

Analysis of the level of productive financing at Bank Syariah Indonesia KCP Gowa

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Abstract: Sharia financial institutions are a reflection of the growing desire among individuals for sharia-compliant economic operations. This study aims to find out what factors cause low productive financing at PT. Bank Syariah Indonesia KCP Gowa, the strategy used by PT. BSI in increasing productive financing (mudharabah and musyarakah). The research approach used in this research is descriptive qualitative with data collection methods, namely using observation, interviews and documentation studies. The types of data used in this research are primary data and secondary data. The results of the research show that there have been ups and downs in the growth rate of total productive financing in the last 4 years and there are 5 (five) factors that cause the low level of productive financing (mudharabah and musyarakah), namely crisis of confidence, financing risk, profit sharing, limited to customers who already have business as well as the limited business sectors that are financed and there are several strategies in increasing productive financing (mudharabah and musyarakah) at PT. Bank Syariah Indonesia KCP Gowa, namely education, increasing the capacity of the bank's Micro Head Unit (UHM), collaborating with other partners to provide guidance to debtors, and this guidance must be carried out on an ongoing basis. This is very important for PT. Bank Syariah Indonesia KCP Gowa has the potential to generate profits which will affect the level of profit obtained by the bank.

Keywords: Level of profit, mudharabah, musyarakah, murabahah, productive financing

Abstrak: Lembaga keuangan syariah merupakan cerminan dari semakin besarnya keinginan masyarakat terhadap operasional ekonomi syariah. Tujuan penelitian untuk mengetahui faktor-faktor apa saja yang menyebabkan rendahnya pembiayaan produktif pada PT. Bank Syariah Indonesia KCP Gowa dan bagaimana strategi PT. BSI dalam meningkatkan pembiayaan produktif (mudharabah dan musyarakah). Pendekatan penelitian yang dilakukan pada penelitian ini adalah kualitatif deskriptif dengan metode pengumpulan data yaitu menggunakan observasi, wawancara, dan studi dokumentasi. Jenis data yang digunakan pada penelitian ini adalah data primer dan data sekunder. Hasil penelitian menunjukkan bahwa terjadi naik turunnya tingkat pertumbuhan total pembiayaan produktif dalam 4 tahun terakhir dan terdapat 5 (lima) faktor yang menyebabkan rendahnya tingkat pembiayaan produktif (mudharabah dan musyarakah) yaitu krisis kepercayaan, risiko pembiayaan, pembagian keuntungan, terbatasnya pada nasabah yang sudah memiliki usaha serta terbatasnya sektor usaha yang dibiayai dan terdapat beberapa strategi dalam meningkatkan pembiayaan produktif (mudharabah dan musyarakah) pada PT. Bank Syariah Indonesia KCP Gowa yaitu edukasi, meningkatkan kapasitas Unit Head Mikro (UHM) bank, bekerja sama dengan mitra lain untuk melakukan pembinaan kepada debitur, dan pembinaan ini harus dilakukan secara berkelanjutan. Hal ini sangat penting dilakukan PT. Bank Syariah Indonesia KCP Gowa berpotensi menghasilkan keuntungan yang akan berpengaruh terhadap tingkat laba yang diperoleh bank tersebut.

Kata Kunci: mudharabah, musyarakah, murabahah, pembiayaan produktif, tingkat keuntungan

Introduction

Sharia financial institutions exist as a manifestation of the development of people's aspirations who want economic activities based on sharia principles. Banking has a very important role in society, especially in the current era of globalization. Almost the majority of transactions that occur in people's daily activities are directly related to the banking world (Akhiroh, 2017).

According to Law of the Republic of Indonesia Number 21 of 2008 concerning Sharia Law, it is stated that banks are business entities that collect funds from the public in the form of savings and distribute them to the public in the form of credit or other forms in order to improve people's living

standards. The law also states that sharia banking is everything that concerns sharia banks and sharia business units, including institutions, business activities, as well as methods and processes for carrying out business activities.

Financing is the provision of money or bills that can be equated based on an agreement or agreement between the bank and another party which requires the party being financed to return the money or bills after a certain period of time in return or profit sharing. In this financing, Sharia Bank distributes funds to other parties (customers) in the form of products or services in accordance with sharia principles and is based on the trust given by the user of the funds.

In general, financing products in sharia banking are grouped into two groups, namely financing with the principle of sale and purchase and financing with the principle of profit sharing. The allocation of financing to Islamic banks is going well in the form of financing for sectors such as the business, production and property sectors (Hasibuan, 2009). Productive financing is divided into two, namely working capital financing and investment financing. Working capital financing is funds tied to the company's current assets that are needed to carry out the company's operational activities. Business cooperation agreements in investment financing can be carried out in the form of mudharabah financing, namely the sharia bank acting as an investor, investing funds in customers who have expertise/skills amounting to 100% of the total project activities and with a musyarakah agreement, namely the sharia bank providing 75% of the total capital. customers need it for investment purposes and customers provide 25% of capital expertise (Indonesian Bankers Association, 2014). Investment financing is financing provided for the purpose of procuring capital goods which are used as production factors for a company. Business cooperation agreements in investment financing can be carried out in the form of mudharabah financing, namely sharia banks provide 100% financing for investments made by mudharib and with musyarakah contracts, namely sharia banks provide capital of a portion of all the capital required by customers for investment purposes (Ismail, 2011).

Sharia banks channel their funds to customers in the form of financing. The nature of this financing is not debt, but is an investment given by the bank to customers in carrying out a business (Ismail, 2011). Mudharabah is part of a cooperation agreement (syirkah). However, it often gets a fairly extensive discussion portion. Mudharabah is taken from the lafaz al-Drarb fi al-ard, namely travel to trade. The term mudharabah is used by the Hanafi, Hambali and Zaydi schools. The term qirad, which means "cutting" from a person's share of property that is cultivated by another party, is used by the Maliki and Shafi'i schools. According to fiqh scholars, mudharabah is a contract in which the owner of the property hands over capital to the entrepreneur to run the business with this capital, and profits are divided between the two based on agreed terms (Soemitra, 2019).

Musyarakah is a cooperative agreement between two or more parties to combine capital, either in the form of money or in other forms, with the aim of obtaining profits, which will be distributed according to a pre-agreed ratio, while losses incurred are borne jointly according to the amount of capital participation. each party. In the guidebook for the implementation of opening a sharia bank office published by Bank Indonesia (1999), it is explained that musyarakah in banking is applied to project financing where the customer and the bank both provide funds to finance the project. Paid-in capital can be in the form of money, trading goods (trading assets), property, equipment or intangible assets (such as patents and goodwill) and other items that can be valued in money. All capital is combined to be used as musyarakah project capital and managed jointly. the same. Every capital owner has the right to participate in determining the business policies carried out by the project implementer. Capital owners who are entrusted with running musyarakah projects may not take actions such as: a. Combining musyarakah project funds with personal asset; b. Carrying out musharaka projects with other parties without permission from other capital owners; c. Providing loans to other parties (Hasanuddin, 2011).

PT. Bank Syariah Indonesia is a sharia banking institution. This bank was founded on February 1 2021, this bank is the result of a merger of state-owned banking subsidiaries including Bank Rakyat Indonesia Syariah, Bank Syariah Mandiri and BNI Syariah to become Bank Syariah Indonesia. This institution also has financing products, both consumer and consumer in nature productive.

In fact, the basic principle of sharia banking is to improve people's standard of living, as stated in Law of the Republic of Indonesia Number 21 of 2008 concerning sharia banking. This condition can be seen in the table 1 of total financing growth rates at PT. Bank Syariah Indonesia KCP Gowa as follows:

Table 1. Growth Rate of Total Murabahah, Mudharabah and Musyarakah Financing in Indonesian Sharia Banks for the 2019-2022 Period (in billions of rupiah)

Type Financing	2019	2020	2021	2022
Murabaha	10,810,758	11,651,002	11,545,930	2,325,829
Mudharabah	735,053	427,687	383,089	48,325
Musharakah	6,524,130	7,447,138	11,278,024	1,308,147

Source: BRI KCP Gowa 2022

Based on the data in Table 1, the growth rate of total financing shows that the growth of murabahah financing will decrease in 2021, namely IDR 11,545,930,000. The growth rate of mudharabah in 2019 reached IDR 735,053,000,000 but in the following year it decreased until in 2022 mudharabah financing decreased to IDR 48,325,000,000. Meanwhile, the growth rate of total musyarakah financing in 2021 reached IDR 11,278,024,000, but decreased in 2022, namely IDR 1,308,147,000. However, PT. Bank Syariah Indonesia provides a large total amount of murabahah financing each year compared to mudharabah and musyarakah financing. Financing that has the potential to generate profits and that does not produce profits will affect the level of profit obtained by a bank. Theoretically, profits will increase if the financing distributed to the public is able to produce high profits, the higher the financing distributed, the higher the level of income received by the bank, and the increased income will affect the profit or profitability of a bank.

Table 2. Details of the Number of Productive Financing Customers

Year	Total Productive Financing (in billions of rupiah)	Number of Customers
2019	18,069,941,000	295 People
2020	19,525,827,000	332 People
2021	23,207,043,000	400 People
2022	3,682,301,000	378 People

Source: BRI KCP Gowa 2022

The aim of this research is to analyze the level of productive financing at PT. Bank Syariah Indonesia, especially KCP Gowa which is one of the PT. BSI in South Sulawesi.

Materials and Methods

The research approach used in this research is descriptive qualitative as well as supporting data such as literature and so on. The researcher used descriptive qualitative research, because the researcher wanted to describe the facts through interviews regarding the analysis of the level of productive financing for the 2019-2022 period at Bank Syariah Indonesia KCP Gowa, documentation studies in the archives in the form of interview results and other documentation related to this problem. Qualitative descriptive research is research that describes the research object based on existing facts (Martini, 2006). This method aims to collect, present and analyze answers from interviews as well as data based on the results of documentation which can provide a clear picture of the object under study, to then be processed and analyzed to then draw conclusions (Sachbani, 2009).

Result and Discussion

1. Factors influencing the low level of productive financing at PT. BSI Gowa

Based on the results of an interview with (Yusuf Naim, 2022) as Branch Operation Service Manager at PT. It can be concluded from Bank Syariah Indonesia Gowa that there are 5 (five) factors that cause banks to be very careful in channeling productive financing, especially with mudharabah schemes, so that several of these factors also cause the low level of productive financing issued by PT. BSI.

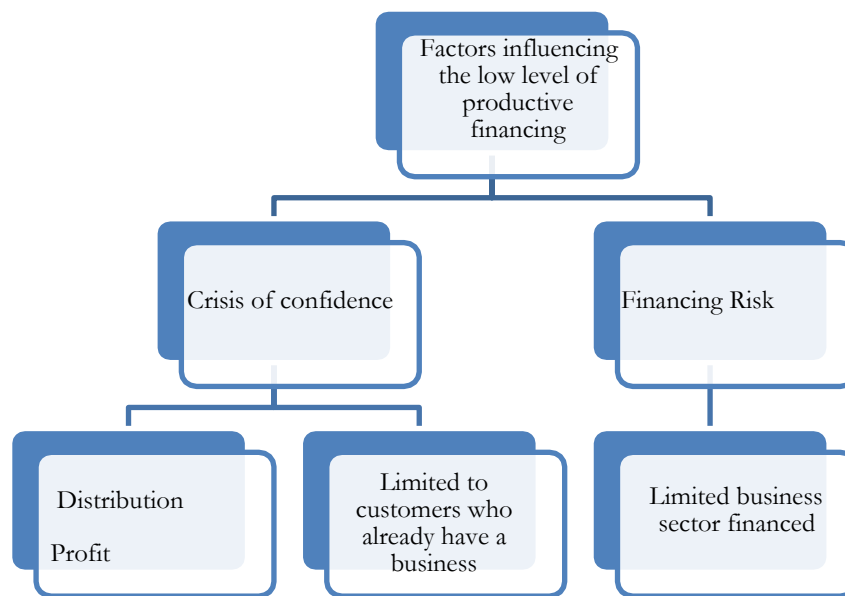


Figure 1. Factors for the low level of productive financing at PT BSI Kcp Gowa.

The following are some of these factors, including:

a. Crisis of confidence

From the results of interviews conducted by (Yusuf Naim, 2022) as Productive Sales Generalist, it was stated that Bank Syariah Gowa does not fully trust the people in the Gowa area with the mudharabah scheme to be managed by both parties, namely PT Bank Syariah Indonesia Gowa Branch Office and the mudharib (customer) where the profit-sharing ratio is determined based on the mutual agreement stated in the contract.

However, applying for productive financing is not as easy as people imagine. (Yusuf Naim, 2022) said that one of the criteria in the application is that prospective financing customers using the mudharabah scheme are permitted to submit a financing application if the customer has been a financing customer at the bank concerned for at least 3 three years.

This is to increase the bank's confidence that prospective debtors can be trusted (trustworthy) thereby reducing the bank's risk. Because basically Mudharabah financing itself is based on the principle of trust between both parties, but in practice this mutual trust is difficult for banks to build with prospective financing customers. So this is one of the factors that greatly influences the level of productive financing for the dean of the mudharabah scheme at PT. Indonesian Sharia Bank KCP Gowa.

b. Financing risk

PT. Bank Syariah Indonesia did not carry out financing because it was caused by the failure of debtors to fulfill their obligations to the bank, customers' inability to make installment payments resulted in being one of the factors causing the low level of productive financing in sharia banks. According to (Yusuf Naim, 2022), the risk in productive financing is found in financing with mudharabah and musyarakah contracts, because the bank as the owner of the funds does not want to experience large losses because of these two contracts. Apart from that, there is also uncertainty regarding mudharabah financing. Banks only rely on future predictions for this type of business.

This risk is what makes sharia banking always reconsider financing mudharabah schemes. Not only that, this also happens with musyarakah financing, but the level of financing risk is slightly different in that Bank Syariah Indonesia Kcp Gowa does not contribute all funds to a business sector with this musyarakah financing because there is also a contribution of funds from customers. So the risk of musyarakah financing is lower than mudharabah. This is also what causes BSI Gowa Branch Office to provide a larger portion of musyarakah financing compared to financing using the mudharabah scheme. As for its operations, Bank Syariah Indonesia KCP Gowa really pays attention to the precautionary principle, where this precautionary principle can also influence the high or low portion of mudarabah

financing. This is because mudharabah financing has quite high risks and there is no contribution of funds from the prospective debtor, so if a loss occurs that is not caused by the debtor's negligence, the loss is absolutely borne by the bank in full. This high risk factor causes low levels of mudharabah financing to be carried out.

c. Profit Sharing

In line with the results of an interview with Duan as Productive Sales Generalist of Bank Syariah Indonesia, Gowa Branch Office, from a technical perspective, the distribution of practical profits between the bank and the customer apparently does not immediately know for sure at the start of the contract the profits that will be obtained between the two parties. Here the bank does not want to take risks where at any time, if instead of making a profit, a loss occurs, then the loss will be fully borne by the bank as the owner of the capital (shahibul mal) as long as the loss is caused by the customer's negligence (mudharib). Banks, as financial institutions that are profit-oriented, of course do not want to suffer losses and are not willing to bear the uncertainty of whether they will make profits or losses each month. This is different from murabahah financing (buying and selling), where the margin/profit that the bank will get every month is clearly nominal and fixed every month, this is more certain and more profitable for the bank. Then, one of the factors that causes the low level of productive financing at Bank Syariah Indonesia KCP Gowa is the distribution of profits in terms of financing using a musyarakah scheme, where productive financing customers using this scheme must continue to provide profit sharing to PT. Bank Syariah Indonesia, although not all of the funds provided are used by financing customers (Duan, 2022).

d. Limited to Customers who Already Have a Business

Conceptually, (Syafriada,2022) is the Branch Operation Service Manager stated that the mudharabah scheme means cooperation between the two parties, here PT. Bank Syariah Indonesia Kcp Gowa will provide 100% capital and customers only manage funds where profits will be based on the profit sharing ratio at the beginning of the agreement. However, unfortunately, in this case, customers who want to carry out mudharabah financing must have a previous business because the bank will first see the ups and downs of income from the customer's previous business and the way the customer manages his business so that the bank can predict the margin/profit when collaborating with the customer without including contributions from the customer concerned. This is one of the obstacles for customers who want to apply for mudharabah financing for business capital, because they do not have a previous business. Banks only provide funds to prospective financing customers only if the customer already has a previous business.

In general, PT is more dominantly used. BSI Gowa is a murabahah and musyarakah scheme. In the case of musyarakah financing itself, the stock of merchandise in the prospective financing customer's business is counted as a contribution of funds from the prospective financing customer, and then the bank also contributes funds to the prospective debtor. Then, in terms of productive financing with a murabahah scheme, it is usually used for working capital, for example for trading businesses, where the financing issued by Bank Syariah Indonesia is used to purchase commercial goods, which the debtor will then pay in monthly installments to the bank in equal installments. still. Productive financing with the murabahah scheme for working capital is seen as simpler and brings more profits to the bank and is also considered to have less risk, so this is one of the causes of the low level of productive financing with the mudharabah scheme.

e. Limited Financed Business Sectors

Bank Syariah Indonesia Gowa Branch Office only carries out financing in one sector, namely trade, so it becomes an obstacle to the level of productive financing available at this bank. Then Mrs. Syafrida also said that in terms of musyarakah financing, it is usually used for the trade and investment business sectors. Several other business sectors can be used. included in the musyarakah scheme are hospitals, travel services and educational institutions. And another alternative used by this bank is to use a murabahah scheme, but they are also worried that the murabahah scheme will drain capital because financing customers will be tied to large installments. These obstacles then caused PT. It is difficult for BSI Gowa to enter all business sectors.

2. Strategy of PT BSI Gowa in Increasing Productive Financing (*mudharabah* and *musyarakah*)

Meanwhile, in an effort to increase productive *mudharabah* and *musyarakah* financing at PT. BSI Gowa, Mr. Yusuf Naim as Branch Operation Service Manager found that there are several strategies, including:

a. Education

One effort that can be made is by educating the public. By providing education to the public, it is hoped that the public will be more aware of the advantages that Bank Syariah Indonesia has in terms of disbursing financing, so that this can increase customers' interest in taking financing from Islamic banks compared to credit at conventional banks which are previously known to the public. This education can take the form of socialization regarding sharia bank financing products, education related to the type of business run by the debtor/business development. This educational strategy will have a good impact if it is actually implemented by sharia banks on an ongoing basis, because with education regarding financing products at sharia banks, it is hoped that the public will understand more about the various financing products offered by sharia banks, so that it can further increase public interest in applying such financing (Rida,2022). So that the results obtained are in accordance with expectations, the public is more familiar with sharia banks, has more trust in sharia banks so that they are moved to carry out transactions with sharia banks, especially in terms of proposing productive financing, so that this will automatically increase the distribution of productive financing to banks Sharia.

b. Increasing Micro Head Unit Capacity

Apart from that, to increase productive financing in Islamic banks is to increase the capacity of the bank's Micro Unit Head (UHM), namely bank employees/employees who are in the credit or financing section whose general task is to manage the distribution of financing to customers. The capacity referred to by (Syafri,2022) here namely the level of production capability of existing facilities, especially at the Micro Head Unit at PT. Bank Syariah Indonesia Gowa Branch Office. Among the functions and duties of the Sharia Bank Micro Unit Head are getting to know customers, digging up customer information, recognizing customer needs, analyzing financing provided to customers, monitoring customer business and restructuring problematic customer financing. Then it plays an important role in increasing productive financing, this is because if a micro head is able to really understand how to treat various types of business financing, then this will also make it easier for financing customers.

c. Collaborate with Other Partners

The next strategy that can be carried out by Bank Syariah Indonesia Gowa Branch Office to increase productive *mudharabah* and *musyarakah* financing is by collaborating with other partners in providing guidance to debtors. Because in the previous explanation, the factor that influences the low level of productive financing is that it only focuses on one sector, namely trade. So in this case PT. Bank Syariah Indonesia will continue to strive to develop productive financing to other partners, for example Mitra Dhuafa. After the debtor is given financing, the next thing the sharia bank must do is provide guidance to the debtor regarding the business he is running. If the debtor is not given regular guidance by the sharia bank, it is feared that the debtor's business performance will decrease due to limited information and development of the prospective debtor's business. This strategy will be carried out on an ongoing basis by Bank Syariah Indonesia, Gowa Branch Office. The results of this research are in accordance with research conducted (Maulida Aulia,2022) which concluded that coaching for debtors is very necessary to increase productive financing in sharia banks. By providing guidance related to the business, both to be run and currently being run by the debtor, the business becomes more focused, this is also done to minimize business failure due to the limited information that the debtor knows regarding the business he is running.

Conclusion

PT. Bank Syariah Indonesia KCP Gowa has 5 (five) factors that influence the low level of productive financing, such as Crisis of confidence, Financing Risk, Profit Sharing, Limited to customers who already have a business, and Limited Business Sectors that are Financed. Several strategies that can be used by PT. Bank Syariah Indonesia KCP Gowa in an effort to increase productive *mudharabah* and *musyarakah*

financing is using a monitoring strategy in order to create competent human resources (HR), such as education, increasing the capacity of the bank's Micro Head Unit (UHM), collaborating with other partners to provide guidance to debtors, and this guidance must be carried out on an ongoing basis. The implementation of productive financing using the murabahah contract scheme carried out by the Gowa Branch of Bank Syariah Indonesia has gone well because BSI Gowa has been able to distribute financing with this contract to the community and of course obtain high profitability.

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