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The Role of E-Wom, Brand Image, Brand Experience, and Brand Trust in Shaping Repurchase Intention on Healthy Instant Noodle Products

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ABSTRACT

This study aims to determine the effect of electronic word of mouth, brand image, brand experience, and brand trust on repurchase intention on healthy instant noodle products. The research method used in this research is quantitative method by distributing questionnaires. Sampling using purposive sampling technique by obtaining 341 respondents as samples. The population in this study are consumers of healthy instant noodle products who live in the DKI Jakarta area and have consumed at least one healthy instant noodle product in the last six months. This research was processed using SPSS version 26.0 software and SEM (Structural Equation Model) through AMOS to analyze and generate data from this study. The results of this study indicate that: First, electronic word of mouth, brand image, brand experience have a positive and significant influence on brand trust. Second, electronic word of mouth, brand image, brand experience, and brand trust have a positive and significant influence on repurchase intention.

Repurchase Intention, Brand Trust, Brand Experience, Brand Image, Electronic Word of Mouth, Green Products, Healthy Instant Noodle.

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INTRODUCTION

The Covid-19 pandemic, which began in 2020, has had significant impacts on people's lives, both in terms of health and social aspects. According to data from BBC News Indonesia (2020), the number of confirmed Covid-19 cases in Indonesia has surpassed five hundred thousand since the first case was identified. Although the pandemic has presented many challenges, it has also led to positive changes, one of which is the increased public awareness of the importance of maintaining health and adopting a healthier lifestyle (Pandey et al., 2023). A survey conducted by Herbalife International (2023) found that people in the Asia Pacific region, including Indonesia, have shown a heightened awareness of the importance of body health after the pandemic. The survey

revealed that 92% of Indonesians have become more concerned with healthy lifestyles, as reflected in changes to their eating habits and physical activities.

This phenomenon is also reflected in the achievement of DKI Jakarta, which managed to rank among the top 20 healthiest cities in the world, surpassing major cities like Paris and Milan (Lenstore, 2021). One of the indicators of this success is the low obesity rate, which reflects the public's awareness of the importance of maintaining a healthy diet. In line with this, Fadli (2023) stated that the consumption of healthy and balanced food plays a crucial role in supporting optimal daily activities. The food consumed must meet high nutritional standards and be free from harmful contaminants (Prodia OHI, 2023).

In an effort to choose healthy food, Indonesians are increasingly discerning in considering various factors, such as freshness and the use of natural ingredients. A survey by Statista.com (2024) showed that 78% of consumers choose food based on freshness, while 66% prioritize the use of natural ingredients in the products they consume. However, despite the trend toward healthier eating, challenges remain. A survey by Populix (2022) revealed that 27% of respondents found it difficult to prepare healthy meals at home due to time constraints. As a result, convenient instant food options have become increasingly popular.

Instant noodles are one of the most popular food products in Indonesia, known for their ease of preparation and affordable price. According to data from Databoks (2023), Indomie is the most consumed instant noodle brand in Indonesia. However, the high consumption of instant noodles, which contain high levels of sodium, can negatively impact health if consumed excessively. As an alternative, healthy instant noodles have begun to emerge in the market, with brands like Lemonilo offering healthier and safer options without sacrificing taste (Muhiban and Nugraha, 2023).

To compete in this competitive market, companies need to understand consumer preference trends, particularly in terms of repeat purchases. Tian et al. (2022) emphasize the importance of understanding consumer behavior to improve loyalty and sales. Repurchase intention can be influenced by brand trust, which refers to the confidence consumers have in a product offered by a brand, reflecting its credibility and competence in meeting expectations and delivering promised claims (Zhang et al., 2020). When a consumer has established trust in a brand, they are more likely to repurchase products from that brand (Hidayati et al., 2021; Lasputra et al., 2024).

The relationship between brand trust and repeat purchase intention is also influenced by other consumer behavior factors, such as E-WOM, brand image,

and brand experience. Chetioui et al. (2020) described electronic word of mouth as consumer opinions shared on digital platforms. Ezzat et al. (2022) explain that E-WOM circulating in the digital world can serve as additional, more reliable information about a product or service, complementing the information provided by the brand itself. Maintaining the quality of E-WOM is crucial for sustaining trust in the brand (Sari et al., 2021).

Image is formed from a consumer's perception of a brand, encompassing various characteristics related to the brand's products, such as the brand name, logo, color, visuals, and slogan (Suhud et al., 2022). Consumers will perceive that the brand can deliver values aligned with their expectations, which can positively impact building brand trust (Benhardy et al., 2020). Tian et al. (2022) further stated that brand image can encourage consumers to trust the brand.

Consumers will also feel more secure if they have previously used the products or services offered by a brand. Akoglu and Özbek (2022) define brand experience as a consumer's subjective perception, reflecting responses and behaviors that arise during interactions with various aspects such as visuals, messaging, packaging, and the identity of a specific brand. Narimane and Lahcen (2021) explain that it is crucial for companies to measure how well they can provide an experience to consumers in order to build strong brand trust.

However, despite much discussion about the impact of consumer behavior on repeat purchase intentions, little attention has been given to healthy instant noodles in this context. Therefore, this study aims to analyze the influence of electronic word of mouth (E-WOM), brand image, and brand experience on brand trust, and its impact on the intention to repurchase healthy instant noodles. This research is relevant to one of the Sustainable Development Goals (SDGs), which promotes sustainable consumption and production patterns. By understanding the factors that influence brand trust and repurchase intentions, companies can develop more effective marketing strategies to face the challenges in the healthy instant noodle market.

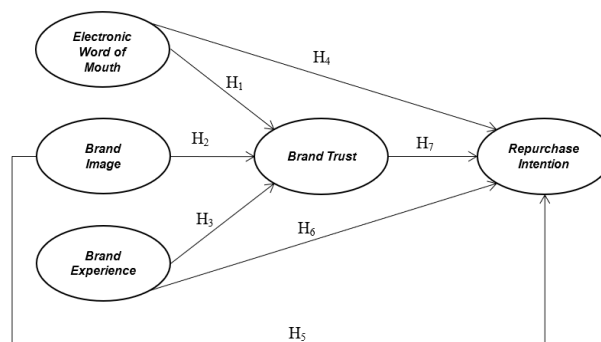


Figure 1. Research Model

Source: Processed by Researchers (2024)

RESEARCH METHOD

This research employs a quantitative method for data collection and uses statistical analysis to examine the patterns and relationships among variables, providing a more measurable discussion. The study will be conducted over a period of five months, from October 2024 to February 2025, in the DKI Jakarta area. According to Hair et al. (2022), the minimum sample size for Structural Equation Modelling (SEM) analysis should be at least 200 respondents. However, to ensure the sample size is sufficiently representative, the minimum sample can be determined by multiplying the number of indicators by 5 to 10. Therefore, the researcher will use a sample of 250 respondents to represent a large portion of the population. The required characteristics for the sample include: (a) respondents who have purchased and consumed healthy instant noodle products at least once in the past six months, and (b) those residing in the DKI Jakarta area. For data collection, the researcher will gather primary data through a questionnaire distributed to 250 consumers of healthy instant noodle products in DKI Jakarta. The primary data from this survey will be used to analyze and test the variables in the study. Data analysis will be conducted using Structural Equation Modelling (SEM) techniques, processed with SPSS version 26.0 to test validity and reliability, and AMOS for Confirmatory Factor Analysis (CFA) and hypothesis testing.

RESULT AND DISCUSSION

Respondents Experience Information and Characteristics

Table 1.

Respondents Experience Information			
	Total	Percentage	
Product Brand	Lemonilo	282	82,7%
	Tropicana Slim	151	44,3%
	DAAI	31	9,1%
	Ladang Lima	44	12,9%
	Javara	39	11,4%
	Ashitaki	84	24,6%
	Sundoro	18	5,3%
	Fit Mee	105	30,8%
	MieMu	45	13,2%
	Organic Center	10	2,9%
	Etc	2	0,6%
Total	341	100%	
Duration of Product Use	< 3 Months	81	23,8%
	3 - 6 Months	116	34%
	6 Months - 1 Year	49	19,4%
	> 1 Year	59	22,9%

	Total	341	100%
Total Product Purchase	1 Time	23	6,7%
	2 Time	66	19,4%
	3 Time	96	28,2%
	> 3 Time	156	45,7%
	Total	341	100%

Source: Processed by Researchers (2024)

Based on respondent experience information data, the most frequently consumed healthy instant noodle brand is Lemonilo (282, 82.7%). The most common consumption duration of healthy instant noodles is three to six months (116, 34%). Lastly, the majority of respondents purchased healthy instant noodles more than three times in the past six months (156, 45.7%).

Table 2.
Characteristics of Respondents

		Total	Percentage
Gender	Male	95	27,9%
	Female	246	72,1%
	Total	341	100%
Age	18 - 29 Years	257	75,4%
	30 - 47 Years	76	22,3%
	48 - 60 Years	8	2,3%
	Total	341	100%
Domicile	South Jakarta	135	39,6%
	Central Jakarta	59	17,3%
	West Jakarta	45	13,2%
	East Jakarta	88	25,8%
	North Jakarta	14	4,1%
	Total	341	100%
Last Education	<Senior high school/ equivalent	28	8,2%
	Senior high school/ equivalent	152	40,2%
	Diploma	11	3,2%
	S1	137	40,2%
	S2	13	3,8%
	S3	0	0%
	Total	341	100%
	Employment Status	Student	232
Self-employed / Entrepreneur		39	11,4%
Public Servant		25	7,3%
Private Employee		43	12,6%
Not Employed		1	0,3%
Other		1	0,3%
Total	341	100%	

Marital Status	Unmarried	294	86,2%
	Married	44	12,9%
	Divorce	2	0,6%
	Spouse Dies	1	0,3%
	Total	341	100%

Source: Processed by Researchers (2024)

Based on the respondent criteria data, the gender distribution is dominated by females (246, 72.1%). The age range is predominantly 18–29 years (257, 75.4%). Most respondents reside in South Jakarta (135, 39.6%). The highest educational attainment is senior high school or equivalent (152, 40.2%). In terms of occupation, the majority are students (232, 68%). Lastly, marital status is largely unmarried (294, 86.2%).

Validity and Reliability Test

Table 10 below shows that the factor loadings of all indicators used in each variable are valid. The average variance extracted value on all variables is also above 0.5, which can be said that each indicator on each variable is able to explain the variable. Finally, the cronbach's alpha value for each variable is above 0.7 so that all variables can be said to be reliable.

Table 3.
Validity and Reliability Test Results

Code	Variables and Indicators	Factor Loadings	Average Variance Extracted	Cronbach's Alpha
<i>Electronic Word of Mouth</i>				
EWOM1	I feel that recommendations through E-WOM regarding healthy instant noodle products can influence my choices when shopping.	0,840	0,672	0,878
EWOM3	I believe in healthy instant noodle products that are recommended through E-WOM.	0,836		
EWOM2	I will decide to buy healthy instant noodle products based on the recommendations I receive through E-WOM.	0,816		
EWOM5	I feel that my loyalty to healthy instant noodle products increases through E-WOM.	0,804		
EWOM4	I feel that recommendations through E-WOM regarding healthy instant noodle products increase my interest in the product.	0,803		

<i>Brand Image</i>				
BI2	I think healthy instant noodle products can fulfill my health needs well.	0,824	0,662	0,872
BI5	I think healthy instant noodle products offer good value and benefits for my health investment.	0,819		
BI1	I think healthy instant noodle products have a good reputation in the minds of consumers.	0,815		
BI3	I think that healthy instant noodle products are reliable.	0,809		
BI4	I think that healthy instant noodle products have a strong position in the healthy food industry.	0,801		
<i>Brand Experience</i>				
BE2	I enjoy the experience of buying healthy instant noodle products because they are easy to find and practical.	0,834	0,673	0,878
BE5	I feel part of a health-conscious group after consuming healthy instant noodle products.	0,822		
BE1	I feel more satisfied after consuming healthy instant noodles from this brand because it supports a healthy lifestyle without sacrificing taste.	0,821		
BE3	When I think of practical healthy food, healthy instant noodle products are the first choice that comes to my mind.	0,817		
BE4	I feel that by consuming healthy instant noodle products, I am supporting a healthy lifestyle.	0,808		
<i>Brand Trust</i>				
BT5	I believe in the quality of healthy instant noodle products.	0,826	0,663	0,873
BT2	I believe that healthy instant	0,822		

	noodle products are honest in communicating the benefits of their products.			
BT3	I believe that healthy instant noodle products are trustworthy.	0,818		
BT1	I believe that healthy instant noodle products are safe for consumption.	0,803		
BT4	I feel that healthy instant noodle products can meet my expectations.	0,801		
Repurchase Intention				
RI1	I tend to choose healthy instant noodle products over other instant noodle products on the market.	0,823		
RI4	I will choose healthy instant noodle products when I want to buy healthy fast food.	0,820		
RI3	I plan to buy healthy instant noodle products in the future.	0,819	0,667	0,873
RI2	I will most likely buy healthy instant noodles every time I want to consume instant noodles.	0,813		
RI5	I am willing to try other variants of healthy instant noodle products in the future.	0,808		

Source: Processed by Researchers (2024)

Confirmatory Factor Analysis (CFA) Test

Figure 2 and Table 11 below shows that the Confirmatory Factor Analysis (CFA) test. The results of this test indicate that all indices have met the criteria and the research model can be said to be fit.

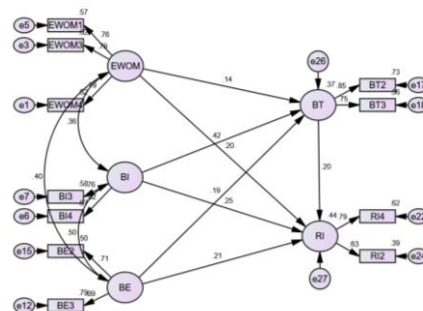


Figure 2. Fitted Model

Table 4.
Confirmatory Factor Analysis (CFA) Test Results

Index	Cut Off Value	Result	Model Evaluation
P	≥ 0,05	0,613	Fitted
CMIN/DF	≤ 2,00	0,913	Fitted
GFI	≥ 0,9	0,983	Fitted
RMSR	< 0,05	0,030	Fitted
RMSEA	≤ 0,08	0,000	Fitted
AGFI	≥ 0,9	0,968	Fitted
TLI	≥ 0,9	1,004	Fitted
CFI	≥ 0,9	1,000	Fitted

Source: Processed by Researchers (2024)

Hypothesis Test

Table 12 below shows the results of hypothesis test. The results of this test indicate that all hypotheses are accepted.

Table 5.
Hypothesis Test Results

Hypothesis	Independent Variable		Dependent Variable	C.R. (t-value)	P	Standardized Regression Weight	Hypothesis Test Results
H1	EWOM	→	BT	2,047	0,041	0,139	Accepted
H2	BI	→	BT	5,061	***	0,416	Accepted
H3	BE	→	BT	2,440	0,015	0,190	Accepted
H4	EWOM	→	RI	2,740	0,006	0,200	Accepted
H5	BI	→	RI	2,660	0,008	0,248	Accepted
H6	BE	→	RI	2,546	0,011	0,213	Accepted
H7	BT	→	RI	2,305	0,021	0,203	Accepted

The Relationship Between Electronic Word of Mouth and Brand Trust

The variable of electronic word of mouth on brand trust has a critical ratio (C.R.) of 2.047, which is greater than 1.96, with a standardized total effect value of 0.139. This result indicates the first hypothesis is accepted. This proves that the more positive the electronic word of mouth received by consumers, the higher the level of brand trust in a brand. This result is consistent with previous research conducted by Ezzat et al. (2022), Sari et al. (2021), Susanti and Wulandari (2021), Gunawan and Wayan (2022), and Maya et al. (2021).

The Relationship Between Brand Image and Brand Trust

The variable of brand image on brand trust has a critical ratio (C.R.) of 5.061, which is greater than 1.96, with a standardized total effect value of 0.416. This result indicates second hypothesis is accepted. This proves that the better the brand image of a company, the higher the level of brand trust in a brand. This result is consistent with previous research conducted by Benhardy et al.

(2020), Permatasari and Dwita (2020), Tian et al. (2022), Wu and Liu (2022), and Palaniswamy and Duraiswamy (2023).

The Relationship Between Brand Experience and Brand Trust

The variable of brand experience on brand trust has a critical ratio (C.R.) of 2.440, which is greater than 1.96, with a standardized total effect value of 0.190. This result indicates that the third hypothesis is accepted. This proves that the better the brand experience felt by consumers, the higher the level of brand trust in a brand. This result is consistent with previous research conducted by Wahyuni et al. (2022), Alijoyo and Puri (2023), Narimane and Lahcen (2021), Na et al. (2023), and Ridhwan et al. (2021).

The Relationship Between Electronic Word of Mouth and Repurchase Intention

The variable of electronic word of mouth on repurchase intention has a critical ratio (C.R.) of 2.740, which is greater than 1.96, with a standardized total effect value of 0.200. This result indicates that the fourth hypothesis is accepted. This proves that the more positive the electronic word of mouth received by consumers, the higher the repurchase intention felt by consumers toward a product or service. This result is consistent with previous research conducted by Santi et al. (2021), Heryana (2020), Avcı and Yıldız (2023), Ramadani and Hardini (2024), and Mufashih et al. (2023).

The Relationship Between Brand Image and Repurchase Intention

The variable of brand image on repurchase intention has a critical ratio (C.R.) of 2.660, which is greater than 1.96, with a standardized total effect value of 0.248. This result indicates that fifth hypothesis is accepted. This proves that the better the brand image of a brand, the higher the repurchase intention felt by consumers toward a product or service. This result is consistent with previous research conducted by Pratama and Giantari (2021), Widyasari and Suparna (2022), Dirgantari et al. (2024), Luo et al. (2024), and Putri and Yasa (2022).

The Relationship Between Brand Experience and Repurchase Intention

The variable of brand experience on repurchase intention has a critical ratio (C.R.) of 2.546, which is greater than 1.96, with a standardized total effect value of 0.213. This result indicates that the sixth hypothesis is accepted. This proves that the better the brand experience felt by consumers toward a brand, the higher the repurchase intention that will be made by consumers in the future. This result is consistent with previous research conducted by Odor and Ekeke (2020), Lavenia and Rodhiah (2024), Yasri et al. (2020), Lyu (2021), and Khan et al. (2020).

The Relationship Between Brand Trust and Repurchase Intention

The variable of brand trust on repurchase intention has a critical ratio (C.R.) of 2.305, which is greater than 1.96, with a standardized total effect value of 0.203. This result indicates that the seventh hypothesis is accepted. This proves that the higher the brand trust in the minds of consumers, the higher the repurchase intention that will be made by consumers. This result is consistent with previous research conducted by Lasputra et al. (2024), Gunawan and Wayan (2022), Khoirunnisa and Astini (2021), Mariatin and Novliadi (2023), and Hidayati et al. (2021).

CONCLUSION

This research was conducted to examine the effect of electronic word of mouth, brand image, and brand experience on brand trust in shaping repurchase intention, the result shows that: 1) Electronic Word of Mouth has a positive and significant effect on Brand Trust. 2) Brand Image has a positive and significant effect on Brand Trust. 3) Brand Experience has a positive and significant effect on Brand Trust. 4) Electronic Word of Mouth has a positive and significant effect on Repurchase Intention. 5) Brand Image has a positive and significant effect on Repurchase Intention. 6) Brand Experience has a positive and significant effect on Repurchase Intention. 7) Brand Trust has a positive and significant effect on Repurchase Intention. This research provide a new perspective on how the market share of healthy instant noodle products is influenced by repurchase intention, considering consumer behavior factors. Unlike prior studies, this research adopts a comprehensive approach by examining these variables across the product category, contributing to academic discourse and offering strategic implications for industry practitioners.

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