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The Influence of Revenue and Operational Costs on Income tax in Food and Beverage Sub-Sector Companies

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Abstract: This study aims to determine the effect of revenue and operational costs on income tax in food and beverage sub-sector companies listed on the Indonesia Stock Exchange (IDX). This study uses secondary data in the form of financial statements for the 2018-2023 period obtained through the official website of the Indonesia Stock Exchange. The sample was determined through a purposive sampling technique with the number of samples that met the criteria as many as 16 companies. Data analysis uses multiple linear regression analysis. The results of the study show that partially revenue affects income tax in a positive direction and operational costs affect income tax in a positive direction. Meanwhile, simultaneously revenue and operational costs affect income tax. This research is very significant for companies in the food and beverage sub-sector because it provides guidelines in determining strategies to increase revenue sustainably and operational cost efficiency in increasing corporate profits which has an impact on income tax management.

Keyword: Revenue, Operational Costs, Income tax.

INTRODUCTION

Income tax is one of the significant sources of state revenue, and for companies, this tax is one of the cost components that must be taken into account in financial statements. In Indonesia, companies listed on the Indonesia Stock Exchange (IDX) have an obligation to report income tax in accordance with applicable regulations. Revenue from a company is a tax object. The purpose of a company is generally built to be guided by profit or profit oriented, therefore the company will always maintain high profit stability so that it has a good image among stakeholders, while taxes are one of the many obligations that can reduce profits, this is what is used as the cause of the company to reduce tax expenses that need to be repaid. Not a few companies do not voluntarily pay taxes. The repayment is carried out simply because of the urgent tax characteristic, namely if the company does not pay the tax, it can be imposed sanctions that have an impact on industrial losses (Jap, 2018:140).

Several factors that can affect corporate income tax include revenue. Revenue is the main goal for every business activity, therefore every company competes to increase revenue. The increase in revenue can increase profits that can be used for the survival of the company.

Revenue is revenue arising from company activities which are commonly referred to as different depending on the type of company, such as: sales, service revenue (fees), interest, dividends, royalties, and rents (Augustien, 2017). The positive influence shown between revenue and corporate income tax indicates that the greater the revenue, the greater the corporate income tax (Corporate Income tax), or vice versa, the smaller the revenue, the smaller the corporate income tax (Corporate Income tax). The results of this study are in accordance with the results of research conducted by Eveline Crysanti Augustien (2017) stating that revenue partially has a significant effect on corporate income tax.

In addition to revenue, operational costs can also affect corporate income tax. Operational costs in a company's business activities are closely related to the corporate income tax of a company. Paragraph 1 article 6 of Law Number 36 of 2008 concerning Income tax explains that the costs that are allowed to be deducted in calculating the revenue of domestic taxpayers are expenses related to business activities. Conceptually, the greater the operational costs incurred by the company, the lower the tax paid by the company. Operating expenses are costs related to the company's operations which include selling and administrative expenses, advertising expenses, depreciation and amortization expenses, and repairs and maintenance expenses), to measure operational cost performance using the calculation of sales expenses plus administrative and general costs. The lower the company's operational costs, the better the company minimizes losses (Firdiansyah, Sudarmanto and Fadillah, 2018).

Research conducted by Indri Atina, Fadjar Harimurti, and Djoko Kristianto (2017) stated that operational costs have a significant effect on corporate income tax, which means that operational costs affect corporate income tax. According to him, the greater the company's operational costs will cause an increase in corporate income tax. Likewise, research conducted by Asri Anggun Salamah, Maria Goretti Wi Endang, Nirowati Pamungkas and Kumara Yogi (2016) stated that operational costs have a positive effect on corporate income tax. According to him, if there is a change in operational costs, the amount imposed for corporate income tax will follow the decrease or increase in operational costs. Meanwhile, research conducted by Muchammad Alfi Firdiansyah, Ernadhi Sudarmanto and Haqi Fadillah (2018) stated that operational costs have a negative effect on corporate income tax. According to him, when the company's operational costs decrease, resulting in an increase in the amount of tax that must be paid, the greater the costs that must be incurred or deducted from sales, it will reduce the company's profits or profits, in other words, the greater the cost will affect the income tax burden.

Likewise, research conducted by Jimmy & Raisa Pratiwi (2018) stated that operational costs do not have a significant effect on corporate income tax, which means that operational costs have no effect on corporate income tax. According to him, most companies have implemented careful tax planning so that the amount or size of the costs incurred will not affect the income tax rate. When a company spends funds to carry out its processes or operational activities so that it continues to function, operational funds are needed, namely by combining sales funds with administrative and general funds. The smaller the level of operational funds, the better the company's competence to manage potential losses (Nursasmita, 2021:10). The inconsistency of the results of these studies is one of the reasons why further research is needed by being oriented towards revenue and operational costs to income tax in companies in the food and beverage sub-sector.

This food and beverage sub-sector company is one of the main sub-industries in the manufacturing industry that has a strong influence on national economic development and tax revenue. In 2019, the food and beverage industry grew by 7.69%, exceeding the national economic development rate of 5.03%. This can be seen from the results of performance realization and stable and positive stock price dynamics, both in productivity development,

investment and export processes to the absorption of human resources (Yulyana & Kusumastuti, 2019:23).

According to data from the Indonesian Ministry of Industry, Indonesian food and beverage products can provide the highest export value to the manufacturing industry, with USD 27.28 billion earned during 2019. In addition, this sector is also the highest supplier of investment value in the period from January to September 2019, which is at Rp 45.42 trillion. The food and beverage industry can also absorb the most human resources in the manufacturing industry with a total of 4.73 million people until August 2019. The food and beverage industry is also a stock that is resistant to economic problems compared to stocks from other industries because even if there is a problem, food and beverage products will always be needed due to the basic needs of the entire community (Suprayitno et al., 2019:16).

The food and beverage sub-sector is one of the fastest-growing sectors in Indonesia, in line with the increasing consumer demand for these products. According to data from the Directorate General of Taxes (2018), the contribution of the food and beverage sector to total tax revenue is quite significant, prompting the need for further research on the factors affecting income tax in this sector. Based on this phenomenon, this study aims to determine the influence of revenue and operational costs on income tax in food and beverage sub-sector companies listed on the Indonesia Stock Exchange (IDX) in 2018-2023.

METHOD

This research was conducted on manufacturing companies in the food and beverage sub-sector listed on the IDX (Indonesia Stock Exchange) on the www.idx.co.id website. The population in this study is 48 manufacturing companies in the food and beverage sub-sector listed on the Indonesia Stock Exchange in 2018-2023. The sample drawing technique used in this study is purposive sampling, which is sampling with certain considerations based on the interests or objectives of the research. The criteria are 1) Manufacturing companies in the food and beverage sub-sector that conduct an IPO (Initial Public Offering) no later than 2018; 2) Manufacturing companies in the food and beverage sub-sector that separate the sales account and the revenue account, (companies that do not meet the criteria are TBLA/Tunas Baru Lampung Tbk companies); and 3) Manufacturing companies in the food and beverage sub-sector that did not experience losses in the research period, namely 2018-2023. Based on some of these criteria, there are 32 companies that do not meet the criteria so that the companies that can be used as a sample are 16 companies, which can be seen in Table 1:

Table 1. List of Companies As The Research Sample

It	Code	Company Name
1.	ADES	Akasha Wira International
2.	MIND	Budi Starch and Sweetener Tbk
3.	CAMP	Campina Ice Cream Industry Tbk
4.	COLD	Wilmer Cahaya Indonesia Tbk
5.	CLEO	Sariguna Primatura Tbk
6.	DLTA	Delta Jakarta Tbk
7.	GOOD	Garudafood Putra Putri Jaya Tbk
8.	ICBP	Indofood CBP Sukses Makmur Tbk
9.	INDF	Indofood Sukses Makmur Tbk
10.	MLBI	Multi Bintang Indonesia Tbk
11.	MYOR	Mayora Indah Tbk
12.	SKBM	Sekar Bumi Tbk
13.	SKLT	Sekar Laut Tbk
14.	STPP	Siantar Top Tbk
15.	BREAD	Nippon Indosari Corpindo Tbk

16. ULTJ Ultra Jaya Milk Industry & Trading Company Tbk

Source: Research Data, 2024.

Data analysis uses multiple linear regression analysis with the help of SPSS version 26 software. Multiple linear regression analysis was carried out after the classical assumption test because it was first confirmed whether the model did not have problems with normality, multicollinearity, autocorrelation, and heteroscedasticity.

RESULTS AND DISCUSSION

SPSS data transformation is an effort made with the aim of changing the size scale of the original data into another form so as to meet the assumptions underlying the analysis of various types. According to Ghozali (2014), there are four causes of transformed data: (1) errors in data entry, (2) failure to specify the existence of missing values in computer programs, (3) having extreme values and not being distributed normally. The transform carried out in this study uses LN (Log Natural) in SPSS. This study has 16 companies with a data collection period of 6 years, namely 2018-2023, so the total research is 96 data.

The classical assumption test in this study begins with a normality test using the Kolmogorov-Smirnov Test. If the significant value > 0.05 , the data distribution is declared to meet the assumption of normality, and if the significant value < 0.05 , it is declared as abnormal data.

Table 2. Normality Test Results
One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
N		96
Normal Parameters ^{a,b}	Mean	.0000000
	Std. Deviation	1.34450889
Most Extreme Differences	Absolute	.079
	Positive	.063
	Negative	-.079
Test Statistic		.079
Asymp. Sig. (2-tailed)		.164 ^c

a. Test distribution is Normal.

b. Calculated from data.

c. Lilliefors Significance Correction.

Source: Research Data, 2024.

The normality test showed that Kolmogorov Smirnov data obtained a value of 0.164. The resulting value is greater than the predetermined significance value of 0.05. So the data is declared to meet the assumption of normality.

Furthermore, testing the presence or absence of multicollinearity is carried out using the VIF (Variance Inflation Factor) and Tolerance methods. Determining whether or not there is multicollinearity by looking at VIF values and tolerance. If the VIF value is < 10 and the tolerance > 0.1 , then multicollinearity does not occur. However, if the VIF value is > 10 and the tolerance > 0.1 , multicollinearity occurs.

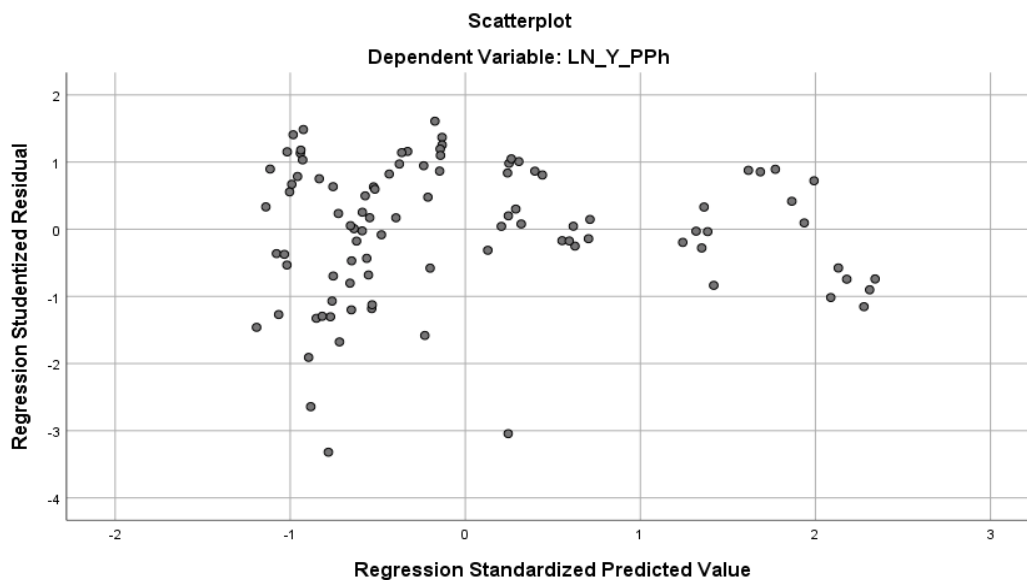
Table 3. Multicollinearity Test Results

Coefficients ^a		Collinearity Statistics	
Type		Tolerance	VIF
1	LN_X1_Revenue	.232	4.308
	LN_X2_Operational_Cost	.232	4.308

a. Dependent Variable: LN_Y_Income_Tax

Based on table 3 above, a tolerance value of 0.232 and a VIF of 4,308 (Revenue) were obtained, and a tolerance value of 0.232 and a VIF of 4,308 (Operational Costs). This shows that each variable has a tolerance value of > 0.1 and $VIF < 10$, so it can be concluded that the regression model in this study does not have a multicollinearity problem.

According to Riyanto and Hatmawan (2020:139), the heteroscedasticity test aims to test whether there is a variance inequality from one residual to another observation in the regression model. If the variance of the residual of other observations is fixed, then it is called homoskedasticity and if it is different, it is called heteroscedasticity. A good regression model is homoscedasticity or no heteroscedasticity. The test method to detect the presence or absence of heteroscedasticity can also be done by looking at the plot graph between the production value of the strain variable (ZPRED) and its residual (SRESID). Detection of heteroscedasticity can be done by looking at the presence or absence of certain patterns on the scatterplot chart.



Source: Research Data, 2024.

Figure 1. Heteroscedasticity Test Results

Figure 1 shows that in the absence of a certain pattern forming and spreading widely above and below randomly, there is no heteroskedasticity.

Descriptive statistical analysis was also carried out in this study to explain the characteristics of the sample with the main scope in the form of minimum, maximum, mean and standard deviation. The results of the descriptive analysis of the data of the variables used in the study can be seen in the following Table 4:

Table 4. Results of Descriptive Analysis

	Descriptive Statistics				
	N	Minimum	Maximum	Mean	Std. Deviation
LN_X1_Revenue	96	27.03	32.35	29.0927	1.40039
LN_X2_Operational_Cost	96	25.26	30.43	27.2838	1.41150
LN_Y_Income_Tax	96	19.22	28.39	24.7096	1.91670
Valid N (listwise)	96				

Source: Research Data, 2024.

Based on table 4, the Revenue LN with a sample of 96 has a minimum value of 27.03 with a maximum value of 32.35 and a mean value of 29.0927. As for the standard deviation value, 1.40039 was obtained. Furthermore, LN Operating Costs with sample 96 has a minimum

value of 25.26 with a maximum value of 30.43 and a mean value of -27.2838. As for the standard deviation value, 1.41150 was obtained. LN Income tax with sample 96 has a minimum value of 19.22 with a maximum value of 28.39 and a mean value of 24.7096. Meanwhile, the standard deviation value is obtained 1.91670.

The determination coefficient test in this study was also carried out with the aim of seeing the change or usefulness of the independent variable to the dependent variable. Based on Table 5, the results of the determination coefficient test obtained an R Square value of 0.508 showing that the independent variable in this study provides an explanation for the change in the bound variable is 50.8%, while the remaining 49.2 percent is determined by other factors that are not included in this study.

Table 5. Determination Coefficient Test Results

Model Summary ^b				
Type	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.713a	.508	.497	1.35889

a. Predictors: (Constant), LN_X2_Operational_Cost, LN_X1_Revenue

b. Dependent Variable: LN_Y_Income_Tax

Source: Research Data, 2024.

Multiple linear regression analysis is an analysis carried out to find out how much influence independent variables have on dependent variables. To find out how much influence each variable has, a data processing tool is used, namely the SPSS application with results as shown in Table 6 below:

Table 6. Multiple Linear Regression Analysis Results

Coefficients ^a						
Type	Unstandardized Coefficients		Standardized Coefficients Beta	t	Sig.	
	B	Std. Error				
1	(Constant)	-3.416	2.918		-1.171	.245
	LN_X1_Revenue	.435	.207	.318	2.105	.038
	LN_X2_Operational_Cost	.567	.205	.418	2.765	.007

Dependent Variable: LN_Y_Income_Tax

Source: Research Data, 2024.

Based on table 6, a constant value of -3.416 is obtained; the B₁ value is 0.435; and a B₂ value of 0.567. Therefore, the multiple linear regression analysis model can be made to be as follows:

$$Y = -3.416 + (0.435) X_1 + (0.567) X_2 + \epsilon$$

Notes:

- The value of the constant (a) = -3.416. This means that if there are no independent variables of revenue and operational costs, then the dependent variable, namely income tax (PPh), will still be valued at -3,416.
- An X₁ value of 0.435 has a positive regression coefficient value, this shows that if revenue increases, income tax also increases by 43.5%.
- The X₂ value of 0.567 has a positive regression coefficient value, this shows that if operational costs increase, then income tax also increases by 56.7%.

In addition, the basis of hypothesis testing can also be seen from the test results in Table 6. The significance value of revenue of 0.038 is smaller than the value of α which is 0.05 so that it can be said that revenue affects income tax (PPh) so that the first hypothesis is accepted. Furthermore, the significance value of operational costs of 0.007 is smaller than the value of α which is 0.05, so it can be said that operational costs affect income tax (PPh) so that the second hypothesis is accepted. Meanwhile, simultaneous tests can be seen in Table 7. A significance value of 0.000 or less than 0.05 means that the Third Hypothesis is accepted. Based on these results, it can be concluded that the independent variable in this study, namely revenue and operational costs, simultaneously affects the bound variable, namely income tax (PPh).

Table 7. Simultaneous Test Results

		ANOVA ^a				
Type		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	177.274	2	88.637	48.001	.000b
	Residual	171.732	93	1.847		
	Total	349.006	95			

a. Dependent Variable: LN_Y_PPh

b. Predictors: (Constant), LN_X2_Operational_Cost, LN_X1_Revenue

Source: Research Data, 2024.

Based on the results of the regression analysis, it was concluded that the first hypothesis was accepted, which means that income has a positive effect on income tax (PPh). This is based on the significance value obtained, which is 0.038 less than α equal to 0.05 with the direction of the regression coefficient marked positive. The positive influence shown between income and corporate income tax indicates that the greater the revenue, the greater the corporate income tax (Corporate Income Tax), or vice versa, the smaller the revenue, the smaller the corporate income tax (Corporate Income Tax). The results of this study are in accordance with the results of research conducted by Eveline Crysanti Augustien (2017) stating that income partially has a significant effect on corporate income tax.

Based on the results of the regression analysis, it was concluded that the second hypothesis was accepted, which means that operational costs have a positive effect on income tax (PPh). This is based on the significance value obtained, which is 0.007, a positive value smaller than α equal to 0.05. Research conducted by Indri Atina, Fadjar Harimurti, and Djoko Kristianto (2017) stated that operational costs have a significant effect on corporate income tax, which means that operational costs affect corporate income tax. According to him, the greater the company's operational costs will cause an increase in corporate income tax. Likewise, research conducted by Asri Anggun Salamah, Maria Goretti Wi Endang, Nirowati Pamungkas and Kumara Yogi (2016) stated that operational costs have a positive effect on corporate income tax. According to him, if there is a change in operational costs, the amount imposed for corporate income tax will follow the decrease or increase in operational costs.

Based on the results of the tests carried out, it shows that the significance value is obtained at 0.000 or less than 0.05. Based on these results, it can be concluded that all independent variables (income and operational costs) simultaneously affect the ratio of bound variables (income tax). Agustien (2015:243) stated that the amount of revenue from manufacturing companies when followed by operational cost efficiency can increase the company's profit. Business profit is one of the tax objects, so the amount of business profit will affect the corporate income tax payable. If the income is large, operating costs have an influence on the tax burden. The greater the income obtained and the small operational costs, the greater the tax burden imposed, on the other hand, if the income is large and the operational costs are large, the tax burden imposed is small. According to the results of the research by Eveline Crysanti Augustien (2015:45) with the title The Effect of Income and Operational

Costs on Corporate Income Tax (Empirical Study on 15 Manufacturing Companies Engaged in Agribusiness Listed on the Indonesia Stock Exchange for the 2010-2015 Period) states that income and operational costs simultaneously affect income tax. The research is also in line with the research of Nela Dharmayanti (2018:124) which states that income and operational costs affect income tax.

CONCLUSION

Based on the results and discussion of the research, it was concluded that revenue and operational costs affect income tax. The higher the revenue generated, the greater the tax obligation that must be paid. This is in line with the principle of taxation which states that income tax is part of the profit earned by the company. Likewise with the company's operational costs. Companies that are able to manage operational costs efficiently tend to have higher net profits after deducting costs, so the income tax payable will also be reduced. This study found that good cost management can be an effective strategy in reducing the tax burden that must be borne by companies. The implications of this study are very significant for companies in the food and beverage sub-sector. First, the results of the study show that good revenue management can have a direct impact on the tax liabilities that must be paid. Companies need to adopt strategies to increase revenue sustainably, for example through product innovation, effective marketing, and market expansion. Second, this study emphasizes the importance of operational cost management. By reducing unnecessary costs and improving operational efficiency, companies can increase their net profit. This will not only reduce the income tax owed but also improve the company's overall financial position. For example, companies that implement new technologies to improve production efficiency can see significant cost reductions, which in turn will increase profits. Furthermore, another implication of this study is the need for companies to understand the applicable tax regulations. By understanding the tax laws and policies issued by the Directorate General of Taxes, companies can plan better tax strategies and avoid legal problems in the future. This research shows that many companies still lack understanding of the aspects of taxation, which can result in higher tax liabilities than they should. In addition, this research also provides insights for policymakers in formulating fairer tax regulations and supporting the growth of companies in the food and beverage sector.

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