

Analysis of Problematic Financing in Murabahah Contract Products of Cooperative Members in an Islamic Perspective: Case Study of Koperasi Swadaya Pribumi

Muhammad akmal^{1✉}, Abdurrahim¹, Mochammad Rizqi Nur Syam Badri², Ahmad Nuh³

^{1,2,3} Program Studi Ekonomi Syariah, Sekolah Tinggi Ilmu Syariah Al-Wafa

Abstrak

Penyaluran pembiayaan dengan akad murabahah pada koperasi syariah menjadi instrumen utama dalam mendukung kebutuhan anggota, namun sering menghadapi pembiayaan bermasalah yang mengganggu stabilitas keuangan dan kepercayaan anggota. Penelitian ini menggunakan metode studi kasus dengan pendekatan kualitatif deskriptif di Koperasi Swadaya Pribumi untuk menganalisis penyebab pembiayaan bermasalah dan solusi penanggulangannya dalam perspektif ekonomi Islam. Hasil penelitian menunjukkan bahwa faktor utama penyebab pembiayaan bermasalah adalah analisis kelayakan yang kurang memadai, lemahnya pengawasan pasca akad, dan rendahnya kedisiplinan anggota. Solusi yang ditawarkan meliputi penerapan prinsip ta'awun, syura, dan keadilan, serta penguatan manajemen risiko dan literasi keuangan Islam di kalangan anggota.

Kata Kunci: *pembiayaan bermasalah, murabahah, koperasi syariah, ekonomi syariah, Koperasi Swadaya Pribumi.*

Abstract

Financing distribution with murabahah contract in Islamic cooperatives is the main instrument in supporting the needs of members, but often faces problematic financing that disrupts financial stability and member trust. This study uses a case study method with a qualitative descriptive approach in the Swadaya Pribumi Cooperative to analyze the causes of problematic financing and solutions to overcome them from an Islamic economic perspective. The results of the study indicate that the main factors causing problematic financing are inadequate feasibility analysis, weak post-contract supervision, and low member discipline. The solutions offered include the application of the principles of ta'awun, syura, and justice, as well as strengthening risk management and Islamic financial literacy among members.

Keywords: *non-performing financing, murabahah, Islamic cooperative, Islamic economics, Koperasi Swadaya Pribumi.*

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✉ Corresponding author :

Email Address : abdurrahim290401@gmail.com

INTRODUCTION

The development of Islamic cooperatives in Indonesia has shown a positive trend in line with the growing public awareness of financial systems that align with Islamic principles (Syahputra et al., 2023). One of the most commonly used financing products in

Islamic cooperatives is the murabahah contract, which is a sale agreement where the profit margin is agreed upon in advance (Rahman Hakim et al., 2025). This contract is considered to uphold the principles of clarity and fairness in transactions and is relatively easy to implement in cooperative practices.

However, in practice, Islamic cooperatives are not without challenges—one of the most pressing being non-performing financing (NPF). This issue not only affects the liquidity of the cooperative but also undermines members' trust in the sustainability of the cooperative's operations (Fidat et al., 2023). In the Islamic context, non-performing financing must be addressed in ways that reflect the values of sharia, such as justice, consultation (shura), and compassion, without neglecting the principle of prudence (Utomo, 2024).

Koperasi Swadaya Pribumi, as a community-based Islamic cooperative, faces similar dynamics. Several members have encountered difficulties in fulfilling their payment obligations under murabahah contracts. This situation provides a critical background for this study to explore the root causes of non-performing financing and how the cooperative addresses these challenges in accordance with Islamic values (Yuslem et al., 2022).

Based on the foregoing, this research focuses on analyzing the factors contributing to non-performing financing in murabahah contract products at Koperasi Swadaya Pribumi and evaluating the extent to which the resolution mechanisms align with the principles of Islamic economics.

RESEARCH METHOD

This study employs a qualitative approach using a case study design. This approach was chosen to gain an in-depth understanding of non-performing financing in murabahah contract products at Koperasi Swadaya Pribumi and how the cooperative addresses these issues from an Islamic perspective (Darwis, 2023). Qualitative research aims to explore phenomena holistically and contextually through direct interaction with research subjects. This field case study allows the researcher to obtain factual information regarding the implementation of penalties within Koperasi Swadaya Pribumi.

Data collection in this study was conducted through interviews, literature review, analysis of fatwas issued by the National Sharia Council of the Indonesian Ulema Council (DSN-MUI), and expert opinions from Islamic jurists regarding penalties (gharamah). The sampling technique used was purposive sampling, in which informants were deliberately selected based on specific criteria relevant to the research objectives (Lima & Newell-McLymont, 2021).

RESULTS AND DISCUSSION

1. Implementation of Murabahah Contract at Koperasi Swadaya Pribumi

Koperasi Swadaya Pribumi has implemented the murabahah contract since its establishment as one of its primary financing products. The selection of murabahah aligns with the needs of its predominantly consumptive members, such as for the purchase of vehicles, household goods, and home renovations. As a simple and transparent contract, murabahah offers financing that better suits members who require price certainty and a clear installment scheme. The cooperative applies a profit margin of 15% to 20% annually, agreed upon at the outset, as a form of lawful and sharia-compliant profit (Albanjari, 2022).

The murabahah implementation procedure adheres to the essential conditions of a valid transaction, in which the cooperative ensures ownership of the goods before selling them to members (Firdaus et al., 2022). In cases where the goods—such as construction materials—are difficult to procure directly, the cooperative applies a wakalah contract, authorizing the member to purchase on behalf of the cooperative. All supporting documents related to the financing must be submitted before the contract takes place, including identity

documents, income data, business data, and collateral when the financing amount exceeds the member's savings.

2. Identification of Factors Causing Non-Performing Financing

The findings indicate that the non-performing financing (NPF) rate at Koperasi Swadaya Pribumi stands at 5% of its total financing portfolio. While this remains within the cooperative's acceptable threshold of 10%, it is still a significant concern due to its impact on financial health and member trust (Anjani et al., 2020). Interviews revealed that the causes of non-performing financing stem from various factors.

The most influential external factors include unstable economic conditions of members, such as layoffs and declining purchasing power, which reduce members' ability to meet payment obligations. Internal member-related factors also contribute, such as a lack of responsibility in meeting installment payments and misallocation of funds contrary to the original financing purpose. These reflect a limited understanding among members of the Islamic principles of honesty and trustworthiness that underpin *muamalah* (Islamic transactions).

On the other hand, internal weaknesses of the cooperative also contribute to the prevalence of non-performing financing. These include inadequate feasibility assessments of members, insufficient diligence by surveyors in verifying member businesses and income, and weak post-contract monitoring, all of which open the door to higher risk. The cooperative often fails to detect default risks early, only discovering misuses of funds after significant payment delays occur.

3. Mechanisms for Handling Non-Performing Financing from an Islamic Perspective

Koperasi Swadaya Pribumi adopts a problem-handling mechanism based on Islamic values of familial relations and consultation. The process begins with progressive warning letters (first, second, and third notices). If members do not respond appropriately, the cooperative conducts personal visits by marketing officers to engage in dialogue and explore underlying issues. The cooperative provides opportunities for restructuring, allowing members to adjust their installment schemes—either by lowering the monthly payment or extending the repayment period.

In more severe cases, such as when a member suffers serious injury or has no income, the cooperative may offer write-offs or debt forgiveness after thorough analysis and verification by the risk management team. This approach aligns with the Islamic principles of *ta'awun* (mutual assistance) and justice, offering leniency to members genuinely in need. With regard to penalties, the cooperative adheres to the principle of *ta'zir*, imposing educational—not punitive—fines, and only after assessing members' actual capacity, to avoid any element of hidden *riba* (interest) (Perdana et al., 2023). The cooperative strives to maintain a balance between preserving financial health and offering fair solutions to members facing payment difficulties.

4. Role of the Sharia Supervisory Board (DPS) and Preventive Measures

The Sharia Supervisory Board (DPS) plays a significant role in ensuring the integrity of *murabahah* contracts within the cooperative. DPS conducts routine sampling audits to ensure procedures comply with sharia principles (Khatib et al., 2022). It also provides sharia opinions on the application of penalties, ensuring these are imposed only after analyzing the member's financial capacity and aligning with applicable fatwas. Furthermore, DPS regularly organizes *fiqh muamalah* education for the cooperative's management and staff to enhance understanding of the Islamic contracts in use.

Nevertheless, DPS has not been fully involved in the direct remediation of problematic financing. Its involvement has mainly focused on strengthening policy guidance and encouraging the cooperative to balance business and social aspects—such as offering

social financing products like *qardhul hasan* for genuinely needy members. These efforts reflect the implementation of *maqasid al-shariah*, which prioritizes the protection of life and property.

5. Managerial and Sharia Implications

These findings highlight the importance of applying Islamic economic values in managing *murabahah* financing to ensure a balance between profitability and the spiritual integrity of transactions. Strengthening sharia-based risk management is a key recommendation, which can be achieved by improving the member feasibility analysis process, enhancing the quality of field surveys, and intensifying post-contract supervision.

Greater involvement of DPS in evaluating non-performing financing cases is also necessary to ensure full sharia compliance. Additionally, strengthening Islamic financial literacy among management and members is urgently needed to ensure all stakeholders understand the concepts of trust (*amanah*) and repayment responsibility as acts of worship in Islam.

Through these measures, Islamic cooperatives are expected to manage non-performing financing while maintaining sharia integrity, financial stability, and sustained member trust.

CONCLUSION AND RECOMMENDATIONS

Based on the research conducted at Koperasi Swadaya Pribumi, it can be concluded that the use of the *murabahah* contract represents one of the dominant financing products employed to meet the needs of members, both for consumption and productive purposes. The contract provides greater transactional assurance and transparency to both members and the cooperative, with a predetermined profit margin agreed upon at the outset. In its implementation, the cooperative seeks to balance contractual procedures with sharia principles, particularly by ensuring ownership of goods prior to the transaction.

However, in practice, the cooperative faces various challenges leading to non-performing financing. These issues stem from a combination of external factors, such as economic instability among members, and internal factors, including irresponsible member behavior and managerial weaknesses in the selection, verification, and post-contract supervision processes. This condition highlights gaps that may elevate the risk of financing defaults if not addressed comprehensively.

The cooperative's handling of non-performing financing reflects a family-oriented and consultative approach rooted in Islamic values. The applied methods prioritize not only formal resolution but also social, justice, and welfare considerations of members. These include installment restructuring, rescheduling, and—under truly urgent circumstances—debt forgiveness. Penalties are also imposed cautiously to avoid any hidden elements of *riba* (usury).

The role of the Sharia Supervisory Board (DPS) in ensuring sharia compliance within the cooperative is notably significant, although there remains room for greater involvement in the direct and integrated evaluation of non-performing financing. DPS also plays a key role in educating both members and management on *fiqh muamalah*, the foundational academic discipline underpinning the cooperative's sharia operations.

Based on the findings of this research, several recommendations can be proposed for Koperasi Swadaya Pribumi and other Islamic cooperatives. First, there is a need to strengthen a more comprehensive sharia-based risk management system, particularly in assessing member eligibility, enhancing post-contract monitoring, and tightening and refining financing Standard Operating Procedures (SOPs). Second, the cooperative should improve the quality of education and Islamic financial literacy among both members and administrators to foster a strong awareness that financing is a trust (*amanah*) that must be fulfilled with full responsibility.

Third, the role of the Sharia Supervisory Board should be enhanced—not only in issuing sharia opinions on contractual procedures and penalties but also in actively overseeing the evaluation of non-performing financing. This should be done in alignment with the principles of *maqashid al-shariah*, which emphasize a balanced approach to justice and the protection of both member and cooperative rights. Through the implementation of these strategies, the cooperative is expected to more effectively manage non-performing financing while preserving the sustainability and spiritual value (*barakah*) of its business within the framework of Islamic economics.

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