PERFORMANCE OF PEOPLE'S BUSINESS CREDIT

Titin RULIANA, Eddy SOEGIARTO K, Rita Lisu LOTTONG

University of August 17th, 1945 Samarinda, Jl. Ir. H.Juanda No.80, Samarinda City, Postcode 1052, Phone: (0541) 761113, East Kalimantan, Indonesia, Email: titin.ruliana15@gmail.com

Corresponding author: titin.ruliana15@gmail.com

Abstract

People's Business Credit program launched by the government of the Republic of Indonesia aims to accelerate the development of primary sectors and the empowerment of small-scale enterprises, to improve accessibility to credit and institutions financial, reducing poverty and expanding employment opportunities. Every year the People's Business Credit (it's called as KUR) disbursed by the government is constantly increasing. This study aimed to analyze: (1) Decrease in performance of people's business credit at PT. Bank Rakyat Indonesia (Persero) Tbk, Branch of Samarinda, Unit of Sungai Pinang Dalam from year 2012 to 2014 when measured by Loan To Equity, Credit Risk Ratio, and Provission for Losses; (2) The cause of a decrease in performance of people's business credit at PT. Bank Rakyat Indonesia (Persero) Tbk, Branch of Samarinda, Unit of Sungai Pinang Dalam from year 2012 until 2014. The results showed that the performance of business credit at PT. Bank Rakyat Indonesia (Persero) Tbk, Branch of Samarinda, Unit of Sungai Pinang Dalam from year 2012 to 2014 has decreased measured from the Loan To Equity, Credit Risk Ratio and Provission for Loan Losses. The decline in the performance of the business credit is due to the non-performing loans / bad credit. The cause of problem loans, originated from the two parties namely: (a) Banking sector need to maximize the credit analysis of customers' predictions. (b) The customer, that is the element of intent to delay or do not pay their obligations to the Bank, and there is an element inadvertently means that the debtor is willing to pay but is unable / their business Bankrupt.

Key words: credit, performance, people's business

INTRODUCTION

Economic development in a country heavily dependent on the dynamic development and the contribution of the Banking sector. Post economic and monetary crisis in Indonesia illustrates that the role of the Banking sector is very important. When the Banking sector collapsed, the national economy also slumped. And vice versa, when the economy stagnated, the Banking sector also affected where intermediation is normal [12].

When the economic crisis hit Indonesia, the government is relying on the role of Micro-Small-Medium Business (it's called as UMKM) to minimize the negative impact of the economic crisis. When the economic crisis occurred many sectors that experienced output growth is declining. At least two factors that play a very important role at the time to reduce the negative effects on poverty. First, the growth of economic activities in the informal sector to absorb many workers who are laid off as a result of layoffs (Termination of Employment) of the formal sector and it provides an additional source of income for workers. Second, many existing government programs to reduce poverty. Some government programs are the National Program for Family which focuses on education and health, the National Program for Community Strengthening which put an emphasis on business development [16].

Micro, Small and Medium Business (UMKM) constitute the largest segment of national economic actors. UMKM also a strong effort to face a difficult economic situation, when the economic crisis hit Indonesia, UMKM still able to survive, even UMKM were able to provide a contribution to the healing process of the national economy (national economic recovery) [11].

Micro, Small and Medium Business are activity that is able to expand employment and provide economic services to the wider community, and may play a role in the process of equalization and improvement of people's income, stimulate economic growth, and play a role in realizing national stability. In addition, the Micro, Small and Medium

Business is one of the main pillars of the national economy should gain opportunity, support, protection and development of the broadest as a form of partisanship that firm to the groups economic activities of the people, without neglecting the role of Big Business and Enterprises State Property [2].

Micro, Small and Medium Business (UMKM) have some role in Indonesia, which is a major player in economic activity in Indonesia, as a provider of employment opportunities, as actors in local economic development and community development, as a market maker and innovation through the flexibility and sensitivity as well as their relationship with the company's activities, in addition to UMKM can contribute to an increase in non-oil exports, and can reduce the inequality of income [8].

The Government of the Republic of Indonesia issued Presidential Instruction No. 6 dated March 8, 2007 on the Acceleration of riel sector and Empowerment UMKM in order to improve the economic growth in Indonesia. Then the Presidential Instruction No. 5 of 2008 on Economic Program 2008-2009 dated 5 November 2007, President of the Republic of Indonesia launched a credit for UMKM with the pattern of the guarantor under the name of People's Credit Business (It's called as KUR) through the Ministry of Cooperatives and Small and Medium Enterprises (KUKM), with a credit guarantee facility from the Government of Indonesia through PT. Askrindo and Perum Sarana Business Development and supported by Presidential Instruction No. 5 of 2008 on Focus Economic Program 2008-2009 to ensure the implementation or acceleration of the implementation of these small loans.

People's Business Credit (KUR) (Decision No. Kep-01 / DIMEkon / 01/2010 Date: January 25, 2010) is a credit / financing for working capital and or investment to MSME in the business productive and viable but not Bankable with a ceiling credit up to IDR 500,000,000, - (five hundred million) guaranteed by Guarantee Company. Distribution KUR is expected to help the development of productive activities in agriculture, fisheries, forestry, and industrial

sectors. Source of funds KUR is 100% (one hundred percent) funded by the Implementing Bank. KUR distributed by the Implementing Bank granted automatically (automatic cover) by Guarantee Company with a guarantee amount equal to 70% (seventy percent) of ceiling KUR.

The purpose of business credit program launched by the government of the Republic of Indonesia is to accelerate the development of primary sectors and the empowerment of small-scale enterprises, to improve accessibility to credit and financial institutions, reducing poverty and expanding employment opportunities. Every year the People's Business Credit (It's called as KUR) disbursed by the government is constantly increasing. Hopefully this program will improve and flourish as experienced by the Program SP3 is not only satisfy customers but also use strategies, businesses, and Banking institutions alike.

PT. Bank Rakyat Indonesia (Persero) Tbk, Branch of Samarinda, Unit of Sungai Pinang Dalam (It's called as Bank BRI) is central government-owned Bank, doing activities such as collecting funds from the public (funding), to channel funds to the public (lending) and gave other Bank services (service). Major capital of Bank BRI today comes from the owners of capital and customers.

Bank BRI always perform a variety of strategies to improve the company's ability to generate profits, one of which came from people's business credit. The company's profit is managed effectively and efficiently, through the assessment of the performance of people's business credit. People's business credit at Bank BRI started running in early 2008. Performance of people's business credit is a feat achieved by Bank BRI from 2012 until 2014.

People's business credit of Bank BRI showed a decrease in the ability of customers for credit repayment. It can be seen from nonperforming loans (loans that are not current) tends to increase from year 2012 to 2014 a number of 5.83%, 7.00% and 6.42 of the total loans disbursed amounting to IDR228,812 billion (in 2012), IDR240,251

billion (in 2013), and IDR249,864 billion (2014). Current credit has increased during the three-year average a number of 93.58%, while the non-performing loans or non-performing loans (loans under special mention, substandard loans and doubtful loans) decreased from year 2012 to 2013 by an average of 6.42%.

KUR problematic is a condition that often occurs in Banking, namely as the risk of Bank lending is concerned. Although non-performing loans is often difficult to be avoided but the Bank must still manage it carefully and the risk is minimized as much as possible so as to provide a profit for the Bank. Management of KUR problematic must be anticipatory, proactive and disciplined thus problematic KUR starts with early recognition and immediate corrective action. KUR problematic is credit classified as substandard (KL), doubtful (D), and loss [14].

Non performing loans are classified according to criteria provided by Bank Indonesia, which pursuant to Article 4 Decree of the Director of Bank Indonesia Number 30/267 / KEP / DIR, dated February 27, 1998, as follows: (1) Current credit; (2) Special Mention (Special Mention); (3) Credit substandard (Substandard); (4) Doubtful Loans (Doubtful); (5) Credit Loss.

Criteria for Non performing loans (Decree of Directors of Bank Indonesia Number 30/267/KEP/DIR, dated February 27, 1998, article 4) including: (1) Credit Current has the installment payments of principal and / or interest; (2) Credit Special Mention (Special Mention); ie credits have arrears of principal repaymentand / or interest, that exceed 90 days, or sometimes happens overdraft; (3) credit substandard (substandard), ie loans are delinquent installment of principal and / or interest has exceeded 90 days, and frequent overdrafts, (4) Loans Doubtful (Doubtful), loans are arrears installment of principal and / or interest has exceeded 180 days, and going on overdraft is permanent, (5) Bad Debt namely credit are arrears principal and / or interest that has been exceed 270 days, and operational losses covered by new loans.

Based on the background described, the principal problems in this study as follows: 1)

How many the performance decline of people's business credit at Bank BRI from year 2012 until 2014 when measured by Loan To Equity, Credit Risk Ratio, and Provission for Losses? 2) Is the cause of a decrease in performance of people's business credit at Bank BRI In from year 2012 until 2014.

The purpose of this study was to determine and analyze the following: 1) the performance decline of people's business credit at Bank BRI from year 2012 until 2014 when measured by Loan To Equity, Credit Risk Ratio, and Provission for Losses? 2) the cause of a decrease in performance of people's business credit at Bank BRI In from year 2012 until 2014.

MATERIALS AND METHODS

Study was conducted on Bank BRI. This study focused on the performance of people's business credit from year 2012 to 2014.

This research was conducted in October 2015 through January 2016, the data obtained through a preliminary survey, interviews with officials and employees, and customers of Bank BRI. Efforts to determine the performance of Banks in the granting of credit which is advantageous in the sense can contribute maximum revenue for a Bank with degree of small risk, then credit performance is very noteworthy. Credit performance can be seen from the financial statements of Banks

The data required to complete the purpose of this paper as follows: (1) Report of Earning Assets for the year ended December 31, 2012 As per December 31, 2014; (2) The report on reserves for uncollectible accounts for the year ended December 31, 2012 until per December 31, 2014; (3) Capital of business loans for the year ended December 31, 2012 until per December 31, 2014; (4) Total loans disbursed, non-performing loans, the total capital, Total Loan Loss, Total Loans for the year ended December 31, 2012 until per December 31, 2014.

The credit performance [7] can be seen from the following ratios: (1) Loan To Equity (LTE) or Equity ratio; (2) Credit Risk Ratio (CRR) or the ratio of credit risk; (3) Provission for Loan Losses (PLL) or the ratio

of allowance to total loans.

Credit performance ratios and the category collectibility of asset quality of Banking as follows:

1) *Loan To Equity* (LTE), is the ratio used to determine whether the activities of Banks have used the appropriate funding source, the smaller the ratio is the worse the quality of the loan or the Bank's ability to manage credit in this case reduce the number of problem loans. Loan To Equity (LTE) is obtained by comparing the difference in total loans (outstanding) with non-performing loans (bad debts) to the overall owned (equity). Calculation Loan To Equity (LTE) according to [7] as follows:

$$LTE = \frac{\text{Total loans disbursed} - \text{nonperforming loans}}{\text{Total capital}} \times 100\%$$

2) *Credit Risk Ratio (CRR)* are the ability of Bank management in minimizing the risk incurred, in that it can show the failure rate of Bank loans, where the higher this ratio, the more unhealthy the Bank credit. The ratio of credit will occur when a customer fails to restore some or all of the loan obtained from a Bank which in turn will be classified as nonperforming loans. Credit Risk Ratio (CRR) is obtained by comparing the non-performing loans (bad debst) to total loans. Calculation of Credit Risk Ratio (CRR) as follows [7]:

$$CRR = \frac{\text{Non performing loans}}{\text{Total loans disbursed}} \times 100\%$$

3) *Provission for Loan Losses (PLL),* The ratio is used to measure the effectiveness of the management of Bank credit is a lot to experience credit crunch or not, in other words are used to determine the percentage of earning assets losses expense incurred compared to the amount of credit granted, if the ratio of the smaller the better the performance of the Banks' credit. Provission for Loan Losses (PLL) is obtained by comparing the allowance for Uncollectible Accounts with total loans. Calculation Provission for Loan Losses (PLL) according to [7] are as follows:

$$PLL = \frac{\text{Reserves For Uncollectible Accounts}}{\text{Total Loans Disbursed}} \times 100\%$$

4) Non-Performing Loans / Loans Loss (NPL)

The Bank provides credit facilities can not be separated from delinquent loans, it is because the debtor does not pay, or pay but passing of a predetermined time period. This credit is in addition to reducing income also showed a loss of no return in the form of Bank loan principal that has been granted, while the loan principal is a third party funds received by Banks. Loans in arrears in the assessment of the quality of earning assets are Credit Special Mention (Special Mention), credit substandard (substandard), Loans Doubtful (Doubtful), Bad Debt. Credit shows the quality of Bank assets that greatly affect the soundness of the Bank based on the level of problem loans, the smaller the rate of non-performing loans, the more healthy the Bank anyway. Credits (debts) troubled by [6] loans for which the principal and interest has been past 90 days or more after the due date.

Nonperforming loans / bad credit can be known through the total non-performing loans and total loans. Here is calculated the percentage of bad loans [15].

$$NPL = \frac{\text{Total Loan Loss}}{\text{Total Loans}} \times 100\%$$

5) Category collectibility of earning asset quality of Banking [15], among others: (a) Category Current Credit is no credit in arrears; (b) Category credit Special Mention is credit in arrears one day after falling the entire period of 90 days; (c) Category Substandard loans are loans that are delinquent 90-180 days; (d) Category Doubtful loans are loans in arrears above 180-270 days; (e) Category Jammed Debt (M) are loans overdue for more than 270-360 days (1 year).

RESULTS AND DISCUSSIONS

Results

Based on the research results that have been obtained, in the form of quantitative and qualitative data that is supported by research methods, then is done the analysis and discussion of the performance of people's business credit at Bank BRI from year 2012 until 2014.

Bank balance sheets, there are two elements of the allocation of funds, namely the use of Bank funds based on the nature of productive assets and non-productive assets.

Table 1. Earning Assets and Reserves for Uncollectible Accounts, Year 2012-2014.

Category of Earning Assets	Bobot (%)	Earning Assets			Reserves for Uncollectible Accounts		
		Year 2012	Year 2013	Year 2014	Year 2012	Year 2013	Year 2014
(1)	(2)	(3)	(4)	(5)	(6)=(2)x(3)	(7)=(2)x(4)	(8)=(2)x(5)
Current (G1)	0.50	215,471.00	223,433.00	233,833.00	1,077.36	1,117.17	1,169.17
Special Mention (G2)	1.00	9,169.00	9,610.00	10,004.00	91.69	96.10	100.04
Substandard (G3)	3.00	46.00	721.00	400.00	1.38	21.63	12.00
Doubtful (G4)	50.00	1,834.00	2,403.00	2,251.00	917.00	1,201.50	1,125.50
Jammed (G5)	100.00	2,292.00	4,084.00	3,376.00	2,292.00	4,084.00	3,376.00
Total (G) = G1+...+G5		228,812.00	240,251.00	249,864.00	4,379.43	6,520.40	5,782.71

The management of productive assets is what can give results for the Banks.

Earning assets [15] are all investment of funds in IDR and foreign currency is meant to earn income according to their function.

The definition of productive assets [6] is an investment of Bank, both in IDR and foreign currency, in the form of loans, securities (securities), securities purchased under resale agreements (reserve Respo), derivative receivables, acceptance receivables , placement of funds of other Banks, investments and others.

Productive assets function [13] to obtain a return on the funds disbursed by the Bank. However, the placement of funds in productive assets is also at risk, namely the risk that funds can not be re-routed. The risk of placement in this form can result in losses the Bank. Banks need to establish loss reserves of productive assets, that is the reserves for uncollectible accounts (It's called as PPAP).

Formation of PPAP is based on the decision of Bank Indonesia No. 30/268 / KEP / DIR dated February 27, 1998 on the establishment and provision for doubtful accounts and BI directors decision No. 30/267 / KEP / DIR dated February 27 about the quality of earning assets.In forming PPAP, the calculation is a certain percentage multiplied by the number of outstanding each asset quality. The quality of earning assets classified as current, special mention, substandard, doubtful, and jammed.

Nonperforming loans [15] can be seen from the report earning assets, namely loans overdue principal or interest credit the passing of 90 days since the date of maturity up to 360 days, or in other words the problem loans are

loans which fall into the category of credit Substandard, loans Doubtful and credit jammed.

Table 2. People's Business Credit Based Non-Performing Loans, Year 2012-2014 (in millions IDR).

Elements of Non Performing Loans	Year 2012		Year 2013		Year 2014	
	(IDR)	(%)	(IDR)	(%)	(IDR)	(%)
Substandard Loans	46.00	1.10	721.00	10.00	400.00	6.64
Doubtful Loans	1,834.00	43.96	2,403.00	33.34	2,251.00	37.35
Jammed Loans	2,292.00	54.94	4,084.00	56.66	3,376.00	56.01
Amount	4,172.00	100.00	7,208.00	100.00	6,027.00	100.00

Table 3. Data of Performance People's Business Credit, Year 2012-2014 (in millions IDR).

No	Year	Total Loans Disbursed	Nonperforming Loans	Total Capital	Total Jammed Loan	Total Loans	Reserves For Uncollectible Accounts
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1	2012	207,265.00	4,172.00	91,690.00	2,292.00	228,812.00	4,379.43
2	2013	217,908.00	7,208.00	114,590.00	4,084.00	240,251.00	6,520.40
3	2014	226,481.00	6,027.00	137,480.00	3,376.00	249,864.00	5,782.71

Table 3 presents the calculus of the performance of People's Business Credit, as follows:
(1)Loan To Equity (LTE), to total capital through loans, nonperforming loans, and total capital;
(2)Credit Risk Ratio (CRR) is obtained by nonperforming loans and total loans;
(3)Provision for Loan Losses (PLL) or the ratio of allowance to total loans through the allowance for uncollectible accounts total loans;
(4)Non-Performing Loans/Jammed Loans can be known through the total non-performing loans and total loans.

The results of the performance of people's business credit Bank BRI from 2012 to 2014 can be seen in Table 4.

Table 4. Performance Result of People's Business Credits, Year 2012 – 2014

No	Indicator	Results Analysis (%)			Description
		Year			
		2012	2013	2014	
1	Loan To equity	221.50	183.87	160.35	Decline
2	Credit Risk Ratio	2.01	3.31	2.66	Decline
3	Provission for Loan Losses	2.11	2.99	2.55	Decline
4	Non Performing Loans / Jammed Loans	1.00	1.7	1.35	Decline

Based on the results of the analysis shown in Table 4, it is known that the performance of people's business credit Bank BRI, Loan To Equity (LTE), Credit Risk Ratio (CRR),

Provission for Loan Losses (PLL), and non-performing loans/jammed credit has decreased. It shows an increase in the collection of credit by Bank BRI, and increase people's ability to restore its Banking credit.

Discussion

Discussion of research directed to analyzing the performance of people's business credit on Bank BRI from 2012 until 2014, so it can be used as a basis for decision making in order to determine the policy of small loans in the future.

1)Loan To Equity

Loan To Equity (LTE) is a ratio used to measure the Bank's ability to use the resources appropriately, the ability of Banks to manage credit in this case reduce the number of non-performing loans. LTE uses total loans (outstanding) and loans (jammed loans) to measure the performance capabilities of Bank credit.

The amount of decline Loan To Equity (LTE) from 2012 to 2014 are as follows:
(a) Loan To Equity (Table 4.) in 2013 against the 2012 People's Business Credit decreased by 37.63%. Loan To Equity in 2014 to the year 2013 decreased by 23.52%; (b) Decrease in Loan To Equity is due to total capital continues to increase. The increase in total capital in 2014 and 2013 to 2012, accompanied by the increase in total loans and a rise in problem loans led to a decrease in the Bank's ability to use the resources appropriately and manage non-performing loans. Ratio decreased in Loan To Equity indicated that the Bank is able to manage the credit or reduce the number of non-performing loans.

2)Credit Risk Ratio

Credit Risk Ratio (CRR) is a ratio used to determine the ability of Bank management to minimize the risk incurred. This illustrates the failure rate of Bank credit, the higher this ratio, the more unhealthy the Bank credit. The ratio of credit will occur when a customer fails to repay loans partially or completely that obtained from a Bank, which in turn will be classified as nonperforming loans. Credit Risk Ratio is obtained by comparing non-performing loans (jammed debts) to total loans.

Changes Credit Risk Ratio is the people's business credit disbursed decreased in 2012 until 2014. Changes disbursed the people's business credit can be described as follows:
(a) People's business credit who distributed in 2013 to the year 2012 increased by IDR10,643,000,000. This is due to the increase in total loans, followed by the increase in problem loans in 2013, thus increasing credit risk ratio; (b) People's business credit is IDR8,573,000,000, but non-performing loans decreased in 2014 compared to 2013. This has affected the decrease in credit risk ratio decreased by 2.66% in 2014.

Based on Table 4 in 2013 the Ratio Credit Risk Ratio was increased by 1.29% compared to the year 2012, but it has decreased by 0.65% in 2014. Credit Risk Ratio in 2014 means getting smaller of performance people's business credit in minimizing credit risk of Bank failures. This means that the failure rate of People's Business Credit at Bank BRI in 2014 has recovered.

3)Provision for Loan Losses

Provision for Loan Losses (PLL) is a ratio to measure the effectiveness of the management of Bank credit that has non-performant loans. The ratio to determine the percentage of uncollectible accounts expense incurred compared to the amount of credit granted, the smaller this ratio, the better the performance of the Bank credit. Provision for Loan Losses is obtained by comparing the allowance for uncollectible accounts with total loans.

Provision for Loan Losses in 2014 to the year 2013 decreased by 2.55%. This is due to Allowance for Earning Assets and disbursed people's business credit increased in 2013 compared to 2012. This means that the cost of Earning Assets happened to people's business credit Bank BRI decline. It shows the management of Bank credit to the credit crunch should be improved effectiveness.

4) Non Performing Loans / Jammed Loans.

Nonperforming loans are small loans that are in arrears over 90 days from the maturity up to 360 days from the due date from 2012 to 2014 at Bank BRI. Nonperforming loans/nonperforming loans decreased by 1.35% a span of 2013 and 2014 was accompanied by the increase in lending in

2014 and a decline in bad loans in 2014. The causes of non-performing loans / bad credit as follows:
(a)From the Banks, that in conducting its analysis, the analysis is less accurately so that what was supposed to happen, not predicted earlier; (b) From the customer side, namely the element of intent in this case the customer does not intend deliberately to pay its obligations to the Bank, and there is an element inadvertently means that the debtor is willing to pay but is unable/businesses in their management has gone Bankrupt.

CONCLUSIONS

Based on the results of research and discussion, the conclusions of this study as follows:
1) Performance of people's business credit at Bank BRI from 2012 to 2014 decreased measured from the Loan To Equity. Credit Risk Ratio and Provision for Loan Losses.
2) Performance of people's business credit at Bank BRI decline due to: (a) the Decrease in Loan To Equity (LTE) caused by total capital continued to rise in 2014 and 2013 against 2012, accompanied by the increase in total loans and a rise in non-performing loans. Loan To Equity decrease in the ratio indicated that the smaller the loan means the Bank is able to manage or reduce the number of non-performing loans; (b)
Decrease in Credit Risk Ratio (CRR) in the year 2014 against the year 2013 caused by the increase in total loans, followed by the increase in non-performing loans in 2013, thus increasing credit risk ratio. Credit Risk Ratio in 2014 had a smaller ratio, which means healthy people's business credit performance in the ability of Bank management to minimizing credit risk of Bank failures; (c) Provision for Loan Losses (PLL) decreased in 2014 against 2013, caused by Allowance for Earning Assets and disbursed people's business credit increased in 2013 compared to 2012. This means that the cost of Earning Assets happened to people's business credit Bank BRI decline. Decrease Provision for Loan Losses indicate that the smaller the ratio of Bank credit good

performance means that the effectiveness of bank credit management did not experience congestion.
3) Cause of non-performing loans, originated from the two parties namely: (a) the Banks to perform credit analysis, Banks not yet maximized customer predictions; (b) The customer, that is the element of intent to delay or do not pay their obligations to the Bank, and there is an element inadvertently means that the debtor is willing to pay but is unable / businesses in governance have been Bankrupt.

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