

Effects of Murâbahah Financing And Mudharabah Towards Customer Welfare Case Study at Bank Syariah Indonesia Kcp Bsd South Tangerang

by Aam Ridwan

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Effects of *Murâbahah Financing* And *Mudharabah* Towards Customer Welfare Case Study at Bank Syariah Indonesia Kcp Bsd South Tangerang

Aam Ridwan¹, Umi Khusnul Khotimah², Hidayat³

Master of Law (MH) Sharia Economic Law Study Program, Postgraduate Program, Institut Ilmu Al-Quran (IIQ) Jakarta

aam.ridwan@mhs.iiq.ac.id, umikhusnulhotimah@iiq.ac.id, hidayat@iiq.ac.id

Address: Jl. Ir H. Juanda No.70, Pisangan, Kec. Ciputat Tim., South Tangerang City, Banten 15419

Correspondence Email: aam.ridwan@mhs.iiq.ac.id

Abstract

At this time there are not a few banks that carry out activities conventionally or based on sharia principles. Currently the development of the Islamic financial market (Financial Market Sharia) is rife in the world, especially in countries with a majority Muslim population. This was marked by the establishment of the Islamic Financial Market in Kuala Lumpur which was pioneered by Islamic countries. The progress of the Sharia Financial Market in Indonesia, especially in Islamic banking and insurance is quite significant, followed by the Islamic capital market and pawnshops. Many financing contracts are carried out in the practice of Islamic financial institutions, for example *murabahah*, *mudharabah*, *ijarah*, *musyarakah* and so on. In this research the authors focus on *murabaha* and *mudharabah* financing. The purpose of writing this thesis is to analyze the effect of *murabahah* and *mudharabah* financing on the welfare of customers of Bank Syariah Indonesia KCP BSD South Tangerang. This research includes quantitative descriptive analysis research. The design used in this study is a correlational analysis design (a problem to find a relationship between two phenomena) precisely causal correlation. Data collection uses research instruments, data analysis is quantitative/statistical. The primary data used in this study are 132 customers who received financing according to the criteria and the secondary data in this study is in the form of documents and archives at Bank Syariah Indonesia which contains reports on customer funds that carry out *murabaha* and *mudharabah* financing. The sampling technique in this study used purposive sampling, which is a method of determining respondents to be sampled based on certain criteria. Based on the results of data analysis with the help of the SPSS 26.0 program, research that has been conducted at Bank Syariah Indonesia KCP BSD Tangerang using linear regression analysis through SPSS program data processing shows that, (1) There is an effect of *Murabahah* financing on the welfare of customers of Bank Syariah Indonesia KCP BSD Tangerang. The statistical test results showed that $F_{count} = 27.898$ at db 1 and 94 was 3.94 at the 5% level. Based on the explanation above, $27.898 > 3.94$ at the 5% level, so H_0 is rejected, meaning that there is an influence of *Murabahah* financing on customer welfare of Mandiri Syariah Bank KCP Tangerang, (2) There is an influence of *Mudharabah* financing on the welfare of customers of Bank Syariah Indonesia KCP BSD Tangerang. The statistical test results showed that $F_{count} = 15.048$ at db 1 and 34 was 4.13 at the 5% level.

Keywords : *Murâbahah Financing*, *Mudharabah*, customer welfare.

A. BACKGROUND

The financial system is an important tool in modern societal civilization. The main task is to collect funds from the public and distribute these funds to borrowers to then be used to invest in the production or investment sector, in addition to being used for activities to purchase goods and services so that economic activities can grow and develop and

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* Aam Ridwan, aam.ridwan@mhs.iiq.ac.id

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8 improve living standards. Therefore, the financial system has a very fundamental role in the economy and people's lives.

In general, financial institutions are very necessary in the modern economy because their function is as a mediator between community groups who have the desire to invest and community groups who need business capital, or in other words, collecting funds from the community in the form of savings and distributing them to the community in the form of loans or credit. Banking and non-bank financial institutions greatly influence the economic activities of a country. Economic history in Indonesia proves the superiority of the Indonesian economy during the monetary crisis of 1997-1998. The growth of micro, small and medium businesses became the backbone of the people's economy at that time (Jenita, 2017). The types of banking include Central Banks, Commercial Banks, Rural Banks (BPR). Meanwhile, non-bank financial institutions include pawnshops, savings and loan cooperatives, insurance institutions, leasing and capital markets.

Currently, quite a few banks carry out activities conventionally or based on sharia principles. Currently, the development of Islamic financial markets (*Financial Market Sharia*) is becoming widespread in the world, especially in countries with a majority Muslim population. This was marked by the establishment of *the Islamic Financial Market* in Kuala Lumpur which was pioneered by Islamic countries. The progress of *the Sharia Financial Market* in Indonesia, especially in banking and sharia insurance, is quite significant, followed by the capital market and sharia pawnshops (Rohadi Abdul Fatah, dkk, 2010).

The presence of sharia banks in the conventional banking system is intended to provide an alternative banking system for Muslims who need or wish to obtain banking services without violating sharia law. The growing awareness of the Muslim community in Indonesia regarding the importance of the presence of sharia banking is a reflection of public awareness of Islamic law.

Sharia banking in Indonesia has received a legal basis, with the issuance of Law no. 7 of 1992 concerning banking was then amended by Law no. 10 of 1998 concerning Bank Indonesia. These changes then increased with the fatwa of the Indonesian Ulema Council (MUI) on November 16 2003 regarding the prohibition of various types of interest-based transactions, both in banking, insurance and other business transactions. Thus, sharia banking is banking that operates not using an interest system which is expressly forbidden

by Islam, but rather by using a profit sharing system which is one of the sharia banking products (Muhammad, 2002) .

Many financing contracts are implemented in the practice of sharia financial institutions, for example *murâbahah*, *mudhârabah*, *ijarah*, *musyarakah* and so on. In this research the author focuses on *murâbahah* and *mudhârabah financing*. Financing with a *murabahah contract* is financing in the form of a sale and purchase transaction equal to the purchase price of the goods plus a profit margin agreed upon by the parties (seller and buyer). The profit margin is expressed in nominal rupiah or a percentage of the purchase price. Examples of purchases with a *murabahah agreement* are home ownership financing, motor vehicle financing, working capital financing, investment financing and multipurpose financing (Andrianto, 2019). The development of financial institutions with a profit sharing system based on the principle of *murabahah financing* will help and encourage investment activities and through its accessibility, weak communities can increase their activities. Therefore, Islam recommends helping each other and maintaining harmonious social relations through the principle of mutual cooperation in improving living standards through economic and trade cooperation mechanisms.

Murâbahah financing itself is relief funds needed to purchase goods/services for customers and they are obliged to return the relief funds in full on time. Banks earn between suppliers between banks and customers. *Murâbahah* financing , offered by non-Islamic banking financial institutions, provides business capital to underprivileged Muslim and non-Muslim clients to develop their businesses based on mutually agreed upon agreements. One of the non-bank sharia financial institutions that carries out *murâbahah contracts* is Sharia Bank Indonesia BSD Tangerang.

Of the many products developed by sharia banking, to date *Murâbahah* is the product that dominates the portfolio of almost all financing. There are various reasons why *Murâbahah* is used more often than other products. First, the similarity with credit that is usually carried out in banking. Practitioners only need to adapt ordinary credit practices to the conditions required in *Murâbahah*, or vice versa. Second, customers can easily find out what obligations they have to pay every month/week, and can even find out how much discount they will get if the repayment is accelerated (Karnaen A Perwataatmadja, 2007).

Murâbahah can be used for working capital and investment financing transactions for entrepreneurs. Financial institutions act as buyers, purchasing products from product

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sellers, and as sellers of these products to their customers. Banks take margin from trades. However, in practice, banks and non-banks use *wakala* (representative) agreements to present purchases to customers themselves (Ismail, 2011). Regarding the source of funds used, *Murâbahah financing* cannot generally be classified into 3 groups, namely *Murâbahah financing* which is funded with untied investment, then *Murâbahah financing* which is characterized by binding investment and *Murâbahah financing* which is funded with Bank capital (Karim, 2011). The indicators of *Murâbahah financing* include: namely the seller informs the customer of the capital costs, the first contract must be valid in accordance with the stipulated pillars, the contract must be free from usury, the seller must explain to the buyer if there is a defect in the goods after purchase and the seller must convey all matters related to purchases (Saeed, 2003).

In general practice, for example *Murâbahah financing*, Sharia Financial Institutions are not only sellers of goods as in trade but sell directly to buyers. Because in reality Sharia Financial Institutions do not have inventory. Nearly 70% of goods purchased are sold to customers, the buyers are customers with easy cooperative capital. This means that customers purchase their own assets after receiving financial facilities from Sharia Financial Institutions. Some transactions are also trapped in *fudhul sales*, that is, the goods sold do not actually belong to the seller or the assets of the sharia financial institution are resold to the customer.

As is only the practice at Bank Syariah Indonesia, there are allegations that there are violations of the rules for *Murâbahah financing*. For example, sharia financial institutions only provide funds and then customers buy the goods themselves without direct supervision and review.

Furthermore, *mudharabah financing* is financing where all capital requirements for a business are for a limited period of time according to the agreement. The net business results are divided between the bank as funder (*shahibul maal*) and the business manager (*mudharib*) in accordance with the agreement. Generally, *shahibul maal* provides 100% capital to (*mudharib*). At the end of the financing period, the financing funds are returned to the bank. If a loss occurs due to normal processes, not due to negligence or fraud by the manager, the loss is borne entirely by the capital owner. If a loss occurs due to the manager's negligence or fraud, the manager is fully responsible. Sharia banks can carry out various kinds of businesses that do not conflict with sharia principles and develop them. Sharia

2 banks will share the results (*nisbah*) with the owners of the funds that have been agreed upon and stated in the contract (Umiyati, 2016).

mudharabah financing include that the bank is obliged to notify the owner of the funds regarding *the ratio* and procedures for notification of profits or distribution of profits based on risks that can arise from saving funds. For *mudharabah savings*, the bank can provide a savings book and as proof of storage as well as an ATM card and other withdrawal tools to savers (Umiyati, 2016).

Of the two types of financing contracts implemented in the practice of sharia financial institutions as explained above, namely *murâbahah* and *mudhârabah*. There is still a lack of public knowledge about financing contracts that often occur in Sharia Financial Institutions. Public ignorance leads to inappropriate management as losses occur in business, especially in the recent outbreak in the country. There are customers who get financing because they cannot make monthly payments and are forced to sell their car to meet their needs (Interview results from Marketing Bank Syariah Indonesia KCP Tangerang, 20 August 2022).

This fact is not in accordance with what should exist in the theory of *murâbahah* and *mudhârabah financing contracts* . In *Sharia Banks from Theory to Practice* , Syafi'i Antonio argues that if a customer is seen as useless and unable to pay his debt because he is truly economically incapable, not because of his negligence, the financial institution must postpone the bill until the customer is able to pay (Antonio, 2001).

Another fact was discovered by Ali Nur Ahmad, where in his research, the results of interviews conducted by researchers with customers, it was concluded that *murâbahah financing* was not 100% used for business capital but much of it was used for daily needs such as school fees, kitchen shopping. and other needs. This is what makes customers unable to pay loans because the use of loans or bailout funds is not appropriate. Therefore, it can be concluded that according to Ali Nur Ahmad, *murabahah financing* does not affect customer welfare (Ahmad, 2020).

Welfare is a condition that shows someone is in good condition, prosperous and peaceful. In the Koran, Allah has guaranteed prosperity for His servants and sentient beings as stated in Surah Hud verse 6.

وَمَا مِنْ دَابَّةٍ فِي الْأَرْضِ إِلَّا عَلَى اللَّهِ رِيبٌ مُبِينٌ

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“And not a single creature moves (lives) on earth but Allah guarantees its sustenance for everything. He knew where he lived and where he was kept. Everything (written) in the real Book (*Lauh Mahfuzh*).” (QS. Hud/11:6).

However, this guarantee is not given without effort as explained in surah Ar-Ra'd verse 11 which reads:

لَهُ مُعَقِّبَاتٌ مِّنْ بَيْنِ يَدَيْهِ وَمِنِ خَلْفِهِ يَحْفَظُونَ ۗ وَاللَّهُ عَلَىٰ كُلِّ شَيْءٍ قَدِيرٌ
لَهُ مُعَقِّبَاتٌ مِّنْ بَيْنِ يَدَيْهِ وَمِنِ خَلْفِهِ يَحْفَظُونَ ۗ وَاللَّهُ عَلَىٰ كُلِّ شَيْءٍ قَدِيرٌ

“For him (man) there are angels who always take turns guarding him, from the front and behind him. They guard it by Allah's command. Indeed, Allah will not change the condition of a people until they change the condition of themselves. And if Allah wills evil for a people, then no one can resist it and there is no protector for them except Him” (QS. Ar-Ra'd/13:12).

In an effort to fulfill their daily needs, humans will not be able to complete or obtain them without the help of other people. The benefits of sharia banking include increasing national income or community welfare. It is hoped that *murabahah* and *mudharabah* financing will be able to help people improve their welfare in life. The indicators for customer welfare include business turnover/sales value, increase in the number of consumers, increased business income, business prosperity, suitability of targets and housing needs met (Zahroh, 2017).

The author's temporary observation is that on average customers receive financing from *murabahah* and *mudharabah* with the aim of improving economic welfare both in quantity and quality. For example, Mr A did *Mudharabah* financing because he wanted to set up a business in the culinary sector. For this reason, Mr. A borrowed money from a Sharia Financial Institution which will be used as business capital with an agreement of 60% profit for Mr. A and 40% for the Financial Institution with a repayment period of one year. The next example is Mrs. A who wants to get *murabahah financing* to renovate her business premises because her husband has been laid off (results of the author's survey of customers and interviews with marketing at Bank Syariah Indonesia BSD Tangerang).

Customer welfare during conditions after the *Covid 19 pandemic* had a tremendous impact on sectors such as trade, exchange rates, business activities experienced a quite drastic decline. The impact of the outbreak in this country has caused a reduction in labor

supply, unemployment, reduced income and so on. Conditions like this are often found in big cities. Conditions like this are often found in big cities. During the epidemic, poverty levels in urban areas were relatively higher (Kurniasih, 2020).

In its implementation, Bank Syariah Indonesia KCP BSD Tangerang in *murâbahah* and *mudhârabah financing* was indicated as not yet relevant to MUI Fatwa No. 04 of 2000 concerning *murabahah* and *mudharabah*. A number of problems related to *murâbahah* and *mudhârabah financing* which were reviewed using the MUI Fatwa were stated based on preliminary online interviews via *live chat* on the official *bsi.co.id* page, that the author found that there were problems, including: (1) the implementation of *murâbahah* and *mudhârabah financing* was not it explains how to implement *murâbahah* and *mudhârabah* contracts in detail, (2) in the process of distributing business and investment capital it is not explained whether the bank purchases the customer's needs themselves or hands them over to the customer as the bank's representative. Apart from that, the main objective of this research was carried out by Bank Syari'ah KCP BSD South Tangerang, namely because Bank Syari'ah has a company vision and motto to improve services to members and improve customer welfare.

Based on the background and *gap research* above, the author is interested in finding out more about the relationship and influence between the management of *murâbahah* and *mudhârabah financing contracts* on the welfare of customers of Bank Syari'ah Indonesia KCP BSD South Tangerang.

LITERATURE REVIEW

Research conducted by Tabrani (2022) entitled "*The Effect of Murâbahah Financing and Murâbahah Margin on Return on Assets of Sharia Commercial Banks*". Journal of Sharia Financial Management. This research aims to analyze the impact of *murâbahah financing* and *murâbahah limits* on return on assets of Islamic banks in Indonesia for the period 2017-2021. The analysis method used in this research is multiple linear regression.

The research results prove that *murabahah financing* and *murabahah limits* have a positive influence on the ROA of Islamic banks. *Murâbahah financing* and *murâbahah limits* can provide a return on assets for conventional Sharia banks in Indonesia of 50.2%, this is because *murâbahah financing* is financing that is very superior compared to other financing such as *mudharabah financing*, *musyarakah financing*, *Qardh financing*, *istishna financing*,

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as well as *ijarah financing*. Therefore, Islamic banks in Indonesia must be able to maximize the distribution of *murabahah financing* to obtain a large (Tabrani, 2022)*murabahah limit so that it can increase ROA* .

RESEARCH METHODS

Based on the type of data, this research includes quantitative descriptive analysis research. According to Sugiyono, quantitative research can be defined as a research method based on the philosophy of positivism, used to research certain populations or samples, collecting data using research instruments, quantitative/statistical data analysis, with the aim of testing predetermined hypotheses. The philosophy of positivism views that reality/symptoms/phenomena can be classified, relatively fixed, concrete, observable, measurable, and the relationship between symptoms is causal.

ANALYSIS AND DISCUSSION RESULTS

A. Analysis of the Effect of *Murâbahah Financing* on Customer Welfare

Linearity Test Results

The linearity test is used to determine the relationship between visual-spatial intelligence data and students' creative thinking whether it is linear or not. If there is a linear relationship then linear regression analysis is used. Meanwhile, if there is no linear relationship between the two variables, non-linear regression analysis is used. The linear test with the help of SPSS 26.00 is as follows:

- a. Hypothesis 1

Table 1
Hypothesis 1 Linearity Test Output

ANOVA ^a						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	129,040	1	129,040	27,898	,000 ^b
	Residual	434,794	94	4,625		

5	Total	563,833	95			
a. Dependent Variable: WELFARE						
b. Predictors: (Constant), MURÂBAHAH FINANCING						

From the table above, the value $F = 27,898$ is obtained with a significance level of 0.000. The significance level will be compared with 0.05 (because it uses a significance level of 5%, to find out the decision the following test criteria are used:

If the sig value. $< \alpha$ then H_0 is rejected

If the sig value. $> \alpha$ then H_0 is accepted

$0.000 < 0.05$ then H_0 is rejected, meaning there is a linear relationship between *Murâbahah financing* and customer welfare. Because the sig value. is much smaller than 0.05, the regression model can be used to predict the level of *Murâbahah financing*

Hypothesis test

The hypothesis in this research is:

H_1 : There is an influence of *Murâbahah* financing on the welfare of Bank Syariah Mandiri KCP Tangerang customers

H_2 : There is an Influence of *Mudhârabah* financing on the Welfare of Bank Syariah Mandiri KCP Tangerang Customers

To find the regression equation with the help of SPSS 26.0, the following results are obtained:

a. First Hypothesis

Table 2.

Murâbahah Financing Regression Analysis Test Output

Coefficients ^a						
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
		1	(Constant)	19,654		
	MURÂBAHAH FINANCING	,488	,092	,478	5,282	,000

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a. Dependent Variable: WELFARE

Based on the results above, constant values are obtained in column B. So the following regression equation can be obtained:

$$Y = a + b$$

$$Y = 19.654 + 0.448X \text{ or } 17$$

To find out whether the regression equation above can be used to predict or forecast the magnitude of the criterion variable (Y) based on the predictor variable (X), hypothesis testing is carried out to determine the significance between the two variables. To test the hypothesis using simple linear regression analysis, below are the results of simple linear regression analysis with the help of SPSS 26.0.

Table 3.
Hypothesis 1 Linearity Test Output

ANOVA ^a						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	129,040	1	129,040	27,898	,000 ^b
	Residual	434,794	94	4,625		
	Total	563,833	95			
5 a. Dependent Variable: WELFARE						
b. Predictors: (Constant), MURÂBAHAH FINANCING						

In the ANOVA table above, $F_{\text{Calculation}} = 27,898$ is obtained. The value of $F_{\text{Calculation}}$ will be compared with F_{Table} . The F_{table} value with $df_{\text{reg}} = 1$ and $df_{\text{res}} = 94$ is 3.94 at the 5% level. To make a decision based on the test criteria below:

If $F_{\text{count}} < F_{\text{table}}$ then H_0 is accepted

If $F_{\text{count}} > F_{\text{table}}$ then H_0 is rejected

The output obtained is $F_{\text{Calculation}} = 27,898$ at db 1 and 94 which is 3.94 at the 5% level. Based on the explanation above, $27,898 > 3.94$ at the 5% level, so H_0 is rejected, meaning that there is an influence of *Murâbahah* financing on the welfare of customers of Bank Syariah Mandiri KCP Tangerang.

Then to find out the magnitude of the influence of *Murâbahah* financing on customer welfare by calculating the value of the coefficient of determination (KD)

or *R square* then multiplying it by 100% with the help of SPSS 26.0 to obtain *R square* as follows:

Table 4.

Summary Model of *Murâbahah* financing for Customer Welfare

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.478 ^a	.229	.221	2,151

From the output above, the determinant coefficient value or *R square* (r^2) is 0.229. to see how much influence *Murâbahah* financing has on customer welfare

$$\begin{aligned}
 KD &= r^2 \times 100\% \\
 &= 0.229 \times 100\% \\
 &= 22.9\%
 \end{aligned}$$

So the magnitude of the influence of *Murâbahah* financing on customer welfare is 22.9%, the remaining 77.1% is influenced by other variables that have not been included in the model.

According to Sugiyono, the guidelines for providing an interpretation of correlation coefficients are as follows (Sugiyono, 2010)

Table 5.

Interpretation of Correlation Coefficient

0.00 – 0.199	Very low
0.20 – 0.399	Low
0.40 – 0.599	Currently
0.60 – 0.799	Strong
0.80 – 1,000	Very strong

Based on the interpretation of the correlation coefficient above, the value of $r^2 = 22.9\%$ is in a low relationship so that it can be concluded that *Murâbahah* financing has a low relationship to customer welfare.

This research aims to determine the effect of *Murâbahah* financing on the welfare of Bank Syariah Indonesia customers KCP BSD Tangerang with a focus on a sample of MSMEs.

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So in this research the results were distributed by distributing questionnaires to respondents and collecting them again. Researchers carried out data analysis tests using the SPSS 26.0 program from one independent variable (*Murabahah financing*) which was included in statistical testing, so the results obtained were that there was a significant influence between the *Murâbahah financing variable* on the welfare of Bank Syariah Indonesia KCP BSD Tangerang customers.

The statistical test results show that $F_{\text{Calculation}} = 27,898$ at db 1 and 94 is 3.94 at the 5% level. Based on the explanation above, $27,898 > 3.94$ at the 5% level, so H_0 is rejected, meaning that there is an influence of *Murâbahah financing* on the welfare of Bank Syariah Mandiri KCP Tangerang customers. The value of the determinant coefficient or *R square* (r^2) is 0.229. to see how much influence *Murâbahah financing* has on customer welfare, it is 24.1%, the remaining 75.9% is influenced by other variables that have not been included in the model.

Micro, Small and Medium Enterprises (MSMEs) are one of the business units that have an important role in the development and growth of the Indonesian economy. With the existence of the MSME sector, unemployment caused by the workforce not being absorbed into the world of work will be reduced. The growth of micro-enterprises makes it a source of growth in job opportunities and income, with opportunities for workers to be able to fight poverty and unemployment.

Providing *murabahah financing* to members, especially MSMEs, aims to assist business actors in meeting their capital needs so that the business they run can develop and have an impact on their welfare. Everyone who is running a business certainly wants the business they are running to grow and develop well, so business actors will take various steps to ensure their business develops. To find out/measure whether the business is experiencing good development or improvement, this can be seen through increased profits, volume growth, employment and return on investment. Meanwhile, to measure the performance of a small company, it can be seen and measured by paying attention to the following things, namely an increase in revenue, an increase in sales, an increase in market share, and an increase in the number of employees. The goal of every person who works is to achieve a prosperous life for both himself and his family. Welfare as referred to in Law Number 11 of 2009 is the condition of a person who can fulfill all his life needs, which include material needs, spiritual needs and social needs. A person is required to be able to fulfill their daily needs in order to have a

decent life and be able to develop themselves in order to be able to carry out their social functions.

The results of this research are in line with research conducted by Linda Novita which explains that murabahah financing products have an influence on the level of welfare of micro businesses but have a small influence. Murâbahah financing is still in demand by customers to obtain financing or capital assistance for micro businesses. The thing that is most supportive is actually the type of business run by entrepreneurs and the way they run that business, which is what most influences the level of welfare of micro entrepreneurs (Linda Novita, 2014).

This research is also in accordance with research conducted by Ali Nur Ahmad who explained that murâbahah financing partially has a positive and significant effect on the development of MSMEs. With the existence of murabahah financing, the development of MSMEs run by members has experienced an increase in turnover/sales value, increased business income, increased opportunities for business development and the fulfillment of living needs. This increase in sales turnover is in the form of average sales obtained by MSME players every month which is increasing and increasing business opportunities to develop and expand their business as well as meeting living needs.(Nurrohmah)

the research results, it was also found that the *multiple linear regression* equation is $Y = 19.654 + 0.448$ Bank Syariah Indonesia KCP BSD Tangerang. Likewise, when murabahah financing decreases, there is also a decrease in the welfare of MSME customers among Bank Syariah Indonesia KCP BSD Tangerang customers.

Based on the research that has been carried out, it can be seen that *Murâbahah financing* has become the most dominant financing with a nominal amount greater than other financing, so it is appropriate that *Murâbahah financing* can be said to be the financing that occupies the most superior position. This is because murabahah financing is easier for customers to understand and carry out, and has a low level of risk, and is the most profitable for banks. Apart from that, murabahah financing aims to improve the people's economy so that the people's standard of living can increase, provide funds for businesses so that businesses can develop, increase productivity so that business production can be increased, open new jobs, and income distribution occurs.

B. Analysis of the Effect of *Mudhârabah Financing* on Customer Welfare

Linearity Test Results

The linearity test is used to determine the relationship between visual-spatial intelligence data and students' creative thinking whether it is linear or not. If there is a linear relationship then linear regression analysis is used. Meanwhile, if there is no linear relationship between the two variables, non-linear regression analysis is used. The linear test with the help of SPSS 26.00 is as follows:

b. Hypothesis 2

Table 6.
Hypothesis 2 Linearity Test Output

ANOVA^a						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	,191	1	,191	15,048	.028 ^b
	Residual	135,448	34	3,984		
	Total	135,639	35			
a. Dependent Variable: WELFARE						
b. Predictors: (Constant), MUDHARABAH FINANCING						

From the table above, the value $F = 15.048$ is obtained with a significance level of 0.000. The significance level will be compared with 0.05 (because it uses a significance level of 5%, to find out the decision the following test criteria are used:

If the sig value. $< \alpha$ then H_0 is rejected

If the sig value. $> \alpha$ then H_0 is accepted

$0.000 < 0.028$ then H_0 is rejected, meaning there is a linear relationship between *Murâbahah financing* and customer welfare. Because the sig value. is much smaller than 0.05, then the regression model can be used to predict the level of *Mudhârabah financing*.

Hypothesis test

The hypothesis in this research is:

- H₁ : There is an influence of *Murâbahah* financing on the welfare of Bank Syariah Mandiri KCP Tangerang customers
- H₂ : There is an Influence of *Mudhârabah* financing on the Welfare of Bank Syariah Mandiri KCP Tangerang Customers

To find the regression equation with the help of SPSS 26.0, the following results are obtained:

a. First Hypothesis

Table 7.
Mudhârabah Financing Regression Analysis Test Output

Coefficients ^a						
Model		Unstandardized Coefficients		Standardized Coefficients	Q	Sig.
		B	Std. Error	Beta		
1	(Constant)	35,821	6,280		5,704	,000
	MUDHARABAH FINANCING	,238	,174	,238	5,219	,028

a. Dependent Variable: WELFARE

Based on the results above, constant values are obtained in column B. So the following regression equation can be obtained:

$$Y = a + b$$

$$Y = 35.821 + 0.238X$$

To find out whether the regression equation above can be used to predict or forecast the magnitude of the criterion variable (Y) based on the predictor variable (X), hypothesis testing is carried out to determine the significance between the two variables. To test the hypothesis using simple linear regression analysis, below are the results of simple linear regression analysis with the help of SPSS 26.0.

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Table 8.
Hypothesis 2 Linearity Test Output

ANOVA^a						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	,191	1	,191	15,048	.028 ^b
	Residual	135,448	34	3,984		
	Total	135,639	35			
a. Dependent Variable: WELFARE						
b. Predictors: (Constant), MUDHARABAH FINANCING						

In the ANOVA table above, $F_{\text{Calculation}} = 15,048$ is obtained, the value of $F_{\text{Calculation}}$ will be compared with F_{Table} . The F_{Table} value with $df_{\text{reg}} = 1$ and $df_{\text{res}} = 34$ is 4.13 at the 5% level. To make a decision based on the test criteria below:

If $F_{\text{count}} < F_{\text{table}}$ then H_0 is accepted

If $F_{\text{count}} > F_{\text{table}}$ then H_0 is rejected

The output obtained is $F_{\text{Calculation}} = 15,048$ at $df = 1$ and 34 which is 4.13 at the 5% level. Based on the explanation above, $15,048 > 4.13$ at the 5% level, so H_0 is rejected, meaning that there is an influence of *Mudhârabah* financing on the welfare of customers of Bank Syariah Mandiri KCP Tangerang.

Then to find out the magnitude of the influence of *Mudhârabah* financing on customer welfare by calculating the value of the coefficient of determination (KD) or *R square* then multiplying by 100% with the help of SPSS 26.0 to obtain *R square* as follows

Table 9.
Summary Model of *Mudhârabah* financing for Customer Welfare

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.238 ^a	.241	.228	1,996

From the output above, the determinant coefficient value or *R square* (r^2) is 0.241. to see how big an influence *Mudhârabah* financing has on customer welfare

$$\begin{aligned} \text{KD} &= r^2 \times 100\% \\ &= 0.241 \times 100\% \\ &= 24.1\% \end{aligned}$$

So the magnitude of the influence of *Mudhârabah* financing on customer welfare is 24.1%, the remaining 75.9% is influenced by other variables that have not been included in the model.

According to Sugiyono, the guidelines for providing an interpretation of correlation coefficients are as follows

Table 10.

Interpretation of Correlation Coefficient

0.00 – 0.199	Very low
0.20 – 0.399	Low
0.40 – 0.599	Currently
0.60 – 0.799	Strong
0.80 – 1,000	Very strong

Based on the interpretation of the correlation coefficient above, the value of $r^2 = 24.1\%$ is in a low relationship so that it can be concluded that *Mudhârabah* financing has a low relationship to customer welfare.

This research aims to determine the effect of *Mudhârabah* financing on the welfare of Bank Syariah Indonesia customers KCP BSD Tangerang with a focus on a sample of MSMEs. So in this research the results were distributed by distributing questionnaires to respondents and collecting them again. Researchers carried out data analysis tests using the SPSS 26.0 program from one independent variable (*Mudhârabah financing* which was included in statistical testing, so the results obtained were that there was a significant influence between the *Murâbahah financing variable* on the welfare of Bank Syariah Indonesia KCP BSD Tangerang customers.

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The statistical test results show that $F_{\text{Calculation}} = 15,048$ at db 1 and 34 is 4.13 at the 5% level. Based on the explanation above, $15,048 > 4.13$ at the 5% level, so H_0 is rejected, meaning that there is an influence of *Mudhârabah* financing on the welfare of customers of Bank Syariah Mandiri KCP Tangerang. The value of the determinant coefficient or *R square* (r^2) is 0.241. to see how much influence *Mudhârabah* financing has on customer welfare, it is 24.1%, the remaining 75.9% is influenced by other variables that have not been included in the model.

Mudhârabah financing is implemented in accordance with sharia provisions and carried out by business actors correctly, this financing has the potential to increase their business activities, including for micro, small and medium entrepreneurs (MSMEs). Because one of the goals of Bank Syariah Indonesia, apart from empowering the people's economy, local industry, is also to help improve economic efforts for the welfare of members in particular and society in general.

Mudhârabah financing helps members who lack business capital. If the business run by the member makes a profit, the cooperative as shahibul maal and the member as mudharib are entitled to the profit which is determined at the time of signing the agreement. On the other hand, if the business run by the customer loses, then the losses will be borne jointly, where the shahibul maal loses part of its entire capital, and the members lose the opportunity to gain the results of their hard work. Therefore mudharabah financing is suitable financing for business people (Kartasapoetra, 2003).

, it was also found that the multiple linear regression equation is $Y = 35.821 + 0.238$ Bank Syariah Indonesia KCP BSD Tangerang. Likewise, when murabahah financing decreases, there is also a decrease in the welfare of MSME customers among Bank Syariah Indonesia KCP BSD Tangerang customers.

CLOSING

A. Conclusion

Based on research conducted at Bank Syariah Indonesia KCP BSD Tangerang using linear regression analysis through SPSS program data processing, it shows that:

1. There is an influence of *Murâbahah* financing on the welfare of Bank Syariah Indonesia customers KCP BSD Tangerang. The statistical test results show that $F_{\text{Calculation}} =$

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27,898 at db 1 and 94 is 3.94 at the 5% level. Based on the explanation above, 27,898 > 3.94 at the 5% level, so H_0 is rejected, meaning that there is an influence of *Murâbahah* financing on the welfare of customers of Bank Syariah Mandiri KCP Tangerang. The value of the determinant coefficient or *R square* (r^2) is 0.229. to see how much influence *Murâbahah* financing has on customer welfare, it is 24.1%, the remaining 75.9% is influenced by other variables that have not been included in the model. Based on the research results, it was also found that the *multiple linear* regression equation is $Y = 19.654 + 0.448$ Bank Syariah Indonesia KCP BSD Tangerang. Likewise, when *murabahah* financing decreases, there is also a decrease in the welfare of MSME customers among Bank Syariah Indonesia KCP BSD Tangerang customers.

2. There is an influence of *Mudhârabah* financing on the welfare of Bank Syariah Indonesia customers KCP BSD Tangerang. The statistical test results show that $F_{\text{Calculation}} = 15,048$ at db 1 and 34 is 4.13 at the 5% level. Based on the explanation above, $15,048 > 4.13$ at the 5% level, so H_0 is rejected, meaning that there is an influence of *Mudhârabah* financing on the welfare of customers of Bank Syariah Mandiri KCP Tangerang. The value of the determinant coefficient or *R square* (r^2) is 0.241. to see how much influence *Mudhârabah* financing has on customer welfare, it is 24.1%, the remaining 75.9% is influenced by other variables that have not been included in the model. If this *Mudhârabah* financing is implemented in accordance with sharia provisions and carried out by business actors correctly, this financing has the potential to increase their business activities, including for micro, small and medium entrepreneurs (MSMEs). Because one of the goals of Bank Syariah Indonesia, apart from empowering the people's economy, local industry, is also to help improve economic efforts for the welfare of members in particular and society in general.

B. Suggestion

Based on the results of this research, the following are suggestions from the author for Sharia Banks in Indonesia and their members, namely:

1. For Sharia Banks

It is hoped that Sharia Banks can increase the amount of financing, especially for the community or business actors who can build or develop without being constrained by funds.

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2. For Customers

To always strive to continue to make the best use of the financing provided to increase business income.

3. Next Researcher

The results of this research can be used as a reference for future writers to develop or correct and make improvements, especially those who research *Murâbahah* and *Mudhârabah financing* in an effort to improve MSME customers of Sharia Bank.

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