FINANCING ANALYSIS AND CREDIT SUPERVISION IN SUPPORTING INTERNAL CONTROL

Etik Pratiwi, Wimbo Wiyono, Neny Indriasari
STIE Widya Gama Lumajang
Email: etikpratiwi2604@gmail.com

Abstract

PT. Bussan Auto Finance Lumajang Branch is a company engaged in the field of financing services in Lumajang. One of them is multiproduct credit financing which is expected to meet the special financing needs in the form of desired capital goods. This study aims to determine the analysis of financing and supervision in supporting internal control at the company PT. BAF Lumajang Branch. The research method is descriptive qualitative. The data source used is an internal data source. Data obtained by interview and documentation techniques. Based on research that has been done that credit financing in an effort to support internal control carried out by PT. BAF Lumajang Branch is not good, there are concurrent positions and manipulation of filing data during the loan application process and whereas the supervision of credit is quite good by supervising non-performing credit consumers, resolving it by family, giving warning letters. Based on the results of the study, it is recommended that the multiproduct surveyor's task function does not concurrently work with NMC / UMC, additional STL positions are needed, it is recommended to increase the application of the principle of prudence in extending credit to reduce the risk of problem loans

Keywords: Credit Financing, Credit Supervision, Internal Control

INTRODUCTION

Community needs are increasingly consumptive, so that people meet their needs, especially financing by making credit, whether it is financing in the form of provision of funds or desired capital goods. According to (Danuprata, 2013: 103) Financing is one of the main duties of a leasing company, namely providing facilities for providing funds to meet the needs of parties classified as parties experiencing a lack of funds. Leasing companies have an important role in financing capital goods or consumer goods. In this case, credit has a position as a source of money that can be used to finance a business activity that can improve people's lives.

According to Law number 10 of 1998 Article 21 concerning amendments to Law no. 7 of 1992 credit is the provision of money or an equivalent claim, based on a loan agreement or agreement between a bank and another party which requires the borrower to pay off its debt after a certain period of time with the amount of interest. On the other hand, most of the losses also come from lending activities, because in the provision of credit, the lease must have trust in the prospective debtor so that the interest on the loan can be received back as promised in the credit agreement. Because lending activities have a high enough risk, so it is still necessary to monitor consumer activities so that all credit financing and interest can be paid according to the time period agreed in the credit agreement. Credit supervision is one of the management functions in its efforts to safeguard and safeguard the management of bank assets in the form of better and more efficient credit, in order to avoid irregularities by encouraging compliance with established credit policies and striving for proper credit administration formulation. (Muljono, 2001: 462)

According to (Sesiady, N.A et al., 2018) One of the efforts to get maximum results requires good credit management by implementing effective and efficient internal controls. Adequate internal control basically aims to protect the property of the organization by minimizing the possibility of fraud, waste, bad credit, and increasing work efficiency and effectiveness.
METHOD
This type of research that the writer does is descriptive qualitative research. According to (Anwar, 2011: 13-14) The descriptive qualitative method is a research design that is structured in order to provide a systematic description of scientific information originating from the subject or object of the study. The purpose of this research is to make a depiction or description of information based on visible facts so that it will be accompanied by making conclusions based on these facts. The use of descriptive method in this research is intended to get a picture and facts in the field regarding the analysis of financing and credit supervision at PT. Bussan Auto Finance Lumajang Branch which refers to the SOP MKS171023SOP.

RESULTS AND DISCUSSION
Based on the results of interviews and data obtained, PT. Bussan Auto Finance Lumajang Branch that in multi-product credit financing has an existing SOP standard, namely SOP MKS171023SOP where in this SOP standard there are stages that are in accordance with consumer financing standards in making loans. The first few stages are requirements for multi-product credit, submission process, data input to the multiproduk.baf.id system, HQ results, survey process, data analysis, item collection, booking and going live.

Prospective consumers will immediately come to the store to make submissions assisted by SA officers. Furthermore, the debtor will explain the requirements, the agreement. Then the prospective customer will fill out the FAP (Financing Application Form), house plans and agreement forms. Furthermore, the prospective customer will submit the predetermined requirements, namely the original KTP and original KK and the SA will ask the consumer to hold the FAP to be photographed and have it signed by the consumer as proof that the consumer has made a credit application.

After the process of filling in the data and document requirements of the prospective customer is complete, the SA will then check again and will process it to the multiproduk.baf.id system and it must be signed by the SA as one of the conditions that the consumer has applied for credit. In this system, HQ will match the submission data whether or not the consumer is feasible to be given financing for the goods to be credited. From this system the SA will know the results of the reject (reject) or be accepted (survey).

Where is the surveyor by conducting interviews to find information related to consumers such as what items are submitted for credit. The surveyor will assess the feasibility and make a report in accordance with applicable regulations. Examination to the location aims to match the data contained in the credit application with the reality in the field. Field inspection is carried out suddenly without the knowledge of the consumer, the goal is to know the real condition of the consumer. The surveyor will analyze to find out the estimated credit risk that has been carried out. After conducting the analysis, the surveyor will immediately report the results of the survey. If the survey results are feasible or not, the consumer is given credit financing.

The PO is in the form of a file which then SA will print the file and ask the Admin Had to sign the PO. Then the PO will be signed by the shop partner as a form of approving the PO. Consumers when taking goods must come in person and consumers will sign a payment receipt as proof of taking goods and will take photos with the goods.

Booking is the provision of completed application files up to the stage of taking the goods to the store. All submission files and documents are put together which will be immediately checked again by the Admin Had section and then signed as proof of Admin Had approval.
This process is called the go live process (the process so that consumers get an installment payment contract number and a payment due date). The BOS section that processes the results of ACC accredited consumer submissions through the BAF system.

Supervision and operational control on multi-product credit at PT. Bussan Auto Finance Lumajang Branch of PT. Bussan Auto Finance. Operational supervision and control is implemented to reduce or minimize risk, especially credit risk. Starting from the process of giving credit to the debtor in full in making credit payments cannot be separated from internal supervision and control which is carried out centrally at PT. Bussan Auto Finance Lumajang Branch.

Duties and authorities in the supervision of PT. Bussan Auto Finance Lumajang Branch on multi-product loans. Where between Branch Heads and Marketing Had Multiproducts have the same balance between duties and authorities and still the highest supervision is from the HQ, namely the Head Office. The input process to the HQ system is carried out for the first stage of supervision carried out by HQ HQ as the holder of power over the financing that HQ headquarters will give to consumers. HQ will then notify the results are accepted or will not be in the system for detailed reasons. This process is well done in order to minimize the occurrence of problem loans that will occur in the future. The Branch Head himself has carried out his duties and authorities to the branch company, especially to his subordinates, especially in the multiproduct credit itself so that the company can be said to be healthy and not losing money.

MH Multiproducts that exist in Lumajang Branch do not reside in one branch, meaning that MH Multiproducts hold several branches of supervision that have been carried out is right and do not release responsibility as MH Multiproducts. Overseeing the SA and STL in each branch, solving SA problems when carrying out their performance in order to achieve targets and comply with SOPs. Provide existing support, admonish every violation committed by SA. Other supervision is also carried out in the branch sector that supervises, finds out, processes consumer submissions that apply for multi-product loans including, namely, SA, Surveyor, Collector, and also admin among the following: SA daily records consumers who apply for multiproduct credit to PT. Foam Auto Finance Lumajang Branch. The report notes are contained in the SA Daily Recapilutation where there is a personal record of the consumer. On the other hand, this report is used by SA to make calls to consumers, especially those that ACC reminds every month not to pay late because it will result in their good name and no loss to the company. However, in this case the report that should have been done by STL had to be reported by SA itself because STL at PT. There is no Bussan Auto Finance Lumajang Branch, so SA works alone and has concurrent positions.

Surveys conducted by surveyors constitute supervision, especially those carried out by surveyors because the results of this surveyor's analysis will determine whether consumers can be in ACC or vice versa. This surveyor conducts a survey analysis of the consumer's environment to ascertain the actual facts of the consumer's condition, whether the consumer is feasible or not so that the consumer is less likely to make congestion in the payment of credit installments. The surveyor also makes calls to consumers who make mass credit which also has an impact on the surveyor's own responsibility, namely bearing OD. At the survey stage, the survey process took a long time because at this stage the surveyors who were supposed to survey multiproducts could not be maximized because they were not original multi-product surveyors but surveys from NMC and UMC motorbikes and NMC and UMC also had sales targets so when doing the survey they had to divide the task with the survey motorcycle.

Delay in consumer payments is seen from the customer's checking account through the admin system, whether the customer is in arrears in credit payments (smooth credit repayment), if there is an arrear in credit payments, a direct review will be carried out at the customer's place. The admin also made phone calls to consumers every month as a form of reminding consumers not to be late in making installment payments.

The responsibility of OD which will affect the continuity of the company so that the surveyor must pay attention to the impact in the future regarding the size of the risk that will impact in the future for the company PT. Bussan Auto Finance Lumajang Branch. So that this collector will go to the
consumer's house without the consumer's knowledge when the consumer makes a payment, he will immediately be given an official payment receipt from BAF. This OD determination is carried out by ARH whose data is obtained every month, then later ARH will divide the task with 1 collector holding one month of delay data.

All supervision of each non-performing loan position is carried out for the health of the sustainability of credit financing activities at PT. Bussan Auto Finance Lumajang Branch. The cause of bad credit at PT. Bussan Auto Finance Lumajang Branch has been maximized in reducing non-performing loans, but there is still some non-performing credit data at PT. Bussan Auto Finance Lumajang Branch which is having difficulty repaying its loan because the customer is experiencing a disaster, the business has decreased so that PT. Bussan Auto Finance Lumajang Branch provides leeway to pay off the loan.

Meanwhile, for those who are stubborn, there are no repayments in credit problems so that there are still customers who have bad character. Originally, they had planned not to return the credit, for example, to debtors who had a delay of up to 7 months more than this situation, the debtor usually did not want to pay off anymore when the credit department visited and ignored the warning letter from PT. Bussan Auto Finance, Lumajang Branch, this will have a fatal impact on his good name. Because from the results of interviews that have been carried out the risks faced if the debtor himself does not pay off, his name will be blacklisted automatically and when the debtor later needs to borrow money elsewhere it will not be possible because PT. Bussan Auto Finance Lumajang Branch is a company that has been directly supervised by the OJK so that the name of every consumer who makes a credit will be connected to APPI and BI checking, so before repayment is completed at that place will not be able to make a loan.

CONCLUSION

Conclusion of this study is 1.) The process of credit analysis is also carried out in two ways, namely checking consumer data which is carried out centrally and then carried out directly by coming to the prospective customer's house and documenting it so that the central BAF and Lumajang Branch BAF can find out the condition of the prospective customer. 2) The concurrent position of SA also doubles as STL, this resulted in the SA having to bear a large target burden, there is only one SA to handle customers from stores in Lumajang, namely 15 stores. Multiple positions also occurred, namely in multiproduct surveyors who did not exist so they were replaced by motorbike surveyors of UNMC and NMC, which resulted in checking in consumers' homes, resulting in a long time. 3) Supervision in an effort to support internal control has been done well. Evidenced by always checking in every stage of the process of giving multi-product credit to the repayment stage of multi-product loans. Handlers for non-performing loans at PT. BAF Lumajang Branch is caused due to several factors, including the business owned by the debtor, experiencing a decline, being hit by a disaster, and the character of the debtor's acquaintance. 4. This is what collectors do in dealing with consumers like this, namely supervising consumers, completing in a friendly manner, providing warning letters.

REFERENCES

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