

ABSTRACT

This study aims to analyze the factors influencing exports of HS 090111 coffee, or Indonesian raw coffee beans, to ten export destination countries. During the 2011-2023 period, the volume of Indonesian raw coffee bean exports to destination countries continued to show a downward trend. This condition indicates the instability of Indonesia's raw coffee bean export performance in the international market.

This study was conducted using secondary data, a panel data set covering the period 2011-2023. The analysis method used Generalized Least Squares (GLS) to analyze the influence of Indonesian GDP, export destination country GDP, economic distance, Indonesian raw coffee bean export price, destination country exchange rate against the US dollar, duty-free tariff line share, and RCA on the volume of Indonesian raw coffee bean exports to destination countries.

The findings of this study indicate that the variables of destination country GDP, duty-free tariff line share, and RCA have a positive and significant effect on the volume of Indonesian raw coffee bean exports to destination countries. The export price of Indonesian raw coffee beans has a negative and significant effect on the volume of Indonesian raw coffee bean exports to destination countries.

Keywords: *Export volume, raw coffee beans, Generalized Least Square (GLS), gravity model, comparative advantage.*

