THE EFFECT OF TAX PLANNING, DEFERRED TAX EXPENSES AND SALES GROWTH ON PROFIT MANAGEMENT

Evia Rahmita[1], Fina Ratnasari[2]
Pamulang University[1,2]
email: eviarahmita@gmail.com[1]

ABSTRACT

This research aims to analyze the influence of tax planning, deferred tax expenses, and sales growth on earnings management. This research was conducted by analyzing the financial reports of companies in the food and beverage sector listed on the Indonesia Stock Exchange (BEI) during the period 2019 to 2023. The sample used in this research was 7 food and beverage sector companies listed on the Stock Exchange Indonesia during the period 2019 to 2023 using a purposive sampling technique. The data used in this research is secondary data in the form of financial reports from each company that has been used as a research sample. The variables used in this research are tax planning (X1) as the first independent variable, deferred tax expense (X2) as the second independent variable, and sales growth (X3) as the third independent variable and earnings management (Y) as the dependent variable. The panel data regression method was used as the research methodology in this study. Analysis of research results using EViews 12 software. The research results show that the best model is the Common Effect Model (CEM). The results of this study show that partial tax planning has an effect on earnings management, partial deferred tax burden has no effect on earnings management, partial sales growth has no effect on earnings management, and simultaneously tax planning, deferred tax burden and sales growth have an effect on management. profit.

Keywords: *tax planning, deferred tax expenses, sales growth, and earnings management*

ABSTRAK

Penelitian ini bertujuan untuk menganalisis pengaruh perencanaan pajak, beban pajak tangguhan, dan pertumbuhan penjualan terhadap manajemen laba. Penelitian ini dilakukan dengan menganalisis laporan keuangan perusahaan sektor makanan dan minuman yang terdaftar di Bursa Efek Indonesia (BEI) selama periode 2019 sampai dengan 2023. Sampel yang digunakan dalam penelitian ini adalah 7 perusahaan sektor makanan dan minuman yang terdaftar di Bursa Efek Indonesia selama periode 2019 sampai dengan 2023 dengan menggunakan teknik purposive sampling. Data yang digunakan dalam penelitian ini adalah data sekunder berupa laporan keuangan dari masing-masing perusahaan yang telah dijadikan sampel penelitian. Variabel yang digunakan dalam penelitian ini adalah perencanaan pajak (X1) sebagai variabel bebas pertama, beban pajak tangguhan (X2) sebagai variabel bebas kedua, dan pertumbuhan penjualan (X3) sebagai variabel bebas ketiga serta manajemen laba (Y) sebagai variabel terikat. Metode regresi data panel digunakan sebagai metodologi penelitian dalam penelitian ini. Analisis hasil penelitian

menggunakan software EViews 12. Hasil penelitian menunjukkan bahwa model terbaik adalah Common Effect Model (CEM). Hasil penelitian ini menunjukkan bahwa perencanaan pajak secara parsial berpengaruh terhadap manajemen laba, beban pajak tangguhan secara parsial tidak berpengaruh terhadap manajemen laba, pertumbuhan penjualan secara parsial tidak berpengaruh terhadap manajemen laba, dan secara simultan perencanaan pajak, beban pajak tangguhan dan pertumbuhan penjualan berpengaruh terhadap manajemen laba.

Kata Kunci: perencanaan pajak, biaya pajak tangguhan, pertumbuhan penjualan, dan manajemen laba

1.   INTRODUCTION

The current increase in industry and the global market requires companies to be able to compete amidst rapid business competition which is increasingly uncontrollable. Sulistyanto (2019), states that profit management is an activity that is related to the manager, which has the aim of influencing participants and participating in managing financial reports by engineering the explanation of the numbers contained in the financial reports by taking steps and accounting policies that are used. the company, in accordance with the wishes desired by a particular party which occurs in the company.

Code	Nama Perusahaan	Tahun	CETR
BUDI	PT. Budi Starch & Sweetener Tbk.	2019	0.0292
		2020	0.0068
		2021	0.0305
		2022	-0.0242
		2023	0.0283
CEKA	PT. Wilmar Cahaya Indonesia Tbk.	2019	1.2360
		2020	-0.0316
		2021	0.0050
		2022	0.2855
		2023	-0.0611
CLEO	PT. Sariguna Primatirta Tbk.	2019	0.0103
		2020	0.0003
		2021	0.0084
		2022	0.0022
		2023	0.0130

Figure 1 : GDP and consumption in Indonesia for the year 1967-2014

Source : Self Proceed

It can be seen that the CETR level of companies in the food and beverage sector is quite high. It can be known that PT PT. Budi Starch & Sweetener Tbk. Every year there is inconsistency in the CETR, in 2019 the CETR at BUDI was 0.0292, in 2020 it decreased and in 2021 it increased, and in 2022 there was a quite significant decrease of -0.0242, while in 2023 BUDI experienced a quite drastic increase of 0.0283. At PT. Wilmar Cahaya Indonesia Tbk. The largest CETR result was obtained in 2019 at 1.2360 and experienced a significant decrease in 2020 amounting to -0.0316. Meanwhile PT. Sariguna Primatirta Tbk. The largest CETR result in 2023 was 0.0130 and experienced the smallest CETR result in 2020 of 0.0003. From the explanation above, the phenomenon of implementing earnings management practices in food and beverage companies is interesting for further research. From the case above, it can be concluded that earnings management can occur and be carried out to increase company income.

2.   THEORETICAL FRAMEWORK AND HYPOTHESIS (IF ANY)

For literature pertaining to this study, the authors use as the basis of the literature as a basis for understanding the use of modeling in research methods that will be in use. One of them performed by Watts dan Zimmerman (1990) [1], Jensen dan Meckling (1976) [2] . The two researchers do a study related to earnings management that exists in their country and relating to the in the activities of the economy. Most of the variables used by them in addition to earnings management are an tax planning. From the results of their research that, variables in use will have elevated to government revenue as well as have a negative impact on the real sector activity in their company.

Earnings management with a tax planning approach

The role of tax planning in earnings management practices can be conceptualized explained by agency theory and positive accounting theory. On agency theory, in this case government (fiscus) as the principal and management as the respective agent have different interests in terms of paying taxes. The company (agent) is trying pay as little tax as possible because paying tax means reducing the company's economic capabilities. On the other hand, the government (principal) requires funds from tax revenues to finance government expenditure.

Thus, conflict occurs interests between the company and the government, thus motivating agents to minimize tax burden that must be paid to the government. In positive accounting theory, the third hypothesis is The Political Cost Hypothesis (Scott, 2000) also explains that companies that are faced with political costs, tend to engineer a reduction in income with the aim of minimizing political costs they have to bear it. Political costs include all costs that must be borne by Companies are related to government regulations, one of which is the tax burden.

Earnings Management with a deferred tax expense approach

The larger the percentage deferred tax expense to the company's total tax burden shows accounting standards which is increasingly. Research conducted by too found empirical evidence that deferred tax expense has a significant positive relationship with the company's probability of carrying out earnings management to

avoid losses company. Earnings management is an opportunity for management to engineer its size deferred tax expense in order to increase or decrease the level of profit. deferred tax expense resulting in the level of profit obtained decreasing thereby having an opportunity bigger to get bigger profits in the future and reduce the amount of tax paid.

Found evidence that deferred tax expenses have an influence in detecting earnings management at the time avoid reporting a decrease in profits. also do this examining the use of deferred tax expenses cannot detect earnings management Based on the description, it is expected that there will be an influence between deferred tax expense and earnings management (eraning management) which is carried out by increasing or decreasing the amount of expenses recognized in the profit and loss statement.

Earnings Management with a sales growth Approach

Company that owns High sales growth will be followed by profit growth or high profits. Companies that have large profits are considered capable pay its tax burden so it can be assumed that the company leads negatively to carrying out tax avoidance actions The sales growth rate increased in line with increasing the amount of profit owned by the company, where the company Those who have large profits are considered capable of paying taxes which are their obligations and avoid tax avoidance still have risks in the future. that high sales growth can reducing the potential for managers to commit tax avoidance. Manager considered to have other strategies in maintaining certain profits The result of the company is by increasing sales every year.

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3. RESEARCH METHOD

Data Analysis Techniques are a method or way to process data into information so that the characteristics of the data are easy to understand and also useful for finding solutions to problems, which is primarily a problem in research to definitively explain what analytical techniques are used to present all the analyzes required in testing and presenting research data systematically (testing is carried out in stages based on scientific principles).

The next stage in this research methodology is data analysis techniques. The stages in data analysis in this research are divided into several stages, namely: (1) descriptive statistical tests, (2) panel data regression model tests, (3) panel data regression model selection tests, (4) classical assumption tests, and (5) hypothesis tests.

4.   DATA ANALYSIS AND DISCUSSION

Analysis of the results of this research will be in the form of outlines in table 1 to table 4 :

Table 4.3
Results Analysis Statistics Descriptive

	Y	X1	X2	X3
Mean	0.063814	0.737349	-0.000569	0.150474
Median	0.010300	0.781700	-0.000400	0.134700
Maximum	1.236000	0.968000	0.004200	0.608900
Minimum	-0.194400	0.185300	-0.009000	-0.273400
Std. Dev.	0.225672	0.159121	0.003153	0.213864
Skewness	4.139781	-2.609597	-0.530955	0.191403
Kurtosis	22.18351	9.306417	2.951935	2.645522
Jarque-Bera	636.6472	97.72420	1.647863	0.396951
Probability	0.000000	0.000000	0.438704	0.819980
Sum	2.233500	25.80720	-0.0119900	5.266600
Sum Sq. Dev.	1.731543	0.860860	0.000338	1.555079
Observations	35	35	35	35

From the results of table 4.3 above, a total of 35 observations were obtained, which were obtained based on a sample of 7 companies with a research period of 5 years , namely 2019-2023, which is explained as follows:

1. The ideal value of the profit management variable (Y) in this research has a value of 0.063814 with a standard deviation of 0.225672. The median value is 0.010300. Then the minimum value -0.194400 is recorded in PT. Mayora Tbk. Year 2021. Meanwhile, the maximum value of 1,236000 was recorded in PT Wilmar Cahaya Indonesia Tbk. Year 2019.

2. The mean value of the tax planning variable (X1) in this research is worth 0.737349 with a standard deviation of 0.159121. The median value is 0.781700. Then the minimum value is 0.185300. it is recorded in PT. Sekar Bumi Tbk. Year 2019. Meanwhile, the maximum value of 0.968000 was recorded in PT. Budi Starch & Sweetener Tbk year 2020.

3. Assess the mean of the deferred tax expense variable (X2) in this research with a value of -0.000569 with a standard deviation of 0.159121. The median value is -0.000400. Then the minimum value is -0.009000 it is recorded in PT Sariguna Primatama Tbk. Year 2019. Meanwhile the maximum value -0.0004200 - is recorded in PT. Sekar Bumi Tbk. 2019.

4. The mean value of the sales growth variable (X3) in this study is 0.150474 with a standard deviation of 0.213864. The median value is 0.134700. Then the minimum value -0.273400 was recorded at PT Budi Starch & Sweetener Tbk. 2022. Meanwhile, the maximum value of 0.608900 was recorded at PT Budi Starch & Sweetener Tbk. in 2023.

Table 4.17
Results Test t model Common Effect Model (CEM)

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Dependent Variable: Y
Method: Panel EGLS (Cross-section weights)
Date: 01/08/25   Time: 15:01
Sample: 2019 2023
Periods included: 5
Cross-sections included: 7
Total panel (balanced) observations: 35
Linear estimation after one-step weighting matrix
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Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	-0.113615	0.059518	-1.908907	0.0656
X1	0.178136	0.082619	2.156110	0.0389
X2	0.604512	4.698909	0.128650	0.8985
X3	0.072497	0.069831	1.038180	0.3072

Weighted Statistics			
Root MSE	0.168370	R-squared	0.179981
Mean dependent var	0.062442	Adjusted R-squared	0.100625
S.D. dependent var	0.184686	S.E. of regression	0.178903
Sum squared resid	0.992190	F-statistic	2.268008
Durbin-Watson stat	2.208935	Prob(F-statistic)	0.100169

Unweighted Statistics			
R-squared	-0.032301	Mean dependent var	0.063814
Sum squared resid	1.787472	Durbin-Watson stat	1.545655

Sumber: Data diolah oleh eviews versi 12.2024.

Decision making in the Partial Test (IT Test) is carried out by looking at how big the value of the table is. To find the value of table , I need to find the value of IDF (degrees of freedom) with the IDF formula = in (number of samples) minus with k (number of research variables). Therefore, in this research obtained the value of df = 35-4 =31 and significance level 0.05, so that obtained the value of table of 0.3440 (two-way test).

The conclusion from the results of the Partial Test (IT Test) is explained as follows:

1. Tax Planning (X1)

In the tax planning variable (X1), the value obtained for tcount > ttable is 2.156110 > 0.3440 and the probability value is 0.0389 < 0.05, so H1 is accepted and H0 is rejected. This shows that variable X1 has a significant and influential effect on variable Y.

2. Deferred Tax Expense (X2)

In the deferred tax expense variable (X2), the value obtained is tcount < ttable, namely 0.128650 < 0.3440 and the probability value is 0.8985 > 0.05, so H2 is rejected and H0 is accepted. This shows that variable X2 has no effect on Y.

3. Sales Growth (X3)

In the sales growth variable (X3), the value obtained is tcount < ttable, namely 1.038180 > 0.3440 and the probability value is 0.3072 > 0.05, so H3 is rejected and H0 is accepted. This shows that variable X3 has no effect on Y.

Table 4.18
Hasil Uji F model *Common Effect Model* (CEM)

Weighted Statistics

Root MSE	0.168370	R-squared	0.179981
Mean dependent var	0.062442	Adjusted R-squared	0.100625
S.D. dependent var	0.184686	S.E. of regression	0.178903
Sum squared resid	0.992190	F-statistic	2.268008
Durbin-Watson stat	2.208935	Prob(F-statistic)	0.100169

Based on the results of panel regression analysis of Panel data, it is obtained that (N1) = k-1= 4-1= 3 and df (N2)= n-k = 35-4= 31, where is the number of samples and k is the number of variables. Based on these calculations, a value Ftable of 2.91 is obtained which is sourced from the distribution distribution point F table with probability 0.05.

The results of the Simultaneous Test decision (F Test) obtained an Fcount value of 2.268008 and an Fcount probability value of 0.100169 with a standard error significance level of 0.05. Therefore, based on the results of the simultaneous test, it can be concluded that the value of Fcount > Ftable is 2.268008 < 2.91, while the probability value of Fcount < significance level is 0.100169 > 0.05. This indicates that H0 is rejected and H4 is accepted, which means that the tax planning variables (X1), deferred tax expense (X2), and sales growth (X3) together have a significant influence on the management variable profit (Y).

Table4.19
DETERMINATION TEST RESULTS (R^2)

Weighted Statistics

Root MSE	0.168370	R-squared	0.179981
Mean dependent var	0.062442	Adjusted R-squared	0.100625
S.D. dependent var	0.184686	S.E. of regression	0.178903
Sum squared resid	0.992190	F-statistic	2.268008
Durbin-Watson stat	2.208935	Prob(F-statistic)	0.100169

The results of the Determination Test (R2) show that the Adjusted Rsquared is 0.100625 or 10%, meaning that Profit Management is able to be clarified by tax planning, deferred tax burden, and sales growth of 10%.

5. CONCLUSION & SUGGESTION

Referring to the results of research that has been carried out, where i discuss the influence of Tax Planning (X1), Deferred Tax Expenses (X2), and Sales Growth (X3) on Management Profit (Y) of food and beverage sector companies listed on Indonesian Effects Exchange (BEI) 2019-2023 period, then this research can obtain the following conclusions:

1. Based on Test as a partial test, Tax Planning has a significant influence on Profit Management.

2. Based on the Test as a partial test, Deferred Tax Expenses do not have a significant effect on Profit Management.

3. Based on this test as a partial test, Sales Growth does not have a significant effect on Profit Management.

4. Based on the F test as a simultaneous test, it is concluded that the variables Planning Tax (X1), Deferred Tax Expense (X2), Sales Growth (X3) together (simultaneously) have a significant influence on the variable Management Profit (Y).

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