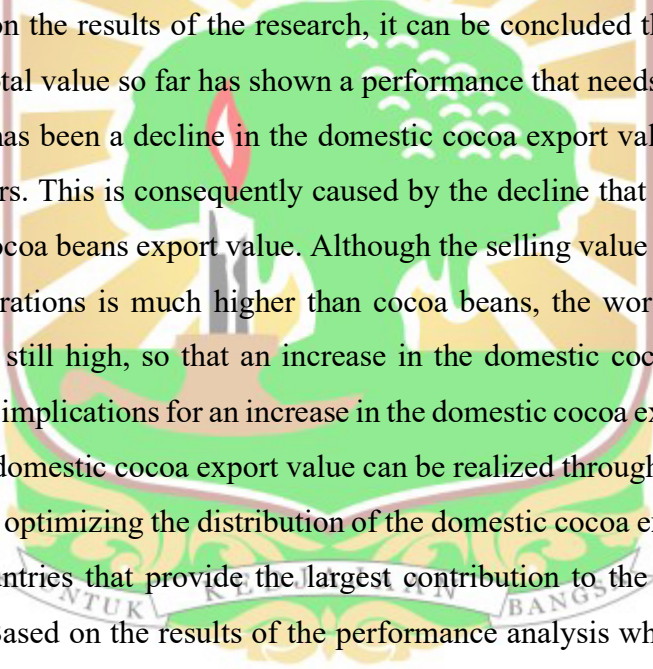


## CHAPTER VI

### CONCLUSIONS

This chapter contains conclusions based on the analysis results obtained from this research, as well as suggestions that can be given to various parties such as future researchers and related stakeholders.

#### 6.1 Conclusions



Based on the results of the research, it can be concluded that the domestic cocoa export total value so far has shown a performance that needs to be improved because there has been a decline in the domestic cocoa export value by 27% over the last ten years. This is consequently caused by the decline that also occurred in the domestic cocoa beans export value. Although the selling value and added value of cocoa preparations is much higher than cocoa beans, the world's demand for cocoa beans is still high, so that an increase in the domestic cocoa beans export value will have implications for an increase in the domestic cocoa export total value. Increasing the domestic cocoa export value can be realized through various efforts, one of which is optimizing the distribution of the domestic cocoa export supplies to destination countries that provide the largest contribution to the domestic cocoa export value. Based on the results of the performance analysis which refers to the aspect of the average distribution, the recommended country is the United States.

The domestic cocoa export value is one of the biggest contributors in increasing the country's foreign exchange reserves, especially from the estate crops sector, so it is important to consider the factors that affect the domestic cocoa export value for making certain decisions or policies related to the domestic cocoa export. Based on the result of the research, it is known that the factors that positively and significantly affect the domestic cocoa export value are: Indonesia's cocoa export volume and cocoa world prices. Therefore, it is very important to consider these

two factors in making decisions or policies related to efforts in order to increase the domestic cocoa export value.

In addition, the results of the prospect analysis conducted regarding the domestic cocoa export value shows that the downward trend will continue until 2022. Based on the reviews in the previous chapter, the recommendation for the government is to carry out an in-depth study which is then followed by follow-up actions regarding cocoa land utilization to increase the Indonesia's cocoa export value. In the end, the results of performance analysis, factor analysis, and prospect analysis on the domestic cocoa export value in this research are expected to provide consideration and suggestion for relevant stakeholders in formulating strategic and effective planning, especially in making data-driven decisions related to efforts to increase the domestic cocoa export value.

## 6.2 Suggestions

The suggestions given based on the results of this research are:

1. The prediction of the domestic cocoa export value in 2021–2022 that is resulted shows a downward trend, it is hoped that the government can take the results of this research into consideration for formulating strategic and effective steps in an effort to increase the domestic cocoa export value.
2. This research was not carried out until the final stage of the business analytic approach. In addition, the training parameters used still do not cover all the ideal parameters to obtain a model with the best accuracy results. Future researchers are expected to complete the research to the final stage of the data analytic approach and use several significant parameters that have not been used in this research.