

# The Influence of Tax Planning on Company Profits

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**Abstract:** Taxes are contributions from the people to the state treasury which are indirect and used for state expenditure. Laws and regulations that apply to taxpayers. Companies usually carry out tax planning to reduce costs and as a step in implementing profit management. The Company seeks tax planning to reduce tax costs which affect the Company's profit for the period. Profit information in financial reports is generally important, especially for those who use financial reports for contractual purposes and making investment decisions. This data collection method uses interviews and literature studies. Literature study was carried out with company documents related to research. The results of this research show that tax planning activities influence company profits because tax is one of the factors reducing company profits. Tax planning efforts in companies also require increased efforts so that the results can be maximized.

**Keywords:** Costs, Profit management, Tax planning, Taxes

## I. Tax Planning

Tax planning according to (Astutik 2016 in (Achyani& Lestari, 2019) is a process of organizing the business of a taxpayer or group of taxpayers in various ways so that the tax burden in the form of PPh or other tax debts is at the smallest possible value. This performance certainly affects the company's profits. The high or low of the company's profits also affects the taxes that the company will pay to the state. According to Law No. 28 of 2007 concerning General Provisions and Tax Procedures (KUP), tax is a mandatory contribution to the state owed by private individuals or entities that are coercive based on law, without receiving direct compensation and are used for state needs for the greatest prosperity of the people. Taxes are one of the factors deducting from a company's net profit, the greater the company's profit, the the greater the tax that must be paid to the state. Companies of course want maximum profits at the end of the accounting period as proof of their good performance despite the current pandemic. Therefore, tax planning is needed as one of the factors. to reduce the company's tax burden and achieve the company's targeted profit after tax. Tax planning is a series of strategies implemented by company management to reduce the tax costs that must be paid (Riyanto & Puji S, 2022). Tax planning carried out by the company is the first step taken in managing company taxes. The aim of tax planning by this company is to reduce the burden of tax payments as small as possible by avoiding taxes without violating the tax law by utilizing regulations and matters that are not listed in the tax law. Apart from this, this issue is interesting for the author because of the possibility of a decline in company performance during the 2019 - 2021 time period when the world is being hit by the Covid-19 pandemic. This period could become material for new research because the global economic downturn will also affect company finances. In this case, the author wants to study how much influence tax planning itself has on company earnings management amidst the current economic downturn. The main objective of tax planning is to reduce the amount of tax that will be paid by the taxpayer by exploiting loopholes in the applicable tax regulations which are useful for increasing the amount of profit after tax. (Dewi et al., 2017) said that tax planning can be measured in several ways, one of which is by relying on profit, company net profit and profit before tax in financial reports with the tax retention rate formula. Tax planning variables are measured using the TRR (Tax Retention Ratio) formula. where the higher the difference between the company's net profit and profit before tax, the greater the tax burden paid by the company. Meanwhile, the lower the difference, the higher the company's net profit will be. The ratio results from TRR (Tax Retention Ratio) have a comparative relationship between a year and the year before and/or after. Unlike rates or other financial ratios which can be stated from the benchmark results of the ratio numbers, the results of the TRR (Tax Retention Ratio) are will produce figures that will be compared from one accounting period to another and changes in these results will be analyzed. If it

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increases from one period to the next, then tax planning has been carried out effectively. And conversely, when the ratio results decrease from one year to the next, the tax planning carried out by the company is not yet effective or still requires efforts so that the results can be maximized.

Several ways that taxpayers can take to minimize the tax burden are explained as follows: a. Tax shifting is the transfer or transfer of the tax burden from the tax subject to another party, so that the person or entity subject to it may not bear the tax burden. b. Capitalization is a reduction in the price of the tax object equal to the amount of tax that will be paid later by the buyer. c. Transformation is a method of tax evasion carried out by companies by bearing the tax burden imposed on them. d. Tax evasion is tax avoidance carried out intentionally by taxpayers by violating applicable tax provisions. e. Tax avoidance is a taxpayer's attempt to minimize the tax burden by using real alternatives that can be accepted by the tax authorities.

Profit is the profit obtained by a company as a result of the excess difference between the income obtained by the company and the company's expenses and operational costs. Profit is seen as the best indicator in determining the performance achievements of a company in a certain period. Profit can be used as an assessment of the good or bad performance of a company. The higher the company's profit, the better the value of the company. By knowing the profits of a company, investors can also make considerations about whether the company is worthy of being used as a good investment savings or not and investors will tend to choose to invest in companies that earn higher and higher returns in each period. There are several ways to measure company profits in this research to measure company profits using profit after tax.

The motivation and opportunities possessed by managers make managers carry out earnings management practices in the company's financial reports. However, in carrying out earnings management practices, managers must do it carefully so that it is not easily discovered by other parties. Setiowati (2017) states that there are three earnings management techniques that can be used by management, including:

- a. Taking advantage of opportunities to make accounting estimates is a way of earnings management to influence profits through judgment on accounting estimates, including estimating the level of bad debts, estimating the period of depreciation of fixed assets or amortization of intangible assets, estimating warranty costs, etc.
- b. Changing accounting methods Management has the opportunity to change the company's accounting methods to suit the company's conditions in that period. Changes in accounting methods must be clearly disclosed along with rational reasons in the financial reporting notes. Example: changing the depreciation of fixed assets from the number of years depreciation method to the straight line depreciation method.
- c. Shifting the cost or income period in SAK requires companies to use the accrual basis in recording financial reports (except cash flow reports), thus providing an opportunity for management to manipulate the company's financial reports. examples are accelerating or postponing spending on research and development until the next accounting period, accelerating or postponing promotional spending until the next period.

The role of tax planning in earnings management practices can be conceptually explained by agency theory and positive accounting theory (Aditama, 2014). In agency theory, in this case the government (fiscus) as the principal and management as the agent each have different interests in terms of paying taxes. The company (agent) tries to pay as little tax as possible because paying tax means reducing the company's economic capacity. According to Pohan (2015), by carrying out careful tax planning, companies can save cash outflows, manage cash flow, and prepare cash budgets more accurately. On the other hand, the government (principal) needs funds from tax revenues to finance government expenditure.

### II. Profit management

Earnings management is often associated with window dressing practices. Window dressing is a term in the financial sector where a company's financial reports are made in such a way that the performance and figures in them can be categorized as a healthy company. This category is obtained from the provisions in the procedures for assessing the health level of non-financial services with the total weight of the non-infrastructure category in Ministerial Decree Number KEP-100/MBU/2002 concerning assessing the health level of State-Owned Enterprises. In assessing this financial aspect, the indicators assessed in each weight are as in table 1 as follows:

Table 1  
List of indicators and weighting of financial aspects

Indicator	Infra Weight	Non Infra Weight
Returns to shareholders (ROE) 15 20	15	20
Return on Investment (ROI)	10	15

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Cash Ratio	3	5
Current Ratio	4	5
Collection Periods	4	5
Inventory Turnover	4	5
Total asset turnover	4	5
Own Capital Ratio to total assets	6	10
	50	70

The weight results are obtained from the following assessment methods:

- a. Returns to shareholders/Return On Equity (ROE)  $ROE = \text{profit after tax own capital} \times 100\%$

Definition:

Profit after tax is profit after tax minus profit from sales of fixed assets, non-productive assets, other assets, direct investment shares. Own capital is all of the components of own capital in the company's balance sheet at the end of the financial year minus the component of own capital which is used to finance fixed assets in operation and profit for the current year. The above own capital includes liability components whose status has not been determined. Fixed Assets in progress is the position at the end of the financial year of fixed assets that are under construction.

Table 2  
List of ROE Assessment Scores

ROE (%)	Weight	
	Infra	Non Infra
15 < ROE	15	20
13 < ROE ≤ 15	13.5	18
11 < ROE ≤ 13	12	16
9 < ROE ≤ 11	10.5	14
7.9 < ROE ≤ 9	9	12
6.6 < ROE ≤ 7.9	7.5	10
5.3 < ROE ≤ 6.6	6	8.5
4 < ROE ≤ 5.3	5	7
2.5 < ROE ≤ 4	4	5.5
1 < ROE ≤ 2.5	3	4
0 < ROE ≤ 1	1.5	2
ROE < 0	1	0

- b. Investment Returns/Return on Investment (ROI)

$$ROI = \frac{\text{EBIT} + \text{Capital Employed Depreciation}}{\text{Capital Employed}} \times 100\%$$

Capital employed

Definition: EBIT is profit before interest and tax minus profit from sales of fixed assets, other assets, non-productive assets, direct investment shares, depreciation is depreciation, amortization and depletion, capital employed is the position at the end of the financial year total assets minus fixed assets in progress.

Table 3 List of ROI Assessment Scores

ROI (%)	Score	
	Infra	Non Infra
18 < ROI	10	15
15 < ROI ≤ 18	9	13.5
13 < ROI ≤ 15	8	12
12 < ROI ≤ 13	7	10.5
10.5 < ROI ≤ 12	6	9
9 < ROI ≤ 10.5	5	7.5
7 < ROI ≤ 9	4	6
5 < ROI ≤ 7	3.5	5
3 < ROI ≤ 5	3	4

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1 < ROI <= 3	2.5	3
0 < ROI <= 1	2	2
ROI < 0	0	1

c. Cash Ratio

Cash Ratio =  $\frac{\text{Cash} + \text{Bank} + \text{Short Term Securities}}{\text{Current Liabilities}} \times 100\%$

Current Liabilities

The definition of Cash, Bank and short-term securities is their respective positions at the end of the financial year. and current liabilities is the position of all current liabilities at the end of the financial year

Table 4

List of Cash Ratio Assessment Scores

Cash Ratio = x (%)	Score	
	Infra	Non Infra
x >= 35	3	5
25 <= x < 35	2.5	4
15 <= x < 25	2	3
10 <= x < 15	1.5	2
5 <= x < 10	1	1
0 <= x < 5	0	0

d. Current Ratio/Quick ratio

Current Ratio =  $\frac{\text{Current Assets}}{\text{Current Liabilities}}$

Definition: current assets are the total position of current assets at the end of the financial year and current liabilities are the total position of current liabilities at the end of the financial year.

Table 5 List of Current Ratio Assessment Scores

Current Ratio = x (%)	Score	
	Infra	Non Infra
125 <=	3	5
110 <= x < 125	2.5	4
100 <= x < 110	2	3
95 <= x < 100	1.5	2
90 <= x < 95	1	1
x < 90	0	0

e. Collection Periods/CP

CP =  $\frac{\text{Total accounts receivable}}{\text{Total Operating Revenue}} \times 100\%$

Definition: total trade receivables is the position of trade receivables after deducting the allowance for accounts receivable at the end of the financial year and total business income is the amount of business income during the financial year.

Table 6 List of Collection Periods assessment scores

CP = x(days)	Repair = x (days)	Score	
		Infra	Non Infra
x <= 60	x > 35	4	5
60 < x <= 90	30 < x <= 35	3.5	4.5
90 < x <= 120	25 < x <= 30	3	4
120 < x <= 150	20 < x <= 25	2.5	3.5

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150 < x <= 180	15 < x <= 20	2	3
180 < x <= 210	10 < x <= 15	1.6	2,4
210 < x <= 240	6 < x <= 10	1,2	1.8
240 < x <= 270	3 < x <= 6	0.8	1,2
270 < x <= 300	1 < x <= 3	0.4	0.6
300 < x	0 < x <= 1	0	0

f. Inventory Turnover

$$PP = \frac{\text{inventory} \times 100 \%}{\text{Total Operating Revenue}}$$

Total Inventory is all inventory used for the production process at the end of the financial year consisting of raw material inventory, semi-finished goods inventory and finished goods inventory plus equipment and spare parts inventory.

Table 7 List of inventory assessment scores

PP = x(days)	Repair = x (days)	Score	
		Infra	Non Infra
x <= 60	x > 35	4	5
60 < x <= 90	30 < x <= 35	3.5	4.5
90 < x <= 120	25 < x <= 30	3	4
120 < x <= 150	20 < x <= 25	2.5	3.5
150 < x <= 180	15 < x <= 20	2	3
180 < x <= 210	10 < x <= 15	1.6	2,4
210 < x <= 240	6 < x <= 10	1,2	1.8
240 < x <= 270	3 < x <= 6	0.8	1,2
270 < x <= 300	1 < x <= 3	0.4	0.6
300 < x	0 < x <= 1	0	0

g. Total Asset Turnover

$$TATO = \frac{\text{Total Revenue}}{\text{Total Assets}}$$

Total income is the total of business and non-business income excluding income from the sale of fixed assets and capital employed is the position at the end of the financial year of total assets minus fixed assets in progress.

Table 8 List of total asset turnover assessment scores

TATTOO = x(%)	Repair = x (days)	Score	
		Infra	Non Infra
120 < x	20 < x	4	5
105 < x <= 120	15 < x <= 20	3.5	4.5
90 < x <= 105	10 < x <= 15	3	4
75 < x <= 90	5 < x <= 10	2.5	3.5
60 < x <= 75	0 < x <= 5	2	3
40 < x <= 60	x <= 0	1.5	2.5
20 < x <= 40	x < 0	1	2
x <= 20	x < 0	0.5	1.5

h. Ratio of Total Own Capital to Total Assets (TMS to TA)

$$TMS \text{ against TA} = \frac{\text{Total own capital} \times 100\%}{\text{Total Assets}}$$

Total own capital is all components of own capital at the end of the financial year excluding funds whose status has not been determined. Total assets are total assets minus funds whose status has not been determined at the end of the

financial year in question.

Table 9 List of scores for assessing the ratio of own capital to total assets

TMS to TA (%) = x	Score	
	Infra	Non Infra
$x < 0$	0	0
$0 \leq x < 10$	2	4
$10 \leq x < 20$	3	6
$20 \leq x < 30$	4	7.25
$30 \leq x < 40$	6	10
$40 \leq x < 50$	5.5	9
$50 \leq x < 60$	5	8.5
$60 \leq x < 70$	4.5	8
$70 \leq x < 80$	4.25	7.5
$80 \leq x < 90$	4	7
$90 \leq x < 100$	3.5	6.5

### III. Equalization of PPh 21 and VAT with output invoices

Previous research hypothesized that the first there is a significant change between profit before tax and after tax when tax planning is implemented and before tax planning is implemented. Second, tax planning has a positive effect on profits, where the higher the tax planning, the higher the opportunity for the company to implement earnings management, although in its implementation, the effect is small because there are many factors that influence earnings management. Tax planning can be done by equalizing PPh 21 and VAT with equalization output invoices originating from the word equal which can be interpreted as the process of equalizing. In simple terms, equalization is a process to check the suitability of one type of tax with other related types of tax. A report from one type of tax that is part of a report from another type of tax. The tax equalization process is carried out to equate income from tax objects recorded in the financial statements with costs or income from tax objects reported in the Annual Tax Return which will be submitted to the KPP. Tax equalization is intended so that taxpayers prepare themselves if there is an appeal or audit by the tax office. Apart from that, taxpayers also avoid tax corrections during a tax audit. Meanwhile, from the perspective of the taxpayers themselves, tax equalization can be said to be a preventive form of facing tax audits. Apart from that, tax equalization can also be an indication for taxpayers that their obligation to submit their annual SPT has been carried out correctly. The legal basis for tax equalization is regulated through the Director General of Taxes Regulation Number PER-04/PJ/2012 concerning guidelines for the use of audit methods and techniques to test compliance with tax obligations. However, this regulation is no longer enforced based on PER-07/PJ/2014 concerning the revocation of Regulation of the Director General of Taxes Number PER-04/PJ/2012.

Fiscal correction so that fiscal profit becomes smaller. Fiscal correction is recording activities, corrections,

And adjustments that must be made by the taxpayer. This fiscal correction arose because of differences in the recognition of income and costs in commercial accounting financial reports and tax accounting. Commercial reports will be prepared based on a financial accounting system with fiscal finance. Company to determine its business steps. Positive fiscal corrections relate to costs that are not allowed by tax, as regulated in Article 9 of the Income Tax Law. Examples of costs in question are as follows: costs charged or incurred for the personal benefit of the taxpayer or people who are part of their dependents. Reserve funds, replacement or compensation in connection with work or services provided in the form of enjoyment or in kind. An amount in excess of what is reasonable is paid to a related party in connection with the work performed. Gifted assets, donations and assistance. Negative tax corrections will cause taxable profits to decrease or will result in a reduction in income tax payable. Because income is higher than fiscal income and commercial costs are smaller than fiscal costs. The causes of negative fiscal corrections are usually income that is subject to final PPh and income that is not included in the tax object but is included in business turnover, and the difference between commercial depreciation/amortization below fiscal depreciation/amortization, and other negative fiscal adjustments. The following is an example of a type of negative fiscal correction. stock transaction income, prize or lottery income, income which is not a tax object, income from interest on deposits and savings, income from property transfer transactions. request proof of input tax deduction from the partner company to be credited with input tax or input VAT, which is a tax that must be paid by Taxable Entrepreneurs (PKP) on receipt of Goods. Taxable (BKP) or receipt of Taxable Services (JKP). Therefore, those who have to pay VAT are buyers of goods/users of services from the

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company. If this tax proof is credited in our taxes, it will reduce the amount of PPh payable on the Company's NPWP. This is because there are no records of tax payments in the form of withholding receipts reported by the company. So, to reduce the amount of tax owed, companies need to request proof of withholding from partner companies and report it to the Tax Service Office. The efforts made above are a form of tax planning used to minimize the company's tax burden. The company must carry out these efforts immediately because tax is an area that has a strict deadline regarding reporting. For example, in point four it is stated that you are requesting proof of deduction from the partner company. This must be done immediately because proof of deduction can only be claimed within three months of its issuance. The Company's Accounting and Taxation Department still needs to develop a more efficient work system to support planning in this area of taxation. If deduction evidence can be identified optimally, then this will affect the financial statements in subsequent years.

### IV. TRR Overview and Analysis

Tax burden needs attention considering that this is one of the factors reducing company profits in financial reports. In this research, the author uses TRR (Tax Retention Ratio) to measure the effectiveness of tax planning in companies, where if the TRR is higher, it will reflect that the tax planning carried out by the company is becoming more effective, and conversely if the TRR is getting lower every year, then the tax planning those implemented have not been effective. The following is a table of TRR calculation results for the Company for the 2019-2021 period. Company Profit Management The calculation of profit after tax is carried out by subtracting the company's profit obtained in one period from the total corporate tax burden. Corporate tax is calculated based on the need to know the basis for tax imposition, for domestic taxpayers (WP) and foreign permanent establishments (BUT), the basis for tax imposition is Taxable Income (PKP) which is calculated at their net income (PKP Corporate Taxpayer = Net Income ). Earnings management is management intervention in the external financial reporting process with the aim of benefiting management and the company. Earnings management is one factor that can reduce the credibility of financial reports. Earnings management adds bias to financial reports and can disturb users of financial reports who use these fabricated numbers. Earnings management occurs when managers use their policies in financial reporting and transaction structure to change financial statements. This is done by managers with the aim of providing different understanding to stakeholders regarding the company's economic performance so as to influence the results of contracts between stakeholders and the company. Earnings management is often associated with window dressing practices. Window dressing is a term in the financial sector where a company's financial reports are made in such a way that the performance and figures in them can be categorized as a healthy company. This category is obtained from the provisions in the procedures for assessing the health level of non-financial services BUMN with the total weight of the non-infrastructure category in the Decree of the Minister of State-Owned Enterprises Number KEP-100/MBU/2002 concerning health level assessment. In this category, there are weight indicators for the ROE ratio, ROI, cash ratio, current ratio, collection periods, inventory turnover, total asset turnover, and the ratio of own capital to total assets along with the weight of the company's health assessment. Every company's practice regarding profit management is based on the principle of necessity alone. So, there will be no binding practices for companies in general. Earnings management is practiced in this company, with the aim of reporting good and stable performance at the end of the accounting period. This practice is carried out by carrying out large loads gradually every month, for example, the THR charge which the company will carry out every year. Instead of charging one month when a holiday falls, the company carries out this charging practice in stages over 10 months. This aims to ensure that performance reports can achieve maximum figures compared to charging THR for just one month.

TRR (Tax Retention Ratio) is obtained from the following calculation:

$$\text{TRR} = \frac{\text{Net Income (EBIT)}}{\text{Pretax Income (EBIT)}}$$

Information:

TRR = Tax Retention Rate (tax retention rate)

Net Income = Net profit company

Pretax Income (EBIT) = Profit before tax.

Table 10 Calculation of TRR (Tax Retention Ratio)

Information	2019	2020	2021
Profit before tax	(25,101,921,721)	3,838,211,470	11,882,493,071
Net profit	(24,800,004,295)	1,755,476,563	1,698,823,939
TRR	0.987972338	0.457368380	0.142968645

According to Table 10 of the TRR (Tax Retention Ratio) calculation above, it can be seen that the results of the calculations carried out from 2019 to 2021, the figures shown are getting smaller every year. Based on the previous discussion, this means that tax planning activities can still be carried out. maximized again and requires more serious attention. Income comes from research companies, including research centers for rubber, palm oil, tea and quinine, coffee and cocoa, Indonesian sugar plantations, and Indonesian biotechnology and bioindustry. Service income comes from study services and research services. Sales revenue itself comes from sales of processed products such as tea, coffee, chocolate with several variants such as the ginger chocolate variant. Meanwhile, other sales income comes from the palm oil research center which develops kopyor coconut as one of the superior products for selling its products. Using TRR, the ratio obtained continues to decline. Evidence of the deduction exists, but the company cannot credit it for purposes of reducing the company's income tax payable. This certainly makes tax planning not run optimally. If the deduction receipt is still credited, there will be a discrepancy between the financial statements at the company and the head office. Of course, this cannot happen because there will be equalization between fiscal and accounting profits from accounting financial reports and fiscal financial reports which will become the basis for imposing corporate taxes. This needs to be a concern for companies to maximize their tax planning. Results of the first hypothesis: there is a significant change between profit before tax and after tax when tax planning is implemented and before tax planning is implemented so that the first hypothesis is considered not to meet the research results. The results of the second hypothesis are that tax planning has a positive effect on profits, where the higher the tax planning, the higher the opportunity for the company to implement earnings management, although in its implementation, the effect is small because there are many factors that influence earnings management. This hypothesis is also not in accordance with the results of research where financial reports are used to obtain investors for company development purposes. Meanwhile, earnings management practices which are closely related to window dressing are methods used by management to attract investor interest based on the results of calculating profitable business ratios. The results obtained from this research are the lack of tax planning efforts that companies can make. This needs to be given full attention considering that proof of deduction can reduce the tax the company owes to the state. This can also increase company profits because profits affect expenses which are a factor reducing company profits.

### V. Conclusions and Recommendations

That tax planning has an influence on company profits. This is because effective tax planning can reduce the tax burden so that company profits increase. By using TRR calculation experienced a decline even though the Company's profits increased every year. Based on the conclusions of this research, so that tax planning can be implemented more effectively in companies, coordination efforts between the company and company partners can be further improved. This tax planning effort will also be more effective by establishing a direct relationship between the head office and partner companies so that claims on tax invoices can be made more optimally. This will greatly facilitate and minimize the existence of unclaimed input tax invoices from partners.

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