

# Analysis of Murabahah

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## Analysis of Murabahah Risk Management for Profitability Enhancement from a Sharia Management Perspective (Case Study of BPR Syariah Artha Mas Abadi)

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### ABSTRACT

Risk management is a series of measures implemented by Islamic financial organizations to identify, quantify, monitor, and control operational risks. Each bank has a distinct risk management strategy for murabahah funding. This is a sort of qualitative study that employs descriptive data processing. This research intends to investigate the application of risk management by BPR Syariah Artha Mas Abadi, particularly in murabahah financing, which is related to the bank's profitability level and sharia management. The findings of this study indicate that the risk management of murabahah finance at BPR Syariah Artha Mas Abadi, which consists of four steps including identification, measurement, monitoring, and risk control, has been effectively implemented. In order to limit risk, the bank also conducts a 5C study on prospective murabahah financing clients, evaluating their character, capacity, capital, collateral, and economic situation. In accordance with sharia management principles such as fostering justice, openness, kinfolk, and eliminating the element of risywah, implemented risk management also has an influence on raising bank profitability by 80% to 90%.

**Keywords:** Risk management, Murabahah Financing, Profitability and Sharia Management Perspective

## INTRODUCTION

Along with the loss in the community's economy and the increase in the community's requirements, this will drive individuals to take out loans at banks with extremely high interest rates. Now, with the establishment of this bank interest, the Indonesian people, particularly Muslims, are highly displeased, as Islam prohibits bank interest. In response to this issue, BPRS is here to address the needs and enhance the economic standing of the lower middle class. A BPRS is an institution in the shape of a PT that acts as a liaison between parties with a deficit and parties with a surplus (Permenkumham, 2008). The BPRS will collect and distribute its funds in compliance with the idea of sharia and Central Bank (BI)'s regulations.

In theory, BPRS is an option for small and medium-sized communities that want finances for consumption or production. BPRS, like Islamic banks, offers a number of financing options, such as murabahah, musyarakah, mudharabah, salam, istishna finance, etc. This study concentrates on murabaha finance. Murabaha finance is a contract-based financing of collaboration between banks and clients, in which these funds are committed to clients who are adept at operating enterprises in a productive and legal manner. This murabahah financing is essentially a sale and purchase agreement in which the bank discloses the purchase price of the items to the consumer and then receives an agreed-upon margin from all parties involved (the customer and the bank) (Muhamad, 2016). According to the available data, it appears that this murabaha financing is the most popular kind of financing compared to others. This is seen by the composition table below: (Otoritas Jasa Keuangan, 2021)

**Table 1.1** BPRS Financing Composition Indonesia (in Million Rupiah)

Contract	2017	2018	2019	2020	2021
Mudharabah	124.497	180.956	240.606	260.651	253.795
Musyarakah	776.696	837.915	1.121.004	1.551.953	1.766.408
Murabahah	5.904.751	6.940.379	7.457.774	7.648.501	7.806.594
Salam	0	0	0	0	0
Istishna	21.426	35.387	67.178	72.426	74.619,15
Ijarah	22.316	46.579	41.508	53.318	66.007,45
Qardh	189.866	185.360	176.856	222.678	238.585
Multijasa	724.398	857.890	838.394	871.973	879.140
<b>Jumlah</b>	<b>7.763.951</b>	<b>9.084.467</b>	<b>9.943.320</b>	<b>10.681.499</b>	<b>11.085.149</b>

The supply of murabahah financing is inseparable from the risks that are likely to develop, one of which is the risk of non-performing financing. Rustam remarked in 2013 that the risk of non-performing finance is a risk that results from the inability of clients to

satisfy their contractually agreed-upon commitments to the bank. Following is a table containing information on the amount of Non-Performing Financing (NPF), which is still very high and remains unstable until 2021.

**Table 1. 2** Sharia Bank NPF Percentage

June	July	August
3,25%	3,23%	3,25%

The BPRS will propose a systematic risk management framework, particularly risk management in murabahah funding, to mitigate potential dangers. Risk management is described as the science that describes how an organization may solve a variety of difficulties via the application of a systematic and thorough management strategy (Fahmi, 2016). Bank Indonesia Regulation No. 11/25/PBI/2009 explains that BUS must carry out risk management in order to overcome various risks such as credit, liquidity, operational or market risks (Wandayanik, 2015). The purpose of risk management is to stabilize the BPRS in the case of a risk.

As mentioned earlier, BPR Syariah Artha Mas Abadi is a BPRS whose implementation adheres to the notion of sharia; this business entity is a component of Ponpes Maslakul Huda, which was founded by the late KH. MA Sahal Mahfudh. BPR Syariah Artha Mas Abadi will give several micro finance options, including murabahah financing. Murabaha financing at BPR Syariah Artha Mas Abadi is very much in demand. With so many supporters of this murabaha financing, the profitability of banks will also rise. Profitability is the capacity of a bank to make a return on its revenues, total assets, and long-term capital (Nizar, 2015). In addition, increased financing may potentially represent a threat. The BPR Syariah Artha Mas Abadi provides guidance on risk management based on sharia principles in order to mitigate potential risks associated with murabahah funding.

In a prior research, conducted by Saputro in 2017 and titled "Troubleshooting Financing Strategy for Micro Stall Financing at Bank Syariah Mandiri," a stay strategy (financing restructuring) and an exit strategy were proposed as solutions to these financing issues (SP, subpoena and auction). Siregar's 2019 study titled "Analysis of Murabahah Financing Risk Management at PT Bank Tabungan Negara Syariah (Persero) Tbk" stated that the risk management was implemented by monitoring and supervising the financing process and implementing prudential principles prior to the disbursement

of a financing. Given the differences in risk management employed by different banks and the absence of profitability and sharia management variables in previous studies, the researchers are interested in investigating the risk management of murabahah financing in relation to bank profitability and sharia management. The author will thus conduct a research on “**Analysis of Murabahah Risk Management for Profitability Enhancement from a Sharia Management Perspective (Case Study of BPR Syariah Artha Mas Abadi)**”. The purpose of this study is to analyze and explain the risk management applied to murabahah financing which will enhance the profitability of BPR Syariah Artha Mas Abadi according to the view of sharia management.

## LITERATURE REVIEW

### Murabaha Financing

Murabaha is defined as a component of the purchase contract. Saytid Sabiq says that in order to prevent banned transactions, a buy is defined as the transfer of assets based on the willingness of partners or the transfer of assets with substitution rights. Murabahah is described by Bank Indonesia rules as the selling of products at the cost of items sold plus a certain margin (Sukmana, 2018).

Murabaha finance is also known as financing using the Natural Certainty Contracts system, which is a sale-and-purchase financing based on the customer and bank agreement disclosing the cost of the items plus a margin (Chelhi, 2015). The bank will acquire the customer-required items from the supplier and resell them to the client while revealing the purchase price and the profit. The bank must disclose the cost of the items in an open and honest manner, after which it will establish the margin with the customer's consent (Gundogdu, 2014).

### Risk management

Risk management is described as a sequence of methods beneficial for detecting, assessing, monitoring, and controlling risks originating from financial institution operations, particularly Islamic financial institution activities (Fahmi, 2016). There are various stages that must be taken to carry out risk management, including:

1. Risk identification is the process of investigating a danger that is likely to exist and determining how the risk might develop. This identification is an investigation of the features of the banking risks that exist.

2. Risk measurement is the process of determining the likelihood of a risk occurring. An intensive review of the techniques used to estimate risk can be utilized to measure risk.
3. Risk monitoring is the practice of monitoring and controlling probable hazards via the evaluation of risk exposures.
4. Risk management is the process of controlling and minimizing the risks that have happened so that the institution does not suffer devastating losses.

This risk management can also be controlled by conducting a financing analysis using the 5C + 1S process, including:

1. *Character*, in analyzing financing customers, namely by assessing the character of the customer, whether the customer has good or bad faith. In order to determine the character of the customer, the bank will check customer data and information from other parties and through Central Bank (BI) Checking.
2. *Capacity*, In this analysis stage, the bank will analyze the level of the customer's financial capacity so that an unexpected risk does not occur and the customer can fulfill his obligations on time while there are no arrears in installments.
3. *Capital*, If the customer has a large capital, the bank's level of trust in the customer will be higher.
4. *Collateral*, is that an analyst must consider customer collateral in his financing application. This guarantee can minimize the possibility of risk that will occur.
5. *Condition of Economic*, an analyst analyzes the economic condition of the customer and the customer's business at present and in the future.
6. *Sharia*, is to do a financing analysis based on the concept of sharia.

### **Profitability**

Profitability is defined as an institution's capacity to generate a profit from its sales volume, total assets, and long-term capital (Nizar, 2015). The profitability ratio will determine the degree of bank earnings. The more a bank's earnings, assets, and capital, the greater the bank's profitability.

### **Sharia Management**

Sharia management is the administration of an organization's resources in accordance with sharia in order to achieve goals that are effective, efficient, and consistent with sharia (Harahap, 2017). There are several sharia management principles, including:

1. Uphold a truth
2. Uphold justice
3. Trust
4. Professional (responsibility)

## RESEARCH METHOD

This type of research is qualitative research using a descriptive analysis approach, where this approach is used to provide a systematic and accurate explanation of facts or phenomena that researchers want to comprehend (Nasir, 1998). To acquire study data, the researchers will travel immediately to the office of BPR Syariah Artha Mas Abadi in order to obtain authentic information. Through interviews, observation, and documentation, data is collected. The interview will be done by posing a structured question to the BPR Syariah Artha Mas Abadi (department head and funding officer), while this observation will be conducted by the researcher within a week in order to collect accurate research data. While searching for data with this documentation, scientific sources like as books, journals, brochures, and archives belonging to BPR Syariah Artha Mas Abadi are consulted.

## DISCUSSION

### **Murabahah Financing**

*Murabahah* finance is included in the financing for Natural Certainty Contracts. *Murabahah* finance is described as a sale-and-purchase agreement in which the seller discloses both the acquisition price and the agreed-upon margin between the seller and the buyer (Afrida, 2016). The bank will buy the goods ordered from the supplier, and later will be sold to the customer (Muhamad, 2016). This *murabahah* financing provides customer facilities to meet consumption needs, procurement of merchandise, purchase of production raw materials, or purchase of other goods in accordance with the sharia concept.

*Murabahah* is a financing contract based on a sale and purchase agreement, in accordance with the arguments in the Qur'an and Al-Hadith:

.... وَأَحَلَّ اللَّهُ الْبَيْعَ وَحَرَّمَ الرِّبَا....

It means:

"...and Allah has permitted trading and forbidden usury..." (QS. Al-Baqarah: 275)

عَنْ أَبِي سَعِيدٍ الْخُدْرِيِّ رَضِيَ اللَّهُ عَنْهُ أَنَّ رَسُولَ اللَّهِ صَلَّى اللَّهُ عَلَيْهِ وَسَلَّمَ قَالَ : إِنَّمَا الْبَيْعُ عَنْ تَرَاضٍ

It means:

"From *Abu Sa'id Al-Khudri, Rasulullah SAW* said that actually buying and selling must be done like and like" (HR. Al-Baihaqi dan Ibnu Majah)

There are 3 stages carried out in providing financing by BPRS Syariah Artha Mas Abadi to its customers, including: (A. Hidayatullah, 2021)

### 1. Planning

BPR Syariah Artha Mas Abadi provides financing for its customers by relying on financing SOPs, where this SOP contains regulations that discipline employees in distributing murabahah financing, as well as being the legal basis if in the future there are irregularities in murabahah financing.

### 2. Actuating

The next stage is the implementation stage. BPR Syariah Artha Mas Abadi will select financing customer data that has been submitted by the customer, before the bank decides to provide murabahah financing to the prospective customer. BPR Syariah Artha will select the data carefully and carefully. If the prospective customer passes the data selection stage, then the bank will then conduct a customer feasibility analysis by analyzing the 5Cs, namely Character, Capacity, Capital, Collateral and Condition of Economic.

The BPR Syariah Artha will survey the collateral, the customer's character or the customer's economic condition to obtain the validity of the data. Surveys will be conducted with the aim of ensuring the accuracy of customer data.

### 3. Controlling

If BPR Syariah Artha Mas Abadi has approved the murabahah financing that has been proposed by its customer, then BPR Syariah Artha Mas Abadi will supervise and control the customer so as not to violate the previously stipulated rules. The bank will ensure that prospective customers can still pay installments every month.

The following are the stages of submitting murabahah financing for BPR Syariah Artha: (*Brosur Pembiayaan BPR Syariah Artha Mas Abadi*, n.d.)



1. The customer will visit BPR Syariah Artha by bringing the documents for the murabahah financing requirements, such as a photocopy of the applicant's valid ID card (husband and wife) in duplicate; photocopy of valid KTP of one parent (if the applicant is single) and a photocopy of the applicant's KK. If the application for financing uses a motorized vehicle as collateral, the customer must bring a photocopy of the BPKB and STNK or the original scraped frame number and engine number. If the customer applies for financing with collateral in the form of land or a house, the customer must bring a photocopy of the certificate.
2. After bringing some of the files, then the financing customer is asked to fill out the registration form.
3. BPR Syariah Artha Mas Abadi will check the completeness of the file and select the file by considering the financial history of prospective customers in other banks (if they have previously applied for financing).
4. If the murabahah financing customer has passed the selection, the BPRS will conduct a further study to survey the customer through a 5C+1S analysis.
5. BPR Syariah Artha Mas Abadi will analyze and submit it to the superior who has the authority to decide on financing approval.
6. If the application has been approved by the superior, then the next step is that the customer will make a financing contract as a receipt.
7. After entering into the murabahah financing contract, the BPRS will supervise and monitor the financing for a specified period of time.

Murabahah financing at BPR Syariah Artha is realized in the form of providing working capital costs, motor vehicles, raw materials or household furniture financing.

#### **Murabahah Financing Risk**

This danger will develop as a result of an unknown factor. Therefore, this ambiguity means that the situation may not be harmful. Risk is a condition of uncertainty presented by the work system that has an effect on expectations (Partamihardja, 2016). Risk does not always have a bad impact, but risk can have a positive impact, or commonly referred to as opportunity.

The following are the risks involved in the murabahah financing of BPR Syariah Artha that have been disclosed by informants: (A. Hidayatullah, personal communication, June 10, 2021)

### 1. Internal risk of BPR Syariah Artha Mas Abadi

Internal risk is a threat originating within BPR Syariah Artha Mas Abadi. This risk is referred to as operational risk, as it emerges from system failure and the insufficiency of the information system and its monitoring system. This danger can also be generated by intentional HR errors.

Consequently, this risk may arise due to an inaccuracy in the customer's *murabahah* financing analysis procedure. When reviewing the file, the BPR Syariah Artha Mas Abadi was not comprehensive, hence the data acquired were invalid. Where consumers who are ineligible for *murabahah* financing are declared eligible for it. This is a mistake that will eventually lead to a risk, where the risk is the risk of consumer default. Clearly, this will result in losses for the BPRS.

### 2. Risk of BPR Syariah Artha Mas Abadi Customers

The behavior of BPR Syariah Artha financing consumers creates this danger. Finance risk is the risk that happens in *murabahah* financing as a result of this consumer. This finance risk arises when clients fail to meet their financial obligations. This financing risk is also often known as the default risk. This consumer is unable to make his scheduled payments in whole and on time.

This danger results from an unforeseen issue with the *murabahah* finance arrangement. This risk emerges from internal circumstances of the client, such as the collapse of a business managed by the customer, resulting in a decrease in the customer's revenue. Due to these circumstances, the client will be unable to make the BPRS payments. Additionally, this risk comes as a result of consumers' usage of financing funds for more pressing demands (medical fees, education, or others).

### 3. External risks of BPR Syariah Artha Mas Abadi

The external risk that BPR Syariah Artha faces is the possibility of an unanticipated calamity, such as the theft of cash from a number of clients who have brought their money to pay installments. Therefore, the client is unable to meet his responsibility to repay his loan in full and on time.

### ***Murabahah* Financing Risk Management in Increasing Profitability**

Risk management is a series of activities performed by an Islamic financial institution to identify, assess, monitor, and control risk (Fahmi, 2016).

The murabahah finance risk management at BPR Syariah Artha Mas Abadi is implemented and has been implemented effectively. According to the findings of informant interviews and observations, there are 95 active clients of murabahah finance, but only 5 customers with poor financing. The use of risk management for murabahah financing has shown to have a favorable effect on the profitability of BPR Syariah Artha Mas Abadi. Profitability is described as a financial institution's capacity to make a return on its sales, total assets, and long-term capital. This demonstrates that the income from BPR Syariah Artha continues to expand despite the covid-19 epidemic, which is currently between 80% and 90%.

BPR Syariah Artha Mas Abadi executes the process of risk management in four phases, namely identification, measurement, monitoring, and risk control. This risk management at BPR Syariah Artha Mas Abadi aims to limit the risk of non-performing financing. Several implementation phases of risk management are as follows:

#### 1. Identifying Risks

Risk identification refers to the process of identifying the risk that is likely to occur, together with its cause and mechanism. Before deciding to grant finance, the bank will thus assess the risk posed by the potential murabahah customer. This is done to prevent the danger of funding non-performance.

In this level of risk identification, BPR Syariah Artha takes procedures such as verifying the legitimacy and accuracy of prospective murabahah financing clients' information. This verification of customer identification data is conducted at Dukcapil and via bank verification to determine whether or not the credit history of prospective financing consumers is positive.

Risk identification at BPR Syariah Artha Mas Abadi is conducted utilizing the 5C + 1S process, namely Character, Capital, Capacity, Collateral and Condition of Economic and Sharia, as below: (A. Hidayatullah, personal communication, June 10, 2021)

**Character**, signifies that BPR Syariah Artha Mas Abadi will evaluate the character of prospective financing clients, determining whether or not they have good faith. The BPRS conducts its evaluation by performing a poll on the customer's character by questioning his neighbors about the customer's character. In addition, the BPRS character evaluation is also conducted using Central Bank (BI) Checking (Nizar, 2015).

**Capacity (ability)**, where BPR Syariah Artha Mas Abadi evaluates the capacity of consumers to repay their loans. The BPRS evaluates this information using the customer's financial statements, pay stubs, and savings accounts. In addition, the financing officer performs a survey of the client's business to ascertain their ability to repay.

**Capital**, the BPR Syariah Artha Mas Abadi will evaluate the capital of the prospective financing client by analyzing the customer's business capital. If the customer's capital is substantial, this BPRS will have a higher level of confidence and trust in providing murabahah financing to financing consumers.

**Collateral**, in which BPR Syariah Artha Mas Abadi will request a customer guarantee as collateral if the client is unable to repay the loan.

**Economic condition**, especially BPR Syariah Artha Mas Abadi, evaluates the economic condition of financing clients by taking into account future company developments to determine whether or not it is sustainable.

**Sharia** signifies that BPR Syariah Artha Mas Abadi evaluates the legality and halalness of a customer's business by examining its legality and halalness. If a customer's business is not in compliance with sharia principles, the BPRS will reject the customer's financing application with a letter.

## 2. Measuring Risk

Risk measurement can be carried out by evaluating intensely on the data sources and procedures used to measure a risk (Fawziyah, 2020). Risk measurement is carried out by improving the risk measurement system, if there are changes in business activities, products, transactions and material risk factors.

The risk measurement of BPR Syariah Artha Mas Abadi is carried out to estimate the risks that may occur due to the activities of the institution. The risk measurement carried out by the BPRS is by grouping the customer's *murabahah* financing based on the collectibility and the smoothness of the customer in paying off the financing.

**Table 1.3** Funding Collectability

Collectability	Time span
Smooth	-
In Special Attention	90 days
Less Smooth	90-180 days
Doubtful	180 – 270 days
Congested	Up to 270 days

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If the financing installments by this customer are in the "In Special Attention" and "Less Smooth" categories, BPR Syariah Artha will collect the customer's installments intensely. And if the customer's financing is categorized as "Doubtful" and "Congested", then BPR Syariah Artha will continue to collect, and if the customer ignores the billing made by the bank, the customer will be given SP1, SP2, and the last is SP3. If the SP3 is ignored by the customer, then the last option made by BPR Syariah Artha is to execute the guarantee for the financing customer.

### 3. Risk monitoring

Risk monitoring is carried out by evaluating risk exposure (Fikruddin, 2015). If there are changes in company operations, goods, risk factors, transactions, or information technology, this may also be accomplished through enhancing the reporting process. BPR Syariah Artha Mas Abadi monitors their clients by performing in-depth analyses of their enterprises.

### 4. Control risk

Risk control is an attempt to save the company from a loss (Ikatan Bankir Indonesia, 2015). Losses can occur due to problematic financing from a financing customer.

Risk control by BPR Syariah Artha is carried out by collecting customers indicated in the category of bad customers. BPR Syariah controls risk by resolving it with a sense of kinship and providing opportunities for its customers to restructure financing, whether it is easing in the form of deferral of the term or by changing the installments.

If a non-performing customer has been given SP3 and the customer does not have good faith to repay the financing, then BPR Syariah Artha Mas Abadi will execute the customer's collateral which is settled by deliberation. And if the customer does not have the desire to resolve it by way of deliberation, then the bank will take the matter to court.

## **Risk Management Sharia Management Perspective**

Sharia management is defined as an art to manage resources in accordance with Islamic principles whose ultimate goal is to achieve the expected goals. BPR Syariah Artha Mas Abadi has implemented the concept of sharia risk management. This is proven that in the identification, measurement, monitoring and control of this risk, it is carried out by

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avoiding 6 elements that are prohibited by Islam, namely *usury*, *dzalim*, *gharar*, *risywah*, *immorality* and *haram*.

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The implementation of risk management by BPR Syariah Artha is also inseparable from the role of DPS. The purpose of supervision by DPS is to ensure that its operational activities are carried out properly and that risk management is managed in a systematic manner that adheres to sharia principles. (Kementerian Riset Dikti, 2016).

The role of the DPS is to supervise the operational activities of the BPRS, starting from checking contracts by customers, agreements, products, transaction activities, risk management or other activities related to the BPRS.

To minimize the risk of non-performing financing, BPR Syariah implements it by adhering to sharia principles, including: (A. Hidayatullah, personal communication, June 10, 2021)

#### 1. Uphold justice

Justice is a fundamental principle in Islamic ideology. This fair has the meaning by not distinguishing one another. The Qur'an has given orders to its adherents that in making a decision it must uphold the principles of openness and equality.

BPR Syariah Artha does not differentiate financing customers from one another. The BPRS continues to serve customers with the same quality, even though these customers are included in the bad category.

#### 2. Trust

According to Hafidhuddin, trust is defined as an attitude to be responsible in carrying out a task that is assigned to him. This trust is manifested in providing information openly, serving customers well and honestly in conveying something. The bank must uphold a sense of trust in managing customer funds. Banks must provide data and information transparently to customers. In this case, it is data that is considered important for customers to know.

BPR Syariah Artha Mas Abadi prioritizes fairness and transparency in all financing information to customers, including the purchase price and margin that will be obtained by the BPRS.

#### 3. Professional/Responsibility

A manager and employee must have managerial, technical, social and intellectual competence in carrying out their work in accordance with their field. BPR Syariah Artha

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Mas Abadi has fulfilled its responsibilities, both in terms of funding, financing and in overcoming the risks that occur.

#### 4. Deliberation/Family

In terms of financing conflict resolution, it will be carried out in a peaceful manner or through the involvement of a third party as a referee (mediator) (Harahap, 2017). If there are bad customers, BPR Syariah Artha does not deal with the risk unilaterally. A customer whose financing is in the "loss" category, the BPRS will take action on this based on the bank's SOP and resolved in a family way. The customer and the BPRS will carry out negotiations which are realized in the form of refinancing. And if the customer does not have good faith to pay, the BPRS will confiscate the customer's collateral.

The risk management implemented by BPR Syariah Artha Mas Abadi has avoided things that are prohibited by Islam, including: (A. Hidayatullah, personal communication, June 10, 2021)

#### 1. Riba

When conducting financing transactions, BPR Syariah Artha Mas Abadi avoids the principle of usury, where usury is defined as additional funds to the capital generated from debt and receivable transactions, where this additional will be given to the owner of the capital. BPR Syariah Artha does not apply the interest principle on its financing installments, but carries out the profit-sharing principle that has previously been agreed upon by both parties.

#### 2. Gharar

In murabahah financing at BPR Syariah Artha Mas Abadi there is no element of obscurity in the object, contract, method of payment or in terms of delivering the ordered goods. In the case of a contract, the goods or the method of delivery of the goods have been disclosed in the financing contract chosen by the customer.

#### 3. Maysir (gambling)

BPR Syariah Artha Mas Abadi does not implement transactions that contain elements of gambling. In its operational activities, BPR Syariah Artha Mas Abadi runs it openly or transparently, for example BPR Syariah describes transparently related to profit sharing and the number of customer installments at the beginning of financing, and in implementing this financing it is carried out in accordance with the agreed contract.

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#### 4. Risywah (bribe)

*Risywah* is defined as an attitude of giving something to another party with a specific purpose and purpose, namely to get something that is not their right. The operational activities of BPR Syariah Artha Mas Abadi run without any element of

risywah. In the risk management process, the risk management department of the bank has openly stated with its customers regarding the financing problem. If there is a problem between the customer and the bank that can only be resolved by a third line (the court), the BPR or the customer may not bribe the court to win the case. In overcoming risk management must be based on sharia management.

## CONCLUSION

The supply of murabahah finance for PT BPR Syariah Artha Mas Abadi consists of three stages: the planning stage, the funding actuation stage, and the controlling stage, which consists of managing and supervising financing clients. Risk management is utilized by BPR Syariah Artha Mas Abadi to overcome and reduce the risk of non-payment / financing issues. The implementation of risk management on murabahah finance at BPRS has been operating efficiently and in compliance with BPR Syariah Artha Mas Abadi's SOPs. It has been shown that, out of 95 active consumers of murabahah finance, just five customers have issues.

BPR Syariah Artha Mas Abadi manages risk by recognizing 5C + 1S risks, including Character, Capital, Capacity, Collateral, and Economic and Sharia conditions. Then, quantify risk by categorizing the collectability of loan consumers. Then, conduct risk monitoring and manage deliberately addressed hazards by allowing consumers to renegotiate their financing.

The use of murabahah financing risk management has a good effect on BPR Syariah Artha Mas Abadi's profitability. Evidently, the income from this BPRS is consistent and has risen despite the presence of a pandemic; specifically, the income is between 80% and 90%. BPRS Artha Mas Abadi's risk management has been conducted in accordance with the idea of sharia management, stressing the concepts of justice, openness, and kinship in resolving disputes caused by installment arrears by murabahah financing clients.

This journal's writing is by no means flawless, so that the next researcher can investigate the effect of risk management on murabaha financing on bank profitability.

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