

Feasibility Analysis Of Financing Subsidized Mortgage Customers At Bank Btn Syariah Makassar Branch

Nur Melianda Herman

Faculty of Economics and Business, Universitas Islam Negeri Alauddin Makassar

nurmeliandahermann@gmail.com

Abstract

Banking institutions have an essential role in the development and economy of a country so that banks become agents of product to realize national development goals with the standard of living of the Indonesian people and create economic growth. To channel financing, Islamic Banks have considerations before providing funding to customers. A handful of people still provide data that does not match the facts on the ground. This makes the financing not feasible to be given. This study uses a qualitative method. They are using a data analysis approach using the 5C+1S principle. The study results found that Bank BTN Syariah Makassar Branch principle 5C + 1S in conducting customer financing feasibility analysis. Character, Capacity and Collateral are these three points that influence the ongoing financing. Meanwhile, capital and conditions of the economy are only supporting aspects because both of them do not have a significant influence in the process of providing funding, while in Sharia, namely 1 S, more emphasis is placed on the sale and purchase contract, where this Islamic bank prioritizes MUI fatwa decisions and must meet Sharia elements.

Keywords

5C+1S Principle, Feasibility Analysis, Financing, Islamic Bank.

1. Introduction

Business is one of the supporting factors in a country's development. Suppose a country has a very high level of business activity. In that case, the government will have the opportunity to become a developed country. Talking about business activities is undoubtedly very diverse and indeed inseparable from the role of financial institutions that regulate all types of financial transactions. Financial institutions provide facilities and products in the financial sector and have a role in the turnover of money in the economy. The average operational activity of financial institutions includes collecting funds from the community and distributing funds to people in need.

One of the financial institutions that implement this is the Bank. Banking institutions have an essential role in carrying out the development and economy of a country. On the other hand, the Bank is also an *agent of the product (Agent of Development)* to realize the national development goals, namely improving the living standards of the Indonesian people and creating healthy economic growth and national stability (Palupi, 2018). Most people also entrust banks as a safe place for transactions in various financial activities (Ismail., 2011).

According to Law Number 10 of 1998, *a bank is a business entity that collects funds from the community in the form of deposits and distributes them to the community through credit or other documents to improve the living standards of many people* (Muhamad, 2019). The Bank collects public funds and then distributes its funds to the community to encourage the

improvement of the living standards of many people (Ismail., 2011). In Indonesia, banks are divided into two types: banks using the conventional system and banks using the sharia system. This is because there are cons regarding the method used by traditional banks, which is very contrary to Islamic law.

Islamic banks have a different operating system from conventional banks. Islamic banks provide interest-free services to their customers. Islamic banks are financial entities that provide financing and other services in payment traffic and carry out money circulation under Islamic sharia principles, especially Islamic procedures (Muhamad, 2014).

The first Islamic financial institution established in Indonesia was Bank Muamalat Indonesia based on the results of MUNAS IV MUI dated 22-25 August 1990 at the Syahid Hotel and began operating in 1992 (Antonio, 1992). The turning point in the development of Islamic banks started with the onset of the monetary crisis in 1997 and 1998. The success of the Islamic economy is measured by how the development of Islamic banking in Indonesia can be applied. The economic crisis in 1998 proved that the interest system implemented by the conventional during this time had failed. In contrast to the profit-sharing system implemented by Islamic banks, we can survive in the conditions of the monetary crisis that at that time hit various worlds (Ismail, 2011).

Not only that, financial institutions that apply sharia principles continue to show their customers stability, profit, comfort and security (Agus, 2020). Therefore, bankers consider that Islamic banks do not significantly influence the monetary crisis at that time and see the potential for Islamic banks to develop more rapidly in the future (Ismail., 2011). Islamic banking in Indonesia is currently in a competitive period where all banks are competing to market and promote their products and provide the best service through these products. Products found in Islamic banking include deposits, financing, and other services (Palupi, 2018).

Financing in Islamic banks is an activity in distributing funds to other parties or customers in need where the distribution of funds is by sharia principles. Financing is based on the trust of the fund owner, who invests his funds into a Sharia bank. Then the Islamic Bank distributes it to the party receiving the financing on the condition that the beneficiary should return the financing given following the period agreed in the financing agreement (Ismail., 2011).

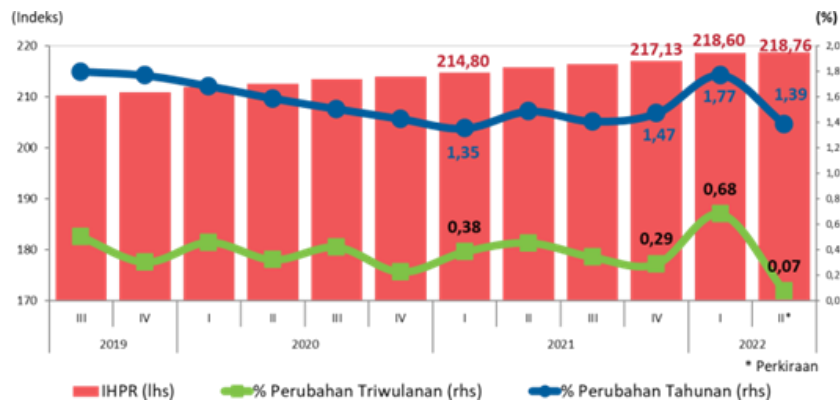
Financing in Islamic banking is distinguished based on the contract used. Financing contracts are generally divided into *mudharabah*, *Murabaha* and *ijarah contracts*. Financing contracts have an essential role in Islamic banks. The most widely used are financing with *Murabaha* or buying and selling contracts (Dasono, 2017).

In Islamic banking operations, *Murabaha* is an agreement for buying and selling goods in the amount of the cost of goods coupled with an agreed profit margin. The Islamic Bank buys the ordered goods as desired by the customer and then resells them to the customer. The selling price that Islamic banks offer is the price purchased from the developer plus the profit agreed upon by the Bank and the Customer (Muhamad, 2014).

One type of financing that will be the central core of the study is home financing. The house is one of the primary needs today, not only an individual need, but a place is a need as a whole. However, house prices are increasing every year, and this is based on data on the development of the Residential Property Price Index (IHPR) from the fourth quarter of 2019 to the first quarter of 2022 published by Bank Indonesia in 2022 below:

Figure 1.1

Development of Property Price Index (IHPR)



Source: Bank Indonesia Residential Property Price Survey (data has been processed)

Based on the results of the Residential Property Price Survey (SHPR) conducted by Bank Indonesia, property prices in the primary market on an annual basis grew increasingly in the first quarter of 2022. PR growth in the first quarter of 2022 was recorded at 1.77% higher than the previous year in the fourth quarter of 2021 at 1.47%. The residential Property Price Index (IHPR) for the first quarter of 2022 increased by 0.68%, which is higher than the previous year in the fourth quarter of 2021 by 0.28% (*Bank Indonesia Residential Property Price Survey, 2022*).

Based on the survey results above, it is very likely that people will not be able to buy housing in the future because the price of houses that increase yearly is not balanced with adequate income. Therefore, efforts to add affordable housing must be improved so that all levels of society can feel like owning their own home (Hardani, 2017).

Makassar City is the fourth largest metropolitan city in Indonesia. The residents of Makassar City are also among the areas with a very good economic turnover in Indonesia. The existence of a good economic turnover in an area can increase the income of its people.

Based on SK Kep. Gub. South Sulawesi No. 2583/XI/Year 2021, which is set by the MSE of Makassar city of IDR 3,294,467 (Minimum Wage: UMP and UMK of South Sulawesi 2022 - Gajimu.Com/Garmen). Moses set by the local government are classified as medium. Even so, not all people in Makassar City get the same wages, depending on the profession they run. There are not a few people who get fewer wages than they should.

With the MSE data above, there are still people who cannot buy a house due to inadequate (economic) factors to own a house. The KPR Subsidy program, carried out by the government, can help people who want a decent house at an affordable price (Sahvitri, 2018).

Based on this, the form of government support is in line with the objectives of Islamic banks in the welfare of the community. Through Islamic banks, the government provides housing financing through subsidized home ownership financing (Rahman, 2019).

KPR Subsidy is a government-sponsored program for the community's welfare, especially for low-income people, by fulfilling the provisions and stages that have been determined to apply for KPR Subsidy financing (Rahman, 2019). One Islamic Bank with a subsidized mortgage financing facility is the Sharia State Savings Bank (BTN).

BTN Syariah was chosen to be the object of research because BTN Syariah collaborates with the Ministry of Public Works and Public Housing to provide convenience to people who

have low incomes by using *Murabahah* contracts or buying and selling, which of course, provides benefits such as light instalments and remains until the end, is not subject to VAT, life or fire insurance borne by banks, and so on (*IB Subsidized BTN Mortgages*).

The following is a table of the development of BTN Syariah financing distribution in the KPR Subsidy sector for the last four years:

Figure 1.2

Table of Developments in Subsidized Mortgage Financing Distribution

Tahun	Pembiayaan KPR Subsidi	Unit KPR Subsidi	Presentase
2018	3.909.787	32.083	32,99%
2019	1.960.208	16.048	16,54%
2020	2.726.845	20.196	22,99%
2021	3.260.155	23.324	27,48%

Source: Bank BTN Annual Report (data processed by researchers)

The table of financing developments above shows that in the last four years, the amount of financing disbursements for subsidized mortgages every year has increased. Although at the beginning of 2020, there was a pandemic that hit Indonesia until now, this has not dampened the performance of BTN Syariah in distributing subsidized mortgage financing to its customers. It is proven that in 2020 the distribution of subsidized mortgage financing increased to IDR 2.72 trillion with sales of 20 thousand units compared to the previous year of IDR 1.96 trillion with sales of 16 thousand housing units. Then followed in 2021, which reached IDR 3.26 trillion with house sales of 23 thousand units.

The mechanism and contract of KPR Subsidies products owned by BTN Syariah Syariah have been adjusted according to the sharia concept. With this program, people who earn less than Rp. 4,000,000 per month can apply for a subsidized mortgage with a maximum instalment of 20 years (Khaerunnisa, 2016). Because the KPR Subsidy system is tailored to customers' needs, BTN Syariah also provides sharia subsidy mortgage simulation facilities, which can be found on the official website of www.btnproperti.co.id. On the website page, it is equipped with instalment details to the details of the first payment and other costs.

To disburse financing, Islamic Banks have considerations before providing financing to customers. A handful of people still provide data that does not match the facts on the ground. This is what makes the financing unfit to be given. The procedure that must be fulfilled by the customer who applies for financing is solely to determine whether the customer is worthy of financing or not (Rahman, 2019). The precautionary principle requires the Bank to always be careful in its business activities because if the Bank ignores this, it will result in problematic financing in the future. (Mujahideen, 2019).

Previously, researchers researched studies related to the title that the researcher had determined. This is done so that the research carried out today and the previous one is interrelated but still have differences. The research in question is as follows:

The first research was a study conducted by Taufik Rahman, who is a student of Sultan Syarif Kasim Riau State Islamic University, in 2019 with the title "*Feasibility Analysis of Providing Financing to Prospective Subsidized Mortgage Customers at BTN Syariah Sub-Branch Office Panam Pekanbaru*". The results showed that the feasibility analysis of subsidized mortgage financing to prospective customers began with the requirements for submission, termination of financing and implementation of the contract. The obstacles often encountered in the feasibility analysis of Subsidized Mortgage Financing include the discrepancy of salary slips when submitting a financing application with adjustments to survey in the field (Rahman, 2019).

The second research is a study conducted by Anugrah Savitri, a Raden Intan State Islamic University Lampung student, in 2018 with the title "*Analysis of Sharia Mortgage Financing for Low-Income Customers " (Study at Bank BRI Syariah Bandar Lampung Kedaton Branch Office)*". The results of the research conducted by the researcher, namely the implementation of Sharia mortgage financing for low incomes at Bank BRI Syariah KC Bandar Lampung Kedaton, set a minimum income of the applicant at 2,700,000, which in this case is not following the Regulation of the Minister of Public Workers and Public Housing (Sahvitri, 2018).

Departing from the background above, researchers were encouraged to choose the title "Feasibility Analysis of Financing Subsidized Mortgage Customers at Bank BTN Syariah Makassar Branch" in realizing the researcher's final project.

1.1 Objectives

The purpose of the research is to find out the stages of providing subsidized mortgage financing for Bank BTN Syariah Makassar Branch Office and to find out the feasibility of customers in obtaining subsidized mortgage financing at Bank BTN Syariah Makassar Branch Office.

2. Literature Review

Financing

Financing at Islamic banks has several types of contracts. In general, Sharia financing is distinguished according to the category of contracts used (Muhammad, 2005). In addition, the Complications of Sharia Economic Law (KHES) also regulates the contract as explained in article 20, paragraph 1, which reads: "*an agreement in an agreement between two or more parties to do or not to perform certain legal acts*" (Mujahideen, 2019). The financing agreements used are:

- a) Financing with the principle of Buying and Selling (Ba'i)

The principle of buying and selling is carried out in connection with the transfer of ownership of goods or objects (Transfer Of Property). The profit level is determined in advance and becomes part of the price of the goods sold (Muhammad, 2005). Chapter I of the General Provisions of Article 20, paragraph 2 explains "*the sale and purchase of objects with objects, or the exchange of objects for money*" (Mujahideen, 2019). Buying and selling transactions can be distinguished based on the form of payment and the time of delivery, namely as follows:

- 1) *Murabahah* Financing

Murabahah is defined as an agreement between a bank and a customer in the form of a purchase of something needed by the customer. The object of the goods in question is capital goods such as machinery or factory equipment and other consumptive goods (Umam, 2016). *Murabahah* is also an agreement to make sales at the agreed level of profit (Muhammad, 2005).

This *Murabahah* Financing Scheme is usually carried out in instalments (*bi-team jail*). In this transaction, the goods are handed over, and then the customer makes a tough payment based on the agreed payment maturity time (Umam, 2016).

- 2) *Salam* Financing

Greetings are buying and selling transactions in which the goods traded do not yet exist or the purchase of goods whose goods will be handed over in the future (Umam, 2016). In general, article 20, paragraph 34 explains that greetings are "*financing services related to buying and selling whose payment is made simultaneously with the ordering of goods*" (Mujahideen, 2019). The goods the customer desires will be handed over toughly while the payment is made in cash in advance (Muhammad, 2005).

3) Krishna Financing

Chapter I of the General provisions of Article 20, paragraph 10 explains that Istishna is "*the sale and purchase of goods or services in the form of orders with certain criteria and conditions agreed between the ordering party and the seller party*" (Mujahideen, 2019). Based on the above understanding, the istishna scheme is carried out by ordering with the criteria desired by the customer and agreed upon by the Bank; if the goods follow customer criteria, the customer pays for the goods.

b) Financing with Profit Sharing Principles

The form of disbursement of funds shown for investment purposes in Islamic banking can be carried out based on a profit-sharing agreement (Umam, 2016). Sharia financing products based on the principle of profit sharing are as follows:

1) Musyarakah Financing

Musyarakah is the investment of funds from fund/capital owners to mix their funds/capital in a particular business, with profit sharing based on a pre-agreed ratio. Meanwhile, losses are borne by all fund/capital owners based on their respective fund/capital parts (Umam, 2016).

The musyarakah transaction is based on the desire of the cooperating parties to increase the value of the assets they own together. Included in the musyarakah group are all forms of business involving two or more parties where they jointly combine all forms of resources, both tangible and intangible (Muhammad, 2005).

The musyarakah scheme provides financing for an agreed amount, and the Bank has the right to do managerial business carried out by its customers (Umam, 2016).

2) *Mudharabah* Financing

Mudharabah is a form of cooperation between two or more parties in which the owner of capital (*shahibul maal*) entrusts a certain amount of capital to the manager (*mudharib*) with a profit-sharing agreement (Muhammad, 2005). The existing profits are divided according to the previously agreed terms. Meanwhile, if there is a loss, it is charged to the owner of the property only. Meanwhile, people who seek to bear losses in their business, so there is no need to be given the burden of other losses (Umam, 2016).

Mudharabah carried out by Islamic banks usually uses the *mudharabah muqayyadah* scheme so that the type and scope of business to be carried out have been determined from the beginning of the contract. This is done so that *shahibul maal* is easier to monitor the business carried out by customers as *mudharib*. The financing with the *mudharabah muthlaqah* scheme, namely Islamic banks, acts as a liaison between customers and business owners so that Islamic banks do not get profit sharing but *fees* for services provided, such as bookkeeping services (Umam, 2016).

c) Financing with The Principle of Rent (*Ijarah*)

One of the products of disbursement of funds from Islamic banks to customers is financing based on lease agreements /agreements (*ijarah*). *Ijarah* is the transaction of renting a lease on an item and or wages paying for a service within a certain time through the payment of rent or compensation for services. *Ijarah* can also be interpreted as an agreement for the transfer of the right of use of goods or services through the payment of rental wages, without being followed by the transfer of ownership of the goods himself (Muttaqien, 2006).

One of the schemes used in this financing is the *Ijarah Muntahia Bittamlik* (IMBT) contract which is a lease agreement (*Ijarah*) of a real asset, namely the home buyer renting a house that has been purchased by the Bank and ends with a transfer of ownership from the Bank to the home buyer. In this IMBT contract, there are two contracts, namely the Sale and Purchase contract (Al-Bai') and the IMBT contract itself, which is a lease agreement that ends with a transfer of ownership at the end of the lease period (Muhammad, 2005).

Financing Feasibility Analysis

Financing is an analysis process carried out by Islamic banks to assess a financing application recommended by prospective customers. By analyzing financing applications, Islamic banks will gain confidence that the project to be financed is feasible (Ismail., 2011).

Credit analysis is carried out to avoid the possibility of breaking promises. This is when viewed from civil law, while in the banking world, this is called bad credit, which is a situation where a customer is unable to pay off bank loans in full in time. The credit given by the Bank is based on trust, so thus the provision of credit is a provision of trust in the customer. But it is not easy to know for sure whether the person applying for the mortgage is a trustworthy person. Various risks in providing credit can cause non-repayment of credit when it comes to repayment so that bad debts occur (Sudiarto et al., 2020).

The Bank conducts a financing analysis with the aim of preventing possible *early defaults* by customers. Financing analysis is one of the most important factors for Islamic banks in making decisions to approve or reject financing applications. A good analysis will result in the right decision. Financing analysis is one of the factors that can be used as a reference for Islamic banks to believe in the feasibility of customer financing applications (Ismail., 2011).

Some of the basic principles that are carried out before deciding on financing applications submitted by prospective customers include (Amiruddin 2018):

1. Character

Describes the nature or disposition of the customer. This analysis is to find out the nature or disposition of a credit applicant customer, whether he has a disposition or nature that is responsible for the credit he takes. From this disposition or trait, it will be seen the willingness of the customer to pay in any difficult condition. However, on the contrary, if the customer does not have the nature of being willing to pay, the customer will try to avoid paying for various reasons, of course. This disposition or trait will be able to be seen from the client's past through observations, experiences, curriculum vitae, and the results of interviews with customers. Ways that need to be done by the Bank to find out *the character* of potential customers include:

a) BI Checking

Banks can conduct research by conducting BI Checking, which is conducting research on prospective customers by looking at customer data through a computer that is online with Bank Indonesia. BI Checking can be used by banks to clearly know by their customers, both the quality of financing for prospective customers if they have become other debtors.

b) Information from other parties

In the event that the prospective customer still does not have a loan at another bank, the effective way to be taken is to research the prospective customer through other parties who know the prospective customer well. For example, looking for information about the character of potential customers through their neighbours, work friends, direct supervisors, and business partners. Character is a very important factor in the evaluation of potential customers.

2. *Capacity*

Namely, the analysis is used to see the customer's financial ability to fulfil their obligations according to the financing period. This ability can be seen from personal income for consumptive financing and businesses financed for trade or productive financing. This ability is important to assess so as not to incur losses. To assess the customer's ability can be judged from the documents owned. Some ways that can be taken to know the financial capabilities of prospective customers include:

a) View Financial Statements

In the financial statements of prospective customers, the source of funds will be able to be known by looking at the cash flow statement. In the overall cash flow statement, it can be known the cash financial condition of prospective customers by comparing the sources of funds obtained and the use of funds.

b) Checking Salary Slips and Savings Accounts

Another way that can be taken by Islamic banks is if the prospective customer is an employee, the Bank can ask for a photocopy of the salary slip for the last three months and supported by a savings account for at least the last three months. From the salary slip data and photocopy of the savings account for the last three months, it will be able to analyze the source of funds and the use of funds of prospective customers. Financial Data is used as a basic assumption about the financial condition of prospective customers after obtaining financing from Islamic banks.

c) Survey The Business Location of Prospective Customers

This survey is conducted to find out the business of potential customers by making direct observations.

3. *Capital*

That is to assess the capital owned by customers to finance credit. This is important because the Bank will not finance the credit 100%. This means that there must be the capital from customers. The goal is that if the customer also has capital invested in the activity, the customer will also feel possessed so that he is motivated to work seriously so that the business is successful and able to pay his credit obligations. The ways taken by banks to find out capital include:

a) Financial Statements of Prospective Customers

In the event that the prospective customer is a company, then this capital structure is important to assess the level of debt to equity ratio. The company is considered strong in the face of various kinds of risks if the amount of its own capital owned is large

enough. Analysis of financial ratios can be carried out by banks to be able to find out the company's capital. This financial ratio analysis is carried out if the prospective customer is a company.

b) **Down Payment**

The down payment that is enacted in obtaining financing. In the event that the prospective customer is an individual, and the purpose of its use is clear, for example, financing for the purchase of a house, then capital analysis can be interpreted as the amount of down payment paid by the prospective customer to the developer or a down payment that has been prepared. The greater the down payment paid by the prospective customer to buy a house, the more reassuring it is for the Bank that the financing to be channelled is likely to be smooth.

4. ***Collateral***

Is Collateral provided by prospective customers for the proposed financing? Collateral is the second source of payment. In the event that the customer cannot pay the instalments, the Islamic Bank can make sales of the Collateral. The proceeds from the sale of Collateral are used as the second source of payment to pay off its financing. The Bank will not provide financing that exceeds the value of the Collateral, except for certain financings that are guaranteed payment by a particular party.

In the analysis of Collateral, a very important factor that must be considered is the selling of the Collateral handed over to the Bank. Islamic banks need to know the market's interest in Collateral submitted by prospective customers. If the Collateral is an item that is in demand by many people, then the Bank believes that the Collateral submitted by prospective customers is easy to trade. Financing is covered by Collateral, which is good aftermarket, and the risk is low.

In detail, the consideration of Collateral known as MAST is as follows:

- a) *Marketability*, Collateral received by a bank should be Collateral that is easy to trade at an attractive price and increases over time.
- b) *Ascertainability of value*, the Collateral received has a more certain price standard.
- c) *Stability of value*, the Collateral handed over by the Bank has a stable price so that when the Collateral is sold, the sales proceeds can cover the debtor's obligations.
- d) *Transferability*, Collateral submitted by banks is easy to transfer and easy to move from one place to another.

5. ***Condition Of Economic***

In assessing credit, it should also be assessed the current economic conditions and the future according to their respective sectors. The conditions to be assessed are mainly the current state of the economy and whether it is feasible to finance credit for a particular sector. For example, certain crop production conditions are booming in the market (saturated). Thus, credit for the sector is otherwise reduced. Other conditions that must be considered are the conditions of the surrounding environment, for example, security conditions and conditions social the community.

6. ***Sharia***

Sharia in the principle of financing is the provision of funds from the Bank to establish and carry out something that does not conflict with sharia principles that refer to Islamic law. In this sharia principle, the Bank will look at the prospective customer in applying for financing at the Bank. The Bank assesses the type of business that the customer will want to manage, whether there is a conflict with sharia or not. If the business that the customer

wants to manage is contrary to sharia principles, the Bank will not distribute financing; therefore, sharia principles can provide instructions on how the type of business that does not violate sharia because, in Islamic banks, the things that should be avoided are as follows:

- a) There is no element of interest and usury.
- b) Free from prohibited activities such as gambling.
- c) The business activities to be financed are clear business activities.

3. Methods

This research uses qualitative methods. The qualitative method uses detailed analytical techniques or investigates a problem based on the case that is happening (Siyoto & Sodik, 2015). While the descriptive method is a method used in describing and reviewing research results but is not intended to draw broader conclusions (Sugiyono, 2013). The data analysis technique uses the 5C + 1S principle, namely Character, Capacity, Capital, Collateral, Condition of Economic and Sharia (Amiruddin, 2018)(Siyoto & Sodik, 2015)(Sugiyono, 2013)(Amiruddin, 2018)

Researchers focus on describing objects by explaining the objects to be studied. Therefore, researchers are required to actively participate in collecting research data. The intended research is related to information on the feasibility of financing (Amiruddin, 2020).(Amiruddin, 2020)

The research will be conducted at Bank BTN Panakukang Sharia Sub-Branch Office located on Jl. Boulevard Ruko Jasper II No.41 Panakukang, Makassar. The reason for choosing a research location at BTN KCPS Panakukang is because of the strategic location in the middle of the city, which is easy to reach and is a separate sharia branch office.

4. Results and Discussion

Procedure for providing subsidized mortgage financing at Bank BTN KCS Makassar

Before Bank BTN KCS Makassar provides financing to its customers, there are several series of procedures that customers must pass in applying for financing. The procedures carried out by Bank BTN KCS Makassar based on the results of interviews that have been conducted are summarized as follows (Interview of the Head of KPR, Analysis of Consumer financing and Customers, July 8, 2022):

- a. Customers come to Bank BTN KCS Makassar to apply for KPR Subsidy financing.
- b. The customer opens a savings account
- c. The customer conducts an interview first
- d. The customer completes the financing file and requirements.
- e. The file that has been completed by the customer is then entered into the system by the Bank.
- f. If the prospective customer is a customer with a fixed income, an analysis will be carried out by the Account Officer (AO). And if the prospective customer is a customer with a non-fixed income, a field survey will be carried out related to the business owned by the prospective customer then the data in the field is analyzed by the Account Officer (AO) and confirms the files submitted whether they are appropriate or not.
- g. The Account Officer (AO) makes a letter of agreement and submits it to the Branch Manager (BM) as the decision maker.
- h. The Branch Manager (BM) approves the file submitted, and then the Bank will determine the contract schedule for prospective customers.
- i. The Bank and the Customer meet and then perform a pre-agreed contract
- j. The Bank begins the process of disbursing customer applications

There are two types of contracts used by Bank BTN KCS Makassar, including the Murabahah contract and the Musyarakah Mutanaqishah contract. There is no significant difference in the distribution of financing between these two contracts, but in the matter of ownership, if you use the Murabaha contract, the ownership of the house is on behalf of the Customer. However, if the contract used is Musyarakah Mutanaqishah, then the ownership of the house is still in the name of the Bank. However, if the payment instalments have been completed, the ownership of the house moves from the Bank to the customer,

In determining the margin, Bank BTN KCS Makassar gets 5% which is calculated based on the instalment year. For example, the KPR Subsidy with a ceiling of IDR 148,500,000, in monthly instalments includes the margin that must be paid in principal instalments. So every month, the principal instalments and the margin are reduced. It has also been determined from the beginning that the instalment provisions are fixed in contrast to the promo margin, which has a difference between the first year and the third year.

As for the application period until the agreement for KPR Subsidy FLPP and TAPER, the process only takes 2-3 days from the time the application is submitted to Bank BTN KCS Makassar. For BP2BT itself, it will take more than three days because the Bank must conduct a survey of the business location to determine the feasibility of the business owned by prospective customers.

Based on the results of the research above, Mr Jodie explained the procedures carried out by Bank KCS Makassar from the beginning of the application for the KPR Subsidy until the contract took place. This is in line with an interview conducted by Mr Aan as a Financing Analyst who explained the procedure for implementing financing distribution to customers.

Then Mr Jodie also explained the margin or profit obtained by Bank BTN KCS Makassar and the maximum price of subsidized houses that are by Ministerial Decree No.995/KPTS/M/2021 concerning KPR Subsidies, specifically in the Sulawesi region, which sets the most interest rate/margin of 5% and the most selling price for subsidized landed houses of Rp156,500,000 and down payment assistance of Rp 4,000,000.

In achieving procedures related to the financing distribution at Bank BTN KCS Makassar, it was very satisfactory because the financing distribution mechanism did not take long. The handling and service were considered good by its customers.

Feasibility Analysis of Subsidized Mortgage Financing Customers at Bank BTN KCS Makassar

The application of the 5C +1S Analysis carried out by Bank BTN KCS Makassar is described as follows:

1. For the application in assessing character (*Character*), the Bank looks at IDEB or loans elsewhere. From this, the Bank can assess the character of potential customers. If the prospective customer is caught providing a fake file or document, then the bank judges that the character of the prospective customer does not have good character.
2. The application in assessing customer ability (*Capacity*) can be seen from customer income in salary slips and customer business feasibility. The calculation in determining customer instalments uses the following formula:
 - a. $FLPP = Penghasilan - Pinjaman \div 3$
 - b. $BP2BT = Penghasilan - Pinjaman \div 3$
 - c. $TAPERA = Penghasilan \times 60\% - Pinjaman$

3. The application in assessing capital (*Capital*) is seen from how capable the customer is of paying a down payment. The down payment is a maximum of 5% of the total house price.
4. For the application in assessing Collateral (*Collateral*), a certificate of a house purchased by the customer. The housing certificate can be seen in terms of the market price. However, the price of a subsidized house is usually determined by the standard price, which is a maximum of Rp. 156,500,000 and is also assessed from the location of whether the house is crowded or not.
5. For application in assessing customer financial capabilities (*Condition Of Economic*) is the same as customer ability, which is seen in customer income.
6. For the application in assessing sharia analysis, it is seen in the contract where Bank BTN KCS Makassar uses more murabahah contracts in financing KPR Subsidies.

The time of file analysis performed by AO takes the most optimal time is 15 t. Because Bank BTN KCS Makassar has a standard SOP to match data taken from other units with analysis units, the unit that surveys the field is the On The Spot (OTS) unit. The survey file conducted by the OTS unit will be submitted to the Analysis unit then the analysis unit confirms the correctness of the file carried out by the OTS unit. Suppose the prospective customer is an employee in a certain company. The analysis party will contact the relevant company and ask whether it is true that the prospective customer's income is in accordance with the file submitted. The most influential analysis in assessing customer eligibility is character.

The study's results above have two main points that will be discussed. The first point is the customer feasibility analysis conducted by Bank BTN KCS Makassar, which applies the 5C +1S analysis. This analysis will be described as follows:

a. Character (Customer Character)

In the interview conducted by Mr Aan, the Account Officer Unit (AO) conducted an analysis through the customer's character, which was assessed from IDEB or commonly referred to as *BI Checking* to find out the previous credit history or find out whether the customer took other credits. Previously, customers had been interviewed by the financing party to listen to customer information directly. And the Bank will adjust whether the information provided by the customer is by the file that the customer submits. In this case, the Bank assesses how customers can be honest and open to the Bank. If customers are honest and have openness to the Bank, this is the first step in building trust between each other. If in connection with the theory of character analysis, Bank BTN KCS Makassar has done the appropriate thing related to customer assessment standards. The character assessments that need to be considered in analyzing potential customers include:

1. Customer's curriculum vitae, business legality, business history and relationship history with the Bank
2. Reputation in keeping Jani to suppliers and customers to the closest people such as neighbours and family.
3. How is the perseverance and work profile of the customer
4. Morals and other values of integrity.

b. Capacity (Customer Capability)

In the capacity analysis conducted by the Account Officer of Bank KCS Makassar, it was stated that in assessing the capacity or ability of customers, it was assessed from the customer's salary slip if the customer is an employee or civil servant, and business feasibility if the customer is self-employed. This is done by the Bank to assess the

customer's ability to fulfil his obligations will be whether the customer's income is enough to pay the instalments in the future. This is in line with customer capacity assessment standards where the Bank can assess the customer's ability through salary slips and customer bank accounts as well as customer financial statements if the customer has a business. In addition, to determine whether the customer is able or not, Bank BTN KCS Makassar has a calculation related to the customer's ability to take financing. There are three formulas used based on the KPR Subsidy segment used, namely:

1. $FLPP = Penghasilan - Pinjaman \div 3$

In the formula above, it is explained that the customer's gross income is reduced by loans or other instalments of the customer and then divided by three. 3 (three) are implied as a burden of daily customer costs. The result of the calculation becomes the customer's ability to pay his obligations.

2. $BP2BT = Penghasilan - Pinjaman \div 3$

Similar to FLPP, BP2BT also uses the same formula as FLPP, where the customer's net income is reduced by loans or other instalments of the customer and then divided by three. 3 (three) are implied as a burden of daily customer costs.

3. $TAPERA = Penghasilan \times 60\% - Pinjaman$

TAPERA itself has a slightly different formula from FLPP and BP2BT but basically the same where income is the customer's income, then 60%, which is the same as 3, namely the daily customer fee load and loans or other instalments owned by the customer.

The calculation simulation used when using these three formulas includes:

1. KPR-FLPP

Pak Yadi is an employee who wants to apply for financing at Bank BTN KCS Makassar. Pak Yadi has an income of Rp. 3,000.00 per month with a loan of Rp. 949,000. So how to calculate Mr Yadi's financial ability as follows:

Income : IDR 3,000,000

Loan : IDR 949,000

Pak Yadi's ability = $3,000,000 - 949,000 / 3$
= IDR 683,667

So Mr Yadi's ability to pay instalments of Rp. 683,667.00.

2. BP2BT

Mrs Ira is a self-employed person who is a business with a net income of Rp. 5,000,000. Mrs Ira applied for a BP2BT mortgage with a loan of Rp 2,000,000. Then how to calculate the financial capabilities of Mrs Ira as follows:

Income: 5.000.000

Loan: 2.000.000

Mrs. Ira's ability = $5,000,000 - 2,000,000 / 3$
= 1.000.000

So Mrs Ira's ability to pay instalments of Rp. 1,000,000.

3. TAPERA

Pak Dino is a civil servant at an Educational Institute in Makassar. Mr Dino has an income of 8,000,000 per month with a loan of 3,000,000. So how to calculate Mr Dino's financial capabilities as follows:

Income: 8.000.000

Loan: 3.000.000

Mr. Dino's ability = $8,000,000 \times 60\% - 3,000,000$
= 1.800.000

So Mr Dino's ability to pay instalments of Rp. 1,800,000.

c. Capital (Customer Capital)

In the capital analysis conducted by the Account Officer of Bank BTN KCS Makassar, it was stated that in assessing customer capital or capital, it was judged by the customer's ability to pay a down payment. For example, if the customer takes a house at a price of Rp. 100,000,000, then the minimum down payment that must be prepared by the customer is 5% of the house price of Rp. 5,000,000. But 5%, in this case, depends on the type of house taken. The wider the type of house taken, the greater the minimum down payment that must be prepared. Then the greater the customer provides down payment, the Bank assesses that the customer is capable and committed to fulfilling their obligations in the future. The down payment also affects the number of instalments given to customers. The greater the down payment is given, the smaller the instalments that will be given to customers.

d. Collateral

In the collateral analysis conducted by the Account Officer of Bank BTN KCS Makassar, it was stated that the Bank used the customer's house certificate as Collateral. The housing certificate will be viewed in terms of market price and assessed based on the location of the house purchased by the customer. This is by the Collateral provisions, where the collateral provisions must meet four criteria commonly called MAST, which is described as follows:

1. Marketability, Collateral received by a bank should be Collateral that is easy to trade at an attractive price and increases over time.
2. Ascertainability of value, the Collateral received has a more certain price standard.
3. Stability of value, the Collateral handed over by the Bank has a stable price so that when the Collateral is sold, the sales proceeds can cover the debtor's obligations.
4. Transferability, Collateral submitted by banks is easy to transfer and easy to move from one place to another.

e. Condition of Economic (Kondisi Ekonomi)

In the Condition of Economic analysis conducted by the Account Officer of Bank BTN KCS Makassar, the Bank only refers to the customer's financial ability. Basically, this reference can be done if the customer is an employee or civil servant who has a fixed income, but in this case, it does not apply to customers who have a business or customers who have a non-fixed income due to the many external factors that have risks that can affect the customer's income so that they are unable to pay instalments. Therefore, based on the requirements set by the Bank, the minimum period of work and business is one year with liquid or stable financial statements. This is done to reduce the risks that will occur in the future.

f. Sharia

In the sharia analysis conducted by the Account Officer of Bank BTN KCS Makassar, the Bank itself applies a murabahah or buying and selling agreement as a means of the agreement to customers. This is in accordance with the concept of home financing into

the type of funding product with the *Murabahah contract*. Based on DSN Fatwa No. 04/DSN-MUI/IV/2000 concerning the general provisions of *Murabahah* in Islamic banks, banks buy goods needed by customers on behalf of their own banks, and these purchases must be legal and usury-free. The Bank then sells the goods to the customer (booker) at a selling price worth the purchase price plus the profit. In this connection, the Bank must honestly inform the customer of the cost of goods and the necessary costs, including, in this case, home financing in a Sharia bank. So, in this case, Bank BTN KCS Makassar has followed the MUI Fatwa and fulfilled the sharia element.

Then the second point related to the Bank's time in assessing customer files is a plus in handling financing because AO has the task of confirming the information collected from other units. Bank BTN Syariah is certainly experienced in financing distribution, especially the distribution of KPR Subsidies. Therefore, the Bank has provisions for assessing customers. Bank BTN KCS Makassar also stated that of the five analyses, the one that has a strong influence is character. This is very good in determining customer characteristics. A good first impression built by the first-time customer towards the Bank can be more convincing for the Bank in providing financing.

6. Conclusion

In conducting a feasibility analysis on financing customers of BTN sharia, the Makassar branch uses the 5C + 1S principle assessment. Where this assessment is carried out by the Account Officer, in applying feasibility analysis in providing financing, it is essential because the provision of the funding does not experience problems in the future. In the 5C+1S financing analysis conducted by the Makassar Branch of Islamic Banks, the decision is made whether the financing is accepted or rejected.

The implementation of 5C+1S pays excellent attention to Character, Capacity and Collateral, in character assessed from the results of interviews conducted, from the way of speaking and how to convey, facial expressions and body language of prospective customers who can interviewed. And looking at the results of BI Chaking, then on Capacity, BTN Syariah Makassar Branch measures the customer's net income so that the bank can calculate the number of instalments or the ability of prospective customers. Income information was also obtained from the results of files, and interviews conducted and then telephoned the leadership where the customer worked. Whereas in Collateral, the Collateral or customer guarantee is the home certificate financed. If the customer cannot pay the instalments, the credited house will be taken by an expert by the bank, and the Makassar Branch of Islamic Bank will conduct an auction.

References

- Agus, I. (2020). Analisis kelayakan nasabah dalam Pemberian pembiayaan KPR Subsidi di BTN Syariah Parepare. *SKRIPSI IAIN PARE-PARE*.
- Amiruddin. (2018). Kelayakan Nasabah Dalam Pemberian Pembiayaan Kredit Kepemilikan Rumah Pada Kantor BPRS Investama Mega Bakti Makassar. *Al-Mashrafiyah: Jurnal Ekonomi, Keuangan Dan Perbankan Syariah: Jurnal Ekonomi, Keuangan, Dan Perbankan Syariah*, 2.
- Amiruddin. (2020). Kelayakan Nasabah Dalam Pemberian Pembiayaan Pada PT. BPRS IMB Kota Makassar. *Al-Mashrafiyah: Jurnal Ekonomi, Keuangan Dan Perbankan Syariah*, 4.
- Antonio, S. (1992). *Apa dan Bagaimana Bank Islam*. PT Dfhana Bakhti Prima.
- Dasono, Ali Sakti, & Ascarya. (2017). *Perbankan Syariah di Indonesia* . Rajawali Pers.

- Hardani, T. L. (2017). Analisis Prosedur Pelaksanaan Kredit Pemilikan Rumah (KPR) Sejahtera-FLPP Dalam Program Sejuta rumah Untuk Rakyat Pada PT. Bank Tabungan Negara (Persero) Tbk, Kantor Cabang Yogyakarta. *Skripsi Universitas Mercu Buana Yogyakarta*.
- Ismail. (2011). *Perbankan syariah*. Kencana.
- Khaerunnisa, A. (2016). Efektifitas Penyaluran Pembiayaan KPR Syariah Bersubsidi BTN Syariah Bagi Masyarakat Berpenghasilan Rendah. *SKRIPSI UIN Syarif Hidayatullah Jakarta*.
- KPR BTN Bersubsidi iB*. (n.d.).
- Muhamad. (2014). *Manajemen Dana Bank Syariah*. PT RAJA GRAFINDO PERSADA.
- Muhamad. (2019). *Sistem Keuangan Islam* (1st ed.). RAJAWALI PERS.
- Muhammad. (2005). *Manajemen Pembiayaan Bank Syariah*. UPP AMP YKPN.
- Mujahidin, A. (2019). *Hukum Perbankan Syariah* (1st ed.). RajaGrafindo.
- Muttaqien, D. (2006). *Sistem Operasional Bank Syariah*.
- Palupi, S. R. (2018). Analisis Kelayakan Pembiayaan Pada PT. BPR Syariah Formes. *Dspaceuii.Ac.Id*.
- Rahman, T. (2019). Analisis Kelayakan Pemberian Pembiayaan Kepada Calon Nasabah KPR Bersubsidi Pada Bank BTN Syariah Kantor Cabang Pembantu Panam Pekanbaru. *UIN Suska Riau*.
- Sahvitri, A. (2018). Analisis Pembiayaan KPR Syariah Terhadap Nasabah Berpenghasilan Rendah (Studi Pada Bank BRI Syariah Kantor Cabang Bandar Lampung Kedaton). *SKRIPSI UIN Raden Intan Lampung*.
- Siyoto, S., & Sodik, A. (2015). *Dasar Metodologi Penelitian*. Literasi Media Publishing.
- Sudiarto, Kurniawan, & Ul Haq, H. (2020). Perjanjian Kredit Pemilikan Rumah (KPR) Subsidi di Bank Tabungan Negara (BTN) Cabang Mataram. *Unizar Law Review*, 3(2).
- Sugiyono. (2013). *Metode Penelitian Pendidikan Pendekatan Kuantitatif, Kualitatif, dan R&D*. Alfabeta.
- Survei Harga Properti Residensial Bank Indonesia*. (n.d.).
- Umam, K. (2016). *Perbankan Syariah: Dasar-Dasar dan Dinamika Perkembangannya di Indonesia*. PT. RajaGrafindo Persada.
- Upah Minimum : UMP dan UMK Sulawesi Selatan 2022 - Gajimu.com/Garmen*. (n.d.).

Biography

Nur Melianda Herman, born in Makassar, 14 July 2000. She was studied at Elementary School Inpres Pa'Baeng-Baeng, Junior High School 1 Makassar, Islamic Senior High School 2 Makassar. She studied at Islamic University at Alauddin Makassar with major syaria banking until now. She has hobbies like reading books and she has interest in photography. Currently, she plans to finish a bachelor's studies this year at the university.