

THE EFFECT OF THIRD PARTY DEPOSIT AND INVESTMENT CREDIT ON COMPANY PROFIT AT BANK NEGARA INDONESIA ((PERSERO) Tbk

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Abstract

This research conducted with the aim of knowing 1) The effect of third-party deposits on company profits at Bank Negara Indonesia (Persero) Tbk. 2) The effect of investment credit on company profits at PT Bank Negara Indonesia (Persero) Tbk. The analytical method used in this study is multiple linear regression analysis, namely to find out how the independent variables influence the dependent variables, which is then carried out by the t-test, f-test and the coefficient of determination to determine the significance level of the effect. The population of this study is the annual financial report of PT Bank Negara Indonesia (Persero) Tbk and the samples taken for 5 years, namely the 2016-2020 period. Based on the results of the research, it shows that 1) Variable X1, namely, third party deposits have a positive and significant effect on net income at Bank BNI (Persero) Tbk for the period 2016 -2020. This could be seen in the test results of the calculated t- value of 4.854 which is positive for the net profit ratio. 2) Variable X2, namely credit investment has a positive and significant effect on net income at Bank BNI (Persero) Tbk for the period 2016 -2020 which could be seen from the test results with the t-count value of 2.557 is positive for the company's profit ratio. Therefore, indicated that the more customer deposits collected by Banak Negara Indonesia (Persero) Tbk, the bank's business activities can increase to obtain optimal net profit as well as the increasing in the number of investment loans will be followed by an increase in profits at PT Bank Negara Indonesia (Persero) Tbk.

Keywords : Third party deposits, Investment Credit and Company Profits.

INTRODUCTION

Banks are financial intermediary institutions between people who have excess funds and people who need funds. People who have excess funds are people who have funds kept in banks or people who have funds and will invest them in banks. The funds invested in the bank are safe because they are protected from loss and damage. Saving money in a bank besides being safe also generates interest from the money it saves. By the bank, funds from the community will be channeled back to people who need to finance their business or household needs. The people who will be given a loan are given various conditions that must be met. Borrowers are also charged with interest and administration fees, the amount of which depends on each bank. From the bank's income, it is hoped that it will bring in the bank's profit (Kasmir 2014: 5).

PT Bank Negara Indonesia (Persero) Tbk is the largest state-owned bank that has branches throughout Indonesia and this shows that BNI bank has good performance, so that the security, comfort and trust of customers is no longer in doubt. PT bank Negara Indonesia (Persero) Tbk, in running a business or any activity, of course the first hope that is desired is profit. Thus, in carrying out its operations, PT Bank Negara Indonesia (Persero) Tbk extends credit to customers from funds it collects from the public (third party funds) where the purpose of this activity is to gain profit or gain profit.

Based on data obtained from the financial statements of PT Bank Negara Indonesia (Persero) Tbk, it is known that the acquisition of net profit, third party savings and investment loans is as follows.

Table 1 Number of third party deposits, Investment Credit
 and total profit for 2016-2020

Year	Third party storage	Investment Credit	Corporate profits
2016	442.243	94.386	11.410
2017	545. 306	105.915	13.771
2018	583.551	123.067	15.092
2019	594.975	126 494	14.613
2020	595.800	127.500	6. 927
Amount	2.76 875	577 362	61.813
Rate Rate	- 534 175	115,472	12.362.

Source. PT Bank Negara Indonesia (Persero) Tbk

Based on the table above, third party deposits have increased every year, namely in 2016 amounting to IDR 442,242 M. Then in 2017 IDR 545,306.M. In 2018 IDR 583,551 billion. In 2019 it was IDR 549,975 billion and in 2020 it was IDR 595,800 billion.

the average increase in third party deposits until 2020 is IDR 534 175. M. Third party funds are experiencing very good growth. It can be concluded that the level of public trust that has deposited funds with PT Bank Negara Indonesia (Persero) Tbk, is getting better. This is supported by an increase in the services of the financial services industry, which always seeks to optimize infrastructure and provide service *service exelent* to the public, including the use of IT and an increase in the number of branches as well as the use of excellent service and convenience in conducting transactions

The Investment Credit has also increased every year, namely in 2016 it was IDR 94,386 B, then in 2017 it was IDR 105,915 B, in 2018 it was IDR 123,067 B, in 2019 it was IDR 126,494 and in 2020 it was IDR 127,500. The average increase is up to in 2020 amounting to IDR 115,472. Every company, both those that have just opened their business and those that are already running, always needs investment, the forms of investment are different, because given the importance of these investments, they must be managed and put to good use. Investment credit according to Simungan (1993: 214) is credit provided by banks for the purpose of increasing capital for rehabilitation, expansion and business or establishing new projects. The time period given by the bank in investment loans is more than one year.

The company's profit increased in 2016 by Rp. 11,410. Then in 2017 it was Rp. 13,410 billion and in 2018 it was Rp. 15,092 billion. 2019 amounted to IDR 14 613 B. In 2020 it was IDR 6 927. The average increase in the company's net profit was IDR 12 362 B. The decrease in net profit in 2020 was due to bank operating costs.

Based on the description that has been presented, it shows that there is a tendency to increase in third party funds and investment credit followed by positive profit growth at PT Bank Negara Indonesia (Persero) Tbk even though in 2020 it has experienced a decline. The results of research by Arisanti (2010) show that with an increase in funds third parties, the funds used to provide credit to the public will also increase, so that it will also increase the income earned which will have an impact on increasing the bank's net profit. Research conducted by Luh Puspawati, Wayan Cipta, Ni Nyoman Yuliantinni (2016) also shows that there is a positive and significant effect of third party funds and the number of credit providers on net income.

Based on the introduction previously presented, the authors are interested in conducting research entitled Effect of third party deposits and investment credit on net profit at PT Bank Negara Indonesia (Persero) Tbk.

Banking Financial Reports.

Users of bank financial reports must know the standards that have been set in preparing financial reports and understand these financial reports and be able to compare them with other bank financial reports. The Bank's financial statements must comply with widely accepted accounting principles. Financial statements in bank companies are the same as other company financial reports. A bank's financial position report provides an overview of the bank's assets, debt and capital as well as provides an overview of the bank's strength position while at the same time taking into account the business direction being pursued by the bank concerned. The profit and loss overview shows the ability of bank management to generate income from the assets owned by the bank concerned. This overview also shows the efficiency of spending both funds and overhead and personnel expenses that have been issued by the bank. The summary of changes in financial position shows management's effectiveness in absorbing funds and channeling them in the form of cash flows. Unlike other companies, bank companies are also required to include reports of commitments and contingencies, both in the form of bills and liabilities at the date of the report. (N.Lapoliwa, 2000; 7)

Company net profit.

Net profit (*net Income*) is the excess of income over expenses and represents the net increase in capital originating from business activities. According to Irham Fahmi, in his book Analysis of Financial Statements (2015: 101) defines that, Profit after tax (*earning after tax*) is the profit earned after deducting taxes. This is also known as net income (*net income*) or net profit received by the company. Meanwhile, according to Henry Simamora (2000: 25) defines that: Net profit is the difference between income and expenses, if income exceeds expenses then the result is net profit. Based on the definitions according to several experts above, it can be concluded that net income is the difference between all revenues (revenues) and expenses (expenses) that occur in an accounting period.

Net profit is the difference between all revenues over all expenses and losses. This amount is a net increase in capital. Conversely, if the company suffers a loss, the final figure in the income statement is the net loss (*net loss*) (Sumarso 2004). Profit is also important information for various parties (internal and external). Profit is also used as a performance measurement tool and is related to management's obligations and responsibilities in managing the company's resources. Profit information attracts attention such as customer profit sharing payments and fulfillment of obligations that are past due.

Third party storage

One of the obstacles for every company in carrying out its activities is the problem of funding requirements. The importance of funds makes every company try hard to find available sources of funds, including financial institutions such as banks. Sources of bank funds are the bank's efforts to obtain funds in order to finance its operations. Sources of bank funds can be obtained from the bank itself, the wider community and from other institutions. According to Kasmir (2014: 72) in his book *Fundamentals of Banking*, states that: Third party funds are funds raised by banks originating from the wider community, consisting of current account deposits (*deposit demand*) savings savings (*saving deposit*) and time deposits (*time deposit*)

Meanwhile, according to Veitzal Rizal (2007: 413) states that: Third party funds are funds obtained from the community, in the sense of the community as individuals, companies, governments, households, cooperatives, foundations and others both in rupiah and in currency foreign money. According to Muljono (2006: 153) Third party funds are funds collected from the public which will be used to fund the real sector through lending. These third party funds are collected by banks through various fund products offered to the general public, who place their trust in the bank concerned to save the money and then withdraw it at maturity in return for interest and capital gains from the bank.

Investment Credit

Investment Credit is credit given to finance capital goods (Tui.S: 46). In this type of investment credit, the loan is given leeway not to make payments on the loan principal before the investment produces results. Commonly called *term grace period* For example, in the construction of a new hotel, the borrower will make installment payments on the principal of the loan if the hotel has been operated. Simply put, investment credit is credit given to finance the company's fixed assets in order to support the smooth production process, therefore investment credit has a term of more than one year. Such as for factory or industrial construction loans, hotel construction.

Investment loans can also be given to finance capital goods, investment loans to purchase machinery, or factory renovations, all of which are intended to increase company productivity. In this type of investment credit, the borrower is given leeway not to make principal debt payments before the investment is productive, the borrower will make installment payments on the principal credit if the investment has been operated. The term of the investment credit is based on the ability to repay projects financed according to *projection cash flow* company.

RESEARCH METHODS

Data types and sources

Data types According to Sugiyono (2018), data types are divided into two, namely qualitative and quantitative. This study uses quantitative data. Quantitative research is data in the form of numbers or numerical data.

The data source in this study is quantitative data because it is expressed in numbers that indicate the value of the variable it represents. Data sources are divided into primary data and secondary data (Sugiyono, 2018). The data source in this study is secondary data. Secondary data according to Sugiyono (2018) is data obtained by researchers or data collectors indirectly. It is said to be indirect because the data is obtained through intermediaries, namely through other people, or through documents. Secondary data in

this study are the financial statements of PT Bank Bank Negara Indonesia (Persero) Tbk for 5 years, 2016 – 2020 period.

2. The analytical method used

The analytical method used is multiple linear regression analysis, which is a statistical method used to determine the possible form (of) the relationship between variables. The main objective in this method is to find out how the effect of the independent variable on the dependent variable is then carried out to test the hypothesis t and f test and the coefficient of determination to determine the level of significance of the effect.

RESULTS AND DISCUSSION

The moment product correlation test is used to find the closeness of the relationship between third party funds and investment credit variables on profits. Correlation results *product moment* are as follows:

Table 1 Correlation Coefficient

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,998 ^a	,996	,993	283,463

a. Predictors: (Constant), INVESTMENT LOANS, THIRD PARTY DEPOSIT

In the SPSS output in the Model Summary table, a coefficient value (R) of 0.998 or 99.8% is obtained, which means that the level of relationship between variables X1 and X2 and Lana (Y) has a strong relationship. The determinant value (R²) is 993, so the coefficient the determinant = $0.993 \times 100\% = 99.3\%$ simultaneously explaining the change in the dependent variable (Y) obtained the magnitude of the influence of the independent variable 99.3% while the remaining $100\% - 99.3 = 0.7\%$ is influenced by variables outside the research variables.

Based on the results of the moment product coefficient test on the SPSS output, the correlation value is 0.998 (99.8%), meaning that the degree of closeness of the relationship between the variables of third-party funds investment credit funds to the net income of PT Bank Negara Indonesia (Persero) Tbk is at the level of a strong relationship.

Based on the test of the coefficient of determination (R square) it is known that the value of the coefficient of determination is 0.996 or 99.6%, meaning that the variable contribution of third party funds and investment credit to net income at PT Bank Negara Indonesia (Persero) Tbk is 99.6% while the rest 4% is influenced by other variables that are not included in this research variable. Thus the contribution of third pikal funds and Investment Credit to net income is classified as very strong

Furthermore, in the F test, the regression coefficient test is carried out simultaneously which is often called the model test. the significant F test indicates that the dependent variable is explained by a certain percentage by the independent variable together which is real and not coincidental. The following are the results of the F test using SPSS.

The effect of third party savings and investment credit on company profits at PT Bank Negara Indonesia (Persero) Tbk in 2016 -2020 can be seen in the following table.

Table 3. Test F
ANOVA^a

Model	Sum of Squares	df	Mean Square	F	Sig.
1 Regression	44790006,370	2	22395003,185	278,713	,004 ^b
Residual	160702,830	2	80351,415		
Total	44950709,200	4			

a. Dependent Variable: LABA/RUGI

b. Predictors: (Constant), INVESTMENT LOANS, THIRD PARTY DEPOSIT

Based on the SPSS results it can be concluded that:

1. Third party deposits have a positive and significant effect on profits. The significance value is $0.40 < 0.05$. This shows that third party savings have a partial effect on profits.
2. Investment credit has an effect on profit. The significance value is 0.25. This means that the amount of investment credit has a partial effect on profit.

Coefficiencies Effect of third party savings and investment credit on company profits at PT Bank Negara Indonesia (Persero) Tbk in 2016 -2020. Significance analysis (t-test) is used to determine whether there is a significant effect between third party funds and investment credit on net income. The T test is used to determine the effect of the independent variables individually on the dependent variables whether there is a significant effect or not. The following are the results of the T test using SPSS. The criteria for measuring significance or not are as follows

Table 4. T test
 Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
(Constant)	-15697,738	1216,751		-12,901	,006
THIRD PARTY SAVINGS	,034	,007	,661	4,854	,040
INVESTMENT CREDITS	,080	,031	,348	2,557	,025

a. Dependent Variable: LABA/RUGI

Based on the table above, the regression equation obtained from this study is: $Y = a + b_1x_1 + b_2x_2 = -15697.738 + 0.034x_1 + 0.080x_2$. The two independent variables, namely third party savings and investment credit, are stated to have a significant effect on company profits at PT Bank Negara Indonesia (Persero) Tbk, with the following explanation:

1. A constant of -15,697.738 means that if third party deposits and investment credits have a value of 0, the profit ratio of PT Bank Negara Indonesia (Persero) Tbk is equal to -15697,738.
2. By looking at the probability of $0.40 < 0.5$, it can be concluded that the variable third party savings has an effect on company profits. The calculated t value of 4.854 is positive for company profits. The coefficient value is -0.034, meaning that if the variable X_2 , namely Investment Credit, has a fixed value of X_1 , namely third party savings, it is increased by 1, then the company's profit ratio increases by 1×-0.034 .
3. By looking at the probability of $0.25 < 0.05$, it can be concluded that the investment credit variable affects company profits. The calculated t value of 2.557 is positive for the company's profit ratio. The coefficient value is 0.80, meaning that if the variable X_1 , namely third-party savings, is fixed and X_2 , namely investment credit, is increased by 1, then financial performance will increase by 1×0.80 . This means that an increase in the number of investment loans will be followed by an increase in profits at PT Bank Negara Indonesia (Persero) Tbk.

DISCUSSION

Based on the results of the analysis and interpretation of the data, it proves that:

The influence of third party funds on net profit at PT Bank Negara Indonesia (Persero) Tbk.

Third party deposits have a positive and significant effect on net profit at PT Bank Negara Indonesia (Persero) Tbk for the 2016-2020 period. This means that any increase in third party deposits will also be followed by an increase in the Bank's income, where when a large number of third party deposits are channeled into the form of credit, the income from these loans will increase while at the same time providing an inflation that the bank's ability to generate profits will increase. This research is consistent with Permatasari's research (2017), which conducted research at Bank Indonesia which also found that third party deposits had a positive and significant effect on net income. This indicates that the more customer deposits the bank collects, the more the bank's business activities will increase in order to make a profit. So that the bank is expected to be able to encourage customers to increase their savings in order to maximize their profits by maintaining *spread* between deposit interest and credit interest and keep funds from occurring *idle* cash. Therefore, banks are required to develop products that are attractive and in accordance with customer needs in order to increase third party funds collected by banks.

Other research conducted by Luh Puswati, Wayan Cipta, Ni Nyoman Yuliantini (2016) also shows that there is a positive and significant effect of Third Party Funds and Amount of Credit Disbursement on Profit. Furthermore, the results of previous research conducted by Fausiah Durotul Masrurah (2018) who examines the influence of Third Party Funds and the amount of financing on Profit at BNI Syariah. In this study it was found partially that third party funds have a significant effect on earnings. The results of this study also indicate that the increase in third party funds during the study period has a significant effect. Thus, the higher the third party funds that are successfully collected by the banking system, will be able to encourage an increase in the amount of profit earned. This happens because profits from the distribution of third party funds will potentially increase.

Distribution of funds is the bank's main priority in allocating funds. This is because the source of bank funds comes from deposits from the community so that banks must channel back third party funds that have been successfully collected to the community in the form of financing. This is in line with the function of banks as financial intermediaries (*financial intermediary*). Besides that, the distribution of funds is the most important activity of the bank as a business entity in generating profits. The experience and capabilities possessed also contributed to the courage of the bank in extending credit.

Influence Investment credit against profit PT Bank Negara Indonesia (Persero) Tbk.

The investment credit variable has an effect on company profits where the calculated t value of 2.557 is positive for the company's profit ratio. In general, a lot of credit distribution will provide opportunities for banks to obtain profits which is the goal of establishing a bank. *return* This return is what the customer uses to pay off financing to the bank so that the bank earns a profit. The ability of the independent variable (X)₂ to explain its effect on the dependent variable (Y) can be seen in the magnitude of the coefficient of determination (R²), the value of the coefficient of determination (R²) is 0.993 giving the meaning of the independent variable (Investment Credit = X₂) to explain its effect dependent variable (Profit = Y) is 99.3% while those influenced by other factors not examined here are 07%. Thus it can be concluded that investment credit at PT Bank

Negara Indonesia (Persero) has an effect on profits. In other words investment credit (X2) has a real influence on (Y) company profits. This is strengthened by testing using the t test.

CONCLUSION

Based on the results of the analysis and discussion, it can be concluded that:

1. Variable X1, namely, third party deposits have a positive and significant effect on net income at Bank BNI (Persero) Tbk for the period 2016 -2020. This can be seen in the test results of the calculated t value of 4.854 which is positive for the net profit ratio. The coefficient value is 0.34, meaning that if the X2 variable, namely investment credit, has a fixed value of 1, namely a third party is increased by 1, then the net profit ratio increases by 1 X 0.34. This indicates that more and more customer deposits are collected by the State Bank of Indonesia (Persero) Tbk. , then it can increase bank business activities to obtain optimal net profit.
2. Variable X2, namely investment credit, has a positive and significant effect on net profit at Bank BNI (Persero) Tbk for the 2016-2020 period. This can be seen at a probability value of $0.25 < 0.05$. and the calculated t value of 2.557 is positive for the company's profit ratio. The coefficient value is 0.80 meaning that if the variable X1, namely third party savings, is fixed and X2, namely investment credit, is increased by 1, then financial performance will increase by 1X 0.80. This means that an increase in the number of investment loans will be followed by an increase in profits at PT Bank Negara Indonesia (Persero) Tbk.

SUGGESTION

1. It is hoped that the State Bank of Indonesia (Persero) Tbk, and especially the banking industry in Indonesia, will make efforts in such a way as to increase Third Party Fund deposits. Because the higher the third party funds collected by the bank, the positive effect on the profit or profitability of the bank. It is recommended for further researchers to sample the research. In addition, further researchers can develop variables other than the variables of third-party savings investment credit funds, for example NPLs, BOPO interest rates while maintaining net income or profitability as the dependent variable.
2. It is recommended to be more careful in distributing investment credit, so that you remain prudent in distributing investment credit, it is necessary to carry out strict supervision so that customers do not misuse the credit provided. Currently investment credit distribution is in good condition so it needs to be maintained and further enhanced.

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