

**THE IMPACT OF MANAGERIAL OWNERSHIP, INSTITUTIONAL OWNERSHIP,
AND FOREIGN OWNERSHIP ON EARNINGS MANAGEMENT
(Empirical Study on Consumer Non-Cyclicals Sector Companies Listed on the Indonesia
Stock Exchange in 2021-2023)**

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Abstract: Earnings management remains a common strategy employed by public companies, wherein management intentionally adjusts financial statements to meet targeted earnings. This research offers empirical insights into how managerial, institutional, and foreign ownership influence earnings management practices within consumer non-cyclicals sector companies listed on the Indonesia Stock Exchange between 2021 and 2023. Profitability is considered as a control variable in the analysis. Adopting a quantitative associative approach and utilizing multiple linear regression, the study examines 23 selected firms through purposive sampling, yielding 69 total observations. The findings indicate that all three types of ownership exert a negative impact on earnings management, whereas profitability shows a positive effect. From a theoretical standpoint, the results reinforce agency theory, emphasizing that ownership structures function as effective oversight tools in curbing opportunistic managerial actions. In practical terms, the study's outcomes provide valuable guidance for investors in evaluating financial reporting risks and motivate company management to uphold greater transparency and accountability.

Keywords: Earnings Management, Managerial Ownership, Institutional Ownership, Foreign Ownership, Profitability

INTRODUCTION

Public companies—namely, issuers whose shares are traded on the Indonesia Stock Exchange (IDX)—are legally obligated to submit periodic financial statements in line with existing regulations. This mandate is outlined in the IDX Board of Directors Decree No. KEP-00066/BEI/09-2022 of 2022. The regulation is intended to promote transparency, accountability, and the comprehensive disclosure of financial information to stakeholders (IDX, 2022).

As stated in PSAK No. 1, financial statements represent a structured report reflecting an entity's financial position and performance, serving as a means of accountability for the resources entrusted to management (IAI, 2009). These reports consist of the statement of financial position, income statement, changes in equity, cash flows, and accompanying notes. Similarly, SFAC No. 1 emphasizes that the primary function of financial statements is to provide decision-useful information to investors,

creditors, and other interested parties. Among these components, the income statement tends to be the most anticipated by investors (Soei et al., 2018).

Earnings information serves as a critical indicator of a company's future prospects, making the credibility of income statements essential for users' decision-making (Tran & Dang, 2021). High earnings typically attract more investors (Nawangwulan et al., 2018) and are also used as a benchmark in evaluating management performance. The better the company performs, the more positively managers are assessed (Lekok & Febrina, 2021). In their efforts to meet stakeholder expectations, managers may resort to earnings management techniques to present a more favorable financial outlook (Atin & Pujiono, 2022).

Earnings management involves intentional managerial actions to manipulate earnings by choosing specific accounting policies, with the aim of misleading financial statement users for personal benefit (Tran & Dang, 2021). This may include adjustments intended to achieve predetermined earnings goals (Nguyen et al., 2021), often to enhance perceived profitability or future potential (Setiawan et al., 2024). While often seen as unethical, such practices may still be conducted within the bounds of applicable accounting standards (Apriadi et al., 2022).

However, earnings management has contributed to significant corporate scandals, threatening the integrity of economic systems and corporate ethics. A prominent case is the 2002 Enron scandal, in which Enron, with assistance from Arthur Andersen, manipulated its financial records to conceal severe losses. This resulted in the collapse of Arthur Andersen—then among the “Big Five” accounting firms—and the bankruptcy of Enron itself (Sari & Badera, 2018).

According to Healy & Wahlen (1999), earnings management is a tool used by companies to shape stakeholder perceptions of their financial health and sustainability. Within the consumer non-cyclicals sector, the sharp downturn in 2021 may have spurred earnings management practices as managers sought to adjust reports using accounting flexibility. The apparent rebound in 2022 and 2023 could thus reflect, in part, the consequences of prior income manipulation.

Such behavior typically stems from the separation between ownership (principals) and control (agents), leading to conflicts of interest (Putra & Widanaputra, 2021). Agency theory, introduced by Jensen & Meckling (1976), posits that managers should act in the best interest of shareholders. However, when personal interests diverge, managers may engage in self-serving actions, including earnings manipulation or misrepresentation (Budi & Putri, 2018; Putra & Widanaputra, 2021).

Agency theory further argues that ownership structure plays a vital role in mitigating agency conflicts by strengthening oversight over managerial decisions (Jensen

& Meckling, 1976). Key ownership variables examined in this context include managerial ownership, institutional ownership, and foreign ownership (Tran et al., 2020).

Managerial ownership, or the extent to which company shares are held by managers, is seen as a mechanism to align the interests of management and shareholders. When managers also act as owners, their personal financial stakes can motivate prudent decision-making and discourage opportunistic behavior (Nguyen et al., 2021). Conversely, managers without ownership stakes may prioritize personal objectives, potentially harming firm value (Nguyen, 2020). While managerial shareholding may encourage better alignment, it can also provide room for manipulating financial results for individual gain (Jung & Kwon, 2002).

Empirical studies such as those by Nguyen (2020), Nguyen et al. (2021), and Lidiyawati (2023) demonstrate that managerial ownership tends to reduce earnings management, suggesting a dampening effect on opportunistic behavior. However, some researchers—Mahyuddin et al. (2020), Hapsari et al. (2022), Harahap (2021), and Yispa (2022) find no significant relationship.

Institutional ownership refers to equity held by organizations like insurance companies, pension funds, or investment firms. Due to their expertise and significant capital holdings, institutional investors are considered capable of monitoring corporate behavior effectively (Kusumardana et al., 2022; Pradnyani & Astika, 2019). Agency theory views institutional investors as key governance mechanisms that promote oversight and accountability, thereby limiting the scope for financial manipulation (Alzoubi, 2016; Suheny, 2019). Research by Abba et al. (2023), Putra et al. (2023), and Silmy et al. (2020) confirms the negative relationship between institutional ownership and earnings management. However, other studies, including those by Harahap (2021), Millenia & Jin (2021), Pramitha (2021), and Bahri & Arrosyid (2021), find no conclusive effect.

Foreign ownership defined under Law No. 25 of 2007 Article 1 Paragraph 6 as shareholding by foreign individuals, corporations, or governments—may also play a role in curbing earnings manipulation. Foreign investors generally possess advanced capabilities in financial analysis and governance, enabling them to exercise tighter control over company disclosures (Agustin & Widiatmoko, 2022). Studies by Nguyen et al. (2021), Indrawan & Cahyaningsih (2022), and Hutaauruk et al. (2022) support this claim, showing that foreign ownership is associated with enhanced transparency and reduced information asymmetry. However, divergent findings are presented by Silvera et al. (2023), Karmilah & Prastyani (2020), Saleh et al. (2023), and Agustin & Widiatmoko (2022), who observe no significant impact.

Given the prevalence of earnings management and the inconsistent findings in prior research, this study aims to investigate further the influence of managerial,

institutional, and foreign ownership on earnings management. Additionally, this research incorporates profitability as a control variable, recognizing its potential influence on earnings manipulation practices. The inclusion of control variables helps isolate the relationship between the independent and dependent variables from external effects (Sugiyono, 2019, p. 71). This study focuses on firms in the consumer non-cyclicals sector listed on the IDX during the 2021–2023 period.

METHOD

This research adopts a quantitative method with an associative design to analyze the impact of managerial, institutional, and foreign ownership on earnings management in consumer non-cyclicals companies listed on the Indonesia Stock Exchange (IDX) during the 2021–2023 period. Data were gathered through documentation techniques by reviewing annual reports and financial statements of companies selected using purposive sampling. From a total of 97 companies, only 23 met the established criteria, resulting in 69 observations across the three-year span.

Earnings management serves as the dependent variable, measured through discretionary accruals using the Modified Jones Model. The independent variables include managerial ownership, institutional ownership, and foreign ownership, while profitability—measured by Return on Assets (ROA)—is treated as a control variable. All data used in this study are secondary in nature and were sourced from the official website of the IDX and the respective websites of the selected firms (Scott, 2015; Dechow et al., 1995; Pratika & Nurhayati, 2022).

The analytical tools employed in this study comprise descriptive statistical analysis, classical assumption testing (including tests for normality, multicollinearity, heteroscedasticity, and autocorrelation), and multiple linear regression analysis using SPSS software. The coefficient of determination (R^2) is utilized to measure the model's ability to explain variations in the dependent variable, while F-tests and t-tests are used to assess the significance of the independent variables both simultaneously and individually. The overall model aims to establish causal relationships and offer valuable insights for stakeholders regarding the influence of ownership structure on earnings management practices (Ghozali, 2018; Sugiyono, 2019).

RESULTS AND DISCUSSION

Classical Assumption Test

1) Normality Test

Table 1. Normality Test Results
One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
Number of Observations		69
Normal Parameters ^{a,b}	Mean	0.000000
		0
	Std. Deviation	0.0554137
		2
	Absolute	0.056
	Positive	0.056
	Negative	-0.043
Test Statistics		0.056
Asymp. Sig(2-tailed)		0.200 ^{c,d}

Source: Processed secondary data, 2025

Based on Table 1, the Asymp. Sig. (2-tailed) value is 0.200, which is greater than the significance level of 0.05 ($0.200 > 0.05$). This value indicates that the residual value of the regression model used in this study is normally distributed.

2) Multicollinearity Test

Table 2. Multicollinearity Test Results

		Collinearity Tolerance	Statistics VIF
Model			
1	(Constant)		
	Managerial Ownership (X ₁)	0.219	4.566
	Institutional Ownership (X ₂)	0.188	5.314
	Foreign Ownership (X ₃)	0.227	4.409
	Profitability (X ₄)	0.884	1.131

Source: Processed secondary data, 2025

Based on the test results in Table 2, it can be seen that the tolerance value of all variables is more than 10% (0.1) namely managerial ownership (MAN) of 0.219, institutional ownership (INS) of 0.188, foreign ownership (FOR) of 0.227, and profitability (ROA) of 0.884. The VIF value of all variables is less than 10 namely managerial ownership (MAN) of 4.566, institutional ownership (INS) of 5.314, foreign ownership (FOR) of 4.409, and profitability (ROA) of 1.131. Based on

the test results above, it can be concluded that there is no multicollinearity between variables in the regression model.

3) Heteroscedasticity Test

Table 3. Heteroscedasticity Test Results

	Sig.
Managerial Ownership (X1)	0.416
Institutional Ownership (X2)	0.609
Foreign Ownership (X3)	0.339
Profitability (X4)	0.091

Source: Processed secondary data, 2025

Based on the heteroscedasticity test results shown in Table 3, all variables exhibit significance values greater than the 0.05 threshold—managerial ownership (MAN) at 0.416, institutional ownership (INS) at 0.609, foreign ownership (FOR) at 0.339, and profitability (ROA) at 0.091. These outcomes indicate that the regression model used in this study does not exhibit any signs of heteroscedasticity.

4) Autocorrelation Test

Table 4. Autocorrelation Test Results

Model R	R Square	Adjusted Square	RStd. Error of the Estimate	Durbin-Watson
1	0.708	0.501	0.470	0.05712
				1.872

Source: Processed secondary data, 2025

Referring to the autocorrelation test results presented in Table 4, the Durbin-Watson (DW) statistic is 1.872. This value is compared against the critical values from the Durbin-Watson table at a 5% significance level, with 69 observations ($n = 69$) and four independent variables ($k = 4$), resulting in $dL = 1.4899$, $dU = 1.7343$, and an upper bound of $4 - dU = 2.2657$. Since the DW value falls within the range of $dU < DW < (4 - dU)$, or $1.7343 < 1.872 < 2.2657$, it can be concluded that the regression model does not exhibit autocorrelation.

Multiple Linear Regression Analysis

Table 5. Results of Multiple Linear Regression Analysis

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	0.708	0.501	0.470	0.05712
8				

a. Predictors: (Constant), Managerial Ownership (X1), Institutional

Ownership (X₂), Foreign Ownership (X₃), Profitability (X₄)

Anova						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	0.210	4	0.052	16.085	0.000
	Residual	0.209	64	0.003		
	Total	0.419	68			

a. Dependent Variable: Earnings Management (DA)

b. Predictors: (Constant), Managerial Ownership (X₁), Institutional Ownership (X₂), Foreign Ownership (X₃), Profitability (X₄)

Coefficients ^a					
	Unstandardized Coefficients		Standardized Coefficients		
	B	Std. Error	Beta	t	Sig.
(Constant)	0.073	0.043		1.693	0.095
Managerial Ownership (X ₁)	-0.226	0.067	-0.633	-3.357	0.001
Institutional Ownership (X ₂)	-0.207	0.051	-0.824	-4.047	0.000
Foreign Ownership (X ₃)	-0.134	0.053	-0.466	-2.514	0.014
Profitability (X ₄)	0.860	0.111	0.728	7.755	0.000

a. Dependent Variable: Earnings Management (DA)

Source: Processed secondary data, 2025

Based on the results of the multiple linear regression analysis in Table 5, the following regression equation is obtained:

$$Y = 0.073 - 0.226X_1 - 0.207X_2 - 0.134X_3 + 0.860X_4 \quad (10)$$

This equation can be interpreted as follows:

1. Constant Value

The constant value of 0.073 indicates that if all independent variables — managerial ownership (X₁), institutional ownership (X₂), foreign ownership (X₃), and profitability (X₄) — are zero, then the value of earnings management (Y) is 0.073.

2. Managerial Ownership

The regression coefficient for managerial ownership (β_1) is -0.226, indicating that a one-unit increase in managerial ownership is associated with a 0.226 decrease in the level of earnings management, assuming all other variables remain unchanged.

3. Institutional Ownership

For institutional ownership (β_2), the coefficient is -0.207. This means that, holding other factors constant, a one-unit rise in institutional ownership corresponds to a 0.207 reduction in earnings management.

4. Foreign Ownership

The coefficient for foreign ownership (β_3) is -0.134. This suggests that a one-unit increase in foreign ownership results in a 0.134 decrease in earnings management, assuming no change in the other independent variables.

5. Profitability

The regression coefficient for profitability (β_4) stands at 0.860, signifying that a one-unit increase in profitability leads to a 0.860 increase in earnings management, *ceteris paribus*. This indicates that more profitable firms may have a stronger tendency to engage in income-influencing practices.

Coefficient of Determination (R^2) Test

The coefficient of determination (R^2) serves to evaluate how well the independent variables explain the variation in the dependent variable (Ghozali, 2018, p. 97). In this study, the Adjusted R Square is employed as a more accurate indicator of model performance, particularly appropriate for regression models involving multiple predictors, as it accounts for potential inflation of the R^2 value when additional variables are included (Utama, 2016, p. 79).

Referring to Table 5, the Adjusted R Square value is 0.470, or 47%, which implies that 47% of the variation in earnings management (Y) among consumer non-cyclicals sector companies listed on the Indonesia Stock Exchange (IDX) during the 2021–2023 period can be explained by managerial ownership (X_1), institutional ownership (X_2), foreign ownership (X_3), and profitability (X_4). The remaining 53% is influenced by other factors not included in the model. This level of explanatory power is categorized as **moderate**, indicating that the model provides a reasonably strong basis for interpreting the dependent variable.

Model Feasibility Test (F-Test)

The F-test is employed to determine the overall suitability of the regression model in explaining the collective influence of the independent variables on the dependent

variable (Ghozali, 2018, p. 98). A model is deemed appropriate or statistically fit when the significance level of the F-statistic is less than 0.05.

As shown in Table 5, the calculated F-value is 16.085 with a significance value of 0.000, which is well below the 0.05 threshold. This result confirms that managerial ownership, institutional ownership, foreign ownership, and profitability collectively exert a significant influence on earnings management. Therefore, the regression model used in this study is considered statistically valid and appropriate for further analysis (*model fit*).

Hypothesis Testing (t-Test)

The t-test is utilized to examine each research hypothesis by assessing the partial influence of individual independent variables on the dependent variable (Ghozali, 2018, p. 98). An independent variable is considered to have a statistically significant effect if its p-value is below the 0.05 threshold.

a. First Hypothesis (H1)

As presented in Table 5, managerial ownership (X_1) yields a t-statistic of -3.357 with a p-value of 0.001. Given that the significance level is below 0.05 and the regression coefficient is negative (-0.226), H1 is accepted. This result indicates that managerial ownership has a significant negative impact on earnings management.

b. Second Hypothesis (H2)

Institutional ownership (X_2) shows a t-statistic of -4.047 and a p-value of 0.000. Since the significance value is well below 0.05 and the coefficient is also negative (-0.207), H2 is accepted. This supports the conclusion that institutional ownership significantly reduces the likelihood of earnings management.

c. Third Hypothesis (H3)

Foreign ownership (X_3) reports a t-statistic of -2.514 with a p-value of 0.014. As this is less than 0.05 and the corresponding coefficient is negative (-0.134), H3 is accepted. Thus, it can be concluded that foreign ownership has a statistically significant negative effect on earnings management.

Discussion

The Influence of Managerial Ownership on Earnings Management

The first hypothesis (H1) proposes that managerial ownership has a negative influence on earnings management. The results of multiple linear regression analysis support this hypothesis. As presented in Table 5, the significance value for managerial ownership is 0.001, which is below the 0.05 threshold, indicating statistical significance. Therefore, H1 is accepted, confirming that higher levels of managerial ownership are

associated with lower tendencies toward earnings management. This suggests that when managers hold greater ownership stakes, they are less likely to manipulate financial statements, and conversely, lower ownership may increase the propensity for such practices.

The Influence of Institutional Ownership on Earnings Management

The second hypothesis (H2) posits a negative relationship between institutional ownership and earnings management. Consistent with the hypothesis, the regression analysis reveals a significance value of 0.000 for institutional ownership (see Table 5), which is well below the 5% significance level. Hence, H2 is accepted. This finding implies that firms with higher institutional ownership are less inclined to engage in earnings management, possibly due to the enhanced monitoring role played by institutional investors.

The Influence of Foreign Ownership on Earnings Management

Hypothesis three (H3) asserts that foreign ownership negatively impacts earnings management. The empirical analysis supports this claim, with the t-test showing a significance value of 0.014 for foreign ownership, which is under the 0.05 threshold (refer to Table 5). As a result, H3 is accepted, indicating that greater foreign ownership is significantly associated with reduced earnings manipulation. This could be attributed to the tighter oversight and governance practices typically introduced by foreign investors.

The Influence of Profitability as a Control Variable on Earnings Management

The analysis also evaluates the role of profitability—measured by Return on Assets (ROA)—as a control variable. The results indicate a positive and significant effect, with a t-test significance value of 0.000 and a regression coefficient of 0.860, as shown in Table 5. These findings suggest that higher profitability increases the likelihood of earnings management, while lower profitability is associated with a reduced tendency to manipulate earnings. This may occur as companies seek to sustain or enhance positive performance perceptions in the eyes of stakeholders.

CONCLUSION

1. Managerial ownership demonstrates a significant negative impact on earnings management. This finding indicates that when managers hold equity in the company, their interests become more aligned with those of shareholders, thereby fostering more reliable and transparent financial reporting.

2. Institutional ownership also shows a significant negative relationship with earnings management. Institutional investors, equipped with the capability and resources to conduct effective oversight, serve as external monitors that can curb managerial opportunism. As such, increasing institutional ownership may serve as a strategic approach to strengthening the credibility and transparency of financial disclosures.
3. Foreign ownership is found to have a significant negative effect on earnings management. The involvement of foreign investors introduces stricter governance expectations and accountability standards, which can mitigate opportunistic managerial behavior and lead to higher-quality financial reporting.
4. Profitability exhibits a significant positive influence on earnings management. Firms with higher levels of profitability often possess greater discretion to adjust reported earnings in an effort to sustain or enhance their performance image among stakeholders.

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