


## ANALYSIS OF EXPORT AND IMPORT COMPETITIVENESS OF LEADING COMMODITIES IN SOUTHEAST SULAWESI PROVINCE, 2020–2024

**Puspa Dewangga<sup>\*1</sup>, Caesar Muslim<sup>2</sup>, Dheavivi Ayu Dian Pebrian<sup>3</sup>,  
Miming Lestari<sup>4</sup>, Anggi Yovita<sup>5</sup>**

<sup>1,2,3,4,5</sup> Halu Oleo University, Kendari, Indonesia

\*Corresponding Author: [puspadewangga@uho.ac.id](mailto:puspadewangga@uho.ac.id)

<p><b>Info Article</b></p> <p>Received : 15 Oktober 2025</p> <p>Revised : 27 November 2025</p> <p>Accepted : 21 Desember 2025</p> <p>Publication : 30 Desember 2025</p> <p><b>Keywords:</b> Exports, Imports, GRDP</p> <p><b>Kata Kunci:</b> Ekspor, Impor, PDRB</p> <p><i>Licensed Under a Creative Commons Attribution 4.0 International License</i></p> 	<p><b>Abstract:</b> <i>This study analyzes the development of export and import activities of leading commodities in Southeast Sulawesi Province and their contribution to the Regional Gross Domestic Product (RGDP) during the 2020–2024 period. A quantitative descriptive method was applied using secondary data from the Central Bureau of Statistics (BPS) and the Ministry of Trade. The results show that exports are dominated by stainless steel and ferronickel, which drive the regional economy, peaking in 2022 at USD 5.26 billion. Meanwhile, imports primarily consist of industrial raw materials, such as ferro-chromium, bituminous coal, and anthracite, which serve as inputs to metal-processing industries. The contribution of exports to RGDP increased from 34.6% in 2020 to 76.2% in 2022 before declining to 53.5% in 2024. These findings highlight the need to strengthen industrial downstreaming, diversify export products, and improve trade logistics efficiency to ensure sustainable regional economic growth.</i></p> <p><b>Abstrak:</b> Penelitian ini menganalisis perkembangan ekspor dan impor komoditas unggulan Provinsi Sulawesi Tenggara serta kontribusinya terhadap Produk Domestik Regional Bruto (PDRB) selama periode 2020–2024. Metode yang digunakan adalah analisis deskriptif kuantitatif dengan data sekunder dari BPS dan Kementerian Perdagangan. Hasil penelitian menunjukkan bahwa ekspor Sulawesi Tenggara didominasi oleh stainless steel dan ferro nikel, yang menjadi penggerak utama ekonomi daerah dengan nilai tertinggi pada tahun 2022 sebesar 5,26 miliar USD. Sementara itu, impor masih didominasi oleh bahan baku industri seperti ferro-chromium, batubara bituminous, dan antrasit sebagai input bagi industri pengolahan logam. Kontribusi ekspor terhadap PDRB meningkat dari 34,6% pada tahun 2020 menjadi 76,2% pada 2022, sebelum turun menjadi 53,5% pada 2024. Hasil ini menegaskan pentingnya penguatan hilirisasi, diversifikasi ekspor, dan efisiensi logistik untuk mendukung pertumbuhan ekonomi daerah yang berkelanjutan.</p>
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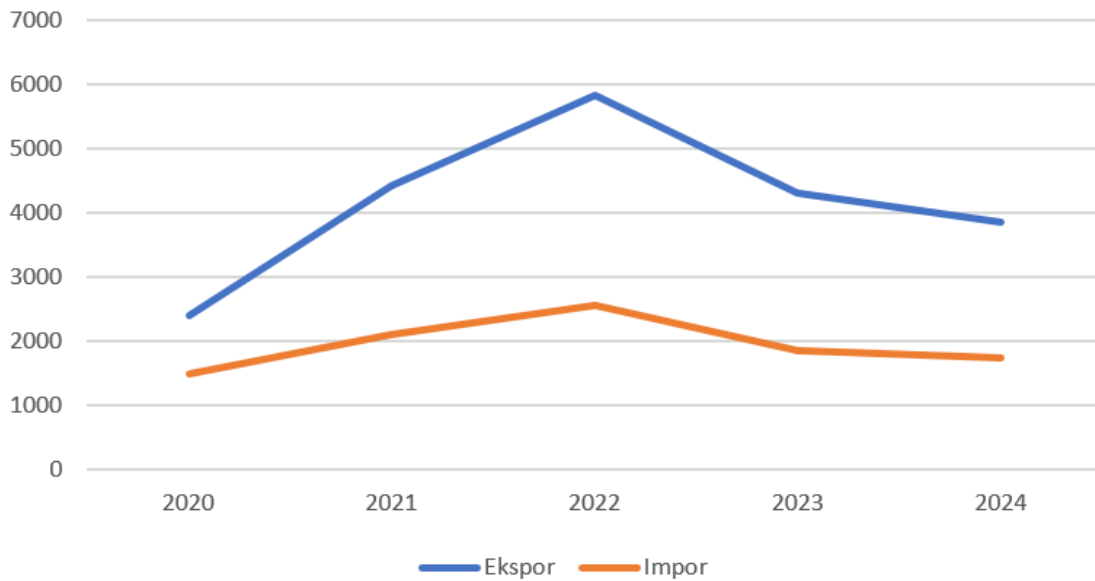
## INTRODUCTION

International trade refers to the exchange of goods and services across national borders and plays a crucial role in the global economic system by influencing economic growth, resource allocation, and regional development (Suharto, 2021). Through international trade, countries and regions can exploit comparative advantages, improve production efficiency, and expand market access. For developing regions such as Indonesia, foreign trade is particularly important as it supports industrialization, employment creation, and regional income growth.

The relationship between international trade and economic growth has been widely examined in economic literature. Endogenous growth theory emphasizes that trade openness supports long-term growth through market expansion, technological diffusion, and productivity improvement (Yusuf et al., 2023). Empirical studies generally find a positive relationship between exports and regional economic performance; for instance, Risna Dewi and Nawawi (2022) show that export dominance in North Sumatra contributed to regional growth through trade surplus creation. However, this relationship is influenced by commodity structure and external economic conditions. From a theoretical standpoint, international trade is explained by classical and modern theories, including absolute advantage, comparative advantage, factor endowment theory, and New Trade Theory. These frameworks collectively highlight that trade performance and its growth impact depend on productivity differences, factor availability, economies of scale, and market structure.

At the macroeconomic level, international trade affects economic growth through its contribution to Gross Domestic Product (GDP), where exports increase output while imports reduce it. Nonetheless, the growth impact of imports depends on their composition, as capital goods and technology imports tend to enhance productivity, whereas excessive consumer goods imports may weaken domestic industries (Fitriani, 2019). Moreover, the relationship between trade and growth is reciprocal, with economic expansion also encouraging greater trade participation (Chatterji et al., 2013).

At the regional level, Southeast Sulawesi Province is one of the regions in Indonesia whose economy is strongly supported by international trade activities, particularly exports of leading commodities such as nickel and fishery products. Foreign trade data from 2020 to 2024 indicate notable fluctuations in export and import values, reflecting the province's sensitivity to global market dynamics and commodity price movements.



Source: Indonesian Ministry of Trade, 2025 (processed)

**Figure 1 Graph of Export and Import Development in Southeast Sulawesi Province 2020-2024**

The figure shows that exports increased sharply from 2020 and peaked in 2022 before declining in 2023 and 2024, indicating a high dependence on external demand and global commodity prices. Imports also fluctuated during the same period but remained consistently lower than exports, resulting in a trade surplus. This pattern suggests that international trade plays a significant role in shaping the province's Gross Regional Domestic Product (GRDP) and overall economic stability.

Despite the extensive literature on international trade and economic growth, studies analyzing the export–import dynamics of Southeast Sulawesi's leading commodities during 2020–2024 and their implications for regional economic growth remain limited. Existing research largely focuses on national-level trade performance or earlier periods, while sub-national studies on Southeast Sulawesi are still scarce and provide only partial descriptions of trade performance, particularly for key mineral and fishery commodities (Hotsawadi & Widyastutik, 2023). Consequently, comprehensive descriptive evidence on recent export–import dynamics of these commodities amid heightened global uncertainty remains limited.

Therefore, this study aims to analyze the development of exports and imports in Southeast Sulawesi Province during 2020–2024 and to assess their role in supporting regional economic growth, thereby providing empirical evidence to support regional trade and development policy formulation.

## METHOD

This research was conducted in Southeast Sulawesi Province, selected for its abundance of natural resources particularly in mining area that offer significant potential for export **activities**. A descriptive approach was employed to provide a comprehensive overview of the development of exports and imports, as well as the contribution of leading commodities to the Regional Domestic Product (RDP) of Southeast Sulawesi Province during the 2020–2024 period.

The data used in this study are secondary, including export values, export volumes, the contribution of each leading commodity, and sectoral Gross Regional Domestic Product (GRDP) data. This data was obtained from various official sources, including the Southeast Sulawesi Central Statistics Agency (BPS), the Central BPS, the Southeast Sulawesi Provincial Industry and Trade Office, and the Ministry of Trade of the Republic of Indonesia. In addition, this study used relevant academic publications on regional exports as supporting sources to strengthen the analysis. The data collection technique used was the documentation method, which involved collecting secondary data published by official institutions and related literature. The analysis methods used in this study are:

### 1) Descriptive Analysis

Descriptive statistical analysis is employed to summarize and systematically describe collected data, offering an initial overview of the data's characteristics and patterns (Sugiyono, 2013). Utilizing descriptive statistics enables researchers to identify trends in the development of leading export and import commodities, thereby facilitating more precise, targeted analysis.

### 2) Contribution Analysis

Export activities are often used as an important indicator to assess the extent to which productive sectors contribute to the formation of regional income. The contribution of exports reflects a region's ability to generate output that has market value outside the region or abroad. Contribution analysis assesses the extent to which export activities contribute to economic outcomes (Suwali et al., 2022).

To measure the contribution of exports to the regional economy, the following formula is used:

$$\textit{The Contribution of Comodities} - i = \frac{\textit{Value of Comodity Exports}}{\textit{GRDP Southeast Sulawesi}} \times 100\% \dots\dots\dots (1)$$

## RESULTS AND DISCUSSION

During the period 2020–2024, exports of Southeast Sulawesi Province's leading commodities were dominated by products from the metal processing industry, particularly stainless steel and ferro-nickel. According to data from the Industry and Trade Office of Southeast Sulawesi Province. These two commodities consistently ranked among the top two exports from Southeast Sulawesi, both in terms of volume and export value. This dominance demonstrates the strategic role of the nickel downstream sector in driving regional export performance, particularly through processing industry activities centered in the Morosi Industrial Zone, Konawe Regency, as well as several other processing facilities in the Kolaka area and its surroundings. The following data shows the development of the volume and value of exports of these two commodities over the past five years.

**Table 1 Development of Leading Comodity Exports in Southeast Sulawesi Province 2020-2024**

Year	Volume (ton)			Value (USD)		
	Stainles Steel	Ferro Ncikel	Total	Stainless Steel	Ferro Nickel	Total
2020	749.090,02	684.465,32	1.433.555,34	1.154.365.016,17	1.063.150.958,02	2.217.515.974,19
2021	1.314.395,44	900.251,06	2.214.646,50	2.626.603.069,64	1.604.752.407,64	4.231.355.477,28
2022	1.125.479,55	1.315.200,29	2.440.679,84	2.453.296.509,55	2.804.816.672,70	5.258.113.182,25
2023	430.429,37	1.861.253,83	2.291.683,20	784.453.670,55	3.506.980.016,08	4.291.433.686,63
2024	400.959,90	2.281.870,08	2.682.829,98	634.504.125,60	3.272.118.372,91	3.906.622.498,51

Source: Disperindag Sultra, 2025 (Processed Data)

Based on Table 1, exports of stainless steel and ferro-nickel fluctuated during the 2020–2024 period. In terms of volume, total exports of both commodities increased from around 1.43 million tons in 2020 to 2.68 million tons in 2024. The significant increase occurred mainly in ferro-nickel, indicating an increase in production capacity and industrial efficiency in the nickel downstream sector.

In terms of export value, total exports of both commodities peaked in 2022 at more than USD 5.2 billion, before declining in subsequent years. This decline in demand was partly influenced by China's imposition of Anti-Dumping Duties (AD) on stainless steel products from Indonesia, which led the main export market to experience a slowdown in demand and price pressure due to allegations of dumping. In addition, China's economic slowdown in recent months and global oversupply have put pressure on nickel and stainless steel prices from Indonesia.

The Central Statistics Agency (BPS) stated that the decline in Indonesia's nickel exports in 2023 was partly due to falling demand from major export destination countries

and international price fluctuations. A report from the Ministry of Energy and Mineral Resources also confirmed changes in the export structure and downstreaming policies, including a ban on raw material exports, which affected demand dynamics and global market selling prices.

On the price side, a report from the World Bank (Commodity Markets Outlook, April 2024 edition) shows that global nickel prices rose from February to May 2024, but the average price in 2024 remains 21% lower than in 2023, driven by increased global supply rather than demand. The decline in selling prices, despite an increase in volume, has led to a drop in total export value in 2024.

During the period 2020–2024, Southeast Sulawesi Province consistently imported five main commodities: ferro-chromium, bituminous coal, unleaded motor spirit with an octane rating of  $90 \leq \text{RON} < 97$ , and anthracite. These five commodities ranked in the top five in the region's import structure over the past five years. This import pattern shows that the economy of Southeast Sulawesi remains dependent on industrial raw materials and supporting energy, particularly to support downstream nickel processing and the rapidly growing metal processing industry in this region. The following table presents data on the development of import volumes of the five main commodities of Southeast Sulawesi Province during the 2020–2024 period.

This import pattern is in line with the Heckscher–Ohlin theory in (Lubis et al., 2024), which explains that regions export goods that intensively use their abundant production factors while importing goods that rely on relatively scarce factors. In this case, Southeast Sulawesi exports resource- and capital-intensive metal products while importing energy- and technology-intensive inputs required for industrial production.

Table 2 Development of Import Volumes of Southeast Sulawesi’s Main Commodities 2020-2024 (Ton)

Year	Ferro-chromium	Bituminous Coal	Motor Spirit, Unleaded $90 \leq \text{RON} < 97$	Anthracite	Total
2020	309,134243	1.517,080711	93,543891	540,908000	2.460,666845
2021	388,591552	3484,384000	112,033322	734,727000	4.719,735874
2022	487,172503	1353,291001	370,906174	491,939000	2.703,308678
2023	139,493861	974,718000	848,010228	819,645340	2.781,867429
2024	214,437141	821,577000	841,764877	784,192180	2.661,971198

Source: BPS Sultra, 2025 (Processed Data)

Based on Table 2, the total import volume of Southeast Sulawesi's main commodities fluctuated throughout 2020–2024. The highest import volume was recorded in 2021, at around 4.7 million tons, driven by a surge in bituminous coal imports of more

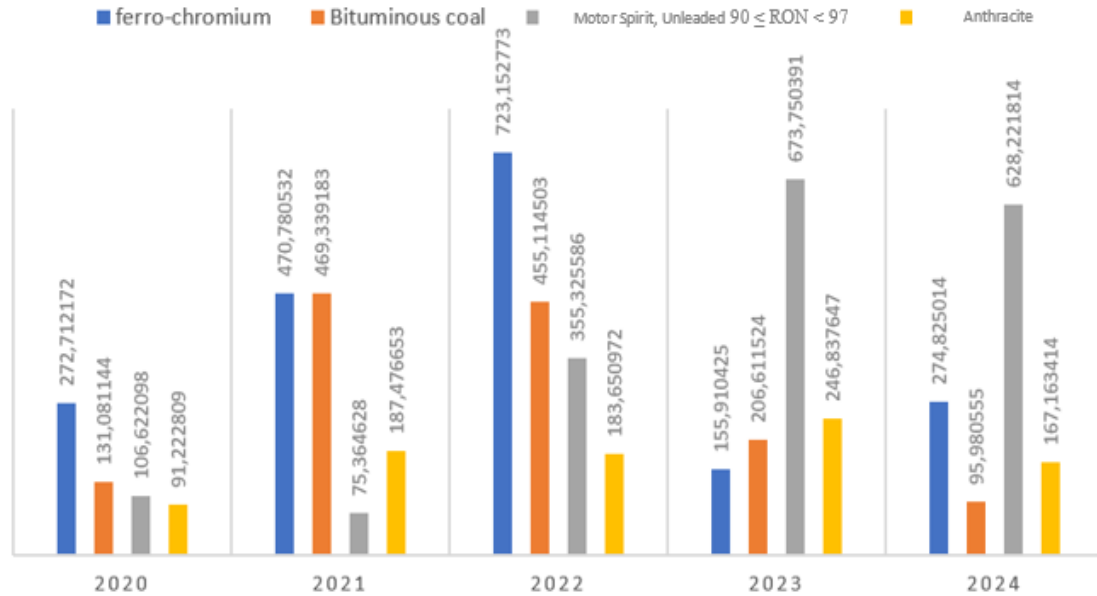
than 3.4 million tons. This indicates an increase in the energy needs of the nickel processing industry during that period. Meanwhile, ferro-chromium and anthracite commodities showed relatively stable trends, indicating continued demand for additional materials in metallurgical processes and stainless steel production. Imports of motor spirit unleaded ( $90 \leq \text{RON} < 97$ ) also showed stability, reflecting continued growth in economic and transportation activities.

Overall, this import pattern shows that the import structure of Southeast Sulawesi Province is still heavily influenced by the metal processing industry and its supporting energy sector, which play an important role in the region's leading exports, such as stainless steel and ferro-nickel. From a theoretical perspective, this import structure is consistent with the Heckscher–Ohlin theory, which explains that regions tend to import goods that intensively use production factors that are relatively scarce domestically. Although Southeast Sulawesi is rich in mineral resources, it remains relatively limited in energy supply and certain intermediate industrial inputs. Consequently, the province relies on imports of energy commodities and specialized raw materials to support its export-oriented metal processing industry. This pattern illustrates a complementary relationship between imports and exports, where imported inputs are essential for producing higher value-added export goods.

To strengthen understanding of these dynamics, in addition to volume, it is also necessary to review the development of import values for each major commodity. Import values reflect the magnitude of economic transactions and can indicate changes in global prices and the intensity of domestic industrial demand.

Based on the graph above, the import value of the five main commodities fluctuated sharply during the 2020–2024 period. The highest increase occurred in 2022, when the import value of ferro-chromium reached around USD 724 million, followed by bituminous coal and motor spirit unleaded ( $90 \leq \text{RON} < 97$ ). This surge coincided with increased industrial metal production activity and rising global energy prices.

In the following years, import values declined, especially in 2023, in line with market price adjustments and increased domestic energy production capacity. However, the import value of motor spirit unleaded ( $90 \leq \text{RON} < 97$ ) remained relatively stable, indicating that energy consumption in the transportation sector remained high.



Source : BPS Sultra, 2025 (Processed Data)

**Figure 2 Graph of The Development of the Import Value of Major Commodities in Southeast Sulawesi 2020-2024**

Overall, this data shows that Southeast Sulawesi's import structure is still dominated by energy commodities and industrial raw materials, which are closely related to the region's leading exports, such as stainless steel and ferro-nickel. This pattern illustrates the interconnection between import and export activities in supporting the growth of the province's manufacturing sector.

This interconnection shows that industrial sector growth in Southeast Sulawesi operates within a complementary trade ecosystem. Imports of raw materials and energy serve as key inputs to the production process, while exports are the end products that add value to the regional economy. Thus, the success of the export sector cannot be separated from the availability of raw materials and imported energy.

To determine the extent to which export activities contribute significantly to regional economic performance, an analysis was conducted on the contribution of leading commodity exports to the Gross Regional Domestic Product (GRDP). This analysis shows that export activities play a strategic role in shaping Southeast Sulawesi's economic output.

The results in Table 3 show that the contribution of stainless steel and ferro nickel exports to GRDP continued to increase at the beginning of the study period, from 34.6% in 2020 to a peak of 76.2% in 2022, before gradually declining to 53.5% in 2024. This increase reflects the increasingly strong role of the metal processing industry in driving

regional economic activity, while the decline at the end of the period indicates an adjustment to global commodity price fluctuations.

**Table 3 Contribution of Leading Commodities to the GRDP of Southeast Sulawesi 2020-2024**

Year	Stainless Steel (Juta USD)	Ferro Nickel (Juta USD)	GRDP (Juta USD)	Contribution of Stainless Steel (%)	Contribution Ferro Ncikel (%)	Total Contribution of Leading Commodity Exports (%)
2020	1.154,37	1.063,15	6.409	18,01	16,59	34,60
2021	2.626,60	1.604,75	6.798,60	38,63	23,60	62,24
2022	2.453,30	2.804,82	6.898,50	35,56	40,66	76,22
2023	784,45	3.506,98	7.099,80	11,05	49,40	60,44
2024	634,50	3.272,12	7.307,00	8,68	44,78	53,46

Source : Processed Data

In addition, the analysis also shows a shift in the export structure. At the beginning of the period, stainless steel contributed more to the GRDP, but since 2022, the dominant role has shifted to ferro-nickel, which accounts for more than 40% of the region's total exports. This shift reflects the transformation of the regional industrial structure, which is increasingly oriented towards nickel-based intermediate material production, a core of the national mineral downstreaming policy.

Thus, the link between import activities as a provider of production inputs and exports as a source of economic added value shows that the metal processing industry is the main driver of Southeast Sulawesi's economy. This pattern also confirms that the sustainability of regional economic growth is highly dependent on the performance of the export sector and the stability of industrial raw material supplies, most of which are obtained from imports.

From a theoretical standpoint, this pattern is consistent with export-led growth theory, which argues that export expansion acts as a catalyst for economic growth by enlarging market access, increasing production scale, and generating foreign exchange that supports further investment (Lim, 2014) The strong contribution of metal-based exports demonstrates that Southeast Sulawesi's economic growth during this period was largely driven by export-oriented industrial activities, particularly in nickel downstream processing, which is in line with recent evidence that Indonesia's nickel downstreaming strategy has boosted exports of processed nickel products and reinforced an export-based industrial growth path

Based on the analysis, the Southeast Sulawesi Provincial Government needs to prepare strategic policies aimed at sustainable export-based economic growth and

improved import efficiency. Southeast Sulawesi has the largest nickel reserves in Indonesia, but their utilization has not been optimal because most of them are exported in raw form, resulting in relatively low economic added value. Therefore, the main step is to strengthen the downstreaming policy for the metal industry so that the economic added value from natural resources increases, for example, through fiscal incentives and licensing facilities in the Morosi and Kolaka industrial areas.

The findings of this study are consistent with David Ricardo's theory in Sifa et al., 2025 of comparative advantage, which holds that a region will reap economic benefits if it exports goods with a lower opportunity cost than other regions. In Southeast Sulawesi, this advantage lies in its abundant nickel mineral resources and relatively low production costs. Meanwhile, the study's results also support the Heckscher-Ohlin theory, which holds that trade patterns are determined by the abundance of production factors. Southeast Sulawesi exports capital- and natural resource-intensive goods such as stainless steel and ferro nickel, and imports technology- and energy-intensive goods such as ferro-chromium and bituminous coal. This shows that the region's international trade aligns with the characteristics of its production factors, with exports and imports complementing each other in the metal industry production system.

Furthermore, the relationship between exports, imports, and regional economic growth can also be explained by the Harrod-Domar economic growth theory. This theory asserts that investment and exports play a dual role in increasing aggregate demand while expanding long-term production capacity. In this study, an increase in exports of leading commodities has been shown to significantly contribute to GRDP, reflecting the multiplier effect of foreign trade on the regional economy. Thus, exports based on the metal processing industry not only increase regional income but also accelerate capital accumulation, expand employment, and encourage the structural transformation of the Southeast Sulawesi economy towards a more productive and sustainable industrial base.

Given the analysis's results, which show a close relationship among exports, imports, and regional economic growth, policy directions are needed that focus not only on increasing trade volume but also on strengthening the regional economic structure. Efforts to develop the metal processing industry need to be accompanied by strategies to build other productive sectors with sustainable export potential. This approach will broaden sources of economic growth and reduce vulnerability to global commodity price volatility, while promoting a more balanced and resilient economic structure in Southeast Sulawesi.

Product diversification is also needed, particularly by encouraging the development of the fisheries, agriculture, and natural asphalt sectors to expand the regional economic base and reduce the risk of dependence on the mining sector, whose market prices are highly volatile. Strengthening logistics and energy infrastructure, ports, cold storage, and industrial roads is also needed to reduce distribution costs and increase export competitiveness.

To reduce dependence on imported raw materials, import-substitution policies can be pursued by increasing domestic production capacity and by fostering synergies between energy and raw-materials regions. Enhancing public-private partnerships, digitizing trade, and providing export training for MSMEs are also important to enable local MSMEs to penetrate global markets (Azaria & Fauziah, 2023).

Finally, cross-sector coordination between the central and regional governments is very important so that trade, investment, and industrial policies run in sync, thereby driving inclusive and sustainable economic growth in Southeast Sulawesi.

## CONCLUSION

Based on the results of the research on the *Analysis of the Development of Export and Import of Leading Commodities in Southeast Sulawesi Province 2020–2024*, several conclusions can be drawn as follows:

1. During the 2020–2024 period, export activities in Southeast Sulawesi Province showed a fluctuating trend, with the highest achievement recorded in 2022. The province's exports were dominated by processed metal industry commodities, namely stainless steel and ferronickel, which played a major role in supporting the regional economy. This condition reflects the success of the mineral downstreaming program, which has driven the increase in the added value of mining commodities at the regional level.
2. Import activities also experienced fluctuations, dominated by five main commodities: ferro-chromium, bituminous coal, unleaded gasoline (RON 90–97), anthracite, and ferro-silicon. This import structure indicates a strong dependence on industrial raw materials and supporting energy sources, particularly for the metal processing and transportation sectors.
3. The results of the contribution analysis show that exports of leading commodities made a very significant contribution to the Gross Regional Domestic Product (GRDP) of Southeast Sulawesi, increasing from 34.6% in 2020 to 76.2% in 2022, before

adjusting to 53.5% in 2024. This indicates that international trade, particularly export-driven downstream processing, is the main engine of regional economic growth.

4. Overall, this study's results demonstrate that the economic development of Southeast Sulawesi Province is strongly supported by the foreign trade sector, particularly through the export of natural resource-based commodities. Therefore, strengthening the processing industry, diversifying commodities, and enhancing competitiveness are key to ensuring the sustainability of regional economic growth in the future.

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