THE INFLUENCE OF PECEIVED QUALITY AND BRAND IMAGE ON REPURCHASE INTENTION THROUGH BRAND LOYALTY (CASE STUDY OF BANGO SOY SAUCE CONSUMERS IN SURABAYA CITY)

THESIS



By: <u>SEFTIA TRIWULAN DARI</u> NPM: 21024010139

AGRIBUSINESS STUDY PROGRAM FACULTY OF AGRICULTURE UNIVERSITAS PEMBANGUNAN NASIONAL "VETERAN" JAWA TIMUR SURABAYA 2025

THE INFLUENCE OF PERCEIVED QUALITY AND BRAND IMAGE ON REPURCHASE INTENTION THROUGH BRAND LOYALTY (CASE STUDY OF BANGO SOY SAUCE CONSUMERS IN SURABAYA CITY)

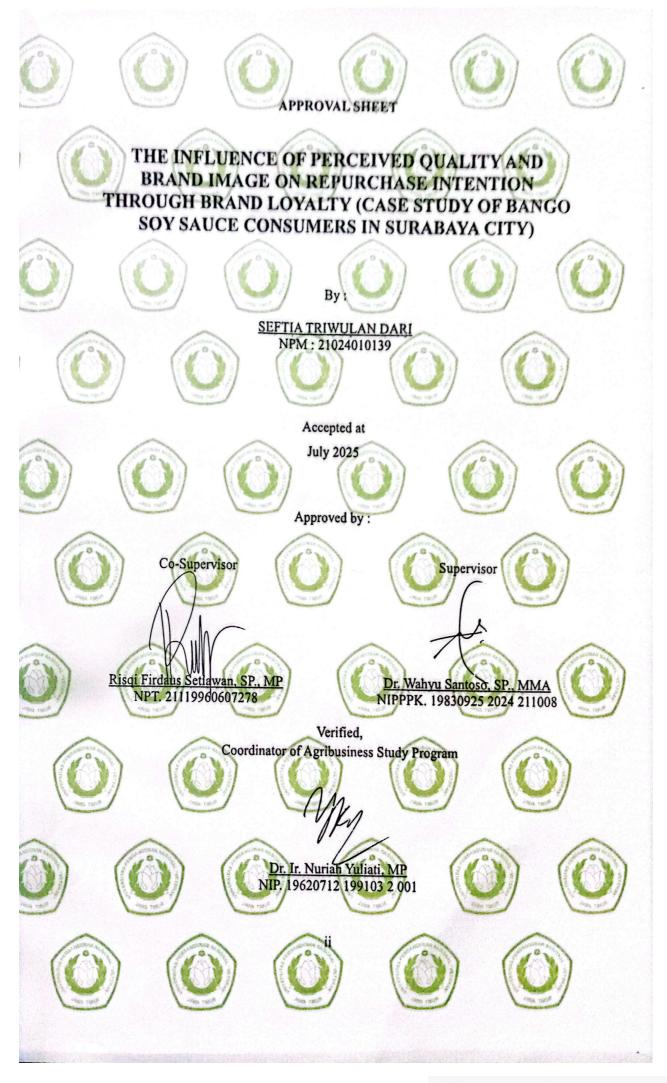
THESIS

Submitted to Partially Fulfill the Requirements for a Bachelor of Agriculture Degree in Agribusiness Study Program



By: <u>SEFTIA TRIWULAN DARI</u> NPM: 21024010139

AGRIBUSINESS STUDY PROGRAM FACULTY OF AGRICULTURE UNIVERSITAS PEMBANGUNAN NASIONAL "VETERAN" JAWA TIMUR SURABAYA 2025





PLAGIARISM-FREE STATEMENT LETTER

I, the undersigned :

Name : Seftia Triwulan Dari

NPM : 21024010139

Program : Bachelor (S1)

Faculty : Agriculture

I declare that this scientific document, Final Project/Thesis, doesn't have any parts from other scientific projects that was submitted to get an academic degree at a Higher Education institution, and also doesn't have any projects or opinions that were written or published by other people/institutions, except for ones that are cited in this document and mentioned in full in the references.

I declare that this scientific document is free from any elements of plagiarism. Should any indications of plagiarism be found in this thesis in the future, I am willing to accept sanctions in accordance with applicable laws and regulations.

This statement is made sincerely without any coercion from anyone and is intended to be used appropriately.





ACKNOWLEDGEMENT

Praise to Allah SWT, for providing all the grace and gifts so that the author can complete the thesis titled The Influence of Perceived Quality and Brand Image on Repurchase Intention through Brand Loyalty (Case Study of Bango Soy Sauce Consumers in Surabaya City). This thesis is one of the academic requirements in the complete Strata-1 (S1) Agribusiness study program, Faculty of Agriculture, Universitas Pembangunan Nasional "Veteran" Jawa Timur.

In the process of completing this thesis, the author faced various challenges and problems. However, the guidance, support, and assistance from various parties, both directly and indirectly, this thesis can be completed. Therefore, on this occasion, the author would like to express his deepest respect and gratitude to all those who have helped and supported the completion of this thesis. This special thanks are extended to:

- Prof. Dr. Ir. Wanti Mindari, MP. as the Dean of the Faculty of Agriculture, Universitas Pembangunan Nasional "Veteran" Jawa Timur.
- Prof. Dr. Ir. Syarif Imam Hidayat, MM. as the Head of Agribusiness Study Program, Universitas Pembangunan Nasional "Veteran" Jawa Timur.
- Dr. Ir. Nuriah Yuliati, MP. as the Coordinator of Agribusiness Study Program, Universitas Pembangunan Nasional "Veteran" Jawa Timur.
- 4. Dr. Wahyu Santoso, SP., MMA. as the supervisor with patience, sincerity, and dedication has guided the author in the process of completed this thesis. The author expresses his deepest gratitude for all the time, attention, and knowledge that has been given. Not only guided academically, but always

gave encouragement and motivation when the author felt doubtful and tired. Dr. Wahyu Santoso, SP, MMA is a very good supervisor, so that the author is very grateful to be one of his thesis students.

- 5. Risqi Firdaus Setiawan, SP., MP. as the co-supervisor that has patiently provided guidance, direction, and valuable input from the beginning to the completion of the preparation in this thesis.
- 6. My dearest mother Sunarti and my beloved late father Sumarno, thank you for all your prayers, affection, sacrifice, and endless support. Even though Father has passed away, the love and enthusiasm that he passed on has always been the greatest strength in every step of the author. Mother is a wonderful figure that is a source of strength and enthusiasm in the author's life.
- 7. Sister Susanti, always faithfully supporting and being a place to share stories in happiness and sadness. Thank you for the support, encouragement, and attention that has been given so far.
- The author's nephew and niece, Raffa Zidan Wardhana and Salsabilla Zihan Wardhani. Thank you for entertaining when the author is stressed.
- 9. The author's best friends, Bella, Zahrina, Intan, Ella, Hana, Lely, Alifah, David, Afif, and all friends that can't be mentioned one by one. Thank you for the friendship, motivation, excitement, and support at every step of this university journey.
- 10. All other parties that have helped both during the study and writing of the thesis that cannot be mentioned one by one.
- 11. Last but not least, thanks to me for struggling through various challenges, doubts, tired, and pressure during the study process and the completion of this

thesis. Thank you for keeping afloat, never giving up, and keep going even though it's not always easy. May this process be a reminder that every effort and tear that has ever fallen has meaning, and that the author deserves to be proud of this achievement.

The author realizes that this thesis is still far from perfect, therefore constructive criticism and suggestions are highly expected for future improvements. Hopefully this thesis can be useful and make a positive contribution to the development of the knowledge.

Finally, the author would like to thank you and hopefully Allah SWT will always bless us all with mercy and grace. Aamiin.

Surabaya, 14 July 2025

Author

THE INFLUENCE OF PERCEIVED QUALITY AND BRAND IMAGE ON REPURCHASE INTENTION THROUGH BRAND LOYALTY (Case Study of Bango Soy Sauce Consumers in Surabaya City)

Seftia Triwulan Dari, Wahyu Santoso, Risqi Firdaus Setiawan

ABSTRACT

Bango soy sauce is one of the popular brands that ranks first in the Top Brand Award, but has a decline in the Top Brand Index value starting in 2021, and this indicates a decline in consumer repurchase interest. This decline is related to the perception of quality and the weak brand image of Bango soy sauce. Therefore, this research was conduct with the aim of being able to explore the influence of perceived quality and brand image on repurchase intention with strength through the mediation of brand loyalty for consumers of Bango soy sauce products in Surabaya City. Surabaya City was purposively selected as the research location, with a focus on modern retail. The accidental sampling method was a method of sample determination, with a total sample size of 100 respondents obtained from the Cochran formula. Partial Least Square-based Structural Equation Modeling (PLS-SEM) is a data analysis through SmartPLS 4.0 software. The analysis results show that perceived quality and brand image have a role in influencing brand loyalty positively and significantly. In addition, perceived quality and brand loyalty have a positive and significant influence on repurchase intention, but brand image has no significant effect. Furthermore, brand loyalty successfully mediates the relationship between perceived quality and brand image on repurchase intention positively and significantly.

Keywords: Perceived Quality, Brand Image, Repurchase Intention, Brand Loyalty

TABLE OF CONTENTS

Page

APPROVAL SHEET		
PLAGIARISM-FREE STATEMENT LETTER		
ACKNOWLEDGEMENT	v	
ABSTRACT	viii	
TABLE OF CONTENTS		
LIST OF TABLE		
LIST OF FIGURE	xiii	
LIST OF APPENDIX	xiv	
I. INTRODUCTION	1	
1.1 Background	1	
1.2 Problem Formulation	10	
1.3 Research Purposes	10	
1.4 Research Implication	11	
II. LITERATURE REVIEW	12	
2.1 Previous Research	12	
2.2 Theoretical Concept	18	
2.2.1 Perceived Quality	18	
2.2.1.1 Definition of Perceived Quality	18	
2.2.1.2 Perceived Quality Indicators	19	
2.2.2 Brand Image	20	
2.2.2.1 Definition of Brand Image	20	
2.2.2.2 Brand Image Indicators	22	

2.2.3 Repurchase Intention	23
2.2.3.1 Definition of Repurchase Intention	23
2.2.3.2 Repurchase Intention Indicators	24
2.2.4 Brand Loyalty	25
2.2.4.1 Definition of Brand Loyalty	25
2.2.4.2 Brand Loyalty Indicators	26
2.2.5 Sweet Soy Sauce	28
2.3 Conceptual Framework and Hypothesis	29
2.3.1 Conceptual Framework	29
2.3.2 Hypothesis	34
III. RESEARCH METHOD	36
3.1 Place and Time of Research	36
3.2 Location Method	36
3.3 Population and Sampling Research	37
3.4 Data Collection Method	39
3.5 Data Analysis Method	39
3.5.1 Descriptive Analysis	40
3.5.2 PLS-SEM Analysis	41
3.6 Operational Definition and Measurement of Variables	51
IV. RESULTS AND DISCUSSION	56
4.1 Company Overview	56
4.2 Description of Respondent Characteristics	58
4.2.1 Respondents Based on Gender	59
4.2.2 Respondents Based on Age	60

		4.2.3	Respondents Based on Education Level	61
		4.2.4	Respondents Based on Occupation	62
		4.2.5	Respondents Based on Monthly Income	63
		4.2.6	Respondents Based on Purchase Frequency	64
	4.3	Desci	ription of Respondents' Assessment of Variables	65
		4.3.1	Perceived Quality Variable	67
		4.3.2	Brand Image Variable	70
		4.3.3	Brand Loyalty Variable	73
		4.3.4	Repurchase Intention Variable	76
	4.4	PLS-	SEM Analysis Results	79
		4.4.1	Evaluation of the Measurement Model (Outer Model)	80
			4.4.1.1 Convergent Validity Test	80
			4.4.1.2 Discriminant Validity Test	85
			4.4.1.3 Reliability Test	87
		4.4.2	Structural Model Evaluation (Inner Model)	88
			4.4.2.1 Coefficient of Determination Test (R-Square)	88
			4.4.2.2 Predictive Relevance (Q2) Test	90
			4.4.2.3 Path Coefficient Test (Hypothesis Test)	92
		4.4.3	Mediation Test	98
			4.4.4 Overall Model Evaluation (Goodness of Fit)	100
V.	COl	NCLU	SION AND SUGGESTION	102
	5.1	Conc	lusion	102
	5.2	Sugg	estion	103
RE	FER	ENCE	S	105
AP	PEN	DIX		115

LIST OF TABLE

No.	Title	Page
1.1	Average Soy Sauce Consumption in Indonesia 2019-2023	2
3.1	Operational Variable	53
4.1	Characteristics of Respondents Based on Gender	59
4.2	Characteristics of Respondents Based on Age	60
4.3	Characteristics of Respondents Based on Education Level	61
4.4	Characteristics of Respondents Based on Occupation	62
4.5	Characteristics of Respondents Based on Monthly Income	63
4.6	Characteristics of Respondents Based on Purchase Frequency	65
4.7	Class Interval Value	66
4.8	Results of Respondents' Assessment of Perceived Quality Variable	67
4.9	Results of Respondents' Assessment of Brand Image Variable	70
4.10	Results of Respondents' Assessments of Brand Loyalty Variable	73
4.11	Results of Respondents' Assessments of Repurchase Intention Variable	77
4.12	Outer Loading Value	81
4.13	Average Variance Extracted (AVE) Value	84
4.14	Cross Loading Value	85
4.15	Cronbach's Alpha and Composite Reliability Value	87
4.16	R-Square Value	89
4.17	Q ² Value with Bilndfolding Procedure	91
4.18	Hypothesis Test Value	93
4.19	Specific Indirect Effect Value	98

LIST OF FIGURE

No.	Title	Page
1.1	Comparison of Sweet Soy Sauce Brands in Indonesia 2014-2024	4
2.1	Conceptual Famework	33
3.1	Data Analysis Stages	43
3.2	Inner Model Conceptualization	44
3.3	Reflective Model of Perceived Quality Variable	45
3.4	Reflective Model of Brand Image Variable	45
3.5	Reflective Model of Brand Loyalty Variable	46
3.6	Reflective Model of Repurchase Intention Variable	46
4.1	Benteng Tjap Bango Soy Sauce	56
4.2	Bango Soy Sauce	57
4.3	Initial Path Model Diagram	80
4.4	Final Path Model Diagram	92

LIST OF APPENDIX

No.	Title	Page
1.	Research Questionnaire	115
2.	Questionnaire Data Tabulation	121
3.	Outer Loading	123
4.	Convergent Validity and Relialibility	124
5.	Cross Loading	124
6.	Determination Coefficient	125
7.	Predictive Relevance	125
8.	Hypothesis Test	125
9.	Specific Indirect Effect	125
10.	Initial Path Model Diagram	126
11.	Final Path Model Diagram	126