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Determinants of Things Affecting Tax Avoidance Behavior Case Study of Manufacturing Companies For 2016-2020

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Abstract
Companies use various ways to reduce their tax burden, this is a business choice that is made when there is a decrease in income, an increase in operational costs, and unstable economic conditions. This research aims to empirically test things that influence tax avoidance behaviour with the variables profitability, leverage, sales growth, and fixed intensity using a study of manufacturing sector companies in 2016-2020. Analysis of financial report data with a sample of 26 companies. The sampling method was purposive sampling with the help of SPSS 25 multiple linear regression analysis software. The research results show that profitability has a significant positive effect on tax avoidance. leverage and sales growth do not affect tax avoidance, while fixed asset intensity has a negative effect on tax avoidance.

Keywords: tax avoidance, profitability, leverage, sales growth, fixed asset intensity

1. Introduction

Since the Covid-19 pandemic, all business sectors have experienced a decline in income and this has caused state tax revenues to also fall. However, judging from the target and realization of tax revenues in the last five years, the realization of tax revenues could not reach the target.

Table 1. Tax Target and Realization 2016-2019

Year	Tax Target	Tax Realization	Persen (%)
2016	1,539.000	1,283.000	83 %
2017	1,424.000	1,147.000	80 %
2018	1,424.000	1,315.900	92 %
2019	1,577.600	1,332,100	84 %

The decline in income experienced by the company has had a severe impact on the company's cash flow, so managers are trying to regulate taxes due to reduced income. (Darmawan & Sukartha, 2014).

Seeing the fact that the government has not been able to realize taxes optimally raises the question of whether some taxpayers are practising tax avoidance, tax evasion, or whether the collection has not been carried out optimally (Rodriguez & Arias (2012) and Andhari & Sukartha (2017).

Efforts made by the government to maximize tax revenues are carried out through intensification and extensification of tax revenues (Letter of the Director General of Taxes No. S-14/PJ.7/2003).

Research on Tax avoidance has been conducted in Indonesia, Rodriguez & Arias (2012) and Andhari & Sukartha (2017) stated that profitability has a positive effect on tax avoidance. A high level of leverage will have an impact on increasing debt costs due to loan interest charges (Turyatini, 2017). Interest expense is one option for companies to reduce their tax burden. Fadli (2016), Purwanto (2016), and Suyanto & Supramono (2012) state that leverage has a positive effect on tax avoidance. However, Adhisamartha & Noviari (2015), Siswanti & Kiswanto (2016), and Tiaras & Wijaya (2015) did not find the effect of leverage on tax avoidance. Nugraha & Meiranto (2015) and Mustika (2017) stated that profitability does not affect tax avoidance.

1.1. Agency Theory

Based on agency theory, differences in interests between tax authorities and companies will lead to non-compliance by taxpayers or company management which will impact the company's efforts to avoid taxes (Albertus et al., 2022). Tax avoidance is an effort to reduce legal tax debt (Xynas, 2011). Tax avoidance is often carried out 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 tax exemptions and permits. tax deductions or postponements that have not been regulated in the applicable tax regulations and are usually through policies taken by company leaders (Hasan et al., 2023); (Alexander & Pisa, 2023).

Tax avoidance is carried out to increase cash flow and reduce the level of corporate tax payments. Taxpayers reduce taxes by managing taxes (Dika & Damayanti, 2023) The connection between agency theory and tax avoidance occurs when the agent has different desires from the principal (Salsabila et al., 2021). In this case, the government acts as the principal, while taxpayers who comply with tax regulations act as agents. It is assumed in agency theory that individuals will try to improve their welfare.

The manager's opportunistic attitude in the concept of agency theory illustrates aggressive tax planning behaviour for personal gain. When the level of profitability is low, it does not influence tax avoidance. Low profitability results in a low level of investor confidence in the company. On the other hand, high profitability indicates that the company is not experiencing financial difficulties, including carrying out its tax obligations (Albertus, 2022)

Furthermore, Leverage does not affect Tax avoidance. In high debt, managers do not think about taxes, but the interest burden that must be paid. Trade-off theory assumes that debt can be used as tax savings by utilizing interest charges (Alexander and Pisa 2023). Companies that have high levels of debt do not necessarily take advantage of tax incentives in the form of interest charges to reduce their income tax burden. The level of company leverage is of particular concern to creditors in assessing its performance and the company's prospects so that the company will show satisfactory returns for creditors (Azizah & Kusmuriyanto, 2016)

1.2. Tax Evasion

Tax avoidance can be calculated using ETR (Effective Tax Rates). ETR is an application of a company's effectiveness in managing its tax burden. The way to calculate ETR is to compare the tax burden with total net income. The lower the ETR percentage, the better a company's performance in managing its tax effectiveness (Gloria & Apriwenni, 2020)

Tax avoidance is an effort made by a person or organization to minimize the tax burden by taking advantage of existing weaknesses in tax law, to reduce the tax costs owed (Adhisamarta and Noviari 2015). Deviation factors in the tax system occur when taxpayers' trust in the government is lost due to poor tax system performance such as multi-interpretive tax regulations, corrupt office administration services and lack of consistency in central and regional tax policies.

This makes taxpayers challenged to be able to minimize taxes if the rate determined is high enough. If the government applies a low tax rate, psychologically taxpayers will tend to carry out their tax obligations. Unclear tax regulations are used as a tool to manage tax obligations, this factor is used in making decisions on tax issues after taking into account the profit or loss obtained (Susanti, 2018)

1.3. Profitability

Profitability functions as a tool for measuring company performance which describes the ability to generate profits over a certain period at the level of sales, assets and share capital. Profitability is used to evaluate company performance and is a consideration so that the company's performance will be better in the future. Profitability can be calculated by the Return on Assets (ROA) ratio, this ratio describes the company's effectiveness in managing assets, both own capital and borrowed capital. The greater the profitability ratio a company has, the greater the tax burden the company will pay. Stepanie et.al (2022), Alief and Irawati, (2022).

1.4. Leverage

Leverage is the financing of part of a company's assets which is not financed by share capital, but uses loan or debt funds. If the number of shareholders increases in total liabilities, the safety limit for creditors also increases. An increase in the safety limit from the perspective of shareholders can make the company more capable of dealing with debt repayments, an increase in the safety limit is also a reduction in the debt burden (Adhisamartha & Noviari; 2015), Tiaras & Wijaya (2015).

1.5. Sales Growth

Sales growth is an increase in the number of sales from year to year and reflects the success of investments in the past period which can be used as an estimate for future sales growth. If sales growth increases, the company will be able to increase its operating capacity. If sales growth decreases, the company will have obstacles in increasing its operational capacity (Za'imah et al., 2018)

1.6. Fixed Asset Intensity

Fixed asset intensity shows the amount of investment a company makes in fixed assets. Company fixed assets can include machines, buildings, equipment, factories and various other properties (Sundari & Aprilina, 2017). Company decisions to invest in fixed assets are related to profit and tax management practices. The relationship in taxation is when depreciation costs are recognized as an expense and reduce the company's income or profit. Therefore, the higher the fixed assets, the more the depreciation expense recognized in taxes will increase. Stepanie et.al (2022), Alief and Irawati, (2022).

1.7. The Effect of Profitability on Tax Avoidance

Companies that have a high level of profitability will generate large profits, so the tax burden incurred by the company will also be high. A high tax burden will give rise to a company's tendency to minimize its tax payments by reducing the profits earned. Thus, the higher the level of company profitability, the higher the tax avoidance practices carried out by the company (Yustrianthe & Fatniasih, 2020). This is similar to research conducted by Ningtyas et al., (2020) that profitability has a significant effect on tax avoidance.

H1: Profitability has a positive effect on tax avoidance

1.8. The Effect of Leverage on Tax Avoidance

High leverage can increase the risk of bankruptcy faced by a company in addition to the risk of non-tax costs and a decrease in company value due to aggressive tax actions. As a result, creditors cannot receive principal and interest payments due to the decline in company value. Adhisamarta and Noviari (2015).

In running its business, a company can be funded by its capital or debt, either long-term or short-term debt. (Adhisamarta and Noviari 2015). The company's decision to obtain funds from outside parties is called leverage, the aim of which is, apart from obtaining funds, it is also used to minimize company taxes. This occurs as a result of government policy regarding taxation in terms of recognizing interest expenses which can minimize profit before tax. Interest expenses arising from debt allow companies to take advantage of this to help reduce tax burdens (Azizah and Kusmuriyanto, 2016) This is in line with research conducted by Sahrir et al., (2021), namely that leverage affects tax avoidance.

H2: Leverage has a positive effect on tax avoidance.

1.9. The Effect of Sales Growth on Tax Avoidance

Sales growth is a change in sales levels from year to year, this change can increase, decrease or fluctuate. If the company has good sales growth, the profits earned will also increase. If the sales growth rate increases, the profits earned by the company are assumed to be higher, so the taxes paid by the company will increase. This can make companies try to avoid paying large taxes (Khomsiyah et al., 2021). This is in line with the results of research conducted by Stepanie et.al (2022), and Alief and Irawati, (2022). This allows companies to take tax avoidance actions because of the tax burden that arises as a result of increased profits (Khomsiyah et al., 2021). This is supported by research conducted by Jannah (2019).

H3: Sales growth has a positive effect on avoidance.

1.10. The Effect of Fixed Asset Intensity on Tax Avoidance

Fixed asset intensity shows the number of fixed assets owned by the company. These fixed assets are attached to depreciation charges that must be borne by the company, depreciation charges being a cost that is permitted by the government as a cost that can be reduced in profits. This allows companies to practice tax avoidance so that the taxes paid are reduced Azizah and Kusu This is supported by research conducted by D. W. Sari & Nursyirwan (2021) that high fixed asset ownership will result in depreciation expenses. The depreciation expense is a cost that can minimize tax profits so that it will have an impact on reducing company tax payments.

H4: Fixed asset intensity has a positive effect on tax avoidance.

2. Result and Discussion

2.1. Descriptive Statistics Results

Descriptive statistical analysis is an explanation or description of data that is tested through the minimum, maximum, standard deviation and average (mean) values produced from the independent and dependent variables in the research. The research sample totalled 94 as follows:

Table 2. Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation
Profitability	94	0,01	0,92	0,1516	0,13633
Leverage	94	0,08	3,16	0,6893	0,60076
Sales growth	94	-0,87	0,32	0,0427	0,16203
Fixed Asset Intensity	94	0,06	0,76	0,3527	0,16511
Tax avoidance	94	0,18	0,30	0,2420	0,02405
Valid N (listwise)	94				

Profitability as measured using Return On Assets (ROA) has a minimum value of 0.01 and a maximum value of 0.92. Meanwhile, the average ROA is 0.1516 with a standard deviation value of 0.13633.

Leverage calculated using the debt-debt-equity ratio (DER) has a minimum value of 0.08 and a maximum value of 3.16. Meanwhile, the average DER is 0.6893 and the standard deviation value is 0.60076.

Sales growth has the lowest value of -0.87 and the highest value of 0.32. Meanwhile, the average sales growth variable is 0.0427 and the standard deviation value is 0.16203.

Fixed asset intensity has the lowest value of 0.06 and the highest value of 0.76. Meanwhile, the average fixed asset intensity variable is 0.3527 and the standard deviation value is 0.16511.

Tax avoidance has the lowest value of 0.18 and the highest value of 0.30. Meanwhile, the average tax avoidance is 0.2420 and the standard deviation value is 0.02405.

Tabel 3. Uji Normalitas

One-Sample Kolmogorov-Smirnov Test		
		Unstandardized Residual
N		94
Normal Parameters[a,b]	Mean	0,0000000
	Std. Deviation	0,02190888
Most Extreme Differences	Absolute	0,091
	Positive	0,091
	Negative	-0,084
Test Statistic		0,091
Asymp. Sig. (2-tailed)		,051[c]

a. Test distribution is Normal.
b. Calculated from data.
c. Lilliefors Significance Correction.

The results of the normality test carried out for outliers with a total sample of 94 were found to be 0.051, greater than the sig value of 0.05. With Asymp value. Sig. (2-tailed) is 0.051, so it can be concluded that the data above is normally distributed.

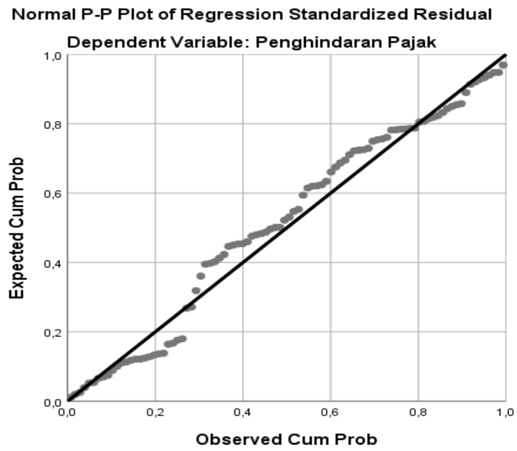

Figure 1. Normal P-P Plot

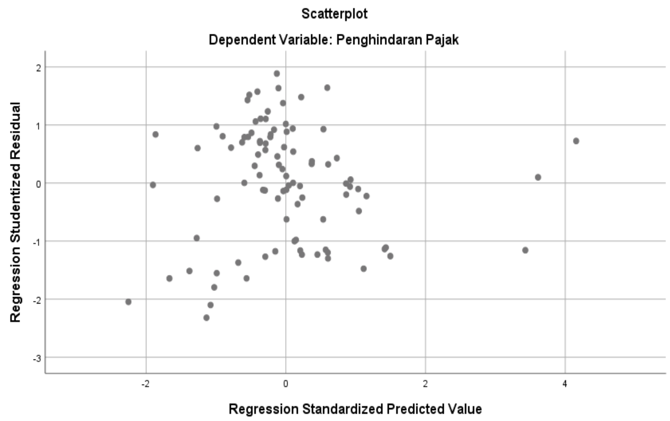

Figure 2. Heteroscedasticity test

The scatterplot graph shows a random distribution of points above and below the number 0 and the Y axis, and the plot formed does not have a clear pattern. It can be concluded that the scatterplot graph does not occur heteroscedasticity so it can be used for further analysis.

The results of the autocorrelation test can be seen in the table below:

Table 4 Autokerlation Test

Model Summary					
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	,752[a]	0,514	0,437	0,02240	1,820
a. Predictors: (Constant), Intensitas Aset Tetap, Profitabilitas, Pertumbuhan Penjualan, Leverage					
b. Dependent Variable: Penghindaran Pajak					

The results of the autocorrelation test obtained a Durbin-Watson value of 1.820. This value will then be compared with the DU value contained in the Durbin-Watson table.

Table 5. Durbin Watson Test

N = 94	K = 4	DW = 1,820	
dL	dU	4-Dl	4-dU
1,5768	1,7538	2,4232	2,2462

The DU value obtained in the Durbin-Watson table is 1.7538 with a sample size of 94 (N) and several independent variables of 4 (K=4). If these numbers are included in the formula, namely DU<DW<(4-DU) it becomes 1.7538 < 1.820 < 2.2462, meaning it can be concluded that in the regression model, there is no autocorrelation.

Multiple linear regression analysis functions to determine the influence of the independent variables in this research. The following are the results of testing the coefficients of the multiple linear regression model:

Table 6 Multiple Linear Regression Test

Coefficients[a]						
Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	3,197	0,006		39,450	0,000
	Profitabilitas	0,230	0,020	0,227	2,028	0,006
	Leverage	0,010	0,005	0,021	0,774	0,462
	Pertumbuhan Penjualan	0,045	0,015	0,306	0,824	0,302
	Intensitas Aset Tetap	-0,220	0,016	-0,141	-2,244	0,017

a. Dependent Variable: Penghindaran Pajak

Tax avoidance is measured using the ETR value, and based on the results of hypothesis testing, the ETR value is 3.197. A constant of 3.197 means that if the variables profitability, leverage, sales growth and asset intensity remain constant, then the tax avoidance variable (Y) has a value of 3.197 units.

Profitability which is proxied using ROA has a regression coefficient value of 0.230, if the other independent variables are assumed to be constant then every increase in the profitability variable by 1 unit will affect increasing the ETR value by 0.230. Based on theory, a high ROA value will increase the level of tax avoidance so it can be concluded that every 1 unit increase in the profitability variable will affect the possibility of tax avoidance actions by 0.230 with the assumption that the other independent variables remain constant.

Leverage measured using DER has a regression coefficient of 0.010 (very small) influence. Based on theory, a low DER value will result in a high level of tax avoidance so it can be concluded that the very small leverage variable influences changes in tax avoidance practices.

Sales growth has a regression coefficient of 0.045, if the other independent variables are assumed to be constant then every 1 unit increase in the sales growth variable will affect increasing the ETR value by 0.045. Based on theory, a high sales growth value will result in low tax avoidance so it can be concluded that every 1 unit increase in the sales growth variable will affect an increase in tax avoidance of 0.045 with the assumption that the other independent variables remain constant.

Fixed asset intensity has a regression coefficient of -0.220. If the other independent variables are assumed to be constant then every 1 unit increase in the fixed asset intensity variable will affect decreasing the ETR value by -0.220. Based on theory, a low ETR value results in a high level of tax avoidance so it can be concluded that every 1 unit increase in the fixed asset intensity variable will affect decreasing the tax avoidance variable by -0.220 with the assumption that the other independent variables remain constant.

The Determination Coefficient (R^2) explains that the dependent variable tax avoidance can be influenced by the independent variable.

Table 7 Determination Coefficient Test

Model Summary[b]					
Model	**R**	**R Square**	**Adjusted R Square**	**Std. Error of the Estimate**	**Durbin-Watson**
1	**,752[a]**	**0,514**	**0,437**	**0,02240**	**1,820**

a. Predictors: (Constant), Intensitas Aset Tetap, Profitabilitas, Pertumbuhan Penjualan, Leverage
b. Dependent Variable: Penghindaran Pajak

Based on the table above, the adjusted R Square coefficient value is 0.437, which illustrates that the ability of the independent variable to explain the tax avoidance variable is 43.7%, while the remaining 56.3% is explained by other variables outside the research.

The F test functions to determine the effect of the independent variable on the dependent variable simultaneously. The following is a statistical F test table in this research:

ANOVA[a]						
Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	0,009	4	0,002	4,571	,002[b]
	Residual	0,045	89	0,001		
	Total	0,054	93			

a. Dependent Variable: Penghindaran Pajak
b. Predictors: (Constant), Intensitas Aset Tetap, Profitabilitas, Pertumbuhan Penjualan, Leverage

From the table above it is known that the F Test result is 4.571 with a sig of 0.002, so it can be concluded that the variables profitability, leverage, sales growth and fixed asset intensity simultaneously influence tax avoidance.

The individual parameter significance test or t-statistical test is used to measure whether the independent variable partially influences the dependent variable. Following are the results of the t-statistical test: (1) table of profitability t-test results in 2.028 > 1.96 and sig of 0.006 less than 0.05, meaning that profitability has a significant influence on tax avoidance, (2) the leverage t-test results table is 0.774 < 1.96, meaning that the leverage variable does not affect tax avoidance, (3) table of t-test results for sales growth of 0.824 < 1.96 shows that it does not affect tax avoidance, (4) the table of fixed asset intensity t-test results of -2.244 > 1.96 states that fixed asset intensity has a negative effect on tax avoidance.

2.2. Discussion

1. The Effect of Profitability on Tax Avoidance

Tax avoidance research has been researched in Indonesia by Susanti (2018), Sahrir et.al (2021), and Putri et.al (2019) who state that the Tax avoidance variable is influenced by company profits. The research results show that profitability influences tax avoidance. As theory explains, the higher the profitability, the more likely it will be to avoid tax behaviour. If the company's profits increase, then tax liabilities increase and management tries to reduce tax costs or avoid tax. The research results are in line with research by Susanti (2018), Sahrir et.al (2021). Companies have the opportunity to carry out careful planning so that the tax burden is reduced (Susanti, 2018). The results of this research are by research conducted by Sahrir et al., (2021) that high profitability allows companies to use it to carry out tax avoidance practices.

2. The Effect of Leverage on Tax Avoidance

The research results show that leverage does not affect tax avoidance. Rising costs and interest charges will make companies not think about tax obligations. Usually, the focus of costs is on debt repayment. using funds originating from internal funding. The result These results are relevant to Adhisamartha & Noviari (2015), Tiaras & Wijaya (2015), and Mustika (2017). The company has debt, most of which comes from borrowing capital from related parties or shareholders, so the interest expense arising from debt cannot be used as a reduction in tax burden. Interest expenses that can be used by companies as a reduction in tax burden are interest expenses that arise as a result of borrowing from third parties or creditors who do not have a close relationship with the company, this is contained in the regulations of Law no. 36 of 2008 article 6 paragraph 1a and article 18 paragraph 3 (Meryna & Tandean, 2017). This is to the research results of K. E. Putri et al., (2019) which state that leverage does not affect tax avoidance.

3. The Effect of Sales Growth on Tax Avoidance

The third hypothesis states that sales growth does not affect tax avoidance. No company wants to make a loss, every company wants to be able to gain large profits from its operational activities. With large capital, it means that the returns obtained are also expected to be large. The principal gives authority to the agent to manage profits obtained from sales, this gives rise to profit management which leads to tax avoidance. Companies try to avoid paying large taxes (Khomsiyah et al., 2021). This is in line with the results of research conducted by Stepanie et.al (2022), and Alief and Irawati, (2022) that a higher sales growth rate will result in a high tax burden. Therefore, high sales growth can encourage companies to take tax avoidance actions.

4. The Effect of Fixed Asset Intensity on Tax Avoidance

The final hypothesis proves that the fixed asset intensity variable has a negative effect on tax avoidance. Ownership of fixed assets will give rise to depreciation expenses which can be used as a reduction in company profits. However, although a company may utilize depreciation expense to reduce taxable income, the company does not choose that opportunity. This is because companies store large amounts of assets not only to avoid tax burdens but also to facilitate the company's operational activities. If a company has a high number of fixed assets, the risks it will face are also high, such as having to have a large storage area, the risk of obsolescence of assets in the form of goods, and the burden of maintaining fixed assets. The presence of high risk cannot make fixed assets the right choice to avoid tax, having a high fixed asset value cannot guarantee that it will have an effect in terms of minimizing tax payments (Putri et.al., 2019). This research is in line with that conducted by Stephanie et.al. 2022) which states that fixed asset intensity does not affect tax avoidance.

3. Conclusions

Based on the results of the analysis and discussion that have been presented, the conclusions from this research are as follows: (1) 1) The research results of the profitability variable influence tax avoidance, (2) 2) The results of research on the leverage variable show that it does not affect tax avoidance, (3) 3) The research results of the sales growth variable do not affect tax avoidance, and (4) The results of research on the fixed asset intensity variable show that it has a negative effect on tax avoidance.

Based on the conclusions from the results of this research, the suggestions put forward for further research are: **(1)** Future researchers who raise similar topics are expected to add research samples from different sectors so that they can describe the overall condition of companies regarding tax avoidance, (2) It is recommended that future researchers replace or add other independent variables outside of this research variable to add new perspectives regarding factors that can influence tax avoidance.

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