Optimization of Profit Sharing Financing in MSME Development in Medan Sharia People's Financing Bank (BPRS)

Nina Andriany Nasution
Universitas Pembangunan Panca Budi Medan
Email: ninaandriany@dosen.pancabudi.ac.id
Vina Arnita
Universitas Pembangunan Panca Budi Medan
Email: vinaarnita@dosen.pancabudi.ac.id

Corresponding author: ninaandriany@dosen.pancabudi.ac.id

Abstract. Develop MSMEs more quickly through capital facility policies in optimizing financing and obtaining profits with the profit sharing method at the Medan Sharia People's Financing Bank (BPRS). Based on this phenomenon, this research is intended to look at Financing Optimization, Mudharabah Financing and Profit Sharing at the Medan Sharia People's Financing Bank (BPRS). This type of research with a quantitative descriptive approach with secondary data. The data analysis technique used in this study is Multiple Linear Regression Analysis. The results of this study indicate that Optimization of Financing has a positive and significant partial effect on MSME Development, this is done if the objective of optimizing financing is related to profits. Mudharabah financing has a partially positive and significant effect on the development of MSMEs, this occurs because the level of financing can be seen from the increase in sales turnover. Profit Sharing has a positive and significant partial effect on MSME development, because the net profit obtained from MSME activities is shared by looking at the increase in MSME equity (net activation). The most common Micro, Small and Medium Enterprises (MSMEs) faced by companies are Asset development in MSMEs has been defined based on net worth and annual sales results which show that the Micro, Small and Medium Enterprises (MSMEs) segment in Indonesia has a strategically important role in economic development. Government regulations further regulate business development, partnerships, licensing, as well as coordination and control of Micro, Small and Medium Enterprises (MSMEs). Small, medium and micro businesses cannot repay loans to the financial sector, such as banks and non-banks (cooperatives), so there is a risk of default by the debtor (non-payment). On the other hand, liquidity in the financial sector was disrupted by a large increase in member withdrawals, but this was not offset by income from member loan repayments. This had a significant impact on members' distrust in the financial sector, which Financing Optimization, Mudharabah Financing and Profit Sharing have a positive and significant simultaneous effect on MSME Development. The regulation describes the standards for Micro, Small and Medium Enterprises (MSMEs) in Indonesia, namely: a. Micro Enterprises are productive businesses owned by individuals or individual business entities that meet the criteria for small businesses

Keywords: Financing Optimization, Mudharabah Financing and Profit Sharing, MSME Development

INTRODUCTION

Asset development in MSMEs has been defined based on net worth and annual sales results which show that the Micro, Small and Medium Enterprises (MSMEs) segment in Indonesia has a strategically important role in economic development. Government regulations further regulate business development, partnerships, licensing, as well as coordination and control of Micro, Small and Medium Enterprises (MSMEs).

The regulation describes the standards for Micro, Small and Medium Enterprises (MSMEs) in Indonesia, namely:

1. Micro Enterprises are productive businesses owned by individuals or individual business entities that meet the criteria for small businesses.

2. Small Business as an independent economic activity, this business is carried out by individuals who are not a subsidiary of a company that is owned or controlled by being a direct or indirect part of a medium-sized business in meeting standards.

3. Medium Enterprises are productive economic enterprises that stand alone and are carried out by individuals or business entities that are not subsidiaries or branches of companies that are owned or controlled as a direct or indirect part of a large company with a total net worth or annual sales and income.

The most common Micro, Small and Medium Enterprises (MSMEs) faced by companies are capital limitations. Small and Medium Enterprises (MSMEs) may have many ideas to develop their business, but must stop because there is no additional capital. If surveyed, many MSMEs have difficulty obtaining additional capital from financial institutions because many requirements are not met. This is in line with the results of a survey conducted by Pricewaterhouse Coopers, where 74% of Micro, Small and Medium Enterprises (MSMEs) cannot have access to finance.

Micro, Small and Medium Enterprises (MSMEs) are experiencing problems with access to capital, because banks are seen as preferring to use their funds to purchase Government Securities (SBN) rather than extending credit to Micro, Small and Medium Enterprises (MSMEs). So their access to capital is limited to only obtaining a 3% share of national credit so that Micro, Small and Medium Enterprises (MSMEs) do not have the ability to finance their business. Therefore, policy priorities are needed, especially in increasing the accessibility of financing to increase the capacity of MSMEs.

Small, medium and micro businesses cannot repay loans to the financial sector, such as banks and non-banks (cooperatives), so there is a risk of default by the debtor (non-payment). On the other hand, liquidity in the financial sector was disrupted by a large increase in member withdrawals, but this was not offset by income from member loan repayments. This had a significant impact on members' distrust in the financial sector, which in the end led to a financial rush and legal problems.

Table 1. Financing-Sharia People's Financing Bank (Rp. Million)

No	Class Financing	2016	2017	2018	2019	2020
1	Small Business And Intermediate	3,570,606	3,767,877	4,086,485	5,841,290	5,469,397
2	Apart from Business Small And Intermediate	3,091,950	3,996,074	4,997,982	4,102,030	5.212.103
	Total	6,662,556	7,763,951	9,084,467	9,943,320	10,681,499

Source: Sharia Banking Statistics 2020

Table 1.1 above shows that the total financing of Micro, Small and Medium Enterprises (MSMEs) has increased significantly in 2016 amounting to IDR 6,662,556 million to 2020 amounting to IDR 10,681,499 million. This makes Micro, Small and Medium Enterprises (MSMEs) the main hope in improving the regional and national economy in the future. However, many Micro, Small and Medium Enterprises (MSMEs) in their development still have limitations in financial and nonfinancial management, so they need supervision of Micro, Small and Medium Enterprises (MSMEs), especially sharia-based to support the Financial Performance of Sharia Micro, Small and Medium Enterprises (MSMEs).

Profit Sharing Ratio (PSR) is the share rate outcome between the owner of the capital and the manager of the fund associated with Islamic banking financial principles for determine magnitude profit between owner capital and fund manager. *Profit Sharing Ratio* (PSR) obtained from financing mudharabah, Where income obtained from results business And shared according to agreement contract.

Table 2. Equivalent Level For Yield-BankFinancing Sharia People

No	Type	2016	2017	2018	2019	2020
1	Fund Party Third	54.27%	49.25%	47.87%	46.63%	57.95%
2	Contract Mudharabah	17.86%	17.42%	16.45%	17.18%	18.58%

Source: Statistics Banking Sharia 2020

Table 1.5 above shows that the equivalent level of profit sharing has decreased and increased every year, this is due to reduced capital provided by third party funds to mudharib (capital managers) so that it has an impact on the increase and decrease in income and profits of Micro, Small and Medium Enterprises entrepreneurs. Medium Enterprises (MSMEs). In 2018 there was a decrease in third party funds of 47.87% so that the operational needs of Micro, Small and Medium Enterprises (MSMEs) entrepreneurs were constrained which had an impact on the total net profit of Micro, Small and Medium Enterprises (MSMEs) decreased and profit sharing was carried out according to the mudharabah contract (profit sharing) of 16.45%. In 2020 there was an increase from third party funds of 57.95% so that the operational needs of Micro, Small and Medium Enterprises (MSMEs) entrepreneurs ran smoothly which had an impact on the total net profit of Micro, Small and Medium Enterprises (MSMEs) which increased and profit sharing was carried out according to the contract mudharabah (profit sharing) of 18.58%.

LITERATURE REVIEW

MSME Development

MSME development is an action or process to advance MSME conditions in a better direction, so that MSME can adapt to new technologies, markets and challenges as well as the fast turnaround of the changes that occur. Business development is the responsibility of every entrepreneur or entrepreneur that requires foresight, motivation, creativity. If this can be done by every entrepreneur, then the hope is to be able to turn a small business into a medium scale and even a large business. Therefore we need a development in expanding and maintaining the business so that it can run well. to carry out business development requires support from various aspects such as production and processing, marketing, human resources, technology and others. Each MSME has its own advantages or abilities to be able to develop its business, both internal and external aspects. MSME development is influenced by several factors including capital,

marketing, raw materials, labor, technology, transportation costs, high energy, communication, administrative procedures.

In its implementation, MSME actors experience many obstacles in developing their business. There are various factors that make businesses develop or experience a decline in development, which are explained by various figures. Development is an effort made by the government, the business world and the community through the provision of guidance and reinforcement assistance to grow and improve the ability of small businesses to become strong and independent businesses and can develop into mediumsized businesses. To be able to improve business development, it is necessary to have empowerment which is the business of the government, the business world and the community in the form of strengthening the growth of the business climate, coaching and development so that small businesses are able to grow and strengthen themselves into strong and independent businesses and can develop into medium-sized businesses.

Optimization of Funding

Optimization is needed in various activities, especially in matters related to community services. Service standards can be carried out with various components so that they can support the efforts of business actors in the service sector or government to support the tasks and functions of state administration as well as a form of optimization. However, other sources state that optimum cannot be interpreted as a maximum, this is based on considering the limiting factors. In general, the word optimum refers to the quality of a business and not to the amount or quantity, so that it can be interpreted that optimum is the best thing and not the biggest thing. One form of optimization to complete financing includes expanding and developing financing opportunities with the aim of helping MSMEs. From some of the explanations above, it can be concluded that optimization is a process or method used in making a system or decision to be more effective, either maximizing or minimizing or a process to achieve an ideal or optimal.

Financing is the provision of money or claims that can be compensated based on an agreement between the bank and another party that requires the party being financed to return the money or claims after a certain period of time in return or profit sharing. There are 2 (two) different terms but contain the same principles, namely: credit and financing. The difference between credit and financing lies in the form of billing consideration that will be given by the borrower (debtor) to the bank for granting credit or financing. In

conventional banks, the appropriate achievement is in the form of interest, while in Islamic banks, the appropriate achievement is in the form of rewards or profit sharing based on a mutual agreement.

Mudharabah Financing

According to Bank Indonesia regulations, mudharabah financing based on the principle of profit sharing at Islamic People's Financing Banks (BPRS) is a form of cooperation agreement in the agreement between BPRS as fund provider/ capital owner (shahibul maal) and customers as fund managers/ capital managers (mudharib) to carry out business activities, with profits shared between the two parties based on a pre-agreed ratio, while the provider the fund bears losses except for losses caused by willful mistakes, negligence or breach of agreement made by the fund manager.

The Finance to Deposit Ratio (FDR) is the ratio used to measure bank liquidity in paying withdrawals made by depositors by relying on provided financing as a source of liquidity, namely by dividing the amount of financing provided by banks against Third Party Funds (DPK). Total financing is the amount of financing owned by the BPRS, while the total third party funds are the amount of savings and time deposits. The Finance to Deposit Ratio (FDR) must remain neither too high nor too low. The standard FDR is 80%-100%, so the FDR must be kept neither too high nor too low. The higher the Financing to Deposit Ratio, the higher the funds directed to Third Party Funds (TPF), but the lower the liquidity capacity. On the other hand, the lower the FDR, the higher the amount of passive funds, but the better the liquidity capacity.

Profit Sharing Ratio

Profit Sharing Ratio (PSR) is a profit sharing calculation ratio which is a business agreement between the parties providing funds (shahibul maal) and also the fund manager (mudharib) which is based on the profits of the fund manager, namely business income minus operating expenses. PSR has a goal, namely to measure the extent to which the fund manager has succeeded in achieving the goal the existence of obtaining profits that will be shared according to the terms agreed through a mudharabah contract.

The Profit Sharing Ratio system certainly has its advantages and disadvantages. The main advantage of the PSR is that there is transparency between the profits earned to be shared by each party. So that there will be no fraud in it, even the Profit Sharing Ratio

system can also be used to avoid losses between each party. Meanwhile, the disadvantage of the PSR is that it requires supervision of fund management, especially in terms of minimizing the bad intentions of each party involved.

RESEARCH METHOD(S)

Research Approach

The type of research carried out in writing is descriptive quantitative research, according to Sugiyono (2015), "Descriptive research is research conducted to determine the existence of independent variables, either only on one variable or more without making comparisons or connecting with other variables". According to Sugiyono (2018), "The quantitative method is a research method based on the philosophy of positivism that is used to research certain populations or samples, collect data using research instruments, analyze data that is quantitative or statistical, with the aim of testing predetermined hypotheses".

Population and Sample

The population in this study is the 4 Financial Statements of PT. BPRS Gebu Prima Medan namely Capital, Net Income, Third Party Funds, Net Profit, Profit Sharing. The sampling technique was carried out based on saturated sampling with a total of 4 financial reports x 8 years (2015 – 2022) so that there are 32 financial reports. According to Sugiyono (2017) "Unsaturated Sampling is a sampling technique when all members of the population are sampled, this is done when the population is relatively small, less than 32 or research wants to make generalizations with very small errors."

Types and Sources of Data

The type of data in this research is quantitative data. Sources of data used in this study are secondary data in the form of data/documents obtained in the form of financial reports that are relevant to the research.

Data Collection Techniques

Data collection techniques are the authors used in this study are as follows:
a. Documentation: a method used to provide documents using accurate evidence from recording specific sources of information from essays, testaments, books, laws, and so on.

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b. Literature Study: is knowledge of various concepts that will be used as a basis or guide in the research process. The purpose of literature study is to enrich the knowledge and scientific work achieved by previous researchers. With library research, researchers can overcome complex drafting problems, express all data from various sources through journals, books, articles, papers and others so that they contain different points of view into a selected work.

c. Observation Techniques: is a systematic observation and recording of the elements that appear in a symptom on the object of research. The observation technique will observe starting from the location of the research object, the activities of the people involved, objects related to the research object, certain actions, events that occur related to research, the time sequence of events and the purpose of carrying out the observed actions.

Data Analysis Techniques

1. Descriptive Statistical Analysis

Descriptive statistics in research basically aim to describe or give an overview of the research object through sample or population data. Descriptive statistics provide an overview or description of a data seen from the average (mean), standard deviation, variance, maximum and minimum. Descriptive statistics are also a process of transforming research data into tabulations so that they are easy to understand and interpret.

2. Classical Assumptions Test

The classical assumptions test of this study consists of:

1) Normality Test

The normality test is used to determine that the data that has been obtained is normally distributed or the population taken is normally distribution. If the Kolmogorov-Smirnov sig value > 0.05 it can be stated that the residuals are normally distributed and if the sig value < 0.05 it can be stated that the residuals are not normally distributed.

2) Multicollinearity Test

Multicollinearity test is used to determine the existence of a linear relationship between independent variables. The criterion of this test is if the VIF value is < 10 and the tolerance value is > 0.10, it can be concluded that multicollinearity does not occur and

vice versa if the VIF value is > 10 and the tolerance value is < 0.10, it can be concluded that there is multicollinearity.

3) Heteroscedasticity Test

The aim of the heteroscedasticity test is to test whether there is an unequal variance of the residuals for all observations in the regression model. The heteroscedasticity test was measured using the Glejser test. If the sig value $>$ alpha (0.05) then there is no heteroscedasticity and vice versa if the sig value < 0.05 then there is heteroscedasticity.

4) Autocorrelation

Test Autocorrelation test aims to test whether in the linear regression model there is a correlation between the confounding errors in period t and the confounding errors in the t-1 (previous) period. A good regression model is a regression that is free from autocorrelation. To test whether there is autocorrelation can be done using the Durbin Watson Test (DW) number guide.

a) DW numbers below -2 mean there is a positive autocorrelation.

b) The DW number is between -2 to 2, meaning there is no autocorrelation.

c) DW numbers above 2 mean there is autocorrelation negative.

Analysis Linear Regression Double

Study This use model regressionlinear double, model Which developed For testing the hypothesis is as following:

$$Y = \alpha + \beta_1 X_1 + \beta_2 X_2 + \beta3 X_{3\_} + e$$

Information :

Y   = MSME Development

α   = Constant

$\beta_{1,2,3}$ = Coefficient Regression

X1   = Optimization Financing

X2   = Financing Mudharabah

X3   = *Profit Sharing*

e   = Coefficient error

Hypothesis Testing

1) t test This test was conducted to measure the effect of the independent variables on the dependent variable partially. This test was conducted to test the effect individually. The criteria for this test by looking at the significant value are as follows:

   a) If the sig value < 0.05 then Ha is accepted.

   b) If the sig value > 0.05 then Ha is rejected.

2) F test This test is conducted to measure the effect of the independent variables on the dependent variable simultaneously. In this case, examining the effect of the independent variables together on the dependent variable. The criteria in this test are as follows:

   a) If the sig value < 0.05 then Ha is accepted.

   b) If the sig value > 0.05 then Ha is rejected.

Determination Coefficient Test (Adjusted R^2)

This test was conducted to determine the model's ability to explain variations in the dependent variable. The closer to the value of one, the independent variables are considered to have a good ability to explain the dependent variable. The lower the adjusted R^2 value , the more limited the ability of the independent variables to explain the dependent variable.

FINDINGS AND DUSCUSSION

Findings

1. Optimization Financing

Financing Optimization is a process Which used in provision Money Which ideal can compensated based on agreement between bank with party other in a manner effective For reach return Money Which optimal in period time specific with system profit sharing.

Table 3. Optimization Financing

Year	Reception Financing	Payment Financing	Optimization Financing
2015	4,635,000	1,756,222	6,391,222
2016	5,193,600	1,416,520	6,610,120
2017	5,391,000	1,188,608	6,579,608
2018	5,854,000	2,086,728	7,940,728
2019	10,327,000	2,249,965	12,576,965

2020	15,606,500	920,730	16,527,230
2021	39,066,750	2,916,754	41,983,504
2022	44,195,500	3,634,698	47,830,198

Source: Statistics Banking Sharia 2023

On table 4.1 Amount financing mudharabah Which channeled show that financing productive Which believed ideal Because exists justice. The more tall Optimization Financing, the quality of financing is getting smoother for working capital and investment in improving Business Micro Small Medium Enterprises (MSMEs).

2. Financing Mudharabah

Mudharabah financing is a form of work equally between two or more parties, whichever is the owner capital entrust a number capital to manager with agreement distribution profit. *The Finance to Deposit Ratio* (FDR) is a ratio which is used to measure bank liquidity in pay withdrawal Which done by depositor with depend on financing Which provided as source liquidity, that is with share amount financing Which provided by bank to Party Funds Third (DPK).

Table 4. Financing Mudharabah

Year	Total Financing	Total Party Funds Third	FDR %
2015	5,747,194	4,635,000	126
2016	4,613,474	5,193,600	91
2017	4,047,862	5,391,000	98
2018	5,578,485	5,854,000	91
2019	9,546,093	10,327,000	92
2020	11,274,541	15,606,500	71
2021	13,060,370	39,066,750	33
2022	9,518,789	44,195,500	16

Source: Statistics Banking Sharia 2023

On table 4.2 Indicator ability banking in paying back that withdrawal will do customers show that standard *Finance to Deposits Ratio* (FDR) according to Regulation

Bank Indonesia is by 80% -100%. The more tall ratio FDR show more low a liquidity bank. However the more tall FDR too show that bank sharia the more optimal to develop its physical industry, because of the bank sharia can channel public savings funds with Good.

3. **Profit Sharing**

Profit Sharing Ratio (PSR) is a ratio calculation for results Which is agreement business between the providers of funds and Also manager fund Which base on profit from manager fund, that is income reduced effort with operating expenses.

Table 5. Profits Sharing

Year	Financing Mudharabah	Total Financing	PSR %
2015	1,756,222	5,747,194	31
2016	1,416,520	4,613,474	31
2017	1,188,608	4,047,862	29
2018	2,086,728	5,578,485	37
2019	2,249,965	9,546,093	24
2020	920,730	11,274,541	8
2021	2,916,754	13,060,370	22
2022	3,634,698	9,518,789	38

Source: Statistics Banking Sharia 2023

On table 4.3 Size success implementation principle for results bank sharia show that share portion results willdistributed to owner fund And manager fund. The higher *the Profit Sharing Ratio* (PSR) abank so will the more tall also *Profitability* (*Return on Assets/* ROA) that will be obtained by bank.

4. **Development MSMEs**

MSME development is an action or process to advance the condition of UMKM towards better, so that MSMEs can adjustwith new technologies, markets and challenges as well rotation Which fast from that change happen.

Table 6. Development MSMEs

Year	Capital Income	Net Income	Profit Clean	Financing	Development MSMEs (%)
2015	4,635,000	9,025,555	4,390,555	1,756,222	51
2016	5,193,600	8,734,900	3,541,300	1,416,520	59
2017	5,391,000	8,362,520	2,971,520	1,188,608	64
2018	5,854,000	11,070,820	5,216,820	2,086,728	53
2019	10,327,000	15,951,913	5,624,913	2,249,965	65
2020	15,606,500	17,908,325	2,301,825	920,730	87
2021	39,066,750	46,358,635	7,291,885	2,916,754	84
2022	44,195,500	53,282,245	9,086,745	3,634,698	83

Source: Statistics Banking Sharia 2023

5. Analysis Statistics Descriptive

Test statistics descriptive done so that facilitating the delivery of information so information can be received and understood. Results descriptive statistical tests are usually in the form of mean, median, mode and so forth.

Table 7. Results of Descriptive Statisticsdescriptive Statistics

	N	Minimum	Maximum	Means	std. Deviation
Optimization Financing (X1)	32	103	162	121.55	17,053
Financing Mudharabah (FDR) (X2)	32	10	256	79.52	57,405
Profit Sharing Ratio (PSR) (X3)	32	7	43	28,13	10.623
Development MSMEs (Y)	32	39	92	69,23	16,502
Valid N (listwise)	32				

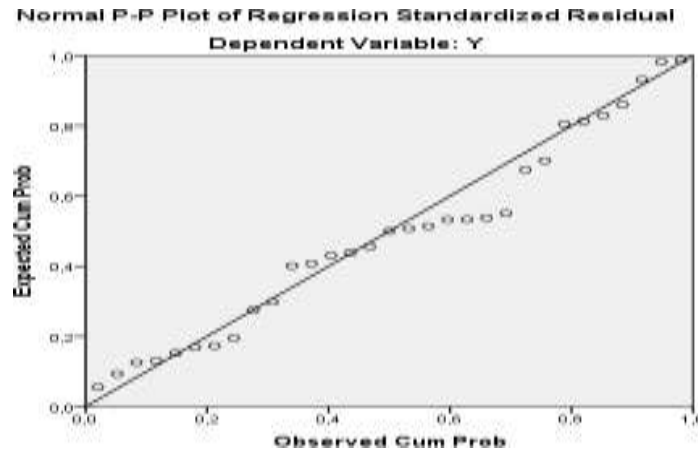Source: Results Processing SPSS Version 16.0 (Data processed writer, 2023)

Based on table 4.5 can in describethat the number of samples (N) is 32. Of the 32 samples onthis research then the variable Financing Optimization (X1) has a minimum value of 103 and a maximum value of 162 mark mean 121.55 with standard deviation 17,053. Variable Financing Mudharabah (FDR) (X2) has a minimum value of 10 the maximum value of 256 values mean 79.52 with a standard deviation of 57.405. Variable Profit Sharing Ratio (PSR) (X3) own mark minimum 7 mark maximum 43 mark mean 28,13 with standard deviation 10.623. Whereas on Variable Development MSMEs (Y) own markminimum 39 mark maximum 92 mark mean 69,23 with standard deviation 16,502.

6. Test Assumption Classic

a) Test Normality

Test normality aim For testindependent variable and dependent variable or both have distribution normal or No. Testing normality of data is done by using graphsnormal

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probability plot and amplified data were carried out by the Kolmogorov-Smirnov test. In principle test Normality can be detected by looking at the distribution data on diagonal axis from chart.

Source: Results Processing SPSS Version 16.0 (Data processed writer, 2023)

Figure 1. Test Normality Data P-Plot

Table 8. Test Normality Data Kolmogorov-Smirnov
One-Sample Kolmogorov-Smirnov test

		Unstandardized residual
N		32
Normal Parameters [a] [b]	Means	,0000000
	std. Deviation	3.10338913
Most extreme Differences	absolute	, 157
	Positive	, 157
	Negative	-.073
test Statistics		,571
asymp. Sig. (2-tailed)		,367

a. test distribution is Normal.
b. Calculated from data.
c. Lilliefors Significance Correction.
Source: Results Processing SPSS Version 16.0 (Data processed writer, 2023)

Based on Figure 4.2 shows a graph The P-Plot shows the dots following and approaching the line the diagonal so that concluded that model regression This fulfil assumption normality. Matter This strengthened with test Kolmogorov-Smirnov Which show results which has level significant of 0.367 which is at above 0.05.

b) Test Multicollinearity

Multicollinearity test aims to test is model regression determined exists correlation between independent variables. Good regression models No happen correlation between variable independent.

Table 9. Multicollinearity TestCoefficients [a]

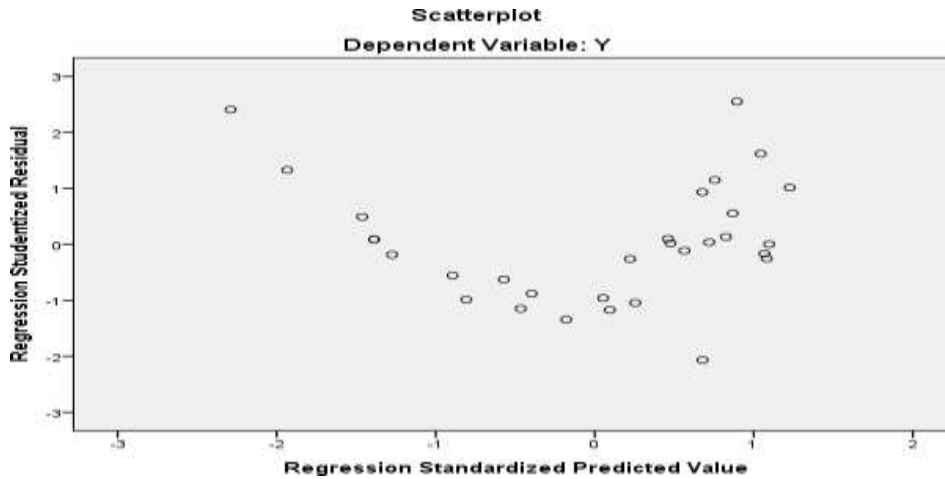| Model	Collinearity Statistics	
	tolerance	VIF
1 (Constant) Financing Optimization(X1)	,557	7,497
Mudharabah Financing(X2)	,363	5,910
Profit Sharing (X3)	,225	4,439

a. dependent Variables: Development MSMEs (Y)
Source: Results Processing SPSS Version 16.0 (Data processed writer, 2023)

Table 4.7 above shows the results of testing that variable independent that is Optimization Financing (X1), Financing Mudharabah (X2) and Profit Sharing (X3) own each tolerance value is 0.557; 0.363, and 0.225 Which It means more big from 0.10 so that No there is multicollinearity And variable independent they also have a VIF value of 7.497 respectively;5.910 and 4.439 which means less than 10 to from facet mark VIF Also No there is multicollinearity. So that can concluded that variable independent in study This No there ismulticollinearity.

c) Test Heteroscedasticity

Test heteroscedasticity used For see is in A model regression happen variable dissimilarity from the residual of one observation to another observation. A good regression model is No happen heteroscedasticity. For detect exists heteroscedasticity can done with use chart scatterplot.

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Source: Results Processing SPSS Version 16.0 (Data processed writer, 2023)

Figure 2. Test Heteroscedasticity Data Scatter plots

Table 10. Test Heteroscedasticity
Coefficients ᵃ

Model	Unstandardized Coefficients		standardized Coefficients		
	B	std. Error	Betas	t	Sig.
1 (Constant)	11.393	7,307		1,559	,131
X1	-,127	,090	-1.073	-1,401	, 173
X2	.039	.026	1.124	1,539	,136
X3	, 113	,073	,598	1,549	, 133

a. dependent Variables: abss_res
Source: Results Processing SPSS Version 16.0 (Data processed writer, 2023)

Table 4.8 above shows the results of testing that variable independent that is Optimization Financing (X1), Financing Mudharabah (X2) and *Profit Sharing* (X3) have mark significance each 0.173; 0.136, And 0.133 which means it is greater than 0.05 so it is not heteroscedasticity occurs.

d) Test Autocorrelation

Test autocorrelation aim test is in model regression linear There is correlation between error bully on period t with error bully on period t − 1 (previously).

Table 11. Autocorrelation Test Summary Model [b]

Model	R	R Square	adjusted R Square	std. Error of the Estimates	Durbin-Watsons
1	,982a	,965	,961	3,271	1,802

a. Predictors: (Constant), X3, X2, X1

b. dependent Variables: Y

Source: Results Processing SPSS Version 16.0 (Data processed writer, 2023)

On table 4.9 on is known that results autocorrelation testing using Durbin Watson is equal to 1.802. This value when compared with mark table with use degrees 5% confidence, number of samples 32, variable (k) = 3, table value Durbun Watson DU = 1.6505 and value 4 - DU is 2.3495 so that based on decision DU < DW < (4 - DU) 1.6505 < 1,802 < 2.3495, so in study This No there is autocorrelation.

e) Analysis Linear Regression Double

Analysis regression linear double in this study is used to calculate the magnitude influence variable independent (X) to variable dependent (Y). Equality analysis regression linear double can be formulated as follows:

$$Y = a + \beta 1X1 + \beta 2X2 + \beta 3X3 + e$$

Where:

Y = MSME Development

a = Constant β1, β2, β3 = Coefficient

X1 = Optimization Financing

X2 = Financing Mudharabah

X3 = Profit Sharing

e = Standard Error

Table 12. Multiple Linear Regression Analysis Coefficients [a]

Model	Unstandardized Coefficients		standardized Coefficients		
	B	std. Error	Betas	t	Sig.
1 (Constant)	191,863	11,855		16,184	,000
X1	-1.004	, 147	-1.037	-6,853	,000
X2	,027	.041	,094	,649	,022
X3	-.098	,118	-.063	-,827	.041

a. dependent Variables: Y
Source: Results Processing SPSS Version 16.0 (Data processed writer, 2023)

Based on table 4.10 above the results of the equation linear regression double as following:

$$Y= 191{,}863 - 1.004 \, X1 + 0.027 \, X2 - 0.098 \, X3 + e$$

Based on equality Which has got on can conclusion is drawn in research This is as following:

1) If variable independent that is Optimization Financing (X1), Financing Mudharabah (X2)and *Profit Sharing* (X3) is considered constant, then mark Development MSMEs (Y) as big 191,863.

2) Mark coefficient regression Optimization Financing (X1) of -1.004, meaning that every 1% decrease will reduce the value of MSME Development (Y) as big 1.004%, with variable other that isMudharabah Financing (X2) and *Profit Sharing* (X3) considered fixed.

3) Mark coefficient regression Financing Mudharabah (X2) of 0.027, meaning that every 1% increase will increase the value of UMKM Development (Y) as big 0.027%, with variable other that isFinancing Optimization (X1) and *Profit Sharing* (X3) considered fixed.

4) *Profit Sharing* regression coefficient value (X3) of - 0.098, It means every decline 1% will lower mark Development MSMEs (Y) as big 0.098%, with variable other that isOptimization Financing (X1) And Financing Mudharabah (X2) is considered fixed.

f) Test Hypothesis

1) Test Partial (Test t)

Test Partial (t) aim For know the effect of each independent variable (X1, X2 And X3) to variable dependent (Y). Testingcarried out using a significant level of 0.05.

Table 13. Test t Coefficients [a]

Model	Unstandardized Coefficients		standardized Coefficients	t	Sig.
	B	std. Error	Betas		
1 (Constant)	191,863	11,855		16,184	,000
X1	-1.004	, 147	-1.037	-6,853	,000
X2	,027	.041	,094	,649	,022
X3	-.098	,118	-.063	-,827	.041

a. dependent Variables: Y
Source: Results Processing SPSS Version 16.0 (Data processed writer, 2023)

Based on table 4.11 above, it can be concluded thatthing as following:

  a) Optimization Financing (X1), mark significant0.000 < 0.05, so It means can concluded that the Optimization of Financing (X1) has an effect positive And significant in a manner Partial to Development MSMEs (Y) On PT. Bank Financing Gebu Sharia People Prime Medan.

  b) Financing Mudharabah (X2), mark significant0.022 < 0.05, so It means can concluded that Mudharabah Financing (X2) has an effect positive And significant in a manner Partial to Development MSMEs (Y) On PT. Bank Financing Gebu Sharia People Prime Medan.

  c) Profit Sharing (X3), significant value 0.041 < 0.05, so It means can concluded that Profit Sharing (X3), influential positive And significant partially towards MSME Development (Y) At PT. Gebu Sharia People's Financing Bank Prime Medan.

2) Test Simultaneous (Test F)

Test statistics F show all variable independent Which have influence in a manner simultaneously on the dependent variable.

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Table 14. Test F ANOVA a

Model		sum of Squares	df	Means Square	F	Sig.
1	Regression	7880,489	3	2626,830	245,472	,000 [b]
	residual	288,931	27	10.701		
	Total	8169,419	30			

a. dependent Variables: Y
b. Predictors: (Constant), X3, X2, X1
Source: Results Processing SPSS Version 16.0 (Data processed writer, 2023)

Based on table 4.12 results F-testshow mark significant 0.000 < 0.05 so It means that Optimization Financing (X1), Mudharabah Financing (X2) and *Profit Sharing* (X3) influential positive And significant in a manner simultaneous on MSME Development (Y) at PT. Bank Financing People Sharia Gebu Prima Medan.

g) Test Coefficient Determination (Adjusted R^2)

Determinant coefficient (R^2) as contribution influence Which given variable independent (X) to dependent (Y), with say other coefficient determination (R square) is useful for predicting and see how big the contribution of that influence given variable X to variable Y.

Table 15. Test Coefficient Determination (R^2)
Model Summary [b]

Model	R	R Square	adjusted R Square	std. Error ofthe Estimates
1	,982a	,965	,961	3,271

a. Predictors: (Constant), X3, X2, X1
b. dependent Variables: Y
Source: Results Processing SPSS Version 16.0 (Data processed writer, 2023)

The results of data processing table 4.13 above are visible that the value of the coefficient of determination (R Square) is equal to 0.965. This is meaningful 96.5% variance Development UMKM (Y) is determined by the independent variable, namely Optimization Financing (X1), Financing Mudharabah (X2) and Profit Sharing (X3) meanwhile the remaining 3.5% is influenced by the variables that No researched in this research.

Discussion

Based on results test hypothesis with use analysis regression linear double can concluded that:

1. Influence Optimization Financing To Development MSMEs

Maximization done if objective optimization of financing related to profits And the like. Minimization done For optimizing all matter Which related with time, distance, cost And the like. Matter the customized with development MSMEs in height capital, level ability source Power man, And tight competition business. On the contrary slow development MSMEs is lack of capital, lack of resource capability Power man, And can't follow competition business. Results study This No in line with study Trimulatoa, Amiruddin K., Ismawati, Nuraeni (2020) state that optimization financing productive Bank Sharia For SMEs still Not yet optimal Because financing bank sharia For MSMEs No priority and bank financing sharia in consumer sector still dominant.

2. Influence Financing Mudharabah To Development MSMEs

Financing mudharabah is a cooperation contract for a business between the owner of capital and the manager of funds by sharing profits using a profit sharing system. Benchmarks for the level of success and development of MSME companies can be seen from the increase in sales turnover. The higher the profit, the more concrete is the benchmark for MSME development and the easier it is for all parties to understand and justify the success of these MSMEs. The results of this study are in line with Nita Oktaviana's research (2018) which shows that mudharabah financing partially has a positive and significant effect on the development of MSMEs.

3. Effect of *Profit Sharing* AgainstDevelopment MSMEs

Shared profits (*Profit Sharing*) comes from the net profit obtained from the activity company business. Through this profit-sharing system, then leaving net profits to be shared to investors and business owners. Enhancement in equity (assets clean) from transaction side or transaction Which happen from an entity and from all transactions, events, other conditions affecting the entity the, except Which originate from income or owner investment. Profit sharing system that is applied capable develop MSMEs with capital social, which most important that is trust. System Thishas the potential to be applied to business actors who truly No own access capital other For role important in success developmentMSMEs. The results of this study are in line with research Knight Wise Dear, Ida Anshayani, Eni Hidayati,Niechi Valentino (2021), state thatreturn use system for results canbe an alternative model of micro-enterprise development because it

does not burden investors (for example due to credit congested) nor perpetrator business (example payment return of capital and interest). This model is also consistent with a social capital perspective where micro businesses can walk with based on trust between financier and business actors.

CONCLUSION AND RECOMMENDATION

Conclusion

Study This own objective For know Optimization Financing *Profit Sharing* In Development MSMEs On Bank Financing People Sharia (BPRS) Medan. Based on data Which has collected in the tests that have been carried out on this study, so can concluded:

1. Financing Optimization (X1) has a positive effect And significant in a manner partial against Development MSMEs (Y) On PT. Bank Financing Gebu Sharia People Prime Medan.

2. Mudharabah financing (X2) has a positive effect And significant in a manner Partial to Development MSMEs (Y) On PT. Bank Financing Gebu Sharia People Prime Medan.

3. *Profit Sharing* (X3) influential positive And significant in a manner Partial to Development MSMEs (Y) On PT. Bank Financing People Sharia great Medan Prime.

4. Optimization Financing (X1), Financing Mudharabah (X2) And *Profit Sharing* (X3) positive and significant effect simultaneously to Development MSMEs (Y) On PT. Bank Financing People Sharia great Prime Medan.

Recommendation

From the conclusions described above, then the author can provide suggestions as following:

1. PT. Gebu Prima Sharia People's Financing Bank Medan give distribution financing with level capital Which tall For development of MSMEs in order to prosper And advance business perpetrator MSMEs so that have an increase profit For profit sharing.

2. Further researchers can better add variable other Which can influence Development MSMEs so that get results study Which accurate And flexible with spread questionnaire.

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