Model application of Murabahah financing acknowledgement statement of Sharia accounting standard No 59 Year 2002

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Abstract. The purpose of this research is to observe murabahah financing implantation model. Observations were made on one of the sharia banks going public in Indonesia. Form of implementation of such implementation in the form of financing given the exact facilities and maximum financing, then the provision of financing should be adjusted to the type, business conditions and business plans prospective mudharib. If the financing provided is too low with the mudharib requirement not reaching the target and the financing is not refundable.

Keywords: murabahah financing, conventional system and financing agreement.

I. Introduction

Economic developments always relate to the financial world and banking world. Economic development depends on the good or bad state of the state finances and the role of banks running smoothly or not. Indonesia's economic condition deteriorated with the decline in the rupiah exchange rate, so people began to earn a lot of income through business activities to meet the needs of his life [13]. The running of such business activities requires a large capital fund, so most of the community cooperate with the bank. The role of banks in this case is as an intermediary institution between banks and society, which is collecting funds from the community and channeled to the community for activities that can improve living standards in the community [24].

Banking in Indonesia has grown with the development of community thinking about the system of sharia without interest (usury). In the study of [5] with the title of research of International Journal of Excellence in Islamic Banking and Finance, In a longer term of innovation in financial products need to be developed. Well-developed and fair market is an important objective to be achieved by the islamic economic system [18].

Banks are divided into two, namely sharia banks and conventional banks. Both types of banks have almost the same bank products, just different on the operating system. At the beginning of its development syariah banking offers a variety of interest-free banking products in the form of profit-sharing financing or popularly known as Profit and Loss Sharing (PLS) and mudharabah financing. Over time, financing for the results was difficult to implement because the PLS-based products of banks in addition to sharing profits with customers also have to share the losses [14]. This is evidenced based on research conducted [20] & [21] against Islamic banks operating in the Middle East, which states that Islamic banks are reluctant to run products with the system PLS because the risks that may be received by banks is very high, a risk that Over time, has forced the bank to 'renovate' the form and
content of the revenue share to be much different from what is found in fiqh, among them is in the figh
the division of results is done by deliberation between the two parties but in reality is not the case. The
performance of sharia banking is relatively well marked by high growth in a number of main
indicators of sharia banking. Total assets of sharia banking (BUS and UUS) grew 47.56% to Rp 97 trillion, financing grew by 45.24% to Rp 68 trillion. The growth rate of all important indicators of
sharia banking in 2010 exceeds that achieved in 2009 [3].
Islamic economics in this case is Islamic banking is not only the expression of sharia which gives
the existence of Islamic system in the midst of existence of various modern economic system [22]. But
the Islamic economic system is more like a complex Islamic view of Islamic creed expression with
wide nuances and clear targets. The development of the implementation of economic system in
accordance with the principles of sharia is expected to support the development objectives which
include economic welfare and social justice [15] & [17]. In order to achieve these objectives, the role
of all parties in synergy and bahumembahu should be in accordance with their respective roles. In this
regard, Islamic financial institutions are expected to perform their roles and functions in a professional
and trustworthy manner. Financing is the provision of money or invoices based on an agreement
between the bank and other parties that are required to return the money or invoice after a certain
period of time in exchange or profit sharing [19]. Mudharabah financing, the bank 100% donate
capital, while the customer only manage the business saja. Pembagian profit based on the amount of
donated capital. The effectiveness of Mudharabah Financing at BNI Syariah Bank is clearly evidenced
by the high use of mudaraba system [22] & [23]. But the effectiveness of the use of mudaraba system
can not be seen.

Based on the above description, it is necessary to examine the profit sharing system and
mudharabah financing products in syariah banks which are considered to be no different from credit
products in conventional banks. The effectiveness of this Mudharabah concept financing system will
be obvious. The concept of Islamic banking which basically aims to improve the welfare of the people
through products based on Islamic syariat according to some observers experiencing rapid
development, but in fact still not able to attract Indonesian Muslims to use sharia banking institutions
as part of their economic activities.

2. Methods
The type of research is empirical case that is analytical descriptive. As well as the descriptive method
was selected as the way in solving the problem. Then the data in the analysis of this descriptive
method with a qualitative approach [5], [10], [11] [12]. The qualitative approach so that it is more in
reference to the approach of the description or overview of the objects examined, based on the data
that appear as is, and describe systematically will facts the situation factually and closely [8] & [9].
This research was conducted in BNI Syariah.

3. Results and Discussions

3.1. Result
PT Bank BNI in the purpose of developing Bank Syariah in order to become Universal Banking needs
to accommodate the needs of the people who want to channel their finances through sharia banking
and as an alternative in the face of crisis that may arise in the future, given the business activities
based on sharia principles are not exposed to negative spreads as experienced by Conventional Banks
[3].

Mudharabah financing is a cooperation contract between the bank as the owner of the fund
(shahibul maal) and the customer as the fund manager (mudharib) to conduct business activities with
the profit-sharing ratio (profit or loss) according to the upfront agreement. The general terms of
mudharabah financing are: [4]
The amount of paid up capital to the client as a capital manager must be submitted in cash, and may be in the form of money or goods declared in units of money; Business results are divided according to the calculations in the contract, on a monthly basis or time agreed. Bank BNI Syariah as the owner of capital bear losses except due to negligence and deviation of the customer; Bank BNI Syariah reserves the right to supervise the work, but not entitled to interfere in the business of the customer. Mudharabah financing in Bank BNI Syariah is financing in the form of capital/fund provided by BNI Syariah Bank to the customer to be managed in a mutually agreed business.

Mudharabah financing in Bank BNI Syariah is provided in the form of money (working capital) or non-cash assets in accordance with the business field of customers who apply for financing. (Example: financing vehicle units for customers who have business in the field of transportation). Furthermore, in this financing, customers and Bank BNI Syariah agreed to share the proceeds on the revenues. The risk of loss shall be fully borne by the bank except for losses resulting from mismanagement, negligence and customer misuse such as fraud, fraud and abuse. Types of business that can be financed include trade, industry/manufacturing, business on the basis of contracts, and others in the form of working capital and investment.

The share sharing here is as follows: BNI Syariah will invest or distribute the funds collected in BNI Syariah on economic activities that are not contrary to sharia principles, both productive and consumptive. The proceeds or income from such activities are then returned to the customer in accordance with the agreed-upon ratio proportionally depending on the amount and duration of the deposit. For now the ratio set between the customer and the bank is: [3]

Bank: Customer:
Savings: 55-45;
One month deposit: 45-55;
3 Months Deposit: 40-60;
6 month deposit: 35-65;
12 month deposit: 40-60.

The advantages of saving Mudharabah BNI Syariah [18]
Mudharabah savings account holder customers can utilize all of BNI Conventional network, either branch or ATM network because it has been connected on-line. Therefore, savings account holders of BNI Syariah do not have to worry if they move frequently or are traveling, because they can still conduct transactions in the nearest Conventional BNI.

What sectors can be financed through BNI Syariah financing
All economic sectors insofar as they are in accordance with the provisions of Bank Indonesia, BNI in general and added in accordance with the principles of sharia can be financed. So there is an addition in accordance with sharia principles, so although the provisions of Bank Indonesia and BNI in general allow, but not in accordance with the principles of sharia, it can not be financed by BNI Syariah. Examples are liquor trade (Khamar) or Pig Farms. Quoting from [6], [7] & [25] in his book Sharia Bank from theory to practice, some of the main things to be considered by the Sharia Bank before approving the financing are:

Is the financing object kosher or haram?
Does the project cause harm to the community?
Is the project related to immorality.
Is the project related to gambling.
As well as other matters relating to illegal activities and can harm the syiar of Islam directly or indirectly.

In addition, although BNI Syariah does not at all prohibit consumptive financing, but prefers the financing of the real sector primarily to drive the economy, especially the economy of the Muslim community. The guarantee is that the financing of BNI is in accordance with the principles of shariah. As well as the fund products that we discussed in previous meetings, the financing products from BNI are also consulted first with the Sharia Supervisory Board (DPS). With the development of banking products, BNI Syariah will also continue to innovate products in accordance with customer demand. However, in doing these innovations will remain guided by the principles of shariah and always be consulted.

The party entitled to receive Mudharabah financing from BNI syariah.

Basically, the whole community is entitled to obtain this financing facility. However, BNI Syariah in this case holds the trust of the community of fund holders to invest their funds. In accordance with the principle of investment of course the community also wants optimal results. Therefore, BNI Syariah will try to select and channel the financing to potential sectors, so that the public funds provided to BNI Syariah can develop better. Therefore, every request for financing will be analyzed by BNI Syariah analysts, so that in addition to the risk can be reduced to a minimum, return or income from the financed it can also give maximum results. So it will be beneficial for both parties.

Benefits of obtaining Mudharabah financing facility from BNI Syariah compared to credit from Conventional Bank.

The main core is that the Shariah Bank will shy away from interest that in some Muslim societies is considered to be minimal doubtful riba (If doubt is better left behind). An example is the profit sharing principle. People who obtain financing facilities with the principle of profit sharing, in the business conditions that grow, ybs. Will contribute greatly to other community owners of funds, but if business conditions decrease due to conditions that can not be circumvented, of course less then contribution. This is different from conventional banks, both business conditions are in good condition or are down, ybs. Shall still fulfill its obligations in accordance with the applicable provisions. If good conditions of course this is not a problem, but what if the condition decreases? Certainly makes his business more difficult.

4. Discussion

Mudharabah Financing Terms

The terms of the recipient of mudharabah financing issued by PT. Bank Negara Indonesia Syariah Branch Medan is as follows:

The business of the customer has been in accordance with the target market set by PT. Bank Negara Indonesia Syariah, namely:

- Not included in the blacklist of Bank Indonesia and Bank Negara Indonesia Sharia;
- Not included in the debtor loans stuck in accordance with the information From Bank Indonesia and Bank Negara Indonesia Syariah;
- Not including the type of business that is prohibited and avoided to be financed.

The business of the customer is not included in the type of credit extending business Need to be avoided that are speculative or have high risk;

Not exceeding the Maximum Limit of Financing.
Requirements required to apply for financing
Mudharabah are as follows: [3]

Consumer Financing Terms less than Rp. 20.000.000, - including the following:
- Copy of Identity Card of Husband and Wife;
- Photocopy of Family Card and Marriage Certificate;
- Original Slip of the Petitioner's Salary;
- Decision Letter of Permanent Employee/Certificate of Work Period;
- Original Slip Wages Wives (if any);
- Name of Petitioner's Mother;
- Power of Attorney, Statement of Customer;
- Wife Approval Letter;
- List of Goods to be purchased;
- Original Electrical and Phone Account Last Month;
- Administration Fee 1% of Financing;
- Closed Life Insurance.

Terms of Productive Financing of more than Rp. 20.000.000, - among others as follows: [3]
- Copy of Identity Card of Husband and Wife;
- Photocopy of Family Card and Marriage Certificate;
- Photocopy of Business License (SIUP, TDP, SITU);
- Financial Report of Business (Profit / Loss, Balance Sheet) 2 (two) years;
- Name and Address of Supplier / Supplier Utama at least 3 (three) Suppliers;
- Primary Customer Name and Address at least 3 (three) Subscribers;
- Proof of Warranty Ownership (SHM, IMB, PBB);
- Name of Petitioner's Mother;
- Administration Fee 1% of Financing.

Analysis and Evaluation of Mudharabah Financing System
If the Account Officer and Branch Manager judge that the mudharabah financing application is eligible for further processing, then the Account Officer will contact the mudharib candidate to determine when a direct review of the location of the guarantee location will be conducted. Types of Mudharabah Financing Guarantees include: [1] & [2]

- **Material warranty.** Material guarantees or collateral may be movable and not move.
  - Moving Objects;
  - Unmovable Objects.

- **Immature Warranty.** The immaterial guarantee may be a personal guarantee or corporate guarantee. The immaterial guarantee contains a very high risk to be used as a financing guarantee and can only be accepted as an additional guarantee.

The terms of collateral used as collateral are:

- Has economic value (can be traded in general and Clear) and marketability value;
- Collateral value must be greater than the amount of financing provided;
- The collateral is not in a dispute with another party;
- The collateral has no guarantee bond with the other party.

After a site review, the account officer prepares a report on the analysis of financing, reports on the results of the visit, and reports on land/collaterals review and mudharib candidate financial ratio.
analysis. These reports are taken into consideration to decide whether the financing application is appropriate or not financed. The financial statements of the mudharib candidate and the analysis performed by the bank on mudharabah financing application are as follows: [16]

- **Corporate identity and status**;
- **Qualitative Analysis**;
  - Character. The character and credibility of the applicant is quite good;
  - Marketing Aspects. The market position of the applicant shows good results, it is seen from the type of product/merchandise meet the needs of consumers, the selling price is cheaper than competitors, skilled and fast personnel, the applicant has the right marketing strategy, location and strategic business [19];
  - Market Situation and Competition. The marketing orientation is local. Market development is expected to remain stable, the level of competition is quite competitive, and the target market of this company is the middle class down;
  - Management. Management experience in good grades, although the management system applied is still simple in the form of income and sales records but has sufficient to describe the actual business conditions;
  - Raw Material Fulfillment By Company. The company has a fixed supplier so that the fulfillment of raw material needs is assured;
  - Constraints Faced. Constraints faced today are low production levels while market demand continues to increase which is caused by the lack of corporate capital.

- **Quantitative Analysis.** In the quantitative analysis by PT. Bank Negara Indonesia Syariah used the financial statements of mudharib candidates as follows:
  - Profit/Loss Statement;
  - Balance Sheet;
  - Fixed Assets Reconciliation;
  - Capital Reconciliation;
  - Statement of Cash.

**Analysis of Research Results on Mudharabah Financing System**

Every stage of mudharabah financing process at PT. Bank Negara Indonesia Syariah is always carried out properly by applying the principle of prudence. So that the effectiveness of mudarabah financing to fight well in sharia financing at Bank BNI Syariah. Research [20] states with the success of Bank Muamalat in collecting funds and channeling in financing then the performance of Bank Muamalat managed to book positive growth. The largest component of the main operating revenues is derived from revenue-sharing revenue of Rp. 655,175,753,000, which is the result of mudharabah financing and other financing. Mudharabah financing income at Bank Muamalat is principally recognized as revenue-sharing revenue, this revenue share has a significant effect on the increase or decrease in corporate profits. It is obvious that in the above research shows that the mudarabah financing system plays an important role. Likewise with Bank BNI Syariah, mudarabah effectiveness can be seen with the increase of profit decrease. This is because mudharabah financing is one of the BNI Syariah products which contains risks that will harm the bank and may affect the interest of the savers and other users of the banking services, even if implemented based on sharia principles. Research [18] says that in mudharabah financing in Bank BNI Syariah is good enough in accordance with [27]. This can be seen from the establishment of good cooperation between shahibul maal (owner of fund/bank) with mudharib (fund manager/customer). The precautionary principle in financing lies in qualitative and quantitative analysis, and is included in conducting a direct field survey of the feasibility of the mudarib business to be financed. Qualitative analysis is carried out on the applicant's character, background and quality of management. In addition, an assessment of the quality and stability of the business by considering the market position, competition and business prospects [26]. Quantitative analysis is used to perform the feasibility analysis of capital and capacity of the company to be funded and the guarantee submitted by mudharib to support the mudharabah financing application [25].
order to be more accurate analysis both methods of analysis are combined. Mudharabah financing
should go through the system set by the bank to avoid the risk of financing. Mudharabah financing
system there are three important stages: analysis and evaluation of financing, proposal financing,
decision/approval financing. The mudharabah financing approval is the Marketing Manager (PPM),
the Business Marketing Supervisor (PPB) acting as the analyzer [25], evaluator and the maker of the
proposed financing proposal (MPP), and the Branch Manager (PC) that is not a breaker. The
mudharabah financing system that has been discussed prior to determining whether a mudharib
candidate is eligible or unfit to receive financing analysis is conducted based on the criteria established
by the bank. Mudharb financing application submitted by the mudharib candidate is rejected because it
is not eligible to be judged in terms of the purpose of credit use and in terms of repayment capacity,
the prospective debtor is considered not able to return the mudharabah financing installment.
Mudharib criteria that are considered eligible to receive mudharabah financing are as follows: [3]

- Complete data required for mudharabah financing application either for individual mudharib
candidates or for business entities;
- Mudharib business has been in accordance with the target market set by PT. Bank Negara
  Indonesia Syariah namely:
  - Not included in the blacklist of Bank Indonesia and BNI Syariah.
  - Excludes debtors of bad loans in accordance with Bank Indonesia and BNI Syariah
    information.
  - Does not include the type of business that is prohibited and avoided to be financed.
- If the mudharib candidate has been a customer, as long as it relates to BNI Syariah has good
  reputation;
- Financial ratio analysis of prospective mudharib in accordance with the standards that have
  been determined by BNI Syariah;
- The value of the collateral must be greater than the amount of the financing given as well as
  the value of marketability.

5. Conclusions

- The wisdom of mudaraba financing is that it can give humanity relief. Sometimes there are
  some people who have possessions, but are unable to make them productive. Sometimes too,
  there are people who have no possessions but they have the ability to produce them, so that
  with mudharabah financing both parties can benefit from the established cooperation;
- The owner of the fund benefits from the experience of the fund manager in running the
  business, while the fund manager can obtain the benefits of treasure as capital. Thus, it can
  create cooperation between capital and work. So that can be created kemaslahatan and welfare
  of people. From the research that has been done, the authors;
- Can conclude several things as follows:
  - BNI Syariah is a bank that operates in accordance with the principles of Islamic shariah so
    that BNI Syariah away from the practices that contain usury;
  - Mudharabah financing application system in BNI Syariah has been implemented properly
    and applying the precautionary principle can be seen from the existence of adequate
    separation of duties, the analysis and system of authorization on the application of
    financing and the existence of adequate documents and notes in the process of mudharabah
    financing applications.

From the above conclusions, the authors give some suggestions as follows:

- Mudharib candidates should be given a process/procedure of financing more quickly and
  concise so as to achieve customer satisfaction and efficient in banking services;
- Financing analysis should be more selective in determining the financing facility to be
  provided in determining the maximum financing. In order for financing to be given the
  appropriate facilities and maximum financing, the provision of financing should be adjusted to
the type, business conditions and business plans of prospective mudharib. If the financing
provided is too low with the mudharib requirement not reaching the target and the financing is
not refundable.

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