



Optimization Of Bil Wakalah Murabahah Contracts Towards The Responsibility Of Sharia Banking Kur Finance

Muhamad Zundi Pratama¹, Heni Noviarita², Franky Sanjaya,³

Postgraduate Program Students, UIN Raden Intan Lampung, Indonesia^{1,3,4}

Lecturer at the Faculty of Shari'a, UIN Raden Intan Lampung, Indonesia¹

* Corresponding email: mzundipratama775@gmail.com

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Abstract: *One of the banks that collects funds from the public and distributes it back to customers in the form of financing is Islamic Banks, one of the financing products channeled is People's Business Credit (KUR) financing. In implementing KUR financing, Islamic banks use a murabahah bil wakalah contract. Will be discussed optimizing the murabahah bil wakalah contract on the responsibility of Islamic banking credit financing by using the method of data analysis. The contract in KUR is a Murobahah contract, namely buying and selling where the investor provides the goods the customer wants, then the financier provides the goods the customer wants at a purchase price plus a certain profit price. order, Murabaha determines a certain rate of return can buy or not Murabahah is a contract to buy and profit is agreed between the seller and the buyer. The Islamic concept is cooperation in a profit-sharing system in times of wins and losses. Everything related to sharia banks and sharia business entities. This is the form of a Murabahah contract where Murabahah can be made on behalf of the Bank for the goods later. Orders received from subscribing customers. According to the type of product in Islamic banking, namely financing of products offered by Islamic banking, including mandatory savings, savings and investments. Akad used for Mudharabah financing. Financing, namely financing for products offered by Islamic Banking for commercial purposes. The contracts for financing products are Murabahah, Musyarokah and IMBT. Services, namely products offered by Islamic banks to meet business and personal needs, such as product services.*

Keywords: *Akad, Murobahah, Murobahah Contract, KUR, People's Business Credit.*

Abstrak: Salah satu bank yang menghimpun dana dari masyarakat dan menyalurkannya kembali kepada nasabah dalam bentuk pembiayaan adalah Bank Umum, salah satu produk pembiayaan yang disalurkan adalah pembiayaan Kredit Usaha Rakyat (KUR). Dalam pelaksanaan pembiayaan KUR, bank syariah menggunakan akad murabahah bil wakalah. Akan dibahas optimalisasi akad murabahah bil wakalah tentang tanggung jawab pembiayaan kredit perbankan syariah dengan menggunakan metode analisis data. Kontrak dalam KUR adalah akad murobahah yaitu jual beli dimana investor menyediakan barang yang diinginkan nasabah, kemudian pemodal menyediakan barang yang diinginkan nasabah dengan harga beli ditambah harga keuntungan tertentu. Murabahah menentukan tingkat pengembalian tertentu dapat membeli atau tidak Murabahah adalah kontrak untuk membeli dan keuntungan disepakati antara penjual dan pembeli. Konsep Islam adalah kerja sama dalam sistem bagi hasil pada saat menang dan kalah. Segala sesuatu yang berhubungan dengan bank syariah dan badan usaha syariah. Ini adalah bentuk akad Murabahah dimana Murabahah dapat dibuat atas nama Bank untuk barang-barang nantinya. Pesanan diterima dari pelanggan berlangganan. Sesuai dengan jenis produk dalam perbankan syariah, yaitu pembiayaan terhadap produk yang ditawarkan oleh perbankan syariah, meliputi wajib tabungan, tabungan dan investasi. Akad digunakan untuk pembiayaan Mudharabah. Pembiayaan,

yaitu pembiayaan untuk produk yang ditawarkan oleh Perbankan Syariah untuk tujuan komersial. Kontrak untuk produk pembiayaan adalah Murabahah, Musyarakah dan IMBT. Layanan, yaitu produk yang ditawarkan oleh bank syariah untuk memenuhi kebutuhan bisnis dan pribadi, seperti layanan produk.

Kata Kunci: Akad, Murobahah, Kontrak Murobahah, KUR, Kredit Usaha Rakyat.

▪ Introduction

The economic problem is the high cost of living due to poverty, high unemployment, and unequal income inequality in Indonesia. By Therefore, the Islamic banking sector needs to be strengthened to improve attitudes towards Indonesia's economic development. Islamic banking must be a strong industry, must have a high market share, the most important social interests. Islamic banking is a form of concern for the Muslim community to be able to apply sharia principles in the economic field. Basically, the obstacles and obstacles faced by entrepreneurs in increasing business capabilities are very complex and cover various aspects, one of which is interrelated, among others, lack of good capital. the amount and the source, the lack of managerial skills and operating skills and the absence of a formal form of the company, weak organization and limited marketing. Sharia banking is a form of public concern in order to apply sharia principles in the business world. Basically, the obstacles faced by entrepreneurs in increasing their business capacity are very complex and include several aspects, one of which is interrelated, such as the absence of a formal company, weak organization and limited marketing.¹

One of the banks that collects funds from the public and distributes them back to customers in the form of financing is a Sharia Bank. One of the financing products disbursed is Micro iB People's Business Credit (KUR) financing. At BRI Syariah, this People's Business Credit (KUR) product is a new product released in 2017. Micro iB People's Business Credit (KUR) is a financing product that intended for working capital financing and/or investment intended for customers who have productive and viable businesses but do not yet have additional collateral or insufficient additional collateral. KUR is a financing program from the government with a low margin of 7% because some of the margin is subsidized by the government, so this product is very helpful for MSMEs or people who are just starting their business. Therefore, banks must be careful and on target in channeling this financing. The People's Business Credit Program (KUR) was launched by the government which in the early stages involved six banks including one Islamic bank. The aim of launching the KUR program is for the growth of Micro, Small, Medium Enterprises and Cooperatives (MSMEs), this is because the number of micro, small and medium enterprises is increasing. As proof, it can be seen in data from the Central Statistics Agency where in 2012 the number of micro, small and medium enterprises (MSMEs) was 99.99 percent

¹Heni Noviarita, Determination of Islamic Banking in Indonesia, Business and Entrepreneurship Journal, Raden Intan State Islamic University Lampung, 2021.h.45

and the remaining 0.01 percent were large businesses. MSMEs play an important role in economic development and growth. In addition, MSMEs also have a major influence on the amount of state revenue, and at the same time increase the level of social welfare. MSMEs have been regulated in Law no. 20 of 2008 concerning micro, small and medium enterprises. In Chapter 1 Article 1 paragraphs 1, 2, 3 what is meant by micro-businesses are productive businesses owned by individuals and/or individual business entities. Small business is a productive economic business that stands alone which is carried out by individuals or business entities that are not subsidiaries or not branches of companies that are owned, controlled or become part directly or indirectly of medium-sized businesses or large businesses that meet the criteria for small businesses. Medium-sized business is a productive economic business that stands alone which is carried out by individuals or business entities that are not subsidiaries or branches of the company they own. controlled or become a part, either directly or indirectly, of a small or large business with a total net worth or annual sales proceeds. The People's Business Credit Financing (KUR) product is actually the same as other microfinance products, the difference is the length of time the customer's business has been running. For microfinance, customers can get financing if the business has been running for two years, while for People's Business Credit (KUR) products, customers can receive financing if the business has been running for at least six months. In addition, this KUR financing product does not have

to have collateral while in other microfinance guarantees are mandatory and the value must be in accordance with the price of the goods to be financed. The People's Business Credit Financing (KUR) product is actually the same as other microfinance products, the difference is the length of time the customer's business has been running. For microfinance, customers can get financing if the business the customer has been running has been for two years, while for People's Business Credit (KUR) products customers can receive financing if the business has been running for at least six months. In addition, this KUR financing product does not have to have collateral while in other microfinance guarantees are mandatory and the value must be in accordance with the price of the goods to be financed. The People's Business Credit Financing (KUR) product is actually the same as other microfinance products, the difference is the length of time the customer's business has been running. For microfinance, customers can get financing if the business has been running for two years, while for People's Business Credit (KUR) products, customers can receive financing if the business has been running for at least six months. In addition, this KUR financing product does not have to have collateral while in other microfinance guarantees are mandatory and the value must be in accordance with the price of the goods to be financed.²

²Windi Maulidina Lestari, Aliyudin "Implementation of the Murabahah Bil Wakalah Contract on Micro Ib People's Business Credit (Kur) Financing Products at Bank BRI Syariah Kcp Majalaya", *Journal of Ekonomu Syari'ah Law*, Sunan Gunung Djati State Islamic University, Bandung, Volume VI/ Number 2/ July 2019, h. 181-182.

KUR Funding People's Business Credit KUR is a financing loan in the form of working capital or investment for micro, small and medium enterprises and cooperatives in sharia banking. People's credit is a credit program that is paid for under a guarantee model and this credit is for micro and small business owners who don't have it as collateral yet, but they have a decent bank-financed business. Government People's Business Credit (KUR) which aims to support Indonesian Micro and Small Enterprises (UMK) licensing. KUR Bank Indonesia, states that in the implementation of credit there are several obstacles in people's businesses. Distribution of KUR, including the first, is a wrong concept in society, this KUR is fully guaranteed by the government and it is a government assistance program. never received credit³The aim of the KUR Program is to accelerate the development of the primary sector and to empower small-scale enterprises, to increase accessibility to credit and financial institutions, to reduce poverty levels, and to expand employment opportunities. Basically, KUR is working capital and investment credit provided specifically for productive business units through a credit guarantee program. Distribution of Credit In general distribution. The loans provided are entirely sourced from the government.⁴

In implementing KUR financing, Islamic banks use a murabahah bil wakalah contract. Almost all Islamic banks in the world are dominated by murabaha financing products. Murabaha transactions are commonly carried out by Rasulullah SAW and his companions. In simple terms, murabaha means a sale of goods for the price of the goods plus an agreed profit. Wakalah according to the language means al-hafidz, al-kifayah, al-dhaman and altafwidh (submission, delegation and giving of mandates). Wakalah in Law no. 21 of 2008 is placed specifically as a contract used by Islamic Commercial Banks in carrying out their functions as trustees. That is, the Bank represents the interests of holders of securities kept at, and entrusted to, the bank based on a wakalah contract. The wakalah contract in murabahah has also been stipulated in the DSN MUI fatwa Number VI/ Number 2/ July 2019 Journal of Sharia Economic Law 183 04/DSN-MUI/IV/2000 concerning murabaha. Therefore, the bank may represent the customer to buy the goods needed by the customer. In carrying out the murabahah contract for financing People's Business Credit, the bank conducts a murabahah transaction together with the wakalah contract. A murabaha contract occurs when a bank hands over money to a customer and the object being traded is collateral from the customer. the bank conducts murabahah transactions together with the wakalah contract. A murabaha contract occurs when a bank hands over money to a customer and the object being traded is collateral from the customer. the bank conducts murabahah transactions together with the wakalah contract. A

³ Mansur Azis, Layin Macfiana Azizah The Role of People's Business Credit Financing at Indonesian Sharia Banks Against the Development of Micro, Small and Medium Enterprises in Mojokerto Regency, Journal of Sharia Banking IAIN Ponorogo, 2022. H 166

⁴ Muhamad Nadratuzzaman Hosen, "Implementation of People's Business Credit at Mandiri Syariah Banks in Pati Regency" Journal of Liquidity Vol. 3, No. 1 (2014). H.9

murabaha contract occurs when a bank hands over money to a customer and the object being traded is collateral from the customer.⁵

Murabahah is a sale and purchase transaction, in which the Islamic bank acts as a seller and the customer as a buyer, with the selling price from the bank being the purchase price from the supplier plus a certain percentage profit for the Islamic bank in accordance with the agreement. Ownership of the goods will move to the customer immediately after the sale and purchase agreement is signed and the customer will pay for the goods in fixed installments according to the agreement until the payment is made.⁶ Murabahah in the Qur'an is not directly discussed, but there are a number of references to trade transactions such as buying and selling, profit and loss. Likewise in the Hadith of the Prophet Muhammad there is no direct discussion of murabaha. Early generations of scholars such as Malik and Shafi'i, who specifically said that buying and selling murabaha is halal, did not support their opinion with a single Hadith.⁷ In Islam, murabaha is a form of buying and selling that is trustworthy. Trustworthy buying and selling can be interpreted as transparent buying and selling, that is, the seller has the obligation to inform

the buyer honestly of the cost price and profit derived from the goods sold. Dishonesty in carrying out trustworthy buying and selling transactions, including taking actions in the form of mere silence, can be interpreted as one of the frauds.⁸

The definition of murabaha above provides an explanation that the function of an Islamic bank is to act as a seller of goods for the benefit of the customer, by purchasing the goods needed by the customer and then selling them back to the customer at a selling price equal to the purchase price plus bank profits. Banks must honestly notify the cost of goods and costs involved and convey all matters relating to the purchase of goods to customers. In practice, Islamic banks are not willing to purchase goods or provide them. Therefore Islamic banks use wakalah contract media. And in this journal it is necessary to discuss the optimization of murabahah bil wakalah contracts for the responsibility of Islamic banking KUR financing.

In view of the type, this research is a literature research, meaning that the data and study materials used come from library sources, either in the form of books, notes or research reports from previous research or various literature related to the topic of study.⁹ The nature of descriptive analysis research, which is meant by the descriptive method is a method in

⁵Windi Maulidina Lestari, Aliyudin "Implementation of the Murabahah Bil Wakalah Contract on Micro Ib People's Business Credit (Kur) Financing Products at Bank BRI Syariah Kcp Majalaya", *Journal of Ekonomu Syaria'ah Law, Sunan Gunung Djati State Islamic University, Bandung*, Volume VI/ Number 2/ July 2019, h. 182-183.

⁶Zainuddin Ali, *Sharia Banking Law*, (Jakarta: Sinar Graphic, 2007), page 30

⁷Muhammad, *Islamic Bank Financing Management*, (Yogyakarta: AMP YKPN, 2005), page 119

⁸Faisal, *Annuity and Proportional Murabahah Methods as a Form of Transparency and Publication of Bank Reports*, Law Platform Volume 26, Number 3, October 2014. Quoted from Syamsul Anwar, *Contemporary Islamic Law Studies*, (Jakarta: RM Books, 2007), p. 168.

⁹Susiadi AS., *Research Methods*, (research and publishing center LP2M State Islamic Institute Raden Intan Lampung, 2015), h. 10

examining an object that aims to make journals, drawings or paintings systematically and objectively related to facts, characteristics, and characteristics as well as relationships between existing elements or certain phenomena and relationships between existing elements related to the contract of Murobahah and KUR then do basic description and do understanding, interpretation, and interpretation of data related to Murobahah and KUR Contracts.¹⁰

The data analysis process in this study uses a qualitative analysis method with a deductive thinking approach, namely an analysis process based on qualitative principles. The Qualitative Rule is that the analysis process is intended to develop theory by comparing theory with a new objective in the form of strengthening old theory, as well as existing theory without using statistical formulas. Data analysis is based on deductive analysis, deductive analysis is based on general provisions through proper analysis, then a specific conclusion is drawn.¹¹

▪ Discussion and Research Results

1. *People's Business Credit (KUR)*

Bank Syariah Indonesia has a variety of financial products, financial products are People's Business Credit (KUR). Rahayu KUR or People's Business Credit credit or financing targeted at capital or financial traders. The Islamic banking system is adequately funded. The credit system in traditional banks differs in the

purpose and content of the contract. Financing is the main reason for acting with financing having a main or main source of income and supporting ongoing banking transactions. As for the narrow meaning, being used means the realization of financing for financial institutions such as Islamic banks to customers. Regarding in a broad sense, whether financing or grant financing is given as investment support that is well prepared individually or as other arrangements.

Funding is one of the main tasks of the bank is the delivery of implementing financial resources Banking means financing based on sharia principles of providing money or equalizing bills based on it.¹² such as credit or financing whose implementation supports the guarantee of a productive and profitable company. All capital or assets issued in the KUR program come from third party assets owned by the bank. The state only supports them by covering part of the credit risk (70-80%) through guarantee institutions. State guarantee companies such as Indonesian Credit Guarantee, Indonesian Credit Insurance, which act as KUR guarantee institutions. Because KUR funds are assets owned by banks, banks determine the procedures and arrangements for KUR distribution.¹³

¹² Analysis of the Implementation of Sharia Compliance in Micro KUR Financing Products at Indonesian Sharia Banks, Kudus Branch Uswatun Hasanah, Nurul Fitriani, and Kharis Fadlullah Hana Journal of Islamic Banking and Finance Science Vol. 4 No. 2 Year 2022h.2-4.

¹³ Ditta Nur Hidayanti, Heni Noviarita, Erike Anggraen, Analysis of complaint handling on customer loyalty at PT BPRS in Lampung province, the economic journal of uin reden diamond Lampung, 2020, p.27.

¹⁰ Kaelan, MS, Qualitative Research Methods in Philosophy, Paradigm, (Yogyakarta: 2015), h. 58

¹¹ Sugiyono, Business Research Methods, (Bandung: Alfabeta 2007), h. 81.

2. Murabahah Contract Bil Wakalah KUR Financing Sharia Banking¹⁴

Murobahah financing appears to run more specifically, it is the process whereby a person moves his or her feet in order to take care of his or her business while on a business trip it also invites reductions because the owner cuts something trading and earns their property some profit. Murabahah is a contract of sale and purchase of goods that determines the purchase price and profit (margin) agreed between the seller and the buyer. KUR (People's Business Credit) People's Business Credit, hereinafter referred to as KUR, is working capital. Loans/financing and/or investments to individuals, companies and/or groups of companies that are productive and profitable in debt, but have no collateral or insufficient collateral. Empowerment is an effort to develop people's abilities by nurturing their potential, motivating them, increasing their awareness and trying to translate that potential into concrete actions is a productive business owned by the private sector and/or individuals who meet the legal criteria as a micro business. there are no subsidiaries or non-subsi-

daries either directly or indirectly owned, controlled or partly owned by medium-sized businesses or large companies that meet the criteria referred to in the Law on a collection of assumptions or beliefs about something. Islamic Economics Islamic Economics is the study of human efforts to allocate and manage resources. there are no subsidiaries or non-subsi-

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Islamic banking institutions are financial institutions that offer a variety of sharia products. Sharia Banking has several products that are of interest to the public in Islamic Banking. Along with economic development and various banking products, including Islamic banking products, Islamic banking products such as savings and funds have become superior products with different varieties and benefits. Among the many financial products offered, one of these products is Rahn, namely the golden promise of Islamic Pledge. aims to avoid usury Peono is a product aimed at supporting the successful development of banks based on sharia principles and

¹⁴ Journal of Institution and Sharia Finance, Effect of Macro Variables on Rahn Financing in Islamic Banking, Asma Rita1 , Ahmad Ajib Ridlwan2* 1 Hasyim Asy'ari University volume 6 number 1

¹⁵ Muhammad Bahrul Ulum, Journal of the Scientific Journal of Economics and Business, University of Multi Data Palembang. The Influence of the Amount of Mudharabah and Musyarakah Financing of Islamic People's Financing Banks on the Amount of Money in Indonesia During the Covid-19 Pandemic, 2022 volume 12 no 1

increasing people's income, because the increase in gold prices and the distribution of cargo have the same trend, so that both parties benefit from each other.

Islamic banking or banking financial institutions are financial institutions whose main business is providing financing and other services in payment traffic and money circulation whose operations are adjusted to Islamic sharia principles. Sharia principles are principles based on the teachings of the Al-Quran and Sunnah. In the Indonesian context, sharia principles are Islamic legal principles in banking and financial activities based on fatwas issued by institutions that have the authority to issue fatwas in the field of sharia financial institutions.

Micro iB People's Business Credit (KUR) is a financing product aimed at financing working capital and/or investment intended for customers who have productive and viable businesses but do not yet have additional collateral or insufficient additional collateral. KUR is a financing program from the government with a low margin of 7% because some of the margin is subsidized by the government, so this product is very helpful for MSMEs or people who are just starting their business. Therefore, banks must be careful and on target in channeling this financing.

The aim of launching the KUR program is for the growth of Micro, Small, Medium Enterprises and Cooperatives (MSMEs), this is because the number of micro, small and medium enterprises is increasing. The People's Business Credit Financing (KUR) product is actually the same as other microfinance products, the difference is the length of time the customer's business

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¹⁶Windi Maulidina Lestari, Aliyudin "Implementation of the Murabahah Bil Wakalah Contract on Micro Ib People's Business Credit (Kur) Financing

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The foundations of Islamic law regarding murabaha include: Al-Quran Surah Al-Nisa (4) verse 29:

يَا أَيُّهَا الَّذِينَ ءَامَنُوا لَا تَأْكُلُوا أَمْوَالَكُمْ بَيْنَكُمْ بِالْبَاطِلِ إِلَّا أَنْ تَكُونَ تِجَارَةً عَن تَرَاضٍ مِّنْكُمْ وَلَا تَقْتُلُوا أَنْفُسَكُمْ إِنَّ اللَّهَ كَانَ بِكُمْ رَحِيمًا

“O you who believe, do not eat each other's wealth in a vanity way, except by way of trade that applies with mutual consent between you. and do not kill yourselves¹⁷; Verily Allah is Most Merciful to you. (QSAI-Nisa (4) : 29)

Al-Hadith: "Rasulullah saw. He said, "Three things in which there are blessings: buying and selling in a tough manner, muqaradhab (murabahah), and mixing wheat with flour for household needs, not for sale." (Reported by Ibn Majah from Suhaib ar-Rumi ra)

In the compilation of sharia economic law article 20 paragraph 19 it is explained that wakalah is the giving of power of attorney to other parties to do something. The foundation of Islamic law regarding wakalah, including the following:

Al-Quran Surah Al-Nisa (4) Verse 35:

Products at Bank BRI Syariah Kcp Majalaya”, Journal of Ekonomu Syari’ah Law, Sunan Gunung Djati State Islamic University, Bandung, Volume VI/ Number 2/ July 2019, h. 181-183.

¹⁷ The prohibition against killing oneself includes the prohibition against killing other people, because killing others means killing oneself, because the people are one unit.

وَإِنْ خِفْتُمْ شِقَاقَ بَيْنِهِمَا فَأَبْعَثُوا حَكَمًا مِّنْ أَهْلِهِ ۚ وَحَكَمًا مِّنْ أَهْلِهَا إِنْ يُرِيدَا إِصْلَاحًا يُوَفِّقُ اللَّهُ بَيْنَهُمَا إِنَّ اللَّهَ كَانَ عَلِيمًا خَبِيرًا

“and if you are worried that there is a dispute between the two, then send a judge¹⁸ from a male family and a judge from a female family. if the two bakam people intend to make improvements, surely Allah will give taufik to the husband and wife. Verily, Allah is All-Knowing, All-Knowing (QS Al-Nisa (4): 35)

Al-Hadith: "That the Messenger of Allah. Representing Abu Rafi' and an Ansar to represent him to marry Maimunah bintil-Harith." (Malik No. 678, Kitab al-Muwaththa', chapter Hajj)¹⁹

3. An example of a case of KUR financing using a murabahah contract at a bank

Business credit financing if the customer uses margin financing is cheap and there are not many costs incurred to carry out the credit process. However, if currently the customer has taken out a loan and wants to add another loan, then the customer cannot take out a new loan because there is already bank insurance. If the customer uses financing, the customer cannot borrow again as long as the loan period is not paid. And if the customer has fulfilled his obligations with monthly payments (paid off), then the customer must wait two months after settlement before being able to take a new loan. The

¹⁸Hakam is a peacemaker.

¹⁹Windi Maulidina Lestari, Aliyudin “Implementation of the Murabahah Bil Wakalah Contract on Micro Ib People's Business Credit (Kur) Financing Products at Bank BRI Syariah Kcp Majalaya”, Journal of Ekonomu Syari’ah Law, Sunan Gunung Djati State Islamic University, Bandung, Volume VI/ Number 2/ July 2019, h. 185.

advantages of lower payments. However, if the customer finances the People's Business Credit (KUR) by choosing KUR, the customer is exposed to a margin of 7 percent per year. If a customer takes a loan from KUR Mikro iB and the customer has not paid it off and wants to take a new loan, the customer can do so. The advantage of KUR Mikro iB is that if the customer takes a loan and the payment has not been completed, the customer can add another loan if the bank agrees and the customer fulfills the requirements to take a loan.²⁰

Stating that assets can be interpreted as something that can be used in legal matters according to Islamic law, such as trade, credit, consumption and also finance. that banks are divided into two types according to price, namely conventional banks and banks based on sharia principles. The most important thing that distinguishes traditional banks from Islamic banks is the determination of the selling price and purchase price. Conventional banks always base their pricing on interest rates, while Islamic banks are based on Islamic concepts. The Islamic concept is cooperation in a profit-sharing system in times of wins and losses. According to Ismail, Islamic banking is everything related to Islamic banks and Islamic business entities. For example institutions, business procedures and methods and processes in doing business. Islamic banks collect funds from the public in the form of deposits and investments from fund owners. In addition,

banks act as distributors of funds for other companies that need funds in the form of buying and selling or in business cooperation. The main difference between conventional banks and Islamic banks is the prohibition of usury (interest) in Islamic banks. In Islam, usury is not permitted while buying and selling is permitted.

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²⁰ Nadira Paramita, Ahmad Amin Dalimuntha, Application of Murabaha Contracts in Financing People's Business Credit, Volume 7 Number 4, 2022.

permitted while buying and selling is permitted.²¹

According to the type of product in Islamic banking, namely financing of products offered by Islamic banking, including mandatory savings, savings and investments. Akad used for Mudharabah financing. Financing, namely financing for products offered by Islamic Banking for commercial purposes. The contracts for financing products are Murabahah, Musyarakah and IMBT. Services, namely products offered by Islamic banks to meet business and personal needs, such as product services, operational services and investment services. the profit is a certain percentage every year. Financing means the provision of funds or claims equivalent to it: Sale and purchase transactions in the form of Murabaha requirements,²²

A Murabahah contract in KUR is a sale and purchase contract in which the financier provides the goods the customer wants, then the financier provides the goods the customer wants at a purchase price plus a certain profit price. murabahah means buying and selling of goods at the original price plus a mutually agreed profit. A Murabaha contract is concluded when both parties, i.e. financier and customer, both agree to it. Therefore, if one party refuses even a little, then the

financing of the agreed murabahah contract will be lost.²³

4. Differences in buying and selling (Murabaha) in Islamic and conventional banks:

- a. Traditional banks have credit assistance for entrepreneurs. Therefore, in the spirit of business continuity, the bank releases the amount of money needed by the customer. In addition, the bank pays a percentage of interest (%) for these cash loans.
- b. Meanwhile Islamic banks also offer credit support to entrepreneurs. Banks offer loans with a Murabaha contract. Murabahah contract is a sale and purchase contract of goods with notification.

The purchase price and profit agreed between the seller and the buyer. Banks do not give money to customers who borrow, but provide goods and services to customers that they need to continue their business. Then the bank sells it back to the customer. From these sales, the bank obtains a profit called margin, which is calculated as a percentage (%). The difference between the bank's interest and the sharing of financing profits that are included in the bank's financing products can only be channeled to entrepreneurs who have private companies.

With this product, it can help entrepreneurs who want to expand their business or who don't have the capital to buy it. The

²¹ *Nasramati Ansar*, Implementation of Micro Sharia People's Business Credit (Kur) Financing in the Development of Micro Enterprises, Volume 1 Number 1, 2021. h.2-3

²² *Windi Maulidina Lestari*, Implementation of the Murabahah Bil Wakalah Agreement on Micro Ib People's Business Credit (Kur) Financing Products at Bank BRI Syariah Kep Majalaya, Volume 6 Number 2, 2019. h. 31

²³ *Sudianto Sudianto*, Implementation of Murabahah Contracts in Financing People's Business Credit / Kur (Indonesian Sharia Banks at KCP Trunojoyo 2, Sumenep Regency) Volume 3, Number 1, 2022. p.3

process is simple and fast Nowadays, people prefer everything that is instant, fast and doesn't take long. The product is in great demand among entrepreneurs because the process is simple and fast. Customers prefer it because the requirements are not too complicated and it also doesn't take a lot of time. Moreover, the rules or procedures for financing are simple, so many people prefer financing over KUR. With the procedure Customers are already and quickly interested in developing their own microcredit business.

Murabahah financing requires a governing security and the financial client of the Murabahah Fund is included which determines the price of the contractual agreement With or without an order, Murabaha sets a certain rate of return can be bought or not. This is a form of a Murabahah contract where Murabahah can be made on behalf of the Bank for the goods later Orders received from subscribing customers. murabaha and remember to buy goods related to binding, there is no right of termination According to what source is implemented financed by Murabaha I funded bank capital.

Orders of murabahah financing will be channeled through a restricted investment account the fund must inform the client about the capital applying existing conditions. Usury contracts are not allowed. On the seller's side, an agreement must be reached after everything has been sent. Profit financing, customer differences. simple and control the anticipated risk of customer abandonment by willfully failing to pay any payments and comparative prices. It happens when the bank buys the product for the customer and then the price of

the product goes up in the market and the bank cannot accept the customer's rejection of the return. Returns are not acceptable for a number of reasons. Deposits created due to orders and purchases by the Bank are loaned to the Bank. Postponement includes contracts, cancellation of prizes and goods in the form of good results or deeds. If there is damage due to cancellation of the purchase, the customer is not entitled to receive. Delay in issuance can result in Islamic banks saving money. The bank must be able to discount the down payment as much as when buying goods. With this down payment, the bank explains the customer's financial condition at the time of the incident and the customer's loss.²⁴

▪ Closing

Based on the description in the discussion at the beginning, after analyzing this research a conclusion can be drawn, namely as follows:

People's Business Credit (KUR) which aims to support the licensing of Indonesian Micro and Small Enterprises (UMK). Bank Indonesia's KUR, stated that in the implementation of credit there are several obstacles in the business of a community concept, this KUR is fully guaranteed by the governmentA Murabahah contract in KUR is a sale and purchase contract in which the financier provides the goods the customer wants, then the financier provides the goods the customer wants at a purchase price plus a certain profit

²⁴Desi Ivana Vita, Factors Influencing Micro Ib People's Business Credit (Kur) Financing: Implementation of Murabahah Contracts at BRI Syariah Kc Malang, volume 19 Number 1, 2019. H.18

price. , Murabahah determines a certain rate of return whether you can buy it or not. Murabaha is a purchase contract and the profit is agreed between the seller and the buyer.

The most important thing that distinguishes traditional banks from Islamic banks is the determination of the selling price and purchase price. Conventional banks always base their pricing on interest rates, while Islamic banks are based on Islamic concepts. The Islamic concept is cooperation in a profit-sharing system in times of wins and losses. Everything related to sharia banks and sharia business entities. This is the form of a Murabahah contract where Murabahah can be made on behalf of the Bank for the goods later. Orders received from subscribing customers.

According to the type of product in Islamic banking, namely financing of products offered by Islamic banking, including mandatory savings, savings and investments. Akad used for Mudharabah financing. Financing, namely financing for products offered by Islamic Banking for commercial purposes. The contracts for financing products are Murabahah, Musyarokah and IMBT. Services, namely products offered by Islamic banks to meet business and personal needs, such as product services, operational services and investment services.

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