



## Analysis Of Determinants Affecting The Volume Of Indonesian Tobacco Exports To Cambodia

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**Abstract,** Tobacco is one of the leading commodities in the agricultural sector. In the Indonesian agricultural sector, tobacco has been widely exported to various countries. Of the several tobacco export destination countries, Cambodia dominates the Indonesian tobacco export market. Problems related to fluctuations in Indonesia's export volume need serious attention, because this is important to understand the factors that influence the increase and decrease in the volume of Indonesian tobacco exports to Cambodia. Based on the description, the objectives of this study are (1) To analyze the effect of production volume, inflation, and the dollar exchange rate simultaneously on the volume of Indonesian tobacco exports to Cambodia, (2) To analyze the partial effect of production volume, inflation, and the dollar exchange rate on the volume of Indonesian tobacco exports to Cambodia. The data used in this study are secondary data with a total of 32 observations (years), using the multiple linear regression method. This study found that (1) Simultaneously, production volume, inflation, and the dollar exchange rate significantly affect the volume of Indonesian tobacco exports to Cambodia, and (2) Partially, production volume, inflation, and the dollar exchange rate have a positive and significant effect on the volume of Indonesian tobacco exports to Cambodia. Based on the results of the study, it is hoped that the government can pay attention to the causes of fluctuations in the volume of Indonesian tobacco exports.

**Keywords:** Production volume, inflation, dollar exchange rate, tobacco exports

### 1. INTRODUCTION

Tobacco is a plant that is the main ingredient in cigarette production. Tobacco has an important economic value as one of the contributors to the country's foreign exchange and is one of the main trade commodities in the world. (Mulya Iswara et al. 2017). Tobacco production in Indonesia is also related to the clove cigarette industry which is quite large in this country. The role of government and policy changes can also affect the distribution of tobacco production in various regions.

In the agricultural sector, Indonesian tobacco exports, especially tobacco products with the Hs code 2402, have been exported to various countries, including Australia, the Philippines, Malaysia, Singapore, and Cambodia (TradeMap, 2022). The Hs code or Harmonized System is a list of goods classifications that are made systematically with the aim of facilitating tariffs, trade transactions, transportation and statistics that have been improved from the previous classification system. To find out how much volume of Indonesian tobacco exports to several countries is, the following is a table related to Indonesian tobacco exports to destination countries.

**Table 1. Tobacco Export Volume by Destination Country (tons)**

Tahun	Volume Ekspor (ton)				
	Australia	Filipina	Malaysia	Singapura	Kamboja
2018	2.214	3.084	11.435	16.591	38.442
2019	2.198	4.948	9.347	13.083	42.354
2020	2.294	10.930	8.323	12.880	35.638
2021	2.151	16.866	6.735	12.921	29.187
2022	2.116	24.007	6.919	12.198	33.646
2023	2.434	27.873	6.979	15.273	32.694
<b>Jumlah</b>	<b>13.407</b>	<b>87.708</b>	<b>49.744</b>	<b>82.946</b>	<b>211.961</b>

*Sumber: TradeMap, 2023*

Table 1 presents data on the volume of Indonesian tobacco exports by destination country, which provides important insights into the direction of Indonesia's tobacco trade. Cambodia is in the top position as the main destination country with an export volume of 211,961 tons, followed by the Philippines with 87,708 tons, Singapore with 82,946 tons, Malaysia with 49,744 tons, and Australia in last place with 13,407 tons (TradeMap, 2022).

Of the several destination countries for Indonesian tobacco exports that have been explained above, Cambodia dominates Indonesian tobacco exports with a total of 211,961 tons. HS code 2402 specifically refers to processed tobacco, such as cigarettes, cigars, and other tobacco ready for consumption exported to Cambodia. Cambodia is recorded as the largest destination country for Indonesian kretek cigarette exports, reaching 25.5 million kg with a nominal value of US\$ 171.9 million (Databoks 2022). Around 2.4 million Cambodians, or 22% of the population aged 15 and over, consume tobacco products and other tobacco substitutes (World Health Organization). The order of products with the largest transaction value from Indonesia to Cambodia is tobacco and tobacco substitutes produced with HS code 24, then mineral fuels, cereal preparations, machinery, and vehicles and spare parts (Databoks 2022). This shows that Indonesian tobacco and tobacco substitute products with HS code 24 dominate compared to other products.

**Table 2. Volume of Indonesian Tobacco Exports to Cambodia for the Period 2018-2023 (Tons)**

Tahun	Volume (Ton)	Perkembangan (%)
2018	38.442	5.0%
2019	42.353	5.5%

2020	35.638	4.6%
2021	29.186	3.8%
2022	33.646	4.4%
2023	32.964	4.3%

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*Sumber: United Nations Comtrade, 2023*

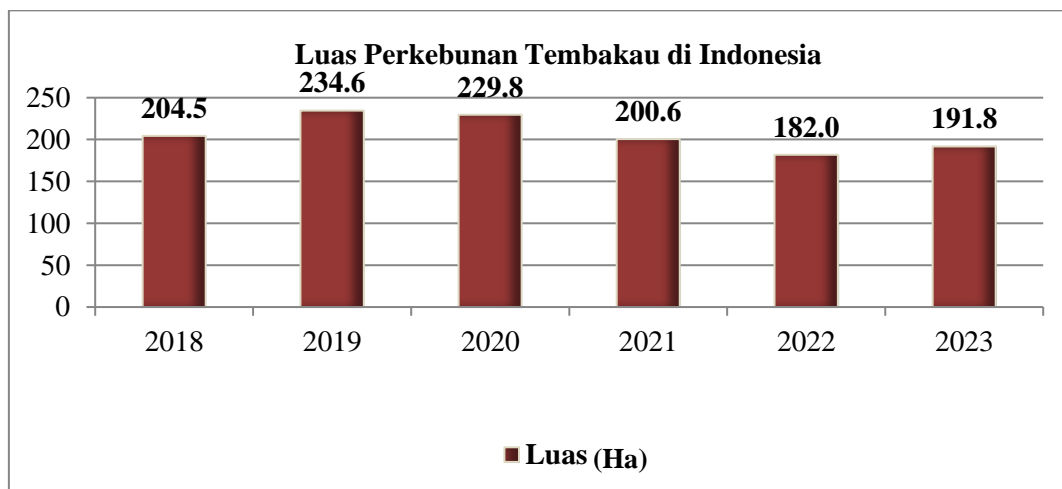
Based on Table 2, the volume of Indonesian tobacco exports to various destination countries, including Cambodia, provides an important picture of the direction of tobacco trade. In 2018, exports to Cambodia reached 38,442 tons. This figure experienced a significant increase of 42,353 tons or an increase of 5.5% in 2019. However, in the following years, there was a gradual decline until it reached its lowest point in 2023 with an export volume of 32,964 tons, with a percentage decrease from 4.4% to 4.3% (United Nations Comtrade, 2023).

Tobacco production in Cambodia has decreased from year to year. In 2017 to 2018, there was a drastic decline from 9,089 to 7,454 tons. In the following year, namely 2019, it also continued to decline to 6,070 tons, and finally in 2020 it reached 6,132 tons. The decline in production has caused Cambodia to receive tobacco exports from various countries, one of which is Indonesia (Minister of Agriculture, Forestry and Fisheries, Cambodia, 2021).

The track record of Indonesia's total export volume to Cambodia has several main factors that influence the total export volume, namely, demand from the destination country, quality and competitiveness, currency exchange rates, trade policies, production factors, economic stabilization, international relations, technological developments, trade barriers, and the global business cycle. All of these factors are interrelated and have an impact on a country's total export volume. Economic policies, investment in industry, trade promotion, and marketing strategies also play an important role in increasing a country's export volume (Ministry of Trade of the Republic of Indonesia, 2023).

According to the Central Statistics Agency (BPS), there are several areas with the largest tobacco product producers in Indonesia, namely, precisely in the districts in East Java, such as Kediri, Jember, and Bondowoso, known as centers of Virginia tobacco production. Central Java also has several areas involved in tobacco production. Temanggung, Wonosobo, and Magelang districts are known as tobacco producing areas. West Java, such as Sukabumi, Cianjur, and Garut, are also involved in tobacco production. Lombok Island, especially in the Praya area, has quite significant tobacco production. North Sumatra, such as Deli Serdang, Simalungun, and Serdang Bedagai, especially the famous Deli tobacco, and finally Lampung on Sumatra Island is also involved in tobacco production, especially the Virginian variety.

Tobacco is one of the leading commodities in the agricultural sector. Tobacco remains an important commodity in the global economy, but growing awareness of the negative health impacts associated with it has changed the dynamics of the tobacco industry and encouraged efforts to find more sustainable alternatives. (Nasir et al., 2023). The Central Statistics Agency (BPS) noted that tobacco plantations in Indonesia were 191.8 hectares (ha) in 2023. The following is the level of tobacco land area in Indonesia from 2018-2023.



Sumber: Direktorat Jenderal Perkebunan, 2023

**Figure 1. Area of Tobacco Plantations in Indonesia for the period 2018-2023 (Hectares)**

Based on Figure 1, it provides a very important picture of the development of the area of tobacco plantations in Indonesia. In 2018, the area of tobacco plantations in Indonesia reached 204.5 ha, then in 2019 it experienced a very drastic increase reaching 234.6 ha. According to the General Chairperson of the Indonesian Tobacco Farmers Association (APTI), Soeseno, the increase was due to the weather which in that year was better for tobacco growth in 2019. In the following years, namely 2020, 2021, 2022, the area of Indonesian tobacco plantations continued to decline to 182.0 ha and in 2023 experienced a slight increase to 191.8 ha. According to the Head of the Agriculture and Plantation Service of West Nusa Tenggara (NTB), Fathul Gani, said that the cause of the decline in land area was climate change. Climate change can affect agricultural conditions, such as rainfall patterns and temperatures. If climate change reduces the suitability of the environment for tobacco growth, farmers may look for alternative crops that are more resistant to climate change.

With the area of tobacco plantations as per the data above, Indonesia is certainly one of the countries with the largest tobacco production in the world. Countries with large enough land areas may be better able to meet their own domestic food needs, so they can allocate additional resources to increase the production of goods for export. It is important to note that

land area is only one aspect of agricultural production and exports. (Sajjad et al., 2022) Other factors such as technology, agricultural management, water resources, weather conditions, infrastructure, and agricultural policies can also affect agricultural output and exports. (Gbetnkom, 2020) Therefore, land area is an important element, but not the only factor that determines export potential in the agricultural sector (Novia Salsa 2022).

In addition to land area, there are many factors that can affect export volume according to Jan Tinbergen in Cahyaningtyas (2020), there are three factors that influence bilateral trade in countries, namely the size of the economy of the country of origin and destination of export goods, and the distance between countries. In addition, exports are also influenced by several other interacting factors, ranging from international market demand, government policies, domestic and international prices, production, population, inflation, and exchange rates. The reason for choosing the variables of production, inflation, and exchange rates is because the data of the three variables fluctuates, changes in production, exchange rates, and inflation have a direct correlation with export capabilities, and play an important role in the performance of Indonesian tobacco exports (Sitorus, 2023).

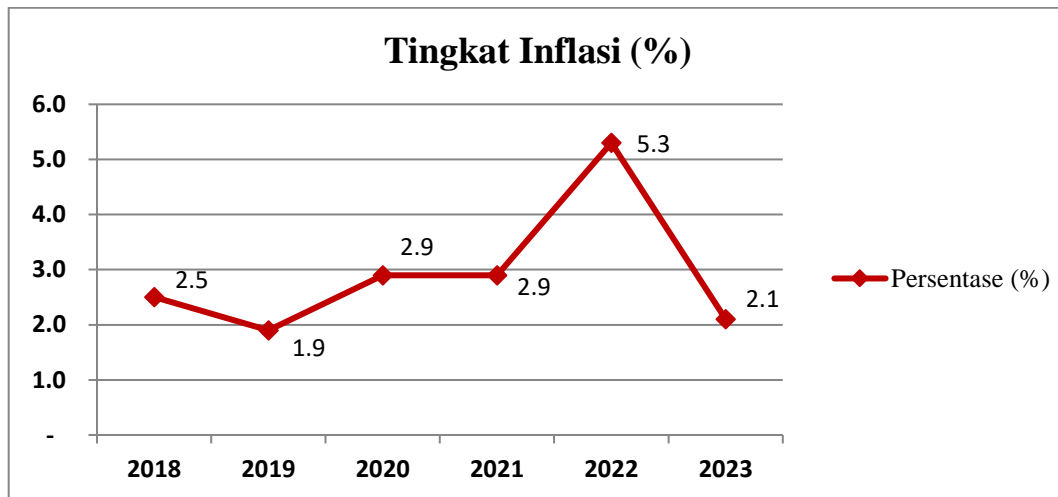
The next most important factor is production, there are 124 countries in the world that produce tobacco, with an annual harvest reaching 7.5 million tons of tobacco leaves produced from around 4.3 million hectares of land. The tobacco industry is one of the important sectors in the global economy, where many countries rely on tobacco production as a source of income and employment. Tobacco production is carried out massively in various countries, with some of them being the largest producers. India, for example, is the third largest tobacco producer in the world with a production of around 830,000 tons per year. China leads by producing more than 3,150,197 tons of raw tobacco leaves each year. The United States, despite experiencing a decline in the area of farmland for tobacco, still produces around 345,837 tons each year. Brazil produces around 851,000 tons per year, while Indonesia produces 260,200 tons of tobacco each year.

Strong production is very important in export activities because it plays a key role in determining a country's competitiveness in the international market (Febby and Indrajaya 2020). Some reasons why good production is a key factor in export activities are product quality and stock availability constraints.

Tobacco production in Indonesia in 2018 to 2019, Indonesian tobacco production experienced a significant increase reaching 269.8 tons. Looking at the trend, the production volume in the following year, namely 2020 to 2021, decreased to 237.1 and in 2022 increased

to 261.1 tons and in 2023 decreased to 238.8 tons. Judging from the data above regarding the area and production of tobacco in Indonesia, which can be said to have a very large land area and adequate production, Indonesia is the sixth largest tobacco producing country after China, Brazil, India, USA and Malawi (Ministry of Health of the Republic of Indonesia 2018). Good and efficient production can help increase a country's exports. However, it should be remembered that other factors such as international trade, politics, and the global economy can also affect a country's export potential. In a previous study conducted by Shelina, Charisa Febby, and Hadi Sasana (2022) with the research title Analysis of Factors Influencing Indonesia's Tobacco Exports 1975-2018, it was stated that the amount of production had a positive and significant effect on the amount of Indonesian tobacco exports, meaning that if the amount of production increases or decreases, the amount of the country's exports is expected to increase or decrease.

In international trade activities, especially exports, inflation is the tendency for prices to increase in general and continuously (Mankiw, 2006). Inflation causes the price of imported goods to be more affordable compared to the price of goods produced domestically (Sukirno, 2008). The following is the development of inflation in the destination country Cambodia in 2018-2023.

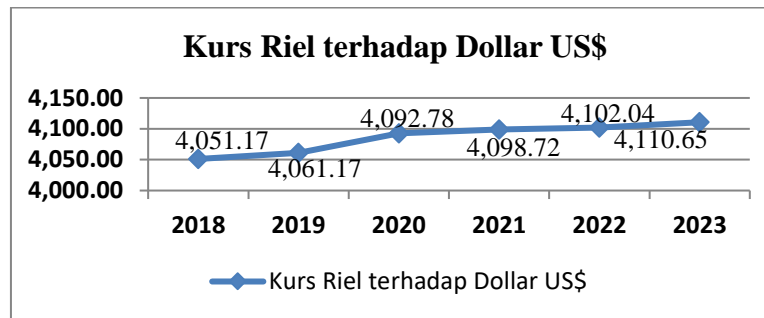


Sumber: World Bank, 2022

**Figure 2. Cambodian Inflation for the Period 2018-2022 (%)**

Figure 2 shows the development of inflation in Cambodia during the period 2018 to 2023, which tends to fluctuate and has an impact on the volume of Indonesian tobacco exports to the country. The percentage of inflation in Cambodia changes every year. In 2018, inflation reached 2.5%, then decreased to 1.9% in 2019. Furthermore, inflation increased to 2.9% in

2020, slightly decreased to 2.9% in 2021, then rose significantly again to 5.3% in 2022, before finally decreasing drastically to 2.1% in 2023.



*Sumber: World Bank, 2023*

**Figure 3. Riel Exchange Rate against US Dollar for the Period 2018-2023**

In international trade activities, especially exports, exchange rates are inseparable. Exchange rates can be said to be foreign exchange or the exchange rate of a country's currency against another country's currency (Mahyus Ekananda, 2014). Currencies that are often used as a means of payment and a unit of account in international economic and financial transactions are called hard currencies, namely currencies whose value is relatively stable and sometimes experiences appreciation or an increase in value compared to other currencies, thus affecting the increasingly low exchange rate. (Nazar et al., 2021)

The exchange rate of Cambodia (Riel) against the US dollar continues to increase from 2018 to 2023. As seen from Figure 2 above, from 2018 to 2019 the riel exchange rate against the US dollar increased from 4,051.17 to 4,061.17, then in the following year it experienced a significant increase reaching 4,092.78 in 2020, and in the following year it continued to increase to 4,110.65 in 2023. The Cambodian riel exchange rate against the US dollar has experienced a weakening trend in recent years. The exchange rate is one of the factors that can affect a country's exports, although it is not the only determining factor. The exchange rate measures the value of one currency against another, and exchange rate fluctuations can affect a country's export competitiveness. The instability of the exchange rate can have an impact on increasing the price of goods, increasing production costs, causing the economy to falter. A country in Southeast Asia found that exchange rate volatility depends on the policies initiated by policy makers (Willenbockel et al., 2010). In a previous study by Rasyid (2019) entitled *The Influence of Exchange Rates, Inflation, and GDP on the Development of Country Exports in the MEA Association*, it was stated that the exchange rate/exchange rate and inflation variables had a significant positive effect on Indonesia's exports in several main destination countries. In addition, a study by Musdalifah, Mohammad, and Syafiuddin (2022) entitled

Determinants of Seaweed Commodity Exports in Southeast Sulawesi Province stated that the dollar exchange rate had a positive effect on the volume of tobacco exports.

In this study, the author tries to see the determinants that influence the volume of Indonesian tobacco exports to the destination country of Cambodia with independent variables, including the amount of production, inflation, and exchange rate/exchange rate. Based on the background and problems that have been explained above, it is deemed necessary to conduct a study related to "Analysis of Determinants Affecting the Volume of Indonesian Tobacco Exports to Cambodia".

## **2. RESEARCH METHODS**

Research design is a systematic planning for conducting research that aims to ensure logic in testing hypotheses and drawing conclusions (Sugiyono, 2016). In accordance with the problems studied, this study uses a quantitative method with an associative approach. The purpose of this study is to analyze the effect of Production Amount, Inflation, and Exchange Rates on the Volume of Indonesian Tobacco Exports.

The location of the study was in Indonesia. This is based on data on Indonesian non-oil and gas exports, especially in the agricultural sector, which has consistently increased. Indonesia is one of the countries that produces tobacco. Tobacco produced by Indonesia is one of the country's foreign exchange earners and is also an important trade commodity in the world (Mulya Iswara, I.B and Meydianawati, 2017). In the agricultural sector, especially tobacco exports, Indonesia has exported a lot to various destination countries, including Australia, the Philippines, Malaysia, Singapore, and Cambodia. Judging from the volume of tobacco exports by destination country, Cambodia is the highest ranking tobacco export destination with a total export volume of 168,766 tons. Data was taken from the official website of the Indonesian Central Statistics Agency (BPS Indonesia), the Directorate General of Plantations of the Ministry of Agriculture, Trade Map, World Bank, United Nations Comtrade, and several national and international journals.

In this study, the objects of research are the Volume of Indonesian Tobacco Exports to Cambodia (Y), tobacco production (X1), Inflation (X2), and the dollar exchange rate (X3) with a research period from 1992-2023. This study was conducted with the type of data on the amount of export volume in Indonesia to Cambodia, Production Amount, Inflation, and Exchange Rate/Exchange Rate of the main destination country. Data was obtained by observing and recording and studying descriptions in journals, books, theses, theses, accessing



the website of the Indonesian Central Statistics Agency (BPS Indonesia), the Directorate General of Plantations of the Ministry of Agriculture, Trade Map, World Bank, and United Nations Comtrade.

The data analysis technique used is the multiple linear regression method. Multiple linear regression is a regression model that involves more than one independent variable. Multiple linear regression analysis is conducted to determine the direction and extent of influence of the independent variable on the dependent variable (Ghozali, 2018). Multiple regression analysis is a technique for constructing a straight line equation and using that equation to make estimates. A multiple regression equation is a mathematical equation that defines the relationship between two variables. This analysis was conducted using the IBM SPSS Statistics 24 software program.

### 3. RESULTS AND DISCUSSION

#### Results of Analysis of Research

##### Descriptive Analysis.

**Table 3. Descriptive Analysis Results**

<i>Descriptive Statistics</i>					
	N	Minimum	Maximu m	Mean	Std. Deviation
Jumlah Produksi	32	105.58	269.803	920.543	4189.86783
Inflasi	32	-1.24	114	10.1459	23.20952
Kurs Dollar	32	1.266,58	4.110,65	804.32	537.186
Volume Ekspor	33	6076	32964	1021.73	5734.210
Valid N(listwise)	32				

*Sumber : SPSS, data diolah, 2024*

Based on Table 3 it can be interpreted as follows:

- 1) The production quantity variable (X1) from the data has a minimum value of 105.58 tons, a maximum value of 269.803 tons, an average value of 920.5437 tons, and a standard deviation value of 4189.86783. A high standard deviation value indicates that there is a large fluctuation in the production quantity data. Some data are far below or far above the average.
- 2) The inflation variable (X2<sub>i</sub>) from the data has a minimum value of -1.24%, a maximum value of 114%, an average value of 10.1459, and a standard deviation value of 23.20952. The inflation rate is different each year. A standard deviation that is greater than the average indicates that there is a very large variation in the data. In this case, the standard deviation (23.21%) is much greater than the average inflation (10.15%). This means that inflation is very volatile and inconsistent most of the time.
- 2) The export volume variable (Y) from the data has a minimum value of 6076 tons, a maximum value of 32964 tons, an average value of 101.73, and a standard deviation value of 5734.210. The very high standard deviation (5,734,210 tons) indicates that there is a very large variation in the export volume data. This means that the export volume fluctates significantly from one period to another.

**Results of Multiple Regression Analysis**

**Table 4. Results of Multiple Linear Regression Analysis**

		<i>Coefficients<sup>a</sup></i>				
<b>Model</b>		<i>Unstandardized</i>		<i>Standardize</i>	<i>t</i>	<i>Sig.</i>
		<i>Coefficients</i>		<i>d</i>		
		<i>B</i>	<i>Std. Error</i>	<i>Beta</i>		
1	(Constant)	8.394	1.899		4.420	.001
	Jumlah Produksi	.001	.000	.208	2.301	.029
	Inflasi	.005	.042	.011	.121	.045
	Kurs Dollar	.0001	.031	.142	.176	.035

a. Dependent Variable: Volume Ekspor

Sumber: Hasil olah data SPSS, 2024

Based on the results of the multiple linear regression analysis in Table 4, the following equation can be made:

$$Y = \beta_0 + \beta_1 X_1 + \beta_2 X_2 + \beta_3 X_3 + e \quad (4.1)$$

$$= 8,394 + 0,001X_1 + 0,005X_2 + 0,0001X_3 + e$$

From this equation, it can be seen how much influence each independent variable has that has a significant relationship with the volume of Indonesian tobacco exports to Cambodia.

1. The constant value ( $\beta_0$ ) is obtained as 8.394 with a positive sign stating that the variables of production quantity, inflation, and dollar exchange rate are considered constant, then the value of Y or export volume will be worth 8.394 tons.
2. The regression coefficient value of the production quantity variable ( $X_1$ ) is 0.001 with a positive sign stating that if the production quantity increases by 1 ton, but the inflation and dollar exchange rate variables are constant (0), then the export volume increases by 0.001 tons. Conversely, if the production quantity decreases by 1 ton, but the inflation and dollar exchange rate variables are constant (0), then the export volume decreases by 0.001 tons.
3. The regression coefficient value of the inflation variable ( $X_2$ ) is 0.005. with a positive sign stating that if inflation increases by 1 percent, but the variables of production quantity and dollar exchange rate are constant (0), then the export volume increases by 0.005 tons. On the other hand, if inflation decreases by 1%, but the dollar exchange rate variable has a constant value (0), then the export volume decreases by 0.005 tons.
4. The regression coefficient value of the dollar exchange rate variable ( $X_3$ ) is 0.0001. If the dollar exchange rate increases by 1 US\$, but the production and inflation variables have a constant value (0), then the export volume increases by 0.0001 tons. On the other hand, if the dollar exchange rate decreases by 1 US\$, but the production, inflation and dollar exchange rate variables have a constant value (0), then the export volume decreases by 0.0001 tons.

### Coefficient of Determination ( $R^2$ )

**Table 5. Results of the Coefficient of Determination ( $R^2$ )**

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	0,897 <sup>a</sup>	0,804	0,783	5,146

Sumber: Hasil olah data SPSS, 2024

Koefisien determinasi merupakan ukuran kesesuaian (*goodness of fit*) dari persamaan regresi, yaitu variasi dari variabel terikat yang mampu dijelaskan oleh variabel bebas (Utama, 2016). Koefisien Determinasi ( $R^2$ ) berfungsi untuk mengetahui dan mengukur proporsi total variasi variabel terikat yang dijelaskan oleh variabel bebasnya secara serempak dalam model regresi. Nilai R-Square adalah sebesar 0,804 yang menunjukkan volume ekspor tembakau Indonesia dipengaruhi sebesar 80 persen oleh jumlah produksi, inflasi, dan kurs dollar, sedangkan sisanya sebesar 20 persen dipengaruhi oleh faktor-faktor lain diluar model regresi.

### Classical Assumption Test Results

#### Normality Test Results

**Table 6. Normality Test Results**

<i>One-Sample Kolmogorov-Smirnov Test</i>		
		<i>Unstandardized Residual</i>
N		32
<i>Normal Parameters<sup>a,b</sup></i>	<i>Mean</i>	0,0000000
	<i>Std. Deviation</i>	4,89062642
<i>Most Extreme Differences</i>	<i>Absolute</i>	0,149
	<i>Positive</i>	0,061
	<i>Negative</i>	-0,149
<i>Test Statistic</i>		0,149
Asymp. Sig. (2-tailed)		0,70

Sumber: Hasil olah data SPSS, 2024

Based on the results of the normality test in Table 6, it shows that the data in this study are normally distributed. Based on the results of the normality test on the NPAR Test, it shows that the results of the normality test using the One-Sample Kolmogorov-Smirnov method with an Asym. Sig (2-tailed) value of 0.070. Thus, it can be assumed that the data used in the regression equation is data that is normally distributed, this can be seen from the significance value of  $0.070 > 0.05$  (5%), so that the data in this study can be declared normal. Therefore, the data in this study is normally distributed, so the model is suitable for further analysis.

#### Multicollinearity Test

**Table 7. Multicollinearity Test Results**

No.	Variabel	Tolerance	VIF	Keterangan
1.	Jumlah Produksi	0,861	1,161	Tidak terjadi multikolonieritas

2.	Inflasi	0,911	1,098	Tidak terjadi multikolonieritas
3.	Kurs Dollar	0,810	1,050	Tidak terjadi multikolonieritas

*Sumber: Hasil olah data SPSS, 2024*

Based on Table 7 shows that the tolerance value for each independent variable is the amount of production (0.861), inflation (0.911), and the dollar exchange rate (0.810). All independent variables in this study have a tolerance value  $> 0.10$ . The VIF value for each independent variable is the amount of production (1.161), inflation (1.098), and the dollar exchange rate (1.157). Based on this, it can be concluded that in the regression model of this study there is no correlation problem between the variables.

### Heteroscedasticity Test

**Table 8. Heteroscedasticity Test Results**

No.	Variabel	Sig	Keterangan
1.	Jumlah Produksi	0,101	Tidak terjadi heteroskedastisitas
2.	Inflasi	0,459	Tidak terjadi heteroskedastisitas
5.	Kurs Dollar	0,111	Tidak terjadi heteroskedastisitas

*Sumber: Hasil olah data SPSS, 2024*

Based on the results of the heteroscedasticity test in Table 8, it shows that the significance value of each independent variable, namely the production quantity variable is 0.101, the inflation variable is 0.459, and the dollar exchange rate variable is 0.111. From these results, each variable has a significance value greater than alpha ( $\alpha$ ) 5% (0.05), so the regression equation model used in this study does not have a heteroscedasticity problem.

### Autocorrelation Test

**Table 9. Autocorrelation Test Results**

Model Summary <sup>b</sup>					
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.897 <sup>a</sup>	.804	.783	5.146	1,820

a. Predictors: (Constant), Kurs Dollar, Inflasi, Jumlah Produksi

b. Dependent Variable: Volume Ekspor

*Sumber: Hasil olah data SPSS, 2024*

Based on the results of the heteroscedasticity test in Table 9, it shows that this study uses the Durbin-Watson test. Decision making for the presence or absence of autocorrelation uses the DW table criterion with a significance level of 5%. Based on the summary model above, the Durbin-Watson value (d) is known to be 1.820. Based on the distribution table (d) with (k; N) = (3; 32), the dL value is 1.2437 and dU = 1.6505. This means that the Durbin Watson value (d) is above the dU value, so it can be stated that there is no case of autocorrelation in the model. When the Durbin-Watson value (d) is greater than dU, the indication of positive autocorrelation is very small. In this case, if  $d > dU$ , there is no indication of significant positive autocorrelation.

### Results of Simultaneous Regression Coefficient Significance Test (F Test)

**Table 10. Results of F Test Feasibility**

<i>Model</i>	<i>Sum of Squares</i>	<i>Df</i>	<i>Mean Square</i>	<i>F</i>	<i>Sig.</i>
1 Regression	3038,504	3	1012,835	38,248	<0,001 <sup>b</sup>
Residual	741,465	28	26,481		
Total	3779,969	31			

*Sumber: Hasil olah data SPSS, 2024*

Based on the test results that have been carried out in Table 10, it shows that the significant value of the variable is 0.001.  $<0.05$  and  $F_{\text{count}} 38.248 > F_{\text{table}} 3.36$ , it can be concluded that  $H_0$  is rejected and  $H_1$  is accepted. This shows that the amount of production, inflation, and the dollar exchange rate simultaneously have a significant effect on the volume of Indonesian tobacco exports to Cambodia.

### Partial Coefficient Significance Test (t-Test)

T-test is used to analyze the extent to which each independent variable, namely the amount of production, inflation, and dollar exchange rate, influences the dependent variable partially.

### The Effect of Production Amount (X<sub>1</sub>) on the Export Volume (Y) of Indonesian Tobacco to Cambodia

Based on the results of the test, it shows that the  $t_{\text{count}}$  value (2.301)  $> t_{\text{table}}$  (2.048) and the significance value of 0.029  $< 0.05$ , then  $H_0$  is rejected and  $H_1$  is accepted. This means that the variable of production amount has a positive and significant effect on the export volume of Indonesian tobacco to Cambodia.

### **The Effect of Inflation (X<sub>2</sub>) on the Export Volume (Y) of Indonesian Tobacco to Cambodia**

Based on the results of the test, it shows that the  $t_{count}$  value (0.121)  $< t_{table}$  (2.048) and the significance value of  $0.045 < 0.05$ , then  $H_1$  is accepted and  $H_0$  is rejected. This means that the inflation variable has a positive and significant effect on the volume of Indonesian tobacco exports to Cambodia.

### **The Effect of the Dollar Exchange Rate (X<sub>3</sub>) on the Volume of Indonesian Tobacco Exports (Y) to Cambodia**

Based on the test that shows that the  $t_{count}$  value (0.176)  $< t_{table}$  (2.048) and the significance value of  $0.035 < 0.05$  then  $H_1$  is accepted and  $H_0$  is rejected. This indicates that the dollar exchange rate variable has a positive and significant effect on the volume of Indonesian tobacco exports to Cambodia.

### **Discussion**

### **The Effect of Production Amount, Inflation, and Dollar Exchange Rate Simultaneously on Indonesian Tobacco Export Volume**

The variables of production amount, inflation, and dollar exchange rate on Indonesian tobacco export volume produce an F-statistic probability value of  $0.001 < 0.05$ . Thus, the relationship between production amount, inflation, and dollar exchange rate simultaneously is proven to have a significant effect on tobacco export volume. In addition, the results of the determination coefficient test also show that all independent variables have an effect of 80% on the dependent variable, so that  $H_1$  is accepted, meaning that the variables of production amount, inflation, and dollar exchange rate simultaneously have a significant effect on Indonesian tobacco export volume.

The results of this study are in line with the results of research according to Komalasari in (Mejaya et al., 2016) that increased production will have a positive effect on export supply. "The greater the amount of production, the greater the supply of exports which increases export volume and vice versa". Due to its significant effect, the results of the study show that when production increases, export volume always increases due to large supply. The amount of production affects a country's ability to offer an export item (Kurniawati et al., 2017). This study is in accordance with Nurhidayah's (2018) research in a thesis entitled Factors Affecting Indonesian Tobacco Exports in 1987-2017, where the exchange rate has a positive effect on Indonesian tobacco exports. The exchange rate has a positive effect on increasing the volume of Indonesian tobacco exports because domestic commodity prices are cheaper than the prices

of the same commodities on the international market, this causes a country to improve itself to export or sell goods or commodities to the international market.

The results of this study are also in line with the research of Nolla, et al. (2020) which states that Inflation (X1), Dollar Exchange Rate (X2) and Production (X3) together affect Export Volume (Y). The simultaneous effect of inflation, dollar exchange rate, and production volume on tobacco export volume occurs because these three variables interact and influence each other in the context of international trade. Inflation affects the price competitiveness of export goods in the global market, if inflation in the exporting country is high, export prices may increase, which may reduce export volumes. The dollar exchange rate also plays a role by determining the exchange rate that affects the price of export goods in foreign currencies, exchange rate fluctuations can make export goods more expensive or cheaper for international buyers. Meanwhile, the amount of production is directly related to the capacity to export goods; increased production can generate a surplus that increases export volumes. These three variables work simultaneously because changes in one variable often affect the other variables and, in turn, affect export decisions and trade performance. Thus, the simultaneous analysis reveals the combined impact of these three factors on tobacco export volumes.

### **The Effect of Production Amount on the Volume of Indonesian Tobacco Exports to Cambodia**

Based on the results of the analysis of the effect of production amount on the volume of Indonesian tobacco exports to Cambodia, a significance value of 0.029 was obtained with a Beta Coefficient of 0.001. A significance value of  $0.029 < 0.05$  indicates that H1 is accepted. This result means that the amount of production has a positive and significant effect on export volume. The Beta Coefficient value of 0.001 means that if the amount of production increases by 1 ton, it will increase the volume of Indonesian tobacco exports to Cambodia by 0.001 tons. This means that the amount of production affects the size of the volume of Indonesian tobacco exports to Cambodia. The higher the amount of production, the higher the export volume will be, this is positively related when Indonesia wants to increase its export volume in terms of increasing production must be increased significantly.

The results of this study are supported by research conducted by Wijaya, et al. (2022) found that the amount of tobacco production in Indonesia has a significant positive effect on the volume of exports to Cambodia. This study shows that increasing domestic tobacco production contributes to increasing export volumes because Indonesia is able to meet Cambodia's increasing demand. Cambodia is unable to meet domestic needs, because tobacco



production in Cambodia continues to decline based on (United Nations Development Programme, 2019) In 2009, around 10 of Cambodia's 25 provinces grew tobacco. However, land devoted to tobacco growing has declined over the past decade, and tobacco growing is only a small part of agriculture in Cambodia, with 0.15% of agricultural land devoted to tobacco growing. The results of this study underscore the importance of production capacity as a key factor in determining export volumes, especially when the destination market shows stable and growing demand.

In another study, Suryani, et al. (2021) stated that there is a positive relationship between the amount of tobacco production and export volume to Cambodia. This study revealed that increasing domestic tobacco production allows Indonesia to increase supply to the Cambodian market, which has consistent demand for the product. Increasing domestic production volumes directly contributes to increasing export volumes because Indonesia can better meet market demand. These results emphasize the importance of an efficient production strategy to support international market expansion.

### **The Effect of Inflation on the Volume of Indonesian Tobacco Exports to Cambodia**

Based on the results of the analysis of the effect of inflation on the volume of Indonesian tobacco exports to Cambodia, a significance value of 0.045 was obtained with a Beta Coefficient of 0.005. A significance value of  $0.045 < 0.05$  indicates that H1 is accepted. This result means that inflation has a positive and significant effect on export volume. The Beta Coefficient value of 0.045 means that if the inflation rate increases by 1 percent, it will increase the volume of Indonesian tobacco exports to Cambodia by 0.045 tons. This means that inflation affects the size of the volume of Indonesian tobacco exports to Cambodia. Inflation stability affects the volume of tobacco exports, this can be seen when inflation increases, the volume of tobacco exports decreases, but conversely if inflation decreases, the volume of exports increases so that inflation stability greatly affects Indonesian tobacco exports.

This research is in line with research conducted by Fadli, et al. (2021) showing that inflation in Indonesia has a significant positive effect on the volume of tobacco exports to Cambodia. This study found that although inflation can increase domestic production costs, Indonesian tobacco prices remain competitive in the international market. This is due to the market structure and high demand in Cambodia, which is able to absorb price increases without significantly reducing export volumes. This finding is associated with price elasticity and adaptive export pricing strategies in the international market.

Another similar study by Rachman et al. (2020) stated that inflation in Indonesia has a positive effect on the volume of tobacco exports to Cambodia. This study indicates that increasing domestic inflation increases the competitiveness of Indonesian tobacco prices in the export market, thereby increasing export volumes. High inflation does not always have a negative impact on exports when the destination country has high demand and relatively competitive prices compared to other suppliers. These results provide new insights into the dynamics of inflation and exports in the context of developing countries.

### **The Effect of the Dollar Exchange Rate on the Volume of Indonesian Tobacco Exports to Cambodia**

Based on the results of the analysis of the effect of the dollar exchange rate on the volume of Indonesian tobacco exports to Cambodia, a significance value of 0.035 was obtained with a Beta Coefficient of 0.0001. A significance value of  $0.035 < 0.05$  indicates that H1 is accepted. This result means that the dollar exchange rate has a positive and significant effect on export volume. The Beta Coefficient value of 0.0001 means that if the dollar exchange rate increases by 1 US\$, it will increase the volume of Indonesian tobacco exports to Cambodia by 0.0001 tons. This means that the dollar exchange rate affects the size of the volume of Indonesian tobacco exports to Cambodia. When the dollar exchange rate strengthens, exports will increase according to the results of this study that if Indonesia wants to increase its export value, the dollar exchange rate must strengthen so that there will be stability in the volume of tobacco exports.

This is in line with the results of research by Amalia, et al. (2021) found that fluctuations in the dollar exchange rate have a positive effect on the volume of Indonesian tobacco exports to Cambodia. This study shows that when the US dollar exchange rate against the rupiah depreciates, Indonesian tobacco prices become more competitive in the Cambodian market. This results in an increase in export volumes because Indonesian tobacco is more affordable for buyers in Cambodia. This study emphasizes how a strengthening US dollar can make export products more attractive to destination countries with weaker currencies.

In another study, Hasan, et al. (2022) revealed that a strengthening dollar exchange rate is positively related to the volume of Indonesian tobacco exports to Cambodia. This study shows that when the dollar exchange rate increases, Indonesian tobacco exports tend to increase because a strong dollar makes Indonesian tobacco cheaper in Cambodian currency. This study provides evidence that currency fluctuations can play an important role in improving export

competitiveness, and shows how the dollar exchange rate can influence international trade decisions.

#### 4. CONCLUSION

Based on the results of the discussion that has been outlined, several conclusions can be drawn as follows:

1. The results of the study showed that simultaneously the amount of production, inflation, and the dollar exchange rate significantly influenced the volume of Indonesian tobacco exports to Cambodia.
2. The results of the study showed that partially the amount of production, inflation, and the dollar exchange rate had a positive and significant effect on the volume of Indonesian tobacco exports to Cambodia.

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