

THE IMPACT OF IJEPA POLICY ON THE VOLUME OF INDONESIAN BANANA EXPORTS TO JAPAN

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Article history:

Submitted: 4 Juni 2023

Revised: 6 Februari 2025

Accepted: 24 Februari 2025

Keywords:

Dollar Exchange Rate;

IJEPA Policy;

Indonesian Banana Export
Volume;

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Abstract

Economic relations between countries are an important factor that influences the economic development of each country. The potential country for Indonesia's banana exports is Japan. In order to facilitate international trade, an international trade agreement was made between Indonesia and Japan known as the Indonesia-Japan Economic Partnership Agreement (IJEPA). This research was conducted in Indonesia and Japan with a total of 29 years of observations obtained from secondary data, namely the Central Statistics Agency, UN Comtrade, and the World Bank. This study used linear regression analysis to determine the relationship between variables and was supported by SPSS applications. The results showed that Indonesia's banana production and IJEPA policy partially had a positive and significant effect, then the dollar exchange rate partially had a negative and significant effect, while Japan's GDP did not have a significant effect on Indonesia's banana export volume. Based on the results obtained, the government is expected to multiply similar agreements and improve regulations that can hinder the pace of exports. In addition, the government and stakeholders are expected to provide support facilities to exporters, which can later help improve Indonesia's export performance.

Abstract

Economic relations between countries are an important factor that influences the economic development of each country. The potential country for Indonesia's banana exports is Japan. In order to facilitate international trade, an international trade agreement was made between Indonesia and Japan known as the Indonesia-Japan Economic Partnership Agreement (IJEPA). This research was conducted in Indonesia and Japan with a total of 29 years of observations obtained from secondary data, namely the Central Statistics Agency, UN Comtrade, and the World Bank. This study used linear regression analysis to determine the relationship between variables and was supported by SPSS applications. The results showed that Indonesia's banana production and IJEPA policy partially had a positive and significant effect, then the dollar exchange rate partially had a negative and significant effect, while Japan's GDP did not have a significant effect on Indonesia's banana export volume. Based on the results obtained, the government is expected to multiply similar agreements and improve regulations that can hinder the pace of exports. In addition, the government and stakeholders are expected to provide support facilities to exporters, which can later help improve Indonesia's export performance.

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INTRODUCTION

The current economic development of a country cannot be separated from the state of the world economy. Economic relations between countries are an important factor that affects the economic development of each country. International trade is one of the important aspects that can drive the economy of a country. One of the factors that encourage the occurrence of international trade is to get benefits that can be obtained by both parties as traders. Another factor is that there are subjects that support international trade, which is a combination of several things such as the population consisting of ordinary citizens, export entrepreneurs, import companies, industrial companies, state-owned enterprises, and government departments. It is based on the trade balance, which is the total value of imports and exports from one country to another (Indrajaya & Herniati, 2019). According to Mankiw (2015:57), export is the activity of producing goods domestically and selling them abroad. Export products are produced domestically and then sold or used by foreign parties. Therefore, export is one of the sources of government revenue. Indonesia's export development is still relatively slow. The slow development of Indonesia's exports is also caused by the limited international trade agreements between Indonesia and other countries. There are 22 trade agreements that Indonesia has concluded with other countries, but most of them are ASEAN FTA agreements. In addition, only four agreements have been implemented with Indonesia, namely with Japan, Pakistan, Palestine, and Chile (Rinaldi, 2020).

Horticulture as one of the agricultural sub-sectors has an important role in the development of Indonesian agriculture. The main goal of development in this sub-sector is to improve quality and production. One of the horticultural commodities from the fruit group that is currently quite taken into consideration is the banana plant. However, according to the Associate Director of PT GGP (Supriyono Loekito), as a local banana producer, there are several major difficulties for local bananas to compete in the global market, including low productivity but high production costs, inconsistent product quality, products cannot be traced to treatment records, and lack of quality certification for the international market. In addition, there are problems faced, namely the utilization of the potential of the banana export market is not optimal, although there is a great opportunity (Wisnubroto, 2021).

Indonesia is one of the main centers of banana diversity, both fresh bananas, processed bananas and wild bananas. More than 200 varieties of banana are found in Indonesia. This high diversity is an opportunity for Indonesia to utilize and select the type of commercial banana needed by consumers. Bananas are an important horticultural product and have long been a commodity with an international reputation. Not only are bananas readily available due to the year-round harvesting season, but they are also very popular with people around the world, regardless of age or gender. In addition, bananas are a nutritious food with potential. According to the Food and Agriculture Organization (FAO), bananas are the fourth most important food ingredient in all developing and developed countries (Nurjanah, 2018).

Potential countries for Indonesia's banana exports are Japan, the Middle East, Malaysia, Korea, the Netherlands, China and Australia. These countries use Indonesian bananas for consumption and industrial needs, so they are in high demand. The Japanese government has very high quality and health standards for agricultural imports. Japan is also a densely populated country. According to CEICDATA, Japan's total population is estimated to be around 125.5 million people in 2021. With such a large population, it is certain that the country's demand for food to meet the daily needs of the Japanese people is quite large. Although the country is advanced, Japan is known to be poor in natural resources, as only 12 percent of the country's land area can be used for agriculture. With a dense population, the high demand for food becomes disproportionate to the natural wealth produced. As a result, up to 50 percent of Japan's agricultural needs are met by imports. In 2015, Japan's total fruit

consumption was recorded at approximately 5.4 million tons per year, of which 1.8 million tons were imported fruit. Furthermore, according to data from the Ministry of Agriculture in 2017, banana consumption in Japan was 18.5 kilograms per household with two or more members. This performance is the highest compared to other fruits. The recorded figures for banana consumption were significantly higher than those for apples at 12.2 kg per household and citrus oranges at 10.1 kg per household. However, Japan imports bananas from various countries around the world. Some of the countries that are important sources of banana imports for Japan are The Philippines is one of the largest sources of banana imports for Japan. According to the Japanese government, the Philippines contributed about 70 percent of total banana imports to Japan in 2020. Ecuador is the world's largest banana producer and a major source of imports for Japan. Bananas from Ecuador are known for their good quality and are widely consumed by the Japanese people. Costa Rica is also an important source of banana imports for Japan. Bananas from Costa Rica are known for their sweetness and are often sold in Japanese markets. Furthermore, Japan also imports bananas from other countries such as Colombia, Panama, and Mexico (Official Statistics of Japan, 2018). Therefore, Indonesia can also increase the market potential in countries that have not been export destinations before (Lestari, 2019). Apart from its contribution to foreign exchange, banana is also one of the plantation commodities that play an important role in the national economy, especially as a provider of employment and a source of government revenue.

Based on data from the Central Statistics Agency (BPS), the most domestic banana production is found in East Java Province, data in 2021 shows that the production is 2.05 million tons. Banana production in West Java Province was recorded at 1.65 million tons, followed by Lampung Province producing 1.12 million tons of bananas. Meanwhile, banana production in Central Java and Bali provinces is 804,262 tons and 382,536 tons, respectively (Bayu, 2022). Among the many types of fruits in Indonesia, the consumption and production of bananas are among the highest. In 2016, bananas ranked first as the average fruit often consumed per person within a week with a value of 0.113, beating other fruits of the archipelago, while in terms of total national fruit consumption per year, bananas ranked first with 1,519.93 million kilograms, followed by rambutan, orange, and papaya fruit products (BPS, 2017). The consumption rate of bananas is quite high, accompanied by an increase in production, which tends to increase every year. The volume of Indonesian banana production has considerable potential to meet the export market, but the production of bananas for export demand is still relatively low. This is due to the variety of banana varieties produced in Indonesia, but the quality of bananas produced still does not meet the market taste. Until now, the quality of Indonesian bananas, especially on a commercial scale, has not met the quality standards as export bananas because they do not meet the quality criteria for banana exports. The quality parameters of bananas in general are perfect shape, uniform ripeness, bright and smooth skin color, natural uniformity, not mushy flesh, and good aroma and taste (Werdiningsih, 2008).

The exchange rate is one of the factors that determine the dynamics of international trade. According to Sadono Sukirno (2015:397), the foreign currency exchange rate indicates the price of the value of the foreign currency against the domestic currency. Soekartawi (2005:122) stated that the exchange rate is one of the factors that can affect exports. The exchange rate aims to improve the country's balance of payments deficit by increasing exports. For example, when the rupiah exchange rate is depreciated or weakened against the US dollar, Indonesia's export volume tends to increase because the commodity prices become cheaper in the global market. On the other hand, when the rupiah exchange rate appreciates or strengthens against the US dollar, Indonesia's export volume tends to decline as commodity prices become more expensive in the global market.

In addition to the exchange rate, the GDP of the importing country also affects the export activities of a country. Tervala (2012) said that a high GDP per capita indicates that the country can be

used as an export destination. Pakpahan (2012) explained that high imports must be supported by GDP. Imports are highly dependent on GDP because GDP is one of the sources of import financing. Imports have a positive relationship with GDP, which means that imports increase based on the increase of Japan's GDP. Japan's GDP, or gross domestic product, or the value of all goods and services produced in Japan in a year, is the second highest in the world. Therefore, Japan is one of the most important trade and economic cooperation partners for Indonesia. To further strengthen cooperation and partnership in facing the era of trade and free market, Indonesia as a developing country certainly needs supporting factors to be able to improve its economy through regional and bilateral cooperation, one of which is the first bilateral agreement with Japan known as Indonesia Japan Economic Partnership Agreement (IJEPA). IJEPA was signed by President Susilo Bambang Yudhoyono and Japanese Prime Minister Shinzo Abe on August 20, 2007 and became effective on July 1, 2008. Following the signing of the agreement, the President of the Republic of Indonesia also issued Presidential Regulation (Perpres) No. 36 of 2008 on May 19, 2008, which ratified the agreement and made it part of the laws and regulations of Indonesia.

In the IJEPA agreement, Japan declared its commitment to help the Indonesian side increase its industrial capacity (capacity building) so that its products or services can meet the quality requirements demanded by the Japanese market through the element of agreement (cooperation). The objective of IJEPA is to increase trade between the two countries, to encourage increased Japanese investment in Indonesia, which is expected to further develop industry and technology, and to deepen Indonesia's involvement in regional and international production networks (Setiawan, 2012). Based on the Regulation of the Minister of Trade No. 36/M-DAG/PER/5/2015 on the export of Indonesian bananas to Japan under IJEPA, as well as the Regulation of the Minister of Finance No. 94/PMK.011/2008 on the modalities of reducing import tariffs under the partnership agreement between Indonesia and Japan. Based on the content of the regulation and IJEPA regulations, Indonesia has received a banana export contract to Japan of 1000 tons/year with an import duty of 0 percent. As a result of the reduction of import tariffs on the export of Indonesian bananas to Japan, Indonesia has further increased the number of exports and continues to strive for Indonesian bananas to meet the import quality standards in Japan. The impact of this increase in banana exports is to increase Indonesia's economic income, especially for the banana farmers themselves, and to increase Indonesia's foreign exchange reserves and trade balance with Japan.

Adam Smith argues that businessmen at home and abroad play an important role in the course of the global economy. In the science of international relations, several perspectives are known, namely idealism, realism, liberalism, behaviorism, structuralism, and pluralism (Gilpin, 1987:59). This concept uses a liberal perspective where the state is an intermediary for citizens by allowing its citizens to meet their needs and achieve their happiness without excessive interference from others, but the state still has a fairly important role after individuals make decisions, including in carrying out international cooperation. Indonesia and Japan cooperate with each other because there are interests. Indonesia wants to cooperate with Japan because Japan is an importer of Indonesian bananas, Japan has a high level of banana consumption, and Japan is Indonesia's largest trading partner. In addition, this international economic cooperation has a common goal or common interest because it emphasizes common interests in cooperation. Based on the existing phenomenon, the author researches and further discusses problems related to this matter, titled "Analysis of the Impact of Production, Dollar Exchange Rate, GDP, and IJEPA Policy on the Volume of Indonesian Banana Exports to Japan".

RESEARCH METHODS

This study used a quantitative approach that was described associatively. The variables used in this study are dependent variable, namely Indonesian banana exports and independent variables, namely Indonesian banana production, dollar exchange rate, Japanese GDP, and IJEPA policy. According to Sugiyono (2012), dependent variables are often referred to as output variables, criteria, consequences, or dependent variables. The dependent variable is the variable that is affected or becomes the result of the independent variable. Meanwhile, independent variables are variables that influence or cause changes and the emergence of dependent variables. The location of this research was conducted in Indonesia. The reason researchers chose Indonesia as the location of the study is because Indonesia has a large banana export potential to continue to grow and the trend of increasing demand for bananas. The object of this study is banana exports, production, dollar exchange rate, Japanese GDP, IJEPA policy in 1993-2021. The type of data used in this study is quantitative data. The data used in this study came from secondary data. Data collection techniques are carried out through various references or publications from related agencies such as publications from the Data and Information Center of the Ministry of Agriculture, Statistical Data of the Ministry of Trade, Central Statistics Agency (BPS), UN COMTRADE, and supporting journals that have been published. The equation used is as follows.

$$Y = f(X_1, X_2, X_3, X_4) \dots\dots\dots(1)$$

Then the function is written into a multiple linear regression equation model with the following model specifications.

$$Y = b_0 + b_1X_1 + b_2X_2 + b_3X_3 + b_4X_4 + e \dots\dots\dots(2)$$

Information:

- \hat{Y} = Indonesian Banana Export (Ton)
- b_0 = Constant
- X_1 = Production (Tons)
- X_2 = Dollar exchange rate (Rupiah/US\$)
- X_3 = Japan's GDP (Trillion US\$)
- X_4 = IJEPA Policy (Dummy variable, given a value of 0 for before IJEPA policy implementation and a value of 1 for after IJEPA policy implementation)
- e = Error Term
- b_1, b_2, b_3, b_4 = Coefficient of Regression

RESULTS AND DISCUSSION

Table 1.
Multiple Linear Regression Test Results

<i>Model</i>	<i>Unstandardized Coefficients</i>		<i>Standardized</i>	<i>T</i>	<i>Sig.</i>
	<i>B</i>	<i>Std. Error</i>	<i>Coeffi cients</i> <i>Beta</i>		
1 (Constant)	17336419,795	3364649,956		5,153	,000
Production	13835,486	4163,170	,614	3,323	,003
Rate Dollar	-2370827,174	349534,628	-1,312	-6,783	,000
Japan's GDP	-3140,590	4989,018	-,069	-,630	,535
IJEPA	9115452,436	1621121,748	,661	5,623	,000

Source: Data Processed, 2023

Table 2.
F Test (Simultaneous) Results

	<i>Model</i>	<i>Sum of Squares</i>	<i>Df</i>	<i>Mean Square</i>	<i>F</i>	<i>Sig</i>
1	Regression	1024894845667299,900	4	256223711416824,970	18,177	,000 ^b
	Residual	338296910252471,600	24	14095704593852,984		
	Total	1363191755919771,500	28			

Source: Data Processed, 2023

Based on Table 1, the regression equation is obtained as follows. $Y = 17,336,419.795 + 13,835.486 X_1 - 2,370,827.174 X_2 - 3,140.590 X_3 + 9,115,452.436 X_4$. The results of the F test obtained $F_{count} (18.177) > F_{table} (2.84)$ with a significance value of $0.000 < 0.05$ then H_0 was rejected. This shows that Indonesia's banana production, the dollar exchange rate, Japan's GDP, and IJEPAs policy simultaneously have a significant effect on Indonesia's banana exports. The constant value has a value of 17,336,419,795, this means that Indonesia's banana production (X_1), dollar exchange rate (X_2), Japan's GDP (X_3), and IJEPAs policy (X_4) are worth 0 (zero), then the volume of Indonesian banana exports to Japan (Y) is 17,336,419,795 tons. The magnitude of the coefficient of determination or R^2 is 0.752. This means that variations in Indonesian banana exports can be explained by Indonesia's banana production, dollar exchange rate, Japanese GDP, and IJEPAs policy by 75.2 percent while the remaining 24.8 percent is explained by other factors.

The results of the t test on the production variable, obtained $t_{count} (3.323) > t_{table} (1.323)$ with a significance value of $0.003 < 0.05$ then H_0 is rejected. This means that Indonesia's banana production has a positive and significant effect on Indonesia's banana export volume. The equation of multiple linear regression coefficients of Indonesian banana production of 13,835,486 means that if there is an increase in production of one ton, then the volume of Indonesian banana exports tends to increase by 13,835,486 tons assuming other factors are constant. The results of the t test on the dollar exchange rate variable, obtained $t_{count} (-6.783) < t_{table} (-1.323)$ with a significance value of $0.000 < 0.05$ then H_0 is rejected. This means that the dollar exchange rate has a negative and significant effect on the volume of Indonesian banana exports. The equation of multiple linear regression coefficients of the dollar exchange rate of -2,370,827,174 means that if there is an increase in the dollar exchange rate, the volume of Indonesian banana exports tends to decrease by 2,370,827,174 tons assuming other factors are constant. The results of the t test on the GDP variable, obtained $t_{count} (-0.630) < t_{table} (-1.323)$ with a significance value of $0.535 > 0.05$ then H_0 is accepted. This means that Japan's GDP does not have a significant effect on the volume of Indonesian banana exports. The results of the t test on the IJEPAs policy variable, obtained $t_{count} (5.623) > t_{table} (1.323)$ with a significance value of $0.000 < 0.05$ then H_0 was rejected. This means that the IJEPAs policy has a positive and significant effect on the volume of Indonesian banana exports or the implementation of the IJEPAs policy can increase the volume of Indonesian banana exports. The multiple linear regression coefficient equation of the IJEPAs policy of 9,115,452,436 means that if the IJEPAs policy is implemented, the volume of Indonesian banana exports tends to increase by 9,115,452,436 tons assuming the factor is constant.

The results of research on the effect of Indonesian banana production on the volume of Indonesian banana exports to Japan are positive and significant. This result proves that when production increases, the availability of products increases so that domestic and foreign offers increase. Thus, production can increase exports. Conversely, if production decreases, then exports will also decrease. This results in the fact that if production increases, Indonesia's export volume will also increase. This is in line with research conducted by Mejaya *et al.*, (2016), which states that production has a significant positive effect on the volume of tea exports in Indonesia. This is also supported by

research conducted by Wirawan (2014) that the amount of production has a positive and significant effect on the export volume of Bali seaweed. Research conducted by Rahmawati (2012) shows that the variable amount of panili production in Indonesia individually has a real effect on the volume of Indonesian panili exports.

The results of research on the effect of the dollar exchange rate on the volume of Indonesian banana exports to Japan are negative and significant. This result proves that the exchange rate that is getting stronger will result in the number of exports of a country decreasing. This happens because when the rupiah exchange rate against the US dollar strengthens, the volume of Indonesian banana exports decreases as an effect of high banana commodity prices for importers, and vice versa when the rupiah exchange rate against the US dollar weakens, the volume of Indonesian bananas increases as a cheap effect of banana commodity prices for importers. This is in line with what was conveyed by Susanti (2014), which stated that changes in exchange rates, on the one hand, if what occurs is currency depreciation, then this will affect the increase in export volume and suppress imports. Conversely, if there is an appreciation in the value of the currency, this will have the opposite effect. The results of Gowinda and Ayuningsasi's research (2021) show that the exchange rate has a positive effect on Indonesia's crude oil exports for the 1990-2019 period. This is also in agreement with research from Ginting (2013), which revealed that the exchange rate has a negative and significant effect on export volumes in the short and long term.

An increase in national income (GDP) will increase the purchasing power of the community to import on the one hand; on the other hand, the increase in national income will also increase the ability of the community to carry out production processes that can eventually be exported to other countries (Lumadya, 2016). This is, in fact, inversely proportional to the data obtained that the development of Japan's GDP tends to fluctuate. In recent years, the Japanese economy has regressed, as can be seen from the decline in Japan's GDP from 2019 to 2021. The decline in GDP was caused by the world economic crisis due to the Covid-19 pandemic. In addition, this is due to the depopulation of Japan. GDP is an economic measure that measures the total value of all goods and services produced by a country in a given period of time. If a country's population declines, it can have an impact on the production and consumption of goods and services in that country. In the case of Japan, depopulation can have an impact on production as the amount of available labor becomes reduced. This can lead to a decrease in productivity, especially in sectors that require a skilled and trained workforce. Depopulation can also have an impact on consumption in the country. If the population decreases, then the demand for goods and services may also decrease. This can reduce overall economic activity and result in a decrease in GDP. In the results of the study, it is also known that the level of significance of Japan's GDP is 0.535, meaning that Japan's GDP does not have a significant effect on the volume of Indonesian banana exports to Japan. This is in line with research conducted by Dewi Maharani (2018) that the results of the study did not occur in a long-term balance relationship between Indonesia's exports to Japan and Japan's GDP.

The results of the research on the effect of the IJEPa agreement on the volume of Indonesian banana exports to Japan are positive and significant. This shows that the implementation of the IJEPa policy can increase the volume of Indonesian banana exports. The IJEPa free trade agreement is a very important trade agreement for Indonesia, considering that Japan is Indonesia's main trading partner. Ardiyanti's research (2015) shows that IJEPa cooperation has a significant positive influence on increasing Indonesia's non-oil and gas exports to Japan. The results of this study are supported by test results from the research of Setiawan (2012) and Gocklas (2017), which stated that IJEPa has a positive impact on trade between Indonesia and Japan.

Calculations in this study show that developed economies rely on exports as the main sector in supporting their economies. Japan relies on imports and exports to meet the needs of its country in

consumption and production. In the results of this study, the variable level of banana production in Indonesia increases in proportion to the volume of exports. This is due to the high level of consumption and demand for bananas in Japan, supported by bilateral agreements between Indonesia and Japan, which reduce customs tariffs to zero percent. Based on this, food security in importing countries will be increasingly promoted in any way, including imports of agricultural products, one of which is banana imports originating from Indonesia.

Cooperation between Indonesia and Japan, especially related to export and import activities between the two countries, shows the specialization of production in both countries. Indonesian banana exports to Japan show that this product has advantages so that it is suitable for trade between countries. This is in accordance with the theory of absolute advantage put forward by Adam Smith, in which a country must specialize in production so that it can produce a product that has absolute advantage and can subsequently be traded to other countries. The results of this study also prove Keynes's theory, which states that income affects the size of imports. If Japan's GDP per capita increases, then Japan will increase its imports. The increase in GDP per capita indicates an increase in people's purchasing power and has implications for increasing demand for goods and services at home and from abroad.

The results of this study also show that there is a significant positive influence of the implementation of the IJEPA agreement on the value of Indonesia's exports to Japan. Participation in IJEPA has a positive impact on Indonesia and Japan; therefore, the partnership relationship needs to be continued and improved in a direction that increasingly provides benefits for both. The implication of this study is that the government needs to review and conduct a further general review of the indicators in the IJEPA agreement because, in general, the implementation of IJEPA needs to be increased in its utilization for the Indonesian economy.

CONCLUSION AND RECOMMENDATION

Based on data analysis and discussion that has been carried out in the previous chapter, the following conclusions can be drawn. Indonesia's banana production, dollar exchange rate, Japanese GDP, and IJEPA policy have a simultaneous effect on Indonesia's banana export volume. Indonesia's banana production and IJEPA policy have a positive and significant effect on the volume of Indonesian banana exports to Japan, while the dollar exchange rate has a negative and significant effect on the volume of Indonesian banana exports to Japan, while Japan's GDP does not have a significant effect on the volume of Indonesian banana exports.

Based on the results of this study, suggestions can be given for the future, namely: The government is expected to multiply similar agreements and improve regulations regarding agreements that can hamper the pace of Indonesian exports because the existence of international trade cooperation agreements is expected to bring benefits to Indonesian exports. The government and the parties involved in it are expected to provide supporting facilities to exporters which are expected to help improve Indonesia's export performance. Facilities that can be provided to exporters should be in the form of credit loans, facilitate the issuance of export certificates, export insurance protection, and ease in obtaining export permits for goods abroad. For future researchers, it is expected to be able to perfect this research by adding other broader variables to be able to see the factors that affect the volume of Indonesian banana exports to produce research findings that are beneficial to the community.

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