



## The Influence of Sales Growth, Corporate Governance and Company Characteristics on Tax Avoidance

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### Article Info:

### Abstract

#### Keywords:

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This study aims to determine the influence of Sales Growth, Corporate Governance, and Company Characteristics on Tax Avoidance in industrial sector companies listed on the Indonesia Stock Exchange in 2020-2022. The sample was determined using the Purposive Sampling method. The method used in this study is a descriptive method with a quantitative approach and the analysis technique used is a classical assumption test. The analysis of the influence of variable x on y in this study produced the following results; Sales growth has no effect on tax avoidance, the audit committee has no effect on tax avoidance, the independent board of commissioners has no effect on tax avoidance, leverage has an effect on tax avoidance and profitability has an effect on tax avoidance.

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## INTRODUCTION

The largest source of state revenue comes from tax collection. Tax collection is a form of community contribution to achieve people's prosperity, the results of which can be felt by the community. State revenue from taxes is important to improve the country's development (Maulinda & Fidiana, 2019). Tax collection in Indonesia is a self-assessment system, which is a tax collection mechanism that is entrusted directly to the taxpayer himself to calculate, pay and declare the tax payable in accordance with the applicable laws and regulations, namely Law Number 7 of 2021 concerning the Harmonization of Tax Regulations (Wafi & Yananto, 2024).

*Tax avoidance* is one of the unique and complex issues in the field of taxation in Indonesia. Where on the one hand, tax evasion is allowed but on the other hand it is not allowed. This tax avoidance does not contradict the tax law but only takes advantage of the weaknesses of the regulations regarding tax avoidance in the tax law which will directly have an impact on state revenue, especially in the tax sector (Mahdiana & Amin, 2020).

## LITERATURE REVIEW AND HYPOTHESIS DEVELOPMENT

### 2.2.1. The Effect of Sales Growth on Tax Avoidance

Sales growth is very important for a company where revenue is the key to the company's health in the long term to have positive revenue growth every year (Budiman, 2021: 37). If the company experiences a large profit, then the tax will be charged is also greater. This allows tax avoidance because profits will also result in a high tax burden.

Based on previous research conducted by (Hastianingsih & Mareta, 2024) and (Febriansyah et al., 2024) who said that sales growth has a positive effect on tax avoidance. Meanwhile, the results of the research conducted by (Syhnandevito et al., 2024) and (Subita, 2024) stated that sales growth has a negative effect on tax avoidance.

### 2.2.2. The Influence of Corporate Governance on Tax Avoidance

#### a) Audit Committee

The audit committee consists of three people and at least one of them has expertise in the field of accounting or finance (Mulyani, Wijayanti, & Masitoh 2018). If the audit committee carries out its functions effectively, tax avoidance will be lower. The more the number of audit committees, it can be expected that the supervisory function will run effectively and if the supervision is effective, the tendency of managers to carry out tax evasion is expected according to (Oktamawati, 2017).

Based on the results of research conducted by (Lalita & Rahayuningsih, 2024) and (Rima Noviani & Priscilla Damayanti, 2024) stated that the audit committee has a positive effect on tax avoidance. Meanwhile, the results of the research conducted by (Novi Susilowati & Andi Kartika, 2023) and (Aditya S. D. et al., 2024) stated that the audit committee has a negative effect on tax avoidance.

#### b) Independent Commissioner

The presence of independent commissioners in the company can increase supervision of the performance of the board of directors and tighten supervision over management. This supervision can make management more careful in making decisions in running the company so that the activity of reducing the amount of tax payments carried out by tax avoidance can be minimized (Wijayanti & Merkusiwati, 2017).

Based on the results of research conducted by (Rima Noviani & Priscilla Damayanti, 2024) and (Richa & Yuniarwati, 2020) stated that the independent commissioner has a positive effect on tax avoidance. Meanwhile, the results of the research conducted by (Lalita & Rahayuningsih, 2024) and (Khaerani Pramudita & Robinson, 2024) stated that independent commissioners have a negative effect on tax avoidance.

### 2.2.3. The Influence of Company Characteristics on Tax Avoidance

a) Leverage

If the company uses debt in the composition of financing, there will be interest expenses that must be paid. The interest expense borne by the company can be used as a deduction for the company's taxable income to reduce the tax burden. Thus, the higher the value of the *leverage* ratio, the higher the amount of funding from the third-party debt that the company uses and the higher the interest costs arising from the debt. Higher interest costs will have the effect of reducing the company's tax burden. The larger the debt, the smaller the taxable profit will be because the tax incentive on debt interest is greater (Darmawan & Sukartha, 2014).

Based on the results of research conducted by (Saraswati & Utami, 2023) and (Sari & Ramli, 2023) states that *leverage* have a positive effect on *tax avoidance*. As well as research conducted by (Supriyanto & Christina, 2021) and (Richa & Yuniarwati, 2020) which states that *leverage* negatively affect *tax avoidance*.

b) Profitability

Profitability is an indicator of performance carried out by management in managing the company's wealth as seen from the profits generated by the company. The higher the profitability level of the company, the greater the profit the company gets. Therefore, the amount of tax paid by the company will also increase. So that it will lead to good corporate tax planning so as to produce optimal taxes, so that the tendency of tax avoidance will be reduced (Kimsen, Kismanah, & Masitoh 2018).

Based on the results of research conducted by (Subita, 2024) and (Sudibyoy, 2022) stated that profitability has a positive effect on *tax avoidance*. In addition, the results of research conducted by (Sulistiyawati et al., 2024) and (Diana, 2021) states that profitability has a negative effect on *tax avoidance*.

Table 1. Satra Review

It	Name and Year of Research	Research Title	Media Publication	Research Results
1	(Sudibyoy, 2022)	The Effect of Profitability, Leverage, and Sales Growth on Tax Avoidance	Journal of Accounting and Business Management Vol.2 No 1 April 2022	Profitability and sales growth have an effect on tax avoidance, but leverage has no effect on tax avoidance
2	(Lawe Anasta, 2021)	Sales Influence Growth Profitability, and Capital Intensity Against Taxes Avoidance.	Gema Journal Economics Vol 11, No 1	Profitability, Capital Intensity Affects Against Taxes Avoidance. While. Sales Growth Tidak Affects Tax Avoidance
3	(Febriansyah et al., 2024)	The Effect of Fixed Asset Intensity, Capital Intensity, Company Size and Sales Growth on Tax Avoidance	Journal of Management Economics and Accounting Vol. 2 No. 6 2024	Company size and sales growth have an effect on tax avoidance, but fixed asset intensity and capital intensity have no effect on tax avoidance
4	(Hastianingsih & Mareta, 2024)	Sales Growth as a Moderation of Liquidity and	Journal of accounting and finance	Liquidity and sales growth have an effect on tax avoidance, but have no effect

		Company Size Against Tax Avoidance ( Empirical Study of Mining Sector Companies on the Indonesian Stock Exchange )	management Vol. 5 No. 2 Juni 2024	on the size of the company which has no effect on tax avoidance.
5	(Syahnandevito et al., 2024)	Effect of Financial Hardship, Sales Growth, Institutional Ownership, and Managerial Ownership on Tax Avoidance	Journal of Accounting and Auditing Studies Vol. 20 No. 1 April 2024	Financial Difficulties, Institutional Ownership, and Managerial Ownership affect Tax Avoidance. Meanwhile, Sales Growth has no effect on Tax Avoidance
6	(Subita, 2024)	The relationship between sales growth, profitability, and tax avoidance	Journal innovation and Marketing Vol. 20 No. 1 2024	Profitability has an effect on tax avoidance but sales growth has no effect on tax avoidance
7	(Lalita & Rahayuningsih, 2024)	The influence of corporate governance and company characteristics on tax avoidance	JIAKu: Scientific Journal of Accounting and Finance – Volume 3, Number 1, January 2024 : 1 – 14	Audit committees, <i>leverages</i> and profitability have an effect on tax avoidance, but managerial ownership, institutional ownership, board of directors, independent board of commissioners, company size and age have no effect on tax avoidance
8	(Khaerani Pramudita & Robinson, 2024)	The Effect of Good Corporate Governance on Tax Avoidance with Profit Management as an Intervening Variable in IDXBUMN20 Companies Listed on the IDX in 2018-2022	Religion Education Social Loa Roiba Journal Volume 6 Nomor 4 (2024) 1880 -1894 P-ISSN 2656-274x E-ISSN 2656-4691	<i>Good corporate governance</i> has a positive effect on profit management, <i>good corporate governance</i> has a negative effect on tax avoidance, profit management has a negative effect on tax avoidance, and finally profit management can mediate a significant influence of <i>good corporate governance</i> on tax avoidance.
9	(Rima Noviani & Priscilla Damayanti, 2024)	The effect good corporate governance, leverage and company size on tax avoidance	Journal of Economic, Business and Accounting Volume 7 Number 2, Year 2024	Institutional ownership, independent board of commissioners, audit committee, <i>leverage</i> and company size affect tax avoidance
10	(Aditya S. D. et al., 2024)	Corporate Governance and Tax Avoidance: An	Journal of Indonesia Tax Innovation Volume	<i>Good corporate governance</i> has no influence on tax evasion measures

		Exploration in the Indonesia Context	01, Number 01, Year 2024, Page. 1-13	
11	(Sulistyawati et al., 2024)	Analysis of Determinants of Tax Avoidance	Journal of Indonesia Tax Innovation, Volume 01, Number 01, Year 2024, Page. 14-22	Executive character, <i>good corporate governance</i> and profitability have no effect on tax avoidance while capital intensity has an effect on tax avoidance
12	(Jelanti, 2024)	The influence of good corporate governance, corporate social responsibility, and sales growth on tax avoidance	Jurnal Scientia Volume 13 , Number 01, 2024, DOI 10.58471/scientia.v13i01 ESSN 2723-7486 (Online)	<i>Good Corporate Governance</i> has no effect on tax avoidance, but CSR has an effect on tax avoidance
13	(Novi Susilowati & Andi Kartika, 2023)	The influence of independent commissioners, audit committees, audit quality and company characteristics on tax avoidance	JIMAT (Scientific Journal of Accounting Students) Ganesha University of Education (Vol : 14 No : 03 of 2023 )	Independent commissioners, audit committees have a negative effect on <i>tax avoidance</i> while audit quality and company characteristics have a positive effect on <i>tax avoidance</i>
14	(Saraswati & Utami, 2023)	The influence of company characteristics on tax avoidance	Journal of Accounting and Finance Research, Vol 5, No. 3, 2023, 275-286 eISSN 2685-2888	<i>Leverage</i> and liquidity have an effect on <i>tax avoidance</i> while profitability and company size have no effect on <i>tax avoidance</i>
15	(Sari & Ramli, 2023)	The Effect Of Leverage, Company Size, Company Risk On Tax Avoidance In 2020-2022	Scientific Journal of Unitary Accounting Vol. 11 No. 3, 2023 pg. 625-63	<i>Leverage</i> and company size can affect corporate tax avoidance measures
16	(Supriyanto & Christina, 2021)	Analysis of the influence of audit characteristics and company characteristics on tax avoidance practices in IDX companies	Journal of Innovation 17 (4), 2021 733-747	auditors, auditor industry specializations, audit opinions, audit fees, profitability, company age, <i>leverage</i> , fiscal loss compensation do not have a significant impact on tax avoidance practices. Meanwhile, the size of the company has a significant positive influence on tax avoidance practices
17	(Richa & Yuniarwati, 2020)	The influence of corporate characteristics,	Journal of Multiparadigm Accounting	Company characteristics and sales growth do not affect tax avoidance but corporate

		corporate governance and sales growth on tax avoidance	Tarumanagara / Vol.2 April 2020 Edition : 893 - 901	governance affects tax avoidance
18	(Diana, 2021)	The Effect of Leverage, Profitability and Company Size on Tax Avoidance (An Empirical Study on Mining Sector Companies Listed on Indonesia Stock Exchange Period 2013-2019)	Turkish Journal of Computer and Mathematics Education Vol.12 No. 4 (2021), 860-868	<i>Leverage</i> and company size have an effect on tax avoidance, while profitability has no effect on tax avoidance.

## METHODOLOGY

The research methodology used in this study adopts a quantitative descriptive approach with a causal orientation. In accordance with Sugiyono's (2019) understanding, the causal research design includes the exploration of cause-and-effect relationships, where the independent variable is positioned to exert an influence, and the bound variable is subject to a consequential impact. This methodological choice underlines the intention to not only describe the observed phenomena but also to ascertain the causal dynamics that govern the relationships between the variables studied. The use of quantitative techniques increases the precision and rigor of researchers, facilitating systematic analysis of causal relationships identified in the research framework.

### 3.1 Population and Sample

The population of this study includes manufacturing companies listed on the Indonesia Stock Exchange (IDX) from 2020 to 2022. The sampling method in this study uses *Purposive Sampling*, where *Purposive Sampling* is a technique for determining samples based on criteria that meet certain criteria and considerations. The research sample consisted of 26 manufacturing companies in the industrial sub-sector that were actively registered and disclosed their financial statements.

### 3.2 Data Collection Techniques

Secondary data is quantitative data obtained from the annual reports of manufacturing companies during the period 2020 to 2022 by downloading them on the Indonesia Stock Exchange (IDX) website.

### 3.3. Data Analysis Techniques and Hypothesis Testing

For data analysis in this study, the data analysis method used in this study is the multiple linear regression analysis method with the help of SPSS version 25. Hypothesis testing of determination coefficient test, simultaneous test F, and statistical test t.

## RESULTS AND DISCUSSION

### 4.1. Statistical Descriptive Test

Table 2. Results of Statistical Descriptive Test

Variable	N	Minimum	Maximum	Mean	Std. Deviation
PP	78	-0.38	1.11	0.1093	0.28171
Ka	78	3.00	4.00	3.0385	0.19355
TO	78	0.30	1.00	0.4308	0.14079
LV	78	-3.81	9.88	0.9239	1.38945
PF	78	-0.03	0.36	0.0678	0.06487
TA	78	0.09	16.25	0.6846	2.30019
Valid N	78				

In table 2. above, it can be concluded that:

- 1) The sales growth variable with a sample of 78 data has a minimum value of -0.38 which occurs in PT. Hexindo Adiperkasa Tbk in 2021, and the maximum value of 1.11 recorded at PT. Mark Dynamics Indonesia Tbk in 2021. The mean value is at 0.1093 while the standard deviation value is at 0.28171, where the mean value is lower than the standard deviation value. This indicates that the sales growth variable has a high variation.
- 2) The audit committee variable with a sample of 78 data has a minimum value of 3.00 and a maximum value of 4.00. The mean value is at 3.0385 while the standard deviation value is at 0.19355, where the mean value is greater than the standard deviation value. This indicates that the audit committee variables have low variation.
- 3) The variable of the independent board of commissioners with a sample of 78 data had a minimum value of 0.30 and a maximum value of 1.00. The mean value is at 0.4308 while the standard deviation value is at 0.14079, where the mean value is greater than the standard deviation value. This indicates that the variables of the independent board of commissioners have low variation.
- 4) The leverage variable with a sample of 78 data had a minimum value of -3.81 which occurred in PT. Hoffen Cleanindo Tbk in 2020, and the maximum value of 9.88 recorded at PT. Hoffen Cleanindo Tbk in 2021. The mean value is at 0.9239 while the standard deviation value is at 1.38945, where the mean value is lower than the standard deviation value. This indicates that the sales growth variable has a high variation.
- 5) The profitability variable with a sample of 78 data has a minimum value of -0.03 which occurs in PT. Hoffen Cleanindo Tbk in 2020, and the maximum value of 0.36 recorded at PT. Mark Dynamics Tbk in 2021. The mean value is at 0.0678 while the standard deviation value is at 0.06487, where the mean value is greater than the standard deviation value. This indicates that the profitability variable has low variation.
- 6) The tax avoidance variable with a sample of 78 data had a minimum value of 0.09 which occurred in PT. Multifiling Mitra Indonesia Tbk in 2021, and the maximum value of 16.25 recorded at PT. Surya Toto Indonesia Tbk in 2020. The mean value is at 0.6846 while the standard deviation value is at 2.30019, where the mean value is higher than the standard deviation value. This indicates that the tax avoidance variable has a high variation.

## 4.2. Classical Assumption Test

Classical assumption test is a method used to determine the relationship between research variables of a regression model. This test is to ensure that the data generated is normally distributed, does not contain multicollinearity, heteroskedasticity, and autocorrelation.

## 4.3. Normality Test

Table 4. Normality Test Results

N	Mr
72	0.054

Based on the results of the normality test, it can be seen that the value of the number of samples included in the outlier is as many as 6 data, so the 6 data must be eliminated from the sample. After repeated normality tests, a sig value of 0.054 was obtained, where the value was  $> 0.05$ , it can be concluded that the data is distributed normally.

## 4.4. Multicollinearity Test

Table 5. Multicollinearity Test Results

Variable	Tolerance	BRIGHT
PP	0.900	1.111
Ka	0.989	1.011
TO	0.910	1.099
LV	0.918	1.090
PF	0.788	1.269

Based on the results of the multicollinearity test, it can be seen that the tolerance value in each variable has a  $>$  value of 0.1 and the VIF value is  $< 10$ , so it can be concluded that the data in this study avoids multicollinearity.

## 4.5. Heteroscedasticity Test

Table 6. Heteroscedasticity Test Results

Variable	Mr.
PP	0.685
Ka	0.856
TO	0.665
LV	0.758
PF	0.561

Based on the results of the heteroscedasticity test, it can be seen that the sig value in each variable has a  $> 0.05$ , so it can be concluded that the data in this study avoids the problem of heteroscedasticity.



#### 4.6. Uji Autokorelasi

Table 7. Autocorrelation Test Results

D-W
1.600

Based on the results of the Autocorrelation test, it can be seen that the Durbon Watson value in this study is 1,600, with a DL value of 1.4732 and a DU value of 1.7688. This means that the  $d_l < d_w$  value  $< 4 \cdot d_u$ , thus the data in this study is avoided from autocorrelation problems.

#### 4.7. Determination Coefficient Test (R Square)

Table 8. Determination Coefficient Test Results

R Square
0.265

Based on the results of the determination coefficient (R Square) test, it can be seen that the R Square value in this study is 0.265 or around 26.5%, meaning that the tax avoidance variable can be influenced by the variables of sales growth, audit committee, independent commissioner, leverage and profitability of 26.5% and the remaining 73.5% is influenced by other variables that are not studied in this study.

#### 4.8. Test F

Table 9. Test Result F

F	Mr.
4.766	0.001

Based on the results of the F test, it can be seen that the f-count value in this study is 4,766 with a significance level of 0.001, where the value is  $< 0.05$ , so simultaneously or together the variables of sales growth, audit committee, independent board of commissioners, leverage and profitability can affect tax avoidance.

#### 4.9. Test t

Table 10. Test Results t

Variable	T-Statistics	Mr.
PP	0.540	0.591
Ka	-0.1350	0.182
TO	1.111	0.912
LV	3.043	0.003
PF	-2.496	0.015

In table 10. Above it can be concluded that:

1. The sales growth variable has a t-statistical nili of 0.540 with a significance level of 0.591, so individually sales growth has no effect on tax avoidance.
2. The audit committee variable has a t-statistical nili of -1,350 with a significance level of 0.182, so individually the audit committee has no effect on tax avoidance.

3. The variable of the independent board of commissioners has a t-statistical nili of 0.111 with a significance level of 0.912, so individually the independent board of commissioners has no effect on tax avoidance.
4. The leverage variable has a t-statistical nili of 3.043 with a significance level of 0.003, so individually leverage affects tax avoidance.
5. The profitability variable has a t-statistical nili of -2.2496 with a significance level of 0.015, so individually profitability affects tax avoidance.

#### 4.10. Multiple Linear Regression Test

Table 11. Multiple Linear Regression Test Results

Model	B
(Constant)	0.491
PP	0.022
Ka	-0.074
KI	0.009
LV	0.026
PF	-0.481

In table 11. Above the regression equation is obtained, namely:

$$Y = a + Bx_1 + Bx_2 + Bx_3 + Bx_4 + Bx_5 \quad (1)$$

$$TA = 0.491 + 0.022 - 0.074 + 0.009 + 0.026 - 0.0481$$

With the caption:

1.  $A = 0.491$ , the constans value in this study is 0.491, meaning that if there are no variables of sales growth, audit committee, independent board of commissioners, leverage and profitability, the constans value will remain at 0.491.
2.  $Bx_1 = 0.022$ , the constant value in the sales growth variable is 0.022 which has a positive direction, then when sales growth increases, tax avoidance actions will increase by 0.022, and vice versa, if sales growth decreases, it will decrease the company's tax avoidance actions by 0.022.
3.  $Bx_2 = -0.074$ , the constant value in the audit committee variable is -0.074 which has a negative direction, then when the audit committee increases, the tax avoidance action will decrease by -0.074, and vice versa, if the audit committee decreases, it will increase the company's tax avoidance action by -0.074.
4.  $Bx_3 = 0.009$ , the value of the constant in the variable of the independent board of commissioners is 0.009 which has a positive direction, then when the independent board of commissioners increases, the tax avoidance action will increase by 0.009, and vice versa, if the independent board of commissioners decreases, it will decrease the company's tax avoidance action by 0.009.
5.  $Bx_4 = 0.026$ , the constant value in the leverage variable is 0.026 which has a positive direction, then when the leverage increases, the tax avoidance action will increase by 0.026, and vice versa, if the leverage decreases, the company's tax avoidance action will decrease by 0.026.
6.  $Bx_5 = -0.481$ , the constant value in the profitability variable is -0.481 which has a negative direction, then when profitability increases, tax avoidance actions will decrease by -0.481, and vice versa, if profitability decreases, it will increase the company's tax avoidance actions by -0.481.

## CONCLUSION

Based on the results of the tests and discussions that have been presented in chapter IV on the influence of sales growth, corporate governance that is proxied with an audit committee and independent commissioners, and the characteristics of a company that is proxied with *leverage*, and profitability to *tax avoidance*. Then the following conclusions can be obtained:

1. Sales growth has no effect on *tax avoidance*
2. The audit committee has no effect on *tax avoidance*
3. Independent board of commissioners has no effect on *tax avoidance*
4. *Leverage* affects *tax avoidance*
5. Profitability affects *tax avoidance*

## Suggestions

Based on the testing, discussion and conclusion of the results of this study, the author provides suggestions related to the research that has been carried out as follows:

1. For related companies, it is expected to pay attention to the number of independent commissioners. Efforts to pay attention to the number of independent commissioners are to be effective in making the right decisions to avoid high *tax avoidance practices*.
2. For the next researcher, it is recommended to increase the data sample, either by conducting research on companies in other sectors listed on the Indonesia Stock Exchange or can increase the number of years of observation.

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