



# The analysis of influence growth sales and fixed asset intensity on tax avoidance

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## ABSTRACT

The study examines the effect of sales growth and fixed asset intensity on tax avoidance in automotive companies listed on the Indonesian Stock Exchange. Research on the effect of sales growth and fixed asset intensity on tax avoidance in automotive companies listed on the Indonesia Stock Exchange has several urgent needs to be considered. Following are some of the reasons why this research is important: Tax avoidance by automotive companies can have a significant impact on state revenues. If companies reduce their tax obligations illegally, this can reduce state revenues that should be used for development and the provision of public services. Furthermore, automotive companies listed on the Indonesia Stock Exchange have an important economic role in the growth and development of the country. In order to maintain the sustainability and transparency of this sector, it is important to understand the possible tax avoidance practices of these companies. The sampling method used purposive sampling with a sample of manufacturing companies in the automotive sector listed on the Indonesian Stock Exchange in the period of 2020 to 2022. Based on the sampling method, 10 companies were obtained as samples, thus there were 30 firms year observations. The analysis method employed multiple linear regression. The results show that sales growth and fixed asset intensity have no effect on tax avoidance. This result encourages companies to carry out tax planning properly to fulfill tax obligations efficiently and effectively in accordance with the tax provisions set by the government, so that the tax revenue target is successfully obtained and the number of tax avoidance declines

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## INTRODUCTION

Taxes play an important role in the life of the state. This is because taxes are the main source of state revenue. Without taxes, most of the activities of a country are difficult to carry out (Ciziceno & Pizzuto, 2022). Tax is used for personnel expenditure to finance various development projects. The development of facilities, for instance the construction of roads, bridges, schools, hospitals or health centers, and many more. Furthermore, tax is also used for financing in order to provide a sense of security for all levels of society. Every citizen enjoys facilities or services from the government, all of which are financed with money originating from taxes. Taxes are used to subsidize goods that people

really need and also pay off the debts of a state. Taxes are also used to help MSMEs both in terms of coaching and capital (Ernest et al., 2022). Therefore, the level of compliance of taxpayers in carrying out their tax obligations properly and correctly is an absolute requirement for achieving the income redistribution function. So that in the end the economic and social disparities that exist in society can be maximally reduced (Czurylo, 2023).

The definition of tax according to Law Number 16 of 2009 concerning General Provisions and Tax Procedures in Article 1 paragraph 1 is a mandatory contribution to the state owed by individuals or entities that are coercive based on law, by not getting compensation directly and being used for the needs of the state for the greatest prosperity of the people (Rizki, 2018). Based on the agency theory, the different interests between the tax authorities and companies will lead to non-compliance by taxpayers or company management which will have an impact on the company's efforts to avoid taxes (Albertus et al., 2022). Tax avoidance is an attempt to reduce legal tax debt (Xynas, 2011). Tax avoidance is mostly done by companies because tax avoidance is an effort to reduce taxes, but still comply with the provisions of tax regulations such as taking advantage of exemptions and permitted deductions or delaying taxes that have not been regulated in applicable tax regulations and usually through policies taken by the company's leadership (Hasan et al., 2023);(Alexander & Pisa, 2023). Tax evasion carried out to increase cash flow and reduce the level of tax payments company. Taxpayers make tax reductions by doing management tax or direct (Dika & Damayanti, 2023).

The phenomena related to tax avoidance that occur in automotive companies listed on the Indonesia Stock Exchange. In 2017, PT Suzuki Motor Corp recently committed a case of tax avoidance by taking advantage of their bicycle racing business to hide Rp. 38.6 billion in funds to deceive the government so that they are not subject to higher taxes. In this case, it is reported that Suzuki has calculated unused racing motorcycle parts as expenses, not warehouse items. Unused spare parts are categorized as warehouse goods and cannot be counted unless they have been used or discarded. As a result of this case, the Suzuki company was demanded to pay IDR 57.9 billion to make up for the taxes they lied to and fines for the mistakes they made. This case caused the company to get a second warning. The error that occurred initially last May 2017 where they deliberately used an inappropriate fuel consumption test so that the product looked more fuel efficient than other manufacturers.

Furthermore, the phenomenon of tax avoidance, namely the Director General of Taxes of the Ministry of Finance (Ministry of Finance) put forward the findings of tax evasion which it is estimated that it will cause state losses of up to IDR 68.7 trillion per year. the findings disclosed by the Tax Justice Network reporting the consequences of tax evasion, Indonesia is estimated to lose up to US\$ 4.86 billion per year, equivalent to Rp 68.7 billion rupiah. In the Tax Justice Network report entitled The state Tax Justice 2020: Tax Justice in the Covid-19 Period is stated from numbers of these, as much as US\$ 4.78 billion, equivalent to Rp. 67.6 trillion of them is an act of corporate tax avoidance in Indonesia. While the rest US\$ 78.83 million, around IDR 1.1 trillion, came from individual taxpayers. Director General The tax states that tax avoidance arises because of the transactions that occur between parties who have special relations both domestically and internationally overseas (Santoso, n.d.).

The trend of tax avoidance practices is increasing due to practice companies This can reduce the tax burden paid by the company. Usually many companies do carry out tax avoidance practices in cross-country relations that have links special. But of course this is inversely proportional to the government as a collector Taxpayers who want maximum tax revenue from companies as taxpayers. Considering that currently the biggest source of state revenue comes from tax sources (Pravitasari & Khoirawati, 2022). Tax avoidance is an aggressive tax strategy carried out by companies in a step to minimize the tax burden, without conflicting with tax laws and regulations because practices related to tax avoidance take advantage of the loopholes in the tax laws which will

affect state revenues in the tax sector (Sinambela & Nuraini, 2021). In the end that company do tax planning the can increase income clean (Imanuella & Damayanti, 2022).

This practice of tax avoidance is actually a dilemma for the government, because taxpayers reduce the amount of tax to be paid, but do so without conflicting with applicable regulations (Sun, 2021); (Xiang et al., 2023). In this case the directorate general of taxes cannot do anything or prosecute legally, even though this tax avoidance practice will affect state revenue from the tax sector (Ramadani & Hartiyah, 2020). Companies with low ETR are more tax aggressive in comparison companies with high ETR (Tang, 2020). An increase in the tax burden will encourage companies to reduce the tax burden by doing tax evasion and the company's ETR value will be low (Wulandari & Purnomo, 2021).

Some of the factors that cause tax avoidance are sales growth and company size (Khuong et al., 2020). According to (Fahmi, 2014), sales growth is the ratio between current year's sales minus last year's sales divided by last year's sales. Sales growth can show the company's ability to increase its sales level from time to time. Sales growth can be interpreted as an increase in the number of sales from time to time or from year to year (Kennedy, 2013). Sales growth is wrong one useful growth ratio for measurement of company sales performance. The increased sales growth rate indicates the success of a company's product sales and marketing strategy (Krishnan et al., 2023); (Reimold et al., 2022). In this study to determine sales growth using the CETR calculation which is an indicator of the existence of tax avoidance activities. While the next factor that influences tax avoidance is capital intensity which is also part of the factors that cause tax avoidance. Capital intensity shows how much the company invests its assets in the form of fixed assets and inventories. One of the strategies used to reduce the tax burden can be done by owning fixed assets in the company (Novianti, W., 2018). The intensity of fixed assets in this study is related to depreciation costs. The higher the depreciation expense, the lower the amount of the tax burden paid. Companies that decide to invest in fixed assets can change depreciation expense as a cost that can reduce taxable profit, which in the end will reduce the total tax that should be paid (Sahrir et al., 2021).

Research on the effect of sales growth on tax avoidance has been widely studied by several researchers with different results. According to research conducted by (Darma, 2021) the research results show that there is no significant effect between sales growth and tax avoidance. In line with research conducted by (Sawitri, N. P. Y. R., & Lestari, 2015) shows that sales growth has no effect on tax avoidance. On the other side, research on the effect of fixed asset intensity on tax avoidance has also been widely studied by several researchers with mixed results. According to research conducted by (Mardianti, I. V., & Ardini, 2020) shows that the intensity of fixed assets has no effect on tax avoidance. This research is in line with research conducted by (Masrurroch, L. R., Nurlaela, S., & Fajri, 2021) which shows that the intensity of fixed assets has no effect on tax avoidance.

Research on tax avoidance has significant implications in the field of accounting. Some of these implications include the following Tax avoidance research can assist in the development of better accounting theories. Through this research, academics can identify the factors that influence company decisions in tax avoidance, analyze the effects of tax avoidance on financial statements, and understand their impact on accounting practices. This can help develop and refine the accounting conceptual framework and lead to a better understanding of the accounting implications of tax avoidance practices. Furthermore, the implications of this research in the field of accounting are Tax avoidance research can also assist in the evaluation of a company's internal controls. This research can assist auditors and accounting practitioners in identifying gaps in internal control that might be used for tax evasion. With a better understanding of the strategies and tactics companies use, auditors can direct their attention to high-risk areas and improve audit effectiveness. Research on tax avoidance can also provide valuable insights into evaluating corporate performance. An understanding of how tax evasion affects the financial statements and financial performance of companies can help financial analysts and decision makers in interpreting financial information

better. This research can also assist in developing better methods and indicators to measure company performance that takes into account tax aspects.

## RESEARCH METHOD

### Population and Sample

This research uses a quantitative descriptive approach. This research is a kind of quantitative research which means research that emphasizes testing theories through measurement of research variable (Fauzan et al., 2019). Research data was obtained from secondary data originating from the financial reports of each automotive manufacturing company listed on the Indonesia Stock Exchange (IDX) in a period of 2020 to 2022. This study used a purposive sampling technique. The purposive sampling technique is a research technique according to certain criteria. The following are some of the criteria used in the study:

- a. Companies engaged in the automotive sector listed on the Indonesia Stock Exchange (IDX)
- b. Companies that publish financial reports and annual reports for the period ending December 31, 2020 to 2022. If companies do not issue financial reports and annual reports on the Indonesian stock exchange in this year's period, they will be used as samples in this study.

Based on these criteria, a list of sample companies studied is presented in table 1.

**Table 1.** List of samples

No.	Company	Company Code
1	Astra Internasional Tbk	ASII
2	Astra Otoparts Tbk	AUTO
3	Garuda Metalindo Tbk	BOLT
4	Indo Kordsa Tbk	BRAM
5	Goodyear Indonesia Tbk	GDYR
6	Gajah Tunggal Tbk	GJTL
7	Indomobil Sukses Internasional Tbk	IMAS
8	Multi Prima Sejahtera	LPIN
9	Multistrada Arah Sarana Tbk	TIME
10	Selamat Sempurna Tbk	SMSM

### Variable Operational Definitions

The dependent variable in this study is tax avoidance which is tax avoidance which is a legal effort to reduce the tax burden. The tax avoidance variable is given the symbol Cash Effective Tax Rate (CETR) because it is considered to reflect the fixed difference between tax payments and pre-tax profit. While the independent variables in this study consist of sales growth and fixed asset intensity. The definition of each variable that has been concluded from the literature and previous research is described as follows:

- a. Sales growth is the investment success rate in the past period and can be used as a prediction of future growth and Sales growth can also be used to predict earnings company profit (Fauzan et al., 2019). The greater the value of sales growth indicates the company tends to make tax avoidance efforts (Stephanie & Herijawati, 2022).
- b. The intensity of fixed assets is a depreciation expense arising from fixed assets which is used as a deduction from income. If the fixed assets are getting bigger, the profit generated will be smaller, because there is a depreciation expense which will reduce profits. Based on research conducted by (Dharma & Ardiana, 2016) stated that the greater the intensity of fixed assets, the higher the company's effective tax rate or the lower the company's tax avoidance level.

**Table 2.** Operational variables

Variable	Operational definition	Scale	Measurement
Sales Growth	The success rate of investment in the past period can be used as a prediction of future growth	Ratio	Sales Growth = Current year's sales - Previous year's sales / Previous year's sales
Fixed Asset Intensity	Comparison of the intensity of ownership of a company's fixed assets with the total assets owned by the company. The intensity of fixed assets shows the proportion of fixed assets in the company by comparing them with the total assets owned. The intensity of fixed assets is obtained by comparing the total fixed assets and total assets.	Ratio	Fixed Asset Intensity = Total fixed assets / Total assets
Tax avoidance	Legal efforts in reducing the tax burden.	Ratio	Tax Avoidance = Payment of Tax / Profit before tax

### Data analysis method

According to (Gujarati, 2013) stated that the advantages of panel data have implications that classical assumption testing is not required in the panel data model, because research that uses panel data allows the identification of certain parameters without the need to make strict assumptions or does not require the fulfillment of all classical linear regression assumptions. as in Ordinary Least Square (OLS). Following are the advantages of the panel data method as mentioned by (Wibisono, 2005) : (a) Panel data is able to account for individual heterogeneity explicitly by allowing individual specific variables; (b) The ability to control individual heterogeneity further makes panel data usable for testing and building more complex behavioral models; (c) Panel data is based on repeated cross-sectional observations (time series) so that the panel data model is suitable for use as a study of dynamic adjustment ; (d) Panel data can be used to study complex behavioral models; (e) Panel data can minimize bias that may arise from the aggregation of individual data.

According to (Gujarati, 2013) there are three methods that can be used to work with panel data, namely as follows: (a) Pooled Least Square (PLS) - Estimating panel data using the OLS method; (b) Fixed effects (FE) - Adding a dummy model to panel data; (c) Random effects (RE) - Calculates the error from panel data using the least squares method . Based on the three panel data method approaches, there are three panel data regression model estimation techniques, namely the F test, the CHOW test, and the Hausman test. Two approaches that are often used to estimate regression models with panel data are the FE approach and the RE approach. The F test and the CHOW test were used to determine the method between the PLS and FE approaches, while the Hausman test was used to determine between the RE and FE approaches. The regression model used in this study is as follows:

$$CETR_{it} = \alpha + \beta_1 SG_{it} + \beta_2 INTAST_{it} + \varepsilon (1)$$

Information:

$\alpha$  : Constant

CETR : Sales Growth

SG : Fixed Asset Intensity

INTAST : Tax Avoidance

$\beta_1$  : Sales Growth Coefficient

$\beta_2$  : Fixed Asset Intensity Coefficient  
 it : Institutional (company), time (time)  
 $\varepsilon$  : Error Term

## RESULTS AND DISCUSSIONS

### Estimation Model Selection

In panel data regression, there are three approach methods that can be used, namely Pooled Least Square (PLS), Fixed Effects (FE), and Random Effects (RE). Two approaches that are often used to estimate regression models with panel data are the FE approach and the RE approach. The modeling approach using the usual OLS or PLS method is the simplest method so that this estimation method assumes that each company has the same slope and coefficient (no difference in cross section dimensions) which is a very limiting assumption. It can be said that this model cannot capture the actual picture of the relationship that occurs between the dependent variable and the independent variable, as well as the relationship between individual cross sections. Thus, to determine the right model in this study two tests were used. The tests were carried out using the F-Statistics test (Chow Test) and the Hausman Test.

### F-Statistics Test

As explained in the theoretical selection method which says that the PLS method is too simple and is used to describe the phenomena that occur. The determination of the F-Statistic test model is carried out by determining the specific nature of the relationship that occurs between each individual in the cross-section data. Statistical F test is used to test which model is more appropriate between PLS and FE. Based on the results of data processing, the calculated F value (F Statistics) is 0.8214 with an F table value of 4.74 so that the calculated F value is smaller than the F table. If the calculated F value is greater than table F, then the null hypothesis ( $H_0$ ) is accepted and  $H_a$  is rejected, meaning that the better data method used is Common Effect (PLS).

**Table 3.** Chow test results

Redundant Fixed Effects Tests			
Pool: Untitled			
Test period fixed effects			
Effect Test	Statistics	df	Prob.
Period F	0.198246	(2,25)	0.8214
Period Chi-square	0.472057	2	0.7898

### Final Model Selection

The selection of the model used in the panel data regression in this study is Common Effect. The Common Effect Model is the simplest panel data regression model estimation technique among other model estimation techniques (Widarjono, 2007). In the common effect model, differences in individual and time dimensions are ignored. In other words, in the common effect model, the data behavior of each individual is the same in various time periods. Therefore, parameter estimation in the common effect model is carried out by combining cross-sectional data and time series data as a single unit without looking at differences in time and individuals (Widarjono, 2007). So the model used in this study follows the common effect model so that the panel data regression equation obtained in this study is as follows:

$$CETRit = 2.031 + 0.867 SG + 4.418 INTAST + \varepsilon$$

From the results of the panel data regression equation above a constant of 2.031 it states that if the independent variables, namely sales growth and fixed asset intensity are fixed or constant, then tax avoidance is 2.031. Then the coefficient of each independent variable means that every 1% increase in each of these independent variables assuming the other variables are held constant or constant, will result in tax avoidance increasing or decreasing according to the magnitude of the coefficient value.

### Coefficient of Determination

According to (Algifari, 2009) suggests that the coefficient of determination (R-squared) is one of the statistical values that can be used to determine whether there is an influence relationship between two variables. Based on the results of the research, it shows that the coefficient of determination obtained from the results of this study is in accordance with the Adjusted R-squared of 0.033080 or 3.30%. This shows that the effect of sales growth and fixed asset intensity on tax avoidance is only affected by 3.30%. While the remaining 96.7% is explained or influenced by other factors outside the model that were not examined.

### Simultaneous Regression Test

The F test is used to show that the independent variables in the study (sales growth and fixed asset intensity) have a simultaneous effect on the dependent variable (tax avoidance). The results of simultaneous regression testing can be seen in table 4.

**Table 4.** F Test results

F-statistics	0.535704
Prob(F-statistic)	0.591349

From table 4 the statistical F value or calculated F obtained is 0.535704 while the F table value is 4.74. Then the calculated F value is smaller than F table and the significance level of 0.591349 is greater than  $\alpha = 0.05$  or 95% confidence level ( $0.591349 > 0.05$ ), so  $H_0$  is accepted and  $H_a$  is rejected. Because the probability (0.591349) is much bigger than 0.05. It can be concluded that together sales growth and fixed asset intensity have no effect on tax avoidance.

### Partial Regression Test

The results of the partial regression test (t test) are used to determine that the independent variables (sales growth and fixed asset intensity) partially have a significant influence or not on the dependent variable, namely tax avoidance. The results of the test are shown in table 5.

**Table 5.** Test results t

Variable	Coefficient	t-Statistics	Sig.	hypothesis
Constant	2.031578	1.214249	0.2352	-
SG	0.867855	0.646332	0.5235	Rejected
INTAST	4.418487	1.300300	0.2045	Rejected

Based on table 5 it can be seen that the proxy of the sales growth variable has no effect on tax avoidance. This is shown in table 5, where the probability value or significance level is 0.5235 greater than  $\alpha = 0.05$  with a calculated t value of 0.646332 smaller than a t table of 1.89458. A significant value greater than 0.05 indicates that the sales growth variable has no effect on tax avoidance so that the hypothesis is rejected. The company's sales growth rate is considered not optimal in this study because sales growth has decreased from year to year. Companies with low sales growth rates. This makes companies do not need the practice of tax avoidance because the tax

burden is already low coupled with the government's policy on the 2019-2021 Covid tax incentives. The results of this study are supported by research conducted by (Novitasari, 2020).

Sales growth illustrates the good or bad level of sales growth within the company and the good or bad level of sales growth can be seen from how much profit will be obtained from the amount of sales growth of the company, so the company can predict the amount of profit that will be obtained. This increased sales growth allows the company to increase its operating activities and capacity so that the higher the company's sales volume, the higher the operational costs that will be incurred to produce the product. The tax burden from profits caused by increased sales growth does not always generate profits (Anasta, 2021). Therefore, large profits are not necessarily due to high sales growth, so company management does not need to carry out tax avoidance activities. This research is in line with previous research, namely (Aprianto & Dwimulyani, 2019). Furthermore, this research is also supported by research conducted by (Asri & Mahfudin, 2021), (Ilmiyono & Agustina, 2020), (Sawitri et al., 2022) which states that Sales growth has no effect on tax avoidance. This indicates that either large or the small sales growth of a company is not a thing that affects decision making decision in doing tax avoidance, because companies with sales growth are high and low have the same obligation to pay taxes.

Furthermore, based on table 5, it can also be seen that the proxy of the sales growth variable has no effect on tax avoidance. This is shown in table 5, where the probability value or significance level is 0.5235 greater than  $\alpha = 0.05$  with a calculated t value of 0.2045 smaller than a t table of 1.89458. A significant value greater than 0.05 indicates that the fixed asset intensity variable has no effect on tax avoidance so that the hypothesis is rejected. This is in line with the results of research conducted by (Sari Yulyanti et al., 2022), (Pravita et al., 2022), and (Cahyo et al., 2023). This is because these fixed assets are solely used for the company's operational interests, not for tax avoidance.

Previous research that supports this research is research conducted by (Putri & Putra, 2017) which suggests that there is no effect of fixed asset intensity on tax avoidance due to the high intensity of fixed assets from fixed assets. Fixed assets intensity has no influence in carrying out aggressive tax activities. The company does not have a large composition of assets to avoid taxes, but the company always uses these fixed assets for the company's operational needs. As a result, the composition of fixed assets that is too large does not change the aggressiveness of the company. Furthermore, this research is also supported by research conducted by (Desi & Eny, 2022), et al which states that the intensity of fixed assets has no effect on the level of tax avoidance because the company's fixed assets are used for the benefit of the company's operations, not as a benchmark for tax avoidance. In addition to this research, it is also supported by research conducted by (Alif Videya & Irawati, 2022) and (Vira Aprilia, Majidah, Ardan Gani Asalam, 2020), which states that variable fixed asset intensity has no significant effect on tax avoidance.

## CONCLUSION

Based on the results, it can be concluded that sales growth and fixed asset intensity have no effect on tax avoidance. It shows that the sales growth rate of a company is considered not optimal in this study because sales growth has decreased from year to year. Low sales growth rates make companies do not need to practice tax avoidance. Fixed asset intensity partially has no effect on tax avoidance. This is due to the high intensity of fixed assets from fixed assets. Fixed assets have no influence in carrying out aggressive tax activities. The company does not have a large composition of assets to avoid taxes, but the company always uses these fixed assets for the operational needs.

Referring to the research results, several suggestions can be put forward for further research. It is expected that further research can carry out analysis with other variables such as inventory intensity, profitability, leverage. Furthermore, future research is also expected to be able to refine the model so that it can better explain how the phenomenon of tax avoidance is related in depth to accounting variables and tax variables, and to use a monthly research period so that the number of samples observed becomes larger and more diverse to further represent the existing conditions.

Furthermore, adding future research related to tax avoidance such as industry differences in tax avoidance. Research can be done by comparing and analyzing differences in tax evasion between different industries. This can involve understanding industry-specific factors that influence a company's decision to avoid taxes. For example, industries with high profit margins or reliance on intellectual property may tend to use different tax avoidance practices than industries with different characteristics.

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