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ANALYSIS OF PROFIT MARGIN IN MURABAHAH FINANCING AT BMT FAUZAN AZHIIMA, PAREPARE CITY

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Abstract: This study aims to determine the form of a murabahah financing contract at BMT Fauzan Azhiima Parepare city, determining the profit margin on murabahah financing and calculating the profit margin on murabahah financing at BMT Fauzan Azhiima Parepare city. This research is a quantitative descriptive model with case studies. This research describes the form of a murabahah contract, determining the margin of a murabahah contract and calculating the financing of a murabahah contract in 2015, 2016, 2017, 2018, 2019 and 2020

The results of this study indicate that (1) The form of the murabahah contract at BMT Fauzan Azhiima, Parepare City uses predetermined stages (2) Determination of the profit margin is seen from the financing proposed by the customer and the result of the agreement between the customer and BMT Fauzan Azhiima, Parepare City. (3) The calculation of the profit margin on murabahah financing illustrates the condition of the BMT when measured by the net profit margin ratio, which has fluctuated, namely in 2015 in very good condition, in 2016 in very good condition, in 2017 in very poor condition, in 2018 in the situation is very lacking, in 2019 it is sufficient, and in 2020 it is in very good condition.

Keywords: Murabaha Contract, Profit Margin, BMT Fauzan Azhiima

1. Introduction

Islamic financial institutions are divided into two parts, namely bank financial institutions and non-bank financial institutions. A bank financial institution is an institution that provides financial services in which all activities include collecting funds directly from the public in the form of deposits such as time deposits, demand deposits and savings. This financial institution really helps the community in financial transactions, because this financial institution functions as the safest and most trusted place to store money. Besides that, it is also a place to borrow capital to develop businesses, both small and medium businesses, hereinafter Islamic Banks, or hereinafter referred to as Sharia banks, are banks that operate without relying on interest. Islamic Banks or what can be referred to as interest-free banks are banking financial institutions whose operations and products are developed based on the Al-Quran and the hadith of the Prophet SAW. Or in other words, an Islamic bank is a financial institution whose main business is providing financing and other services in payment traffic and money circulation whose operations are adjusted to the principles of Islamic law.

Baitul Maal Wa Tamwil (BMT) aims to improve the quality of economic businesses for people's welfare. There are several types of financing products in BMT Fauzan Azhiima Parepare City, one of which is the Murabahah contract. Murabahah financing scheme is a scheme that arises because the bank does not have the goods desired by the buyer, so the bank must make a purchase transaction for the desired goods from another party called a supplier. Thus, in this scheme the bank acts as a seller on the one hand, and on the other hand acts as a buyer. Then the bank will sell it again to the buyer at an adjusted price, namely the bank's purchase price and margin

The practice of both terms refers to the same transaction, namely buying and selling with deferred payments. Murabahah transactions have flexibility in terms of payment terms, in banking practice in Indonesia it is not common to use a direct payment scheme after the goods are received by the buyer (customer). The most widely used practice is the payment scheme in installments after receiving the goods.

Murabahah financing has the lowest level of risk compared to financing with other contracts. The Murabahah Financing Scheme is also simple and based on the principle of negotiation when transactions are made between Financial Institutions and their customers. One of the things that affects income from financing with a

Murabaha contract at BMT Fauzan Ashiima, Parepare City, is the amount of margin set for the financing.

Financing provisions with a Murabahah contract, BMT's profits come from determining the margin, where the margin is determined by the BMT. In setting the margin for Murabahah Financing, BMT Fauzan Azhiima, City of Parepare determines the amount of margin by looking at and knowing the financial capabilities of the members of the Murabahah Financing.

2. Methodology

The type of research used is to use a quantitative approach to the type of descriptive research carried out by using calculations on quantitative data in the form of financial reports. Descriptive method is a method used to collect, clarify, analyze and interpret data related to the problem and compare with the actual situation in the company and then draw conclusions.

The resulting research results are to answer the formulation of this research problem related to profit margin analysis on murabahah financing at BMT Fauzan Azhiima Parepare City. Data collection techniques in this study were observation, interviews and documentation. This interview is used to answer the first and second problem formulations which explain the form of a murabaha contract and the determination of margins on murabahah financing at BMT Fauzan Azhiima, Parepare City. The research sample used is the financial reports of BMT Fauzan Azhiima City of Parepare for the 2015-2020 period.

Form of a Murabahah Financing Agreement at BMT Fauzan Azhiima, City of Parepare.

Observation or observation is carried out by directly observing the object of research in order to get an overview of the problems being faced, reduce the potential for interview bias, and increase data reliability. The technique of collecting data by means of observation in this study is structured observation. Structured observation is an observation that has been designed systematically, about what will be observed, where it will be .¹

According to Mr. Ahmad Hale, of the four BMT Fauzan Azhiima financing products, around 98% of the financing products used at BMT Fauzan Azhiima, Parepare City, are **murabahah financing**.²

"The reason for murabahah contract financing is prioritized at BMT Fauzan Azhiima because one of the advantages of this contract is the clear base price and margin agreed by the parties when compared to other financing."

Determination of Profit Margins on Murabahah Financing at BMT Fauzan Azhiima, City of Parepare

Determination of the profit margin at BMT Fauzan Azhiima, Parepare City, can be seen from the amount of financing taken by the customer and does not just decide. There are several considerations in the financing that will be carried out because apart from aiming to make a profit, this institution also adheres to the economic principles contained in the rules of Islamic Sharia. Moreover, this institution is a Sharia-based institution so that its goal is not only worldly gain.

Mrs. Aidah syahripatih as an employee of BMT Fauzan Azhiima, Parepare City, gave an explanation regarding the determination of the selling price and profit margin on murabaha financing. The explanation is as quoted in the excerpt of the interview with the main points of the explanation as follows:

*"Regarding price determination and profit margins or profits, first look at the desired goods. For example 'buying a cell phone at a price of Rp. 4,000,000 and in this BMT there is a selling price. For example, the BMT stated that the selling price of the cellphone was Rp. 5,000,000 with an installment payment system.'"*³

Thing same match also be delivered by Employee of BMT Fausan Azhiima Parepare City

Mrs. Sitti Dahlia as an employee of BMT Fauzan Azhiima, City of Parepare, gave an explanation regarding setting margins for murabahah financing. The explanation is as quoted in the excerpt of the interview with the main points of the explanation as follows:

"There are three factors that affect margins, the first is related to the time period, the second is related to the desired profit target, the third is related to the condition of the customer. In this case we can tolerate the results. The determination of the margin set at BMT fauzan azhiima parepare is seen from the amount of financing made by customers. Murabahah financing is classified into 2 namely small financing and large financing. The small financing referred to here is financing with a nominal value of Rp. 500,000 - Rp. 100,000 while large financing is financing with a nominal value of Rp. 1,000,000 – Rp. 30,000,000 -"

3. Discussion

Based on results Data processing that Based on the results of the data processing above, it can be explained that NMP has fluctuated up and down from 2015 to 2016. For 2017-2017 it has decreased, while for 2019 to 2020 it

¹ Sugiyono, *Quantitative, Qualitative and R&B Research Methods*, h. 205.

² Ahmad Hale, Manager of BMT Fauzan Azhiima, *interview*, Parepare, 27 July 2022

³ Aidah Syahripatih, BMT Fauzan Azhiima employee, *interview*, Parepare, 2 August 2022

has increased. The higher the NPM value, the healthier the company and vice versa, the lower the NPM value, the more unhealthy the company is when viewed from the NPM value.

Murabahah financing products at BMT Fauzan azhiima Parepare city according to the NPM ratio in 2015 were stated to be very good because if calculated using the NPM ratio it reached 51.3 % . In 2016, according to NPM calculations, it entered the very good criteria, namely at 35.1 % . In 2017 it was in a very poor position , namely at -57.49 % . In 2018 it was again declared very lacking because it had a very low NPM of -26.18%, while in 2019 the NPM ratio increased to 16.37% and was declared sufficient. And in 2020 according to the NPM ratio it has increased to 53.61% and is stated to be very good because it has a very high NPM value .

4. Conclusion

Based on the results of the analysis discussed above, the authors conclude that as follows :

1. Form of murabahah financing contract at BMT fauzan azhiima kota parepare Customers who wish to apply for financing must be mature and have the ability to pay, the selling price is determined at the beginning of the agreement and cannot change during the installment payment period, the BMT can request a down payment if necessary, if customers who break their promises in paying their installments, the BMT has the right to impose a fine unless it is caused by a disaster, the BMT is allowed to ask the customer for collateral for murabahah receivables. And fill out the documents that have been provided by the BMT for customers who want to do Murabaha financing.
2. Calculation of the profit margin calculation at BMT Fauzan Azhiima, Parepare City, can be seen from the amount of financing made by customers. And the determination must be in accordance with the results of negotiations between the customer and BMT Fauzan Azhiima, Parepare city. Determination of the margin for installments made per day is at least equal to 0.2% of the financing taken. The margin with installments made weekly is the lowest equivalent to 1.5%. And the margin with monthly installments is the lowest, equivalent to 3.2%.
3. Based on calculations using the NPM ratio in 2015 and 2016 BMT Fauzan Azhima is in very good condition. While in 2017 and 2018 the company's condition according to NPM's calculations was very poor. In 2019, according to the calculation of the NPM. And in 2020 it is back in a very good position according to NPM's calculations.

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