149,872,962

If you look at the data from the table above, it can be concluded that local tax revenue has decreased in 2020, this is due to an extraordinary event, namely the Covid 19 pandemic. Various policies have been taken by the local government to increase revenue from local taxes, starting from making advertisements about taxes and policies in the form of motor vehicle tax bleaching. In taxation, this motor vehicletax bleaching can also be interpreted as tax amnesty.

The provincial government of Bangka Belitung from 2018 - 2022 has set a policy of bleaching motorized vehicles 4 times. Namely, 2018, 2019, 2020 and 2022. This data shows that in the last 5 years the Bangka Belitung provincial government has conducted tax amnesty for motor vehicle tax almost every year. Although local tax revenue from motor vehicle tax increases, this policy can cause a decrease in public awareness in paying motor vehicle tax on time. This is because people will get used to waiting for the tax amnesty policy to pay their vehicle tax. Preliminary observations made by researchers on 10 taxpayer informants show that 6 out of 10 informants have a tendency to wait for a vehicle tax amnesty policy to pay motor vehicle tax. These results indicate that the existence of a motor vehicle tax amnesty that is carried out continuously can reduce the awarness of taxpayers to pay taxes on time. Therefore, this study wants to examine this phenomenon, namely whether the existence of a tax amnesty policy on motor vehicle taxes carried out almost every year by the Bangka Belitung local government will affect taxpayer awareness in paying motor vehicle taxes on time.

LITERATURE

Motor vehicle tax is one of the taxes collected by the local government with the provisions and methods of collection regulated directly by the local government. Law (UU) Number 28 of 2009 concerning Regional Taxes and Regional Levies applicable in Indonesia e x p l a i n s the definition of Motor Vehicle Tax, namely taxes on ownership and/or control of motorized vehicles. Motorized Vehicles can be defined as all wheeled vehicles and their trailers or attached to them that are used on all types of roadways, and are driven by technical equipment in the form of motors or other equipment that functions to convert a certain energy resource into mechanical energy.[2] The amount of motorized vehicle tax varies even though the type of vehicle is the same, this is due to the policies governing regional taxes set by the respective regional governments.

Tax amnesty can be interpreted as forgiveness of taxes owed by taxpayers to the state. According to Law (UU) Number 11 of 2016 concerning Tax Amnesty

in Indonesia, what is meant by tax amnesty is the write-off of taxes that should be owed, without having to be subject to tax administration sanctions and criminal sanctions in the field of taxation which is carried out by disclosing assets and paying fines. Tax amnesty is a term used to describe an offer to settle outstanding tax debts for an underpaid amount of the current debt. In other words, this policy means allowing taxpayers to pay outstanding tax debts, according to the taxpayer's circumstances without incurring late fees and other penalties (Wisegeek, 2014)[3] .

One of the determining factors for tax awareness is state awareness.[4] State awareness is a conscious attitude of having a country and how to state. This conscious attitude consists of cognitive, affective, and conative components that interact in understanding and feeling and behaving in the meaning and function of the State and anyone who feels like a citizen, namely the willingness to fulfill their obligations, including being willing to contribute funds for the implementation of government functions by paying their tax obligations.[5] Taxpayers who are aware of the importance of taxes for the State, of course, will cause an attitude of compliance with taxation. Taxpayers who are aware of the importance of taxes for the State, of course, will lead to an attitude of compliance with taxes. Compliance with taxation means taxpayers.

METHOD

This research is qualitative research, where data is collected using direct interviews with taxpayers. Interviews were conducted with 100 taxpayers in the Pangkalpinang city area, using structured interview guidelines. The focus of the interviews conducted was to find out the awareness of taxpayers from the results of the tax amnesty policy that is often carried out by the Bangka Belitung provincial government on the type of motor vehicle tax. Taxpayer awareness which is an indicator related to interest in paying taxes and tax compliance.

RESULT

The results of this study indicate that more than 70% of taxpayers who are the source of this research state that basically they do not plan to disobey paying motor vehicle taxes, because they will feel much more comfortable and safer when the vehicles, they drive have paid taxes. However, there are still many motorized vehicles owned by taxpayers that do not pay taxes. There are even taxpayers whereall motorized vehicles owned do not pay taxes. The reason is because without paying motor vehicle taxes, taxpayers have never been ticketed on the road. There are several factors that are the reason taxpayers are not interested in paying motor vehicle taxes, namely, the time required to pay taxes is quite long, which can take 2- 3 hours while they have to do other activities. In addition, this finding also found that taxpayers who do not comply with paying taxes are not because their interest in paying taxes is low, but rather a relaxed attitude in paying taxes because they think that if they are late in paying motor vehicle taxes it will not be a problem because there will be a local government policy on tax amnesty for motor vehicle taxes. They assume that this tax amnesty is almost done every year by the local government. Therefore, the existence of a tax amnesty policy related to motor vehicle tax is very well established as a

strategy in increasing local revenue, this is evident from the increase in motor vehicle tax revenue even at an average rate above 100% of the tax revenue target in the year the tax amenesty policy is established, namely the realization of motor vehicle tax in 2021 of 115.64[6] and in 2022 130.88%[7] However, ifviewed from the psychological side, this policy if set regularly every year will cause the public to be complacent so that compliance in paying taxes on time decreases.

CONCLUSION

The motor vehicle tax amnesty policy is very good if it is determined as a strategy in increasing local tax revenue, but if this policy is determined continuously or routinely, it will reduce taxpayer awareness in terms of compliance in paying taxes on time.

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PROFITABILITY AS MODERATION ON THE EFFECT OF CAPITAL INTENSITY AND COMPANY SIZE ON TAX AGGRESSIVENESS

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ABSTRACT

This study aims to examine the effect of capital intensity and company size on tax aggressiveness and the moderate role of profitability. The sample method used in this study is a mining company listed on the Indonesia Stock Exchange (IDX) in 2019-2021 and produced 60 sample data. This study was tested using regression analysis and moderated regression analysis (MRA) tests. This study shows that capital intensity does not affect tax aggressiveness and company size has a positive effect on tax aggressiveness. This study found that profitability can moderate capital intensity and company size against tax aggressiveness. This result is in line with agency theory, the large size of the company by utilizing the company's resources such as company assets can be used to maximize the increase in agent performance compensation. Profitability is used to measure a company's ability to make a profit. Increased profitability makes companies more aggressive towards taxes, as it can cause the tax burden to increase. While capital intensity is not in line with agency theory because capital intensity does not affect tax aggressiveness, which means if the company has high fixed assets but cannot maximize depreciation expenses that can be used to reduce the amount of tax that must be paid by the company.

INTRODUCTION

Indonesia's largest revenue comes from the tax sector. The important role of taxes is to improve the stability of the country's economy, revenue from the tax sector is managed for the welfare of the state and the people. Companies seek to rationalize the tax burden and protect the interests of interest groups for profit (Lidyana, 2018). Aggressive activities include the manipulation of corporate tax profits legally (tax evasion) or illegally (tax evasion)) (Susanto, 2018). Tax aggressiveness can give benefits for the company. On the other hand, when company apply tax aggressiveness illegally, it can cause fines or even the stock price falls.

There are several factors that influence companies to take tax aggressiveness actions, such as profitability, company size, and capital intensity. This research is a development of previous research conducted by Hidayat &; Fitria (2018) on the Effects of Leverage, Liquidity, Company Size, and Capital Intensity on Tax Aggressiveness. This study adds profitability as a moderation variable because profitability is able to moderate the influence of company growth. This study aims to examine the effect of capital intensity and company size on tax aggressiveness with profitability as the moderating variable.

LITERATURE REVIEW
Agency Theory
Agency theory states that the company is a *nexus of contract*, which is a place where contracts between various parties meet that have the potential to cause conflicts of interest. The conflict is reflected in dividend policy, funding, and investment policy (Jensen and Meckling 1976). Based on agency theory, the resources owned by the company can be used by agents to maximize agent performance by reducing the company's tax burden (Darmayanti &; Merkusiawati, 2019).

Tax Aggressiveness
Tax aggressiveness is an action that a company uses to reduce its obligation to pay taxes. The aggressiveness carried out by the company includes actions to minimize the tax burden through engineering taxable income in illegal and legal ways or both (Jelita, 2020). So as to be able to make adverse actions with aggressive actions against taxes or so-called tax aggressiveness (Sunaryo et al, 2017). This tax aggressiveness is measured using the *effective tax rate* (ETR) with the formula:

$$ETR = \frac{Beban\ Pajak\ Penghasilan}{Pendapatan\ Sebelum\ Pajak}$$

Capital Intensity
Capital intensity can be defined by how the company sacrifices funds for operating activities and asset funding to obtain company profits. The company's capacity will be better because of reduced tax costs and compensation for the capacity of managers can be achieved as desired (Wardani &; Taurina, 2022). *Capital Intensity* measured by the following formula:

$$CI = \frac{Total\ Aset\ Tetap}{Total\ Aset}$$

Company Size
Company size is a grouping of companies into several groups including large, medium, and small companies (Wahyuliza &; Fahyani, 2019). Companies with large assets will easily generate profits and greater efforts to attract public attention (Kurniasi &; Ratna Sari, 2013). The size of the company in this study is measured using a proxy of total assets owned by a company which is calculated using the Natural Total Asset Logarithm (Wicaksono et al, 2021).

$$Company\ Size= Ln\ (Total\ Assets)$$

Profitability
According to Indri Atina (2017), high profitability describes the company's ability to earn profits. The profitability ratio is a measure of profit of companies that have high performance will have high strength (Kalbuana et al, 2017).The higher the profit generated by the company, the higher the tax burden that will be paid, so that companies tend to take tax aggressiveness actions (Setyadi &; Ayem, 2019). Calculating Profitability can be done by looking at the formula:

$$ROA = \frac{Laba\ Bersih\ Setelah\ Pajak}{Total\ Aset} \times 100\%$$

HYPOTHESIS DEVELOPMENT
The Effect of Capital Intensity on Tax Aggressiveness
The company's investment in fixed assets will cause depreciation expenses from invested fixed assets (Andhari &; Sukartha, 2017). Law No. 36 of 2008 concerning Income Tax states that depreciation on expenses to acquire tangible assets and amortization on expenses to acquire rights and on other costs having a useful life of more than one year are expenses that can be deducted from gross income. So that the following hypothesis can be formulated:
H1: Capital Intensity positively affects Tax Aggressiveness

The Effect of Company Size on Tax Aggressiveness
Based on agency theory, a large company size by utilizing the company's resources such as company assets can be used to maximize the increase in agent performance compensation (Indira Yuni &; Setiawan, 2019). The agents tasked with running the company's operations will have the responsibility to make a large company size with increased profits (Sari &; Rahayu, 2020). The profit generated by the company increases making agents reduce the company's tax burden by doing tax aggressiveness so as not to reduce performance compensation. So that the following hypothesis can be formulated:
H2: Company size positively affects tax aggressiveness.

Profitability Can Strengthen Capital Intensity Against Tax Aggressiveness
Agency *theory* describes the relationship between agents and principals who have different interests. The difference in interests occurs between the principal and the agent, where the principal wants good and increased financial performance reporting to maintain business continuity, while on the other hand the agent as the authority in managing the company tends to increase personal profits so that aggressive behavior will arise towards reporting the company's financial performance, one of which is aggressive action against the reported taxes. So that the following hypothesis can be formulated:
H3: Profitability can amplify the positive influence of capital intensity on tax aggressiveness

Profitability can Strengthen Company Size Against Tax Aggressiveness
Based on agency theory, a large company size is used to maximize the increase in agent performance compensation by reducing the company's tax burden to maximize the performance of a company. Company profitability describes the effectiveness / absence of company management in managing the company so that it can achieve the targets expected by company owners (Ayem &; Setyadi, 2019). Increased profitability makes companies more aggressive towards taxes, as it can cause the tax burden to increase (Makhfudloh et al, 2018). So that the following hypothesis can be formulated:
H4: Profitability can amplify the positive influence of company size on tax aggressiveness.

RESEARCH METHODS
This study uses a quantitative approach with moderating regression analysis or commonly referred to as the MRA (Moderating Regression Analysis) method. This study took a sample of 60 mining sector companies listed on the Indonesia

Stock Exchange (IDX) for the 2019-202 period which was determined using the purposive sampling method.

RESULTS AND DISCUSSION

Table 1. Multiple Linear Regression Results

Type	Unstandardized Coefficients		t	Itself.
	B	Std. Error		
(Constant)	-2,730	,461	-5,924	,000
Capital Intensity	1,130	,774	1,460	,150
Company Size	,057	,020	2,886	,006
Profitability	,290	,106	2,744	,008

Source: Secondary Data, 2023, processed

Table 2. MRA Test Results Moderating Profitability in the Relationship of Capital Intensity to Tax Aggressiveness

Model		Unstandardized Coefficients		t	Itself.
		B	Std. Error		
1	(Constant)	,807	,577	1,398	,168
	Capital Intensity	11,384	2,297	4,956	,000
	Profitability	,314	,144	2,172	,034
	X1 & Z Interaction	3,150	,527	5,976	,000

Source: Secondary Data, 2023, processed

Table 3. MRA Test Results Moderation of Profitability in the Relationship of Company Size to Tax Aggressiveness

Model		Unstandardized Coefficients		t	Itself.
		B	Std. Error		
1	(Constant)	3,196	,857	3,731	,000
	Company Size	,193	,037	5,218	,000
	Profitability	1,256	,220	5,710	,000
	X2 & Z Interaction	,066	,009	7,522	,000

Source: Secondary Data, 2023, processed

The effect of capital intensity on tax aggressiveness.

Based on the above results, capital intensity takes aggressive action against taxes. The results of the study obtained a significance value of $0.150 > 0.05$, so it was concluded that capital intensity has no effect on tax aggressiveness so that the hypothesis (H1) which reads capital intensity has an effect on tax aggressiveness is rejected. This research is supported by previous research, namely (Wardani &; Taurina, 2022).

The effect of company size on tax aggressiveness.

Based on the results above, it shows that if the size of the company is small, the company affects tax aggressiveness, and tax aggressiveness can be measured by ETR, where a small ETR means the aggressiveness of the company's internal taxes. This is evident from the results of statistical testing of hypothesis 2 which shows a total t value of 2.886 and a significance value of 0.006 which means smaller than the significance of 0.05, it is concluded that the size of the company affects tax aggressiveness, for example the hypothesis (H2) which states the size of the company affects the aggressiveness of taxes received. This research is supported by previous research, namely, (Setyadi &; Ayem, 2019).

Profitability can strengthen capital intensity against tax aggressiveness.

Testing hypothesis 3 proved to moderate the variable interaction between capital intensity (CAP) and profitability also showed significant results because the value was also lower than 5%. So it can be concluded that the variable of profitability (ROA) is a pure mediator variable. On the interaction variables, capital intensity (CAP) and profitability show positive values. So this shows that the variable capital intensity (CAP) is able to strengthen the relationship of capital intensity to tax aggressiveness.

Profitability can strengthen the size of a company against tax aggressiveness.

Testing hypothesis 4 proved to moderate the variable interaction between company size and profitability also showed significant results because the value was also lower than 5%. So it can be concluded that the variable of profitability (ROA) is a pure mediator variable. On the interaction variables of company size and profitability show positive values. So this shows if the variable size of the company is able to strengthen the relationship of company size to tax aggressiveness.

CONCLUSION

Based on the results of research and discussion that the author has described in the previous chapter, it can be concluded that the *capital intensity* variable has no influence on tax aggressiveness. While the variable size of the company has a positive and significant influence on tax aggressiveness. The profitability variable can strengthen the relationship between *capital intensity* to tax aggressiveness and company size to tax aggressiveness.

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REVEALING THE TWO-SIDED IMPACT OF THE RISE OF DIGITAL ECONOMY ON INDONESIAN TAXATION

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ABSTRACT

The purpose of this study is to investigate and present the impact of Indonesia's digital economy on tax sovereignty from a variety of perspectives, including those of Indonesia's tax authorities and taxpayers, both individual and corporate. This study is a qualitative study with a library-research approach. The rise of the digital economy has an influence on taxation in Indonesia for both tax authorities and taxpayers. Tax authorities must race in adjusting regulations and also tax information systems. On the other hand, taxpayers also experience some concerns in terms of fairness as well as in terms of confidentiality, and privacy. This study differs significantly from other studies with similar themes. The tax authority and the taxpayer as the subject who bears the burden of paying the tax are the two perspectives presented in this study. As a result, it is anticipated that the results of this research will provide the government with a more comprehensive and impartial perspective, enabling it to develop regulations that are more specific and equitable.
Keywords: tax sovereignty, digital economy, tax regulation, tax fairness

INTRODUCTION

This study aims to discuss and reveal the impact of the rapid increase of the digital economy in the world on Indonesia's taxation both for the tax authority and taxpayers' side. Anxiety over the rapid development of the digital economy has indeed become a hot topic of conversation for almost all countries in various parts of the world. Apart from the various conveniences offered by digital technology for businesses and consumers, the rapid development of the digital economy has also created new problems for taxation in each country, especially those related to tax subjects, tax bases and tax rights when transactions occur or when income arises (Agrawal & Fox, 2021; Nguyen, Decenzo, & Drucker, 2012). In fact, it is not uncommon for disputes over taxation rights to occur between jurisdictions, both between provinces and between countries (Agrawal & Wildasin, 2020; Bjorklund, 2017).

Facing these challenges, the tax authorities are catching up with technology, awakening them from the comfort zone by updating technology in tax administration and adding to the supervisory function by expanding bilateral and multilateral information exchange cooperation between countries, including through the Base Erosion Profit Shifting Action Plan agreement (BEPS Action Plan) between countries that are members of the OECD and the G20 (OECD,

2013, 2014) to counteract aggressive tax planning practices by multinational companies (MNCs).

Likewise in Indonesia, the Directorate General of Taxes (DGT) improves capabilities in the field of information technology in its services from year to year and has data exchange collaborations with the financial services authority (OJK) and banks to obtain data for transactions of a certain amount. However, this can also cause information asymmetry which can be detrimental to taxpayers if the ability of the DGT is not accompanied by the principle of justice in its implementation.

This study reveals that the effects of the digital economy on taxation in Indonesia are not only experienced by the state as the party with the most interest in tax revenue, which is the main non-debt income. Taxpayers can also be disadvantaged if the tax information system and tax regulations that are built and enforced are not implemented fairly. Therefore, DGT as a tax authority in Indonesia, apart from strengthening tax information technology, should also be able to increase awareness of similar problems, which in turn will reduce the enthusiasm of taxpayers in increasing their compliance and participating in developing the country.

METHODOLOGY

This study is a qualitative study with a library-research approach, which means it is a study carried out with a series of activities in the form of collecting data from the literature related to this topic and then reading, recording, and classifying the data obtained according to the purpose of the study.

DISCUSSION

The development of the world of taxation in Indonesia amidst the acceleration of digital economic technology

The digital economy is nothing new, but the increase is quite significant, during the Covid-19 global pandemic. These changes are also supported by developments in information technology in the fields of banking, finance, and trade which seem to be adjusting to high-speed to keep the economy moving. However, developments in tax regulation are often slower, both in developed and developing countries. The growth of digital transactions increases trade between regions and between countries without the need for a physical presence, especially supported by the birth of market places and e-money facilities. This also happens in Indonesia, transactions can even occur without going through market places, but using social media that are popular in the community such as the Whatsapp, Instagram, Facebook and Tiktok applications with unlimited reach outside the jurisdiction.

Digitalization of taxation in Indonesia has been started more or less since the early 2000s in stages until the birth of the system of e-registration in 2013 which allows taxpayers to register online (Hernando & Wahyudin, 2020). Modernization is ultimately closely related to the provision of online services that can be accessed by all citizens from anywhere. The next digitalization that is quite significant is for tax invoices, known as e-faktur (e-invoicing) that was first introduced in 2013, where it was one of the efforts to fight tax invoice falsification (Putri & Wijaya, 2022; Utami, 2023). Next is e-filing, which was launched for the first time in the Generation 2 State Revenue Module (MPN G2) in 2007, which developed into e-billing for payments and e-filing for reporting which until now has experienced rapid development. (OnlinePajak, 2018). Then, when online

trading was increasingly widespread with the presence of various market places and the use of social media as a vehicle for trading, a Government Regulation in Lieu of Law (Perppu) number 1 of 2017 concerning Access to Financial Information for Taxation purposes was issued. Through the Perppu, DGT can request information related to the flow of funds in a certain amount because this is the Indonesian government's commitment to the implementation of Automatic Exchange of Information (AEoI), namely the exchange of financial data between countries (Putra, 2017).

In addition, empirical studies prove that in reality the possibility of tax avoidance and tax evasion behavior in companies carrying out digital or e-commerce transactions is higher than traditional companies (Agrawal & Fox, 2017; Agrawal & Wildasin, 2020; Argilés-Bosch, Somoza, Ravenda, & García-Blandón, 2020; Greggi, 2020). This challenge has been anticipated by the Indonesian government, by participating in the global Base Erosion Profit Shifting Action Plan (BEPS Action Plan) signed jointly by the OECD and G-20 countries as mentioned in introduction. Moreover, the impact and actions of the Indonesian government in dealing with the digital economy in the field of taxation are illustrated in Figure 1 below.
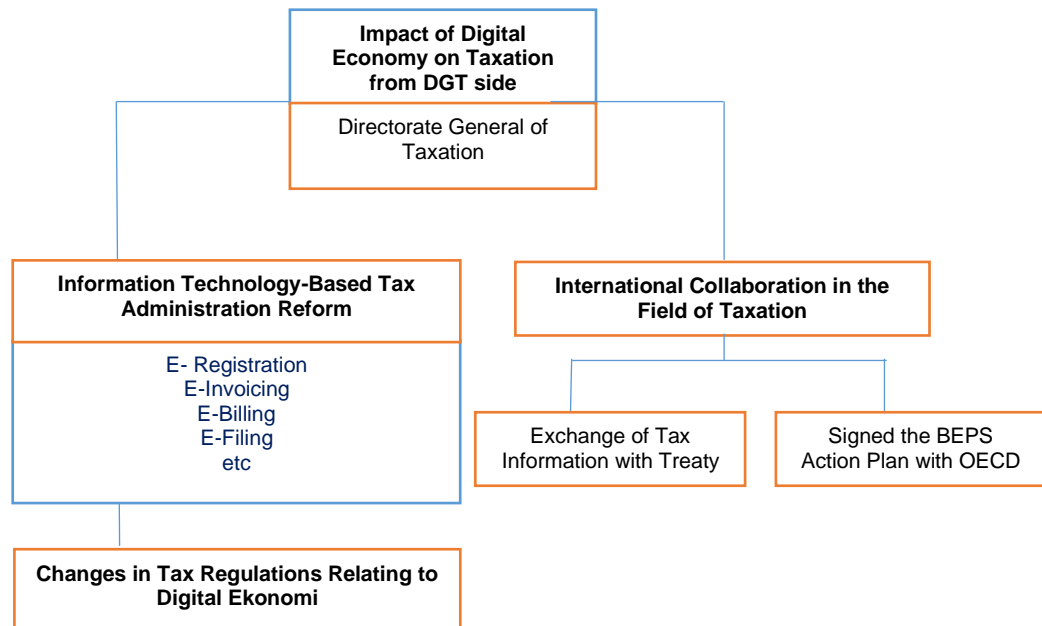
Figure 1. Impact of Digital Economy on Taxation from DGT Side

The Impact of the Development of the Digital Economy for Taxpayers

The taxation system in Indonesia adheres to worldwide income recognition. There is a tax credit mechanism that can be used by taxpayers when calculating the amount of annual income tax that must be paid, namely by crediting income tax that has been withheld/collected by third parties both in Indonesia and abroad. One of the main requirements that must be met is that the taxpayer must have proof of withholding or collection. In addition, the taxation system in Indonesia is a self-assessment system in which taxpayers have obligations to fulfill their tax matters by themselves, namely from registration to tax reporting, as illustrated in Figure 2 below.
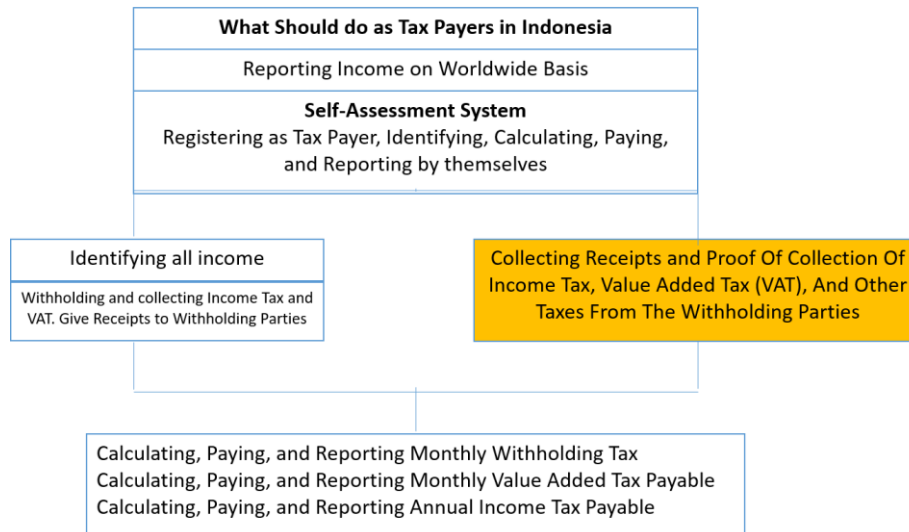
Figure 2. What Should Do as Taxpayers in Indonesia

As explained in the previous chapter, DGT is carrying out a reform of the digitization of tax services at all levels. In addition to facilitating taxpayer compliance, this also assists the tax authorities in carrying out their duties as supervisors in implementing tax regulations and supervising state revenues from the tax sector. When everything is digitized, a database is created that makes it easy for tax authorities to create taxpayer profiles, including matching third-party withholding slips with income reported by taxpayers in their annual tax returns. As can be seen in Figure 2, there are different colors for things related to receipts of withholding, because the big and hidden impact of the digital economy on taxation for taxpayers starts from there. Since along ago, even though each tax withholder party has to give the receipt to the withheld party, but sometimes there is big differences between regulation and its implementation because not all receipts of withheld tax are given to its withheld party (Pusdiklat Pajak, 2015). These happen to all kinds of taxpayers, individual taxpayers and corporate taxpayers. While there are fines and interest for those who are late or falsely report their annual tax return, there are no specific fines for the tax withholder party who do not provide and give its receipts to the taxpayers.

As explain at figure 3, taxpayers may choose not to report income that has been withheld/collected income tax but are not given proof of withholding/proof of collection by the withholding agent/collector but risks being deemed not to have reported all of their income in its annual tax return. This creates a risk for taxpayers to be questioned about the income in question or deemed not to have reported the income. However, the loss remains on the side of the taxpayer who chooses to report the income even if the deduction proof/proof of collection is not provided by the third parties who have responsibilities to do so. This results in taxpayers having to pay a larger amount of tax than they should, because there is income tax that has been deducted but cannot be credited, they even experience double taxing. This condition is totally unfair for taxpayer's side.
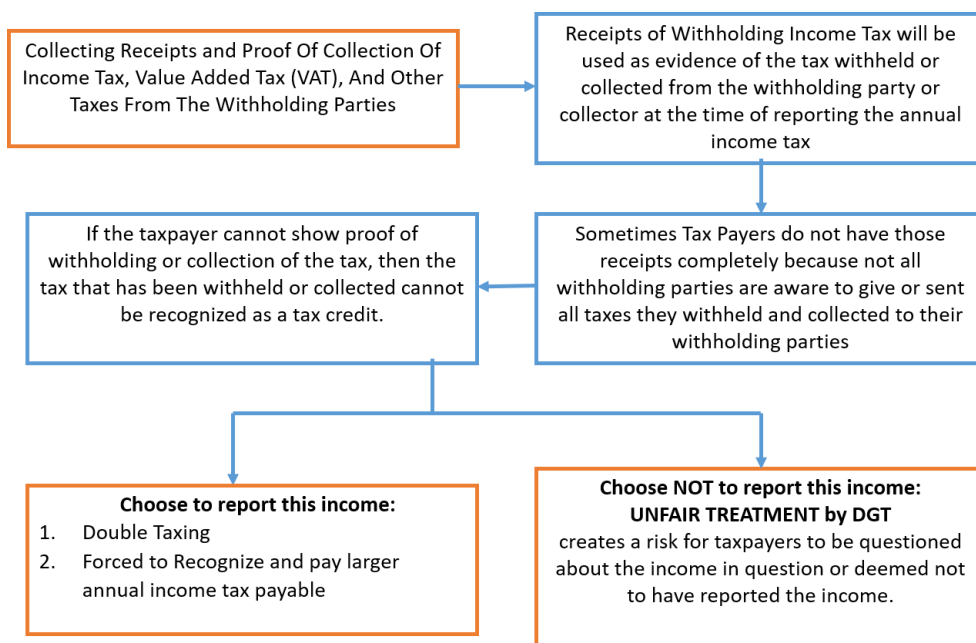
Figure 3. How the Absence of Withheld Tax Receipts for Taxpayers

CONCLUSION

This study concludes that the impact of the digital economy on taxation does not only occur on the tax authorities and the state, but also on taxpayers. Tax authorities are struggling to increase the automation and digitization of their information systems and revise regulations so that they can cover all kinds of developments related to digital economic transactions so that the tax base is not eroded and lost. Furthermore, the tax authorities also collaborate and commit globally with treaty partners and global consortiums such as the OECD and the G20. As for taxpayers, digitizing tax services helps simplify work time and flexibility in fulfilling their tax obligations, while causing obstacles for taxpayers who are in remote areas. However, there is a negative impact on taxpayers, if the applicable regulations are not implemented fairly. For instance, when a taxpayer whose position is as a withholding or tax collector does not provide evidence to the taxpayer who is deducted or collected. So the party who is withheld or collected cannot attach this evidence in his annual tax return so it has risk of being fined or paying more tax than it should, on the other hand there are no sanctions whatsoever for the withholding party who fails to provide this evidence. The meaning is, the government should pay close attention to things like this, because injustice like this can reduce compliance because they feel there is unfair treatment.

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DETERMINANTS OF TAX COMPLIANCE BEHAVIOR OF COFFEE HOUSE/CAFÉ OWNERS IN AMBON CITY

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ABSTRACT

The formulation of the problem in this study is whether taxpayer awareness, legal sanctions and taxpayer subjective norms affect taxpayer compliance coffee house/café in Ambon City. The purpose of this study is to empirically examine the effect of taxpayer awareness on taxpayer compliance, then to determine the effect of tax sanctions on taxpayer compliance, and to determine taxpayer subjective norms on taxpayer compliance coffee house/café in Ambon City. The research method used is quantitative method. The data used in this study were primary data in the form of interviews with authorized employees at the office of the Regional Tax and Retribution Management Agency of Ambon City and the distribution of questionnaires to most coffee houses / cafes in Ambon City. The sampling technique used is purposive. The results of the study descriptively show that tax awareness, tax sanctions and subjective norms are very influential to improving tax compliance. The results of partial hypothesis testing prove that tax awareness, tax sanctions and subjective norms have a significant effect on coffee/café tax compliance behavior. Simultaneously, tax awareness, tax sanctions and subjective norms have a significant effect on the behavior of complying with coffee house/café tax in Ambon City with a coefficient of determination value of 52.6% while the remaining 47.4% is explained by other factors that are not studied.
Keywords: Tax compliance, Tax awareness, Tax sanctions, UMKM, Coffee Shop

INTRODUCTION

One of the Original Local Government Revenues (PAD) is regional taxes. Based on the Law of the Republic of Indonesia Number 33 of 2004 article 5 paragraph (2), local revenue comes from Original Local Government Revenue (PAD), balance and other revenues. According to Article 6, Original Local Government Revenue (PAD) sources from regional taxes, regional retributions, seperated revenues of regional wealth management, and other legitimate PAD. Amendments to the Law on Regional Taxes and Regional Retribution (PDRD) contain four new categories, one of which is the tax that regulates restaurants and cafes, such as Restaurant Tax. One source of revenue from restaurant tax is the tax from coffee house/café business.

The development of a more advanced era has an impact on business around the globe. One of them that has the most development is the business of food and beverage industries. In Indonesia, the food and beverage industry that has

considerably developed is the coffee house business. A highly developed coffee house/café business has been a lifestyle for millennials. The coffee house that was previously identical to grown-up people has now become one of the choices for young people to be a place for gathering and relaxing. This is supported by the emergence of an attractive coffee house including the concept of the place, marketing, packaging, menus, and the services. This new concept is what makes customers even more interested in spending their time visiting coffee houses. Apart from being a trend, the contribution of coffee houses/cafés to local revenue is also quite significant. Table 1 shows it.

Table 1 Tax Revenue from Coffee Houses/Cafes and Restaurant Taxes in Ambon City

Number	Year	Coffee House/Café Tax (IDR)	Restaurant Tax (Rp)	%
1	2019	590.625.483	11.951.435.530	4.94
2	2020	294.724.338	7.363.580.670	4.00
3	2021	505.801.337	9.928.226.638	5.09

Source: Ambon City Regional Tax and Retribution Management Agency.

Table 1 displays that the contribution of coffee house/café taxes from 2019 to 2020 has decreased significantly, by 49.90%. This is due to the Covid-19 pandemic. However, there is an increase of 58.26% in 2021. This is really unexpected as in 2021, overall economic conditions are still in a downturn due to the Covid-19 pandemic, yet tax revenue from coffee houses/cafés can grow so fast. In contrast, the contribution of tax revenue from coffee houses/cafés to restaurant taxes is not significant. This can be seen from the contribution per year which ranges from 4.94% in 2019, 4% in 2020, and 5.09% in 2021. The potential income from the coffee house/café tax is exceptionally large but has not been managed optimally. This can be seen from the significant increase in tax revenue at a time when most of the coffee houses are not operating normally.

The amount of tax revenue depends on the taxpayers' awareness in carrying out their obligations. Taxpayers' awareness can be seen from the integrity and willingness of citizens to carry out their commitments. Citizens' familiarity with tax assessments is critical in building a willingness to comply with taxes. According to Malau, Gaol, Giawa, Juwita (2021), taxpayer awareness has a significant influence on taxpayer compliance. This also concurs with Ketut (2013) in which taxpayer awareness influences taxpayer compliance. The problem of taxpayer compliance is a matter that exists across the world, both in developed and developing countries. Because if the taxpayer is disobedient, it will create a desire to take avoidance, evasion and even neglect of the taxes that are part of obligation.

In addition to awareness, the imposition of sanctions can also provide a deterrent effect for taxpayers in encouraging them to comply with paying taxes. Sanctions are external causes that affect the view of the taxpayer in evaluating the behavior of taxpayer compliance in completing tax obligations. Approval is required so that regulations are not abused. With the assessment sanction, it is only natural that citizens will pay for their commitments and be more devoted in carrying out existing regulations. According to Ketut's research (2013), assessment sanctions affect taxpayer compliance. The results of the study show that financial sanctions have a positive and critical impact on the consistency of

fair and equitable citizens in fulfilling their obligations. Tax sanctions are interpreted as a management tool so that taxpayers do not violate tax regulations. Both tax sanctions can be in the form of criminal acts, or interest/fines.

There are also other factors such as subjective norms. Subjective norms are individual perceptions of social pressure to whether or not perform a behavior. Subjective norms can also be defined as a function of the individual's perceived expectations in which one or more people are put into account, for example relatives and colleagues approve certain behaviors and motivate the individual to comply (Dharmawan, 2015). The study results from Yuliana and Isharijadi (2014) show that subjective norms have a positive influence on taxpayer compliance. A person can either be affected or not by social pressure. Subjective norms in this study implies that social factors are related to tax compliance. A certain fact found in Coffee House/Café taxpayers is the habit of reducing the value of taxes by reducing the amount of income earned in order to meet family needs.

Theory of planned behavior (TPB) is used to describe this common phenomenon of taxpayer compliance. TPB is a theory that analyzes consumer attitudes, subjective norms, and perceived behavioral control of consumers. Consumer attitudes measure the way a person perceives an object as positive or negative, as well as beneficial or detrimental (Ajzen 1991). Ajzen stated theory of planned behavior is an extension of the theory of reasoned action (TRA) developed by Ajzen and Fisben (1980). Ajzen and Fisben developed the Theory of Planned Behavior by adding a construct that does not yet exist in the theory of reasoned action, that is perceived behavior control. The theory of planned behavior aims to predict and understand the impact of behavioral intentions.

Susilawati and Budiartha (2013) state that taxpayer awareness is a person's good faith to fulfill the obligation in paying taxes based on his/her honest and sincere conscience. Taxpayer awareness includes awareness of the existence of tax rights and obligations to fulfill the obligation in paying taxes, public confidence in paying taxes for state financing, self-motivation in paying taxes voluntarily (Puspita, 2014). Tax sanctions are interpreted as a preventive tool which makes taxpayers do not violate tax norms (Abdi, 2017). Tax sanctions can control taxpayers in paying taxes so that they can reduce the desire of taxpayers not to report their tax returns. Subjective norms are a person's perception of social pressure to whether or not perform a behavior. A person's behavior depends on intention, then the intention to behave depends on attitude and subjective norms.
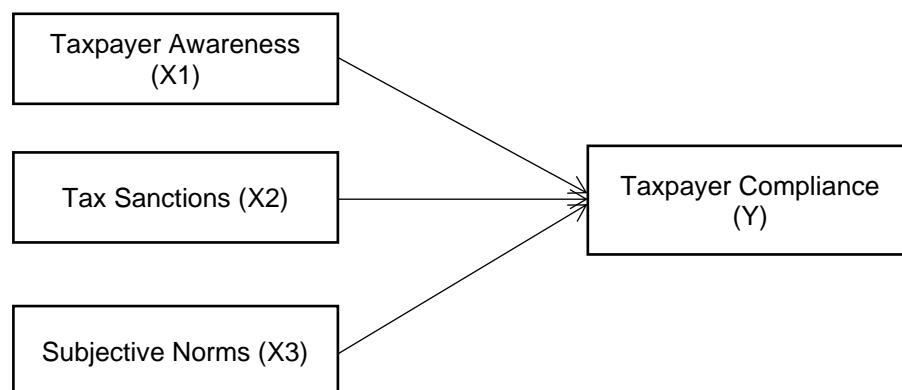
Figure 1 Research Framework

RESEARCH MODEL

This study uses a quantitative approach. The quantitative approach is a systematic scientific study of the parts and phenomena as well as the quality of their relationships. According to Sugiyono (2018.13), quantitative data is data in the form of numbers that are measured using statistics as a counting test tool. The study is located in Ambon City Revenue Service office and also several coffee houses and cafes in Ambon City. The population of this study are coffee houses/cafes in Ambon city with a total of 106 coffee houses and cafes which consist of 20 coffee houses and 86 cafes. Based on data from the Ambon City Revenue Service, there are 20 Coffee Houses and 86 Cafés registered as restaurant taxpayers. By using these samples, the researcher uses a purposive sampling technique to determine the number of samples to be used within the criteria: located in Ambon City and has been operating for at least 1 year, registered as a restaurant taxpayer for at least 1 year, and visitors tend to be constant. There are 40 samples. The method of analysis is multiple linear regression analysis through SPSS 25

RESULT

The results of statistical tests begin with testing the reliability and validity of all indicators and it is proven that all indicators are valid and reliable which then continued with testing the classical assumptions. The classic assumption test shows that the study has passed the classic assumption so that hypothesis testing can be done. The results of multiple linear regression tests are shown in the following table:

Table 2 Multiple Linear Regression Test Results

Coefficients[a]					
Model	**Unstandardized Coefficients**		**Standardized Coefficients**	**T**	**Sig.**
	B	**Std. Error**	**Beta**		
1 (Constant)	12.940	3.993		3.241	0.003
Tax Awareness	0.261	0.208	0.282	0.692	0.032
Tax Sanctions	0.298	0.219	0.392	0.664	0.011
Subjective Norms	0.120	0.126	0.158	0.951	0.038

a. Dependent Variable: *Taxpayer Compliance*
Source: Output SPSS 25

$$Y = 12,940 + X_1\ 0,261 + X_2\ 0,298 + X_3\ 0,120 + e$$

The Effect of Tax Awareness on Tax Compliance

The test results show that tax awareness has a positive effect on taxpayer compliance with a value of Sig. 0.032 <0.05. These results are supported by the research of Susilawati and Budiartha (2013), Ilhamsyah et al., (2016), and Fitria (2017). Taxpayer awareness is a person's good faith to fulfill obligations based on a honest and sincere conscience. If the taxpayer has a high awareness, compliance will also increase. The level of tax awareness of coffee house/café owners in Ambon City is quite high, in which coffee house/café owners always carry out their obligations based on their awareness. This is also confirmed by

Mr. Richard Enko S.E as the head of the tax division in Ambon City Regional Revenue Service in an interview conducted by researchers.

The Effect of Tax Sanctions on Taxpayer Compliance

The test results show that the value of Sig. 0.011 <0.05 and a coefficient value of 0.392. This means that tax sanctions affect taxpayer compliance. This result concurs with the findings of Amran (2018), Mandowally et al., (2020), and Erica (2021). Tax sanctions have the nature of forcing taxpayers to significantly increase tax compliance. Tax sanctions are a preventive tool so that taxpayers do not violate tax norms. Simply put, tax sanctions have an influence on tax compliance because taxpayers themselves carry out their obligations because of an uneasiness of getting sanctions and administrative fines if they do not carry out their tax obligations. Based on the study results that have been obtained, the owners of coffee houses/cafés in Ambon City also have a fear of applicable tax sanctions which makes them carry out their obligations in paying taxes according to the specified time.

The Effect of Subjective Norms on Tax Compliance

The test results show that the value of Sig. 0.038 <0.05 and a coefficient value of 0.158. This means that subjective norms have a positive effect on tax compliance. Subjective norms play a role in increasing tax compliance. Subjective norms are manifested in the form of knowledge about tax compliance from the surrounding environment or encouragement from others to carry out tax obligations. This directly encourages increased tax compliance. These results concur with research by Sanita et al., (2020). The tax compliance level of coffee houses/cafés in Ambon City is categorized as relatively good. This is also influenced by information or knowledge about tax regulations obtained from the social environment in encouraging the level of tax compliance of coffee house/café owners to increase.

Table 3 Determinant Coefficient Test Results (R^2)

Model	R	R Square	Adjusted R Square
1	.518[a]	.501	.526

Source: Output SPSS 25

The test results of the coefficient of determination (R^2) show that tax compliance can be explicated by the independent variables of tax awareness, tax sanctions, and subjective norms, by 52.6%. The remaining 47.4% is influenced by other variables.

CONCLUSION

Tax compliance from coffee house and café business owners in Ambon City is positively influenced by awareness, sanctions, and subjective norms. The more aware the business actors are, the more encouraged for them to comply with paying taxes. The more stringent a tax sanction is, the more fearful the taxpayer will be, which strengthens the obedience to pay taxes. Furthermore, encouragement and pressure from the surrounding environment are also able to increase tax compliance behavior.

SUGGESTIONS

1. Business actors can increase their self-awareness to be more committed to their tax obligations both in calculating, depositing, and reporting taxes. Awareness can be increased by avoiding acts of tax deception, fraud, and evasion, and prefer taking part in the development of the Ambon City Region.
2. Ambon City Regional Tax and Retribution Management Institution should apply strict sanctions to taxpayers who ignore their tax obligations through printed and electronic media.
3. Future researchers can expand the scope of their study so that the results can be generalized.

THEORETICAL IMPLICATIONS

Improving public taxation knowledge through taxation counseling and socialization in both formal and non-formal. The positive effect of this outcome will increase the level of taxpayer compliance in fulfilling the obligation to pay taxes.

PRACTICAL IMPLICATIONS

1. The government can provide socialization about taxation for those who have less compliance so that it is expected to increase the level of awareness which leads to taxpayer compliance.
2. Tax agencies can apply strict regulations accordingly in order to have an impact on taxpayers in carrying out their obligations to pay taxes.

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AWARENESS OF TAXPAYERS ANDTAXSERVICES ON INDIVIDUAL TAXPAYER COMPLIANCE IN TAXSERVICES, COUNSELING AND ADMINITRATION OFFICE (KP2KP) DOBO

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ABSTRACT

This study aims to test empirically the influence of taxpayer awareness and tax services on individual taxpayer compliance. The population in this study were all individual taxpayers who were registered in the scope of the Dobo tax extension and consulting service office. The sample in this study were individual taxpayers who were registered in the scope of the Dobo tax extension and consulting service office. This research method is quantitative research supported by descriptive analysis. The sample was done by using a random sampling technique using a questionnaire in the form of a closed statement and measured using multiple linear regression analysis. The population is 100 with a sample of 50 people.
Keywords: Taxpayer Awareness, Tax Service, Individual Taxpayer Compliance.

INTRODUCTION

Indonesia is a developing country, to become a developed country, Indonesia still needs community support. Not just supporting the idea, but the community needs to be a source of state revenue through tax payments (https://pajak.go.id).This is because taxation is the main source of state revenue and is used to finance state spending to meet community and development needs. Both of course require a lot of money. Just imagine, if taxation cannot become the main role of state revenue when a lot of taxes come out of the state, of course all the aspirations that everyone in this country longs for will disappear and development will be left behind. Therefore, everyone who is a taxpayer according to law is obliged to pay taxes according to their obligations (Journal of Going Concern Accounting Research 2018).

One of the tax functions is the revenue function. Taxes are a source of money to finance government spending. Although the number of taxpayers continues to grow from year to year, tax revenues registered at the Dobo Tax Service, Counseling and Consultation Office are still low, the obstacle is fulfilling taxpayer obligations. There are many obstacles to the government's efforts to increase the income of the tax sector, namely, among other things, the level of taxpayers is still low so that taxpayers try to pay less than they should, and there are still many taxpayers who do not. Our nation has made various efforts to achieve it (https://tax.go.id). In this case the government in power in the Aru Islands must use the available funds carefully. One source of revenue for the Aru Islands Regency government is tax revenue. By paying taxes to the

government, the Aru Islands Government can carry out its work program in such a way that the results are immediately visible to the public. In order to realize a just and prosperous society, the Aru Islands Regency Government continues to develop various sectors. Revenue from within and outside the country is a source of income for the government that is used for the country's development.

The government hopes a lot to increase public awareness, especially the people of the Aru Islands Regency to participate or play an active role in paying taxes. According to data from the Dobo Tax Counseling and Consultation Service Office (KP2KP), individual taxpayer compliance in the Aru Islands region has increased in the last four years. However, there are still quite a few taxpayers who do not meet the requirements. Therefore, it is interesting to conduct research on individual taxpayers in the area of the Dobo Tax Counseling and Consultation Service Office (KP2KP) to identify the factors that influence taxpayers, including taxpayer awareness and tax services. The increase in the number of individual taxpayers reflects the increasing awareness of residents of the Aru Islands Regency to register with KP2KP Dobo and fulfill their tax obligations and pay taxes voluntarily, based on the knowledge that government agencies allow the public to do business. and report income tax.

Compliance (Compliance Theory) is a theory that explains a situation in which a person obeys a given order or rule. Compliance with taxpayer obligations is a behavior based on the fact that taxpayers are aware of their tax obligations, but still follow the established laws and regulations (Tahar and Rachman, 2014). Based on the Regulation of the Minister of Finance Number 192/PMK.03/2007, under certain conditions a Taxpayer, hereinafter referred to as a valid Taxpayer, is a Taxpayer who meets the following requirements: Submission of SPT on time.

Tax based on the Third Amendment Law Number 28 of 2007 concerning General Provisions and Tax Procedures Number 6 of 1983 is a mandatory payment by an individual or entity to the state, which is a legal means of coercion. for which compensation was not paid. Taxes are lawful payments by people to the state treasury without directly visible reciprocity covering public expenditures. Taxes can be understood literally economy as a transfer of resources from the public sector (Mardiasmo, 2003:11). Taxes have several functions, namely: Budgetair's function is to finance all normal expenditures and development of the government. The regulatory function is used to regulate government policies in the social and economic fields. Wulandari,2014: 94).

Tax awareness is a condition where a person knows, acknowledges, respects and follows the applicable tax regulations and fulfills his tax obligations sincerely and sincerely (Muliari, 2011). tax awareness that motivates taxpayers to pay taxes. First, realize that taxes are part of the country's development contribution. Realizing this, taxpayers are willing to pay taxes because they feel they have nothing to lose from paying taxes. Secondly, it must be realized that delaying tax payments and easing the tax burden is very detrimental to the state. Taxpayers are willing to pay taxes, because they understand that delaying tax payments and easing the tax burden will result in a lack of financial resources, which can

lead to country development. Third, knowing that taxes are determined by law and can be imposed. Taxpayers pay because paying taxes is understood to have a strong legal basis and is an absolute obligation for every citizen (Arum,2012).

If tax regulations are made simple and easily understood by taxpayers, then tax services on the rights and obligations of taxpayers can be carried out effectively and efficiently. Taxpayers who are satisfied with the service will try to fulfill their lease obligations in accordance with applicable laws and regulations (Intan, 2013). Satisfactory tax service is an external factor that can increase taxpayer compliance. Taxpayers feel comfortable, happy, and satisfied when fulfilling their tax obligations voluntarily (ViviHerlina,2020).

Research Model

The research model is a description of the relationship pattern between the variables studied. This research model can be described as follows:
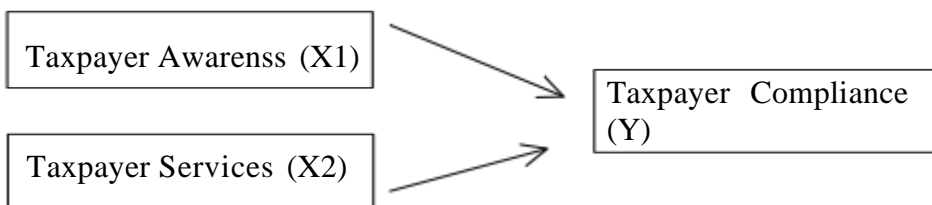
Figure 1 Research Framework

RESEARCH ANALYSIS AND DISCUSSION
Research Instrument Test Results

Respondents in the study were all individual taxpayers registered in the Dobo KP2KP scope. The following is a description of the identity of the research respondents consisting of gender, age, type of work and level of education. Validity test is used to measure whether a questionnaire is valid or not. This test was carried out using Correlated Item Total Correlation. Researchers used 50 respondents to test the validity of a questionnaire. The results of the reliability test using SPSS version 24 gave Cronbach Alpha. An instrument is said to be reliable if its Cronbach alpha is greater than 0.70 (Ghozali,2016:48).

Normality aims to test whether in a regression model, the dependent and independent variables have a normal distribution or not. A good regression model is a normal or close to normal data distribution, normality detection using the Kolmogorov-Smirnov table if the sig value >0.05 then the data is normally distributed. The multicollinearity test aims to see whether or not there is a high correlation between independent variables in a multiple linear regression model. Based on the multicollinearity test table above, it is known that the VIF value of the taxpayer awareness variable (X1) and the tax service variable (X2) is $6.990 < 10$ and the tolerance volume value is $0.143 > 0.1$, so that the data does not occur multicollinearity. Multiple Linear Regression Analysis is used to determine the effect between two or more independent variables with one dependent variable. Hypothesis testing is

used to determine whether or not there is an influence between the independent variables on the dependent variable. In testing this hypothesis, the authors use the T test, used to partially measure the variables Taxpayer Awareness (X1) and Tax Service (X2) together (simultaneously) affect the individual taxpayer compliance variable (Y).

DISCUSSION

To determine the effect of the variables Taxpayer Awareness (X1) and Tax Services (X2) on the individual taxpayer compliance variable (Y) at the KP2KP office, Dobo city. Data collection was carried out by distributing questionnaires to respondents and after that they were analyzed using the SPSS version 24 program.

Table 1 of Correlation Coefficient Values and Coefficient Determination Values

Model Summary				
Model	**R**	**RSquare**	**Adjusted R Square**	**Std. Error of the Estimate**
1	a .970	.942	.939	.828
a. Predictors:(Constant), TAXSERVICES (X2), TAXPAYER				

Based on the results of the research above, it can be seen that the correlation coefficient value was found to be 0.942. The correlation coefficient of 0.942 is included in the Very Strong category. So, a very strong relationship is obtained between variable X1 (Taxpayer Awareness) and variable X2 (Tax Service) variable Y (PersonalTaxpayer Compliance).

CONCLUSION

There is a positive and significant influence on the level of taxpayer awareness on taxpayer compliance. This gives the meaning that the higher the awareness of the taxpayer, the level of compliance of the taxpayer will also increase and will increase revenue at the Dobo Tax Counseling and Consultation Service Office, conversely the awareness of taxpayers is low, the level of taxpayer compliance will also decrease, and revenue will also low. There is a positive and significant influence of tax services on taxpayer compliance. This shows that if the full tax service has not been carried out properly by the Dobo KP2KP office, it must be a concern for the Leaders in the smooth running of tax services and providing services to taxpayers will increase taxpayer compliance, conversely if tax services are low and bad then taxpayers will not be obedient in paying taxes, thus the revenue will be lower. This certainly affects the compliance of individual taxpayers in performing services for taxpayers. Taxpayer awareness and tax services have a positive and significant effect on taxpayer compliance at the Dobo Tax Extension and Consultation Services Office. Compliance can be achieved if there is cooperation between the Taxpayer and the Tax Officer. The coefficient value (Adjusted R Square) is 0.942. This means that 94.2% change or variance of taxpayer compliance can

be explained by the variables of taxpayer awareness and tax services being influenced by other factors.

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THE EFFECT OF ACCOUNTING CONSERVATISM AND TAX ALLOCATION BETWEEN PERIODS ON EARNINGS QUALITY MODERATED BY FINANCIAL DISTRESS

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ABSTRACT

This study aims to obtain empirical evidence of the effect of accounting conservatism and tax allocation between periods on earning quality with financial distress as a moderating variable. The method of determining the sample used is purposive sampling. The number of samples obtained was 10 consumer cyclical companies on the Indonesia Stock Exchange for the period 2017-2021. The data analysis technique used is the descriptive statistical test, panel data regression test, classic assumption test, hypothesis testing and Moderated Regression Analysis (MRA) test using Eviews 9 software to test two research models, the model without moderating variable and the model with moderating variable. It is partially known that accounting conservatism has an effect on earnings quality while the tax allocation between periods partially has no significant effect on earnings quality. The result of the study simultaneously shows that accounting conservatism and tax allocation between periods have an effect on earnings quality. Meanwhile, for models with partial moderation, it is known that financial distress moderates the effect of accounting conservatism on earnings quality, while partial financial distress moderates the effect of tax allocation between periods on earnings quality.
Keywords: earnings quality, accounting conservatism, tax Allocation between period and financial distress

INTRODUCTION

Companies that are classified as large or small will always follow their life cycle, companies that are able to develop are companies that have succeeded in overcoming various crisis conditions that hinder them. Meanwhile, companies that experience setbacks and are unable to get back on their feet or carry out a corporate turnaround will experience setbacks to bankruptcy (Imron HR et al., 2022).

The consumer cyclical sector, or what is usually called non-primary consumer goods, is an industry that produces and distributes products and services that are highly influenced by economic conditions. The development of the consumer cyclical industry in Indonesia tends to fluctuate following economic growth. One important indicator to determine the economic conditions in a country in a certain period is the Gross Domestic Product (GDP) data, both at current prices and at constant prices. In 2020, the condition of Indonesia's GDP decreased drastically to -2.07%, but slowly in 2021 it starts to rise and tends to increase positively in the national economic recovery, this of course requires support from various aspects including the government, investors and the community.

In Indonesia, the phenomenon of profit manipulation is not new, there are several companies that have been investigated for the irregularity of their

financial statements. First, the alleged profit manipulation carried out by PT. Tiga Pilar Sejahtera Food, Tbk (AISA), the Indonesia Stock Exchange (IDX) summoned the directors of PT. Tiga Pilar Sejahtera Food (AISA) to request an explanation regarding the release of the results of the 2017 financial report investigation by PT. Ernst & Young Indonesia (EY). The results of the investigation into the financial statements resulted in findings regarding the alleged inflation of Rp. 4 trillion and several other allegations, Tiga Pilar's 2017 financial statements were audited by the Public Accounting Firm (KAP) Amir Abadi Jusuf, Aryanto, Mawar & Rekan which is affiliated with the world's leading audit, tax and consulting firm, namely RSM International (www.bareksa.com).

Financial statements are a form of information provided by the company to external parties. The information disclosed in the financial statements is in the form of notes on all transaction activities in one accounting period, one of the information in the financial statements that is important to look at is the company's profit. There are factors that affect the quality of earnings, namely accounting conservatism, inter-period tax allocations and investment opportunity sets (IOS) (Sri Ayem & Lori, 2020).

Another factor that affects the quality of earnings is the Tax Allocation Between Periods or what is known as the Inter-Period Tax Allocation. Tax allocation is a process for allocating income tax to the profits in which the tax is increased. Basically, tax allocation is a requirement for companies to recognize deferred tax assets and liabilities that are presented in the statement of financial position (Sri Ayem & Lori, 2020).

Based on the background description described above, the interesting issues in this research are first, Accounting Conservatism simultaneously affect Earning Quality and Tax Allocation Between Periods. Accounting Conservatism Affect Earnings Quality. Tax Allocation Between Periods Affects the Earning Quality. Financial Distress moderates the influence of Accounting Conservatism on Earnings Quality. Financial Distress moderates the effect of Tax Allocation Between Periods on Earnings Quality.

LITERATURE REVIEW
Agency Theory

Agency theory was first stated by (Jensen & Meckling, 1976). The discussion of agency theory is about the relationship or contractual relationship between principals and agents. Agency theory describes a representative (agency) relationship that occurs as a result of an agreement between an owner (principal) using his representative, namely the company and the manager (agent) in carrying out activities for the benefit of the company owner (Siahaan et al., 2019).

Signalling Theory

Signal theory was first put forward by Spence (1973) which explains how companies should give signals to users of financial statements. The signal in question is information about the company's performance that is conveyed through the company's financial reports.

Earnings Quality

Earnings quality is something that is important and has a very significant role in making investment decisions, because based on earnings quality the accounting profession can be at stake. Investors and other stakeholders make

decisions based on the financial reports presented by the company. Quality profits are profits that have benefits in decision-making, namely by having the characteristics of relevance, reliability, and comparability/consistency (Widiawati, 2019).

Accounting Conservatism

Accounting Conservatism is the principle of prudence in financial reporting where companies are not in a hurry to recognize and measure assets and profits and immediately recognize losses and debts that have the possibility that they will occur. The application of this principle has an impact on the choice of accounting methods that are intended to report lower profits or assets and report higher debt (Watts, 2003).

Tax Allocation Between Periods

Tax allocation between periods is the allocation of income tax between one financial year period and the next financial year period, this is the result of applying the accrual accounting concept which is reflected in the amount of deferred tax expense and income which is reported simultaneously with the current year's tax expense in the company's profit and loss statement (Hidayat, 2021).

Financial Distress

The condition of financial distress refers to the declining financial condition and performance of the company prior to bankruptcy or liquidation. In this condition, of course, the tax allocation method between periods tends to be rarely done because the financial condition is not good and the company is very risky when using this method with the final implementation of the company's liability account soaring (Zulni & Taqwa, 2023). We now arrive at the following formulation hypothesis:

H1: Accounting Conservatism, and Tax Allocation Between Periods have a simultaneous effect on earnings quality.
H2: Accounting Conservatism Affects Earnings Quality.
H3: Tax Allocation Between Periods Has an Effect on Earnings Quality.
H4: Financial Distress moderates the effect of accounting conservatism on Earnings Quality.
H5: Financial Distress moderates the effect of tax allocation between periods on earnings quality.

Figure 1 Research Framework

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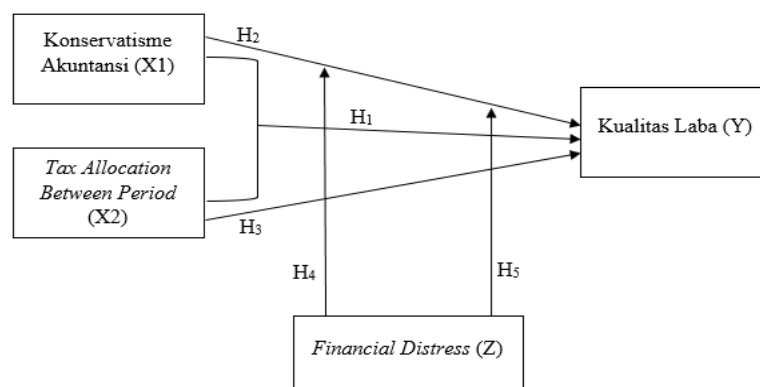
RESEARCH METHODS
Research Object
The research objects used in this study are companies that are included in the consumer cyclical sector that have gone public and published annual financial reports in the 2017-2021 period which are listed on the Indonesia Stock Exchange (IDX) and viewed from the Indonesia Capital Market Directory (ICMD), www.idx.co.id.

Measurements
Earnings Quality
Earnings quality is earnings information that can be used to make an accurate assessment of the company's current performance and can be used as a guideline for predicting company performance in the future. High quality and quality earnings can be realized in cash (Nanda & Muslim, 2022). In this study, measurement of earnings quality can be measured using the formula:

$$EQ = \frac{Operational\ Cashflow}{Net\ Profit}$$

Accounting Conservatism
Accounting conservatism is an application of the company's prudent nature towards measuring assets and profits due to uncertainty over company activities which can be seen in the preparation of company financial reports so that later financial reports can be useful for users of financial statements (Nanda & Muslim, 2022). Measurement of accounting conservatism is measured using the formula:

$$AC = \frac{Net\ Profit - Operational\ Cashflow - Depreciation}{Total\ Asset} X(-1)$$

Tax Allocation Between Periods
The tax allocation between periods is calculated from the amount of income and deferred tax expense that has been presented in the income statement divided by the total accounting profit before tax (Ritonga, 2021). Measurement of tax allocation between periods is measured using the formula:

$$ALPA\ 1\ it = \frac{Deffered\ Tax\ Income/Expense}{Earnings\ Before\ Tax}$$

Financial Distress as Moderating Variable
Financial distress is a condition in which the financial situation has decreased prior to the bankruptcy of a company. Financial distress is measured quantitatively using a modified Altman (Z-Score) model (Arrum & Wahyono, 2021):

$$Z = 6{,}56X1 + 3{,}26\ X2 + 6{,}72X3 + 1{,}05X4$$

Note:
- X1: Working Capital/Total asset.
- X2: Retained Earning/Total asset.
- X3: Earnings Before Tax/Total asset
- X4: Equity/Total Liabilities
- Z: Financial Distress

DATA ANALYSIS TECHNIQUES
Multiple Regression Analysis

The hypothesis testing model used is multiple linear regression analysis. This analysis has the goal of predicting how the condition (rise and fall) of the dependent variable (criterion) will be. If two or more independent variables as predictor factors are manipulated (the value is increased or decreased). So that multiple linear regression analysis will be possible if the number of independent variables is at least two. The data analysis technique used is the MRA (Moderated Regression Analysis) test. All data that has been collected in the study was processed using the Eviews 9 program.

Model 1 = Y = a + b1 X1 + b2 X2 + e

Model 2 = Y = a + b1 X1*Z + b2 X2 *Z + e

Notes:
- Y = Earnings Quality
- a = Coeficient Constant
- b1 = Coeficient Accounting Conservatism Regression
- X1 = Accounting Conservatism
- b2 = Coeficient Tax Allocation Between Period Regression
- X2 = Tax Allocation Between Periods
- e = Wrong Prediction (eror)
- Z = Moderating Variable (Financial Distress)

RESULTS
Regression Result

Tabel 1 Result Regression Model 1

Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	-11.83096	5.694690	-2.077543	0.0432
X1	5.073443	2.240984	2.263936	0.0282
X2	2.003656	1.093518	1.832303	0.0732

Source: Eviews 9 data processed, 2023

Based on the model from the table above, it can be concluded for the coefficient value it can be formed in the first multiple linear regression equation panel data model as follows:

$$EQ = -11,83096 + 5,073443X_1 + 2,003656X_2 + e$$

Based on the equation regression model above, it can be concluded that can be drawn from the results of multiple linear regression tests in this study as follows:

1) The constant value is -11.83096, this result means that if the magnitude of the value of all independent variables, namely accounting conservatism and tax allocation between periods is 0 (X1 and X2 values are 0) then earnings quality is -11.83096 units.

2) The value of the regression coefficient of accounting conservatism is 5.073443, this result means that if the accounting conservatism variable increases by one unit, the quality of earnings increases by 5.073443 assuming all independent variables are constant. This shows that the accounting conservatism variable contributes positively to earnings quality.

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3) The regression coefficient value of the tax allocation between period variables is 2.003656. This result means that if the independent variable increases by one unit, the earnings quality variable increases by 2.003656 assuming that all variables are constant. This shows that the tax allocation between period variables contributes positively to earnings quality.

Regression Model 2 (MRA)

Table 2 Result Regression Model 2

Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	-2.292113	1.553898	-1.475073	0.1469
X1*Z	2.111629	0.548493	3.849875	0.0004
X2*Z	0.513005	0.236925	2.165264	0.0355

Source: Eviews 9 data processed, 2023

Whereas for the second model based on table 2 above, it can be concluded for the constant value of the coefficients that it can be formed in the double linear regression equation for the second-panel data model with the MRA technique, namely as follows:

$$EQ = -2{,}292113 + 2{,}111629X_1*Z + 0{,}513005 X_2*Z + e$$

Based on the equation regression model above, the conclusions that can be drawn from the results of multiple linear regression tests with the interaction of moderating variables in this study are as follows:

1) The constant value is -2.292113, this result means that if the value of all independent variables is accounting conservatism and tax allocation between periods (values X1, X2, X1*Z, X2*Z are 0) then the earnings quality is - 2.292113 units.
2) The regression coefficient value of the interaction variable of accounting conservatism and financial distress is 2.111629. This result means that if the interaction variable between independent and moderation increases by one unit, the earnings quality variable increases by 2.111629 assuming all variables are constant. This shows that the accounting conservatism variable with financial distress contributes positively to earnings quality.
3) The value of the regression coefficient of the interaction variable of tax allocation between periods and financial distress is 0.513005. This result means that if the interaction variable between independent and moderation increases by one unit, the earnings quality variable decreases by 0.513005 assuming all variables are constant. This shows that the variable tax allocation between periods and financial distress contributes negatively to earnings quality.

HYPOTHESIS TEST
Test t

Table 3 Result Test (t) Regression Model 1

Dependent Variable: Y
Method: Panel Least Squares
Date: 06/12/23   Time: 15:15
Sample: 2017 2021
Periods included: 5
Cross-sections included: 10
Total panel (balanced) observations: 50

Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	-11.83096	5.694690	-2.077543	0.0432
X1	5.073443	2.240984	2.263936	0.0282
X2	2.003656	1.093518	1.832303	0.0732

Source: Eviews 9 data processed, 2023

The effect of accounting conservatism on earnings quality

From the above test with the analysis stage of multiple linear regression model 1, the results of the significance analysis of the probability of accounting conservatism variable were 0.0282 and the t value was 2.263936. Based on these results, it shows that the t-count is greater than the t-table with df = 50 – 4 = 46 at the α = 5% level of 1.67866, namely 2.263936 > 1.67866 and the probability t for accounting conservatism is smaller than the significance level is 0.0282 <0.05, it can be concluded that H0 is rejected and H1 is accepted. So that accounting conservatism partially has a significant effect on earnings quality.

The Effect of Tax Allocation Between Periods on earnings quality
From the above test with the stage of multiple linear regression analysis model 1, the results obtained from the significance analysis of the probability variable tax allocation between periods is 0.0732 and the t value is 1.832303. Based on these results, it shows that the t-count is greater than the t-table with df = 50 – 4 = 46 at the level of α = 5% of 1.67866, namely 1.832303 > 1.67866 and the probability t for the variable tax allocation between periods is greater than the significance level, namely 0.0732 > 0.05, it can be concluded that H0 is accepted and H1 is rejected. So, the tax allocation between periods partially has no significant effect on earnings quality.

Table 4 Result Test (t) Regression Model 2

Dependent Variable: Y
Method: Panel Least Squares
Date: 06/14/23   Time: 13:43
Sample: 2017 2021
Periods included: 5
Cross-sections included: 10
Total panel (balanced) observations: 50

Variable	Coefficient	Std. Error	t-Statistic	Prob.

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C	-2.2921131.553898	-1.475073	0.1469
X1*Z	2.111629 0.548493	3.849875	0.0004
X2*Z	0.513005 0.236925	2.165264	0.0355

Source: Eviews 9 data processed, 2023

The effect of accounting conservatism on earnings quality with financial distress as a moderating variable.

From the test above, namely at the stage of multiple linear regression analysis model 2 which was carried out after using the moderating variable, the results obtained from the analysis of significant value probability of the accounting conservatism variable moderated by financial distress were 0.0004 and the t-count value was 3.849875. Based on these results, it shows that the t-count is greater than the t-table with df = 50 – 4 = 46 at the α = 5% level of 1.67866, namely 3.849875 > 1.67866 and the probability t for the accounting conservatism variable after being moderated by financial distress is smaller than the significance level, namely 0.0004 <0.05, it can be concluded that H0 is rejected and H1 is accepted. So that the financial distress variable partially has a significant effect in moderating and strengthening the relationship between accounting conservatism and earnings quality.

The effect of tax allocation between periods on earnings quality with financial distress as a moderating variable

From the test above, namely at the stage of multiple linear regression analysis model 2 which was carried out after using the moderating variable, the results obtained from the analysis of the significant value of the probability variable tax allocation between period which was moderated by financial distress was 0.0355 and the t-count value was 2.165264. Based on these results, it shows that the t-count is greater than the t-table with df = 50 – 4 = 46 at the α = 5% level of 1.67866, namely 2.165264 > 1.67866 and the probability t for the variable tax allocation between periods after moderated by financial distress is greater than the significance level, namely 0.0355 <0.05, it can be concluded that H0 is rejected and H1 is accepted. So that the financial distress variable partially has a significant effect in moderating and strengthening the relationship between tax allocation between period and earnings quality.

Test F

Table 5 Result Test (F)

R-squared	0.145532	Mean dependent var	3.889879
Adjusted R-squared	0.109171	S.D. dependent var	1.640119
S.E. of regression	1.548005	Akaike info criterion	3.769936
Sum squared resid	112.6270	Schwarz criterion	3.884657
Log likelihood	-91.24840	Hannan-Quinn criter.	3.813622
F-statistic	4.002480	Durbin-Watson stat	1.156499
Prob(F-statistic)	0.024823		

Source: Eviews 9 data processed, 2023

Based on the results of the table test above, the probability value for the F test is 0.024823 and the F-count is 4.002480. So, from these results, it can be shown that the F-count is greater than the F-table with df(N2) = 50-4 = 46, df(N1) = 4-1 = 3 at a=5% level of 2.81, ie 4.002480 > 2.81. The probability value of the F test is smaller than the significance level, namely 0.024823 <0.05. So, it can be concluded that at the level of a = 0.05 between accounting conservatism, tax allocation between periods simultaneously (simultaneously) affects the quality of earnings. It can be interpreted that the independent variables jointly affect the dependent variable.

Based on the results of the F (simultaneous) test, it provides an overview to researchers and companies about how much the factors influence firm value so that the company can encourage factors that can affect earnings quality to pay more attention.

Determination Coefficient Test (R^2)
Table 6 Result Determination Coefficient Test (R^2)

R-squared	0.145532	Mean dependent var	3.889879
Adjusted R-squared	0.109171	S.D. dependent var	1.640119
S.E. of regression	1.548005	Akaike info criterion	3.769936
Sum squared resid	112.6270	Schwarz criterion	3.884657
Log likelihood	-91.24840	Hannan-Quinn criter.	3.813622
F-statistic	4.002480	Durbin-Watson stat	1.156499
Prob(F-statistic)	0.024823		

Source: Eviews 9 data processed, 2023

The results of the table above show that the adjusted R2 is 0.109171. This shows that the percentage of the independent variable on the dependent variable is 11% or it could also mean that the independent variable used in this regression model is able to explain 11% of the dependent variable. Meanwhile, the remaining 89% is influenced by other variables in the regression model.

DISCUSSION
The Effect of Accounting Conservatism and Tax Allocation Between Periods Has an Effect on Earnings Quality

Based on the results of the F test, the probability value for the F test is 0.024823 and the F-statistic is 4.002480. So, the results show that the probability value of the F test is smaller than the significance level, namely 0.0242823 <0.05. So, it can be concluded that at the level of α = 5% accounting conservatism, tax allocation between periods simultaneously (simultaneously) affects earnings quality. It can be interpreted that the independent variables jointly affect the dependent variable. Thus, hypothesis H3 is accepted and H0 is rejected. So, accounting conservatism and tax allocation between periods have a simultaneous effect on earnings quality. Likewise, in the tax allocation between periods, this activity allocates income tax between one financial year period and the following or subsequent financial year periods.

The Effect of Accounting Conservatism on Earnings Quality

Based on the results of the t-test conducted on model 1, it shows that the accounting conservatism variable has a coefficient of 5.073443 with a probability of 0.0282 for the accounting conservatism variable and a t-count value of 2.263936. The t-count value is greater than the t-table, namely 2. 263936 > 1.67866 The resulting probability value is smaller than the significant level, which is equal to 0.0282 <0.05 The results can be concluded that the accounting conservatism variable partially has a significant effect on the earnings quality variable, therefore the hypothesis H1 is accepted and H0 rejected.

Effect of Tax Allocation Between Periods on Profit Quality

Based on the results of the t-test conducted on model 1, it shows that the tax allocation between period variables has a coefficient of 2.003656 with a probability of 0.0732 for the tax allocation variable between periods and a t-count value of 1.832303 The t-count value is greater than t- table, namely 1.832303 > 1.67866 The resulting probability value is greater than the significant level, which is equal to 0.0732 > 0.05. The results can be concluded that the variable tax allocation between periods partially has no effect on earnings quality, therefore hypothesis H1 is rejected and H0 is accepted.

The Effect of Moderating Financial Distress on The Relationship Between Accounting Conservatism and Earnings Quality

Based on Table 4, the results of the t-table test conducted in Model 2 show that the accounting conservatism variable moderated by financial distress has a probability value of 0.0004 which is smaller than its significance level of 0.0004 <0.05, which means that financial distress is able to moderate the relationship between accounting conservatism on earnings quality. From the results of this study, financial distress strengthens the effect of accounting conservatism on earnings quality and financial distress moderates the effect of accounting conservatism on earnings quality. This is evidenced by the value of the coefficient of accounting conservatism on earnings quality before being moderated at 5.073443 after being moderated to 2.111629.

The effect of moderating Financial Distress on the Relationship Between Tax Allocation Between Periods and Earnings Quality

Based on Table 4, the results of the t-table test conducted in Model 2 show that the variable tax allocation between periods moderated by financial distress has a probability value of 0.0355 which is smaller than the significance level of 0.0355 <0.05, which means that financial distress is capable significantly moderate the relationship between tax allocation between period and earnings quality. From the results of this study, financial distress strengthens the effect of tax allocation between periods on earnings quality and financial distress moderates the effect of tax allocation between periods on earnings quality. This is evidenced by the value of the coefficient of tax allocation between periods on earnings quality before being moderated at 2.003656 after being moderated to 0.513005.

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CONCLUSION

After conducting research on 10 consumer cyclical sector companies listed on the Indonesia Stock Exchange (IDX) for a five-year research period starting in 2017-2021, the results of the description of the effect of accounting conservatism and tax allocation between periods on earnings quality moderated by financial distress can be summed up as follows:

1. The results of testing the hypothesis simultaneously that accounting conservatism and tax allocation between periods have a significant effect on the quality of earnings in consumer cyclical companies listed on the Indonesia Stock Exchange in 2017-2021.
2. The results of partial hypothesis testing show that accounting conservatism has a significant effect on earnings quality in consumer cyclical companies listed on the Indonesia Stock Exchange in 2017-2021.
3. The results of testing the hypothesis partially that the tax allocation between periods has no significant effect on the quality of earnings in consumer cyclical companies listed on the Indonesia Stock Exchange in 2017-2021.
4. The results of testing the hypothesis partially that accounting conservatism has a significant effect on earnings quality moderated by financial distress in consumer cyclical companies listed on the Indonesia Stock Exchange in 2017-2021.
5. The results of partial hypothesis testing that the tax allocation between periods has a significant effect on earnings quality moderated by financial distress in consumer cyclical companies listed on the Indonesia Stock Exchange in 2017-2021.

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THE EFFECT OF TAXPAYER AWARENESS, TAX KNOWLEDGE, AND TAX SANCTIONS ON TAXPAYER COMPLIANCE

E-COMMERCE USERS (CASE STUDY ON ONLINE SHOPPING ENTREPRENEUR AT ARLIE PRINTING)

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ABSTRACT

The purpose of this research is to know the effect of tax planning, deferred tax asset, and deferred tax expense on earnings management of manufacturing companies listed in Indonesia Stock Exchange (IDX) period 2013 to 2017. The sampling technique used in this study is purposive sampling. Data analysis method used in this research is logistic regression analysis. The results of this study indicate that simultaneous tax planning, deferred tax assets, and deferred tax expense do not have a significant effect on earnings management. Partially tax planning has a significant positive effect on earnings management. Deferred tax assets and deferred tax expense partially have no significant effect on earnings management.
Keywords: **Tax Planning, Deferred Tax** *Assets, Deferred Tax Expense, Profit* **Management.**

INTRODUCTION

The development of information technology has made various changes in the joints of people's lives. People are now spoiled by various forms of technology that make it easier for them to carry out their daily activities, especially in trade transactions, known as a model, that is again popular and a trend among the community, including in Indonesia. This form of commerce is known as online business.

Individual taxpayers who carry out online business activities mostly have an assumption that the income received does not exceed the tax imposition limit. So many actors from online business activities do not report their taxes. In fact, if the income is accumulated for a month, it does not rule out the possibility that the income obtained can exceed the predetermined tax imposition limit.

The increase in the number of Online shops from year to year in Indonesia is very rapid. This is certainly due to the support of technological developments and the internet every year. The internet that is increasingly penetrating to areas in all corners of the country has caused a drastic increase in Online Shop transaction actors in Indonesia. While in the field of technology itself, in the last few years until 2018, many electronic media have sprung up with cheap internet facilities. And the more people who use smartphones trading through the internet is increasingly widespread and continues to grow, online shop sales are very easy only through online media such as instgram, facebook, tokopedia etc.

The problem is that *online* business transactions are difficult to tax because with the *Self Assement System* adopted by the Indonesian tax system that gives confidence to taxpayers, it puts more pressure on the taxpayer's own awareness

to pay taxes on income obtained from his business. This is because online business transactions are only accompanied by proof of money transfers that show the transfer of money from the first party's account to another party's account, and do not show evidence of buying and selling transactions that are subject to tax.

With the *Self assessment system (SAS),* the Directorate General of Taxes demands a change in attitude in the sense of awareness carried out by the taxpayer community itself to pay taxes owed *voluntarily (voluntary compliance).* One of the problems that can hinder the effectiveness of tax revenue is the compliance of the taxpayer itself. Taxpayer compliance is the nature of the responsibility of taxpayers who want and carry out their tax obligations by themselves. By providing a Taxpayer Identification Number (NPWP) to taxpayers, it is also expected that taxpayers can comply with their rights and obligations properly and correctly.

Based on the background previously described, the formulation of this research problem is as follows: 1) How does tax payment awareness affect the level of compliance of individual taxpayers? 2) How does tax sanction affect individual taxpayer compliance? 3) How does tax knowledge and tax understanding affect individual taxpayer compliance? 4) How does tax sanctions awareness and tax knowledge affect the level of compliance of individual taxpayers?

Based on the background description and problem formulation, the objectives in this study are as follows: 1) To find out whether tax awareness has an influence on taxpayer compliance 2) To find out whether tax sanctions have an influence on taxpayer compliance 3) To find out whether tax knowledge has an influence on 4) To find out whether tax awareness, tax sanctions, and tax knowledge have a simultaneous influence on tax compliance .

THEORETICAL REVIEW
Taxpayer Compliance

Taxpayer compliance is the fulfillment of tax obligations carried out by taxpayers in order to contribute to the development of the State which is expected to be fulfilled voluntarily. Taxpayer compliance is an important aspect considering that the Indonesian tax system adheres to the Self Assessment system where in the process absolutely gives confidence to taxpayers to calculate, pay and report obligations (Tiraada 2013).

According to Rahayu (2017), tax compliance is divided into 1) Formal Tax Compliance Formal tax compliance is the obedience of taxpayers in fulfilling formal tax provisions. 2) Material Tax Compliance Material Tax Compliance is the taxpayer's compliance in fulfilling material tax provisions.

Taxpayer Awareness

Taxpayer awareness in paying tax obligations will increase if in the community there is a positive perception of taxes. Increasing public taxation knowledge through tax education both formal and non-formal will have a positive impact on taxpayer awareness which is reflected by cultural, social, and economic conditions will predominantly shape taxpayer behavior as illustrated in their level of awareness in paying taxes (Yulianawati 2011).

Rantung and Adi (2009) in Subardjo (2015) describe several forms of awareness in paying taxes, namely: 1) Awareness that taxes are a form of participation in supporting the development of the State; 2) Awareness that the

delay in tax payments and the reduction of the tax burden are very detrimental to the state; 3) Awareness that taxes are established by law and can be enforced.

Taxpayer awareness in paying tax obligations will increase if in society there is a positive perception of taxes. Increasing public taxation knowledge through tax education both formal and non-formal and tax counseling carried out intensively and continuously will have a positive impact on taxpayers' awareness to pay taxes as a form of national cooperation in raising funds for national development.

TAX KNOWLEDGE

Tax knowledge is the process of changing the attitude and behavior of a taxpayer or group of taxpayers in an effort to mature humans through teaching and training efforts. Knowledge of community regulations through formal and non-formal education will have a positive impact on taxpayers' awareness of paying taxes.

Knowledge of tax regulations in the new tax system, taxpayers are given the trust to carry out national mutual assistance through the system of calculating, paying, self-reporting taxes owed. With this system, it is hoped that this system can realize justice. What is meant by fair here is that taxpayers calculate according to tax provisions and the government uses everything as needed to develop the country (Hardiningsih and Yulinawati 2011)

TAX SANCTIONS

Based on Law No. 16 of 2009, tax sanctions are imposed if the taxpayer does not submit a Notification Letter (SPT) on time in accordance with the period of filing the tax return or the deadline for extending the notification letter, where the period is in accordance with article 3 paragraph 3 and article 3 or 4 of the Law on General Provisions of Taxation No. 16 of 2009 which reads 1) For period notification letters, no later than 2010 (twenty) days after the end of the tax period. 2) For individual taxpayer Income Tax annual return, no later than 3 months after the end of the tax year. 3) Tax sanctions are also sanctions for taxpayers who do not fulfill their obligations in accordance with the provisions of applicable tax laws and regulations, (Pujiwidodo 2016).

E-COMMERCE TAX

The definition of *e-commerce* transactions according to the OECD (2010) in Pangesti (2017) is "commercial transactions occurring over open netwoks, such as the internet. Both business-to-business and business-to sonsumer transactions are included."

E-commerce is further explained in the Circular Letter of the Directorate General of Taxes, namely SE-62 / PJ / 2013 that e-commerce is the trade of goods and / or services carried out by business actors and consumers through electronic systems.

The principles and objectives of e-commerce transactions are the same as other commerce but differ in terms of the means or tools used. Therefore, there is no difference in taxation treatment between e-commerce transactions and other trade transactions. E-commerce tax regulations in Indonesia note that there are no new tax objects in e-commerce transactions and need to realize uniformity in understanding aspects of e-commerce taxation that occur in Indonesia.

According to Lomanto and Mangoting (2013) E-commerce transactions (online transactions) are also called e-commerce because the process of buying

and selling products, services and information is carried out electronically by utilizing computer networks. E-commerce also contains the notion of spreading marketing services through electronic systems such as the internet or other computer networks. E-commerce can involve electronic funds transfers, automated inventory management systems and automated data collection systems.

PAST RESEARCH

The results of Siti Nurlaela's research (2013) on "Fakto Analysis – Factors Affecting Individual Tax Compliance in Paying Taxes; has a significant influence on profit management. Is tax awareness, tax knowledge, tax sanctions affect simultaneously (together). Tryana A.M Tiraada (2013) about "Tax Awareness, Tax Sanctions, Fiscus Attitude Towards WPOP Compliance in South Minahasa Regency" The results of this study tax awareness have a significant impact on individual taxpayer compliance, tax sanctions have a significant effect on individual mandatory compliance.

Nila Yulinawati (2011) on "Factors that Affect the Willingness to Pay Taxes". The results of this study Awareness of paying taxes have a positive effect on the willingness to pay taxes. Knowing the regulation of piracy has no effect on the willingness to pay taxes. Understanding tax regulations has no effect on the willingness to pay taxes.

Exti Luziana Ega Wurianti and Anang Subardjo (2015) on "Analysis of Factors that Contribute to Taxpayer Compliance in KPP Pratama Area". The results of this study on the awareness of paying taxes affect compliance with paying taxes. Knowledge and understanding of paying taxes have an effect on tax compliance.

HYPOTHESIS
Taxpayer Awareness of Taxpayer Compliance

Based on the results of hypothesis testing, Andinata (2015) stated that regression testing was partially shown to have an influence between the awareness of paying taxes on individual taxpayer compliance. This means that the awareness of paying taxes has a significant influence on the mandatory compliance of individuals who conduct business activities online. According to Handayani et al (2012) in Primasari (2016) consciousness is an element in humans in understanding reality and how to act or respond to reality. To measure the awareness of paying taxes, Handayani et al (2012) use statements that arouse the spirit of nationalism, with dimensions of profit awareness of paying taxes and losses of no awareness of paying taxes.

H1: Taxpayer Awareness has a significant effect on Taxpayer Tax Compliance.

The effect of taxpayer knowledge on taxpayer compliance.

Based on the results of hypothesis testing, Susherdianto and Haryanto (2012), knowledge and understanding of tax regulations have a positive effect on taxpayer compliance. These results are in accordance with the *Attribution Theory* which explains that when individuals observe a person's behavior, the individual attempts to determine whether the behavior is caused internally or externally Santi (2012) in Susherdianto and Haryanto (2012). Taxation Knowledge is the ability of a taxpayer to know tax regulations, both about the rate based on the law to be paid or tax benefits that are useful for mutual needs. Basically, someone

who has an education will be aware and obedient to his rights and obligations without being forced and threatened by some sanctions or punishments. Knowledgeable taxpayers will have a self-conscious attitude towards compliance in paying their own obligations Nugroho and Raharjo (2016)

This shows that the higher or lower the knowledge of the taxpayer will not affect the compliance of the taxpayer itself. This is because there are still many taxpayers who do not understand in detail related to all existing tax regulations. Thus, the following hypothesis can be taken:

H2: Taxpayer Knowledge has a significant effect on Taxpayer Tax Compliance.

The Effect of Tax Sanctions on Taxpayer Compliance

Based on the results of Arisandy's hopotesis test (2017), tax sanctions affect taxpayer compliance. This means that tax sanctions have a significant impact on the compliance of individual taxpayers who carry out online business activities. Sanctions are actions in the form of punishment given to people who violate regulations. Sanctions are needed so that regulations or laws are not violated by Arum (2012) in Musruroh and Zulaikah (2013). If tax obligations are not implemented, then there are legal consequences that can occur because taxes contain elements of coercion. The legal consequence is the application of tax sanctions. Based on the above theory the hypotheses involved are as follows:

H3: Tax Sanctions have a significant effect on Taxpayer Tax Compliance.

RESEARCH METHODS
Sample, Type, and Data Source Determination

The sample selection in this study used a *survey* method by distributing a questionnaire: WPOP which conducts *online shopping* business at Arlie Printingfabric.

The type of data used in this study is premier data. In the data collection method, using premier data by compiling questionnaires and then distributing them to Arlie Printingkain's customers.

Operational Definition and Variable Measurement
Dependent Variable (Taxpayer Compliance)

In this study, the dependent variable is compliance to pay income tax E commmerce. This indicator is a replication of the questionnaire, that is, the taxpayer prepares the necessary documents to pay taxes. Before making tax payments, taxpayers consult with parties who understand tax regulations, taxpayers register themselves as taxpayers to obtain NPWP, taxpayers submit tax returns of their own volition and desire, taxpayers allocate funds to pay taxes, Taxpayers pay taxes in accordance with applicable tax regulations. Measured using a 5-point Likert scale through 7 questions.

Independent Variables
Taxpayer Awareness

Taxpayer awareness in this study is measured using indicators which are research questionnaires, namely taxes are the largest state revenue, realizing that paying taxes not as they should be paid will harm the state , tax payments must be accompanied by tax payment reports and submitted on time, realizing that delays in paying taxes are very detrimental to the country, realizing that paying taxes is a form of participation in supporting state development, realizing that

paying taxes will form a plan for the advancement of people's welfare. Measured using a 5-point Likert scale through 6 questions.

Tax Sanctions

Tax sanctions are measured using indicators which are research questionnaires, namely tax sanctions have been applied ordinally well by tax officers against tax violators, criminal sanctions and administrative sanctions imposed on violators or burdensome taxes,, , The imposition of severe sanctions is one of the means to educate taxpayers, tax sanctions must be imposed on violations without tolerance, the government has been fair to everyone who commits tax violations, late reporting and payment will be penalized, pay income tax shortfalls before inspection from the tax authorities, fill out tax returns in accordance with applicable regulations. Measured using a 5-point Likert scale through 7 questions.

Tax Knowledge

Taxation knowledge is measured using indicators which are research questionnaires, namely taxpayer knowledge about taxes can be easily obtained from the mass media, knowing the functions and benefits of taxes used to finance the development of the State, know how to fill out tax returns properly, make financial statements, and how to pay taxes correctly, know taxes are coercive so that if there is a violation of food penalties, know how to calculate the amount of tax they bear, taxpayers must know the latest information about taxes, taxpayers must have ordinal knowledge of tax regulations. Measured using a 5-point Likert scale through 7 questions.

RESULTS AND DISCUSSION

The population in this study is individual taxpayers (WPOP) who carry out online shop business activities in Arlie Printing. The questionnaire collection technique is a primary data collection technique carried out by tax subjects, namely individual taxpayers who carry out *online shop* business activities.

DATA ANALYSIS AND DISCUSSION
Descriptive Statistical Analysis

This analysis is carried out to get an overview of all variables. Descriptive statistical results are presented in Table 1.

Table 1 Descriptive Statistics

Descriptive Statistics					
	N	Minimum	Maximum	Mean	Std. Deviation
KS	31	19	30	24,94	2,435
P	31	18	35	27,03	3,371
SK	31	18	35	26,35	2,984
KWP	31	21	35	28,45	2,694
Valid N (listwise)	31				

Source: Secondary data processed by SPSS *output* 24, 2018

Based on the table above, it shows that taxpayer awareness has a *mean* value of 24.94 with a minimum value of 19 and a maximum of 30. Tax Knowledge has a *mean* value of 27.03 with a maximum value of 35 and a minimum value of 18. Sanski Pajak has a *mean* value of 26.35 with a minimum value of 18 and a maximum value of 35. Taxpayer Compliance has an average value (*mean)* of 28.45. With a maximum value of 35 and a minimum value of 21. The tax retention variable has a higher standard deviation than other variables, amounting to 3.371, which means that the data varies or does not cluster. While the taxpayer awareness variable has a smaller standard deviation of 2.435.

Validity Test

The analysis technique in this study requires uji validity to be used to see the validity or absence of each instrument from faktor Taxpayer awareness, tax sanctions, tax knowledge and taxpayer compliance of online shopping entrepreneurs. An instrument is said to be valid if the number of correlation coefficients obtained is greater than the value of r. Here are the validity test results of each question.

Table 2 Validity Test Results

	Scale Mean If Item Deleted	Scale Variance If Item Deleted	Corrected Item – total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
kY WP_ Compliance	78.32	47.626	.695	.495	.675
WP_X1 Awareness	81.84	53.873	.585	.438	.734
Knowledge Pajak_X2	80.42	46.985	.607	.411	.716
Tax Sanctions WP_X3	79.74	46.398	.500	.322	.786

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.781	.792	4

Seen in '*Corrected Item – Total Correlation*' all question items show greater than 0.60 value of " Cronbach's Alpha " 0.792 means that all question items are valid and reliable, then further research can be done.

Reality Test.

Reliability is an index that shows the extent to which measuring instruments can be trusted or reliable. Measuring instruments in the form of questionnaires must meet reliability tests in order to be used in conducting research. Measuring instruments are said to be able to be used if they are accurate and consistent by looking at the coefficient of reliability. The value of the coefficient ranges from 0 -1, where the closer to 1 the more reliable it shows. The results of reliability testing using *Cronbach's Alpha* measurements can be seen in the following table:

Table 3 Statistical Reliability Taxpayer Compliance

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.808	.805	6

Based on the table above, *Cronbach's alpha* value of the taxpayer awareness variable is 0.8 0 5 which value is greater than 0.6 so that the variable Awareness of Mandatory Tax (X1) is declared reliable.

Table 4 Statistics Tax Knowledge

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.731	.732	7

Based on the table above shows the *alpha* value of the tax Knowledge variable is 0.732 which value is greater than 0.6 so that the tax Knowledge variable (X2) is declared reliable.

Table 5 Reliable Statistics of Tax Sanctions

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.720	.740	7

Based on the table above shows the alpha value of the variable Tax Sanctions is 0.740 which value is greater than 0.6 so that the variable Tax Sanctions (X3) is declared reliable.

Table 6 Results of WP Knowledge Reliability

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.822	.829	7

Based on the table above, Cronbach's alpha value of the taxpayer compliance variable is 0.829 which value is greater than 0.6 so that the taxpayer compliance variable (y) is declared reliable.

Classical Assumption Test
Normality Test

The data normality test is used to test whether the regression model, the residual variable has a normal distribution or not. The results of the normality test can be seen in the table

Tabel 7 Normality Test Results

		Residual
N		31
Normal Parameters	Mean	.0000000
	Std. Deviation	1,91273916
Most Extreme Differences	Absolute	,106
	Positive	,106
	Negative	-,072
Test Statistic		,106
Asymp. Sig. (2 – tailed)		,200

From the test results above, a significant value of 0.200 was obtained where the value of sig (0.200) > α (0.05). This means that data is the norm.
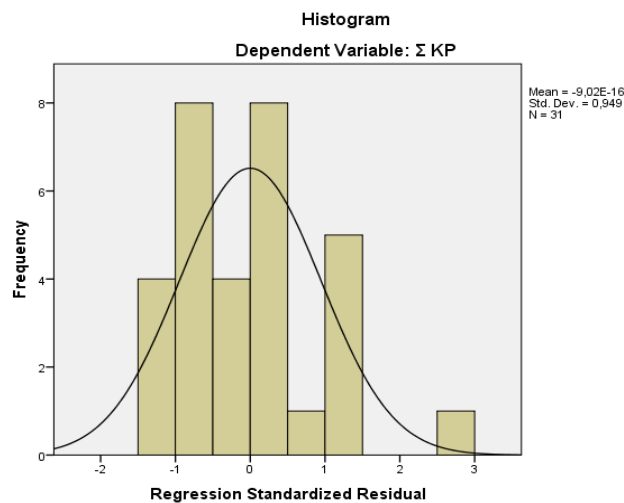
Figure 1 Normality Test with Histogram

From the results of the normality test, it shows that the histogram graph has a data distribution that follows a bell-shaped curve that does not deviate (skweness) to the right or to the left. So it can be concluded that the data is normally distributed.

From the results of the P-Plot image, points can be seen following and approaching the diagnal line so that it can be concluded that the regression model meets the assumption of normality.

Normal P-P Plot of Regression Standardized Residual

Dependent Variable: Σ KP
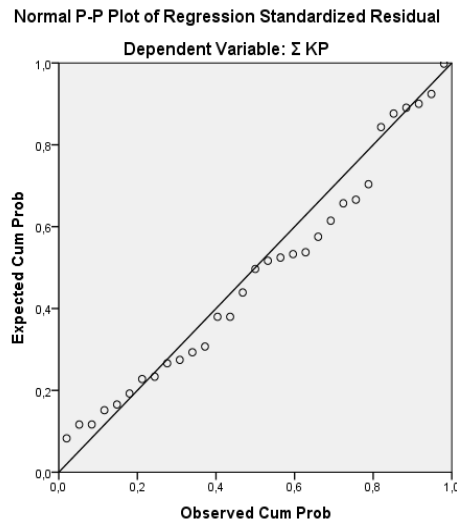
Figure 2 Normality Test with P Plot

MULTICOLONICITY TEST

The multicollinearity test is used to determine whether there is a correlation or relationship between variables. Here are the results of the multicollinearity test (Table 8).

Table 8 Multicoloniertas Test Results

Coefficients[a]								
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	6,543	4,309		1,519	,141		
	KS	,396	,187	,358	2,121	,043	,655	1,526
	P	,299	,120	,374	2,499	,019	,834	1,198
	SK	,150	,158	,166	,950	,351	,609	1,642
a. Dependent Variable: Taxpayer Compliance								

The calculation of the tolerance value shows an overall of more than 0.1 so that it can be said that there is no multicollinearity between independent variables. The results of the calculation of the value of Variance Inflaton Factor (VIF) also show the same thing, with the value of VIF for each independent variable, namely Taxpayer Awareness 1,526 Tax Knowledge 1,198 Tax Sanctions 1,642 which are all below 10. Thus, the test of the assumption of the absence of multicollinearity can be fulfilled.

The heteroscedasticity

Test is used to test whether in a regression model there is an inequality of variance from residual from one observation to another. To detect the presence or absence of hetorosdasitisity in the regression model can be seen from the pattern in the form of points on the scatteplot graph. The results of heteroscedstistas testing can be seen in the figure that this:

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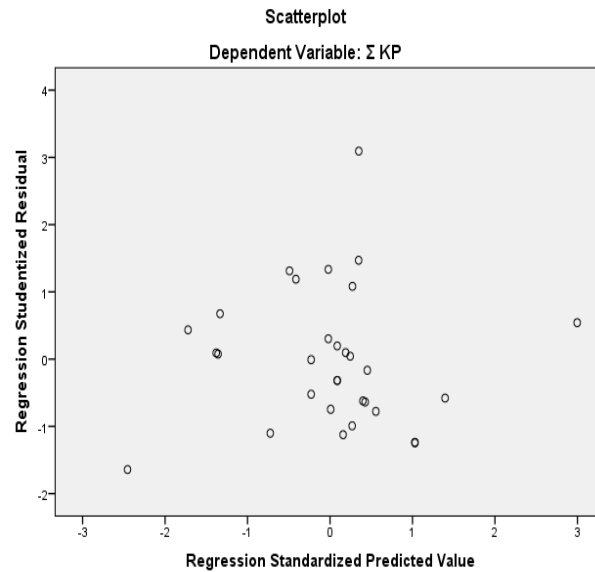
Figure 3 Heteroscedastistas Test with Scatterplots

Based on the figure above, it can be seen that the points on the graph do not form a clear pattern and pay above and below the number 0 on the Y axis.

HYPOTHESIS TESTING
Multiple Regression Analysis

This study uses multiple regression analysis techniques with four independent variables namely Taxpayer Awareness (X1), Tax Knowledge (X2), Tax Sanctions (X3) and one dependent variable namely Taxpayer Compliance (Y). Based on the results of the tests carried out, the results of regression analysis are obtained as follows:

Table 9 Multiple Regression Analysis Test Results

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	**Std. Error**	**Beta**		
1	(Constant)	6,543	4,309		1,519	,141
	KS	,396	,187	,358	2,121	,043
	P	,299	,120	,374	2,499	,019
	SK	,150	,158	,166	950	,351

Source : Primary Data

The constant value is 6.543, indicating that if the variables of taxpayer awareness, tax sanctions, and tax knowledge are valued (0), then the taxpayer compliance variable has an increased value of 6.543. The regression variable of taxpayer awareness (X1) is positive, which is 0.396. This means that there is an influence of taxpayer awareness (X1) on taxpayer compliance (Y). In other words, if the taxpayer's awareness increases by one, the compliance of the taxpayer of online shopping entrepreneurs will also increase with an increase value of 0.396. Assuming other variables are fixed.

The regression coefficient of tax knowledge (X2) is positive, which is 0.299. This means that there is a positive influence of knowledge on taxpayer compliance. In other words, if the taxpayer's knowledge increases by one, the

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compliance of the taxpayer of online shopping entrepreneurs will also increase with an increase value of 0. 066. The regression coefficient of the tax sanction variable (X3) is positive also with an increase value of 0.150. Assuming the other variables remain.

Individual Parameter Test (Test t)

The statistical test t basically shows how far one independent variable has influence individually in explaining the variation of the dependent variable. In this study, testing was conducted to partially test the variables of taxpayer availability, tax sanctions and tax knowledge on taxpayer compliance. The effect of each independent variable on the dependent variable can be seen:

Table 10 Parameter Test Results (Test t) Coefficients[a]

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	6,543	4,309		1,519	,141
	KS	,396	,187	,358	2,121	,043
	P	,299	,120	,374	2,499	,019
	SK	,150	,158	,166	,950	,351

Based on the table above, the following results are obtained:
A. It can be seen that T calculate the coefficient of taxpayer awareness is 2.121, while T table can be calculated in the table t - test with α = 0.05 and df = n - 2, where n is the amount of data (31-2 = 29), obtained T table of 1.69913. So, T count of 2.121 > T table of 1.69913 with a significant level of 0.043 > 0.05 it can be concluded that taxpayer awareness has a significant effect on taxpayer compliance (Y).
B. It can be seen that T calculate the knowledge coefficient of 2.499 > T table of 1.69913 with a significance level of 0.019 < 0.05, it can be concluded that Knowledge has a significant effect on Y
C. It can be seen that T calculate the tax penalty coefficient of 0.950 < T table of 1.69913 with a significance level of 0.351 > 0.05, it can be concluded that tax sanctions have no significant effect on taxpayer compliance (Y).

Simultaneous Significant Test (F-Statistik Test)

The F coefficient test basically shows whether all independent or independent variables included in the model have an influence together on the dependent or dependent variable using a significance level of 0.05. If the significance value < 0.05 then all independent variables simultaneously affect the dependent variable. Meanwhile, if the significance value > 0.05, then all independent variables simultaneously have no effect on the dependent variable.

Tabel 11 Result of Simultaneous Significnt Test (F) ANOVA[a]

ANOVA[a]						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	107,920	3	35,973	8,849	,000[b]
	Residual	109,757	27	4,065		
	Total	217,677	30			
a. Dependent Variable: KWP						
b. Predictors: (Constant), P, KS, SK						

Based on the table above using the F test it can be seen that the value of Fcalculate is 8.849 and when viewed from the Ftable using significant $\alpha = 0.05$ determined by df denominator and numerator namely k and $(n - k - 1)$ then $k = 4$ and $(31 - 4 - 1 = 26)$ then obtained f table which is 2.74 so because the value of Fcalculate > Ftable is $8.849 > 2.74$ or the value of sig F $(0.0000) < \alpha (0.05)$. This meant Ho was accepted and testing of the model proved significant. So, it can be concluded that the free variables, namely taxpayer awareness, tax sanctions, tax knowledge, have a significant simultaneous effect on taxpayer compliance of online shopping entrepreneurs.

Coefficient Determination (R2)

The coefficient of determination is needed to determine how much influence taxpayer awareness, tax sanctions and tax knowledge have on taxpayer compliance of online shopping entrepreneurs.

Tabel 12 Hasil Uji Determinasi (R2) Model Summary

Model Summary[b]					
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	,704[a]	,496	,440	2,016	2,456
a. Predictors: (Constant), P, KS, SK					
b. Dependent Variable: KWP					

Based on the analysis in the table above, obtained results (Adjusted R Square) of 0, 440 or 44.0%. This can be interpreted that the compliance of online shopping entrepreneurs' taxpayers is influenced by taxpayer awareness, tax sanctions and tax knowledge of 44.0%. The remaining 56.0% is understood by other variables outside this model.

DISCUSSION OF RESEARCH RESULTS.
The Effect of Taxpayer Awareness on Taxpayer Compliance

The first hypothesis test that formulates taxpayer awareness has a positive effect on taxpayer compliance. After being tested, it turns out that this taxpayer awareness variable shows the results that taxpayer awareness (X1) has a significant effect on taxpayer compliance with a significant value of $0.043 < 0.05$ means that H1 is accepted. This shows that the higher the level of awareness by the taxpayer, the higher the compliance of the taxpayer. The results of this study are the same as research conducted by Tryana and Tiraada (2015) which showed the results that Taxpayer Awareness has a significant effect on Taxpayer Compliance. The significant value of the Taxpayer Awareness variable is below the signficance level of 0.05 indicating that partial Taxpayer Awareness has a positive influence on Taxpayer Compliance. In addition, the variable Taxpayer Awareness has a positive influence direction on Taxpayer Compliance

The Influence of Tax Knowledge on Taxpayer Compliance

Based on the results of partial testing (Test T) shows that the variable Tax Knowledge (X3) shows that Tax Knowledge has a significant effect on Taxpayer Compliance with a significant value of 0.019 where the value is greater than the

significant value of 0.05. means that H1 is accepted. This shows that the higher the level of Knowledge by the taxpayer, the higher the Taxpayer's Compliance.

The Effect of Tax Sanctions on Taxpayer Compliance
The significant value of the Tax Knowledge variable is smaller than the significant level of 0.05 indicating that partial Tax Knowledge has an influence on Taxpayer Compliance. In addition, the Tax Knowledge variable has a positive influence direction on Taxpayer Compliance which can be seen from its regression coefficient. This means that if the value of Taxpayer Knowledge increases, the Taxpayer Knowledge will also increase. So, it can be concluded that there is a significant positive influence between Tax Knowledge on Taxpayer Compliance.

The results of this study support the research of Wurianti and Subardjo (2015), who also conducted research on the effect of Tax Knowledge on Taxpayer Compliance. Testing the second hypothesis that formulates that Tax Sanctions have a positive effect on Taxpayer Compliance. After being tested, it turns out that this Tax Sanction variable shows the results that Tax Sanctions do not have a significant effect on Taxpayer Compliance with a significant value of 0.351 where the value is greater than the significant value of 0.05. Calculated with the T table, the result is that the variable Tax Sanctions (X2) has a T count > T table, which is 0.950 < a T table of 1.69913. This shows that tax sanctions (X 2) do not partially affect taxpayer compliance.The results of this study are the same as research conducted by Dian Lestari Siregar (2017) which shows the results that

Tax Sanctions have a significant effect on Taxpayer Compliance.
The significant value of the Tax Sanctions variable is greater than the significance level of 0.05, therefore partially Tax Sanctions have no influence on Taxpayer Compliance. Apart from that, the Tax Sanctions variable has a positive influence on Taxpayer Compliance which can be seen from the regression coefficient. This means that if the value of Tax Sanctions increases, Taxpayer Compliance can also increase. So it can be concluded that there is no significant influence between Tax Sanctions on Taxpayer Compliance for taxpayers who run online shop businesses.

CONCLUSIONS AND SUGGESTIONS
Based on the discussion of the results of this study, the following conclusions can be drawn Tax awareness, tax knowledge and tax sanctions simultaneously affect mandatory compliance. For taxpayers (Online Shopping Entrepreneurs), it is necessary to increase awareness in themselves as taxpayers and fulfill their obligations because online shopping entrepreneurs are the same as ordinary entrepreneurs, equally happy. And it should pay the taxes owed.

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ANALYSIS OF THE EFFECTIVENESS AND POTENTIAL OF RESTAURANT TAX REVENUE IN PEKANBARU CITY

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ABSTRACT

This study aims to determine the Effectiveness and Potential of Restaurant Tax on Regional Revenue of Pekanbaru City. The research was conducted at the Pekanbaru City Revenue Agency (BAPENDA). The analytical method used is a quantitative descriptive method in the form of targets and realization of Restaurant Tax and qualitative data in the form of observation. Data sources are primary and secondary data in the form of target data and the realization of Pekanbaru City Restaurant Tax for 2017-2021.Regional Original Revenue (PAD) is revenue from regional tax collection, regional levies, management of separated regional assets and other income. The results of the study show that the level of effectiveness of the restaurant tax in 2017-2021 varies greatly. The highest level of effectiveness occurred in 2021 at 109.04% and the lowest in 2020 at 22.44%. The results of calculating the potential for restaurant tax revenue show that the potential for restaurant tax in Pekanbaru City has not been optimally achieved. Restaurant Potential has the greatest potential for Restaurant Tax revenue.
Keywords: Effectiveness, Potential, Restaurant Tax, and PAD

INTRODUCTION

In the city of Pekanbaru there are many restaurants that provide food and beverage services with a variety of menus and facilities that attract customers to come to buy. The ups and downs of restaurant tax revenues can be influenced by the amount of effectiveness and potential that has been explored.

Pekanbaru City as the capital and largest city in Riau Province must make various efforts so that Pekanbaru City is more advanced compared to other cities in Riau. For this reason, it is necessary to have a high regional original income so that it is able to provide various needs for public facilities and infrastructure as a requirement for urban areas. The potential sector in increasing the effectiveness of restaurant tax revenue can spur the economic development of Pekanbaru City. This research focuses on one type of local tax that affects Regional Original Revenue in Pekanbaru City, namely, Restaurant Tax. To find out clearly about the target growth and realization of Local Own Revenue and Restaurant Tax for 2017-2021 can be seen from the following table.

Table 1 Target and realization of Pekanbaru City PAD in 2017-2021

Year	Target	Realization	%
2017	Rp 783,260,371,972,00	Rp 491,289,420,935,00	62,72
2018	Rp 847,384,410,838,00	Rp 499,029,402,789,00	58,89
2019	Rp 784,882,467,046,00	Rp 620,937,643,530,00	79,11
2020	Rp 921,026,841,929,00	Rp 537,808,483,141,00	58,39
2021	Rp 832,906,981,210,00	Rp 587,504,311,853,00	70,54

Source: Pekanbaru City Regional Revenue Agency (2022)

Based on the table data above, it can be seen that from 2017-2021 the level of realization of Pekanbaru City's Original Revenue did not reach the set target. In 2020 the number of realizations that decreased the most was IDR 537,808,483,141. While the largest amount of revenue occurred in 2019 amounting to Rp. 620,937,643,530, but it still had not reached the target, which was Rp. 784,882,467,046.

The regional original revenue target has fluctuated where from 2017 to 2018 it has increased, but the realization of revenue has not yet reached the target, and in 2019 the target has been reduced, but the realization has not yet reached the target, and in 2020 the target has been raised again to IDR 921,026,841,929 while the realization was only IDR 537,808,483,141 with a percentage of 58.39% which was the lowest from the previous year, and in 2021 the target was again reduced to IDR 832,906,981,210, the realization of tax revenue has still not been achieved.

Table 2 Pekanbaru City Restaurant Tax Target and Realization for 2017-2021

Year	Target	Realization	%
2017	Rp 75,422,752,936	Rp 76.905.935.324	101.97
2018	Rp 90.440.898.825	Rp 92.603.226.069	102.39
2019	Rp 117.035.537.059	Rp 118.586.072.181	101.32
2020	Rp 164.141.248.298	Rp 80.931.621.224	22.44
2021	Rp 82.700.000.000	Rp 90. 178.442.532	109.04

Source: Pekanbaru City Regional Revenue Agency (Year 2022)

Based on the table above, it can be seen that restaurant tax revenue has fluctuated or is also called a changing or unstable condition. Restaurant tax revenue in Pekanbaru City from 2017 to 2019 continues to increase and the realization of restaurant tax revenue exceeds the restaurant tax target set by the Regional Government due to an increase in the number of restaurants standing in Pekanbaru City each year.In 2020 the realization of Restaurant Tax revenue did not reach the specified target. The realization of the lowest restaurant tax revenue was in 2020 with a percentage of 22.44% because the target set was too large and also where in 2020 the whole world and even Indonesia, including Pekanbaru City, were affected by the Covid-19 Pandemic outbreak. All aspects were affected, one of which was the decline in restaurant tax revenue.

Then the Pekanbaru City Government took steps to reduce the Pekanbaru City Original Revenue (PAD) revenue target. With that, the Pekanbaru City Government made a regulation Mayor Regulation Number 82 of 2020 concerning Tax Exemption and Elimination of Regional Tax Administrative Sanctions in the Period of Handling Corona Virus Disease 2019 (Covid-19) in Pekanbaru City.

Therefore in 2021 the government lowered the city restaurant tax target in Pekanbaru, therefore that year the realization of restaurant tax revenue has reached and even exceeded the target with a percentage of 109.04%. in 2021 is the realization of the most significant revenue exceeding the target set by the government.

The potential for restaurant taxes greatly determines the amount of local taxes that can be collected; thus the amount of potential taxes needs to be known to determine the target amount of tax revenue for a period. This will facilitate planning and controlling the implementation of the tax collection. Based on the compliance theory, if the potential for restaurant taxes is found to be greater, then restaurant taxpayers experience awareness of their tax obligations that have been stipulated by law.

RESULTS AND DISCUSSION

Analysis of Restaurant Tax Effectiveness Level

Table 3 Restaurant Tax Effectiveness Calculations for 2017-2021

Year	Restaurant Tax (RP)		Ratio Effectiveness (%) (1/2 x 100%)	Criteria
	Realization (1)	Target (2)		
2017	76.905.935.324,00	75.422.752.936,00	101.97%	Very effective
2018	92.603.226.069,00	90.440.898.825,00	102.39%	Very Effective
2019	118.586.072.181,00	117.035.537.059,00	101.32%	Very Effective
2020	80.931.621.224,00	164.141.248.298,00	49.3%	Not Effective
2021	90.178.442.532,00	82.700.000.000,00	109.04%	Very Effective
Average Activities			92,8%	Effective

Source: Data processed; 2023

From 2017 to 2019, the realization of restaurant tax revenue has met the "Very Effective" criteria. In 2020 with an effectiveness level of only 49.3% and included in the "Ineffective" criteria. In 2021 the target for tax revenue is an effectiveness rate of 109.04% with the "Very Effective" criteria. If the average effectiveness level of Restaurant Tax is calculated from 2017 to 2021, it is 92.8% with the effectiveness criterion of "Effective".

Potential Analysis

Table 4 Results of Potential Restaurant Data Collection in Pekanbaru City

Number of Restaurants	Average price	Average Visitors Per Day
25 Restaurants	Rp. 22.360	89 person

Source: Bappenda (Processed Data 2023)

Pekanbaru City Restaurant Tax Potential = 25 x 89 x Rp. 22,360 x 365 x 10% = IDR 1,815,911,500.00

From the results of calculating the potential for restaurant taxes in Pekanbaru City, the result is IDR 1,815,911,500.00. The potential for restaurant taxes in Pekanbaru City is quite large in value compared to the realization and target of restaurant taxes, so there is still potential that must be explored optimally so as to increase regional tax revenues.

Efforts are being made to increase restaurant tax revenue from PAD in the city of Pekanbaru.
1. Coordination between employees and related agencies
2. Periodic Monitoring and Examination of Restaurant Taxpayers
3. Dissemination of restaurant tax to restaurant taxpayers

CONCLUSION
1. The effectiveness rate of Pekanbaru City Restaurant Tax revenue from 2017-2021 is 92.8% with the "Effective" criteria.
2. The potential for restaurant tax revenue in Pekanbaru City is quite high, it can be seen from the potential calculation. It can be interpreted that regional income in the Restaurant Tax sector can increase PAD through the Regional Tax Sector.
3. Efforts made by Bappenda to increase regional tax revenues in Pekanbaru City are coordinating between employees and related agencies, monitoring restaurant taxpayers periodically and also conducting restaurant tax socialization to restaurant taxpayers.

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UNDERSTANDING OF TAX REGULATIONS, TAX JUSTICE PERCEPTION AND TAX SANCTIONS ON INDIVIDUAL TAXPAYERS' COMPLIANCE

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ABSTRACT

This study aims to determine the understanding of tax regulations, tax justice perception and tax sanctions on individual taxpayers compliance at KPP Pratama East Denpasar. The data analysis methods used are classical assumption tests and multiple linear regression. Data analysis techniques performed by data validity tests, data reliability tests, multicollinearity tests, heteroscedasticity tests, normality tests, and hypothesis tests. The result showed that an understanding of tax regulation, tax justice perception and tax sanctions had a positive and significant impact on individual taxpayers compliance of KPP Pratama East Denpasar.
Keywords : Understanding of Tax Regulations, Tax Justice Perception and Tax Sanctions on Individual Taxpayers compliance at KPP Pratama East Denpasar.

INTRODUCTION

According to Mardiasmo, tax (2019: 3) is an individual's commitment to the state's savings with respect to regulations in force when equivalent control or consideration cannot be obtained that can be demonstrated directly and used to pay public costs. To ensure the smooth development of the State, it is expected that tax revenues will continue to increase. The expenditure sector is the backbone of the State Custodian's income. The party itself controls more than 70% of domestic revenues, both from central and regional taxes. The results of the tax revenue itself will be used to turn the wheels of government in solving social problems, increasing welfare and prosperity, and developing into a social contract between citizens and the government. Taxes are important, so the government's demand is to increase tax revenue. According to Law Number 16 of 2009, taxes are obligatory contributions to the state owed by individuals or entities. These donations are used for the needs of the state in order to ensure the prosperity of the people and avoid direct inequality. Citizens pay taxes to the state, and those taxes go to the national treasury. The term "tax" refers to the law that can be enforced without any service. The state uses that money to pay public interest in cash.

A self-assessment system is a tax system that gives taxpayers confidence in their perception of how the tax works, as government resources are required to improve taxpayer compliance. Society must be aware that they are citizens who are required to always uphold the 1945 Constitution as the basis of state law. Citizen consistency is a citizen with an agreement to fulfill his duty commitments according to material guidelines without directing inspections, thorough checks, warnings or dangers in the use of legal and managerial authorizations (Putri and Setiawan, 2017). Taxes have a significant impact on the development of a nation,

especially in Indonesia, because taxes are one of the ways the government collects money for governance and development. The levy must be properly monitored as a source of national income and continually increased so that community improvements are carried out for the benefit of the people according to the guidelines of liberty.

Therefore, the consistency of every citizen in the field of tax assessment must be expanded, bearing in mind that in general there are still many citizens who are barely aware of their privileges and obligations in the field of taxation, tax collection (Bhaktiar and Harris, 2020). Indonesia's tax system is in according to the elaboration of article 2 paragraph 1 of Law No. 28 of 2007 concerning General Regulations and Tax Procedures, Indonesia applies a self-assessment system that empowers taxpayers to calculate, declare and report their own taxes.

Enforcing applicable regulations requires taxpayer compliance, knowledge and understanding of applicable regulations. Factors affecting taxpayer compliance include service quality, tax sanctions, and knowledge and understanding of taxation. Taxpayer compliance refers to their compliance with all applicable tax regulations. According to Putri & Setiawan (2017), a high level of tax compliance is achieved in tax litigation that requires active participation of the taxpayer in the taxation process. Compliance means that taxpayers comply with their tax obligations according to the truth. A taxpayer's level of compliance can be influenced by several factors, including perceptions of tax fairness, understanding of tax regulations and tax sanctions. Based on the described phenomenon, the following questions are raised:

1. Does understanding of tax regulations affect the level of individual taxpayers compliance at KPP Pratama East Denpasar?
2. Does the perception of tax justice affect the level of individual taxpayers compliance at KPP Pratama East Denpasar?
3. Will tax sanctions affect the level of individual taxpayers compliance at KPP Pratama East Denpasar?

REVIEW OF RELATED LITERATURE
Attribution Theory
According to Robbins (2017) Attribution Theory states that when individuals observe someone's behavior, they try to determine whether it is internally or externally triggered.

Taxpayer Compliance
According to Pebrina and Hidayatulloh (2020) taxpayer compliance can be defined as the act of a taxpayer fulfilling all tax obligations and exercising tax rights.

Understanding of Tax Regulations
According to Safri Nurmantu (2010: 7) in (Bhaktiar & Harris, 2020) an understanding of tax regulations is a positive assessment by the taxpayer community of the implementation of state functions by the government which will move the public to comply with their obligations to pay taxes.

Tax Justice Perception
According to Rosmawati (2021) taxpayer perceptions when assessing the applicable taxation system will influence the taxpayer's behavior in complying with the rules.

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Tax Sanctions

According to Mardiasmo (2019:72) tax sanctions ensure compliance with the provisions of tax laws and regulations (tax norms).

RESEARCH METHOD

Researched at the Tax Service Office (KPP) Pratama East Denpasar which is located at Captain Tantular street No. 4 GKN II, Denpasar. The object of this study is the Compliance of Individual Taxpayers (WPOP) at the Tax Service Office (KPP) Pratama East Denpasar. Sampling adopted the slovin technique with a total sample of 100 respondents. Data was collected using a questionnaire and data analysis adopted the Multiple Linear Regression Analysis technique.

RESULT AND DISCUSSION
Result
Multiple Linear Regression Analysis

Data analysis adopted the technique of multiple linear regression analysis. The result are as follows:

Table 1 The Result of Multiple Linear Regression Analysis

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	15.215	3.509		4.336	.000
	X1	.264	.103	.239	2.566	.012
	X2	.020	.008	.221	2.438	.017
	X3	.354	.120	.275	2.941	.004

Source: data processed 2023

Table 1 shows that the constant value of 15.215 indicates that if the variable Understanding of Tax Regulations, Tax justice Perception and Tax Sanctions is equal to zero, then the value of Individual Taxpayers Compliance (Y) is positive 15.215 units. The regression coefficient value on Understanding of Tax Regulations (X1) of 0.264 has a positive relationship to Individual Taxpayers Compliance. This means that if the Understanding of Tax Regulations (X1) increases, there will be an increase on Individual Taxpayers Compliance (Y) of 0.264 units assuming the other independent variables are considered constant. The regression coefficient value on the Tax Justice Perception (X2) of 0.020 has a positive relationship to Individual Taxpayers Compliance. This means that if the tax justice perception (X2) increases, there will be an increase on Individual Taxpayers Compliance (Y) of 0.020 units assuming the other independent variables are considered constant. The coefficient value on Tax Sanctions (X3)

of 0.354 has a positive relationship to Individual Taxpayers Compliance. This means that if the Tax Sanctions (X3) increase, there will be an increase on Individual Taxpayers Compliance (Y) of 0.354 units assuming the other independent variables are considered constant.

DISCUSSION

1. Understanding of Tax Regulations on Individual Taxpayers Compliance at KPP Pratama East Denpasar.The first hypothesis is understanding tax regulations has a positive effect on individual taxpayer compliance. The results of testing the hypothesis show that understanding of tax regulations has a positive effect on individual taxpayer compliance. Statistical test results show that H1 is accepted, meaning that the variable understanding of tax regulations has a positive effect on individual taxpayer compliance. The results of this study are in line with the results of research conducted by (Mareti & Dwimulyani, 2019) and (Bhaktiar & Harris, 2020) suggesting that understanding of tax regulations has a positive effect on the level of individual taxpayer compliance.

2. Tax Justice Perception on Individual Taxpayers Compliance at KPP Pratama East Denpasar.The second hypothesis is that tax justice perception has a positive effect on individual taxpayer compliance. The results of testing the hypothesis stated that tax justice perception had a positive effect on individual taxpayer compliance. Statistical test results show that H2 is accepted, meaning that the tax justice perception has a positive effect on individual taxpayer compliance. The results of this study are in line with the results of research conducted by (Finsiani & Aji, 2018) and (Fatimah & Wardani, 2017) suggesting that tax justice perception has a positive effect on the level of individual taxpayer compliance.

3. Tax sanctions on Individual Taxpayers Compliance at KPP Pratama East Denpasar.The third hypothesis is that tax sanctions have a positive effect on individual taxpayer compliance. The results of testing the hypothesis stated that tax sanctions had a positive effect on individual taxpayer compliance. Statistical test results show that H3 is accepted, meaning that the variable taxation sanctions has a positive effect on individual taxpayer compliance. This finding is consistent with research conducted by (Bahri, Diantimala, & Majid, 2018) and (Mareti & Dwimulyani, 2019) whose research shows that tax sanctions have a positive effect on individual taxpayer compliance.

CONCLUSION

Previously performed test have resulted in the following final conclusions:

1. Understanding of tax regulation has a positive effect on individual taxpayers compliance. The better the understanding of tax regulations owned, the taxpayer compliance will be fulfilling their obligations.

2. Tax justice perception has a positive effect on individual taxpayers compliance. The better the tax justice perception, the taxpayers compliance will be fulfilling their obligation to pay taxes.

3. Tax sanctions has a positive effect on individual taxpayer compliance. The firmer the tax sanctions are, the taxpayers compliance will be fulfilling their tax obligations.

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THE EFFECT OF INSTITUTIONAL OWNERSHIP, INDEPENDENT BOARD OF COMMISSIONERS, EXECUTIVE CHARACTER, AND SIZE ON TAX AVOIDANCE WITH PROFITABILITY AS A MODERATION VARIABLE
(EMPIRICAL STUDY ON COMPANIES IN THE CONSUMER GOODS INDUSTRY SECTOR LISTED ON THE INDONESIA STOCK EXCHANGE FOR THE PERIOD 2017 – 2021)

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ABSTRACT

The purpose of this study is to prove the effect of institutional ownership, independent board of commissioners, executive character and size on tax avoidance with profitability as a moderation variable of empirical studies on companies in the consumer goods industry sector listed on the Indonesia Stock Exchange (IDX) for the 2017-2021 period. The research time period used is 5 years, namely the period 2017-2021. The population of this study includes companies in the consumer goods industry sector listed on the Indonesia Stock Exchange (IDX) for the 2017-2021 period. The sampling technique uses purposive sampling technique. Based on the established criteria, 16 companies were obtained. The type of data used is secondary data obtained from the Indonesia Stock Exchange website. The analysis methods used are panel data regression analysis and moderate regression analysis. The results showed that institutional ownership and independent board of commissioners had no influence on tax avoidance. Executive character and size positively affect tax avoidance. Profitability is unable to moderate the influence of institutional ownership, independent board of commissioners, executive character on tax avoidance Profitability is able to moderate and weaken the effect of size on tax avoidance.
Keywords: Institutional Ownership, Independent Board of Commissioners, Executive Character, Size, Tax Avoidance and Profitability

INTRODUCTION

The definition of tax according to Law Number 16 of 2009 concerning the fourth amendment to Law Number 6 of 1983 concerning general provisions and tax procedures in article 1 paragraph (1) reads: "Tax is a taxpayer's contribution

to the state owed by an individual or entity that is coercive based on the Law, with no direct compensation and used for state purposes for the greatest prosperity of the people".

The impact that can be caused by tax *avoidance* itself is that it can result in a decrease in state revenue, but on the other hand for companies to reduce the tax burden that must be paid. The implementation of *tax avoidance* is also fully unjustified, on the other hand, it is allowed because it does not violate the provisions of the established law (Pramudya &; Rahayu, 2021).

The phenomenon that occurs in companies in the consumer goods industry sector at PT. Kalbe Farma Tbk in 2017 obtained a SKPKB letter amounting to Rp 527.85M. Regarding income tax and VAT in 2016 PT. Wilmar Cahaya experienced a decrease in assets of 1.37M in 2017 compared to assets in 2016 of 1.42T (https://www.. cnbcindonesia.com). It is suspected that the decline in assets for profits received that should not have been paid taxes can be seen from the average calculation in 2017-2021 that the low value of Cash ETR resulted in a large level of tax avoidance.

Profitability measures a company's ability to generate profits by using the sources owned by the company's assets, capital or sales (Ambarwati, 2021). The greater the profit generated, the greater the opportunity to carry out tax avoidance (Sanchez &; Mulyani, 2020) stating that profitability is able to moderate temporary *tax avoidance* (Oktaviani, 2019). Mentioning profitability is not able to moderate *tax avoidance.*

Institutional ownership of tax avoidance with profitability as moderation according to (Yusuf et al., 2021) states that profitability is able to moderate the influence of institutional ownership on *tax avoidance*, while according to (Indriawati, 2017) (Sanchez &; Mulyani, 2020) (Sujannah, 2021) Stating in contrast to previous researchers is that profitability is not able to moderate the effect of institutional ownership on *tax avoidance.*

The independent board of commissioners on tax avoidance with profitability as moderation according to (Pramudya &; Rahayu, 2021) states that profitability is able to moderate the influence of the independent board of commissioners on *tax avoidance*, while according to (Indriawati, 2017) stated differently from previous researchers, namely that the probability of not being able to moderate the influence of the independent board of commissioners on *tax avoidance.*

Executive character on tax avoidance with profitability as moderation according to (Gaol &; Pratomo, 2021) states that profitability is able to moderate the influence of executive character on tax avoidance, while according to (Fitria, 2018) stated differently from previous researchers, namely that profitability is not able to moderate the influence of executive character on *tax avoidance*.

The size of the company on tax avoidance with profitability as moderation according to (Amaliah &; Tanjung, 2021) states that profitability is not able to moderate the size of the company against *tax avoidance*.

Based on the results of the author's research on previous research whose results have not been consistent and tax avoidance efforts are still being carried out, the author is interested in conducting research again on "The Effect of Institutional Ownership, Independent Board of Commissioners, Executive Character and *Size* on *Tax Avoidance with Profitability as a Moderation* Variable (Empirical Study on Consumer Goods Industry Sector Companies Listed on the Indonesia Stock Exchange Period 2017-2021)"

LITERATURE REVIEW AND HYPOTHESIS FORMULATION

Jensen and Meckling (1976) define agency theory as the relationship between an agent (company) and *principal* (owner) who is bound in a contract. *The* principal delegates his authority to the agent to make decisions and provide services for the benefit of the *principal.* In this theory, there is known to be an employment contract that regulates the proportion of utility of each party while taking into account its benefits as a whole.

From this agency theory has a relationship with institutional ownership, Board of Commissioners, Executive character, Profitability moderates tax avoidance, Profitability moderates the influence of institutional ownership on tax avoidance Profitability moderates the influence of independent board of commissioners on *tax avoidance,* Profitability moderates character influence executive against *tax avoidance.*

Signaling theory is a theory proposed by (Ross, 1977) in this theory put forward that company executives will have better information and tend to provide that information to potential investors. From this signaling theory, it is related to company size and profitability, moderating size to *tax avoidance.*

CONCEPTUAL FRAMEWORK

Based on the problems that have been described, the following is the conceptual framework in this study which is manifested in Figure 1.
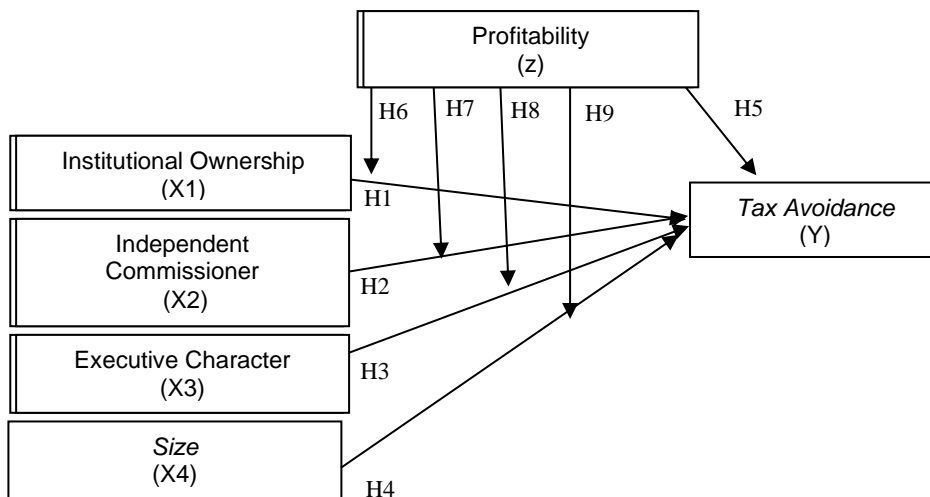
Figure 1 Conceptual Framework

Hypothesis Formulation:

H1: Institutional ownership has no effect on *tax avoidance.*
H2: Independent Board of Commissioners has no effect on *tax avoidance.*
H3: Executive character has a positive effect on *tax avoidance.*
H4: *Size* has a positive effect on *tax avoidance.*
H5: Profitability able to moderate *tax avoidance.*
H6: Profitability is unable to moderate the effect of institutional ownership on *tax avoidance*.
H7: Profitability is unable to moderate the influence of the Board of Commissioners iindependent tagainst *tax avoidance.*
H8: Profitability is unable tomoderate the effect of character esectutive t against *tax avoidance.*
H9: Profitability can moderate the effect of *size* on *tax avoidance.*

RESEARCH METHODS

Based on sampling criteria, this study uses 16 companies engaged in the consumer goods industry sector listed on the Indonesia Stock Exchange in 2017-2021 from a total of 62 companies, so that data can be processed and obtained a feasible research model, data selection is carried out using the purposive sampling method. In examining this instudy data, Eviews 12 software was assisted.

Once the data is obtained, the next step is to perform a descriptive statistical test. To find out the image or distribution of data to be studied, data analysis is carried out to group data based on the variables studied, tabulate data based on variables obtained from the entire sample. The next step is to determine the appropriate panel data regression model to be used in regression analysis in this study. Model regression panel data suitable for use in this study, namely *the Random Effect Model* (REM).

Finally, is the hypothesis. In testing this hypothesis, 3 types of testing are carried out which are generally mandatory when conducting research with a quantitative data approach. This type of hypothesis is the f test (test model), this R-adjusted test is carried out to see the results of the coefficient of determination, and finally in the t test.ini to determine and explain the level of significance of a variable that partially affects the dependent variable.

RESULTS AND CONCLUSIONS

The results of this study to prove the effect of Institutional Ownership, Independent Board of Commissioners, Executive Character and *Size* on *Tax Avoidance with Profitability* as a moderation variable can be explained as follows:

Table 1 Interpretation of Research Results

Hypothesis	*Coefficient*	t-Statistics	Significant	Information
Constant	0,947743	-2,128743	0,0368	
H1	0,269827	1,096530	0,2766	Rejected
H2	0,266180	0,787412	0,4337	Rejected
H3	0,685698	2,357237	0,0212	Accepted
H4	0,039008	2,752407	0,0075	Accepted
H5	7,461920	2,195106	0,0315	Accepted
H6	-1,198341	-0,553118	0,5819	Rejected
H7	-1.700243	-0,689627	0,4927	Rejected
H8	-2,039227	-1,074904	0,2861	Rejected
H9	-0,307426	-3,262132	0,0017	Accepted
F- statistics	6,369880			
Prob. (F-stistic)	0,000002			

Source: Output Eviews 12

Based on the results of the tests that have been carried out, it can be concluded as follows:

a. The Effect of Institutional Ownership on Tax Avoidance

Institutional Ownership (INTS) in this study shows that the performance of institutional ownership is not able to influence efforts to overcome tax avoidance in company management, because institutional ownership has the desire to get maximum profit.

b. Effect of Independent Board of Commissioners on Tax Avoidance

The Independent Board of Commissioners (DKI) in this study shows that the role of the performance of the independent board of commissioners is less careful in implementing tax avoidance actions as directors in the company or as supervisors in the preparation of financial statements assisted by the audit committee, it is seen that the board of commissioners has no influence in efforts to overcome tax avoidance.

c. The Effect of Executive Character on Tax Avoidance

This shows that the executive carries out his full duty as a leader to comply with the rules taken by the executive in deciding to commit tax avoidance in corporate tax management.

d. Effect of Size on Tax Avoidance

This shows that companies that have large assets will be able to be more stable in taking great opportunities to do tax avoidance because of the availability of assets of large value, in contrast to small companies there are limitations in funds.

e. Profitability Moderates Tax Avoidance

This shows that profitability is able to reduce the cash effective tax rate in company assets and is able to reduce fraudulent activities in company management, because high profitability is able to obtain good profits and is able to pay appropriate taxes later.

f. Profitability Moderates the Effect of Institutional Ownership on Tax Avoidance

This shows that the authority possessed by institutional ownership has not been able to provide supervision of management performance so that the role of institutional ownership is still lacking in overcoming tax avoidance in the company.

g. Profitability Moderates the Influence of the Independent Board of Commissioners on Tax Avoidance

This shows that the role of the independent board of commissioners does not carry out supervision properly in making tax decisions in the company so that it does not necessarily affect tax avoidance in company management.

h. Profitability Moderates the Effect of Executive Character on Tax Avoidance

This shows that the executive as a management leader in the company is less than optimal in carrying out duties and authority in decisions to dare to take risks (risk taker) that is large enough to emphasize all party's performance so that there are no tax practices just for profit alone the company remains stable.

i. Profitability Moderates the Effect of Size on Tax Avoidance

This shows that profitability is one of the factors for tax avoidance when, in terms of profits obtained more for large companies than small companies. Because large companies look more stable and do not allow companies to do tax avoidance, for small companies there can be tax avoidance because the

profits obtained are smaller, the assets owned by the company are limited, unlike large companies have abundant assets.

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SALES GROWTH MODERATES THE EFFECT OF MANAGERIAL OWNERSHIP AND EXECUTIVE CHARACTER ON TAX AVOIDANCE

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ABSTRACT

The purpose of this study was to obtain empirical evidence regarding Sales Growth Moderating the Effect of Managerial Ownership and Executive Character on Tax Avoidance in State-Owned Enterprises (BUMN) listed on the Indonesia Stock Exchange (IDX). This study used the Purposive Sampling method to obtain 10 companies with 5 years of the 2017-2021 observation period with a total sample obtained of 50 sample data. Data obtained through the official website of the Indonesia Stock Exchange (IDX) is a type of secondary data. Data analysis used Eviews version 10 with panel regression analysis fixed effect model. The results of this study show that simultaneously, Managerial Ownership and Executive Character have an influence on Tax Avoidance practices. Partially, Managerial Ownership influences Tax Avoidance practices, Executive Character influences Tax Avoidance practices. And the Sales Growth variable is able to moderate the influence of the Character Executive on the practice of Tax Avoidance, Sales Growth is not able to moderate the influence of the Character Executive on the practice of Tax Avoidance.
Keywords: Managerial Ownership, Executive Character, Tax Avoidance, Sales Growth.

INTRODUCTION

Revenue from the tax sector has the highest percentage compared to other sources of income. In research conducted by Kartana and Wulandari (2018) said that the Indonesian government always increases the revenue target from the taxation sector from year to year, and taxes are one of the components used by the government to finance both routine and development expenditures. However, in its implementation, there are differences in interests between taxpayers and the government. The government through the Directorate General of Taxes (DGT) always tries to optimize state revenue. Various efforts to optimize tax revenue have been made such as through intensification and extensification programs. (Sulistiyanti & Nugraha, 2019). In addition, initiatives from the government so that taxpayers comply with carrying out their tax obligations in a timely manner have increased, carried out by the government through modernizing the tax administration and reporting system, tax counseling and tax collection (Bandaro & Ariyanto, 2020). However, when viewed from the taxpayer's point of view, the nature of taxes that force and do not obtain direct returns makes taxpayers want tax payments to be made at the lowest level but not contrary to statutory regulations. This difference in interests causes taxpayers to tend to want to reduce the amount of tax payments, both legally and illegally (Kartana & Wulandari, 2018). From the taxpayer's point of view, there is an effort by taxpayers to always reduce the tax burden paid by utilizing unclear tax regulations (gray areas) that can be used to reduce the tax burden or what is known as tax planning.

The existence of Tax Avoidance Practices causes the Indonesian state to experience losses in the amount of trillions of rupiah per year. The phenomenon of Tax Avoidance Practices has occurred in state-owned companies in Indonesia as quoted in the online news www.cnbcindonesia.com where the Tax Avoidance Practices occurred at PT Perusahaan Gas Negara (PGN) which is a state-owned company. PGN is indicated to have done Tax Avoidance Practices twice in 2012-2013 and 2014-2017 with almost similar reasons.

The first case occurred in 2012, which was related to differences in interpretation in understanding the tax provisions, namely PMK-252/PMK.011/2012 (PMK) on the implementation of the company's obligation to collect value added tax (VAT) on the delivery of natural gas. Continuing in 2013, PT Perusahaan Gas Negara (PGN) experienced differences in understanding of the company's billing mechanism. When there was a weakening of the rupiah against the US dollar, which was previously the price of gas in RP / m3 only. PGN sets the gas price at $/MMBTU and RP/M3, which is the total gas price without VAT. In contrast to this, the Directorate General of Taxes (DGT) believes that the second price includes VAT collection. For the dispute, which was considered an attempt to practice tax avoidance, the DGT issued 24 tax underpayment assessment letters (SKPKB) to PGN with a total value of IDR 4.15 trillion for 24 periods. At the same time, DGT also reissued 25 SKPKB with a total value of IDR 2.22 billion.

The second case, also occurred in 2014-2017, which was similarly related to differences in interpretation of the provisions of the PMK on the implementation of VAT collection obligations on the delivery of natural gas for the period 2014-2017. Where the DGT issued 48 SKPKB with a total value of IDR 3.82 trillion.

The phenomena of Tax Avoidance Practices can be said to be a complicated and unique issue. This is because on the one hand Tax Avoidance does not violate the law (legal), but on the other hand Tax Avoidance is not desired by the government because it reduces revenue for the state.

This research with the object of the financial statements of state-owned companies in Indonesia because BUMN companies are one of the state-owned business entities that play a role in improving the country's economy, so it is suspected that it is impossible to carry out Tax Avoidance Practices because they have been given trust by the state as low-risk taxpayers based on the Minister of Finance Regulation Number 71 / PMK.03 / 2010 and the existence of tax regulations governing transactions with related parties, namely article 18 paragraph 3 of Law No. 36 of 2008.

Factors in Tax Avoidance Practices carried out by the Company include Managerial Ownership, Executive Character and sales growth. Agency theory explains the interaction between company management and company owners. This interaction will cause agency conflicts. The existence of this agency relationship creates asymmetric information, where the information obtained by the principal is limited to the financial statements presented by the company. Companies should use the fair price principle to reduce tax liabilities, but management uses more tax planning strategies to minimize taxes. In line with the agency theory that Managerial Ownership and Executive Character affect Tax Avoidance. Where managerial ownership and executive characteristics act as agents who will carry out strategies so that the benefits, they get are getting bigger, including tax avoidance.

In research conducted by Noorica & Asalam (2021), it states that Managerial Ownership has a positive influence on Tax Avoidance, meaning that the greater the percentage of managerial ownership in a company, as a result management is more eager to control the company and oversee company activities which result in ETR, then the company is indicated not to take action Tax Avoidance. In companies with high managerial ownership, the management will be more active and tighter in controlling the company it is managing, and more careful when making decisions that will be taken by the management because the results of these decisions will affect the company and itself. on Tax Avoidance.

Lukito & Oktaviani (2022) in their research say that Executive Character has a positive influence on Tax Avoidance because the higher the corporate risk, which is a proxy for Executive Character, explains that Executive Character who is a risk taker will be bolder to choose to do tax avoidance. Research conducted by Noorica & Asalam (2021) which states that Executive Character affects Tax Avoidance. The results of this study indicate that executive characteristics have an impact on Tax Avoidance, where executives are more dominant in having a risk taker nature. The tendency of executives who have a risk taker nature as a result can be indicated to take Tax Avoidance actions.

Sales growth shows the growth of sales in the company, and this growth can go up or down. This growth can be seen from the percentage of sales each year by looking at current sales minus new year sales divided by last year's sales. (Hendrianto et al., 2022). The higher the Sales Growth, the greater the tax avoidance carried out by the company. This will weaken the influence of managerial ownership because the managerial as a party who participates in managing the company will be freer in conducting tax avoidance. Of course, this is based on a conflict of interest where management will maximize profits for its own benefit.

Based on the phenomenon of tax avoidance in BUMN companies and the results of previous research, the framework is organized as follows:

H1: It is suspected that simultaneously Managerial Ownership and Executive Character affect Tax Avoidance.

H2: It is suspected that Managerial Ownership affects Tax Avoidance.

H3: It is suspected that Executive Character affects Tax Avoidance.

H4: It is suspected that Sales Growth moderates the effect of Managerial Ownership on Tax Avoidance.

H5: It is suspected that Sales Growth moderates the effect of Executive Character on Tax Avoidance.
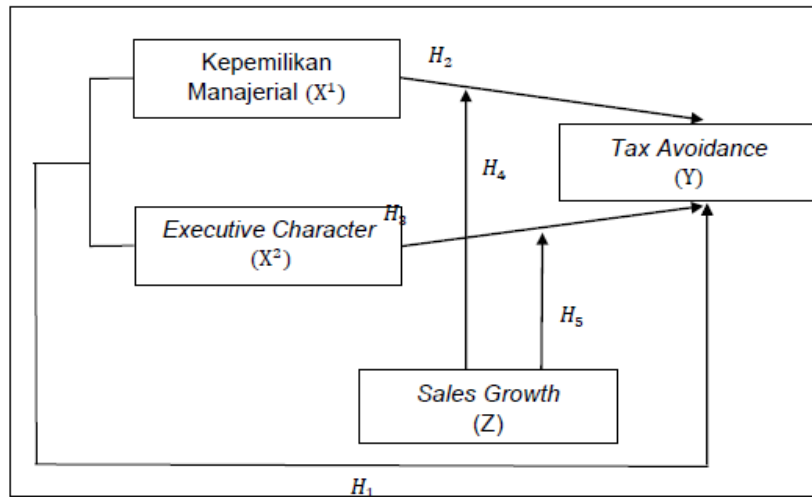
Figure 1 Conceptual Framework

CONTENT

This is quantitative research with an associative approach, wherever the study analyzes relationships between variables and analyzes mistreatment applied statistical tools (Gozhali, 2018). The info assortment techniques used literature study and documentation. knowledge area unit taken from monetary statements of Indonesian Stock Exchange-listed state-owned enterprises for the amount 2017-2021, accessed at www.idx.co.id. The study population is state-owned enterprises listed on the Indonesian Stock Exchange 2016-2020. The sampling methodology for this study used purposive sampling with the subsequent criteria:

Table 1. Population and Sample

Description (n)	Amount
State-owned companies listed on the IDX for the amount 2017-2021	35
State-owned companies that publish non-consecutive financial reports from 2017-2021	-3
State-owned companies that reported losses in the research period 2017-2021	-10
State-owned companies that report financial statements not denominated in rupiah	-3
State-owned companies do not have complete data related to the measurement variables used	-9
State-owned companies accepted	10
Periods of observation (t)	5
Final Observations (i*t)	50

The variable measurements in the study are described in the following table:

Table 2 Measurement of Variables

No	Variabel	Indikator
1	*Tax Avoidance* (Y): Effective Tax Rate (ETR) is the ratio of tax expense to corporate profit before income tax sacrificed to pay corporate tax expense. This measurement is used because it can better describe the existence of Tax Avoidance activities, because ETR is not affected by changes in estimates such as tax protection. The higher the percentage level of ETR, which is close to the corporate income tax rate of 25%, indicates that the lower the company's Tax Avoidance level.(Sulistiyanti & Nugraha, 2019)	$ETR = \dfrac{\text{tax expense}}{\text{earning before tax}}$
2	Managerial Ownership (X^1): shareholders in the company who have a position in the management of the company either as a board of directors, board of commissioners, and board of directors. Managerial ownership is considered to be a controlling party that is able to eliminate agency conflicts that cause high agency costs. (Sulistiyanti & Nugraha, 2019)	Managerial Ownership= total managerial shares/total shares outstanding
3	*Executive Character* (X^2): to reflect whether the company's executives belong to the risk taker or risk averse category seen from the high or low risk. Corporate risk is a deviation or standard deviation from earnings whether the deviation is less than planned or more than planned. The higher the risk of a company, the executive tends to be a risk taker. Conversely, the lower the risk of a company, the executives tend to be risk averse. (Noorica & Asalam, 2021)	$Risk = \dfrac{EBITDA}{TOTAL\ ASSET}$
4	*Sales Growth* (Z): Sales growth is a parameter used to measure sales performance to increase revenue over a pre-determined period of time. Sales growth has an important role for the survival and financial growth of the company. If sales growth has increased, then the company is growing in a better direction and generating an increase in profits. Conversely, if sales growth decreases, then the company is experiencing obstacles in order to increase profits. (Nadhifah & Arif, 2020)	$Sales\ Growth = \dfrac{Sales\ t - Sales\ (t-1)}{Sales\ (t-1)}$

Table 2 shows variable measurements used in this study. There are Chow tests (comparing common and fixed effects) and Haussmann tests (comparing fixed and random effects to see which estimation method is appropriate effects must be used. The classical assumption test consists of Normality, Heteroscedasticity, Autocorrelation, and Multicollinearity. In this study, the Fixed Effect Model and MRA was obtained which was more appropriate to be used to test the hypothesis with the following equation:

ETR= 0,3169 - 0,0085MO + 0,0414RISK - 0,0101SG*MO - 0,3447SG*RISK + eit

A constant of 0,3169 this means that if the independent variables are managerial ownership, execcutive caracteristic and sales growth = 0, then the dependent variable tax avoidance is 0,3169. MO stands for managerial ownership, RISK represents character execcutive, and SG stands for sales growth, i is the symbol for cross section data, t stands for time series data, and ε stands for error. The regression coefficient for managerial ownership variable is -0,0085. This means that if the managerial ownership increases by 1 and the other variables are fixed, the ETR decreases by 0,0085. The regression coefficient of character execcutive is 0,0414, this means that if the character execcutive has increased by 1 and other variables are fixed, then the ETR will increase of 0,0414. The regression coefficient for interaksi of sales growth with managerial ownership is -0,0101, it means that the sales growth increase moderates, so the ETR decrease of 0.0101. The regression coefficient for interaksi of sales growth with risk is -0,3447, it means that the sales growth increase moderates, so the ETR decrease of 0.0101.

Table 3 Model Estimation of Panel Data Regression Test

	Results	Conclusion of the right model
Chow Test (F cross-section)	0.0045	Fixed Effect Model (FEM).
Hausman Test (random cross-section)	0.0468	Fixed Effect Model (FEM).

Source: Secondary Data Processed, 2023

The Chow test result shows that the F cross-section probability value is 0.0045, which is below the 0.05 significance level, indicating that the fixed effects model is a good alternative between FEM and CEM. The Hausman test results show a cross-sectional random p-value of 0.0468, which is below the significance value of 0.05. Based on these data, we can conclude that the fixed effects model is a suitable research model for hypothesis testing. From this we can conclude that the regression model used to test the study hypothesis is a fixed effects model.

Table 4 Classical Assumption Test

	Normality Test (Jarque-Bera prob)	Heteroskedasticity Test (Prob. Independent variabel regres with Residual Absolut)	Autocorrelation Test (du < dw < 4-du)	Multicollinearity test (correlation value between variables > 0.8)
Results	0.3449 > 0.05	0.3961 > 0.05 0.7451 > 0.05 0.5435 > 0.05 0.7955 > 0.05	1.8066	No value > 0.8
Conclusion	Data is normally distributed	Free from heteroscedasticity problem	It 1.6739 < 1.8066 < 2.3261 Free from autocorrelation problems.	There is no multicollinearity

Source: Secondary Data Processed, 2023

Classical acceptance test results show that the data are normally distributed and free of heteroscedasticity, autocorrelation, and multicollinearity. This means that the estimated model using the fixed effects model can be used as the basis for hypothesis testing.

Table 5 Fixed Effect Model - Test Results

Hypothesis	Coefficient	t-Statistics	Probability	Conclusion
simultaneously→ETR (F test)	0.3169	4.7324	0.0016	H1 Accepted
MO → ETR	-0.0085	-0.7906	0.0478	H2 Accepted
RISK → ETR	0.0414	1.4824	0.1451	H3 Rejected
SG*MO → ETR	-0.0101	-2.0727	0.0438	H4 Accepted
SG*RISK → ETR	-0.3447	-0.9568	0.3451	H5 Rejected

Source: Secondary Data Processed, 2021

The output of FEM shows an R-square value of 0.0958 or 9.58%. This means that the independent variable used in this study is able to influence the dependent variable by 9.58%, while 90.42% is influenced by other factors not examined in this research model.

F statistic test output for this study shows that the Prob value (F-statistic) is 0.0016 less than 0.05. We can conclude that the first hypothesis was accepted. Managerial ownership, character execcutive, and sales growth variables can simultaneously affect tax avoidance.

Based on the output of the t-test for the fixed effects model, we find that the probability value of managerial ownership is $0.0478 < 0.05$. From this, we can conclude that the second hypothesis is accepted. This means that managerial ownership negative affected the tax avoidance. The probability value for caracteri execcutive is 0.1451 greather than 0.05. From this we can conclude that the third hypothesis is rejected. This means that character executive does not affect the tax avoidance. Probability value for interaksi sales growth with managerial ownership is $0.0438 < 0.05$. We can conclude that the fourth hypothesis was accepted. This means that a sales growt moderates the effect managerial ownership on tax avoidance. Probability value for interaksi sales growth with character execcutive is $0.3451 > 0.05$. We can conclude that the fourth hypothesis was rejected. This means that a sales growth does not moderates the effect character executive on tax avoidance.

CONCLUSION

The finding of this study is that Managerial Ownership simultaneously affects Tax Avoidance. In line with the results of research conducted by Aprilia et al., (2020) shows that share ownership and Executive Character simultaneously affect Tax Avoidance. So, it is concluded that there is a joint influence between share ownership and Executive Character on Tax Avoidance practices. High managerial ownership will make managers work harder and be careful on the basis of company participation and sustainability. While Executive Character is able to make companies with the support of company management make decisions that affect the practice of Tax Avoidance.

The findings of this study indicate that managerial ownership has a negative effect on Tax Avoidance. In line with research conducted by Niandari & Yustriathe (2020), managerial ownership is able to force managers to carry out

Tax Avoidance in order to increase company and personal profits. Managerial ownership has the ability to control Tax Avoidance in a company because managerial parties are actively involved in all company decisions. Managerial ownership can be one that can avoid agency conflicts in the company. Conflicts arise as a result of competing needs between management and stakeholders. Due to managerial ownership participating in every decision making in the company, resulting in practices that violate the law can be approved easily, besides it will benefit the company by increasing the company's profits.

The results showed that partially, Executive Character has no influence on Tax Avoidance practices. Executive Character has no effect on Tax Avoidance, this is because in this study Executive Character is more risk averse, namely executives who do not like risk so they are less courageous in making business decisions. With the nature of risk averse executives will tend to avoid risk and will not dare to make business decisions and do Tax Avoidance. The size of the company indicates the tendency of Executive Character. If the company's risk is large, executives tend to be risk takers who are brave in taking risks. Meanwhile, if the company's risk is small, executives tend to be risk averse who will tend to avoid risk. in this study, executives tend not to take risks and prefer to play it safe so as not to be included in tax avoidance activities. One possible factor is that the sample companies used are a collection of state-owned companies whose executives themselves will not be involved in tax avoidance activities that tend to harm their company's image in the eyes of the public. Therefore, executives in state-owned companies do not have risky authority in tax avoidance activities.

The results showed that partially, Sales Growth was able to moderate the effect of managerial ownership on Tax Avoidance practices. Sales growth makes company profits increase, so bonuses for managers also increase, making managers' performance increase and dare to make decisions in reducing Tax Avoidance practices.

The results showed that Sales Growth was unable to moderate the effect of Executive Character on Tax Avoidance practices. Executives as agents who have an interest in making important decisions in the company act without the influence of sales growth. Although sales growth increased significantly, executives were still unwilling to take risks related to tax avoidance activities. Sales growth is unable to move executives to reduce tax avoidance. Therefore, executives in state-owned companies are considered to have a bold character in rejecting tax avoidance activities, even though sales growth has increased significantly. This is because the courage of executives in making risky decisions still has a chance to fail so that the decision could derail their future career plans. Therefore, in making decisions, a high level of prudence is needed, and chooses to avoid all activities that will harm him in the future, including tax avoidance activities even though the company is in a state of high sales growth.

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THE EFFECT OF CAPITAL INTENSITY, INVENTORY INTENSITY, FIRM SIZE, AND MANAGERIAL OWNERSHIP ON TAX AGGRESSIVENESS

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ABSTRACT

The purpose of this study is to determine and examine the effect of capital intensity, inventory intensity, firm size, and managerial ownership on tax aggressiveness in energy sector companies listed on the Indonesia Stock Exchange for the period 2016-2022. The research method used is a quantitative research method. The type of data used in this study is secondary data where the data is sourced from the official website of the Indonesia Stock Exchange, www.idx.co.id. In this study, the sample used is 6 (six) energy sector companies. The method used in the selection of objects in this study is purposive sampling as many as 76 (seventy six) firm populations. The analysis used in the panel data regression model was carried out with the Eviews version 9. The results of this study indicate that capital intensity, inventory intensity, and managerial ownership has no significant effect on tax aggressiveness. The firm size has a significant effect on tax aggressiveness. The results of research conducted simultaneously on capital intensity, inventory intensity, firm size, and managerial ownership have a significant effect on tax aggressiveness.
Keywords: (Capital Intensity; Inventory Intensity; Firm size; Managerial ownership ; Tax Aggressiveness)

INTRODUCTION

Tax is a levy or contribution from the community or company that is forced, and the collection is based on the law where the costs will be used for state expenses in carrying out household financing (Hutagalung & Ismail, 2020). Tax aggressiveness is the manipulation of taxable income through tax planning by legal (tax avoidance) or illegal (tax evasion) means. Companies with a large opportunity to reduce the overall tax burden are considered more tax aggressive (Frank et.al., 2009).

Based on the state budget data published by the Ministry of Finance of the Republic of Indonesia, the amount of tax revenue target and realization in 2016-2022, presented in Table 1.1 below.

Table 1 Target and Realization of Tax Revenue 2016 – 2022 (in Trillion Rupiah)

Year	Revenue Target	Revenue Realization	Percentage of Revenue
2016	1,355.20	1,105.97	82%
2017	1,283.57	1,151.13	89.7%
2018	1,424.00	1,315.00	92.3%
2019	1,577.56	1,332.06	84.4%
2020	1,198.82	758.60	63.3%
2021	1,229.60	1,231.87	100.2%
2022	1,784.00	2,034.50	114%

Source: Ministry of Finance of the Republic of Indonesia

Based on Table 1 above, it shows that the realization of state revenue sourced from taxes in Indonesia has not reached the predetermined target and has fluctuated. Capital Intensity is related to the company's investment in fixed assets where there is an increasing fixed asset depreciation expense. This will impact on company profits that are decreasing, so that the company's tax payable will also decrease. Inventory intensity shows how a company invests its assets in inventory. The amount of inventory intensity is expected to increase the number of company sales transactions, so that the profit target will be achieved maximally. In other words, companies with a high level of inventory intensity will not be more aggressive towards taxes and cause companies to tend to pay taxes. The size of the firm can be determined based on the size of the assets owned by the company. The greater the assets owned by the company, the higher the level of productivity. This will result in increased profits and affect the level of tax payments (Fadhlurrahman & Suhartono, 2021)

The phenomenon that occurs related to tax avoidance by companies is not new, several companies have stumbled upon tax avoidance cases such as PT PIS which occurred since 2018. The results of the investigation stated that PT PIS in its tax reporting, AV as the director used tax invoices that did not match the transaction, where investigators from the West Sumatra and Jambi DGT Regional Office found considerable state losses. "The suspect's actions harmed state revenue by at least Rp 2.5 billion," Mahanto said (kompas.com). The author is interested in using the topic because their purpose in doing so is to obtain a tax refund or at least reduce the output tax to be deposited with the state. This is one of the acts of tax aggressiveness that they do by means of tax evasion (illegal).

Research on tax aggressiveness has been widely researched by various parties with different variables and has different evidence. Factors that can affect tax aggressiveness include capital intensity, inventory intensity, firm size, and managerial ownership. The first factor is capital intensity. Capital Intensity is the ratio of investment activities carried out by companies related to investment in fixed assets and inventory (Suhartini, 2019). The results of this study are in line with research conducted by (Yuliana & Wahyudi, 2018) that capital intensity has a positive and significant effect on tax aggressiveness. This shows that the higher the capital intensity, the more significantly the level of tax aggressiveness increases. Meanwhile, research conducted by (Windaswari & Merkusiwati, 2018) shows that the capital intensity variable has no effect on tax aggressiveness. The second factor, Inventory intensity is a measure of how much inventory the company invests in, Latifah & Umi (2018) in Wibawa & Nursiam (2021). Research conducted by (Yuliana & Wahyudi, 2018) shows that inventory intensity has a positive and significant effect on tax aggressiveness. Meanwhile,

research conducted by (Hidayat & Fitria, 2018) shows different results, where the results of this study indicate that inventory intensity has no effect on tax aggressiveness.

The third factor, firm size is a measurement by classifying the size and size of an entity and describing the various activities and profits of the entity (Cahyadi et al., 2020). The results of research conducted by (Legowo, et al, 2021) prove that company size has a positive influence on tax aggressiveness. Meanwhile, research conducted by (Prasetyo & Wulandari, 2021) proves that company size has no effect on tax aggressiveness. The fourth factor, managerial ownership is a condition where there is a dual role between managers as company managers and shareholders as company owners or in other words a manager is also a person who owns company shares (Hadi & Mangoting, 2014). Other research conducted by (Lubis, et al, 2018) found that managerial ownership has a significant effect on tax aggressiveness. The results of this study are different from research (Rachmat & Damayanti, 2021) which shows the results that managerial ownership has no significant effect on tax aggressiveness.

Based on the results of previous research, there are differences in results conducted by researchers. Researchers are interested in re-examining the factors that can affect tax aggressiveness. The author is interested in conducting research with the title "The Effect of Capital Intensity, Inventory Intensity, Firm Size, and Managerial Ownership on Tax Aggressiveness".

PROBLEM FORMULATION

Based on the background of the problem above, the problems in this study are formulated as follows:

1. Does Capital Intensity affect Tax Aggressiveness?
2. Does Inventory Intensity affect Tax Aggressiveness?
3. Does Firm Size Affect Tax Aggressiveness?
4. Does Managerial Ownership affect Tax Aggressiveness?
5. Do Capital Intensity, Inventory Intensity, Firm Size, and Managerial Ownership affect Tax Aggressiveness?

THEORETICAL FRAMEWORK AND HYPOTHESIS DEVELOPMENT
Agency Theory

Agency theory is a cooperation agreement between major shareholders and management acting as agents. Agency Theory describes the relationship between employers and employees to get work done. The employer is called the principal who gives the right to exercise rights to another person called the agent. Both parties are bound by a work contract that regulates the rights and obligations of each (Alifa, et al., 2020). In agency theory, there is an agreement between resource owners and managers to run the company and achieve the company's main goal, namely, to maximize the profit to be obtained, thus allowing managers to take various ways to achieve these goals both in a good way and in a way that can harm many parties (Indradi, 2018).

In agency theory, there is a relationship between agency theory and this research, namely tax aggressiveness. The relationship between agency theory and tax aggressiveness is where management will comply with everything said by the majority shareholder to increase profits and management will do everything possible to achieve the goals of these shareholders including engineering profits to minimize taxes, these actions are called tax aggressiveness (Savitra, 2017).

Hypothesis Development

Sugiyono (2017) is a professor of UNY from the Faculty of Engineering who coined that the hypothesis is a temporary answer to the formulation of research problems. Based on the theoretical basis above, this research proposes the following hypothesis:

Capital intensity is related to the amount of fixed assets owned. Fixed assets have an economic life that will cause depreciation expense every year. Depreciation expense will reduce profits so that the tax burden paid is also reduced. Companies with large, fixed assets tend to do tax planning to keep their ETR small (Rizka Alifa et al., 2020).

Rizka Alifa, et al. (2020) have conducted research with results showing that capital intensity has a positive effect on tax aggressiveness. Based on the description above, the following hypothesis is formed:

H$_1$: It is suspected that Capital Intensity has a positive effect on Tax Aggressiveness.

Companies with a small amount of fixed assets bear a greater tax burden than those with large assets. The higher the intensity of fixed assets will be positively proportional to the level of aggressiveness of corporate taxpayers. (Adisamartha & Noviari, 2015).

Research conducted by Khoirunnisa and Asih (2021) shows that inventory intensity has a positive effect on tax aggressiveness. Therefore, in this study the following hypothesis is formed:

H$_2$: It is suspected that Inventory Intensity has a positive effect on Tax Aggressiveness.

Firm size can be interpreted as the scale of the company as seen from the total assets of the company, the size of the company also shows the size or size of the wealth owned by a company. Large companies certainly also have more experience in carrying out their operations, including strategies to increase profits and minimize their taxes by planning and carrying out their tax aggressiveness (Najib, 2022).

The results of research conducted by Yuliana and Wahyudi (2018) show the results that company size affects tax aggressiveness. Therefore, in this study the third hypothesis is formed as follows:

H$_3$: It is suspected that firm size has a positive effect on tax aggressiveness.

Managerial ownership is shared ownership owned by executives and directors, Miraza & Muniruddin (2017). Managerial ownership is the level of share ownership by management who is actively involved directly in decision making. Measurement can be seen from the proportion of shares owned by management at the end of the year which is presented in percentage form (Raisa, 2014). Managerial ownership will encourage managers to be careful in making decisions because they feel directly the benefits of the decisions taken and bear the losses as a consequence of making the wrong decisions (Najib, 2022). Based on the description above, the fourth hypothesis is formed, namely:

H$_4$: It is suspected that Managerial Ownership has a positive effect on Tax Aggressiveness.

Capital intensity is related to the company's investment in fixed assets. If the greater the company invests in fixed assets, the greater the company will bear the burden of depreciation (depreciation). Depreciation expenses will later add to the company's expenses and will reduce the lana generated by the company. Inventory Intensity is the amount of company funds invested in inventory (Hidayat & Fitria, 2018). Companies that have large inventories incur the burden of maintaining inventory and the burden of differences in inventory methods, so that this burden is utilized by company management to become a tax deduction. The size of a firm is seen from its total assets. The greater the assets owned, the greater the productivity of the firm, so that it will generate greater profits and affect the amount of tax that must be paid. So, firms tend to carry out high tax aggressiveness in order to minimize their tax burden (Zulaikha, 2019). Managerial ownership is the amount of share ownership by the managerial party of the company. The higher the proportion of shares owned by managerial, the better the company's performance, because it helps unite the interests between shareholders and management (Najib, 2022). Based on the description above, the fifth hypothesis is formed, namely:

H$_5$: It is suspected that Capital Intensity, Inventory Intensity, Firm Size, and Managerial Ownership have a positive effect on Tax Aggressiveness.

RESEARCH METHODS

The method used in this study uses quantitative methods using secondary data taken from the official website of the Indonesia Stock Exchange, http://www.idx.co.id, in the form of financial reports of energy companies listed on the Indonesia Stock Exchange (IDX) for the period 2016 to 2022. Using energy sector companies in this study because the energy sector has a role as a provider of energy resources that are needed for the economic growth of a country (Reswari & Hasnawati, 2023). besides that, energy companies are in great demand by investors (kompas.id). moreover, the demand for Battery-Based Electric Vehicles in the country is increasingly in demand. Because the raw materials in electric vehicles are nickel and tin.

Based on purposive sampling, the sample criteria in this study are as follows:

Table 2 Sample Criteria Table

No	Sample Criteria	Criteria Violation	Amount
1	Energy Sector Companies listed on the IDX during 2016-2022		76
2	Energy Sector Companies that listed IPO after 2016	-22	54
3	Companies that are not delisted during 2016-2022	-1	53
4	Companies that publish financial reports in USD currency in full for the year 2016-2022	-3	50
5	Companies that do not experience losses or earn profits during 2016-2022	-31	19
6	Data related to the research variables to be studied are available in full during 2016-2022.	-13	6
Total Number of Companies Sampled			6
Number of Years Observed			7
Total Research Sample			42

Source: excel processed, 2023

The dependent variable used in this study is tax aggressiveness. Tax aggressiveness is measured using the effective tax rate (ETR) proxy. If the ETR value is high, the tax aggressiveness is low, otherwise if the ETR value is low, the tax aggressiveness is high. The ETR calculation formula is as follows (Windaswari & Merkusiwati, 2018):

$$ETR = \frac{\text{Income Tax Expense}}{\text{Profit Before Tax}}$$

The independent variables used in this study are capital intensity, inventory intensity, firm size, and managerial ownership.
Capital intensity can be calculated using the following formula (Hidayat & Fitria, 2018):

$$Capital\ Intencity = \frac{\text{Total Fixed Assets}}{\text{Total Assets}}$$

Inventory intensity can be measured using the following formula (Yuliana & Wahyudi, 2018):

$$INV = \frac{\text{Total Inventory}}{\text{Total Assets}}$$

Firm size can be calculated using the following formula (Torang, 2017):

$$Size = \text{Ln (Total Assets)}$$

In this study, managerial ownership of the company is measured using the following formula (Puteri & Rohman, 2012):

$$Managerial\ Ownership = \frac{\text{Total Manager Shares}}{\text{Total Outstanding Shares}}$$

RESEARCH RESULTS
Based on the results of data processing using Eviews 9, descriptive statistics can be seen in the following table:

Table 3 Descriptive Statistics

	ETR	CIR	INV	SIZE	KPM
Mean	0.262688	0.303393	0.065805	18.53353	0.136271
Median	0.255600	0.216000	0.029150	19.86570	0.043100
Maximum	0.478600	0.870100	0.835800	22.09580	0.774000
Minimum	0.060300	0.040600	0.004600	13.96270	0.000000
Std. Dev.	0.093265	0.249161	0.142972	2.573575	0.226830
Skewness	0.017807	1.552870	4.500293	-0.6686	1.697066
Kurtosis	2.908789	3.806721	23.05552	1.875861	4.264290
Jarque-Bera	0.016779	18.01874	845.6604	5.340672	22.95748
Probability	0.991646	0.000122	0.000000	0.069229	0.000010
Sum	11.03290	12.74250	2.763800	778.4084	5.723400
Sum Sq. Dev.	0.356629	2.545332	0.838080	271.5548	2.109520
Observations	42	42	42	42	42

Based on the model selection test for panel data, the best model for hypothesis testing is done using the common effect model as shown in Table 4.

Table 4 Hypothesis Test

Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	0.703393	0.090554	7.767701	0
CIR	-0.047392	0.050583	-0.93692	0.3549
INV	-0.028214	0.090234	-0.31268	0.7563
SIZE	-0.023684	0.005281	-4.4849	0.0001
KPM	0.106223	0.062016	1.712837	0.0951
R-squared	0.437109	Mean dependent var		0.262688
Adjusted R-squared	0.376256	S.D. dependent var		0.093265
S.E. of regression	0.073658	Akaike info criterion		-2.26743
Sum squared resid	0.200743	Schwarz criterion		-2.06056
Log likelihood	52.61594	Hannan-Quinn criter.		-2.1916
F-statistic	7.183024	Durbin-Watson stat		1.923736
Prob(F-statistic)	0.000219			

The Effect of Capital Intensity on Tax Aggressiveness

The results of testing hypothesis H_1 based on table 4 show that capital intensity has no significant effect on tax aggressiveness using ETR. This states that hypothesis 1 is rejected in this study. It is said to have no significant effect because it can be seen that the value of capital intensity of energy sector companies every year tends to decrease using its assets to run company operations. High capital intensity in a company is not solely to reduce taxes but is done by the company to run the company's operations because it is able to improve the operations of a company and increase profits so that the depreciation expense charged on fixed assets can be covered by the increasing profits of a company. The results of this study are confirmed by agency theory that the principal has responsibility in managing the company to the management, therefore management must be accountable to the principal. This research is in line with research conducted by Metta Wira Christina and Ickhsanto Wahyudi (2022), which states that Capital Intensity has no effect on the Tax Aggressiveness of health sector companies listed on the IDX 2018 - 2020.

The Effect of Inventory Intensity on Tax Aggressiveness

The results of testing hypothesis H_2 based on table 4.2 show that inventory intensity has no significant effect on tax aggressiveness using ETR. This states that hypothesis 2 is rejected in this study. It is said to have no significant effect because it can be seen that in energy sector companies inventory intensity tends to fluctuate, where if the company's inventory intensity decreases, it will cause the sales volume to decrease. because the company does not meet customer demand through its inventory, whereas if the inventory intensity increases, the company must spend more to store inventory.

The results of this study do not confirm the agency theory which states that managers try to maximize the additional costs that the company is forced to bear so that pre-tax profits look small so that the tax burden that should be paid is smaller. Additional costs arising from the high intensity of inventory owned by

the company have not been able to prove the company's tendency to take tax avoidance actions. The value of the company's investment in inventory is not a factor that determines the amount of tax liability borne by the company.

This research is in line with research conducted by Sazqia Dita Wibawa and Nursiam, which states that inventory intensity has no effect on tax aggressiveness in manufacturing companies listed on the Indonesia Stock Exchange (BEI) in 2017-2019.

The Effect of Firm Size on Tax Aggressiveness

The results of testing hypothesis H_3 based on table 4.2 show that company size has a significant effect on tax aggressiveness using ETR. This states that hypothesis 3 is accepted in this study. It is said to have a significant effect because it can be seen that the value of firm size in the energy sector has increased every year. where the larger the size of the firm, the more operational activities and tends to generate large profits, so that it will have an impact on the firm's high tax burden. This research is in line with agency theory which states that companies that have large assets will be maximized in increasing company productivity. If the company's productivity increases, the profit earned by the company will also increase. So that the company will be even more aggressive in its tax planning. Where, the company wants a large profit but not the tax payment. This research is in line with research conducted by Sri Ayem and Afik Setyadi (2019) which states that Company Size has a positive and significant effect on Tax Aggressiveness.

The Effect of Managerial Ownership on Tax Aggressiveness

The results of testing hypothesis H_4 based on table 4.2 show that managerial ownership has no significant effect on tax aggressiveness using ETR. This states that hypothesis 4 is rejected in this study.

It is said that it has no significant effect, it can be seen that the value of managerial ownership in energy sector companies tends to be stable. where this can cause less than optimal company performance. The low ratio level causes managerial ownership to be unable to make important decisions related to company policy in controlling tax aggressiveness. The results of this study are not in accordance with agency theory which states that managerial ownership can equalize the position between agents and principals so that management will increase its efficiency to improve shareholder welfare. Managerial share ownership of the company makes managers think more about the survival of the company, including generating profits for the company, which will have an impact on their tax obligations. This means that managerial share ownership tends to encourage management not to carry out tax aggressiveness to maintain business continuity.

This research is in line with research conducted by Irwan Prasetyo and Bambang Agus Pramuka (2018) which states that managerial ownership partially has no significant effect on tax aggressiveness.

The Effect of Capital Intensity, Inventory Intensity, Firm Size, and Managerial Ownership on Tax Aggressiveness

The results of hypothesis testing H_5 based on table 4.2 show that capital intensity, inventory intensity, firm size, and managerial ownership simultaneously have a significant effect on tax aggressiveness using ETR. This states that hypothesis 5 is accepted in this study.

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It is said to have a simultaneous effect because if a company has a good performance and tax planning strategy, the results will be good. so it can be said that the company is able to pay its taxes and this is not a problem for the company. This shows that companies with high profits are considered more obedient and tax compliant than companies with low profits.

In this study, when the company uses its inventory investment, sales increase along with profits, and the increase in profits means that the company can pay taxes, thereby reducing indications of tax aggressiveness. In addition, company size also cannot be used as a measure of the degree of tax aggressiveness of the company. This is because taxes in both large, medium and small companies and even individual taxpayers are still seen as a burden that can be avoided, therefore the size of the company cannot determine with certainty whether the company pays its taxes honestly or continues to follow the tax policies set by the government.

To reduce the corporate tax burden, companies tend to view investment decisions as a form of allocating unused funds to invest in assets. Company assets are not only used for depreciation but as a tax deduction. However, companies want to add fixed assets to expand operations and production activities, so there are important benefits beyond tax benefits alone.

CONCLUSIONS

Based on the results of research on Capital Intensity, Inventory Intensity, Firm Size, and Managerial Ownership on Tax Aggressiveness in energy sector companies listed on the Indonesia Stock Exchange (IDX) in 2016-2022, it can be concluded that:

a. Capital Intensity has no significant effect on Tax Aggressiveness.
b. Inventory Intensity has no significant effect on Tax Aggressiveness.
c. Firm Size has a significant effect on Tax Aggressiveness.
d. Managerial Ownership has no significant effect on Tax Aggressiveness.
e. Capital Intensity, Inventory Intensity, Firm Size, and Managerial Ownership simultaneously have a significant effect on Tax Aggressiveness.

Suggestions

a. Future researchers can conduct the same research with different research objects, especially in companies that have gone public such as PT Adhi Karya (Persero) Tbk. (property and real estate sector), PT Bank Central Asia Tbk. (financials sector), Telkom Indonesia (Persero) Tbk. (infrastructure sector), and others.
b. In this study there are still many shortcomings that need to be improved and developed. For future researchers, they can add other variables such as Company Risk, Liquidity, Capital Structure, Independent Commissioner related to the variables of this study.
c. For companies, it is hoped that they can pay more attention to factors such as capital intensity, inventory intensity, and managerial ownership in making decisions to take aggressive tax actions.
d. For academics, this research can be used as reference material and documentation in conducting further research.

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THE EFFECT OF TAXPAYER AWARENESS, KNOWLEDGE, RATES, SERVICES, AND TAX SANCTIONS ON TAXPAYER COMPLIANCE

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ABSTRACT

Taxpayer compliance is an attitude of obedience possessed by taxpayers in fulfilling their tax rights and obligations in accordance with applicable tax regulations. This research is descriptive quantitative research that aims to determine and analyze the effect of taxpayer awareness, knowledge, rates, services, and tax sanctions on taxpayer compliance. The population used is all Instagram celebrities who live in Semarang City with a sample of 42 celebrities. The data used in this study is primary data obtained by distributing questionnaires to respondents. The analysis technique used in this research is descriptive statistics, data quality test, multiple linear regression, classical assumption test, t test, and R^2 test. If seen from the R^2 test, the amount of contribution given by the independent variable to the dependent variable is 80%. The results of the study show that partially, taxpayer awareness and tax sanctions have a positive and significant effect on taxpayer compliance. While knowledge, rates, and services have no effect and are not significant on taxpayer compliance.
Keywords: Taxpayer Awareness, Knowledge, Rates, Service, Tax Sanctions, Taxpayer Compliance.

INTRODUCTION

Taxpayer awareness is very difficult to realize. Until now, the taxes paid by the people have not reached the expected level and the awareness to pay taxes is still lacking in the community. The lack of awareness and compliance of taxpayers in Indonesia is triggered by various things such as a lack of understanding of taxation and the notion that paying taxes is a loss because it reduces income, as well as the notion that the allocation of tax use is not transparent and there are cases of tax evasion (Anto et al., 2021). For voluntary systems to work effectively, taxpayers must believe that taxes are levied relatively, and everyone pays their share. Taxpayers will voluntarily comply because they feel they have an obligation to do so as citizens (Nguyen, 2022).

Aggadha & Rosdiana (2020) said that as a source of income for influencers, endorsements have the potential to become a tax object which is a source of state revenue (Setyaningsih & Tahar, 2021). Endorsement can be interpreted as an activity promoting a product or service carried out by an influencer in the form of a review of the product or service through a social media account by uploading a short photo or video (Sari et al., 2022). The influencers in this study are Instagram celebrities. For income earned from endorsement activities, celebrities can be taxed, namely income tax. Income tax is a subjective tax category, meaning that the tax is imposed because there is a subject, namely those who have met the criteria set out in tax regulations (Suandy, 2016). The tax subject in this case is an influencer or celebrity with endorsement income as a tax object.

Executive Director of the Center for Indonesia Taxation Analysis (CITA) Yustinus Prastowo said, there are several reasons for Instagram celebrities failing to pay taxes. First, ignorance in fulfilling their tax responsibilities or secondly deliberately avoiding taxes should be their responsibility. Yustinus also explained that another reason why celebrities don't pay taxes is the Indonesian tax system which uses a self-assessment system, where tax reporting and calculations are left to the taxpayers themselves (Merdeka.com, 2019). The implementation of the self-assessment system in Indonesia has turned out to be ineffective, especially for influencers. This is due to a lack of compliance and awareness to fulfill tax obligations, as well as the attitude of influencers who are indifferent to reporting their income. Supported by the statement of the Minister of Finance of the Republic of Indonesia Sri Mulyani who said that the level of taxpayer compliance was still relatively low, especially influencers with income from endorsement activities. The surge in endorsement activities is considered to have not contributed much to state revenue from the tax sector (Falya & Dirkareshza, 2021).

The results of the study (Kadir & Wibowo, 2020) taxpayer awareness has a positive effect on taxpayer compliance, while the results of the study (Atawarman, 2020) have no effect. The results of the study (Kadir & Wibowo, 2020) knowledge have a positive effect on taxpayer compliance, while the results of the research (Sihombing & Maharani, 2020) have no effect. The results of the study (Dewi et al., 2020) show that rates have a positive effect on taxpayer compliance, while the results of the study (Khodijah et al., 2021) have no effect. The results of the study (Kadir & Wibowo, 2020) services has a positive effect on taxpayer compliance, while the results of the study (Dewi et al., 2020) have no effect. The results of the study (Kadir & Wibowo, 2020) tax sanctions has a positive effect on taxpayer compliance, while the results of the study (Khodijah et al., 2021) have no effect.

This research was conducted in Semarang. This research is development research (Kadir & Wibowo, 2020) with the addition of a variable, namely rates. Based on this, the purpose of this study is to determine and analyze the effect of taxpayer awareness, knowledge, rates, services, and tax sanctions on taxpayer compliance.

LITERATURE RIVIEW
Attribution Theory
Attribution theory is a theory that explains a person's behavior, whether the causes of an individual's behavior come from internal or external (Atawarman, 2020). Researchers use attribution theory to find out what factors influence taxpayer compliance, in this case internal factors, namely taxpayer awareness and knowledge, as well as external factors, namely rates, services, and tax sanctions.

Taxpayer Compliance
Compliance with tax regulations is a condition where a person has the awareness or willingness to comply with tax regulations (Rahmawati et al., 2023). This variable is measured using a 5-point Likert scale with indicators developed from research(Kadir & Wibowo, 2020).

Taxpayer Awareness
Taxpayer awareness reflects the understanding and knowledge of taxpayers in complying with applicable tax regulations and having the

willingness to pay taxes. This variable is measured using a 5-point Likert scale with indicators developed from research (Sihombing & Maharani, 2020).

Knowledge

Tax knowledge is a person's ability to know and understand tax regulations, both rates and the benefits of taxes for people's lives. This variable is measured using a 5-point Likert scale with indicators developed from research (Khodijah et al., 2021).

Rates

Tax rates mean a provision in the form of a percentage or amount in a country's currency that must be paid by owners of tax obligations based on rules that have been enforced. This variable is measured using a 5-point Likert scale with indicators developed from research (Khodijah et al., 2021).

Services

Tax services are a way for tax officers to help, organize, or prepare all the needs needed by taxpayers. This variable is measured using a 5-point Likert scale with indicators developed from research (Kadir & Wibowo, 2020).

Tax Sanctions

Tax sanctions can act as a taxpayer controller in paying taxes so as to minimize the desire of taxpayers not to fulfill their tax obligations. This variable is measured using a 5-point Likert scale with indicators developed from research (Kadir & Wibowo, 2020).

RESEARCH FRAMEWORK
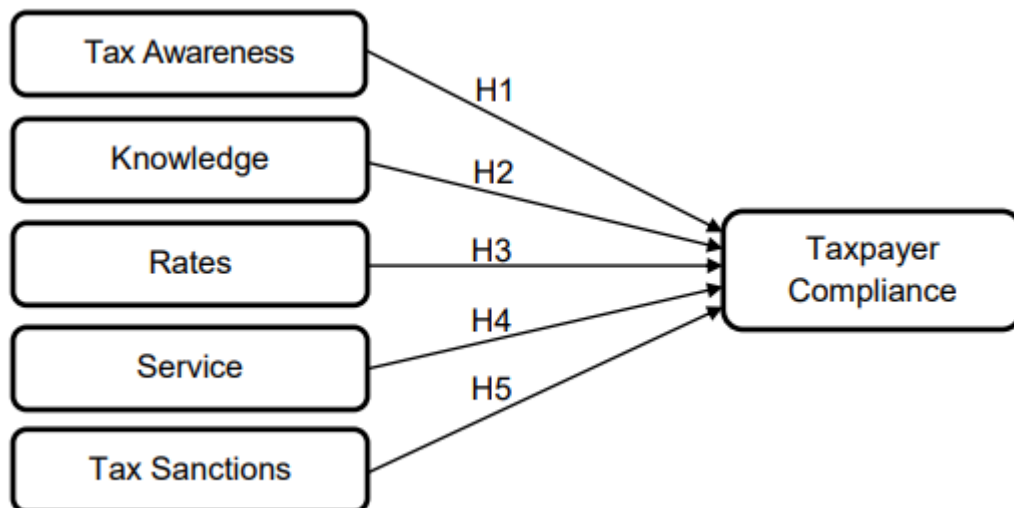
Source: processed by the author, 2023

Figure 1 Research Framework

RESEARCH METHOD

This type of research is descriptive quantitative research. The population in this study were all Instagram celebrities in Semarang who were registered on the official website sociobuzz.com. The sample selection was carried out using a purposive sampling method with certain criteria. The type of data uses primary data obtained through distributing questionnaires.

RESEARCH RESULTS AND DISCUSSION
Descriptive Statistics
The results of the descriptive statistical test are as follows:

Table 1. Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation
Taxpayer Awareness	42	5	25	20,83	3,492
Knowledge	42	5	25	18,83	3,675
Rates	42	5	25	18,00	3,609
Services	42	5	25	19,90	3,560
Tax Sanctions	42	5	25	21,20	3,641
Taxpayer Compliance	42	5	25	20,19	3,515
Valid N (listwise)	42				

Source: data processed with SPSS 29

DATA QUALITY TEST
Validity Test
The results of the validity test as follows:

Table 2. Validity Test Result

No.	Variabel	Item Name	r count	r table 5%	Information
1.	Taxpayer Awareness	X1.1	0,757	0,304	Valid
		X1.2	0,577	0,304	Valid
		X1.3	0,809	0,304	Valid
		X1.4	0,823	0,304	Valid
		X1.5	0,722	0,304	Valid
2.	Knowledge	X2.1	0,829	0,304	Valid
		X2.2	0,879	0,304	Valid
		X2.3	0,869	0,304	Valid
		X2.4	0,872	0,304	Valid
		X2.5	0,803	0,304	Valid
3.	Rates	X3.1	0,776	0,304	Valid
		X3.2	0,822	0,304	Valid
		X3.3	0,820	0,304	Valid
		X3.4	0,760	0,304	Valid
		X3.5	0,595	0,304	Valid
4.	Services	X4.1	0,816	0,304	Valid
		X4.2	0,814	0,304	Valid
		X4.3	0,795	0,304	Valid
		X4.4	0,803	0,304	Valid
		X4.5	0,761	0,304	Valid
5.	Tax Sanctions	X5.1	0,824	0,304	Valid
		X5.2	0,911	0,304	Valid
		X5.3	0,925	0,304	Valid
		X5.4	0,849	0,304	Valid
		X5.5	0,886	0,304	Valid
6.	Taxpayer Compliance	Y.1	0,897	0,304	Valid
		Y.2	0,931	0,304	Valid
		Y.3	0,916	0,304	Valid
		Y.4	0,865	0,304	Valid
		Y.5	0,826	0,304	Valid

Source: data processed with SPSS 29

Reliability Test

The results of the reliability test as follows:

Table 3. Reliability Test Results

Variabel	Cronbach's Alpha	Coefficient Alpha	Information
Taxpayer Awareness	0,735	0,50	Reliabel
Knowledge	0,905	0,50	Reliabel
Rates	0,792	0,50	Reliabel
Services	0,856	0,50	Reliabel
Tax Sanctions	0,921	0,50	Reliabel
Taxpayer Compliance	0,932	0,50	Reliabel

Source: data processed with SPSS 29

Classic Assumption Test
Normality Test

The results of the normality test as follows:

Table 4. Normality Test Results

One-Sample Kolmogorov-Smirnov Test

			Unstandardized Residual
N			42
Normal Parameters[a,b]	Mean		,0000000
	Std. Deviation		1,57269574
Most Extreme Differences	Absolute		,094
	Positive		,048
	Negative		-,094
Test Statistic			,094
Asymp. Sig. (2-tailed)[c]			,200[d]
Monte Carlo Sig. (2-tailed)[e]	Sig.		,443
	99% Confidence Interval	Lower Bound	,431
		Upper Bound	,456

a. Test distribution is Normal.

b. Calculated from data.

c. Lilliefors Significance Correction.

d. This is a lower bound of the true significance.

e. Lilliefors' method based on 10000 Monte Carlo samples with starting seed 2000000.

Source: data processed with SPSS 29

The results of the normality test show a significant value of 0,200 > 0,05, so it can be concluded that the data in this study are normally distributed.

Multicollinearity Test

The results of the multicollinearity test are as follows:

Table 5 Multicollinearity Test Result

Model		Collinearity Statistics	
		Tolerance	VIF
1	Taxpayer Awareness	0,464	2,154
	Knowledge	0,311	3,221
	Rates	0,361	2,768
	Services	0,423	2,366
	Tax Sanctions	0,473	2,112

a. Dependent Variable: Taxpayer Compliance

Source: data processed with SPSS 29

The tolerance value of each variable is greater than 0.1 and the VIF value is not more than 10, so multicollinearity does not occur.

Heteroscedasticity Test
The results of the heteroscedasticity test are as follows:

Table 6 Heteroscedasticity Test Result

Model		Unstandardized B	Coefficients Std. Error	Standardized Coefficients Beta	t	Sig.
1	(Constant)	0,061	0,924		0,65	0,948
	Taxpayer Awareness	0,001	0,057	0,003	0,014	0,989
	Knowledge	0,080	0,066	0,332	1,206	0,236
	Rates	− 0,119	0,062	− 0,489	− 1,913	0,064
	Services	0,073	0,058	0,294	1,246	0,221
	Tax Sanctions	0,019	0,054	0,080	0,359	0,722

a. Dependent Variable: ABS_RES

Source: data processed with SPSS 29

The significant value of all variables is more than 0.05, it can be concluded that there is no heteroscedasticity in the regression model.

Hypothesis Test
Multiple Linear Regression
The results of multiple regression analysis as follows:

Tabel 7 Multiple Linear Regression

Model		Unstandardized B	Coefficients Std. Error	Standardized Coefficients Beta	t	Sig.
1	(Constant)	-0,556	1,793		-0,310	0,758
	Taxpayer Awareness	0,355	0,110	0,353	3,223	0,003
	Knowledge	0,101	0,128	0,106	0,790	0,435
	Rates	0,162	0,121	0,166	1,339	0,189
	Services	0,014	0,113	0,014	0,126	0,900
	Tax Sanctions	0,391	0,105	0,405	3,737	<0,001

a. Dependent Variable: Taxpayer Compliance

Source: data processed with SPSS 29

$Y = (- 0,556) + 0,355X1 + 0,101X2 + 0,162X3 + 0,014X4 + 0,391X5 + e$

Taxpayer awareness has a regression coefficient value of 0,355 which indicates that for each increase in taxpayer awareness by one unit, the taxpayer compliance will increase by 0,355. The knowledge has a regression coefficient value of 0,101, which means that each knowledge increases by one unit, so the

taxpayer compliance will increase by 0,101. The regression coefficient value of 0,162 on the rates means that for every one unit increase in the rates, the taxpayer compliance will increase by 0,162. The services have a regression coefficient value of 0,014 which means that each service increases by one unit, so the taxpayer compliance will increase by 0,014. Then the regression coefficient value of 0,391 on the tax sanctions means that for every one unit increase in the tax sanctions, the taxpayer compliance will increase by 0,391.

T Test

Based on table 7, the results of the t test are as follows:
1. H1 testing
   The results of the t test for the taxpayer awareness have a significance value of 0,003 < 0,05 and t count of 3,223 > t table 2,028 so it is concluded that H1 is accepted which means the taxpayer awareness has an effect and is significant on the taxpayer compliance.
2. H2 testing
   The results of the t test for the knowledge have a significant value of 0,189 > 0,05 and t count of 1,229 < t table 2,028 so it is concluded that H2 is rejected which means the knowledge has no effect and is not significant on the taxpayer compliance.
3. H3 testing
   The results of the t test for the rates have a significant value of 0,189 > 0,05 and t count of 1,229 < t table 2,028 so it is concluded that H3 is rejected which means the rates has no effect and is not significant on the taxpayer compliance.
4. H4 testing
   The results of the t test for the services have a significant value of 0,900 > 0,05 and t count of 0,126 < t table 2,028 so it is concluded that H4 is rejected which means the services has no effect and is not significant on the taxpayer compliance.
5. H5 testing
   The results of the t test for the tax sanctions have a significant value of less than 0,001 < 0,05 and t count of 3,737 > t table 2,028 so it is concluded that H5 is accepted which means that the tax sanction has a significant effect on the taxpayer compliance.

R² Test

The results R² test are as follows:

Table 8 R² Test Result

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	0,894ᵃ	0,800	0,772	1,678

a. Predictors: (Constant), Tax Sanctions, Services, Taxpayer Awareness, Rates, Knowledge

Source: data processed with SPSS 29

The R Square value in this study is 0.800 or 80%. This means that the percentage influence of the independent variable is 80% while the remaining 20% is influenced by other factors.

CONCLUSION

Based on the research that has been done, it can be concluded that the independent variables have an influence of 80% on taxpayer compliance. But partially only the variable of taxpayer awareness and tax sanction has a positive and significant effect on taxpayer compliance. While knowledge, rates, and service variables have no effect and are not significant on taxpayer compliance.

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THE EFFECT OF TAX PLANNING, DEBT POLICY AND INVESTMENT OPPORTUNITIES SET ON COMPANY VALUE WITH INSTITUTIONAL OWNERSHIP MODERATION VARIABLE (STUDY ON MANUFACTURING COMPANIES LISTED ON THE INDONESIA STOCK EXCHANGE FOR THE 2018-2021 PERIOD)

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ABSTRACT

The purpose of this study is to determine the effect of tax planning, debt policy and investment opportunity sets on corporate value with institutional ownership as a moderating variable in manufacturing companies listed on the Indonesia Stock Exchange. The time period used is 3 years, namely the period 2018-2021. The population of this study includes all companies listed on the Indonesian Stock Exchange for the 2018-2021 period. The sampling technique used purposive sampling technique. Based on predetermined criteria obtained 13 companies. The type of data used is secondary data obtained from the Indonesian Stock Exchange website. The analytical method used is panel data regression analysis using the eviews 12.0 data processing programThe results show that tax planning has no effect on company value, debt policy has an effect on firm value, Investment Opportunity Set has an effect on firm value, while institutional ownership weakens the effect of tax planning on company value, institutional ownership weakens the effect of debt policy on company value, institutional ownership weakens the effect of the investment opportunity set on company value.
Keywords: Tax Planning, Debt Policy, Investment Opportunity Set, Institutional Ownership

INTRODUCTION

The main goal of the company is maximizing profits or maximizing wealth, especially for its shareholders. Created with the aim of increasing or maximizing the market value of the Company's shares. Equity is the opinion of the company's shareholders, often linked to the share price. High stock prices also increase the value of the company.

Stock market players are starting to respond to the issue of mass layoffs at technology or digital company PT Goto Gojek Tokopedia Tbk (GOTO). On Monday's trade (14/11) shares with the issuer code GOTO closed in red. At the close of trading on the Indonesia Stock Exchange (IDX) GOTO shares closed at a price of IDR 204 per share. When compared to the previous price of Rp. 210, this means that the price of GOTO's shares fell by 2.86% or almost 3% (Kontan.co.id, 2022).

The factors that influence firm value have been studied by several previous researchers. An example is tax planning which is measured by dividing the current tax burden or tax burden by prior profit (Rahma et al., 2019). In the research conducted (Hidayat & Pesudo, 2019) Tax planning has a positive effect on company value . Whereas in research (Rahma et al., 2019), tax planning has no significant effect on firm value. The next factor is debt policy. According to research (Dwiasruti & Dillak, 2019) Debt policy has no significant effect in a

positive direction on company value. Whereas in research (Apriliyanti et al., 2019), debt policy has a positive effect on firm value. Investment Opportunity Set is also a factor that influences company value which can be seen from previous research according to (Hakim, 2019) Investment Opportunity Set has a significant effect on increasing company value. Whereas in research (Apriliyanti et al., 2019), Investment Opportunity Sets have no effect on firm value.

Another factor that is believed to affect the value of the company is institutional ownership. Institutional Ownership is the amount of institutional share ownership in the company. According to research (Asnawi et al., 2019) institutional ownership has a positive effect on company value, while research (Rahma et al., 2019) says the opposite that institutional leadership has no role in increasing company value and according to research (Siregar & Pambudi, 2019) institutional ownership has a significant negative effect on firm value.

In this study the authors add Institutional Ownership as a moderating variable that makes this research different from previous studies and to strengthen each variable researched.

THEORETICAL FRAMEWORK

Signaling theory was first coined by Akerlof in 1970 in his work entitled "The Market Lemons". Akerlof's thoughts were later put forward by Spence (1973) who explained that the sender (owner of the information) gives a signal or signal in the form of information that reflects the condition of a company that is beneficial to the recipient (investor). The signal in question is an action or management decision, one example is through dividends. If the company distributes dividends to shareholders, then the signal is good news for investors. Meanwhile, if the company cuts or does not distribute dividends to shareholders, the signal is bad news for investors (Apriliyanti et al., 2019).

Jones and Mackling (1976) explain agency theory regarding the relationship between principals (shareholders) and agents (managers). Agency theory is developed as an effort to understand and solve problems that arise when there is incomplete information when entering into a contract (engagement). Shareholders or company owners want large profits by carrying out tax planning to increase company value and shareholder prosperity (Rahma et al., 2019).

H1: *Tax planning has a positive effect on company value*
H2: *Debt Policy has a positive effect on firm value*
H3: *Investment Opportunity Set has a positive effect on company value.*
H4: *Institutional ownership has a positive effect on firm value*
H5: *Institutional Ownership is Able to Moderate the Effect of Tax Planning on Firm Value*
H6: *Institutional Ownership is Able to Moderate the Influence of Debt Policy on Firm Value*
H7: *Institutional Ownership is Able to Moderate the Impact of Investment Opportunity Sets on company value.*

RESEARCH METHODS
Sampling technique

The sampling method uses *purposive sampling* , using certain criteria based on the consideration results and research objectives. This study uses *manufacturing companies* listed on the Indonesia Stock Exchange for the period 2018 -2021 . Based on the *Purposive Sampling* technique, 1 3 companies were produced that met the criteria.

Method of collecting data

Researchers used the *Library Research method* with secondary documentation techniques sourced from Annual Reports and Financial Reports on *Manufacturing* Companies for the 2018-2021 Period. The data was obtained through the company's official website and the website of the Indonesia Stock Exchange (www.idx.co.id).

RESULTS AND DISCUSSION
Moderated Regression Analysis
Table 1 Results of analysis of processed panel data *Eviews* 12.0, 2023

Variables	coefficient	std. Error	t-Statistics	Prob.
C	0.109326	0.045912	2.381218	0.0236
ETR	0.005216	0.031899	0.163501	0.8712
DER	0.432557	0.045132	9.584307	0.0000
BVA	-1.28E-14	1.50E-14	-0.850164	0.4018
KI	-0.144465	0.063243	-2.284271	0.0294
Tobinsq*KI	1.423365	0.057957	24.55907	0.0000
ETR*KI	-0.013087	0.046611	-0.280764	0.7808
DER*KI	-0.613026	0.069107	-8.870697	0.0000
BVA*KI	1.18E-14	2.35E-14	0.502182	0.6191

Based on table 1 , the regression equation can be arranged as follows:

Y = 0.109326C + 0.005216X1 + 0.432557X2 - 1.28E-14X3 + 1.423365YZ - 0.013087X1Z – 0.613026X2Z + 1.18E-14X3Z + e

Hypothesis Testing
Table 2 *Eviews* processed F test results 12.0, 2023

F-statistics	99.63553
Prob(F-statistic)	0.000000

Based on Table 2, thus the F-statistic is (99.63553) > F Table (2.798061), meaning that it is independent. Together it influences the dependent variable and the Prob value. (F-statistic) 0.000000 <α (0.05), meaning that the variables in this study consisting of tax planning, debt policy and investment opportunity sets, and institutional ownership jointly have an influence on firm value, it is concluded that the data it is worth continuing.

Interpretation of Research Results

Table 3 Results Interpresentation, 2023

Hypothesis	Value (t-*Statistics*)	Sig.	Information
Constant	7.232994	0.0000	-
ETR	0.345403	0.7318	Rejected
DER	10.7475	0.0000	Accepted
BVA	-3.504231	0.0012	Accepted
Tobinsq*KI	24.55907	0.0000	Accepted
ETR*KI	-0.280764	0.7808	Rejected
DER*KI	-8.870697	0.0000	Accepted
BVA*KI	0.502182	0.6191	Rejected

Based on table 3 , the results show that:

H1 test produces a t-statistic value of (0.345403) < t table (2.010635) and a Prob value. 0.7318 > 0.05, so H1 is rejected. Based on Agency Theory, it is necessary to have a contract between employers, for example shareholders or company leaders in estimating to reduce the tax rate issued by the government in tax collection. These results are in line with research (Rahma et al., 2019) which states that tax planning has no significant effect on firm value.

The H2 test produces a t-statistic value of (10.7318) > t table (2.010635) and a Prob value. 0.0000 < 0.05 , so H2 is accepted. Based on signal theory, the use of larger corporate debt can be a more trusted signal by companies to investors. This is because companies that dare to increase the use of debt are seen as companies that are confident about the company's future prospects. The results of this study are in line with the research of Apriliyanti et al., (2019) (Asnawi et al., 2019) Debt Policy has a positive effect on Firm Value

In this study, the H 3 test shows that the t-statistic is (3.504231) > t table (2.010635) and the Prob value. 0.0012 < 0.05 , so H3 is accepted. Based on the signaling theory, a good company investment opportunity will give a good signal to investors. Investors are expected to catch positive signals about the company's prospects in the future. Companies that can take advantage of existing investment opportunities. Decisions made by the company result in an increase in the value of the company because the company is right in making decisions that affect the increase in the amount of company investment. The results of this study are in line with Hakim's research, (2019) Investment Opportunity sets have a significant effect on increasing Company Value.

The H4 test shows a t-statistic value of 24.55907 and the Interaction Significance value of 0.0000 is less than 0.05 , so H4 is accepted. Based on Signal theory. The signal in question is an action or management decision, one example is through dividends. If the company distributes dividends to shareholders, then the signal is good news for investors. Meanwhile, if the company cuts or does not distribute dividends to shareholders, the signal is bad news for investors. The results of this study are in line with research (Asnawi et al., 2019) which states that institutional ownership influences firm value.

Testing H 5 gives a t-statistic value of (-0.280764) and an Interaction Significance value of 0.7808 is greater than 0.05, so H5 is rejected. In agency theory, the difference in interests between agents and principals is caused by the

separation of ownership and supervision within the company. The high percentage of share ownership by institutions will increase control over management. Management will make decisions in accordance with the expectations of shareholders. The results of this study are in line with the research by Surbakti & Machdar, (2022) and Zein et al., (2018) which state that institutional ownership cannot strengthen the effect of tax planning on firm value.

The H6 test gives a t-statistic value of (-8.870697) and an Interaction Significance value of 0.0000 which is less than 0.05, so H6 is accepted. Based on signal theory, debt is a source of funding that has a high risk for companies and shareholders. If a company uses external funds or debt with a high nominal value without considering the capital it has, it is feared that the company will not be able to pay the loan principal and interest and if the company cannot pay it, it will lead to bankruptcy or can be called financial distress. So that this causes the public to doubt (a negative signal) because it can trigger a decline in share prices and company value. The results of this study are in line with the results of research by Suta et al., (2016) and Rizki & Amanah, (2020) which state that institutional ownership is able to moderate the relationship between debt policy and company value.

The H7 test gives a t-statistic value of (0.502182) and an Interaction Significance value of 0.6191 which is greater than 0.05, so H6 is rejected. Investment decisions made by management will affect the perspective of investors and company owners, thereby affecting the value of the company. The effect of IOS on firm value is based on signaling theory where companies will give a positive signal to investors, so that investors will also respond positively to companies that have high IOS, because they are more promising returns in the future. The results of this study are in line with the research of Nopiyani et al., (2019) which states that Investment Opportunity Sets have no effect on firm value.

CONCLUSION

After conducting the analysis it can be concluded as follows:
 a. Tax planning has no effect on firm value
 b. Debt Policy affects the value of the company
 c. Investment Opportunity Set affects the value of the company
 d. Institutional Ownership affects the value of the company
 e. Institutional ownership is not able to moderate the effect of tax planning on firm value
 f. Institutional Ownership is able to moderate the effect of debt policy on firm value
 g. Institutional ownership cannot strengthen the influence of Investment Opportunity Sets on firm value.
 h. Tax planning, debt policy and Investment Opportunity Set simultaneously affect the value of the company. This is proven by the F-statistic test of (99.63553) and F Table (3.190727). Thus, the F-statistic is (99.63553) > F Table (3.190727), meaning that it is independent. Together it influences the dependent variable and the Prob value. (F-statistic) 0.000000 < α (0.05).

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THE EFFECT OF TAX AVOIDANCE, FREE CASH FLOW AND INVESTMENT OPPORTUNITY SET ON FIRM VALUE WITH DEBT POLICIES AS MODERATORS (IN CONSUMER NON-CYCLICAL SECTOR COMPANIES LISTED ON THE INDONESIA STOCK EXCHANGE PERIOD 2018-2022)

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ABSTRACT

The study aims to determine the effect of tax avoidance, free cash flow, and investment opportunity set on company value with a debt policy as moderation in Consumer Non-Cyclical sector companies listed on the Indonesia Stock Exchange (IDX) for the 2018-2022 period. The sampling technique used purposive sampling, and resulted in a total sample of 8 companies so that there were 40 observation samples. The data used is secondary data obtained from the Indonesian Stock Exchange website. The analysis used in this research is panel data regression. This study uses Eviews9. The results of the study show that: 1) Tax avoidance has a negative effect on firm value; 2) Free Cash Flow has no effect on Firm Value; 3) Investment Opportunity Set has no effect on Firm Value; 4) Debt Policy cannot moderate the relationship between Tax Avoidance and Firm Value; 5) Debt Policy cannot moderate the relationship between Free Cash Flow and Firm Value; 6) Debt Policy cannot moderate the relationship between Investment Opportunity Set and Firm Value.
Keywords : Firm Value, Tax Avoidance, Free Cash Flow, Investment Opportunity Set, and Debt Policy

INTRODUCTION

The establishment of a company must have clear goals (Irawan & Kusuma, 2019). Therefore the company's main goal is to maximize profit or wealth, especially for its shareholders, manifested in the form of efforts to increase or maximize the market value of the company's share price in question so that it can be concluded that the stock market price shows the value of the company (Hermuningsih & Kusuma Wardani, 2019; Hidayat & Khotimah, 2022). If the stock price increases, it means that the company's value increases and the owner's welfare increases (Hermuningsih & Kusuma Wardani, 2019). Company value can provide a good signal in the view of investors and potential investors to invest in the company. Therefore, managing company finances well and efficiently will affect the stock price and overall company value and is expected to minimize the decline in company value (Supeno, 2022).

The phenomenon of fluctuating stock values that occurred in Consumer Non-Cyclical sector companies in 2018-2021 is quite worrying. Of course, a decrease in the value of shares in the company will result in a decrease in the value of the company. The data can be seen in Table 1.

Table 1 Comparison of Company Stock Value Year 2018-2021

No	Company Name	Year			
		2018	2019	2020	2021
1	PT. Unilever	9,080	8,400	7,350	4,110
2	PT. Indofood Sukses Makmur	7,450	7,925	6,850	6,325
3	PT. Indofood CBP Sukses Makmur	10,450	11,525	9,575	8,700
4	PT. Gudang Garam Tbk	83,625	53,000	41,000	30,600
5	PT. Mayora Indah Tbk	2,620	2,050	2,710	2,040

Source:YahooFinance(2022)

From Table 1.1 above, it is known that the share prices of Consumer Non-Cyclical sector companies listed on the Indonesia Stock Exchange (IDX) have fluctuating stock price values. PT Unilever, PT Gudang Garam Tbk and PT Mayora Indah Tbk experienced fluctuations in stock value due to the decline in people's purchasing power for products in the market. In addition, PT Indofood CBP Sukses Makmur with its parent company PT Indofood Sukses Makmur also experienced fluctuations in stock value caused by a decrease in sales due to rising raw material prices which resulted in an increase in the price of goods.

Signal theory says that any form of information related to a company can be a signal to stakeholders. Stable company value information will have an impact on shareholders to maintain their capital and provide signals for potential investors to invest in the company (Wanami P & Merkusiwati, 2019). Based on agency theory, management often imbalances information by investors and information asymmetry occurs for the company's personal interests to increase company value, in contrast to investors who want to increase welfare through invested capital but are hampered by information asymmetry that causes agency problems (Tambalean et al., 2018).

This can result in a decrease in the value of the stock and investor confidence in the company. It must be overcome immediately so that investor confidence and potential investors do not decline and the company's opportunity to get new investors will not decrease. Various efforts are made by the management to increase company value, one of which is by reducing tax costs that can affect company value by tax avoidance (Soerzawa & Suhendra, 2018). Tax avoidance is a legal activity and does not violate government regulations in Indonesia by minimizing the tax burden and then taking advantage of weaknesses in tax provisions (Puspita & Febrianti, 2018). In addition, efforts to increase company value are the availability of free cash flow (Setyawan, 2019) According to Dewi et al., (2018) cash flow is cash flow that is truly available to be distributed to all investors after the company places all its investments in fixed assets, new products, and working capital needed to maintain ongoing operations.

Another effort to increase company value is the availability of alternative investments in the future for companies called investment opportunity sets (IOS). Investment opportunity set (IOS) is a form of investment made by companies to generate value for the company in the future. The higher the investment opportunity set (IOS), the company will have a good company value in the future and will be highly valued by investors, and vice versa (Rahayu & Yasa, 2018). The amount of company value is influenced by the policies that will be taken

from the company. One of the policies related to company value is the debt policy (Ayu & Kusumawati, 2020). Debt policy is a policy to determine the amount of funds needed by companies to be funded using debt (Febrianti et al., 2020). The higher the proportion of debt, the higher the stock price, but at some point an increase in debt will decrease the value of the company because the benefits derived from using debt are less than the costs incurred. Thus, excessive use of debt by management can pose a high risk of bankruptcy (Herninta, 2019).

In (Wanami P & Merkusiwati, 2019) revealed that tax avoidance has a positive effect on company value and debt policy can moderate and strengthen the relationship between tax avoidance and company value. However, empirical results by (Melati, 2021) revealed that debt policy cannot moderate the relationship of tax avoidance to company value. Then (Suryani et al., 2021; Violeta & Serly, 2020) in their research wrote that tax avoidance has a negative effect on company value. And in the research of (Ardillah et al., 2022) tax avoidance has no effect on company value.

In the research of (Lusiana et al., 2019) shows that free cash flow has a positive effect on company value. Meanwhile, research by (Dewi et al., 2018; Sugiharto & Hendratno, 2022) states that free cash flow has no effect on company value. Research conducted by Dewi et al., (2018) wrote that debt policy cannot moderate the effect of free cash flow relationships on company value

In the research of Lusiana et al., (2019) and Sugiharto &; Hendratno, (2022) stated that the investment opportunity set affects the value of the company. As for the research of (Apriliyanti et al., 2019) states that the investment opportunity set has no effect on company value. In the research of Dewi et al., (2018) states that debt policy can moderate the relationship between investment opportunity set and company value. As for (Ayu & Ni Putu Ayu Kusumawati, 2020) states that debt policy cannot moderate the relationship between investment opportunity set and company value.

This study was conducted to determine and ımine the effect of Tax Avoidance, Free Cash Flow and Investment Opportunity set on Firm Value with debt policy as moderation. The benefits to be obtained from this research are expected to add insight, scientific studies and literature, especially those related to the effect of sales growth, capital intensity and company size on tax avoidance practices. This research is also expected to provide direct and indirect benefits to interested parties.
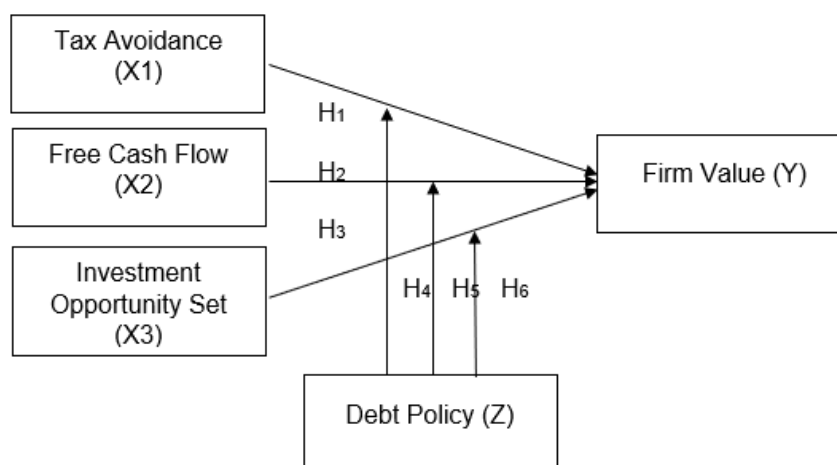

Figure 1 Conceptual Framework

H1 : Tax avoidance affects firm value
H2 : Free cash flow affects company value
H3 : Investment opportunity set affects firm value
H4 : Debt policy is able to moderate the effect of tax avoidance on firm value.
H5: Debt policy is able to moderate the effect of free cash flow on firm value.
H6: Debt policy is able to moderate the effect of investment opportunity set on firm value.

METODS

This research uses a quantitative approach with associative explanation levels. This research data uses data from Consumer Non-Cyclical sector companies listed on the Indonesia Stock Exchange (IDX) whose official website is www.idx.co.id.

Table 2 Operationalization of variables

No	Variable	Measurement	Scale
1.	Price Book Value (PBV)	$PBV = \dfrac{Share\ Price}{BV}$	Ratio
2.	Effective Tax Rate (ETR)	$ETR = \dfrac{Tax\ Expense}{Profit\ before\ tax}$	Ratio
3.	Free Cash Flow (FCF)	$FCF = \dfrac{AKO + AKI}{Total\ Asset}$	Ratio
4.	Investment Opportunity Set (IOS)	$IOS = \dfrac{AT_t - AT_{t-1}}{Total\ Asset}$	Ratio
5.	Debt to Equity Ratio (DER)	$DER = \dfrac{Total\ Dept}{Total\ Equity}$	Ratio

The population in this study includes companies in the consumer non-cyclical sector listed on the IDX with years of research observation, namely from 2018 to the end of 2022 with sample selection based on purposive sampling so that 8 sample companies were selected. Before further testing, the sample data was tested for quality and regression suitability. Before further testing, the sample data was tested for quality and regression suitability. To test the suitability of regression models using the Chow Test, Hauman Test and Lagrange Multiplier Test. The selected model is Fixed Effect Models (FEM). Using the FEM regression model, data quality was tested using the Multicollinearity Test and the Heteroscedasticity Test.

RESULT

Table 3 Test t, Test F, and R²

Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	6.664999	5.138783	1.296999	0.2060
ETR	-6.899660	3.209095	-2.150033	0.0410
FCF	-0.006304	1.527435	-0.004127	0.9967
IOS	0.295393	1.119925	0.263761	0.7940
ETR*DER	3.416451	1.688093	2.023852	0.0534
FCF*DER	0.392961	1.203518	0.326510	0.7467
IOS*DER	-0.620105	0.571311	-1.085409	0.2877

Effects Specification
Cross-section fixed (dummy variables)

R-squared	0.951857	Mean dependent var	10.54770
Adjusted R-squared	0.927786	S.D. dependent var	16.55236
S.E. of regression	4.448062	Akaike info criterion	6.092031
Sum squared resid	514.4167	Schwarz criterion	6.683139
Log likelihood	-107.8406	Hannan-Quinn criter.	6.305757
F-statistic	39.54314	Durbin-Watson stat	1.880870
Prob(F-statistic)	0.000000		

Test t

Based on the table results, it can be seen that:

1. Tax Avoidance (ETR) negatively affects Firm Value. The value of t-Statistic Tax Avoidance (ETR) is -2.150033 > t-table 1.68957. And the value of Prob. The ETR of 0.0410 < a sig value of 0.05 α. Thus H1 in this study is accepted. This means that with the increase in tax avoidance practices in the company, the value of the company will decrease.

2. Free Cash Flow (FCF) in this study has no influence on Firm Value. The value of t-Statistic Free Cash Flow (FCF) is -0.004127 < t-table 1.68957. And the value of Prob. FCF is 0.9967 > the sig value is α 0.05. Thus H2 in this study was rejected. This can be interpreted that the high and low value of the Company is not determined by the size of the free cash flow.

3. The Investment Opportunity Set (IOS) in this study has no influence on firm Value. The value of t-Statistic Investment Opportunity Set (IOS) is 0.263761 < t-table -1.68957. And the value of Prob. IOS of 0.7940 > the value of sig α 0.05 then it can be concluded that. Thus H3 in this study was rejected. This result indicates that the Company's Value is not affected by the size of the Investment Opportunity Set.

4. Debt Policy cannot moderate the relationship of Tax Avoidance (ETR) to firmValue. The results of the test of the effect of Tax Avoidance (ETR) on firm Value with Debt Policy as a moderation variable show a t-Statistic value

of 2.023852 > t-table 1.68957. and Prob value. 0.0534 > 0.05. Thus H4 in this study was rejected.

5. The Debt Policy cannot moderate the relationship of Free Cash Flow (FCF) to firm Value. The test results of the effect of Free Cash Flow (FCF) on firm Value with Debt Policy as a moderation variable show a t-Statistic value of 0.326510 < t-table 1.68957. and a Prob. value of 0.7467 > 0.05. Thus the H5 in this study was rejected.

6. The Debt Policy cannot moderate the relationship of the Investment Opportunity Set (IOS) to firm Value. The results of the Investment Opportunity Set (IOS) effect test on firm Value with Debt Policy as a moderation variable showed a t-Statistic value of -1.085409 < t-table 1.68957. and a Prob. value of 0.2877 > 0.05. Thus the H6 in this study was rejected.

Test F

Based on Table 3, it shows that the F-statistic value is 39.54314, while the F-Table with the level of $\alpha = 5\%$ df1(k-1) or df1(5-1) = 4 and df2(n-k) or df2(40-5) = 35 obtained the value of F-Table 2.64. Thus F-statistic (39.54314) > F-Table (2.64) and Prob. is 0.000000 < 0.05. This indicates that H0 is rejected and Ha is accepted. So this model is said to be fit and worth continuing.

Test Koefisien Determinasi (R^2)

Based on Table 3, the Adjusted R-squared value is 0.927786. That is, that changes in the rise and fall of company value can be explained by tax avoidance, free cash flow, and investment opportunity set with debt policy as a moderation variable of 92.7% while the validity of 7.3% is explained by other variables outside the research model.

CONCLUSION

Based on the results of the study, it can be concluded that:

1. Tax Avoidance (ETR) negatively affects Company Value. The results of the study that states that Tax Avoidance has a negative effect on company value are in the research of Suryani et al., (2021) and Violeta &; Serly, (2020) which states that if a company carries out high tax avoidance practices, the company's value will decrease.

2. Free Cash Flow (FCF) in this study has no effect on Company Value. In line with previous research by Dewi et al., (2018) which shows that Free Cash Flow has no effect on Company Value.

3. The Investment Opportunity Set (IOS) in this study has no influence on Firm Value. The results of the hypothesis test show that IOS has no effect on firm value, so this study is in line with research conducted previously by Apriliyanti et al., (2019). There is no effect on investment opportunities because the company has not been able to take advantage of existing investment opportunities.

4. Debt Policy cannot moderate the relationship of Tax Avoidance (ETR) to Corporate Value. This research is in line with research conducted by Melati, (2021) which states that debt policy cannot moderate the relationship between tax avoidance and firm value.

5. The Debt Policy cannot moderate the relationship of Free Cash Flow (FCF) to Company Value. In line with the empirical results carried out by (Dewi dkk., 2018) Debt policy cannot moderate the relationship between free cash

flow and firm value.The Debt Policy cannot moderate the relationship of the Investment Opportunity Set (IOS) to Company Value. In line with research Ayu Putucita & Kusumawati, (2020) Debt policy cannot moderate the relationship between investment opportunity set and firm value.

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BONUS MECHANISM, COMPANY SIZE AND MULTINATIONAL ON TRANSFER PRICING WITH TAX MINIMIZATION A MODERATING VARIABLE

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ABSTRACT

The purpose of this study was to determine the effect of bonus mechamism, firm size and multinationality on transfer pricing with tax minimization as moderating variable in manufacturing companies listed on the Indonesia Stock Exchange. The research time period used is 6 years, namely 2016-2021. The population of this study includes all manufacturing companies listed on the Indonesia Stock Exchange in 2016-2021. The sampling technique used purposive sampling technique. Based on the predetermined criteria obtained 10 companies. The type of data used is secondary data obtained from the official website of the Indonesia Stock Exchange. The analytical method used is panel data regression analysis using eviews 9.0 software. The results showed that operating bonus mechamism, firm size, multinationality and tax minimization together had an effect on transfer pricing. The results showed that bonus mechamism and company size had no effect on transfer pricing, while multinationality and tax minimization had no effect on transfer pricing. Tax minimization does not moderate the relationship between bonus mechanism and firm size on transfer pricing, while tax minimization moderates the relationship between multinationality and transfer pricing.
Keywords: bonus mechamism, firm size, multinationality, tax minimization, transfer pricing

INTRODUCTION

Economic development in Indonesia has undergone significant changes, one of which is marked by the growth of business activity. As a result of these business developments, it encourages the growth of national companies into multinational companies. Multinational companies often take advantage of loopholes in taxation with the aim of minimizing the tax burden paid, namely by means of Transfer Pricing (Rahayu et al., 2020).

One of the factors that companies carry out Transfer Pricing is the Bonus Mechanism. Research conducted by Saifudin & Putri (2018) and Rezky &;

Fachrizal (2018) suggests that the bonus mechanism affects Transfer Pricing. However, this research is contrary to research conducted by Santosa & Suzan (2018) which states that the bonus mechanism has no effect on Transfer Pricing.

In addition to the Bonus Mechanism, there are other factors related to Transfer Pricing, namely Company Size. The results of research conducted by Rezky & Fachrizal (2018) that company size affects Transfer Pricing, this is contrary to the results of research according to Prabaningrum et al. (2021) that company size does not affect Transfer Pricing.

Multinationality is also a factor causing companies to transfer pricing. The results of research conducted by Agustina (2019), Rifqiyati et al. (2021), show that the existence of multinational companies can affect transfer pricing. But the results of their research are contrary to the results of research according to Agata et al. (2021), Wulandari et al. (2021), Maulina et al. (2021) that multinationality does not affect transfer pricing.

In addition, there are also factors that can affect Transfer Pricing, namely tax minimization. Research results have been conducted by Devi & Suryarini (2020), Septiyani et al. (2018), Marfuah et al. (2021) and Badri et al. (2021) which stated that Tax Minimization has a positive effect on Transfer Pricing. Meanwhile, research according to Hartina (2018) states that Tax Minimization has a negative effect on Transfer Pricing.

LITERATURE REVIEW

Agency theory in this study is used to explain the variables of company size and multinationality to transfer pricing. The problem in agency theory occurs because the agent does not carry out the tasks that have been ordered by the principal for his personal interests. The government's efforts in this case, the Directorate General of Taxes as the principal appealed to companies to be able to pay their tax obligations in accordance with applicable tax regulations. But in its implementation, companies that act as agents only prioritize their interests by obtaining maximum profits and minimizing their tax burden. Various ways will be done by companies in order to minimize their tax burden, one of which is to carry out tax management by means of Transfer Pricing.

Positive accounting theory is a theory that explains and predicts what policies will be chosen by managers under certain conditions in the future. According to Watts and Zimmerman (1986), positive accounting theory aims to explain and describe how the presentation of good accounting information can be communicated back to other parties in a company.

The bonus mechanism is a bonus given by the company at the GMS as a form of appreciation for employees in the company for having good performance and having achieved the targets given by the company. Research according to (Rezky &; Fachrizal, 2018) shows the results that the bonus mechanism affects transfer pricing. So, the hypotheses in this study are:

H1: *Bonus Mechanism Affects Transfer Pricing*

The size of the company is the characteristic of a company. Large companies tend to have a greater amount of assets and profits compared to small companies. Research conducted by (Agustina, 2019) has the results that the size of the company affects transfer pricing. Based on this description, the hypotheses in this study are:

H2: *Company Size Affects Transfer Pricing*

Multinationality or multinational company is a company that operates in more than 1 country. Research has been conducted by Dinca & Fitriana (2019), Agustina (2019), Rifqiyati et al. (2021) which obtained results that multinationality affects transfer pricing.

H3: *Multinationality affects Transfer Pricing*

The greater the tax burden of a company, it will motivate the company's management to carry out tax minimization activities by means of transfer pricing (Rahma &; Wahjudi, 2021). Research has been conducted by Devi & Suryarini (2020), Septiyani et al., (2018), Marfuah et al. (2021) and Badri et al. (2021) stated that Tax Minimization has a positive effect on Transfer Pricing.

H4: *Tax Minimization* **berpengaruh terhadap** *Transfer Pricing.*

In Rahma & Wahjudi (2021) research, it is stated that tax minimization has succeeded in becoming a moderation variable between independent and dependent variables.

H5: *Tax Minimization strengthens the relationship between Bonus Mechanism and Transfer Pricing*

The existence of Tax Minimization motivates companies in carrying out Transfer Pricing activities, because Tax Minimization is expected to be able to minimize the amount of tax received by the company through Transfer Pricing. So, tax minimization can strengthen the influence of company size on transfer pricing.

H6: *Tax Minimization strengthens the relationship between Company Size and Transfer Pricing*

In this study, tax minimization can moderate the relationship between multinationality and transfer pricing, because multinational companies can reduce their tax burden to subsidiaries of companies located abroad so that tax minimization can be carried out by companies.

H7: *Tax Minimization strengthens the relationship between Multinationality and Transfer Pricing*

METHODS

The sampling method uses Purposive Sampling, using certain criteria based on the results of research considerations and objectives. The research used manufacturing companies listed on the Indonesia Stock Exchange for the 2016-2021 period. Based on the Purposive Sampling technique, 10 companies were produced that met the criteria.

This study uses secondary data, because the data in his research was obtained through company documents in the form of financial statements obtained from the Indonesia Stock Exchange (IDX) which can be accessed through its official website, namely www.idx.co.id.

RESULTS AND CONCLUSIONS

The descriptive statistical analysis produced through the output of eviews 9.0 is as follows:

Table 1 Descriptive Statistical Analysis

	TP_Y	MB_X1	SIZE_X2	MLT_X3	TM_Z
Mean	0.323363	1.140078	30.20444	0.219692	0.242075
Median	0.237550	1.105200	30.12570	0.209756	0.240400
Maximum	0.856800	1.891900	32.82040	0.333333	0.399900
Minimum	0.001100	0.363800	27.78410	0.100000	0.032000
Observations	60	60	60	60	60

Based on the results of data analysis and discussion that has been described, the following conclusions are obtained:

1. The Bonus mechanism in this study does not affect Transfer Pricing for manufacturing companies listed on the Indonesia Stock Exchange for the 2016-2021 period. The provision of bonuses to directors or employees is not an indicator of transfer pricing. The directors will focus more on achieving company targets and reporting profits that are in line with company targets which impact on the bonuses they will receive.

2. The size of the company in this study does not affect the Transfer Pricing of manufacturing companies listed on the Indonesia Stock Exchange for the 2016-2021 period. This is because maximizing company assets is not only done with transfer pricing. The company will choose various other ways to be able to maximize the company's assets.

3. Multinationality in this study affects transfer pricing in manufacturing companies listed on the Indonesia Stock Exchange for the 2016-2021 period. Multinational companies certainly have different tax rates. The existence of this difference means that in the tax burden, multinational companies will choose a low tax rate by doing transfer pricing.

4. Tax minimization in this study affects transfer pricing in manufacturing companies listed on the Indonesia Stock Exchange for the 2016-2021 period. This is because one of the company's goals in transferring pricing is to minimize its tax burden. If the company's tax burden is low, then the company will earn greater profits. Thus, tax minimization deserves to be used as a moderation variable.

5. Tax Minimization cannot moderate the relationship between bonus mechanism variables and Transfer Pricing in manufacturing companies listed on the Indonesia Stock Exchange for the 2016-2021 period. This is because to minimize the company's tax burden, not everything is done with a bonus mechanism and not all transfer pricing actions are profitable for the company. Companies prefer to use good tax management to minimize their tax burden.

6. Tax Minimization cannot moderate the relationship between company size variables and Transfer Pricing in manufacturing companies listed on the Indonesia Stock Exchange for the 2016-2021 period. This is because companies that carry out transfer pricing do not only aim to minimize the tax burden they must pay. In minimizing the tax burden, there are still many ways that companies can do so, one of which is that companies can do tax saving.

7. Tax Minimization can moderate the relationship between Multinationality variables and Transfer Pricing in manufacturing companies listed on the Indonesia Stock Exchange for the 2016-2021 period. This is because multinational companies can reduce their tax burden to subsidiaries of companies located abroad by means of transfer pricing. This is because when the company initially wants to build a subsidiary abroad, they will choose and consider which countries have low tax rates.

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THE EFFECT OF EMOTIONAL INTELLIGENCE, QUALITY MOTIVATION ON STUDENTS' INTERESTS IN PARTICIPATING IN PPAK WITH A LEARNING ATTITUDE AS MODERATION

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ABSTRACT

The purpose of this study was to analyze the influence of emotional intelligence and quality motivation on students' interest in participating in PPAK with a learning attitude as a moderation at the Faculty of Economics, Unversitas Bachelor of Tamansiswa, Yogyakarta. The population in this study were all students majoring in accounting at Tamansiswa University, Yogyakarta. The sample in this study were students majoring in accounting class of 2019-2021, Faculty of Economics, Tamansiswa University, Yogyakarta. The sampling method in this study used a purposive sampling method. The independent variables in this study are emotional intelligence and quality motivation, the dependent variable is the interest of students participating in accounting profession education, the moderating variable is learning attitudes. This study uses the equation method, namely the first equation is used to see the effect of the independent variables on the dependent variable. The second equation is used to see the moderating effect on the effect of the independent variables on the dependent variable.The results of this study indicate that the emotional intelligence variable has a positive effect on students' interest in participating in PPAK. Quality motivation has a negative effect on students' interest in taking PPAK. Learning attitudes moderate emotional intelligence on students' interest in participating in PPAK. Learning attitudes do not moderate quality motivation on students' interest in taking PPAK.It is hoped that this research can provide input for future researchers to further expand the writing sample and are expected to be able to use intellectual intelligence or other motivations that influence students' interest in taking part in accounting profession education by considering the limitations that exist in this study.
Keyword: Emotional Intelligence, Quality Motivation, Interest, PPAK, Learning Attitude Moderation.

INTRODUCTION

The Accounting Study Program is one of the study programs at the Faculty of Economics that is currently in great demand by students. The diversity of technology and computerization greatly facilitates a student in developing his knowledge. However, this increasingly developing technology is not a guarantee for the world of education to succeed and achieve maximum results. One of the factors that can support success is the attitude and mentality of students in developing their personality and having the ability to understand accounting. The science of accounting also has a great influence on the ethical behavior of an accountant. Therefore, understanding a prospective accountant is very necessary in terms of ethics and the existence of ethics education also has an important role in the development of the accounting profession in Indonesia.

Through the Decree of the Minister of National Education Number. 179/U/2001 PPAK implementation and Minister of National Education Decree No. 180/P/2001 concerning the appointment of a committee of experts on accounting diploma equality, as well as the signing of the opportunity (MoU) on March 28, 2002, between IAI and the Director General of Higher Education Ministry of National Education for the implementation of the accounting profession, which finally PPAK in Indonesia can be realized after so long awaited by various circles, especially in accounting education providers.

Theory Of Planned Behavior by Ajnen in Ramadhini (2022), namely this theory explains that a person's intentions or goals to carry out certain behaviors have an impact on the emergence of behavioral intentions which are influenced by three factors, namely bahavior, belief, normative beliefs, and control by rational evaluation and consequences or one's behavior, positive and negative consequences can affect a person's behavior. Rahayu in Ramadhini (2022) in stating that a person takes action that starts from his own intention is the main factor so that it can be explained that students wish to improve quality starting from themselves by following the PPAK program.

Human emotions reside in inner feelings, hidden instincts and emotional sensations that, when acknowledged and respected, emotional intelligence provides a deeper and more complete understanding of self and others. According to Howes & Haraid in Ningsih (2021) emotional intelligence is a component that makes a person smart in using his emotions. Motivation is the desire of individuals to achieve a goal by doing certain things (Istina & Yulita, in Ningsih, 2021). According to Lisnasary & Fitriany in Ningsih (2021) the term profession comes from Greek, professions means an activity or job that is connected with the oath and promise that the profession has to not violate and maintain professional purity.

Hypothesis

H_1: emotional intelligence has a positive effect on student interest in participating accounting professional education.

H_2: quality motivation has a positive effect on student interest in following accounting professional education.

H_3: learning attitude moderates emotional intelligence on student interest attend professional accounting education.

H_4: learning attitude moderates quality motivation towards student interest in following accounting professional education.

RESEARCH METHODS

This study uses a quantitative approach, namely using primary data. Quantitative research is research that aims to test theory by examining and examining the relationship between variables objectively where these variables will be measured using research instruments so that data will be obtained in the form of numbers obtained from respondents using a questionnaire. Respondents in this study were Students of the Accounting Study Program Batch 2019-2021, Tamansiswa University, Yogyakarta.

RESULT AND DISCUSSION

There were 54 respondents used in the study. From the collected data, the characteristics of the respondents were obtained based on gender and class. From the results of the tabulation of respondent data, it can be seen that there were 39

female respondents (72%) and 15 male respondents (27%). Respondent data by class shows that there are 44 students (81.5%) for class 2019, 9 students (16.7%) for class 2020 and 1 student (1.8%) for class 2021.

The results of the F test are the relationship between the independent variable and the dependent variable with the moderating variable. The results of the hypothesis test in table 1 are.

Table 4.9 F test ANOVA

Model		Sum of Squares	df	MeanSquare	F	Sig.
1	Regression	187,773	4	46,943	617,210	,000b
	residual	3,727	49	.076		
	Total	191,500	53			

The simultaneous test shows that the calculated F is 617.210 with a significant probability of 0.000 which is below the value of 0.05. This means that the KE, MK variables simultaneously or simultaneously moderate SB affect MM. Partial testing was used to determine whether each variable of emotional intelligence (KE) and quality motivation (MK) had a significant effect on students' interest in participating in PPAK (MM) with learning attitude (SB) as moderator. Partial testing can be seen in the results of the hypothesis test in Table 2 as follows.

Table 2 T test Coefficients_a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	std. Error	Betas			tolerance	VIF
1	(Constant)	21.136	,330		63,962	,000		
	TO	-,448	,134	-1.078	-3,336	,002	,004	262,899
	MK	-.255	, 151	-,593	-1.685	,098	,003	312,047
	SBI	,021	,006	1,499	3,377	,001	,002	496,028
	SBII	,012	,007	,839	1,697	.096	,002	615,314

The results of the data analysis used in this study are to produce the following regression equation:

MM = 21.136 + 0.448 KE + 0.255 MK + 0.021 SBI + 0.012 SBII

1. In this regression model the constant value is 21.136 indicating that if the independent variables and the interaction between the moderating variables are assumed to be equal to zero, then the MM will increase by 21.136.
2. The regression coefficient value shows that the KE variable increases once, so MM also increases by 0.448 times.
3. The value of the regression coefficient shows that each MK increases once, then MM also decreases 0.255 times.
4. The regression coefficient value of the interaction between SBI and KE in this study was 0.021 which means that with the interaction between SBI and KE, MM would increase by 0.021.

5. The regression coefficient value of the interaction between SBII and MK in this study was 0.012 which means that with the interaction between SBII and MK, MM would decrease by 0.012.

The value of the coefficient of determination in the regression analysis can be used as a measure to express the ability of the regression model to explain the variables studied. The results of the hypothesis test in Table 3 are as follows:

Table 3 R² test Summary modelb

Model	R	R Square	Adjusted R Square	std. Error of the Estimate
1	,990a	,981	,979	,276

The coefficient of determination (R^2) is 0.990, this indicates that the ability of the independent variables consisting of KE, MK moderated by SB in explaining the dependent variable is 99.0% while the remaining 1% is explained by other factors not examined in this study.

The results of the study, KE has a t count value greater than t table 3.336 > 1.684 and a significant value < 0.05. This test shows that Ho is rejected, Ha is accepted, it can be concluded that KE has a positive or significant effect on MM. The results of this study are in line with the Theory of Planned Behavior which explains that there is a relationship between KE and the desire of accounting students at the University of Bachelor of Science, Tamansiswa Yogyakarta to take PPAK. The results of this test are in line with previous research conducted by Putri, Yuesti, Surdiatana (2019) in her journal stating that emotional intelligence has a positive effect on interest in participating in PPAK.

The results of the hypothesis test, Mk has a calculated t value that is greater than t table 1.685 > 1.684 and a significant value > 0.05. This test shows that Ho is accepted, Ha is rejected, it can be concluded that MK has no significant effect on MM. The results of this study are in line with the Theory of Planned Behavior which explains that a person takes an action that starts with self-intention so that it can be explained that students who have an intention in themselves to improve self-quality start from themselves with a willingness to follow PPAK. This research is in line with previous research conducted by Novianti (2019) in her journal which concluded that there is no effect between quality motivation and interest in participating in PPAK.

Based on the results of the study, SBI moderation has a calculated t value greater than t table 3.377 > 1.684 and a significant value <0.05. This test shows that Ho is rejected, and Ha is accepted, so it can be concluded that there is a relationship in the study. The results of this study are also in line with the Theory of Planned Behavior which explains that KE to MM with SBI is an inner ability for belief in following PPAK that dominates. This research is in line with Rahayu, Dewi, Yogantara (2017) emotional intelligence at the level of understanding accounting.

Based on the hypothesis test, SBII has a calculated t value greater than t table 1.697 > 1.684 and a significant value > 0.05. This test shows that Ho is accepted, and Ha is rejected, so there is no relationship in this study. The results of this study are in line with the Theory of Planned Behavior which explains that MK against MM with SBII is the ability of oneself to dominate beliefs. The results

of this test are in line with previous research conducted by Ayu, Wahyullah, Wijayanto (2020) in his journal stating that attitude has no influence on interest in becoming an accountant.

CONCLUSION

The results of the hypothesis test show that KE has a positive effect on students' interest in taking PPAK. MK has a negative effect on students' interest in taking PPAK. SBI moderates KE on students' interest in participating in PPAK. SBII did not moderate MK's interest in participating in PPAK.

Some suggestions, further research is expected to add to research samples from several universities that are also holding PPAK. Future research is expected to be able to expand data collection in the form of data collection by interview. Future research is expected to be able to add other variables to find out what factors can influence students in taking PPAK such as intellectual intelligence and degree motivation, career motivation and using Tamansiswa teachings as a moderating variable.

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QUALITY OF ARGUMENT, IMAGE, AND CREDIBILITY ON DJP'S SOCIAL MEDIA AND GENDER OF TAXPAYER'S ATTITUDE IN TAX COMPLIANCE

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ABSTRACT

The purpose of this study was to determine the effect of twitter messages sent by @DitjenPajakRI which consists of the variable quality of arguments, images, source credibility, and gender on the attitude of taxpayers who follow the Twitter account of DitjenPajakRI in fulfilling tax obligations, either simultaneously or Partial. This type of research is explanatory research with a quantitative approach. The sample of this research is taxpayers who follow the Twitter account of DitjenPajakRI as many as 113 respondents were obtained using the purposive sampling method. The data analysis technique in this study used statistics, namely descriptive statistics with multiple linear regression analysis with the help of SPSS Version 24 software. Based on the simultaneous test results for the quality of arguments, images, source credibility, and gender there is a significant influence on taxpayer attitudes in fulfilling tax obligations. Based on the results of the partial test, it shows that the quality of the argument has no significant effect on the attitude of taxpayers in fulfilling tax obligations, images have no significant effect on the attitudes of taxpayers in fulfilling tax obligations, there is no significant influence on source credibility on the attitude of taxpayers in fulfilling tax obligations, and gender has a significant influence on the attitude of taxpayers in fulfilling tax obligations.
Keywords: Quality of Arguments, Images, Source Credibility, Gender, social media, Attitudes of Taxpayers

INTRODUCTION

The tax reporting system in Indonesia is self-assessment, which means that taxpayers are entrusted with calculating, calculating, depositing and reporting their taxes which are their obligations by applicable tax laws and regulations and are supported by a tax audit to increase tax revenue. as well as realizing the target of tax revenue (Hidayat, 2013:9). In practice, the implementation of the Self Assessment system is difficult and is often misused so that it is contrary to the government's expectations that the system can increase state revenue from the taxation sector. This is also related to the point of view of taxpayers in dealing with tax payments. Where each taxpayer has their understanding of taxes (Irawati & Sari, 2019: 104). Tax revenue can increase if the level of taxpayer compliance in paying taxes is high. With the compliance level of taxpayers carrying out their obligations in paying high taxes, of course the target of revenue from the taxation sector can be achieved. (Suharyadi, 2019:40).

The level of taxpayer compliance can be seen through the ratio of tax compliance. In 2020, the ratio of taxpayer compliance in reporting Annual Tax Returns (SPT) reaches 84% and for Annual Tax Returns in 2021 which will be submitted in 2022, the Directorate General of Taxes targets the compliance ratio

of taxpayers reporting Annual Tax Returns to be 80% later. Even though the taxpayer compliance ratio in 2021 is the same as in previous years, it is lower than the realization in 2020. It has been recorded that the number of taxpayers required to submit annual tax returns reached 19 million taxpayers, and the formal compliance ratio as of 30 April 2022 has reached 67,18%. These results are not by the expectations of the Directorate General of Taxes (www.pajakku.com, 2022).

Susmita, et al (2016: 1245-1246) in their research explained that there are two theories regarding factors that cause a person to comply with paying taxes, the Theory of Planned Behavior (TPB) and the Technology Acceptance Model (TAM). The theory of Planned Behavior argues that tax provisions can be complied with by an individual if the individual has the intention within himself. This theory is also proven by Mustikasari (2007: 13) which states that the decision to comply or disobey affects intentions and behavior intended to explore behavioral beliefs (behavioral beliefs), normative beliefs (normative beliefs) and control beliefs (control beliefs) that encourage non-compliant taxpayers. Another theory is the Technology Acceptance Model (TAM) which is a theory used to see how a technology system can affect users of technology in their daily activities.

Currently, the Directorate General of Taxes has modernized the taxation system, both those used for payment and tax reporting. In addition, there has been a significant change to the method used in the socialization process regarding tax rights and obligations to all taxpayers, namely through various social media owned by DGT, especially Twitter. Twitter is not only used to share photos or videos, but can also be used to disseminate information, promote the opinions or views of other users, to discuss the hottest issues (trending topics) right away and become part of the issue by participating in tweeting using certain hashtags (Husnusyifa, 2019: 121). The following is Twitter user data in various countries .
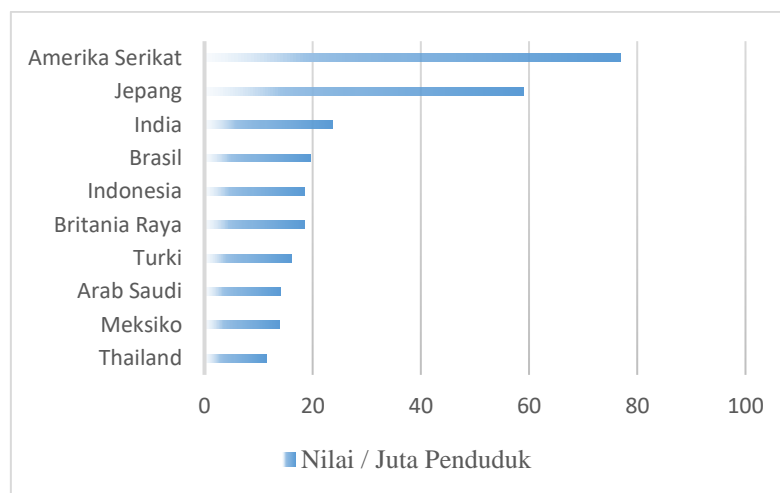
Resource: databoks.katadata (2022)
Figure 1. Countries with the Most Twitter Users

Based on data obtained by databoks.katadata.co.id, a company providing social media analysis and marketing programs sourced from Statista, Twitter users in Indonesia as of March 22, 2022, are approximately 18.45 (eighteen point forty five) million people. This number makes Indonesia the country with the 5th largest number of Twitter users in the world. Of course, this phenomenon can be used by the Indonesian government to convey messages to the public.

One of the Twitter users in government agencies is the Regional Office of the Directorate General of State Assets (Kanwil DJKN) DKI Jakarta as a government agency under the Ministry of Finance. The DKI Jakarta DJKN Regional Office uses Twitter as a microblog that displays activities, services, and education to the public regarding the duties and functions of the DKI Jakarta DJKN Regional Office, DJKN, and the Ministry of Finance (djkn.kemenkeu.go.id, 2020). Another example of Twitter users in government agencies is the use of social media Twitter in the government bureaucracy of Central Java Governor Ganjar Pranowo and West Java Governor Ridwan Kamil as an effort to improve excellent service.

Petty & Cacioppo (1986:192) the effect of one's message processing and its consequences can be explained by the theory of the Elaboration Likelihood Model (ELM). This theory was pioneered in 1980 by persuasive communication experts, namely Richard E. Petty and John T. Cacioppo from Ohio State University in the United States. ELM is a theory of message processing in two ways that can occur when the sender of the message tries to change one's attitude through communication, different effects are elicited when certain persuasion variables play into this process, and strength in judgment will result in an action. Petty & Cacioppo (1986:135) argument quality affects the person when he is deeply involved in message processing. Another variable, namely peripheral cues, affects a person when he has little involvement in message processing. Other forms of cues are Image and Source Credibility. Ariesandrio (2018:49) visual elements in an image can represent concepts, information, ideas, and abstractions to build message arguments. If words don't explain arguments effectively, pictures can replace words with message arguments. Ariesandrio (2018: 50) a credible source can be very persuasive so that it allows a change in the attitude of the recipient of the message if the recipient of the message does not know much about the product or idea being conveyed.

This research will examine the messages sent by the Twitter account @DitjenPajakRI. The official Twitter account owned by the Directorate General of Taxes (DGT) has 257 thousand followers. The account contains various information and messages related to taxation. Such information and messages can be in the form of provisions and procedures for taxation, activities of the Directorate General of Taxes, invitations to fulfill tax obligations, as well as greetings on national holiday celebrations. The use of Twitter by DGT is by DGT's 2020 strategic plan in the public relations sector. The role of public relations is aimed at increasing public awareness and understanding of the importance of taxes for nation building.

This research was conducted to determine and test the effect of the quality of arguments, images, and source credibility on social media of the Directorate General of Taxes and Gender on the attitude of taxpayers in fulfilling tax obligations. The benefits that will be obtained are to add insight and knowledge, can be used as material for theoretical studies and reference sources, and can also be used as information material and input material for the Directorate General of Taxes to optimize social media, especially Twitter as a medium for conveying messages to be able to influence attitudes and the gender of taxpayers who have followed the official Twitter account of the Directorate General of Taxes.
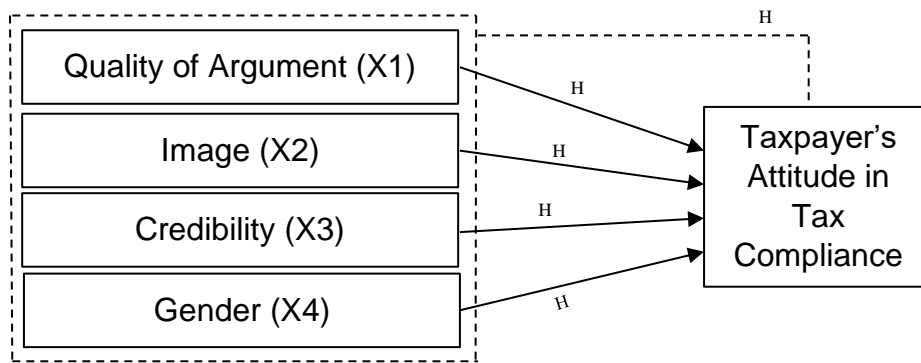
Source: Data Processed by Researchers (2023)

Figure 2. Framework of Thinking

HYPOTHESIS DEVELOPMENT

The Influence of Argument Quality, Picture, and Source Credibility on DG of Taxes and Gender social media on Attitudes of Taxpayers in Fulfilling Tax Obligations.

The results of Ariesandrio's research (2018) show that the quality of arguments, images, and credibility of sources together have a significant effect on the attitude of taxpayers in fulfilling tax obligations. This indicates that the messages sent, both in the form of informational messages and persuasive messages through social media aimed at taxpayers, can influence the attitude of taxpayers in fulfilling their obligations as taxpayers. The results of this study are by with research conducted by Siringoringo (2020) which shows that information has a positive effect on taxpayer compliance by their respective perceptions in reporting the annual SPT PPh Article 21, with good, relevant and timely information from the Directorate General of Taxes to taxpayers and the existence of a reminder for taxpayers to complete the obligation to report SPT PPh Article 21 will have an impact on increasing the level of taxpayer compliance to exercise the rights and obligations of taxpayers to report their SPT PPh 21 on time. Based on of this statement, the following hypothesis is formed:

H1: It is suspected that there is a simultaneous influence between argument quality, picture, and source credibility on social media of the Directorate General of Taxes and gender on the attitude of taxpayers in fulfilling tax obligations.

The Effect of Argument Quality on social media of the Directorate General of Taxes on the Attitude of Taxpayers in Fulfilling Tax Obligations

According to Lestari (2019) information must be interesting, useful, and up to date to reflect the quality of an informed argument. Argument quality or information quality has four aspects, namely relevance, timeliness, accuracy, and completeness. Information that has high relevance to the needs of users of such information can be said to be of high quality. In addition, relevant information helps users better meet their information needs. The information must also be timely, in other words information must be available at any time to meet one's information needs. Information should be available whenever someone needs it, past, present and future. According to Mc Leod in Lestari (2019) besides information must be able to be used at any time, information must also have a high level of accuracy. So that when someone needs this information in an urgent condition, the information has a low error rate or is even error free. The last is

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completeness, where the information needs to provide completeness so that it can be felt by the user.

According to the Elaboration Likelihood Model (ELM) theory, a person's attitude can be changed and influenced by persuasive messages through two routes, namely the central route and the peripheral route. According to Pratama (2015) processing through the central route occurs when someone has the ability and high motivation to process the message. Furthermore, processing through the peripheral route occurs when someone is less motivated or cannot process messages. Persuasive messages that are processed through the central route are the argument quality of a message or information. According to Teng et al., (2014) message recipients tend to pay attention to informative arguments for themselves; therefore, the quality of the argument is the most important factor in persuasive messages. Someone will show the desired attitude when the arguments contained in the persuasive information or message are strong compared to weak arguments.

The results of Ariesandrio's research (2018) show that the quality of the argument has a positive relationship to the attitude of the taxpayer, meaning that if the quality of the argument from the message has informative or persuasive value to the recipient of the message, namely the taxpayer, the attitude of the taxpayer to 215ulfil his tax obligations will increase. This is consistent with research conducted by Beryl & Fajriana (2021) which states that the quality of information has a significant effect on individual taxpayer satisfaction, meaning that the quality of information meets the criteria expected by taxpayers with good information released so that it can assist taxpayers in improving knowledge and maximizing the needs of taxpayers. Based on this statement, the following hypothesis is formed:

H$_2$: It is suspected that there is a partial influence between the quality of the argument (argument quality) on the social media of the Directorate General of Taxes on the attitude of taxpayers in fulfilling tax obligations.

The Influence of Pictures on social media of the Directorate General of Taxes on the Attitude of Taxpayers in Fulfilling Tax Obligations

Images according to Agnew & Kellerman in Arnani (2018) are "drawings in the form of lines (line drawings), circles, boxes, shadows, colors and so on which are developed using the software so that multimedia can be presented more attractively and effectively". Images are used to describe something clearly so that the message being informed is more attractive and can also reduce boredom compared to text. According to Lester in Ariesandrio (2018) "visual messages (images) play a vital role in communication". A message needs factual information and emotional appeal to change someone's thinking and create the desired attitude. If one of the elements is not met, the effectiveness of the message will not be maximized. An emotional appeal to a message can be generated through the use of images combined with arguments. According to Decrop's research (2007) in Ariesandrio (2018) readers will be more interested in seeing the pictures in the message first before reading the contents of the message conveyed. Messages sent by the Twitter account @DitjenPajakRI always use visual support in the form of images even though the format of Twitter is not required to use images to post messages. Images are used not only to grab the reader's attention but also to complement existing arguments.

According to the Elaboration Likelihood Model (ELM) theory, the role of images in influencing a person's attitude is processed through the peripheral route

(Petty & Cacciopo, 1986). Oh & Jasper (2006) concluded that the use of images that are appropriate and attract the reader's attention can lead to the desired attitude. When an argument has not been able to influence someone, the presence of an image can increase the persuasive effect of a message so that it influences a person's attitude. The results of Ariesandrio's research (2018) show that images have no significant effect on the attitude of taxpayers in fulfilling tax obligations. This is because taxpayers are individuals with high involvement who will process messages more through the central route which requires an understanding and more attention to the arguments of the message conveyed. According to research conducted by Oh & Jasper (2006) which states that the use of appropriate and attractive images can lead to the desired attitude towards readers. Based on this statement, the following hypothesis is formed:

H₃: It is suspected that there is a partial influence between the pictures on the Directorate General of Taxes' social media on the attitude of taxpayers in fulfilling tax obligations.

The Effect of Source Credibility on social media of the Directorate General of Taxes on the Attitude of Taxpayers in Fulfilling Tax Obligations

According to King (2012) communication consists of several components including the source of the message, the message conveyed, the message intermediary media, and the message target. The source of the message, which in this case is the originator of the message, is not only part of the communication process, but also an important factor in the impact of a message. If the message is conveyed by a source who has expertise and can be trusted, then the message conveyed will be more acceptable to the reader. According to Lestari (2019) source credibility has two dimensions, namely expertise and trustworthiness. Source expertise is the expert on the source of the message, where the reputation of the message source is the key to determining the value of the information. Source expertise refers to the competence, experience, and knowledge of the source providing the information. Meanwhile, trust can be said as a feeling that arises from the willingness of sources to provide true statements. If the message source has a high level of trust and competence, the recipient of the message is more likely to receive the message and obtain the desired attitude. The Twitter account @DitjenPajakRI is the official account owned by the Directorate General of Taxes (DJP). As an institution under the Indonesian Ministry of Finance tasked with formulating and implementing policies and technical standardization in the field of taxation, DGT has better access to information on Indonesian taxation than other institutions. In addition, as a non-profit organization and only for the benefit of the state, the DGT is more neutral in providing information related to taxation.

According to the Elaboration Likelihood Model (ELM) theory, the role of source credibility in influencing a person's attitude is processed through the peripheral route. The use of quality sources with competence, experience and knowledge can lead to the attitude desired by the recipient of the message. When a source has not been able to influence someone, the presence of a source can increase the persuasive effect of a message so that it influences a person's attitude. The results of Ariesandrio's research (2018) show that source credibility has no significant effect on the attitude of taxpayers in fulfilling tax obligations. This is because the taxpayer will focus more on the quality of the arguments presented, not on the source of the message that sent the message. On the basis of this statement, the following hypothesis is formed:

H₄: it is suspected that there is a partial influence between source credibility on social media of the Directorate General of Taxes on the attitude of taxpayers in fulfilling tax obligations.

The Influence of Gender on Attitudes of Taxpayers in Fulfilling Tax Obligations

According to Hasidiqi (2019) "gender is social sex, which is different from biological sex". It is said to be social gender because it is a social condition that has become a culture and social norms that are specific to men and women and that distinguishes the gender roles of men and women. Gender is the characteristic of each individual in making decisions as seen from the description of the characteristics, attitudes, and behavior between individuals who are male and female (Prayoga & Yasa, 2020). The concept of gender is the inherent nature of men and women which is shaped by social and cultural factors.

According to Kartolo (2019), the Elaboration Likelihood Model (ELM) theory explains how individuals are influenced by messages received in the DG of Taxes' communications. The possibility of this elaboration depends on the way a person processes messages that are received and channeled through two different channels, namely the central route and the peripheral route. The first path, the central route, views changes in attitude as the result of thinking, analyzing, and comparing with the knowledge one has, so that it is closely related to how to process information from the information obtained. While the other path, the peripheral route is used when the cognitive and elaboration effort spent is low, and the attitude taken will depend on the attractiveness of supporters such as the credibility of the source. Men and women differ in their information processing strategies and how they process messages, so these differences can lead to different final decisions. In responding to more complex information, men tend to understand more easily than women, but this is also influenced by their level of interest in some information (Putrevu in Kartolo, 2019). The results of Puspitaningrum's research (2018) show that gender has a significant positive influence on taxpayer compliance behavior. This shows that female taxpayers will tend to have higher taxpayer compliance behavior than men. Based on this statement, the following hypothesis is formed:

H₅: It is suspected that there is a partial influence between gender on the Directorate General of Taxes' social media on the attitude of taxpayers in fulfilling tax obligations.

METHOD

This study uses explanatory research with a quantitative approach. Zulganef (2018:9) explanatory research is research that aims to examine causality between variables that explain a particular phenomenon. This research was conducted through a survey. Radjab & Jam'an (2017:28) explained that surveys are data collection and analysis techniques in the form of opinions from the subjects studied (respondents) through question and answer. The survey used in this research is an analytical survey that studies two or more variables to answer research questions or test research hypotheses. Survey results allow researchers to examine the relationship between two variables and draw conclusions from the relationship.

The scale used in this study is the Likert scale. According to Sugiyono (2020) the Likert scale is used to measure attitudes, opinions, and perceptions of a person or group of people about social phenomena. The reason the researcher

used a Likert scale as a measurement scale was that this scale matched the researcher's goal of knowing the attitudes and opinions of respondents regarding the influence of Twitter social media messages @DitjenPajakRI.

Table 1 Likert Measurement Scale

Answer Criteria	Grade
Strongly Agree	5
Agree	4
Hesitating	3
Disagree	2
Totally Disagree	1

Source: Data Processed by Researchers (2023)

The population in this study are taxpayers who follow the Twitter account @DitjenPajakRI on their Twitter account, namely 257,064 followers based on data taken on April 6, 2023. The sampling method used is purposive sampling, namely a sampling method based on certain criteria. To determine the number of samples the researcher uses the Slovin formula so that the minimum sample that must be taken is 100 respondents. In this study, 113 respondents were sampled from the minimum number that must be taken, namely 100 respondents. The data collection technique used in this research is a questionnaire.

The criteria for respondents that researchers wanted to participate in this study were respondents who met the inclusion criteria. The inclusion criteria in this study are:

1) Indonesian citizen who is a Twitter user and has followed the Twitter account @DitjenPajakRI.
2) Have income that comes from the results of being a worker (employee or employee), profession, or conducting business activities.
3) Have a Taxpayer Identification Number.

Before further testing the sample data using statistical analysis to solve the problems studied. Statistical analysis used descriptive statistical analysis. To measure the validity or reliability of an instrument used validity test and reliability test. Data quality was tested using the normality test, multicollinearity test, and heteroscedasticity test, all of which produced data that passed the assumption of abnormality, multicollinearity, and heteroscedasticity.

RESULTS

The following are the results of the F Test using the help of SPSS Version 24 Software:

Table 2 Simultaneous Significance Test Results (Test F)

Model		Sum of Square	Df	F_{table}	F_{count}	Sig.
1	Regression	1870,440	4	2,46	25,387	0,000[b]
	Residual	1989,294	108			
	Total	3859,735	112			

Source: Data is processed with SPSS Version 24 (2023)

The Influence of Quality of Arguments, Images, Source Credibility, and Gender on Attitudes of Taxpayers in Fulfilling Tax Obligations

Based on the results of the simultaneous significance test (F test) in the table above, it can be seen that F_{count} is 25.387. Based on the above data, it can be concluded that F_{count} (25.387) > F_{table} (2.46) with a significance value of 0.000 <0.05. Therefore, H0 is rejected and H1 is accepted, which indicates that there is a significant simultaneous effect between the quality of the argument, image, credibility of the source, and gender on the attitude of the taxpayer in fulfilling tax obligations.

The results of the research conducted show that the quality of arguments, images, the credibility of sources, and gender simultaneously have a significant effect on the attitude of taxpayers in fulfilling tax obligations. This shows that messages conveyed through Twitter social media, both in the form of informational messages and persuasive messages to taxpayers can influence their attitude in fulfilling tax obligations. The results of this study are by previous research conducted by Ariesandrio (2018) which shows that simultaneously the quality of arguments, images, and source credibility affect the attitude of taxpayers in fulfilling tax obligations. The following are the results of the T test using SPSS Version 24 software:

Table 3 Partial Test Results (t test)

Variabel	Unstandardized Coefficients		t_{table}	t_{count}	Sig.
	B	Std. Error			
(Constant)	14,481	4,905		2,952	0,004
Quality of Argument (X1)	0,250	0,127	1,98	1,969	0,051
Image (X2)	0,088	0,263	1,98	0,335	0,738
Credibility (X3)	0,222	0,270	1,98	0,822	0,413
Gender (X4)	1,004	0,236	1,98	4,249	0,000

Source: Data is processed with SPSS Version 24 (2023)

The Effect of The Variable Quality of The Argument on The Attitude Of Taxpayers In Fulfilling Tax Obligations

Based on the results of the partial test (t test) in the table above, it can be seen that the t_{count} is 1.969 and the significance value is 0.051. Based on the above data, it can be concluded that t_{count} (1.969) < t_{table} (1.98) with a significance value of 0.051 > 0.05. Thus, the resulting hypothesis H0 is accepted and H2 is rejected, that is, there is no partially significant effect between the quality of the argument on the attitude of taxpayers in fulfilling tax obligations.

The results of the research conducted show that the quality of the argument does not affect the attitude of the taxpayer, meaning that if the message conveyed has normative or persuasive value for the recipient of the message who is a taxpayer, then it will not affect the attitude of the taxpayer to fulfill his tax obligations. This is in contrast to research conducted previously by Ariesandrio (2018) which stated that the quality of the argument in the form of information provided by the Directorate General of Taxes forms an attitude of obedience to taxes towards taxpayers.

The Influence of Image Variables on The Attitude of Taxpayers in Fulfilling Tax Obligations

Based on the results of the partial test (t test) in the table above, it can be seen that the t_{count} is 0.335 and the significance value is 0.738. Based on the data

above, it can be concluded that t_{count} (0.335) < t_{table} (1.98) with a significance value of 0.738 > 0.05. Thus, the resulting hypothesis H0 is accepted and H3 is rejected, namely that there is no significant effect partially between the image variable on the attitude of taxpayers in fulfilling tax obligations.

The results of the research conducted show that images do not affect the attitude of the taxpayer, meaning that if the image is used to support an interesting argument and is following with the argument, it will not affect the attitude of the taxpayer in fulfilling tax obligations. This is by research conducted previously by Ariesandrio (2018) which stated that the image in a message does not affect the attitude of the taxpayer.

The Influence of The Source Credibility Variable on The Attitude of Taxpayers in Fulfilling Tax Obligations

Based on the results of the partial test (t test) in the table above, it can be seen that the t_{count} is 0.822 and the significance value is 0.413. Based on the above data, it can be concluded that t_{count} (0.822) < t_{table} (1.98) with a significance value of 0.413 > 0.05. Thus, the resulting hypothesis H0 is accepted and H4 is rejected, namely that there is no partially significant effect between the source credibility variable on the attitude of taxpayers in fulfilling tax obligations.

The results of the research conducted show that the credibility of the source does not affect the attitude of the taxpayer, meaning that if the source sending the message has high credibility and trust, and also has expertise in the relevant field, it will not affect the attitude of the taxpayer in fulfilling tax obligations. This is following with research conducted previously by Ariesandrio (2018) which stated that the credibility of the source does not affect the attitude of the taxpayer, this is because the taxpayer will focus more on the quality of the arguments presented, not looking at the source of the message that sent the message.

The Influence of Gender Variables on The Attitude of Taxpayers in Fulfilling Tax Obligations

Based on the results of the partial test (t test) in the table above, it can be seen that the t_{count} is 4.249 and a significance value is 0.000. Based on the data above, it can be concluded that t_{count} (4.249) > t_{table} (1.98) with a significance value of 0.000 <0.05. Thus, the resulting hypothesis H0 is rejected and H5 is accepted, namely that there is a partially significant influence between gender variables on the attitude of taxpayers in fulfilling tax obligations.

The results of the research conducted show that gender influences the attitude of the taxpayer, meaning that the characteristics of a taxpayer will affect the attitude of the taxpayer in fulfilling tax obligations. This is following with research conducted previously by Puspitaningrum (2018) which stated that gender influences taxpayer compliance behavior, this is because the characteristics of taxpayers can be seen, one of which is gender.

The following are the results of the R^2 test using SPSS Version 24 software:

Table 4 Test Results for the Coefficient of Determination (Test R^2)

Model	R	Rsquare	Adjusted R Square
1	0,696[a]	0,485	0,466

Source: Data is processed with SPSS Version 24 (2023)

Based on the results of the coefficient of determination test (R^2 test) in the table above, it can be seen that the coefficient of determination (R^2) or the Adjusted R-squared value is 0.466. This shows that the independent variables of argument quality, image, source credibility, and gender can only explain 46.6% of the dependent variable of taxpayer attitudes in fulfilling tax obligations. While the remaining 53.4% is explained or influenced by other variables not included in this study. The result of the coefficient of determination (R^2) is 0.466 or 46.6% which means that the coefficient of determination of this research variable shows a moderate level of correlation.

CONCLUSION

Based on the results of the study, it shows that partially the quality of arguments, images, and source credibility do not affect on taxpayer attitudes, while the gender variable affects on taxpayer attitudes. The results of the study show that simultaneously the quality of arguments, images, the credibility of sources, and gender influence the attitude of taxpayers in fulfilling tax obligations.

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THE IMPACT OF TAX AMNESTY POLICY FOR VEHICLE TAX ON AWARNESS OF TAXPAYER (CASE STUDY OF THE CITY OF PANGKALPINANG TAXPAYERS)

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ABSTRACT

Tax amnesty policy for vehicle tax of the city of Pangkal Pinang has been carried out several times in the last 5 years. The existence of this policy will certainly increase local tax revenues, but the existence of this policy, which is carried out continuously, causes taxpayer awareness to pay vehicle taxes on time to decrease. This study aims to reveal and explore how tax amnesty policy on vehicle tax which is carried out continuously had an impact on taxpayer awareness in paying taxes on time. This research is qualitative research by data collecting using a interview. where each question posed relates to the tax amnesty policy on vehicle tax with awareness taxpayer. the results of this study indicate that the existence of a government policy regarding the tax amnesty on vehicle taxes can increase taxpayer awareness in paying taxes, but if this policy continues to be carried out regularly every year, it causes taxpayers to neglect paying taxes on time because they assume that if they are late paying taxes then there will be a tax amnesy policy from the government so that they do not have to pay late tax payment fines and other administrative costs.
Keywords: Tax Amnesty, Tax Payer, Vehicle Tax, Awarness Tax Payer

INTRODUCTION

Taxes are obligatory contributions owed by individuals or entities to the state that are coercive in nature and carried out based on the law, by not receiving direct compensation and used for the needs of the state for the prosperity of the people.1 Taxpayers who participate in paying taxes show the embodiment of state obligations and the role of taxpayers to directly and jointly carry out tax obligations. Taxes received by the State are used as a source of state budgeting and national development.2 Based on the collection agency, taxes in Indonesia are divided into 2 types, namely central taxes and regional taxes. All central tax administration is carried out at the Tax Service Office (KPP) or the Tax Counseling and Consultation Service Office (KP2KP) and the Regional Office of the Directorate General of Taxes as well as at the Head Office of the Directorate General of Taxes.

While Regional Taxes are taxes managed by the Regional Government both at the Provincial and Regency/City levels. Local taxes in Indonesia are divided into several types, namely motor vehicle tax, restaurant tax, entertainment tax, BPHTB, rural and urban PBB, and other local taxes. The success of the government in increasing local tax revenue will certainly support regional development. Therefore, the local government is trying to make various efforts in order to increase this local tax revenue. One of the local taxes that contributes the highest revenue to local revenue is motor vehicle tax.

Table 1 Realization of local tax revenue throughout Indonesia

Type of Receipt	Realization of Revenue of All Indonesian Provincial Governments by Type ofRevenue (Million Rupiah)				
	2017	**2018**	**2019**	**2020**	**2021**
Regional Income	Rp323,493,250	Rp335,585,811	Rp357,559,640	Rp333,019,744	Rp364,561,338
Local Revenue	Rp149,307,806	Rp158,721,480	Rp169,993,478	Rp148,710,876	Rp178,319,196
Local Revenue	Rp125,806,425	Rp136,095,291	Rp144,039,477	Rp124,904,437	Rp149,872,962

If you look at the data from the table above, it can be concluded that local tax revenue has decreased in 2020, this is due to an extraordinary event, namely theCovid 19 pandemic. Various policies have been taken by the local government to increase revenue from local taxes, starting from making advertisements about taxes and policies in the form of motor vehicle tax bleaching. In taxation, this motor vehicle tax bleaching can also be interpreted as tax amnesty.

The provincial government of Bangka Belitung from 2018 - 2022 has set a policy of bleaching motorized vehicles 4 times. Namely, 2018, 2019, 2020 and 2022. This data shows that in the last 5 years the Bangka Belitung provincial government has conducted tax amnesty for motor vehicle tax almost every year. Although local tax revenue from motor vehicle tax increases, this policy can cause a decrease in public awareness in paying motor vehicle tax on time. This is because people will get used to waiting for the tax amnesty policy to pay their vehicle tax. Preliminary observations made by researchers on 10 taxpayer informants show that 6 out of 10 informants have a tendency to wait for a vehicle tax amnesty policy to pay motor vehicle tax. These results indicate that the existence of a motor vehicle tax amnesty that is carried out continuously can reduce the awarness of taxpayers to pay taxes on time. Therefore, this study wants to examine this phenomenon, namely whether the existence of a tax amnesty policy on motor vehicle taxes carried out almost every year by the Bangka Belitung local government will affect taxpayer awareness in paying motor vehicle taxes on time.

LITERATURE

Motor vehicle tax is one of the taxes collected by the local government with the provisions and methods of collection regulated directly by the local government. Law (UU) Number 28 of 2009 concerning Regional Taxes and Regional Levies applicable in Indonesia explains the definition of Motor Vehicle Tax, namely taxes on ownership and/or control of motorized vehicles. Motorized Vehicles can be defined as all wheeled vehicles and their trailers or attached to them that are used on all types of roadways, and are driven by technical equipment in the form of motors or other equipment that functions to convert a certain energy resource into mechanical energy.4 The amount of motorized vehicle tax varies even though the type of vehicle is the same, this is due to the policies governing regional taxes set by the respective regional governments.

Tax amnesty can be interpreted as forgiveness of taxes owed by taxpayers to the state. According to Law (UU) Number 11 of 2016 concerning Tax Amnesty in Indonesia, what is meant by tax amnesty is the write-off of taxes that should be owed, without having to be subject to tax administration sanctions and criminal sanctions in the field of taxation which is carried out by disclosing assets and

paying fines. Tax amnesty is a term used to describe an offer to settle outstanding tax debts for an underpaid amount of the current debt. In other words, this policy means allowing taxpayers to pay outstanding tax debts, according to the taxpayer's circumstances without incurring late fees and other penalties (Wisegeek, 2014).

One of the determining factors for tax awareness is state awareness. State awareness is a conscious attitude of having a country and how to state. This conscious attitude consists of cognitive, affective, and conative components that interact in understanding and feeling and behaving in the meaning and function of the State and anyone who feels like a citizen, namely the willingness to fulfill their obligations, including being willing to contribute funds for the implementation of government functions by paying their tax obligations.[7] Taxpayers who are aware of the importance of taxes for the State, of course, will cause an attitude of compliance with taxation. Taxpayers who are aware of the importance of taxes for the State, of course, will lead to an attitude of compliance with taxes. Compliance with taxation means taxpayers.

This research is qualitative research, where data is collected using direct interviews with taxpayers. Interviews were conducted with 100 taxpayers in the Pangkalpinang city area, using structured interview guidelines. The focus of the interviews conducted was to find out the awareness of taxpayers from the results of the tax amnesty policy that is often carried out by the Bangka Belitung provincial government on the type of motor vehicle tax. Taxpayer awareness which is an indicator related to interest in paying taxes and tax compliance.

The results of this study indicate that more than 70% of taxpayers who are the source of this research state that basically they do not plan to disobey paying motor vehicle taxes, because they will feel much more comfortable and safer when the vehicles, they drive have paid taxes. However, there are still many motorized vehicles owned by taxpayers that do not pay taxes. There are even taxpayers where all motorized vehicles owned do not pay taxes. The reason is because without paying motor vehicle taxes, taxpayers have never been ticketed on the road. There are several factors that are the reason taxpayers are not interested in paying motor vehicle taxes, namely, the time required to pay taxes is quite long, which can take 2- 3 hours while they have to do other activities.

In addition, this finding also found that taxpayers who do not comply with paying taxes are not because their interest in paying taxes is low, but rather a relaxed attitude in paying taxes because they think that if they are late in paying motor vehicle taxes it will not be a problem because there will be a local government policy on tax amnesty for motor vehicle taxes. They assume that this tax amnesty is almost done every year by the local government. Therefore, the existence of a tax amnesty policy related to motor vehicle tax is very well established as a strategy in increasing local revenue, this is evident from the increase in motor vehicle tax revenue even at an average rate above 100% of the tax revenue target in the year the tax amenesty policy is established, namely the realization of motor vehicle tax in 2021 of 115.648 and in 2022 130.88%[9] However, if viewed from the psychological side, this policy if set regularly every year will cause the public to be complacent so that compliance in paying taxes on time decreases.

CONCLUSION

The motor vehicle tax amnesty policy is very good if it is determined as a strategy in increasing local tax revenue, but if this policy is determined continuously or routinely, it will reduce taxpayer awareness in terms of compliance in paying taxes on time.

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THE EFFECT OF SALES GROWTH, PROFITABILITY, AND LEVERAGE TO TAX AVOIDANCE (EMPIRICAL STUDY ON OIL PALM PLANTATION SECTOR COMPANIES REGISTERED AT INDONESIA STOCK EXCHANGE PERIOD 2017 - 2021)

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ABSTRACT

This study aims to examine the effect of sales growth, profitability, and leverage on tax avoidance in palm oil companies listed on the IDX for the 2017-2022 period. The population of this study was 24 palm oil companies listed on the IDX for the 2017-2022 period. The sample was determined by purposive sampling with a total sample of 6 companies with 6 observation periods. The data collected is secondary data. The data analysis technique used is multiple linear regression analysis with hypothesis testing with the t test. The results of the study show that the variable Profitability has a negative effect on the Tax Avoidance variable. Meanwhile, the Sales Growth and Leverage variables have no effect on Tax Avoidance.
Keywords: Sales Growth, Profitability, Leverage, Tax Avoidance

INTRODUCTION

Tax avoidance (tax avoidance) is one of the methods to avoid or minimize taxes that must be paid by legal taxpayers who follow all the rules and regulations through tax avoidance. Tax evasion can be done as long as it does not exceed the limits of the applicable tax regulations. The midst of the current pandemic era, many industries have experienced a decline in income, but the palm oil sector is one of the sectors that is getting brighter in this pandemic era. The Ministry of Finance (Kemenkeu) refers to palm oil as a strategic commodity in the Indonesian economy (Hukumonline.co.id, 2022).

One example of a company that is quite bright, namely PT Dharma Satya Nusantara Tbk ("Company", "DSNG") released its audited Financial Statements for the financial year ending December 31, 2021. The company posted a profit in 2021 of IDR 740 billion, soaring 55% compared to last year (dsn.co.id, 2022). From this value, it can certainly provide a potential contribution to state revenues, especially tax revenues in general. However, there are complex problems in the palm oil industry. Transparency International Indonesia (TII) stated that the potential loss of state revenue is an average of IDR 22.83 trillion per year due to alleged tax evasion by palm oil companies. In fact, the palm oil sector is the prima donna which is one of the country's main export commodities (hokumoline.com, 2022).

This is what makes researchers interested in examining what influences a company to take tax avoidance actions. The purpose of this study was to determine the effect of sales growth, profitability and leverage on tax avoidance in oil palm plantation companies listed on the Indonesian stock exchange for the 2017-2022 period. By observing the financial reports through the Indonesian Stock Exchange website. This research is expected to provide insight into what conditions cause taxpayers to do tax evasion.

LITERATUR REVIEW & HYPOTESIS DEVELOPMENT
Agency Theory

According to Jensen and Meckling (1976), agency theory is a design that explains contextual relationships between principals and agents, namely between two or more people, a group or organization. The principal is the party entitled to make a decision for the future of the company and gives responsibility to another party (agent). In this case Fiskus acts as Principal and Corporate Taxpayer as Agent who complies with applicable tax regulations.

Tax Avoidance

Tax avoidance is a form of activity carried out to do tax avoidance which is still within the scope of tax legislation. Tax evasion aims to engineer taxpayers so that the tax burden can be pressured as small as possible by exploiting existing taxation loopholes to increase the nominal profit after tax, because in this case the element of profit reduction is called tax (Junaldi, 2022).

Effect of Sales Growth on Tax Avoidance

The relationship between agency theory and sales growth on tax avoidance, namely, agency theory itself explains that the obligation of the agent (company) to the principal (tax authorities) is to pay obligations (taxes). With increased sales growth, it is expected that the company will be better at paying its obligations. However, not a few of these things also make agents do tax evasion, this statement is supported by research by Ningsih, I. A. M. W., & Noviari, N. (2021) which states that sales growth has an effect on tax avoidance. And research by Sinambela T (2022) which states that the size of company growth has a positive and significant effect on tax avoidance. Based on this description, the hypothesis can be formulated:
H1: Sales Growth has an effect on Tax Avoidance.

Effect of Profitabilitas on Tax Avoidance

ROA is a tool to measure the net profit derived from how much a company uses assets. The higher the ROA value, the better the asset management of a company, the higher the profit that company will get. The higher the ROA value, the greater the profit the company earns. Agency theory will spur agents to increase company profits. When the profits earned increase, the amount of income tax will increase in accordance with the increase in corporate profits so that the tendency to carry out tax avoidance by companies will increase. Research related to profitability from Mahdiana and Amin (2020) which states that profitability has a positive effect on tax avoidance. This is also supported by research conducted by Agustiana and Kusumawati (2022) which shows that the profitability variable has a significant effect on tax avoidance. Based on this description, the hypothesis can be formulated:
H2: Profitability has an effect on Tax Avoidance.

Effect of Leverage on Tax Avoidance

Based on agency theory, debt (leverage) is a mechanism for shareholders to minimize agency problems with managers. A large level of leverage ratio raises doubts about the company's ability to maintain its business continuity in the future and doubts that the company will pay taxes because of the high level of leverage ratio. This is also supported by research conducted by Apriliyani, L., & Kartika, A. (2021) that leverage has a positive effect on tax evasion, companies that have

a high level of leverage will report taxes according to the real circumstances that occur, different things. with companies that have low leverage. Based on this description, the hypothesis can be formulated:
H₃: Leverage has an effect on Tax Avoidance.

RESEARCH METHODS

This study has two variables, namely the independent variable and the dependent variable. There are three independent variables and one dependent variable. The independent variables include Sales Growth (X1) calculated using the Sales Growth (SG) ratio, Profitability (X2) calculated using the Return on Assets (ROA) ratio, and Leverage (X3) calculated using the Debt Equity Ratio (DER). Meanwhile, the dependent variable is Tax Avoidance (Y) calculated using the Cash Effective Tax Rate (CETR). This study aims to examine the effect of sales growth, profitability, and leverage on tax avoidance in palm oil companies listed on the IDX for the 2017-2022 period. The population of this study was 24 palm oil companies listed on the IDX for the 2017-2022 period. The sample was determined by purposive sampling with a total sample of 6 companies with 6 observation periods. The data collected is secondary data. The datestsnalysis technique used is multiple linear regression analysis with hypothesis testing with the t test.

RESEARCH RESULT

Table 1 Partial Test Table Result Coefficients[a]

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	4786.338	294.565		9.459	**.000**
	SG	.097	.095	.230	1.021	**.317**
	ROA	-.009	.004	-.473	-2.123	**.043**
	DER	3.162	.000	.040	.209	**.836**

Dependent variable: CETR
Source: SPSS output 22, data will be processed in 2023
Based on the data above, the regression equation can be obtained as follows:
Tax avoidance = 4786,338 + 0, 097X1 - 0,009X2 + 3,162X3

Then the partial test of each dependent variable is described as follows:
1) The first hypothesis is sales growth on tax avoidance. Based on the partial statistical test from table 4.10 it is known that the tcount value is 1.021 < ttable 1.688 with a significant value of sales growth which is equal to 0.317 > 0.05. So, it can be concluded that H1 is rejected and it is stated that the sales growth variable has no effect on tax avoidance.
2) The second hypothesis is the profitability of tax avoidance. Based on the partial statistical test from table 4.10, it can be seen that the tcount is -2.123 < ttable 1.688 and a significance level of 0.043 <0.05. So, it can be concluded that H2 is accepted, and it is stated that the sales growth variable has a negative effect on tax avoidance.
3) The third hypothesis is leverage on tax avoidance. Based on the partial statistical test from table 4.10 it is known that the tcount is 3.162 > ttable

1.688 with a significant leverage value of 0.836 > 0.05. So it can be concluded that H3 is rejected and it is stated that the leverage variable has no effect on tax avoidance.

Effect of Sales Growth on Tax Avoidance

The results of this study indicate that the Sales Growth variable is not affect on tax avoidance. That is, when sales growth in a company increases, the company's income will also increase. With this significant increase in income, it will lead to tax oversight that will be carried out by the tax authorities. This makes management more aware of tax management. Sales growth is sales growth that is synonymous with sales or revenue. So that the high or low sales growth has no effect on tax avoidance. Then H_1 is rejected, meaning that the test results show that sales growth has no effect on Tax Avoidance.

Effect of Profitability on Tax Avoidance

The results of this study indicate that variable profitability have an effect on tax avoidance. This means that an increase in company profitability will affect tax avoidance activities because with an increase in profits in a company, of course, it will be followed by a high tax burden as well. This is what makes companies try to minimize the tax burden by doing tax avoidance. So, it can be concluded that H2 is accepted, which means the profitability variable affects tax avoidance.

Effect of Profitability on Tax Avoidance

The results of this study indicate that the profitability variable has an effect on tax avoidance. This means that an increase in company profitability will affect tax avoidance activities because with an increase in profits in a company, of course, it will be followed by a high tax burden as well. This is what makes companies try to minimize the tax burden by doing tax avoidance. So, it can be concluded that H2 is accepted, which means the profitability variable affects tax avoidance.

CONCLUSION

This study examines the effect of Sales Growth, Profitability, and Leverage on tax avoidance. Based on the results of the previous research and discussion, it can be concluded that:
1. Sales Growth has no effect on Tax Avoidance. This shows that the sales growth rate of companies with large transactions does not affect the company's will to do Tax Avoidance.
2. Profitability has a negative effect on Tax Avoidance. This shows that companies that earn large profits are assumed to carry out tax avoidance to gain more profits.
3. Leverage has no effect on Tax Avoidance. This shows that the higher interest expense will have the effect of reducing the company's tax burden.

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THE EFFECT OF LEVERAGE, INVENTORY INTENSITY, AND PROFITABILITY ON TAX AGGRESSIVITY

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ABSTRACT

The company is one of the largest taxpayers in the state's tax revenue. Paying taxes according to the original purpose naturally conflicts with the maximization of profits, which are the main objectives of companies, so companies try to minimize the tax costs they bear. Methods used by businesses include tax planning and tax aggressivity. The purpose of this study is to empirically test the effects of leverage, inventory intensity, and profitability on tax aggressivity. The study uses secondary data in the form of annual financial reports of pharmaceutical subsector manufacturing companies from 2018 to 2021. The sampling method used in this study was purposive sampling with a total of 10 company samples and a total of 40 observations. The analytical methods used in this study were multiple regression analysis, model feasibility test (F-test), and hypothesis testing (t-test). The results of this study suggest that the leverage variable has a positive impact on tax aggressivity, while the inventory strength and profitability variables have a negative impact on tax aggressivity.
Keywords: Tax Aggressivity, Inventory Intensity, Leverage, Profitability

INTRODUCTION

Increased efforts to reduce the tax burden on businesses show that there are different interests between taxpayers and states in the implementation of tax collection. If a company becomes involved in aggressive tax litigation, it can affect the company's value, especially its share price in the market. Tax costs are the biggest driver of corporate profits. Companies therefore take steps to maximize profits by reducing tax costs (Vivie & Effendi, 2021). There are several factors that affect a company's ability to pay taxes. One of them is firm characteristics such as leverage, inventory intensity and profitability (Dwiyanti & Jati, 2019).

Leverage is a debt ratio that indicates how much a company's assets are funded by debt or how much a company's debt influences its asset management. Corporate leverage can be related to tax aggressiveness. If the company has a large source of credit, the company has to pay high interest to its creditors. Interest expense is a deduction from net income that affects the reduction of the current tax burden (Wijaya & Saebani, 2019). A study by Barli (2018) found that leverage has a positive impact on tax evasion. Businesses with higher tax burdens are more likely to take advantage of the lower interest rates on their debts to apply for debt and, as a result, pay less tax. Other results come from Wijaya & Saebani (2019), who found that leverage negatively impacts tax aggressiveness. The higher a company's debt level, the more conservative management becomes in reporting the company's financials and operations.

Inventory Intensity describes the amount of inventory held by a firm compared to the total assets owned by the firm (Nasution & Mulyani, 2020).

These conditions can be used by operators as a basis for tax avoidance. A study by Dwiyanti & Jati (2019) found that inventory intensity positively impacts tax aggressiveness. High in-house inventory puts additional strain on the company (Dwiyanti & Jati, 2019). These results differ from those of his Nasution & Mulyani (2020), who found that storage strength adversely affects tax evasion. Companies with large inventories incur additional costs, which can put pressure on company profits.

Profitability indicates the ability of a company to generate profits over a period of time. The more profitable a firm is, the better its performance and ability to generate profits (Agustia & Suryani, 2018). As the company's profits increase, so does the income tax payable. A study by Savitri & Rahmawati (2017) found that profitability has a positive impact on tax aggressivity. In contrast Badjuri et al. (2021) stated that profitability has a negative impact on tax aggressiveness. Businesses can use Article 4(3) of the PPh Regulation for non-taxable items to reduce the amount of their tax liability by selecting or earning income that is not taxable.

The above explanation indicates that the results of previous studies are still contradictory. Therefore, it is necessary to reexamine the factors that promote aggressive corporate tax. The study was conducted at a pharmaceutical manufacturing company listed on the Indonesian Stock Exchange (IDX). Researchers tap into the pharmaceutical subsector because it is one of the promising and resilient business areas. However, in 2017 PT Kalbe Farma Tbk committed tax evasion. The company received an underpayment assessment letter (SKPKB), amounting to Rp 527.85 billion for income tax and VAT in 2016 (Kalbe Farma 2017). His SKPKB issuance by the Directorate General of Taxation suggests that businesses are trying to minimize the taxes they pay through tax avoidance measures (Oktaviana & Kholis, 2021).

Based on the background explained, the researchers are interested in conducting research on the topic "Effects of leverage, inventory intensity and profitability on tax aggressivity".

STUDY OF THIS THEORY
Leverage
Leverage ratio, or so-called solvency ratio, is commonly used by companies for the purpose of knowing their ability to service their debt, whether short or long term (Vivie & Effendi, 2021). Companies that take on large amounts of debt rather than finance their operations from capital tend to pay lower tax rates.

Inventory Intensity
Inventory intensity reflects how much a firm invests in the form of inventories (Dwiyanti & Jati, 2019). The more inventories a company has, the more expensive it is to maintain and store those inventories. The cost of maintaining and storing inventory eats away at a company's profits later, resulting in less tax to pay.

Profitability
Profitability is a percentage measure used to assess a company's ability to generate revenue at an acceptable level. Profitability measures are reported in the form of pre- or after-tax earnings, investment earnings, earnings per share, and earnings on sales. Profitability values are the basis for measuring a company's health (Laksono, 2019).

Tax Aggressivity

According to Suprimarini & Suprasto (2017), active taxation is corporate behavior aimed at minimizing or possibly eliminating corporate tax liability. Some companies use methods that give the impression that they are putting taxes more aggressively. It also states that aggressive taxation includes not only illegal activities, but also tax planning activities that may be legal or fall into the gray zone.

RESEARCH METHODS

The survey was conducted among pharmaceutical sub-sector manufacturing companies listed on the Indonesian Stock Exchange (IDX) in 2018-2021. The study subjects used in this study are leverage, inventory intensity, profitability, and aggressive taxes. The sampling method used in this study was targeted sampling with a total of 10 company samples and a total of 40 observations. Multiple regression analysis, model feasibility test (F-test), and hypothesis test (t-test) were used as analytical methods.

RESULT AND DISCUSSION

Regression Analysis

Table 1 Descriptive Statistics

	Mean	Std. Deviation	N
Y	.2998	.15418	39
X1	.9453	.84270	39
X2	.1826	.06180	39
X3	.1163	.09092	39

The descriptive variables data in Table 1 show that there are 39 data on positive tax variables. The test results explain the low diversity of the data, as the resulting means are larger than the standard deviations for all variables.

Hypothesis Test

Based on classical acceptance tests, the data are known to be normally distributed, no evidence of multicollinearity, no problems with autocorrelation symptoms, no evidence of heteroscedasticity so the data can be used.

Table 2 Statistical F-Test

Model		Sum of Squares	df	Mean Square	F	sig.
1	Regression	.224	3	.075	14.000	.000[a]
	Residual	.187	35	.005		
	Total	.411	38			

Predictors: (constant), X3, X2, X1
Dependent Variable: ABSU

Based on the results in Table 2, it can be seen that the value of Sig. is 0.000, which is less than 0.05, indicating that this regression model can be used to test the independent variable against the dependent variable. Therefore, this regression model formula is appropriate or applicable.

Hypothesis testing (t-Test)

A t-test can be determined from the significance value compared to the significance limit set at 0.05. If the significance value is 0.05, the hypothesis is rejected.

Table 3 Statistical t-Test

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	.289	.109		2.613	.013
	X1	.080	.036	.438	2.222	.033
	X2	-.260	.378	-.104	-.688	.496
	X3	-.112	.340	-.066	-.329	.744

Dependent Variable: Y

From Table 3, it can be seen that the significance of leverage (X1) is 0.0350.05 and the significance of profitability (X3) is 0.744 > 0.05.

Discussion

The results showed that the regression coefficient (X1) in Table 3 had a positive value of 0.80 with a significance of 0.033 < 0.05. This means that leverage has a positive and significant impact on tax aggressiveness. The findings are consistent with her Barli (2018) study, which found that leverage has a positive impact on tax evasion.

The results showed that the regression coefficient (X2) in Table 3 has a negative value of -0.260 with a significance of 0.496 > 0.05. This means that inventory intensity has a negative impact on tax aggressiveness. The results of this study are consistent with his Nasution & Mulyani (2020) study, which found that storage strength negatively impacts tax evasion.

The results show that the regression coefficient (X3) in Table 3 has a negative value of -0.112 with a significance of 0.744, which is greater than 0.05. This means that profitability has a negative impact on tax aggressiveness. The results of this study are consistent with those of Badjuri et al. (2021) show that profitability has a negative impact on tax aggressivity.

CONCLUSIONS

Based on the analysis, it can be concluded that leverage had a positive impact on the tax aggressiveness of Indonesian Stock Exchange (IDX)-listed pharmaceutical subsector manufacturing companies in 2018-2021. On the other hand, inventory concentration and profitability are negatively impacting the tax aggressiveness of Indonesian Stock Exchange (IDX)-listed pharmaceutical subsector manufacturers in 2018-2021.

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THE INFLUENCE OF TAX COLLECTION JUSTICE AND TAX COLLECTION SANCTIONS ON THE PERCEPTION OF TAX EVASION WITH RELIGIUSITY AS A MODERATING VARIABLE IN INDIVIDUAL TAXPAYERS

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ABSTRACT

The act of tax evasion is a violation of taxation in carrying out a tax evasion scheme, by reducing the amount of tax that must be paid, even to the point of not paying the tax owed through illegal means. Repeated tax avoidance can be a trigger for taxpayers to commit tax evasion. Of course, this includes actions that violate applicable regulations and includes deliberate acts of not reporting completely and hiding part of the taxpayer's income. This research analyzes the influence of fairness in tax collection and tax collection sanctions on perceptions of tax evasion with religiosity as a moderating variable. This research was conducted at the KPP Pratama Medan Timur, with the aim of knowing that the amount of tax revenue at the KPP Pratama Medan Timur has decreased during 2020-2022. The population in this research were all individual taxpayers registered at KPP Pratama Medan Timur. Moderated regression analysis is used as a test tool. The results showed that the fairness of tax collection had no significant effect on perceptions of tax evasion, while tax collection sanctions had a significant effect on perceptions of tax evasion. Religiosity can moderate the effect of fairness on tax collection but cannot moderate the effect of tax sanctions on acts of tax evasion for taxpayers.
Keywords: Tax Collection Fairness, Tax Collection Sanctions, Perceptions of Tax Evasion and Religiosity

INTRODUCTION

Based on Law No. 28 Year 2007 on General Provisions and Tax Procedures (KUP), tax is a mandatory contribution to the state owed by individuals or entities that are coercive based on the law, with no direct reward and used for state purposes for the greatest prosperity of the people. So, tax is a contribution that must be carried out by taxpayers. If so, why are there still taxpayers who have not or do not fulfill their obligations to pay taxes?

Ideally, the preparation of the tax revenue target is made by the regulator based on various factors collected as a reference for preparing the target, so that revenue realization should exceed the target or should be able to reach the target. If this can be done well, then the realization of tax revenue should be achievable and there is always an increase every year. However, the realization of tax revenue often looks uneven in various regions in Indonesia. One of the reasons for this is the perception of tax evasion by taxpayers.

According to (Drogalas et al., 2018), the Organization for Economic Cooperation and Development (OECD) states that the concept of tax avoidance is generally used to describe illegal arrangements, where tax liabilities are hidden

or ignored. In other words, taxpayers pay less tax than they are legally required to pay by hiding income or information from tax authorities. Tax fraud is a deliberate form of tax evasion and forms a criminal act. The term includes intentional misrepresentation of accounting information, falsification of documents, and so on. As can be seen, tax avoidance is not the same as tax reduction, which is an attempt by taxpayers to reduce their tax obligations or avoid paying taxes by utilizing the potential of unclear laws and regulations, without, however, committing illegal acts. Tax evasion has far-reaching negative social and economic consequences, as it leads to an unequal distribution of tax burden and income and deprives the country of a basic source of income. This results in the government increasing existing tax levels, which in turn slows down economic growth and puts an additional burden on citizens consistent with their tax obligations. So, it can be seen that tax avoidance should have a negative impact on economic growth and can lead to social inequality.

Table 1 Tax Realization by Tax Type and Tax Office (million rupiah)

Tax Service Office (Kantor Pelayanan Pajak)	Tax Realization by Tax Type and Tax Office (million rupiah)		
	Total		
	2020	**2021**	**2022**
Medan Barat	399.335.30	1.263.832.69	2.319.958.00
Medan Polonia	985.428.78	1.167.774.04	1.958946.00
Medan Belawan	390.799.75	417.408.58	964.848.00
Medan Timur	943.908.45	696.445.69	1.146.985.00
Medan Kota	871.292.81	3.580.689.88	8.095.255.00
Binjai	622.788.88	517.100.76	659.743.00
Madya Medan	10.194.102.43	7.407.086.19	10.394.135.00
Medan Petisah	853.584.68	902.016.90	1.251.198.00
Lubuk Pakam	1.262.790.61	1.288.696.13	1.585.898.00
Tebing Tinggi	360.165.75	429.289.59	690.478.00
Kisaran	801.059.74	1.004.307.09	1.154.826.00
Rantau Parapat	1.034.909.50	1.283.422.77	1.809.582.00
Pematangsiantar	758.820.80	882.071.22	1.384.939.00
Padangsidimpuan	1.074.858.52	1.240.843.71	1.321.416.00
Sibolga	437.985.47	511.928.08	607.555.00
Balige	400.595.68	414.343.03	475.451.00
Kabanjahe	243.184.86	278.514.49	276.246.00
Jumlah	21.635.612.01	23.285.770.85	36.097.459.00

Source: Regional Office of the Directorate General of Taxes North Sumatra I and II

This research took place at the East Medan Tax Service Office (Kantor Pelayanan Pajak Medan Timur.). From the data in Table I, it can be seen that Tax Realization by Tax Type and Tax Office (in million rupiah), there are fluctuations in the amount of tax revenue realization. Tax revenue in 2021 decreased compared to 2019, from Rp943.908,45 to Rp696.445,69, although in 2022 it increased again to RP1.146.985,00. The Covid-19 pandemic in the period 2020 - 2023 may be one of the reasons why tax revenue has decreased in that period.

However, referring back to the fact that paying taxes is a legal obligation for taxpayers, then for whatever reason, the realization of tax revenue should still reach the target.

According to (Santana et al., 2020), that fairness in tax collection is one of the external factors that influence taxpayers, indicated by the same treatment of people or entities in the same economic situation and provide different treatment for people or entities in different economic circumstances (Zain, 2008). If taxpayers feel fair, then people will fulfill their obligations in paying taxes. Vice versa, if people feel unfair, then people will tend to commit acts of tax evasion. The research of (Santana et al., 2020), (Veronika & Saleh, 2019), as well as (Fatimah & Wardani, 2017) stated that fairness in tax collection significantly affects the perception of tax evasion. However, other views from (Pujiastuti & Indriyani, 2021) and (Indriyani et al., 2016) stated that fairness in tax collection does not significantly affect the perception of tax evasion.

According to (Sundari, 2019), tax sanctions are a penalty that will be received by taxpayers who commit violations in terms of fulfilling their obligations to pay taxes. Tax sanctions are legal consequences given to any violation of taxprovisions in the form of both administrative violations and criminal violations that are applied, so that tax sanctions given to non-compliant taxpayers will have an influence that can make taxpayers obedient rather than avoiding tax sanctions that can harm the taxpayer itself (Arofhy et al., 2022). Supposedly, with strict sanctions formulated and implemented by regulators, taxpayers will comply with their obligations to pay taxes and will avoid tax evasion. The research of (Santana et al., 2020), (Sundari, 2019) as well as (Wijaya & Jannah, 2017) states that tax sanctions significantly affect the perception of tax evasion. However, other views from (Pujiastuti & Indriyani, 2021) and (Ermawati & Afifi, 2018) stated that tax sanctions do not significantly affect the perception of tax evasion.

According to (Basri & Surya, 2016), individual religiosity is believed to control their behavior by avoiding unethical attitudes. (Kelly et al., 1968) stated religiosity as a belief in certain religious teachings and the impact of religious teachings on daily life in people's lives. Seseorang dengan keyakinan religius akan yakin untuk selalu memenuhi kewajibannya. In this study, taxpayer religiosity will be a moderating variable for the influence of tax collection fairness factors and tax collection sanctions on the perception of tax evasion. (Ningsih et al., 2018) stated that religiosity can moderate the effect of tax levy fairness on the perception of tax evasion. (Jamalallail et al., 2022) stated that religiosity can moderate the effect of tax levy sanctions on the perception of tax evasion. Meanwhile (Pujiastuti & Indriyani, 2021) stated that religiosity cannot moderate the effect of tax collection fairness and the effect of tax collection sanctions on the perception of tax evasion.

LITERATURE REVIEW
Perception of Tax Evasion Actions

According to (Mardiasmo, 2011), tax evasion is an effort made by taxpayers to ease the tax burden by violating the law such as falsifying documents, or filling in data incompletely and correctly. According to (Suandy, 2011), tax evasion is one of the factors in not achieving the tax revenue target in Indonesia, because generally taxpayers are reluctant to pay taxes because they consider that paying taxes will reduce their income. Therefore, taxpayers will always try to pay as little tax as possible or even avoid it.

Tax Collection Fairness

Nickerson et al. (2009) stated that people will consider the government fair if the tax money paid by the community is used for general state expenditures, besides tax imposition and collection on the community is treated equally. Thus, if the fairness of tax collection has been felt by the community, the community will carry out their obligations in paying taxes so that it will reduce tax evasion.
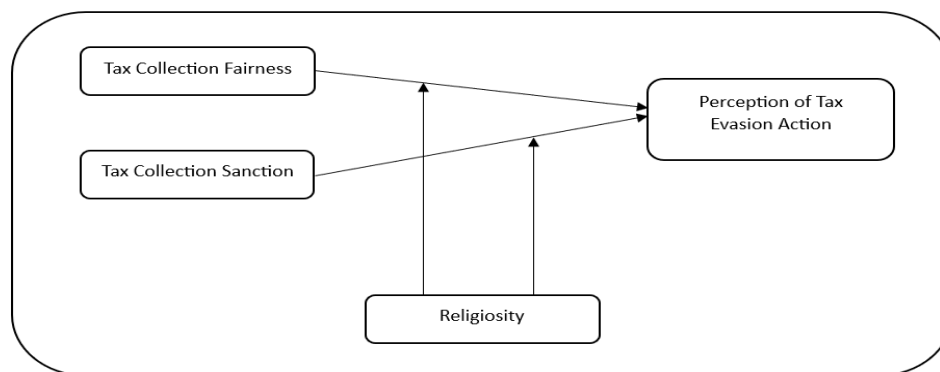
Tax Collection Sanctions

Sanctions against tax collections are prepared and applied so that the provisions of tax laws and regulations will be obeyed by taxpayers so that taxpayers do not violate tax regulations (Mardiasmo, 2011). This should make taxpayers comply and tax evasion will be reduced.

Religiosity

Individual religiosity, in this case taxpayers, is believed to control their behavior by avoiding unethical attitudes, such as disobeying rules and others (Basri & Surya, 2016). The desire to commit tax evasion should be minimized or even eliminated by individual religiosity.

RESEARCH METHODS
Conceptual Framework for Research

Figure 1 Conceptual Framework

In the conceptual framework above, it can be seen that this study aims to analyze the effect of tax collection fairness and tax collection sanctions on the perception of tax evasion with religiosity as a moderating variable.

Then the hypothesis in this study is:

H_1: Tax Collection Fairness has a significant effect on Perceptions of Tax Evasion Action

H_2: Tax Collection Sanctions have a significant effect on the Perception of Tax Evasion Action

H_3: Religiosity is able to significantly strengthen the effect of Tax Collection Fairness on Perceptions of Tax Evasion Action.

H_4: Religiosity is able to significantly strengthen the influence of Tax Collection Sanctions on Perceptions of Tax Evasion Action.

Population And Sample

This research is associative research using a quantitative approach, which is research that aims to determine the relationship between two or more variables (Chandrarin, 2017).

The population in this study were individual taxpayers registered with the East Medan Primary Tax Service Office (Kantor Pelayanan Pajak Pratama Medan Timur) for 2022 as many as 51.191. The sample of this study was taken using the probability sampling method-simple random sampling, which is a sampling technique from the population carried out randomly and all research populations have the same opportunity to be sampled without being based on certain criteria (Chandrarin, 2017). Sampling using the Slovin formula, and the number of respondents in this study was 100 individual taxpayers registered at KPP Pratama Medan Timur. In this study, from the respondent's answer data received, 96 respondent data were considered complete for processing, while 4 respondent data were considered incomplete for processing.

The method of analysis of this research is multiple linear regression analysis and residual test to see the presence or absence of moderator variables (Ghozali, 2018).

The data analysis technique used is the Regression Determinant Test to see how much influence the independent variable has on the dependent variable, the Regression t-Test to see the effect of the independent variable on the dependent variable and the Interaction Test to see how much influence the independent variable has on the dependent variable after moderation.

RESEARCH RESULTS AND DISCUSSION

All data must have gone through the validity test and data reliability test, and have gone through the classic assumption test to avoid data bias (Ghozali, 2018), and passed and are suitable for processing.

Table 2 Determination Coefficient Test Results

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.612^a	.370	.351	1.62835	1.774

a. *Predictors*: (*Constant*), X1, X2

b. *Dependent Variable*: Y

 Source: Data processed by Researchers, 2023

In table 2 above, the adjusted R square value is 0,351, which means that the perception of tax evasion can be explained by the fairness of tax collection and tax collection sanctions by 35,1%, while the other 64,9% is explained by other variables outside the variables used in this study.

HYPOTHESIS TEST

a. t-Test

Table 3 t-Test Result

Coefficients^a

Model		Unstandardized Coefficients B	Unstandardized Coefficients Std. Error	Standardized Coefficients Beta	t	Sig.	Collinearity Statistics Tolerance	Collinearity Statistics VIF
1	(*Constant*)	5.142	1.744		2.945	.004		
	X1	-.116	.071	.162	1.570	.113	.610	1.632
	X3	-.460	.090	.570	4.932	.000	.472	2.108

a. *Dependent Variable*: Y

Source: Data processed by Researchers, 2023

From table 3 above, the conclusions can be explained as follows:
1. The significance value of Tax Collection Fairness (X1) of 0,113> 0,05 indicates that Tax Collection Fairness (X1) has no significant effect on the Perception of Tax Evasion Action (Y). So, the hypothesis that the Fairness of Tax Collection has a significant effect on the Perception of Tax Evasion Action (H1) is rejected.
2. The significance value of Tax Collection Sanctions (X2) of 0,000 <0,05 indicates that Tax Collection Sanctions (X2) has a significant effect on the Perception of Tax Evasion Action (Y). So, the hypothesis that tax collection sanctions have a significant effect on the perception of tax evasion action (H2) is accepted.

b. Testing Moderating Variable

The purpose of this analysis is to determine whether the moderating variable will strengthen or weaken the relationship between the independent variable and the dependent variable. In this study using the residual test.

Table 4 Significance Test Results of Religiosity in Moderating the Effect of Tax Collection Fairness on Perceptions of Tax Collection Actions

Coefficients^a

Model		Unstandardized Coefficients B	Unstandardized Coefficients Std. Error	Standardized Coefficients Beta	T	Sig.
1	(*Constant*)	10.402	2.456		4.231	.000
	X1	.401	.091	.401	4.325	.000

a. *Dependent Variable*: Z

Source: Data processed by researchers, 2023

From table 4 above, it shows that the value or significance is 0,000 <0,05. The above equation can be used to obtain the residual value of religiosity (moderating variable). The residual value is used as a variable in residual testing I. The following is a table of residual test results I:

Table 5 Residual Test Results I

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	3.730	1.350		2.752	.006
	Y	-.101	.077	-.126	-1.281	.021

a. *Dependent Variable*: ABS_RES1

Source: Data processed by researchers, 2023

Based on table 5 above, a significance value of 0,021 <0,05 is obtained, it can be concluded that Religiosity can moderate the effect of Tax Collection Fairness on Perceptions of Tax Evasion Action. So, the hypothesis that religiosity is able to strengthen the effect of tax collection fairness on perceived tax evasion action significantly (H3) is accepted.

Table 6 Significance Test Results of Religiosity in Moderating the Effect of Tax Collection Sanctions on Perceptions of Tax Collection Actions

Coefficients[a]

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	1.992	1.485		1.341	.178
	X2	.871	.063	.791	12.840	.000

a. *Dependent Variable*: Z

Source: Data processed by researchers, 2023

From table 6 above, it shows that the value or significance is 0,000 <0,05. The above equation can be used to obtain the residual value of religiosity (moderating variable). The residual value is used as a variable in residual II testing. The following is a table of residual test results II:

Table 7 Residual Test Results II

Coefficients[a]

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	2.208	.948		2.311	.021
	Y	-.051	.051	-.095	-.972	.330

a. *Dependent Variable*: ABS_RES2

Source: Data processed by researchers, 2023

Based on table 7 above, the significance value is 0,330> 0,05, it is concluded that religiosity cannot moderate the effect of tax collection sanctions on perceived tax evasion action. So, the hypothesis that religiosity is able to significantly strengthen the effect of tax collection sanctions on the perception of tax evasion action (H4) is rejected.

H₁: Tax Collection Fairness has a significant effect on Perceptions of Tax Evasion Actions.

The significance value of Tax Collection Fairness (X1) of 0,113> 0,05 indicates that Tax Collection Fairness (X1) has no significant effect on the Perception of Tax Evasion Actions (Y). So, the hypothesis that the Fairness of Tax Collection has a significant effect on the Perception of Tax Evasion Actions (H1) is rejected.

Supposedly, with fairness in the tax collection process for taxpayers, tax evasion can be minimized or eliminated. However, in this study, taxpayer respondents registered at the East Medan Tax Office mostly believed that fairness in the tax collection process was not a significant factor in avoiding tax evasion. This can be caused because taxpayers feel that the tax collection process is a standard with certain rules that have been prepared by regulators, not things that can influence the thinking of taxpayers in determining attitudes whether to fulfill tax payment obligations or even avoid these obligations. The results of this study are in accordance with the results of research (Pujiastuti & Indriyani, 2021) and (Indriyani et al., 2016). However, the results of this research are not in line with the results of research (Santana et al., 2020), (Veronika & Saleh, 2019) and (Fatimah & Wardani, 2017). The difference in research results can be due to differences in variable indicators and research objects.

H2: Tax Collection Sanctions have a significant effect on the Perception of Tax Evasion Actions

The significance value of Tax Collection Sanctions (X2) of 0,000 <0,05 indicates that Tax Collection Sanctions (X2) has a significant effect on the Perception of Tax Evasion Actions (Y). So, the hypothesis that Tax Collection Sanctions has a significant effect on the Perception of Tax Evasion Actions (H2) is accepted. In collecting taxes, regulators have formulated certain rules so that the tax collection process can run smoothly. Taxpayers who do not carry out their obligations will also be subject to certain sanctions that have been regulated and socialized to taxpayers. Therefore, it is expected that taxpayers will comply with the fulfillment of their obligations so as to avoid sanctions. This can encourage taxpayers not to commit tax evasion. The results of this study are in accordance with the results of research (Santana et al., 2020), (Sundari, 2019) and (Wijaya & Jannah, 2017). However, the results of this study are not in line with the results of research (Pujiastuti & Indriyani, 2021) and (Ermawati & Afifi, 2018). The difference in research results can be due to differences in variable indicators and research objects.

H3: Religiosity is able to significantly strengthen the effect of Tax Collection Fairness on Perceptions of Tax Evasion Actions.

With a significance value of 0,021 <0,05, it can be concluded that religiosity can moderate the effect of Tax Collection Fairness on Perceptions of Tax Evasion Actions. So, the Religiosity hypothesis is able to significantly strengthen the effect of Tax Collection Fairness on the Perception of Tax Evasion Actions (H3) is accepted.

The attitude of religiosity of a person is a state within a person in feeling and recognizing the existence of a supreme power that oversees human life by carrying out all God's commands and staying away from all His prohibitions, so that this will make someone do better, and avoid doing bad things. The act of tax evasion, which is an act of avoiding obligations, will certainly conflict with the value of religiosity. So with the value of religiosity, it will strengthen the influence of fairness in tax collection on perception of tax evation actions. The

results of this study are in line with the results of research (Ningsih et al., 2018). However, the results of this study are not in line with the the research results of (Pujiastuti & Indriyani, 2021). Differences in research results can be caused by diffeences in variable indicators and research objects.

H4: Religiosity is able to significantly strengthen the influence of Tax Levy Sanctions on Perceptions of Tax Evasion.

With a significance value of 0,330> 0,05, it is concluded that religiosity cannot moderate the effect of tax collection sanctions on perceived tax evasion actions. So, the hypothesis that religiosity is able to significantly strengthen the effect of tax collection sanctions on the perception of tax evasion actions (H4) is rejected. In this study, although the religiosity value of a person, in this case a taxpayer, will influence his decision to fulfill his obligation to pay taxes, the respondents felt that when it was related to the effect of tax sanctions on the perception of tax evasion, the effect was not significant. The value of religiosity is considered not to strengthen the influence of tax sanctions on the perception of tax evasion, because the existence of sanctions itself is sufficient to make taxpayers determine their attitude in fulfilling their tax obligations to avoid sanctions that will be received if they do not fulfill their obligations. The results of this study are in line with the results of research (Pujiastuti & Indriyani, 2021). However, the results of this study are not in line with the results of research (Jamalallail et al., 2022). The difference in research results can be caused by differences in variable indicators and research objects.

CONCLUSIONS

The large number of studies on the perception of tax evasion and its influencing factors shows the importance of this matter so that in the future, the target and realization of state revenue in the form of tax collection can be met. The results of this study concluded that Tax Levy Justice has no significant effect on the Perception of Tax Evasion, Tax Levy Sanctions have a significant effect on the Perception of Tax Evasion, Religiosity is able to significantly strengthen the effect of Tax Levy Justice on the Perception of Tax Evasion, Religiosity is not able to significantly strengthen the effect of Tax Levy Sanctions on the Perception of Tax Evasion.

This study has limitations where the object of research is only on taxpayers registered at the East Medan Tax Service Office (KPP), so it cannot be generalized to other regions.

This study recommends that in the future relevant research use different research objects and different research variables, so as to add to the literature on the importance of avoiding tax evasion.

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INDONESIA PROSPECTIVE TAXPAYERS' INTENTION TO COMPLY: RELIGIUSITY OR NATIONALISM?

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ABSTRACT

There are several cases of tax evasion in Indonesia. Tax evasion is considered as an act that is demeaning and classified as a crime because it is done with the awareness that is violates laws and regulation and can harm the state. This is also due to the lack of prospective taxpayers' intention to comply. This study investigates the positive effect of nationalism and religiosity on the prospective taxpayers' intention to comply. With snowball sampling and multiple regression analysis, this study indicates that nationalism and religiosity have positive effect on the prospective taxpayers' intention to comply.
Keywords: nationalism, religiosity, intention to comply, prospective taxpayers

INTRODUCTION

Indonesia is a developing country that requires funds in financing its development. Development funds come from various sources of state revenue, one of which is from taxes (Natasya and Gunawan, 2022). According to Law Number 16 of 2009 Article 1 paragraph 1 concerning General Provisions and Procedures for Taxation, taxes are mandatory contributions to the state owed by individuals or entities that are compelling based on law, with no direct reward and are used for state purposes for the greatest prosperity of the people.

Based on the Directorate General of Taxes (DGT) Performance report in 2020, the realization of tax revenue in 2020 amounted to Rp. 1,198.80 trillion, this amount showed a decrease of 19.7% from the 2019 realization of Rp. 1,332.06 trillion. One of the causes of the decline in tax revenue is that the authority's target has not been achieved in the realization of the Annual Income Tax Return report carried out by taxpayers by taking advantage of loopholes to take illegal actions in taxation (Ministry of Finance, 2021). Efforts to minimize the tax burden, taxpayers can use several methods, namely tax evasion and tax avoidance (tax planning) (Mujiyanti et al., 2017).

The phenomenon of tax evasion in Indonesia that occurred in 2018 was carried out by two companies in Palembang, namely PT GIPE and PT DPM, which were carried out by the head of the PT branch. The embezzlement has been carried out from 2017 to 2018 and resulted in losses to the state totaling IDR 24.4 billion. The defendant violated Article 43 paragraph (1) of Law Number 6/1983 on General Provisions and Tax Procedures, as last amended by Law 7/2021 on Harmonization of Tax Regulations. And threatened with imprisonment for a minimum of two years to a maximum of six years. This case reveals illegal practices that harm the state and corporate crimes that are deliberately committed in foreign jurisdictions that provide tax protection, one of which is tax avoidance by conducting illegal transactions, hiding assets and others through offshore companies.

Based on the above phenomenon, tax evasion cases that occur in Indonesia can directly or indirectly affect the reactions and perceptions of students who will become taxpayers in the future. Therefore, it is important to conduct research related to factors that influence the compliance intention of prospective taxpayers.

THEORY

Nationalism is a part of the nation that can and does become part of the nation itself, namely awareness to achieve welfare, defence, wealth and national beliefs that apply as the spirit of nationalism (Tambun & Ananda, 2022). Nationalism is a form of patriotism that wants to sacrifice for its country and contribute to its development (Putri & Venusita, 2019). The existence of a sense of nationalism in each individual can increase taxpayer compliance (Tambun & Haryati, 2022). This attitude of nationalism must also be conveyed to prospective taxpayers so that taxpayer compliance is carried out properly in accordance with applicable regulations (Bahtiar & Tambunan, 2019). If someone has strong nationalism, he will be ashamed if he does not carry out his obligations as a good Indonesian citizen, i.e., who does not pay taxes in accordance with applicable regulations, because what the taxpayer pays is actually used for the benefit and enjoyment of the entire community. Thus, prospective taxpayers who have a strong nationalism attitude will fulfil their tax obligations. This is supported by the theory of planned behaviour, namely the locust control theory related to nationalism which encourages a person to behave or act. The more nationalistic prospective taxpayers are, the more likely they are to fulfil their tax obligations.

H₁: Nationalism has a positive effect on the compliance intention of prospective taxpayers.

Religiosity is the religious values embraced by a person. Basically, all religions have the same goal of controlling good behaviour and inhibiting bad behaviour. People believe that religion can control individual behaviour from immoral and unethical attitudes. A person with high faith often acts ethically and avoids tax violations (Basri, 2016). A person with a high level of religiosity is expected to have a mind not to violate existing regulations by not having the intention to commit tax evasion because of the guidance of obedient behaviour in religious teachings. Conversely, someone who has a low level of religiosity will have the intention to commit tax evasion. According to Safitri (2018) someone who has a high level of religiosity tends to be able to control the actions that will be taken in his life. So, with belief in God that is owned in a person, it can be trusted to be able to control oneself from fraudulent acts including tax evasion. Hidayatulloh (2019) also explained that the more religious a person is, the more they will avoid unethical behaviour. With strong religious beliefs, it is hoped that it can prevent illegal behaviour. This prevention is through feelings of guilt when someone commits unethical behaviour or violates the rules, including tax evasion. Previous research conducted by Sofha and Utomo (2018) said that religiosity has an influence on tax evasion ethics. Based on this explanation, the following hypothesis can be prepared:

H₂: Religiosity has a positive effect on tax compliance intentions.

RESEARCH METHOD

This research is quantitative in nature. The population used in this study were students. The sample used in this study were students studying in DIY. The sampling technique in this study used snowball sampling, where the questionnaire

in the form of a google form was given to other students who became respondents to obtain more data. This study uses multiple linear regression, namely linear regression using more than one independent variable.

RESULT

Table 1 Reliability Test Results

	Reliability Composite	*Cronbach's Alpha*	**Result**
Nationalism	0.940	0.922	Reliable
Religiosities	0.951	0.941	Reliable
Tax Compliance intention	0.982	0.978	Reliable

Based on the table above, it shows that all variables are declared reliable because the composite reliability value is above 0.70, while the Cronbach's Alpha value is above 0.60.

Table 2 Descriptive Statistic

	N	**Range**	**Min**	**Max**	**Sum**	**Mean**	**Std. Dev.**
Nationalism	100	25,0	12,0	37,00	2994	29,94	3,510
Religiosities	100	16,0	14,0	30,00	2301	23,01	3,486
Tax Compliance intention	100	19,0	11,0	30,00	2354,	23,54	3,442
Valid N (listwise)	100						

Based on the results of descriptive statistical analysis in the table above, it proves that nationalism (X1) of 100 informants, the smallest value is 12 and the largest value is 37. The average answer agreed for statements related to nationalism is 29.94 and the standard deviation is 3.510. The range value is 25 and the sum value of the sum of the nationalism of 100 informants is 2994.

Religiosity (X2) of 100 informants, the smallest value is 14 and the largest value is 30. The average answer agreed for statements related to religiosity is 23.01 and the standard deviation is 3.846. The range value is 16 and the sum value of the religiosity of 100 informants is 2310.

Tax compliance intention (Y) of 100 informants, the smallest value is 11 and the largest value is 30. The average answer agreed for statements related to the use of tax compliance intention is 23.54 and the standard deviation is 3.342. The range value is 19 and the sum value of the tax compliance intention of 100 informants is 2354.

Table 3 Path Coefficient

	Original Sampel (O)	Sampel Mean (M)	Stan Dev.	T Statistic (O/Sterr)	P-Values
Nationalisme → tax compliance intention	0.281	0.296	0.130	2.167	0.031
religiosities → tax compliance intention	0.363	0.351	0.140	2.596	0.010

The results of testing the first hypothesis show that there is a significant influence on nationalism on tax compliance intentions. The results of the nationalism hypothesis test have a positive influence on tax compliance intentions, this is evidenced by the P-value of 0.031 <0.05. The original sample estimate value is positive 0.281. Therefore, hypothesis H1 in this study reveals that nationalism has a positive effect on the intention to comply with taxes is accepted.

The results of testing the second hypothesis show that there is a significant effect of religiosity on the intention to obey the tax. This is evidenced by the P-value of 0.010, <0.05. The original sample estimate value is positive 0.363. Therefore, hypothesis H2 in this study reveals that religiosity has a positive effect on tax compliance intentions is accepted.

CONCLUSION

This research was conducted on 100 respondents. Based on the research results, the conclusions of this study is nationalism and religiosity have positive effect on tax compliance intentions.