

Analysis of Savings and Loans Practices of the Madani Mekar Syariah National Capital Women's Group at the Bengkalis Branch Office in the Islamic Economic Review

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ABSTRACT

The purpose of this study is to find out how savings and loans practices are carried out in the Madani National Capital. This type of research is field research conducted to explore data obtained from the location or field of research. This research is classified as qualitative research using a qualitative descriptive approach. The population in this study is members of civil national capital customers and sampling techniques, namely Purposive sampling with certain criteria in sample selection to achieve the research objectives used as research are members of the Gg kundur women's group totaling 10 people. The results showed that with this loan, customers are greatly helped to run their business.

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1. Introduction

Permodalan Nasional Madani (PNM) is a state-owned enterprise engaged in financial services. One of the services of Madani National Capital is PNM Mekaar (Fostering a Prosperous Family Economy). PNM Mekaar is strengthened by business assistance activities and carried out in groups.

Along with the government program in order to overcome poverty, the government launched the program by offering loans to the community or community groups with certain conditions. One of the financial institutions that contribute effectively to disbursing business capital loans is PT. Madani National Capital (PNM).

In overcoming changing economic conditions, running a business both large and small scale can be a major or side source of

income. To start the business, an entrepreneur can make it happen using personal capital, can be individuals or groups. However, if personal funds are insufficient, then the step that will be taken by an entrepreneur is to look for a business capital loan.

Permodalan Nasional Madani Mekaar Syariah Bengkalis branch is a financing institution that provides capital loans for underprivileged women ultra micro entrepreneurs through the Fostering a Prosperous Family Economy program. Scuntil can encourage people to work by opening a business.

The loan provided by the civil national capital is without grace, repayment per week and uses a joint responsibility system. And PNM Mekaar also provides services to customers to save, with one of the contracts used is the Wadiah contract in the form of

deposit money from customers that must be maintained.

Financing or loans in the form of credit carried out by PNM Mekaar provide enormous benefits for small or lower middle-class communities. In addition, it is easier for people to finance at PNM Mekaar because the managed financing does not use guarantees but applies a trust system to customers. The Mekaar program is specifically for underprivileged women who have unutilized time and skills due to lack of capital.

It is undeniable that most of the Indonesian people are engaged in the micro, small and medium enterprises (MSMEs) sector. They want to advance their business to be able to meet the needs of life. To encourage the sustainability of micro, small and medium enterprises (MSMEs), capital support is needed that can support MSME actors. Not only men, there are also many housewives who run micro, small and medium businesses with skills / skill / that

The development of Micro and Small Enterprises (MSEs) in Indonesia is one of the priorities in national economic development. This is in addition to the fact that these efforts are the backbone of the people's economic system which is not only aimed at reducing the problem of inequality between income groups and between business actors, or poverty alleviation and employment. The classic problem that until now has not been resolved is the absence of capital from most MSMEs.

Initially, customers will be formed in groups containing a minimum of 7 to 10 people and each group has a representative as a group leader. Weekly Group Meeting (PKM) must be held once a week, as an activity to pay weekly installments and business coaching. All members in a group must attend and deposit themselves in weekly collective payments. If there are members who are unable to attend, the installments will be borne by the group members.

Or in other words, the receivables carried out at PNM Mekaar are serving women to meet their needs or provide capital

for micro-entrepreneurs. Served by forming groups in which there are several customers.

Where there is an agreement that if there is one customer from each group who cannot pay the weekly deposit then the group must be ready to pay it or with a joint responsibility system, help customers who cannot pay weekly on that day.

The initial loan given to the Bengkalis branch of PNM is at most 3 million, payments within a period of 50 weeks installment payments are made per week with 75 thousand rupiah. If the customer has paid off the loan, first they can return to borrow with 5 million within a period of 50 weeks and weekly installments of 125 thousand rupiah.

The community, especially underprivileged mothers there make financing because of the many expenses needed to meet daily needs and for business capital, so many people in Bengkalis District, especially the village community of Kelapapati Laut Gg Gundur, choose entrepreneurship by borrowing capital from PNM Mekaar.

The level of public trust is still doubtful about PNM Mekaar sharia members and the public also does not understand how loans are in the Islamic economic review itself.

2. Literatur Review

2.1 Business Capital

a. Understanding Business Capital

Capital is something that is often used in establishing or running a business, both small-scale to large-scale businesses to meet the needs of an entrepreneur. Capital can be in the form of money, goods or one's expertise. There are two sources of capital, namely capital that comes from oneself and capital that comes from outside or commonly called borrowed capital. Examples of this type of capital source are those sourced from capital aid distributors. The distribution of capital assistance is one of the right solutions in reducing poverty and expanding employment.

Meanwhile, according to the Big Dictionary, Indonesian business capital is money used as a principal (parent) to trade, release money, and so on, haarta objects

(money, goods and so on) that can be used to produce something that adds wealth. Capital in this sense can be explained as a sum of money used in carrying out business activities.

b. Types of Business Capital Overall working capital is divided into 3 parts:

1. Investment capital

Investment capital is a type of business capital that must be spent which is usually used in the long term. Business capital for investment is quite large because it is used for the long term. But investment capital will shrink from year to year, even from month to month.

2. Working capital

Working capital is the working capital that must be spent on make or buy merchandise. This working capital can be issued monthly or at a certain time.

3. Operating Capital

Operating capital is business capital that must be spent to pay monthly operating costs such as employee salaries, electricity and so on. There are various ways to get business capital, including:

- a. Through the capital program at Pegadaian
- b. BCA working capital credit
- c. Samporna's microcredit
- d. Apply for a capital loan without collateral from Fintech peer to peer lending
- e. Getting loan capital from a Cooperative
- f. Working capital from government loans (Kredit Usaha Rakyat)
- g. Loans from E-Commerce, Wallets and Digital Banks.

2.2 Loan

1. Definition of loan

Credit or loan is the provision of the use of money or goods to others at a certain time with collateral or without collateral with the provision of services and interest or without interest. In a broad sense, credit is defined as trust. In Latin, credit means "credere" meaning to believe. The term borrowing in jurisprudence *mua'malah*, in Arabic is called *ariyah* from the word *aara* which

etymologically means to come and go. Another opinion says that *ariyah* comes from the word *alfa'awur* which means to exchange and replace each other in the tradition of borrowing and borrowing.

2. Elements of credit

- a. Belief
A creditor's belief that the credit given will actually be received in the future.
- b. Deal
This agreement is contained in an agreement where each party signs their own rights and obligations.
- c. Period
Each credit given has a certain period of time according to the agreement. The time period can be medium-term, short, and long-term.
- d. Risk
The longer a credit is, the greater the risk, and vice versa.
- e. Remuneration
Is the benefit of providing a credit or service known as interest.
- f. There are 2 parties, the creditor (creditor) and the credit recipient (customer) The relationship between creditor and credit recipient is a mutually beneficial cooperative relationship.
- g. The presence of flower elements As compensation to creditors.
- h. There is a delivery of goods or services from creditors to debtors.

2.3 Loans in Islam

1. Al-Ariyah

Etymologically, *al-ariyah* is a loan, while according to the term among the Hanafi school it is the possession of benefits free of charge. While according to the Maliki school is to have benefits for a certain time without remuneration, while according to the Shafi'i school is the ability to take advantage of someone who frees him what is possible to use and without the substance of his goods so that they can be returned to their owners. And according to the Hambali school that *al-riyah*

is the ability to use a substance without remuneration from the borrower or others.

It can be concluded that Al-ariyah is the ability to take benefits of goods given by their owners to others without being replaced, so if it must be replaced with something or there is a reward, it cannot be said to be al-ariyah.

2. Al-Oard

Buhasa comes from the word al-gathu which means memotang. Meanwhile, according to scholars of the Hanafi school, it is property that someone gives to be paid or returned.

While according to Safi'i it is argued that al-gard is something given to someone else that must one day be returned, and according to the hambali school al-gard is to give property to the person who uses it and then return the successor.

2.4 Principles

Credit Principle when a customer submits a credit request, of course, financial institutions, both banks and nonbanks, do not immediately approve and provide loans. There are several things that become principles in lending that must be analyzed first by financial institutions known as SC and 7P principles.

1. 5C analysis in lending

This principle consists of five criteria that must be met by customers who apply for credit, namely:

a. criterion

The first criterion is character, which is to see how the character and background of prospective borrowers or customers who apply for credit. This character criterion will be seen from interviews conducted by banks, usually by the marketing department. From this character, it will also be seen how the reputation of the prospective borrower, whether he has ever had a criminal record or bad habits in finance such as not paying off loans.

b. Capacity

Capacity or often referred to as capability, which is how the ability of prospective borrowers to pay their credit. This criterion is seen from how the customer

runs his business or how much income he receives each month. If the bank or non-bank assesses that the customer does not have enough ability to pay credit, it is likely that his credit application will be rejected.

c. Capital

The next criterion is the capital or capital owned by prospective borrowers, which is especially applied to customers who borrow for their business or business. By knowing the capital or assets owned by the customer's business, the bank can assess the source of repayment owned. In addition, the bank can also see how the financial statements of the business run by customers are then used as a reference whether it is worthy of credit or not

d. Collateral

The fourth criterion is collateral or guarantee given to prospective borrowers when applying for credit to the bank. As the name implies, this guarantee will be a guarantor or protector for the bank if later the customer cannot pay the loan taken. Therefore, ideally the amount of collateral with physical or non-physical properties is greater than the amount of credit given.

e. Condition

The criterion of the last SC principle is condition, which is economic conditions either general or specific to the business field run by customers. If indeed economic conditions are not good or the customer's business sector is not promising, usually the bank will reconsider providing credit. This is related to how the customer's ability to pay their loans later, which is certainly affected by economic conditions.

2. 7P Analysis in Lending

In addition to the SC principle, another principle used by monetary institutions in providing credit is the 7P principle. In this principle there are seven criteria that have just been met, namely:

a. Personality

The first criterion is personality, which is the personality of the prospective borrower who applies for credit. This criterion is almost the same as the character criteria of the SC principle described above,

which looks at how the overall personality of the customer includes his daily attitudes and behaviors.

b. Party

The second in the 7P principle is the party, where prospective borrowers are included in several groups related to their financial condition. Usually, banks classify customers based on the capital owned, personality, loyalty, and so on. With the differences in classification and this group, there will also be differences in the provision of credit facilities later.

c. Purpose

The third criterion is purpose, which is what is the purpose or usefulness of credit from prospective borrowers in applying for credit to financial institutions. The bank needs to know what the funds will be used for, for example for business capital, investment, education costs.

d. Prospect

The fourth criterion of the 7P principle is prospect, which is how the prospects of the business run by the prospective borrower. Of course, this principle applies specifically to customers who apply for loans for business capital or the business they manage. By knowing whether the business and business have future prospects. Which is good or not, the bank will be able to predict how the estimated repayment capacity of the customer

e. Payment

Still related to the previous criteria, this fifth criterion also aims to measure how the repayment ability of prospective borrowers. The principle of payment is seen from the source of customer income, the smooth running of the business, to the prospects of the business. That way, the bank or financial institution can assess whether the customer can indeed pay the credit or not.

f. Profitability

The sixth criterion is profitability, where the bank sees how the prospective borrower's ability to make a profit or profit. Just like some of the previous criteria, this criterion is more specifically for customers who borrow for their business needs. The higher the level of profitability of the prospective borrower, the

higher the possibility of the proposed credit being approved by the bank.

g. Protection

Not much different from the collateral criteria in the SC principle, this protection criterion also refers to guarantees that can be provided by prospective borrowers. In addition to guarantees in the form of goods such as home or company assets, this protection can also be in the form of insurance guarantees owned by customers.

3. METHODS

Types and Approaches of Research

This research is a type of quality method. Qualitative research is descriptive and tends to use analysis with an inductive approach. The prominence of the research process and the use of theoretical foundations are carried out so that the focus of research is in accordance with the facts in the field

Qualitative research is a type of research whose findings are not "obtained through quantification procedures, statistical calculations, or other methods that use numerical measures.

Data Collection Techniques

1. Observation Techniques

Observation is an observation and recording activity carried out by researchers to perfect research in order to believe in maximum results." The observation that the researchers made was to look at the range of activities and conditions in customers of the civil national capital group in Kelapapati Laut village, Bengkalis District

2. Interview Techniques

Interview is a conversation process carried out by interviewers and interviewees with certain goals, with guidelines and can be face-to-face or through certain communication tools. Researchers conducted direct interviews with customers in Kelapapati Laut Village, Bengkalis.

3. Documentation Techniques

Documentation is the collection of data by researchers by collecting documents from reliable sources. Documentation

carried out by researchers in the form of photos when conducting research or interviews with customers.

Data Analysis Techniques

The data analysis carried out by researchers is descriptive. Descriptive research is research with methods to describe a research result. With the aim of providing description, explanation, and validation of the phenomenon being studied.

4. RESULTS AND DISCUSSION

1. History of the Development of PT PNM Mekaar Bengkalis Branch

The historical course of economic development in Indonesia, including the economic crisis in 1997, has raised awareness of the strength of the micro, small, medium and cooperative business sector and its potential prospects in the future.

This strategic value was later realized by the government by establishing PT Permodalan Nasional Madani (Persero) on June 1, 1999, as a BUMN that has a special task of empowering Micro, Small, Medium Enterprises and Cooperatives (UMKMK).

The task of empowerment is carried out through the provision of financing services and management services, as part of the implementation of the government's strategy to advance UMKMK, especially as a contribution to the real sector, in order to support the growth of new entrepreneurs who have business prospects and are able to create jobs.

PT Permodalan Nasional Madani (Persero), or "PNM", was established pursuant to RI Government Regulation No.38/1999 dated May 29, 1999, with an authorized capital of IDR 9.2 trillion and paid-up capital of IDR 3.8 trillion.

A few months after it was founded, through Minister of Finance Decree No. 487/KM/017 dated October 15, 1999, as an implementation of Law No. 23 of 1999, PNM was appointed as one of the coordinating SOEs to distribute and manage 12 program credit schemes.

In line with business development, in 2016, PNM launched a capital loan service for underprivileged women as Ultra micro entrepreneurs through the Fostering a Prosperous Family Economy (PNM Mekaar) program. PNM Mekaar is strengthened by business assistance activities and is carried out in groups.

Basically, Mekaar PNM customers have knowledge and skills in doing business, but limited access to working capital financing causes their business skills to be underutilized. Some of the reasons for limited access include formality constraints, business scale, and lack of collateral.

Therefore, PNM implements a joint responsibility group system which is expected to bridge the gap in access to financing so that customers are able to develop their businesses in order to achieve their goals and improve family welfare.

PNM Mekaar Syariah is a group-based empowerment service in accordance with the provisions of Islamic law which is based on a fatwa and/or sharia conformity statement from the National Sharia Council of the Indonesian Ulema Council which is aimed at pre-prosperous women as ultra-micro business actors, through:

- a. Improving financial management to realize ideals and family welfare
- b. Unsecured venture capital financing
- c. Habituation of a culture of saving
- d. Increasing entrepreneurial competence and business development

National Capital Madani Mekaar Syariah branch of Bengkalis is located at Jalan Bantan Gg. Permai Rt 02 Rw 02, Senggoro Village, Bengkalis District. And now it has 2,226 customers divided into 165 groups. Each group has a leader as a representative group leader. The practice of borrowing capital or credit from the Bengkalis branch of PNM Mekaar Syariah has been going on for 2 years, from 2020 until now,"

2. The process of granting credit to national madami capital Mekaar Syariah Bengkalis branch

The process of granting credit to the Madani National Capital Mekaar Syariah Branch of Bengkalis The credit distribution procedure is the steps that must be followed in granting credit. The following are the steps for extending PNM Mekaar Syariah loans to the Bengkalis branch:

a. Credit application

Credit applications made by prospective customers to the Madani Mekaar National Capital are processed by the Account Officer and have been verified by the branch head.

b. Customer review

Conduct interviews at the prospective customer's home. The interview analyzes whether it is in accordance with the value of the credit application submitted.

c. Customer review report

The ability of a prospective customer to pay off his credit if his credit application has been approved.

d. Credit decision After seeing the results of the review of prospective customers.

Permodalan Nasional Madani Mekaar Syariah provides a credit decision or in other words, determines how much money a prospective customer can borrow according to the guarantee and the results of the review analysis that has been carried out.

3. The practice of pnm bloom sharia savings and loans for the customer group of Kelapapati Laut gg. Goosebumps.

The practice of pnm bloom sharia savings and loans for the customer group of Kelapapati Laut gg. Kundur Bengkalis consists of 10 members who have a group chairman and vice chairman. The following are members of the civil national capital group GG Kundur.

Table 1. Customer Group of Gg Kundur, Kelapapati Laut, Bengkalis

No	Member's name	Position
1	Juria	Chairman
2	Novita Sari	Vice Chairman
3	Blessed	Member
4	Norida	Member
5	Kairiya	Member
6	Maryanti	Member
7	Irnawati	Member
8	Spiritual	Member
9	Siti Aisyah	Member
10	Ernawati	Member

It is known that PNM has launched a capital loan service for underprivileged women as Ultra-micro business actors through the Fostering a Prosperous Family Economy (PNM Mekaar) program. PNM Mekaar is strengthened by business assistance activities and is carried out in groups.

Based on the results of researcher interviews with PNM customers in the Gg group, Kundur as follows:

According to Mrs. Laila Rahmi as the head of the Bengkalis branch of PNM Mekaar, the criteria for a customer to apply for a credit

loan is to look at the background of the prospective customer, whether they have ever had a bad record of not paying off a loan.

After knowing the background of the borrower, it will then be seen how much income the customer gets in the business he is in. Then Mrs. Laila said after that, the capital that would be given to the prospective customer was in accordance with the estimated profit generated by the prospective customer in the business he was in.

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In this savings and loan practice there is no guarantee, because here it uses a group system and payments are made every week. Every business must experience an increase in the rate of increase and vice versa in achieving profits, because of this PNM implements a system of joint responsibility if there are members who cannot pay, the other group members are bailouts to pay the dues

Mrs. Mugirah said that the savings and loan practice provided by the Bengkalis branch of the Madani Mekaar Syariah National Capital was very helpful in providing capital, so that the business she was currently undertaking was still running. The difficulty of getting capital is compounded by the condition of Covid-19 which is still not over.

According to him, the process of applying for a loan is easy and uses a contract which is basically the agreement of both parties. Maximum initial loan given to PNM Bengkalis branch is 3 million, payment within a period of 50 weeks installment payments are made per week in the amount of 75 thousand rupiah. If the customer has paid off the loan, first they can borrow again with 5 million in a period of 50 weeks and weekly installments of 125 thousand rupiah. In addition to her weaving business, Mrs. Mugirah raises free-range chickens, which are taken from the free-range chicken eggs

Mrs. Juriah said that the savings and loan practice of the PNM group in Gg Kundur teaches about mutual assistance because this PNM is implemented to help people in need

so that it can be said to be a tabarru contract (a contract for good). If there are late payments or other customer members cannot pay the installments, Madani National Capital uses a joint responsibility system, in which other members bail out the members to pay them. However, according to Mrs. Juriah, if many members do not pay, it will also burden other members. However, this was agreed upon by all members at the outset of the agreement.

Meanwhile, according to Mrs. Novitasari, apart from helping the business capital to keep it running until now as a baker, the loans provided can also be used to help pay school fees for children. Apart from for business capital, if the money is already on the customer's side, then the money is not a problem if it is for other needs.

Ms. Novitasari also said that the presence of National Madani Capital has made a major contribution to small and medium business actors, especially women's group customers in Kelapapati Laut village. Because customers can also make savings in the form of savings that can be withdrawn if needed and from these savings can also be used to pay loan installments if the customer cannot pay.

However, Novita's mother was also a little disappointed with the Madani National Capital employee. Based on the information the researchers obtained from the results of the interview with him, Belian said that his savings of approximately 500 thousand rupiah could not be withdrawn, this was because the money was rushed by one of the employees. The way out is to hold a meeting between the customer and the National Civil Service. With the result that the parents who ran away with the money will be fully responsible for replacing it.

Meanwhile, based on the results of an interview with a customer member of the Gg Kundur group, Kelapapati Laut village, Ms. Norida, said that her savings account was the same as that experienced by Mrs. Novitasari. However, her pineapple business is still running. With the loan, the profit from the woven cloth business, Mrs. Maryanti, earns Rp. 2,400,000 per month, for the initial loan

amount of 3 million rupiah, as explained by Mrs. Mugirah. The absence of collateral in this savings and loan is not an issue because it uses a group system.

And according to other members, such as Mrs. Kairiah, Siti Aisyah, Irnawati, Rohani, Ernawati, they said something like this could no longer happen and the Bengkalis branch of the Bengkalis Madani Mekaar Syariah National Capital had to take firm action. 37 That's the answer from the customer regarding How to practice the Bengkalis Branch of Madani Mekaar National Capital Savings and Loans.

5. CONCLUSION

Based on the results of research conducted by researchers regarding, Analysis of the Savings

and Loan Practices of Women's National Capital Mekaar Syariah Group at the Bengkalis Branch Office in an Islamic Economic Review, conclusions can be drawn:

1. National Capital Madani Mekaar Syariah branch of Bengkalis is a financing institution that provides capital loans for underprivileged women as ultra-micro business actors through the Fostering a Prosperous Family Economy program. So that it can encourage people to work by opening a business according to the skills or expertise they have.
2. Nannot pay other members jointly to cover the payment. PNM teaching funding is carried out to help people in need so that it can be said to be a contract of tabarru (a contract for good). Islam recommends helping each other.

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