Quest Journals
Journal of Research in Business and Management
Volume 9 ~ Issue 6 (2021) pp: 01-04
ISSN(Online):2347-3002
www.questjournals.org

Research Paper

Tax Planning for Consumer Goods Entrepreneurs Distributor of Hatari Biscuit Products

Susun Abdul Majid & Ellyca Jusana

ABSTRACT:
Tax management in general can be defined as a comprehensive effort made by taxpayers so that all matters relating to taxation can be managed effectively, efficiently and economically. One tax expert stated that tax management is closely related to company profit and loss (LUMBANTORUAN, 1996).
This means that tax management is a process to minimize tax burdens while remaining on track, namely with the provisions of the applicable tax laws and regulations. Therefore, it is necessary to apply tax management for businesses or individuals.
The periodization of accounting development is not the same as taxes, but both have interrelated and interdependent relationships (PRIANTO BUDI S., p. 171, 2020). In implementing good tax management, of course, it requires good recording and calculation.
The ultimate goal to be achieved from this system is to minimize the tax burden that can be achieved, but not only do a careful planning, but also by going through several stages such as good and controlled organization, implementation, and supervision. (RANI MAULIDA, 2019)
Given the wide range of functions of tax management concerning planning, organizing, implementing and supervising, in this journal we only focus on the discussion of tax planning. As for the tax subjects, we chose the tax subjects of entrepreneurs who are engaged in Distributor business.
Through our chosen theme, readers can clearly and completely understand the importance of the tax planning function in business, both by individuals and business entities in the form of PT and CV.

Received 25 May, 2021; Revised: 06 June, 2021; Accepted 08 June, 2021

I. INTRODUCTION

Apart from citizens 'awareness and national solidarity as well as citizens' obligations to the state related to taxes, most people will never like to pay taxes (Brotodiharjo, 1982, Tax Law, p. 11).

Bird & Zolt (2003, Introduction to Tax Policy Design and Development, page 9) states that "… No one likes taxes. People do not like to pay them. Governments do not like to impose them… ". The reason there is resistance to taxes is that it is a compulsory levy.

If the opportunity arises, they generally tend to escape every tax. This has been true in all countries and throughout time (Brotodharjo, 1082, p. 11).

In carrying out such resistance, Brotodiharjo divides the various people's resistance to tax collection into passive resistance and active resistance.

This passive resistance is in the form of obstacles that complicate tax collection which has a close relationship with the economic structure of a country with the intellectual and moral development of the population and with the tax collection techniques itself.

Active resistance includes all efforts or actions that are directly aimed at tax authorities and aiming at avoiding taxes.

Forms of active resistance to taxes can be:

1.Tax Planning (Tax Planning)

Tax planning is an effort to reduce or minimize the tax burden that must be paid to the state while still complying with applicable tax regulations, aka legal. Theoretically, William H. Hoffman in his book The Accounting Review (1961) states that tax planning is an effort for taxpayers to obtain tax savings through systematic tax avoidance procedures in accordance with the provisions of the applicable Tax Law.

2.Tax Avoidance
Taxpayers who avoid taxes can be categorized as not violating the stipulated statutory regulations, even though their actions are contrary to the intention of the legislators. Example: if you don't want to pay cigarette excise, then don't smoke. (Online-Based KUP Taxation, Ari Bramasto & Gun Gunawan Rachman, 2020, p. 7).
3.Tax Avoidance / Tax Smuggling (Tax Evasion)
It is a violation of law, by way of getting away from taxes or reducing the tax base. The way that is done is usually by pretending. Example: hiding the real situation by reducing the tax base or filing fictitious accounts, and so on. (Online-Based KUP Taxation, Ari Bramasto & Gun Gunawan Rachman, 2020, p. 6).

II. DISCUSSION

To explain the importance of tax planning and its benefits for the company, we take an example of tax planning for Distributor entrepreneurs as material for discussion. Through the examples we use, readers will be given a clear and complete explanation, discussion and understanding of the functions and benefits of tax planning for businesses, both companies and individuals.

Income tax is a tax imposed on income. Income is additional economic benefits obtained by taxpayers (not only in the form of money).

Income tax is divided into two categories, namely:

I. Income tax withheld by a third party (Withholding tax) with the following conditions:
1. Reported every month
2. Deductions are made to a third party
3. Tax rates vary depending on the type of tax
4. Example: PPh21, PPh23, PPh Fina 4 paragraph2, PPh26, PPh22

II. Self-paid Income Tax with the following conditions:
1. Reported once a year (other than PP23)
2. Tax payments are made on net income tax
3. The tax rate is divided into private and business entity rates
4. Example: Annual Personal Income Tax and Business Entity Annual Income Tax

Self-paid Income Tax (Corporate Tax)
Normal rate for business entities is 25% x Taxable Income
Normal Personal Fare:

Taxable Income	NPWP	Non NPWP
Up to Rp.50.000.000	5%	6%
>Rp.50.000.000 – Rp. 250.000.000	15%	18%
>Rp.250.000.000 – Rp.500.000.000	25%	30%
>Rp.500.000.000	30%	36%

PP23-2018 Tariff: 0.5% x Gross Turnover Every Month

PPh paid by PP23 can be used by private persons and business entities on condition that the gross circulation is not more than Rp. 4.8 billion and does not include income from Free Work.

Gross Turnover means gross turnover / sales (not reduced by operating expenses) and includes sales from branch businesses

Example of self-paid PPh PP 23:

CV. Makmur has a business in the sale of merchandise. In 2019, it has a turnover of Rp. 4 billion in 1 year. In January 2020, CV. Makmur has a turnover of Rp. 200 million with an operating cost of Rp. 50 million. So the income tax that must be paid by CV Makmur in January 2020 is:

Tariff 0.5% x 200 million = IDR 1 million

In early 2021, Mr. A, a businessman who distributes consumer goods for Hatari biscuits, consulted to make a Tax Planning for a consumer goods distributor business plan. According to Mr. A (TK / 0) the gross margin of his business is 6% of turnover (gross income). The estimated turnover is Rp. 50 billion per year. Operating costs are estimated at 4% of turnover.

The table for calculating the payable tax is as follows:

Calculation of Tax for	**Personal Income** *Unlimited* ***Liability***	**Business Entity CV** *Limited* ***Liability***	**Business Entity PT** ***Unlimited Liability***
Sales Turnover	50,000,000,000	50,000,000,000	50,000,000,000
Cost of Goods Sold	47,000,000,000	47,000,000,000	47,000,000,000
Operating costs	2,000,000,000	2,000,000,000	2,000,000,000
Income before tax	1,000,000,000	1,000,000,000	1,000,000,000
PTKP	54,000,000	0	0
Taxable Income	946,000,000	1,000,000,000	1,000,000,000
Income Tax Payable	228,800,000	220,000,000	220,000,000
Net Income	717,200,000	780,000,000	780,000,000
Owner's Receipt	717,200,000	780,000,000	for dividends
Dividend Distribution	N / A	N / A	780,000,000
OP dividend tax (10%)	N / A	N / A	78,000,000
Total Taxes paid	228,800,000	220,000,000	298,000,000
Total Owner Receipts	717,200,000	780,000,000	702,000,000

Payable Tax Calculation:

Private Income

0-50 juta	5% x 50 juta	= 2.500.000
>50 juta -250 juta	15% x 200 juta	= 30.000.000
>250juta-500 juta	25% x 250 juta	= 62.500.000
>500jta	30% x 446 juta	= 133.800.000
Total		= 228.800.000

Business entity

22% x 1,000,000,000 = 220,000,000

The total receipts of individual owners Rp. 717,200,000 is greater than the total receipts of the Business Entity PT Rp. 702,000,000. While the total revenue from the PT Business Entity is Rp. 691,000,000 and total receipts of private owners Rp. 717,200,000 is less than the total receipts of business entities CV Rp. 780,000,000, -

Thus, Mr. A can make decisions based on this tax planning which business model will be used. In the business model with individual status, the owner's acceptance is smaller than the business model in the form of a CV. It turns out that the owner's net income is greater when using the CV. In terms of the owner's net acceptance, it is only natural that Mr. A chooses the form of a CV.

We also inform Mr. A that dividends have been regulated in Law Number 11 of 2020 (Job Creation Law), which is effective since November 2, 2020. Dividends originating from within the country, received by individual domestic taxpayers or dividends originating from foreign countries received by domestic individuals and domestic agencies, on condition that they MUST be invested in the territory of the Republic of Indonesia for a certain period of time. If Mr. A has smooth cash flow and feels safer with a PT business entity, Mr. A can choose a PT business entity to run his business.

III. CONCLUSION

From the discussion described above, it can be concluded that in order to run a business, it is necessary to have tax planning. The discussion above has proven that with Tax Planning which is part of tax management or is the first cycle of the tax management function carried out in accordance with applicable tax laws, it can produce a good choice for entrepreneurs in managing their business effectively, efficiently and economically. .

By implementing good tax management, the taxpayer (WP) will be able to estimate the taxes that will be borne. This certainly provides an advantage for taxpayers, both corporate and individual taxpayers, to be able to pay taxes efficiently (at a minimum) without violating existing laws and avoiding sanctions or fines. (Harmony.co.id)

BIBLIOGRAPHY:

[1]. Online-Based KUP Taxation, Ari Bramasto & Dr. Gun Gunawan Rachman, PT Refika Aditama, 2020).
[2]. Tax Management: Definition, Function and Implementation, February 24, 2021; harmony.co.id
[3]. The Accounting Review, William H. Hoffman (1961).
[4]. Implications of IFRS Convergence on Public Company Income Tax and Efforts to Conformity Accounting with Taxes Based on Fiscal Filters, Dr. H. Prianto Budi S., Ak., CA., MBA, Pratama IndoMitra Kreston, 2020.

[5]. Law Number 6 Year 1983 concerning General Provisions and Tax Procedures as amended several times, most recently by Law Number 16 Year 2009.
[6]. Law Number 7 of 1983 concerning Income Tax as amended several times, most recently by Law Number 36 of 2008
[7]. Law Number 11 Year 2020 (Job Creation Law), which takes effect from November 2, 2020.
[8]. Bird & Zolt (2003, Introduction to Tax Policy Design and Development, p.9)