

## ABSTRACT

**(Defrant Rizki Anggola / 2000861201172 / *Effect of Working Capital, Sales Expenses, Total Debt and Operational Costs on Net Profit in the Pharmaceutical Sub Sector Listed on the Indonesian Stock Exchange (BEI) for the 2018-2023 Period* / Advisor I Prof. Dr. Hj. Arna Suryani , SE, M.Ak, Ak, CA, CMA, Advisor II Fadil Iskandar, SE, MM)**

*This research aims to analyze the influence of several main factors on a company's net profit, namely working capital, sales expenses, total debt and operational costs. The concept of working capital refers to the current assets required to support the normal operations of a company, including investments in cash, accounts receivable, inventory, and other current assets.*

*This research examines the financial reports of pharmaceutical sub-sector companies listed on the Indonesia Stock Exchange (BEI) as research objects for 2018-2023. The sample used was 6 companies out of 11 companies. The research method used is a quantitative method and the type of data used in this research is secondary data obtained from financial reports of pharmaceutical sub-sector companies for 2018-2023.*

*The results of the  $F$  test are based on SPSS 23 data processing results, it can be seen that the resulting  $F$  count is 7.485 and the  $F$  table value = 2.68 and the sig value. 0,000. So these results show that  $F$  count is 7.485 >  $F$  table 2.68 and the significance level is 0.000 < 0.05, so  $H_a$  is accepted and  $H_o$  is rejected. So it can be concluded that there is a simultaneous influence of working capital, sales expenses, total debt and operational costs on net profit.*

*The results of the  $t$  test based on SPSS 23 data processing results show that working capital has a positive and significant effect on net profit. Selling expenses have a positive and significant effect on net profit. Total debt has a positive and significant effect on net profit. Operational costs have a positive and significant effect on net profit.*

*The coefficient of determination ( $R^2$ ) value is 0.879, meaning that the influence of working capital, sales expenses, total debt and operational costs on the net profit variable is 0.879 or 87.9%. Meanwhile, the remaining 12.1% is the influence exerted by other factors that were not studied.*

**Keywords:** *Working Capital, Sales Expenses, Total Debt, Operational Costs and Net Profit*