

The Effect of Sales and Accounts Receivable Turnover on Operating Profit at PT. Enseval Putera Megatrading Tbk Period 2016-2020

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Abstract

Profit is an indicator that can be used to measure the company's operational performance. Information about profit has a very important role for parties with an interest in a company such as making decisions on the provision of compensation, bonuses, or determining the amount of taxation. To maximize profits, companies must produce products by increasing sales volume so that sales revenue will eventually be obtained. This study aims to examine the sales and perputran receivables at the company PT. Enseval Putera Megatrading, Tbk 2016 - 2020. This study uses secondary data from the company's annual report which can be accessed through the Indonesia Stock Exchange website (www.idx.co.id) or the respective company websites. The data testing technique used normality test, multicollinearity test, heteroscedasticity test, and autocorrelation test. The data analysis technique in this study used descriptive statistics, T test, F test and multiple regression analysis using SPSS (Statistical Package for the Social Science) version 25 software. The results of this study, namely sales partially have a negative effect on operating profit, this is evidenced by the negative t value of -7.034 which is greater than t table of 4.303 ($-7.034 > 4.303$) and a significance level of 0.02 which is smaller than probability value of 0.05 ($0.02 < 0.05$). Accounts receivable turnover partially has no effect on operating profit, this is evidenced by the negative t value of 3.706 which is smaller than the t table of 4.303 ($3.706 < 4.303$) and a significance level of 0.066 which is greater than the probability value of 0.05 ($0.066 > 0.05$). And simultaneously sales and turnover have an effect on operating profit, this is evidenced by the calculated F value of 30.893 which is greater than the F table value ($30.89 > 19.00$) and the confidence level of 0.031 is smaller than 0.05.

Keywords: Operating Profit, Sales and Accounts Receivable Turnover

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