ANALYSIS OF THE DETERMINANTS OF INDONESIAN COFFEE EXPORTS TO THE FOUR LARGEST IMPORTING COUNTRIES IN 2011-2021

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ABSTRACT

Indonesia is known as an agricultural country with great potential in the agricultural sector. One of them comes from the plantation subsector, namely coffee. However, coffee exports have stagnated over the past 15 years compared to Brazil, Colombia and Vietnam. The study aims to determine the factors affecting Indonesian coffee exports to the United States, Japan, Italy and Malaysia. The dependent variable is Indonesian coffee exports and the independent variables are inflation, GDP per capita, exchange rate and population. Using secondary data in the form of panel data from 2011 to 2021. The method used is multiple linear regression. Includes the best model selection test, a priori test, and statistical tests. The results showed that inflation and GDP passed the a priori test, meaning that the hypothesis and data processing results were consistent. While the population and exchange rate variables did not pass the a priori test. Based on partial tests, GDP and exchange rates have a significant effect. While inflation and population are insignificant to Indonesian coffee exports.

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Keywords: Exports, Coffee, International Trade

ABSTRACT

Indonesia is known as an agricultural country with great potential in the agricultural sector. One of them comes from the plantation subsector, namely coffee. However, coffee exports have stagnated over the past 15 years compared to Brazil, Colombia and Vietnam. The study aims to determine the factors affecting Indonesian coffee exports to the United States, Japan, Italy and Malaysia. The dependent variable is Indonesian coffee exports and the independent variables are inflation, GDP per capita, exchange rate and population. Using secondary data in the form of panel data from 2011 to 2021. The method used is multiple linear regression. Includes the best model selection test, a priori test, and statistical tests. The results showed that inflation and GDP passed the a priori test, meaning that the hypothesis and data processing results were consistent. While the population and exchange rate variables did not pass the a priori test. Based on partial tests, GDP and exchange rates have a significant effect. While inflation and population are insignificant to Indonesian coffee exports.

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1. INTRODUCTION

Trade carried out both interregionally and internationally is an important way to increase the level of life and prosperity for the nations or countries concerned. Salvatore (2014), states that trade between two countries is based on absolute advantage. This means that when one country is more efficient than another in the production of one commodity, but less efficient in another, the two countries can exchange the commodities produced. With this process, resources are used in the most efficient way and the output of both commodities rises.

Indonesia is also referred to as an agricultural country that has great potential in the production of commodities sourced from the agricultural sector. One of the agricultural subsectors that plays an important role in the national economy is the plantation subsector. Commodities listed

as plantation crops that are superior commodities in Indonesia are palm oil, rubber, cocoa, and coffee. The determination of the four commodities as superior is based on the ability to compete with the same commodities from other regions and even from abroad, both on their sustainable marketing and their ability to provide benefits to their managers.

Coffee itself is a plantation commodity that has an important role in the national economy because it has several contributions, including as a source of foreign exchange, farmer income, job creation, regional development, driving agribusiness and agro-industry, and supporting environmental conservation (Sudjarmoko, 2013). Kementrian Pertanian (2021), stated that Indonesia's coffee production amounted to 569,116 tons, with 94% coming from smallholder plantations and the rest (6%) being cultivated in the form of large plantations. This position shows that the role of farmers in the development of national coffee production is very dominant.

According to the Association of Indonesian Coffee Exporters and Industries (AEKI), in the world market Indonesia is listed as the fourth largest coffee producing and exporting country after Brazil, Vietnam, and Columbia. However, coffee commodities for export have stagnated over the past 15 years fluctuating with a tendency to stagnate with an average of 396 tons. This number is still inferior to Vietnam as the closest country to Indonesia with an average export of 1.3 million tons during that period. If this continues, then Indonesia's market could be replaced by other exporters who can meet the needs of world coffee consumption.



Figure 1 Coffee Export Comparison 2007-2021

Source: International Coffee Organization, 2021 processed

Coffee production from Indonesia is a commodity that has great potential to compete in foreign markets, especially in Europe, America and Asia. Based on data compiled from Databoks (2022), The United States became the first export destination with an export value of 57.6 thousand tons or 15 percent of the total exports in the previous year with a value of US\$ 202.35 million. Egypt became the second destination country with an export volume of 48.5 thousand tons with a value of US\$ 89.08 million. In third place was Malaysia with a value of US\$ 49.1 million and an export volume of 29.06 thousand tons. Meanwhile, in fourth place is Japan with an export volume of 27.29 thousand tons and Italy is in fifth place with an export volume of 24.59 thousand tons.

The purpose of this study is to determine the factors that affect Indonesian coffee exports. There are limitations in the availability of data, namely for the country of Egypt, so this study only uses four countries, namely the United States, Malaysia, Japan, and Italy as Indonesia's largest

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importer countries. In the context of international trade, the determinants of Indonesian coffee exports are influenced by domestic and foreign factors, such as GDP per capita, exchange rate, inflation, and population. According to Ardiansyah (2018), Zuhdi & Suharno (2016), Ramadhani (2018), Gebreyesus (2015), Sitanini, Sutanto, & Wijayanti (2020), Christa (2017), and Kiprono (2019) mentioned that people's income reflected in the proxy of economic growth through Gross Domestic Product (GDP) per capita and consumer preferences can be used as foreign factors that affect coffee exports.

Setiawan & Sugiarti (2016), Christa (2017), Hong (2016), Oktoriza (2023), and Widodo (2021), stated that the exchange rate provides an illustration of the effect of nominal price changes that can affect the relative price of a good in a country against other countries. It can be seen that if the real exchange rate is high, then foreign goods look relatively cheaper, and domestic goods are relatively more expensive. In addition, an increase in population also has an influence on coffee exports. According to Hotman & Malau (2022), Nguyen (2022), Bui & Chen (2017), and Salami & Setyari (2021) agree that population has an impact on increasing coffee exports. This is because the population increases consumption of imported products, thus increasing the number of exports.

2. THEORETICAL FRAMEWORK AND EMPIRICAL STUDIES

International Trade

International trade is trade between countries that have different legal units and sovereignty and with certain agreements and fulfill the rules that have been determined and accepted internationally (Putong, 2003). Trade arises from the urge or motive to trade. The underlying motive is the possibility of gains from trade. Benefits can be shown by the possibility of achieving a higher level of satisfaction or indifference curve. Edgeworth-Bowley Box Diagram explains that when two consumers exchange goods, a benefit will be created because each point will produce greater benefits for one or both consumers.



Figure 2 Edgeworth-Bowley Box Diagram

Export

Export is simply defined as the process of buying and selling a commodity from one country to another. A country conducts export activities in order to increase the country's income, because exports are one of the components of aggregate expenditure that affects national income (Mahzalena & Juliansyah, 2019). The existence of this export can provide benefits, one of which is to find a new market share if the domestic market is too saturated. In addition, exports can facilitate market expansion in the industrial sector. A country's growth can be influenced by the rise and fall of export values (Tyas, 2022). Menurut Ball (2004), export activities are the transportation of any number of domestic goods and services commodities out of the country.

Inflation

Inflation is a situation that causes a general and continuous increase in the price of goods and is general in nature (Rahardja & Manurung, 2008). From this definition, in order to say that inflation has occurred, there are components that must be met including; price increases, general in nature, and ongoing. Comparison of price levels to determine inflation can be done within a time frame such as a week, month, quarter, yearly, and can also be done with inter-seasonal benchmarks.

Menurut Reksoprayitno (1992) Based on its cause, inflation can be divided into three, namely Demand-pull Inflation caused by an increase in aggregate demand, Cost-push Inflation due to the increase in production costs, and Mixed Inflation caused by the combination of Demand-pull Inflation and Cost-push Inflation.

Gross Domestic Product (GDP)

Gross Domestic Product (GDP) is the output produced by the population in a country. GDP is defined as the sum of the final value of goods and services sourced from the country's factors of production (Sukirno, 2013). According to Mankiw (2004), Gross Domestic Product is the market value of all final goods and services produced in an economy during a given period of time. Gross Domestic Product expresses total income and total national expenditure on the output of goods and services. Gross Domestic Product is an important measure because it is a reflection of economic activity in a region or country. Thus, GDP illustrates the ability of a country to produce goods and utilize services properly so as to improve the welfare of society.

Exchange Rate

The exchange rate is the value of a country's currency that is intended to conduct trade transactions with other countries (Mankiw N. G., 2007). In international trade, the exchange rate is determined by the amount of demand and supply of the currency of the country concerned. The exchange rate can be divided into two, namely the nominal exchange rate and the real exchange rate. Nominal exchange rate (nominal exchange rate) is the relative price of two countries' currencies. The nominal exchange rate describes the strength of demand for one currency against another. When the exchange rate is referenced by people between two countries, they usually mean the nominal rate. While the real exchange rate or sometimes also called the terms of trade is the relative price of goods between two countries. The real exchange rate states the rate at which we can trade goods from one country for goods from another country (Mankiw N. G., 2007).

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Total Population

According to Rahardja & Manurung (2008), Population is one of the factors that can affect the demand for a good. An increase in population is assumed to be in line with the increase in the number of consumers in the market and at the same time will cause an increase in demand and the tendency for prices to rise so that the demand curve will shift to the right. A decrease in population or the number of consumers will cause the opposite, namely a decrease in demand. Based on demand theory, the population level is positively correlated with the amount of commodities demanded. Lipsey (1995) states that an increase in population will shift the demand curve to the upper right. This indicates that as the population increases, more commodities will be purchased at each price level.

3. RESEARCH METHODS

This research uses quantitative data with the method used is a quantitative descriptive approach. The reason for using this method is because the data is in the form of numbers, data analysis is statistical, and aims to test the hypothesis set. The data used includes the type of secondary data obtained from Badan Pusat Statistik (BPS), International Coffee Organization (ICO), Organisation for Economic Co-operation and Development (OECD), Bank Indonesia, serta Pusat Data and Sistem Informasi Pertanian. The data is taken in the form of panel data in the time span of 2011 to 2021 and individuals are the United States, Japan, Italy, Malaysia. Data analysis uses multiple linear regression models assisted by the Stata 14 program. The equation model used is as follows:

$$Y_{it} = \beta_0 + \beta_1 X_{1it} + \beta_2 X_{2it} + \beta_3 X_{3it} + \beta_4 X_{4it} + \varepsilon_{it}$$

Note:

Y	= Indonesian Coffee Exports to the importing country in year t
X ₁	= Importing country inflation in year t,
X ₂	= GDP per capita of the importing country in year t
X ₃	= Exchange Rate of the importing country against the rupiah in year t
X ₄	= Population of the importing country in year t
β_0	= intercept,
ε _t	= error.

4. DATA ANALYSIS AND DISCUSSIONS

The selection of the best model begins by conducting a Chow test by comparing between CEM and FEM with the results showing that Prob F < α with a value of 0.000 < 0.05. This means that the best model from the Chow test is FEM. Therefore, it is necessary to conduct a second stage test, namely the Hausman test to see the best model by comparing REM and FEM. The Hausman test results show that the Prob F value < α with a value of 0.0008 < 0.05 so that the FEM is accepted.

Variabel	CEM	FEM	REM			
Inflasi	-1781.3472	-6246.3869	-1781.3472			
PDBUS	1.2913977	3.4245227*	1.2913977			
Nilai Tukar	-5.4192107*	-9.2403446*	-5.4192107*			
Jumlah Penduduk	.00060082***	-0.00165226	.00060082***			
_cons	52668.241***	330437.06*	52668.241***			
Ν	44	44	44			
legend: * p<0.05; ** p<0.01; *** p<0.001						

Table 1 Tabulation of Best Model Selection Test Results

Source: Data Processed, 2023

This indicates that the fixed effect model is used in this study. Thus, there is no need to do the Lagrangian test because it has obtained the best model through the previous two tests. Panel data allows a more complex study of the behavior in the model so that panel data testing does not require a classic assumption test. The advantage of panel data regression is that the implication is that there is no need to test classical assumptions in the panel data model (Gujarati, 2012).

Variabel	Coef.	Т	P> t	t tabel
Inflasi	-6.246.387	-0.88	0.085	2.015
PDB	3.424.523	2.18	0.036	1.680
Nilai Tukar	-9.240.345	-2.59	0.014	1.680
Jumlah Penduduk	-0.0016523	-1.22	0.231	1.680
_cons	330437.1	2.30	0.027	1.680
Prob > F	0.0008			
R-Square	0.3690			

Table 2 Selection of the Best FEM Model

Source: Data Processed, 2023

Meanwhile, for the largest coefficient value, the United States with a value of 2,693,114 means that when Indonesian coffee exports to the United States are not influenced by the independent variable, the export value is 2.69 million US dollars. Malaysia is in second place for the highest coefficient value of 13,8639.1, which means that when there is no influence from the independent variables, it will provide an export value for Indonesian coffee of 13.8 million US dollars. Meanwhile, Japan and Italy have coefficient values of -548280.5 and -1754654 respectively. This indicates that the absence of the influence of the independent variable will reduce the export value of Indonesian coffee by 54.8 million US\$ for Japan and 17.5 million US\$ for Italy.

The a priori test is conducted to test the sign and intensity of the economic relationship by comparing the sign of the hypothesis and the parameter values of the multiple linear regression results. If the results are in accordance with the initial hypothesis, then the estimated model has

passed and can be explained statistically (Purnamawati & Khoirudin, 2019). The a priori test results show that the Exchange Rate (X3) and population (X4) variables do not pass the a priori test due to differences between the initial hypothesis and the results of data processing. Meanwhile, the variables inflation (X1) and GDP (X2) have passed the a priori test with the same sign between the hypothesis and the results of data processing.

Variabel	Hipotesis	Hasil	Keterangan
Inflasi	+/-	-	Sesuai
PDB	+	+	Sesuai
Nilai Tukar	+	-	Tidak sesuai
Jumlah Penduduk	+	-	Tidak sesuai

Table 3 Apriori Test Results

Source: Data Processed, 2023

Based on the results of the t test, inflation is not significant to Indonesian coffee exports. Data processing results show that the value of $P>|t|> \alpha$ with a value of 0.0425> 0.05. GDP is significant to Indonesian coffee exports. The data processing results show that the value of $P>|t| < \alpha$ with a value of 0.036 < 0.05. Exchange rate is significant to Indonesian coffee exports. Data processing results show that $P>|t| < \alpha$ with a value of 0.014 < 0.05. However, the exchange rate is not in accordance with the a priori test results, thus, it cannot be statistically explained. Then, the population variable is not significant to Indonesian coffee exports. The data processing results show that the value of 0.231> 0.05. This is the same as the exchange rate variable, that the variable does not pass the a priori test.

The F test results show that simultaneously the variables jointly affect the dependent variable. This means that the Prob>F value $< \alpha$ or 0.0008 < 0.05. Furthermore, the coefficient of determination (R2) test shows that the R2 value is 0.3690. This means that 36.90 percent of the inflation, GDP, exchange rate, and population variables can explain the Indonesian coffee export variable. The remaining 63.10 is explained by other variables not included in the model.

Inflation has a negative and insignificant effect on Indonesian coffee exports. The coefficient value shows that when inflation increases by 1 percent, coffee exports will decrease by US\$ 6246.3 million. This means that the higher the inflation rate, the lower Indonesia's coffee exports will be. This is supported by research conducted by Larasati & Budhi (2018) which states that inflation has a negative and insignificant effect on Indonesian exports due to instability for businesses and the public in carrying out export activities.

According to Juliantari & Setiawina (2015), the inflation variable has a negative and insignificant effect on the value of Indonesian footwear exports to China in 1997-2016. Meanwhile, Savitri & Budhi (2015) also stated that inflation partially has a negative and insignificant effect on rubber commodity exports in Indonesia. Inflation is not a symptom specifically related to the foreign economy. It can occur in a country's national economy or internationally because when inflation is high, the exchange rate of the local currency tends to decline as people's purchasing power weakens. Currency depreciation can make export products cheaper for international customers who use their own currency. However, currency depreciation

can also result in an increase in the price of imported materials and production components needed to produce exported goods. This can reduce the profits earned from exports (Alvaro, 2019).

GDP has a positive and significant effect on Indonesian coffee exports. The coefficient value shows that when GDP increases by US\$1, Indonesian coffee exports will increase by US\$3.42. This means that the higher the value of GDP indicates that export activities carried out have a greater value or the volume of exports increases.

This is in accordance with research conducted by Alvaro (2019) which states that GDP measures the income of each person in the economy and total expenditure on the output of goods and services in the economy. With the increase in people's income, household consumption will also increase. This result is in accordance with the opinion of Keynes in Mankiw (2007), namely the marginal propensity to consume between zero and one.

Gebreyesus (2015) states that the effect of GDP on exports in the short term does not have a significant impact, but in the long term it has a significant impact. This shows that the GDP of importing countries has increased, it will increase Indonesia's exports periodically. An increase in GDP in a country can increase people's purchasing power for imported products. So that the increase in the GDP of importing countries causes an increase in people's needs and not all people's needs can be met by their own country (Wibisono, Avival Wahyu, & Nurain, 2022)

The exchange rate has a negative and significant effect on Indonesian coffee exports, but it does not pass the a priori test so it cannot be explained statistically. Therefore, it needs to be supported by other studies. As for Ginting (2013), it states that the exchange rate has a negative significant relationship to exports. Exchange rate depreciation has a positive effect on Indonesia's current account. When the rupiah weakens, it will encourage exports to be even greater. However, it is difficult for Indonesia to increase its export volume because it is influenced by internal domestic factors. Increases in provincial minimum wages (UMP), increases in the Basic Electricity Tariff (TDL), and fuel oil will indirectly affect production costs. As a result, domestic products are increasingly difficult to compete with products from other countries in the international market.

Furthermore, both short-term and long-term analysis show that the exchange rate has a negative significant effect. Long-term analysis shows that the stronger the exchange rate (appreciation) will lead to a decrease in Indonesia's exports. Short-term analysis shows that the exchange rate has a negative and significant influence on Indonesian exports. The ECT coefficient produces a negative and significant sign which implies that the convergence of export variables to equilibrium occurs if there is a shock in the economy.

Total population has a negative and insignificant influence on Indonesian coffee exports. However, it cannot be explained statistically because it does not pass the a priori test. So, to support this statement, the theory states that the population of a country illustrates the size of the market potential, meaning that the greater the population in the country, the greater the market potential. The law of demand also states that population is one of the factors that positively affect the amount of demand for a product. Although this result is not in accordance with theory, it is supported by research conducted by Rambe & Malau (2022), Maulana & Kartiasih (2017), Malau, Anjani, Ulya, & Martin (2022), Nibras & Widyastutik (2019), and Kusuma & Firdaus (2015) which state that population has a negative and significant effect on exports.

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