

Research.

THE EFFECT OF MURABAHAH, MUDHARABAH AND IJARAH EARNINGS UPON THE PROFIT OF BANK BRI SYARIAH, BRANCH OFFICE SUKABUMI

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Received: January 27, 2018; Accepted: April 14, 2018; Published: June 30, 2018

To cite this article: **Dwi Gemina and Dedy Supriyadi, The Effect of Murabahah, Mudharabah and Ijarah Earnings upon The Profit of Bank BRI Syariah, Branch Office Sukabumi**, The Management Journal of BINANIAGA, Vol. 03, No. 01, June 2018, pp. 35 - 44.

Abstract. *The purposes of this research are: 1) Analysing the development of murabahah, mudharabah and ijarah earnings at PT Bank BRI Syariah, Branch Office Sukabumi; 2) Analysing the effect of murabahah, mudharabah and ijarah earnings simultaneously upon the profit of PT Bank BRI Syariah Branch Office Sukabumi; 3) Analysing the effect of murabahah, mudharabah and ijarah earnings partially upon the profit of PT Bank BRI Syariah Branch Office Sukabumi. Research method has applied associative research method. Research data has applied financial data of PT Bank BRI Syariah Branch Office Sukabumi for the periode of 2014 up to 2015 using classical assumption test, multiple regression, F test and T test. Result of the research has determined that overall murabahah, mudharabah and ijarah earnings have been increasing. In 2015 earnings increasing had reached 125 % more than the previous year and the most contribution is given by murabahah earnings. Variable of murabahah earnings, mudharabah earnings and ijarah earnings simultaneously have been affecting positively and significantly the Profit. And partially murabahah and ijarah earnings have positively and significantly affected the profit, nevertheless, variable of mudharabah earnings has not affected significantly the profit.*

Keywords : Murabahah earnings, Mudharabah earnings, Ijarah earnings, profit Bank BRI Syariah, Branch office Sukabumi.

INTRODUCTION

Competitiveness of Company Banking in Indonesia has been indicated by establishing new banks that are completing the company banking in Indonesia, either merger with other banks or establish new bank. Though lots of company banking in Indonesia have been appearing, however the fundamental functions and purposes of them are the same refer to fundings, it means that function of a bank is collecting the money from people who have lots of cash or surplus unit and lending the money to the people who need the loan or deficit unit, so by those two functions, company banking has become a business partner and the best conclusion for the people who need fundings either for productive purpose or consumptive one (Muhamad, 2004:19)

The existency of banking sectors as subsystem economics of a country are having an important role, and people have been involving more service of bank sectors in their daily life. It has happened due to banking sectors have performed their fundamental functions as the financial liason between surplus unit and deficit unit. As a matter of fact company banking is the financial intermediary to distribute fundings from people who have lots of money (surplus unit) to the people who need lot of money (deficit unit) at a particular time (Dendawijaya, 2003 : 25). Bank has the function of financial intermediary

Dwi Gemina and Dedy Supriyadi: *The Effect of Murabahah, Mudharabah and Ijarah Earnings upon The Profit of Bank BRI Syariah, Branch Office Sukabumi*

institution, and is acting their function based on people trust, so that the bank is named as agent of trust.

Bank BRI Syariah is a division unit of PT Bank BRI, Tbk which is one of the biggest BUMN Bank (Limited Enterprise owned by the government of the Republic of Indonesia). PT BRI was established due to the acquisition of Bank Jasa Arta on 19 December 2007 and was legalized by Bank Indonesia on 16 October 2008 referred to the letter no. 10/67/KEP/GBI/DpG/2008 on 17 November 2008, and PT Bank BRI Syariah had changed its conventional operation to Islamic Syariah principles, and since it has been becoming stronger, Business Unit of Syariah of PT Bank BRI (TBK) has merged to PT Bank BRI Syariah (spin off process) and it has effectively started on 1st of January 2009. (www.brisyariah.co.id, 17 December 2016 : 13.00) which is branch office of Bank BRI Syariah Branch Office Sukabumi.

Syariah Bank is an intermediary institution providing financial service based on ethics and Islamic system that is a particular principle. It means that it is free from speculative and non productive activity such as gambling, free from unclear and uncertain issue, and based on justice principle, however it is only financing 'halal' business. Recently, the condition of syariah banking has been developing quite well and it is influencing the increasing of financing expansion. However, since the function of bank is to distribute the money to the clients who has asked for a loan and it has become more complicated relating to the capital needs, investment needs or consumptive requirement, however it has been developing syariah banking obviously.

Financing distribution at PT Bank BRI Syariah specifically at Branch Office Sukabumi is having three main products which have been operated by the bank which is 'murabahah' (trading principle); 'mudharabah and musyarakah'(financing based on profit sharing principle); and 'ijarah' (rent principle).

Murabahah is a trading contract of a product and the price is based on production cost calculation plus a certain profit negotiated by both parties as well as in terms of the payment, earnings of a bank is determined due to profits received from the financing facility given. However, the earnings received from profit sharing of mudharabah has been determined based on the agreement about the amount of 'nisbah', profit of a bank is depending on the clients profit. Earnings or profits are divided based on 'nisbah' being agreed since the beginning of a contract (Afif Yoso, et. al, 2000 : 3).

According to Syafi'i (2001:95), mudharabah is from the word of dharab which means hit or walk. Hit or walk means a process where someone is hitting his legs to run his business. Technically al-mudharabah is a contract agreement of business relationship between shahibul maal (the owner of the money) and mudharib (someone who is managing his money) using nisbah or profit sharing as agreed. If the business is suffering of the losses, all the losses will be carried out by the owner of the money, unless it has been discovered that the one who has been managing the money is doing some mistakes such as corruption, cheating and misusing the money.

Ijarah is a contract between a bank (mu'ajjir) and client (mutta'jir) to rent an object / product owned by the bank which will receive a benefit over the object rented and the contract will be ended as soon as the client buys the related object rented. This kind of syariah contract is based on 'fatwa' regulation DSN-MUI No.09/DSN-MUI/IV/2000 regarding Ijarah financing. Bank BRI Syariah has been offering the financing support related to education and pilgrimage service to Mecca (haji). First of all, Bank Syariah will transfer such the amount of financial support / loan to the related educational or haji institution that are working together with Bank BRI Syariah, then the client will be charged ujroh (rental fee) by monthly payment. Ijarah is almost the same with payment installment, but it is not required any guarantee of the loan.

Eventhough there is not any guarantee required, but the clients who ask for ijarah financing are still quite a few comparing to murabahah financing support. It has happened due to lots of the clients have not yet understood about ijarah contract regarding its benefit and usage. Receiving lots of earnings from the financing support given, it is

Dwi Gemina and Dedy Supriyadi: The Effect of Murabahah, Mudharabah and Ijarah Earnings upon The Profit of Bank BRI Syariah, Branch Office Sukabumi

expected the profitability of bank will be better and increased. Therefore, good management of financing support of murabahah, mudharabah, ijarah and others has been significantly affecting the earnings of bank syariah as long as the clients will return their loan accordingly. Below is the amount of earning and profit of bank BRI Syariah Branch Office Sukabumi within 2 years period.

Table 1.
 Total Amount of Earnings and Profit Before Tax and Zakat
 for The Period of 2014 – 2015

No	Month of	Earnings in 2015			Profit		
		in2014 (Rupiah)	(Rupiah)	Changes (%)	In 2014 (Rupiah)	In 2015 (Rupiah)	Changes (%)
1	Januari	711.521.307	1.563.659.067	119,76	244.423.180	622.424.610	154,65
2	Februari	1.437.700.348	3.078.256.673	114,11	570.563.385	868.055.163	52,14
3	Maret	2.222.142.450	4.807.197.833	116,33	908.092.555	1.431.419.925	57,63
4	April	2.939.643.183	6.576.909.864	123,73	1.164.447.910	1.968.048.574	69,01
5	Juni	3.744.323.443	10.357.191.074	126,84	1.513.430.505	2.630.183.381	73,79
6	Mei	5.372.372.428	12.286.050.538	176,61	1.829.744.630	2.905.208.871	58,78
7	Juli	6.222.730.986	14.191.466.948	128,69	2.182.453.108	3.423.895.227	56,88
8	Agustus	5.372.372.428	12.286.050.538	128,06	2.481.641.562	4.105.168.773	65,42
9	September	7.093.347.056	16.209.043.827	128,51	2.832.463.283	4.904.608.903	73,16
0	Oktober	8.106.128.541	18.262.838.825	125,30	3.224.977.368	5.444.545.963	68,82
11	November	9.326.382.958	20.277.496.276	117,42	3.265.981.982	5.534.750.457	69,48
12	Desember	10.893.031.360	22.393.748.274	105,58	3.927.678.363	6.915.821.510	76,08
Total		63.441.696.488	142.289.909.737	1.510,94	24.145.897.831	40.754.131.357	876
Average		5.286.808.041	11.857.492.478	125,91	2.012.158.153	3.396.177.613	73

Source : Financial Balance Sheet of Bank BRI Syariah, Branch Office Sukabumi period of 2014-2015, 2016

Based on the table above, total amount of earnings Bank BRI Syariah Branch Office Sukabumi has been increasing on average 19 % in 2014 and 18.75% in 2015 / month, however in 2015 total amount of the earnings has been increasing on average 125 % compared to the previous year. Increasing of the earnings is the result of financing distribution and other services refer to murabahah principle trading contract, profit sharing mudharabah and musyarakah as well as ijarah rental earnings. Since the total amount of earnings is huge, the bank could increase its profit with the assumption of cost increasing is not as big as the earnings received, so that, the bigger profit received, the better job performance of bank would be. The problems usually have come up when total amount of earnings is just the same with cost spending, however, such the condition would have never given sufficient profit.

Profit before tax and zakat of Bank BRI Syariah Branch Office Sukabumi in 2014 and 2015 every month had been increasing and on average accumulatively it was more than 50% during 2014 to 2015. Such a significant increasing has indicated changes fluctuation has happened, however, earnings murbahah, mudharabah and ijarah have not been sufficiently maximum receivable. Profit is one of the indicators to figure out that financial performance of a bank is good. The bigger the profit of a bank, the better profitability of a bank would be, nevertheless, the lowest the profitability of a bank, the lowest finance management performance would be. If this low profit is ignored, people trust upon the bank will decrease accordingly.

However, credit financing either micro, corporation or retail will be encountering a risk due to the probability of profit or earnings of the bank would be decreasing. Decreasing of profit or earning could be caused by shortage of earnings which is smaller than the cost spending. So that, in order to increase net profit, it can be done by increasing the earnings and decreasing the cost.

Condition of earnings decreasing is due to internal and external factors such as Non Performing Loan (NPL) related to clients goodwill, government and Bank Indonesia regulation regarding the inflation and rupiah currency. Financing support is the main

source of syariah banking earnings, as indicated on the assets of the bank which has been dominated by the amount of fundings/loan given, as well as the liabilities that would be settled by the earnings from fundings support. Conventional company banking has received the earnings from bank interest, however syariah banking has received the earning from profit sharing of mudharabah and musyarakah, trading contract of murabahah and ijarah instead of bank interest.

Earnings / revenues of company banking either conventional or syariah bank in general they are just the same related to earnings sources, banking earnings has 2 (two) main earnings categories which is operational earnings and non operational earnings (Dendawijaya, 2003 : 112). Earnings of syariah bank that has been studied based on financial balance sheet of Bank BRI Syariah Branch Office Sukabumi are consisting of: 1) Operational earnings which is financing distribution and other operational earnings; 2) Non operational earnings. However, the data of the earnings that has been taken is the profit before tax and zakat. In order to clarify furthermore about conceptual design model related to the variables of the research is defined on the following figure 1.

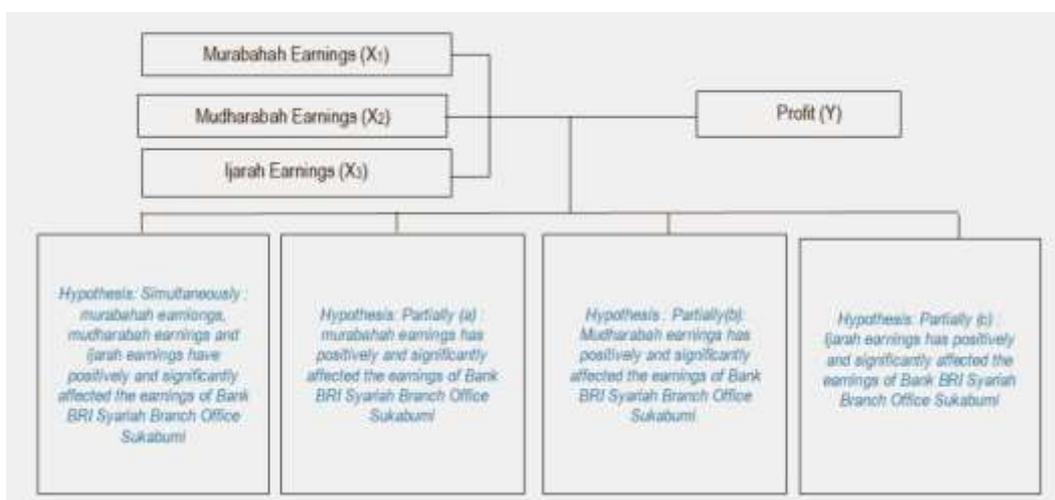


Figure 1 : Model of Research Conceptual Design

RESEARCH METHOD

The research object is Bank BRI Syariah Branch Office Sukabumi at Jalan RE Martadinata No.38 in Sukabumi West Java Province, telp. (0266) 585 282. Fax (0266) 585 283. Bank BRI Syariah Branch Office Sukabumi is a part of and under Bank BRI Syariah Cianjur district. Executing this research, it has applied quantitative data. Research method has used descriptive research method and verified thru data collection at place to test the hypotheses determined by statistical calculation. M. Natsil (1998:346).

A. Operational Variables

Based on the concept of research variables indicated on the theoretical basis, the operational terms and indicators of the research can be defined.

Table 2 . Operational Variable

Variable	Variable Concept	Indicator	Measurement Scale
Murahabah Earnings (X ₁)	Is trading contract of the goods referred to capital plus profit margin agreed (Source : Pandia, et.al.2005 :	- Total of the clients - Total of	Ratio

Dwi Gemina and Dedy Supriyadi: *The Effect of Murabahah, Mudharabah and Ijarah Earnings upon The Profit of Bank BRI Syariah, Branch Office Sukabumi*

Variable	Variable Concept	Indicator	Measurement Scale
	194)	outstanding	
Mudharabah Earnings (X ₂)	Is a payback of mudharib to bank syariah as shahibul maal which amount is depending on the earnings received from business executor, the amount of profit sharing of mudharabah will be divided according to 'nisbah' agreement agreed since the beginning of the contract of murabahah (Source: Syafi'i, 2011 : 34)	- Total of the clients - Total of outstanding	Ratio
Ijarah Earnings (X ₃)	Is an earnings received from rental activity related to the application of Haji financing support and saving deposit box (Source: Wibowo & Widodo, 2005 : 45)	- Total of the clients - Total outstanding	Ratio
Profit (Y)	Is total value of the earnings of the company deducted by total cost. However, net profit before tax is the differences of earnings and profits against all cost and losses which is net increasing of the capital before tax. (Source: Pratama Raharja, 2004 : 151; Soemarso, 2002 : 252)	- Total earnings for two years	Ratio

B. Data Analysis Method

Untuk mengetahui pengaruh pendapatan murabahah, pendapatan mudharabah, dan pendapatan ijarah terhadap laba Bank BRI Syariah KCP Sukabumi, dengan menggunakan metode analisis data sebagai berikut :

In order to know the effect of murabahah earnings, mudharabah earnings and ijarah earnings upon the profit of Bank BRI Syariah Branch Office Sukabumi, it has applied the following data analysis method:

1. Classical Assumption Test thru partial regression equation is considered good to describe the functional correlation of the independent variables upon dependent variable if the equation is within the regression assumption. In this research, regression assumptions that are going to be indicated are normality, multicollinearity, heteroscedasticity and autocolleration (Sunnyoto, 2009 : 80 – 89).
2. Multiple regression analysis has applied the equation referred to Sugiono, as follows:

$$Y = a + b_1X_1 + b_2X_2 + b_3X_3 + \epsilon$$
 Description :
 Y = profit; X₁ = murabahah earnings; X₂ = Mudharabah earnings; X₃ = Ijarah earnings; ϵ = other variables which are not studied.
3. Simultaneous hypothesis test (F test) and partial hypothesis test (t test).

RESULT OF THE RESEARCH

A. PT Bank BRI Syariah Sukabumi

PT Bank BRI Syariah is the big three of bank syariah based on the assets of PT Bank BRI Syariah which has been developing quite good due to its assets, total amount of the fundings and finance received from third party. By focusing to mid low

segment, PT Bank BRI Syariah has the target to be the famous modern retail bank having various products and banking services. Based on its vision, PT Bank BRI Syariah has been working synergistically with PT Bank Rakyat Indonesia (Ltd) Tbk, by using networking of PT Bank Rakyat Indonesia (Ltd) Tbk as the office of Syariah Service to develop the business of society capital collection and customers activity based on Syariah principles.

B. Improvement of Murabahah Earnings, Mudharabah Earnings and Ijarah Earnings has been Supporting The Profit.

The improvement of murabahah, mudharabah and ijarah earnings upon the profit of Bank BRI Syariah Branch Office Sukabumi for the period of 2014 and 2015 has been fluctuating, because it is still new company and the NPL (non performing loan) has happened partly on the fundings portofolio payment which has decreased the profit due to the payment of PPAP payment (Productive Assets Elimination). The improvement of murabahah, mudharabah and ijarah earnings as well as the profit achievement in 2014 and 2015 are as follows.

Table 3.
 The Improvement of Murabahah, Mudharabah and Ijarah Earnings as Well as The Profit Years of 2014 – 2015.

No	Month	Murabahah (Rupiah)		Mudharabah (Rupiah)		Ijarah (Rupiah)		Profit (Rupiah)	
		in 2014 (million)	in 2015 (million)	In 2014 (million)	in 2015 (million)	in2014 (million)	In 2015 (million)	in 2014 (million)	in 2015 (million)
1	Januari	483.63	733.08	0.10	0.30	79.19	117.32	683.56	1,516.30
2	Februari	999.70	1,486.00	0.40	0.50	154.02	200.43	1,383.24	3,010.48
3	Maret	1,529.27	2,238.01	0.90	0.80	287.36	210.33	2,137.71	4,733.01
4	April	2,081.42	2,978.80	1.00	1.20	340.87	226.17	2,825.53	6,431.95
5	Mei	2,660.96	3,799.69	1.60	1.70	394.59	238.11	3,581.23	8,224.09
6	Juni	3,280.31	4,668.62	1.90	2.30	449.85	246.03	4,360.34	10,071.12
7	Juli	3,937.82	5,607.95	2.10	2.80	501.41	247.83	5,170.94	11,939.97
8	Agustus	4,596.10	6,538.48	2.30	3.20	596.77	250.19	5,996.65	13,799.27
9	September	5,258.88	7,522.60	2.50	3.40	693.31	251.91	6,846.75	15,770.07
10	Oktober	5,973.07	8,583.03	2.70	4.10	868.11	251.91	7,839.51	17,777.20
11	November	6,653.48	9,668.68	2.90	4.40	1,001.29	251.91	9,040.30	19,739.09
12	Desember	7,392.55	10,756.93	2.90	4.60	1,169.38	251.91	10,586.14	21,808.03
	Total	44,847.19	53,824.94	21.30	29.30	6,536.17	2,745.77	60,451.87	134,820.58
	Average	3,737.27	4,485.41	1.78	2.44	544.68	228.81	5,037.66	11,235.05

Source: data reprocessed in 2016

The table above has described the improvement of murabahah, mudharabah and ijarah earnings as well as the profit years of 2014 up to 2015. It has been indicated that eventhough it has improved in general good, but murabahah, mudharabah and ijarah earnings as well as the profit has been fluctuative. In 2015 Ijarah earnings was decreased comparing to the earnings in 2014. It has happened due to freezing policy from the Ministry of Religion referring haj savings back up reflected to ijarah earnings has not contributed normal to increase the profit of the company in 2015.

C. Data Analysis

Test result of classical assumption calculation as follows: a) Normality test indicated that the related data has distributed normal; b) Multicollinearity test indicated that there has not any multicollinearity happened on the independent variables; c) Heteroscedasticity test indicating that there is not any heteroscedasticity happened on the regression model, so that, regression model is available to be applied to predict profitability variable refers to murabahah, mudharabah and ijarah earnings; d) Autocorrelation test indicated that there is not any autocorrelation matters happened

Dwi Gemina and Dedy Supriyadi: The Effect of Murabahah, Mudharabah and Ijarah Earnings upon The Profit of Bank BRI Syariah, Branch Office Sukabumi

in this research. However, test result of murabahah, mudharabah and ijarah earnings has affected the profit of Bank BRI Syariah Branch Office Sukabumi, as the following:

Table 4.
 Summary of Calculation of Murabahah, Mudharabah and Ijarah Earnings upon The Profit of Bank BRI Syariah Branch Office Sukabumi

Model	Unstandardized Coefficients		Standardized Coefficients	T	Sig.
	B	Std. Error	Beta		
(Constant)	1.993E8	7.463E7		2.670	.015
Murabahah earning	.678	.074	1.113	9.174	.000
Mudharabah Earnings	-109.685	162.417	-.081	-.675	.507
Ijarah earnings	0,915	.132	.146	6.915	.000
t-tabel	= 1,725				
F-count	= 839.152				
Sig.	= .000				
F-tabel	= 3,09				
R	= .996				
R ²	= .992				
Adjusted R ²	= .991				
SEE	= 1.676E8				
Alpha (α)	= 5 %				

Source : data processed, 2016

Based on the summary of calculation using multiple regression has indicated 99.20% of dependent variables. Overall the significant level of trustworthy is 95%. (F-count 839.152). However the remaining of 0.08% has been affected by other variables which are not included in the research model such as clearing fee, RTGS (real time gross settlement) and other fees. Nevertheless, this model can be used as the analysis equipment. Murabahah earnings and Ijarah earnings partially have affected the profit of Bank BRI Syariah Branch Office Sukabumi. However, mudharabah has not affected the profit of Bank BRI Syariah KCP Sukabumi.

DESCRIPTION

A. The Effect of Murabahah, Mudharabah and Ijarah Earnings upon The Profit of Bank BRI Syariah Branch Office Sukabumi.

$F_{count} > F_{table}$ ($839.152 > 3.09$) so that, H_0 is rejected but H_a is accepted, it has explained that there is a significant effect of murabahah, mudharabah and ijarah earnings happened upon the profit of Bank BRI Syariah Branch Office Sukabumi. Bank syariah is fully aware that the strategy to increase the earnings especially profit sharing is directing to the market competitiveness and profitability increasing. Therefore, the bank is required professionalism and carefulness to manage cost spending to achieve bigger earnings. Referring to Syafi'i (2001:197) earnings referred to syariah point of view, it is a gross increasing of the assets or reducing of the liabilities or both for a certain period decided by the declaration of earnings which is the result of halal investment, trading, fee, or other activities to get the profit, such as management of limited investment account. The main objective of bank syariah is to push and speed up the society economics development by doing all the activities of banking, financial, commercial, and investment which is fundings distribution to the people, so that the bank will receive a lot of earnings, one of them is earnings from mudharabah, murabahah trading and ijarah renting. If the earnings of bank syariah have been increasing, the profitability will be increasing accordingly. In order to receive maximal earnings, a better fundings management is required by using mudharabah, murabahah and ijarah principles.

Dwi Gemina and Dedy Supriyadi: *The Effect of Murabahah, Mudharabah and Ijarah Earnings upon The Profit of Bank BRI Syariah, Branch Office Sukabumi*

The success of a bank is related to the job performance of the bank to perform and manage its earnings especially business profit achievement. But, sometimes bank achievement has been disturbed by operational bank itself which is the risk of the credit given by the bank, though the main tasks of the bank is to collect money from the people. Earnings of the bank which is received from fundings based on trading basis, profit sharing and rental earnings (haji financing support) can identify the job performance of bank to get more profit. If the financing support distributed is good, it will increase the profit, however if it is in a trouble, the bank should have to be concerned with the fundings risk in order to keep the business alive.

B. The Effect of Murabahah Earnings upon The Profit of Bank BRI Syariah Branch Office Sukabumi.

Since $t_{\text{count}} > t_{\text{table}}$ ($9.174 > 1.725$), H_0 is rejected and H_a is accepted, it means that murabahah earnings has been positively and significantly affecting the profit of bank BRI Syariah Branch Office Sukabumi. Murabahah earnings has affected the profit, as it is indicated on the value of regression coefficient which is positive about 1.113, moreover it has had probability value of $0.000 < 0.05$, the research has indicated that murabahah earnings has significantly affected the profit of bank BRI Syariah branch office Sukabumi. The earnings from murabahah fundings is a trading transaction which is the bank has indicated a certain amount of the profit. The bank is a seller and client is a buyer. A selling price is a buying price of the bank offered by the supplier plus profit margin. Murabahah is the most famous one which the clients are interested in since it is easier to understand and fair enough as the client can negotiate with the bank about the price before signing the contract. It is in compliance with the declaration of Financial Accountancy Standard (PSAK) No.12 which is a trading contract refer to selling price which is as much as the amount received plus the profit agreed by both parties and the selling party has to declare the cost of goods to the buyer.

C. The Effect of Mudharabah Earnings upon The Profit of Bank BRI Syariah Branch Office Sukabumi.

Since $t_{\text{count}} < t_{\text{table}}$ ($-0.675 < 1.725$) H_0 is accepted but H_a is rejected, it has explained that mudharabah earnings has not affected the profit of bank BRI Syariah Branch Office Sukabumi significantly. Mudharabah earnings has not affected the profit as indicated on the negative regression coefficient value of 0.081 and probability value of $0.507 > 0.05$, the research has identified that mudharabah earnings has not significantly affected the profit of bank BRI Syariah Branch Office Sukabumi. Mudharabah earnings is a business relationship between two parties or more where the capital owner (shahib al-maal) who has given the capital to the person who is in charge to manage (mudharib) the capital based on the agreement of profit sharing. Mudharabah is less interested by the clients since they are not fully aware of mudharabah which is it is just the same with the credits given by conventional bank that is using bank interest. However, the implementation of mudharabah contract has used the savings product and deposit savings where the clients who are the money owners and bank is the one who is going to manage the money. It is complying with the declaration of Finance and Accountancy Standard (PSAK) No. 105 which is a business contract agreement between the first party which is the capital owner who has provided all the finance and the second party, the one who is managing the money, and they have agreed to deal with profit sharing, but the financial losses will be carried on by the owner of the money / capital.

D. The Effect of Ijarah Earnings upon The Profit of Bank BRI Syariah Branch Office Sukabumi

Since the value of $t_{\text{count}} > t_{\text{table}}$ ($6.915 > 1.725$), H_0 is rejected but H_a is accepted, it means that ijarah earnings has affected significantly the profit of bank BRI Syariah

Dwi Gemina and Dedy Supriyadi: The Effect of Murabahah, Mudharabah and Ijarah Earnings upon The Profit of Bank BRI Syariah, Branch Office Sukabumi

Branch Office Sukabumi. Ijarah earnings has affected the profit as it is identified by positive regression coefficient value of 0.146 and the probability value of $0.000 < 0.05$. The research has determined that ijarah earnings has significantly affected the profit of bank BRI Syariah Branch Office Sukabumi. Ijarah is an agreement about transferring the right of using the goods or service by paying a rental fee, without transferring the ownership of the related things (ownership or milkiyyah). Ijarah contract agreement is based on the benefit transfer. Basically, ijarah principle is just the same with trading principle, but the difference is on the object of the transaction. Ijarah is mostly interested by the clients.

The implementation of such the system in the conventional company banking is similar with leasing or credit automobile vehicle (KKB). The trading transaction is a product, but ijarah is a service. Ijarah (rent a product). Ijarah activities are a safe deposit box rental and document administration management (custodian). The bank will receive a fee of the service given.

CONCLUSION AND SUGGESTION

Based on the research, it is concluded that: 1) Based on the financial data of PT Bank BRI Syariah Branch Office Sukabumi within 2014 to 2015, overall murabahah earnings, mudharabah and ijarah earnings had increased. In 2015, it had increased 125% compared to the previous year, and the biggest contribution was murabahah earnings. 2) Simultaneously the variables of murabahah, mudharabah and ijarah earnings have positively and significantly affected the profit. 3) Partially the variables of murabahah and ijarah earnings have positively and significantly affected the profit. But, mudharabah variable has not significantly affecter the profit.

Nevertheless, the suggestions that could be provided are as follows: 1) The company should have provided more education to the clients specifically and in general to the society about the benefit of the products provided by syariah banking, so that people would prefer to use more syariah banking to perform their financial transaction; 2) In order to increase the profit which is developing more fundings portofolio, however, the company should have developed continuously the quality and maintainance of the fundings that will be distributed. It is the purpose to minimize credit problems or NPF (Non Performing Loan) which will be affecting the profit of the company since it is obliged to pay the PPAP (Reserved Account for the Elimination of productive assets)

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