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Influence Of Internal And Macro Factors Islamic Bank External To Islamic Bank Mudharabah-Based Financing For MSMEs

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ABSTRACT

The mudharabah system in the MSME segment is a very important part of the banking economic growth itself in a place or country in a stable environment, and therefore shapes growth and development in small to medium scale businesses both in individual and group businesses. The purpose of this study was to find out how the influence of internal and external macro factors of Islamic banks on Islamic bank mudharabah-based financing for MSMEs. This study used a qualitative research method with an exploratory research approach. The research results show that the financing that is suitable for MSME development is mudharabah financing. This is because the principle of profit sharing in mudharabah financing increases the potential for MSMEs to gain increased income, expand their business scale and diversify. In addition to contributing to internal banks and MSME players, sharia bank financing for MSMEs also plays a role in macroeconomic development. The factors that influence the allocation of sharia financing to MSMEs in Indonesia are as follows: 1) In that period FDR, NPF, inflation and exchange rates together had a significant effect on the allocation of BUS financing to MSMEs in Indonesia. 2) During this period FDR and NPF together did not have a significant effect on the allocation of BUS financing to MSMEs in Indonesia.

Keywords: Internal and External Macro, Mudharabah, Islamic Banks, MSMEs

INTRODUCTION

Banking is a strategic tool in the framework of economic development, this strategic role is mainly due to the main function of the bank as an effective and efficient collector and channel of funds from the public to achieve national development goals. In Indonesia, there are two types of commercial banks, namely conventional banks and Islamic banks. In contrast to conventional banks, which distribute more funds to the business-oriented financial sector, Islamic banking fund distribution is realized in the form of financing with the principle of profit sharing in the real sector, namely sectors that provide production output. Funds channeled by Islamic banking have a considerable impact on the development of the real sector because Islamic financing products with the profit/loss sharing principle and the partnership paradigm are considered very appropriate for business development that produces production output (Ardana, 2019).

Islamic banking was originally developed as a response from economic groups and Muslim banking practitioners who sought to accommodate pressure from various parties who wanted financial transaction services to be available that were carried out in line with Islamic moral values and principles (Firdaus, 2015). The development of Islamic banking in Indonesia has become a benchmark for the success of the existence of Islamic economics. The monetary crisis that occurred in 1998 has sunk conventional banks and many conventional banks were liquidated due to the failure of the interest system. Meanwhile, banks that implement the sharia system can still exist and survive. In contrast to conventional banking, Islamic banking provides financing in the form of real goods (assets) either based on the concept of buying and selling, leasing, or profit sharing.

The role of Islamic banking in supporting the national economy continues to increase in line with its relatively rapid development in the last ten years since 2004. The intermediation and financing support functions of the real sector can be carried out optimally by Islamic banks. The significant increase in the sharia banking office network in 2006 with the enactment of the sharia service opening policy (office channelling) played an important role in supporting the intermediary function of sharia banking. The government also sees MSMEs as one of the channels for realizing inclusive economic growth, meaning that the benefits of economic growth can be felt by all levels of society, sustainable economic growth that pays more attention to equal distribution of access and opportunities for all levels of society, and focuses on absorbing productive workforce rather than redistribution. income (BLT) for the poor. Indonesia's economic growth is still relatively stable, in 2018 in the range of 5.17% but there are still a number of issues related to the quality of growth including income inequality, poverty and unemployment which are trending downward but the value is still large, this is also an important reason MSME development to help economic development in Indonesia.

Several studies related to the factors that influence Islamic banking financing show different results. Bank Office Network (JKB), Third Party Funds (DPK) are deposits collected by

banks from the public or customers , *Return on Assets (ROA)* is the ratio between net income and average assets or the ratio of profit before tax and zakat to total assets , *Non-Performing Financing (NPF)* describes the inability of financing customers to return financing and their rewards after a predetermined time period at the beginning of the contract or contract. High *Non-Performing Financing* indicates a lot of problematic financing that occurs, this can affect sources of capital for banks because banks lose confidence from savings customers in the funds they have entrusted to banks so that it can reduce the bank's function as a financial intermediary institution. Banks with high *Non-Performing Financing* indicate that the soundness of the bank concerned is low because there are many problematic financing that occur and the bank is unable to manage financing risk properly , the *equivalent rate of financing (ERP)* is a variable that describes the characteristics of banks that affect financing in Islamic banking.

Research conducted by Ali shows that the Bank Office Network (BUS) has a significant positive effect on profit sharing financing at Islamic Commercial Banks. The results of research by Irawan show that DPK has a positive effect on murabaha financing in Islamic banks. Meanwhile, Beik & Aprianti's research shows that DPK has a negative and significant effect on Islamic bank financing. Susilowati & Nawangsasi showed that DPK has a significant effect on Islamic commercial bank financing. The results of Ningsih's research show that ROA has a positive effect on mudharabah financing in Islamic commercial banks in Indonesia.

While the results of Umiyati & Ana's research show that ROA has no effect on foreign exchange sharia commercial bank financing. Research related to NPF conducted by Warty & Budhijana has results showing that NPF has a positive and not significant effect on Islamic bank financing. Meanwhile, research conducted by Nurochman showed that NPF had no significant effect on mudharabah financing for Indonesian Islamic commercial banks. Research by Ryad & Yuliawati shows that NPF has no effect on financing. Jaya et al, showed the results of his research that ERP financing has a significant negative effect on financing Syariah banking. Meanwhile, Yuningsih's research shows different results where ERP financing has an effect on Islamic banking financing. As for several variables of macroeconomic factors that affect sharia banking financing, among others, inflation, exchange rates and interest rates. The results of research by Astuti show that inflation has no significant effect on the allocation of financing in Islamic banks.

The results of this research are different from the research conducted by Dwijaya & Wahyudi showing that inflation has a positive effect on Islamic bank financing. Furthermore, the results of research related to the exchange rate conducted by Ma Already, namely the exchange rate has a positive effect on the volume of Islamic bank financing. While the results of Kurniawan and Sudrajat's research have a negative effect on MSME financing for Islamic commercial banks. Research by Wahiddudin shows the results of his research that interest rates have a

significant negative effect on Islamic banking financing. Ardiasyah, et al, the results of his research show that interest rates have a significant effect on Islamic bank financing .

The mudharabah system in the MSME segment is a very important part of the banking economic growth itself in a place or country in a stable environment, and therefore shapes growth and development in small to medium scale businesses both in individual and group businesses. In small to medium enterprises, it is a form of every community business that has advanced views and initiatives (Munkadi, et al, 2005). Mudharabah is a form of trust-based funding agreement in which an investor or bank entrusts capital to an agent or customer to carry out a project. Profits are based on agreed and pre-agreed ratios. In this system, before carrying out the operational financing of the mudharabah contract, in essence, you must make an agreement or agreement that is equally approved by both parties, and in this agreement, what is said lies in the financing of the mudharabah contract. This automatically means that both parties are bound by an agreement in which the agreement has been based on a law made and mutually agreed upon by the bank and the customer.

The sharia principles stipulated in law no. 10 of 1998 Article 8 has been carried out in accordance with the analysis by establishing and determining the principle of prudence so that each customer is able to pay off his debt and also return the financing in accordance with the agreement so that the risk of failure or congestion in repayment can be avoided. So, the financing of the mudharabah contract that has been given to the customer must be carried out in accordance with the procedures for providing the mudharabah contract financing that has been given to the customer and also the applicable bank financial system. Therefore it is necessary to have a strategic system from the bank so that there are no misunderstandings between the bank and also the customer. However, in the mudharabah financing contract, it is the riskiest contract compared to other contracts because it is a financing contract that does not require the mudharib to return the principal of the financing. Therefore, the purpose of this study was to determine "The Influence of Internal and External Macro Factors of Islamic Banks on Mudharabah-Based Financing of Islamic Banks for MSMEs".

RESEARCH METHODS

In this study using qualitative research methods. According to Sukmadinata (2009), qualitative methods are research to describe and analyze phenomena, events, beliefs, attitudes, and social activities individually or in groups. The qualitative method is a collection of methods to analyze and understand more deeply the meaning of some individuals or groups considered as a humanitarian or social problem (Creswell, 2015). According to Strauss and Corbin (1997) qualitative research is a type of research that produces findings that cannot be achieved (obtained) using statistical procedures or other methods of quantification of measurements. Qualitative research in general can be used for research on people's lives , history, behavior, nationalization, organizations, social activities and others (Sujarweni, 2015).

This qualitative research uses an exploratory research approach, exploration is a type of initial research from a very broad research. In exploratory research it becomes very important because it will produce a strong foundation for further research. Yusuf (2004) argues that the purpose of exploratory research is the goal to get ideas about the main issues in more detail and to develop existing hypotheses.

RESULTS AND DISCUSSION

Comparison of Conventional Banking Interest and Sharia Banking Profit Sharing

To get an idea of how profit sharing is calculated on mudharabah savings, here is an example of calculating profit sharing on mudharabah savings: The balance of the depositor's (Mrs. Susi) savings in October 2010 was 20 million, and the profit sharing ratio between banks and customers was 45:55. It is assumed that the savings balance of all customers in October 2010 is Rp. 300 million and the bank income that will be distributed is 3.5 million, the amount of profit sharing that will be received by Mrs. Susi in October 2003 is:

$$\frac{\text{Rp } 20,000,000}{\text{Rp } 300,000,000} \times \text{Rp } 3,500,000 \times 55\% = \text{Rp } 128,330$$

The comparison of profit sharing calculations is different from the interest calculations carried out at conventional banks. For example, the difference in the calculation of interest on conventional bank deposits and the profit sharing of Islamic banking deposits is as follows:

Table 1. Comparison of Interest Calculations and Profit Sharing for Time Deposits

Islamic Bank	Conventional Banks
Mrs. Ajeng has a nominal deposit = IDR 10,000,000 Term = 1 month Ratio = Depositor 57% : Bank 43%	Mrs. Siti has a nominal deposit = IDR 10,000,000 Term = 1 month Interest = 20% per year
If the profit earned for a 1 month deposit is IDR 30,000,000, - and the average balance of the term deposit	

one month is IDR 950,000,000

Question: What is the profit got Ajeng's mother?

Answer: Rp. $(10,000,000:950,000,000) \times$
 $\text{Rp. } 30,000,000 \times 57\% = \text{IDR } 180,000$

Source: (Muhamad, 2004: 55)

Question : How much interest did Mrs. Siti get it?

Answer: $\text{IDR } 10,000,000 \times$
 $(31:365) \times 20\% = \text{IDR } 169,863$

Table 3. Differences in Profit Sharing and Interest

Islamic Bank	Conventional Banks
<p>The size of the profit sharing obtained by depositors depends on:</p> <ul style="list-style-type: none"> - Bank income - Profit sharing ratio between customer and bank - Nominal customer deposits - The average deposit balance for a certain period of time at the bank <p>The term of the deposit because it affects the duration of the investment</p> <ul style="list-style-type: none"> - Islamic banks provide benefits to depositors with the LDR (Loan to Deposit Ratio) approach, which considers the ratio between third party funds and the financing provided. - In Islamic banking, LDR not only reflects balance, but also justice because banks actually share real results from the business world (loans) to savers (deposits). 	<p>The amount of interest earned by depositors depends on:</p> <ul style="list-style-type: none"> - Applicable interest rate - Deposit amount - Deposit term <ul style="list-style-type: none"> - All interest given to depositors becomes a direct cost - Without taking into account how much income can be generated from the funds raised - Consequently, the bank must add if the interest from the borrower is less than the interest obligation to depositors. This is known as the negative spread or negative profit alias loss

Source: (Muhamad, 2004: 11)

The Role of Al-Mudharabah Products in MSME Financing

If we analyze the principle of profit sharing and profit sharing on al-mudharabah products, this is very profitable and does not burden the borrowers of funds, because al-mudharabah is essentially a cooperation agreement between two parties, in which the first party provides all the capital and the other party becomes the manager. Profits are divided according to the agreement set forth in the contract. If there is a loss, it will be borne by the owner of the capital as long as the loss is not the result of negligence by the manager. If the loss is caused by the manager's negligence, then the manager is responsible.

If the principle of al-mudharabah is really carried out by Islamic banking and is intended for small business actors who want to develop their business, then the community or small

business actors will find it helpful in financing and capital. As explained above, micro, small and medium enterprises experience a lack of capital or financing and have not been touched by financial institutions. In this case, Islamic banking must show its performance to help provide loans through its banking products.

Islamic banks as a financial institution have a function as an intermediary in the activities of an economy. If this function goes well, the financial institution can generate added value. Economic activity here does not differentiate between large or small businesses, because the difference is only the amount of added value based on the scale of the business. This means that even small businesses that utilize financial institutions will also provide an increase in added value, so that efforts to increase people's income can be carried out in a productive way by utilizing the intermediation services of financial institutions, including productive businesses carried out by the poor.

Hypothetically, the link between al-mudharabah empowerment for small and medium business capital loans is a relatively easy entry point for people who will become novice entrepreneurs. If these novice entrepreneurs grow and develop, they will be eradicated because they become entrepreneurs or because of the trickle down effect of the increasing number of small entrepreneurs (Krisna Wijaya, 2005).

Development of various types of micro loans or synergizing small businesses with medium and large business actors. Development loans for small businesses can be obtained from bank or non-bank institutions. If loans from conventional banks are heavy because of the monthly interest that must be paid, then one alternative is to use Islamic banking services. In terms of financing, Islamic banking has products namely murabaha, mudharabah and musyarakah. The financing that is suitable for small business actors is mudharabah on the grounds that the principle used is profit sharing, installments are paid after the business is running and making a profit, so that to develop their business small business actors are not burdened with bank interest or collateral. So it can be said that micro, small and medium enterprises can be helped by the existence of mudharabah products because they use the principle of profit sharing.

According to Siti Ch. Fadjriah (2007), financing using the sharia system is more suitable to be applied in financing the Micro, Small and Medium Enterprises (MSMEs) sector because it provides more certainty and is not burdened by rising interest rates. In addition, the factor of size or business scale of Islamic banks which is not as big as conventional banking makes Islamic banks focus more on the MSME sector with smaller business scales. On the other hand, the interest of MSMEs in choosing an Islamic financing system is related to the availability of collateral which is not as strict as conventional and the nature of gain sharing, risk sharing, more attractive for UM MKM.

Islamic banks have a huge opportunity to empower the economy of the ummah or small communities, if they are able to optimize profit-sharing financing in channeling funds to customers. Islamic banks reflect more on the principle of justice through a profit-sharing

financing mechanism with an equitable income distribution scheme because they are more focused on empowering MSMEs. Efforts to optimize profit-sharing financing at Islamic banks can be carried out in various ways. According to Muhammad Imadudin (2005), efforts to optimize mudharabah in Islamic banks are through various steps, including: first, continuity and transparency of information on the business to be carried out. Business and market information is something that is very important and valuable in every business. Therefore, this step can be maximized through actual, detailed and factual databases, while continuing to seek and find business formats that suit the business climate. Second, the development of small industries directly fostered by Islamic banks. This industry really belongs to the people, is prospective, and is managed with trust. Industrialization is one of the important keys for our country to be able to survive in times of crisis like this, and to train our nation to become an independent nation. Third, make rules and regulations that are appropriate, standardized, and in accordance with sharia principles.

If efforts to optimize mudharabah as described above are actually carried out, it can actually help the Indonesian people in terms of MSME financing, then indirectly it will also create jobs and economic growth. Basically, people who are still productive will be easier to develop than people who are non-productive, and the majority of these productive people are small business actors, so they deserve assistance in financing or capital.

According to Irfan Syauqi Beik, (2006) the high portion of profit-sharing-based financing has several advantages, namely: first, mudharabah financing will move the real sector because this financing is productive, namely channeled for investment and working capital needs. If investment in the real sector increases, of course it will create new job opportunities so that it can reduce unemployment while increasing people's income. Second, customers will have two choices, whether to deposit their funds at Islamic banks or conventional banks. Customers will compare the expected rate of return offered by Islamic banks with conventional bank interest rates. Where so far, the tendency is that the rate of return for Islamic banks is higher than conventional bank interest rates. This is expected to be a driving force for increasing the number of customers in Islamic banks. Third, an increase in the percentage of profit sharing financing will encourage the growth of entrepreneurs or investors who dare to make risky business decisions. In the end, various new innovations will develop which will increase the competitiveness of Islamic banks. Fourth, the mudharabah financing pattern is a productive-based financing pattern that provides added value to the economy and the real sector so that the possibility of a financial crisis can be reduced. In addition, by optimizing profit-sharing financing for Islamic banks, it can foster an entrepreneurial spirit for customers, which in turn can improve income distribution and empower the community's economy.

The Influence of Internal and External Macro Factors of Islamic Banks on Mudharabah-Based Financing of Islamic Banks for MSMEs

MSMEs in the national development order are an integral part of the business world in the form of people's economic activities that have a strategic position, potential and role to create an increasingly balanced economic structure based on economic democracy (Kara, 2013). In the Indonesian economy, Small and Medium Enterprises (SMEs) are the business group that has the largest number. In addition, this group has proven to be resilient to various shocks from the economic crisis. So it is imperative to strengthen micro, small and medium enterprise groups that involve many groups. The business criteria included in Micro, Small and Medium Enterprises have been regulated in a legal framework based on law. One of the most crucial roles of MSMEs in economic growth is to stimulate economic dynamics. Its flexible and capable character allows SMEs to be engineered to change the business environment better than large companies. MSMEs have an important role in the Indonesian economy. MSMEs are the main players in economic activity in various sectors, namely: as the largest provider of employment opportunities, as important players in the development of local economic activities and community empowerment, as creators of new markets and sources of innovation, as well as their contribution to maintaining the balance of payments through export activities .

MSME is a business sector that plays an important role in macroeconomic development and for improving the performance of Islamic Banks. The low portion of Islamic bank financing for MSMEs will have economic and legal implications that must be anticipated by the bank. Efforts to encourage the amount and portion of Islamic bank financing are based on evidence of the importance of MSME financing for improving the performance of Islamic banks internally and improving the macro economy. Financing that is suitable for MSME development is mudharabah financing. Profit-sharing financing (mudharabah) according to Nafis & Heri (2021) is financing carried out under a cooperation agreement between the capital owner (sohibul mal) and the capital manager (mudhorib), in which the capital owner invests his funds in the capital manager to be used in carrying out certain business activities in accordance with Islamic sharia, the profit derived from the business will be divided according to the mutually agreed agreement, and if a loss occurs as long as it is not caused by the negligence of the capital manager (mudhorib), the loss will be fully borne by the owner of the capital (sohibul mal). According to Setiawan (2021), which explains that the principle of profit sharing in mudharabah muqayyadah financing increases the potential for MSMEs to obtain increased income, expand business scale and diversify. In addition to contributing to internal banks and MSME players, sharia bank financing for MSMEs also plays a role in macroeconomic development. The number of workers and investment value in MSMEs has an impact on increasing the contribution of the national income sector (GDP). The MSME sector needs attention to increase its contribution to economic growth (real sector). The micro, small and medium enterprises (MSMEs) sector makes a very large contribution to job creation, stimulates the economy and is resilient in facing drastic changes in economic conditions.

Meanwhile, an Islamic bank is a financial institution that does business, and its bank operations are based on the Al-Qur'an and Hadith, which refers to the muamalah principle. The principle of muamalah, namely something that may be done unless there is a prohibition in the Qur'an and hadith which regulates human relations, one of which is economic activity (Indonesian Bankers Association, 2014). Sharia Banks in carrying out their business activities are based on sharia principles. Islamic banks are financial institutions that carry out their business and operations based on the Al-Qur'an and Hadith. (Muhammad, 2014). Islamic banks can be said to be financial institutions that collect funds from the public and channel them back to the community in the form of financing that uses sharia principles based on the Al-Quran and Hadith.

Islamic banks are financial institutions that in carrying out their business use sharia principles and avoid matters relating to usury practices and operate on a profit-sharing basis. Specifically, the role of Islamic banking, among other things, is as an adhesive for the new nationalism, which means becoming a facilitator for community-based economic business networks, empowering the people's economy, encouraging reduction of speculation in financial markets, encouraging equal distribution of income, and increasing the efficiency of fund mobility. Banks are also burdened with a mission in the Indonesian economy, namely to improve the standard of living of the common people by channeling funds to the public in the form of credit so that people's purchasing power or businesses can increase, thereby increasing Indonesia's economic development.

Islamic banking in its operational activities is also not free from the influence of economic conditions. In carrying out its role as a financial intermediary institution that aims to create national economic stability, banking financial performance can be influenced by macro-financial factors such as inflation and Gross Domestic Product (GDP) that occur in a country. Suryakusuma & Asri (2018) states that there are several macroeconomic variables that can be used by analysts who wish to invest to assess these macroeconomic conditions, namely *GDP, employment, inflation, interest rate, exchange rate, current account, and budget deficit*. Economic activity cannot be separated from macroeconomic influences. Inflation, exchange rates, world oil prices, and the BI-Rate are independent variables that affect banking performance.

According to (Samoye & Christopher, 2009) proves that banking characteristics (*bank's deposit to capital ratio, loan to capital ratio, natural log of bank's own assets*) have a significant effect on credit. With the growth of capital and bank assets that have increased, the provision of financing / credit has increased. External factors that affect bank financing or that affect bank management are caused by macroeconomic factors. Several macroeconomic factors that the writer will use in analyzing the factors that influence the allocation of Islamic banking financing to MSMEs in Indonesia are the inflation rate and the rupiah exchange rate.

Inflation is one of the problems in an economy that is always faced by every country. Definition of Inflation is a continuous increase in general prices of an economy. It can be said that inflation is an increase in the prices of goods and services that occur due to market demand which is greater than the supply of goods on the market. (Sukirno, 2002). Is an increase in prices in general and continuously. Inflation and interest rates have a reciprocal relationship. A high increase in interest rates will cause an increase in bank lending rates which will lead to an increase in the selling price of products or goods. The adverse effects of inflation on individuals and society are as follows (Arif, 2010):

1. Decreased level of social welfare: Inflation can cause people's purchasing power to decrease. Wage increases are not as fast as price increases. So that people cannot meet their needs which causes a decrease in community welfare.
2. Worsening income distribution: Inflation will cause an unequal distribution of income between groups of people with fixed income and owners who have fixed wealth. Because for people who have a fixed income, inflation will result in a decrease in the real value of income. Meanwhile, for owners of fixed assets, inflation will result in the real value of that wealth being fixed or increasing. Or it can be concluded that someone who is rich will remain rich, the poor will remain poor.
3. Disturbing Economic Stability: Inflation disrupting economic stability will disrupt stability in a country's economy, due to speculative behavior from the public. Thus undermining estimates of future conditions (expectations).

Meanwhile, the exchange rate, that is, the exchange rate or currency exchange rate, is the ratio of the market value/price between the two currencies. The exchange rate is a record of the comparison of market prices from foreign currencies to domestic currency prices, or reciprocally, that is, from domestic currency to foreign currencies (Karim, 2014). Exchange rates or more popularly known as currency exchange rates are records (*quotations*) of market prices of foreign currencies (*foreign currency*) in the price of the domestic currency (*domestic currency*) or its reciprocal, namely the price of the domestic currency in foreign currency (Anik et al, 2022). The exchange rate represents the price level of exchange from one currency to another and is used in various transactions, including international trade transactions, tourism (tourism), international investment, or short-term money flows between countries that cross geographical or international boundaries. legal limit.

According to (Samoye & Christopher, 2009) macroeconomic factors affect bank financing, these factors are inflation and exchange rates. An increase in inflation can encourage banks to limit lending while the depreciation of the exchange rate encourages the industry to increase long-term loans. So external factors can influence banks in providing loans.

CONCLUSIONS AND SUGGESTIONS

Based on the analysis and discussion conducted by research on the influence of internal and external macro factors of Islamic banks on Islamic bank mudharabah-based financing for

MSMEs. Then the results of the study can be concluded that the financing that is suitable for the development of MSMEs is mudharabah financing. This is because the principle of profit sharing in mudharabah muqayyadah financing increases the potential for MSMEs to gain increased income, expand their business scale and diversify. In addition to contributing to internal banks and MSME players, sharia bank financing for MSMEs also plays a role in macroeconomic development.

The factors that influence the allocation of sharia financing to MSMEs in Indonesia are as follows: 1) During this period FDR, NPF, inflation and exchange rates together had a significant effect on the allocation of BUS financing to MSMEs in Indonesia. 2) During this period FDR and NPF together did not have a significant effect on the allocation of BUS financing to MSMEs in Indonesia.

As for the suggestions in this study, namely: 1) always pay attention to the quality and amount of financing to MSMEs to improve performance (profits of Islamic banks) and economic growth in Indonesia. Improved bank performance resulting from an increase in the amount, portion and quality of financing to MSMEs will boost economic growth. 2) To carry out bank financing, it is necessary to require a lot of capital funds, because the amount of financing carried out by banks is also due to the sources of funds they have.

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