

SUMMARY

R. BAGUS SUGIHARTO. Determinant of Non Performing Financing on Business Banking Segment Case Study at PT Bank Syariah X. Supervised by NUNUNG NURYARTONO and JAENAL EFFENDI.

This research aims to analyze the variables that influence of non performing financing in business banking segment in Bank Syariah Mandiri. The independent variable used in this research are rentability ratio (BOPO), capital ratio (CAR), liquidity ratio (FDR), rentability ratio (NRM), BI rate and Inflation. Dependent variable used is non performing financing on business banking segment. Population in this research is data of Non Performing Financing in Business Banking segment at PT. Bank Syariah X from January 2012 to December 2016 in the form of monthly data. Sampling method that was used is purposive sampling.

Purpose of this research, on the first part is to identify which internal factors that influence non performing financing in business banking segment. Error Corrective Model (ECM) was used in the first part as a method to analyze the data. The results show that, in the long term, BOPO, CAR, FDR, NMR and BI rate have positive influence on the Non Performing Financing of banking business segment; while Inflation did not influence the Non Performing Financing of banking business segment. In the short term, BOPO has positive influence on the Non Performing Financing of business banking segment; while CAR, FDR, NMR, BI rate and inflation have no influence on the Non Performing Financing of business banking segment.

Second part is to identify external factors that influence non performing financing in business banking segment. Identify internal factors that influence non-performing financing in business banking segment based on BOPO, FDR, CAR and NRM which cover opportunities and threats. As for identifying external factor that influence non performing financing in business banking segment based on BI Rate including strength and weaknesses. Third part is to formulate a strategy that can be implemented to manage non-performing financing in business banking segment. Strategy that was formulized through SWOT analysis used to produce based on Quantitative Strategic Planning Matrix (QSPM). The results showed that the best alternative strategies for controlling the Non Performance Financing (NPF) of Banking Business segment in PT Bank Syariah X, namely improving the 3 pillars (front / marketing personnel, middle / financing process and end process / risk segment), focus on mapping the potential of the region and channeling financing to certain sectors, using technology and improving the quality of human resources, making adjustments to customer needs through product centric changes to customer centric, and promoting and sponsorship effectively and efficiently.

Keywords: error corrective model, non performing financing, quantitative strategic planning matrix