THE EFFECT OF CREDIT DISTRIBUTION AND CREDIT RISK ON PROFITABILITY WITH BOPO AS A *MODERATING* VARIABLE IN BPR IN TEGAL REGENCY AND CITY IN 2016-2022

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ABSTRACT

This research aims to determine the effect of Credit Distribution and Credit Risk on Profitability. As well as to determine BOPO's ability to moderate the influence of Credit Distribution and Credit Risk on Profitability in BPR in Tegal Regency and City registered with the Financial Services Authority (OJK) in 2016-2022. This research uses quantitative methods. The data collection technique used is documentation, namely secondary data in the form of company financial reports. The population in this research is Conventional BPR in Tegal Regency and City in 2016-2022. The sample for this research consisted of 14 companies selected based on purposive sampling. The data analysis technique used is Moderate Regression Analysis (MRA). The results of this research partially show that Credit Distribution has no effect on BPR Profitability in Tegal Regency and City, Credit Risk has a negative effect on BPR Profitability in Tegal Regency and City, BOPO failed to moderate the influence of Credit Distribution has no effect on BPR Profitability in Tegal Regency and City, BOPO failed to moderate the influence of Credit Risk has no effect on BPR Profitability in Tegal Regency and City.

Keywords : Credit Distribution, Credit Risk, Profitability and Operational Costs Operasional Income.

ABSTRACT

This study aims to determine the influence of Credit Distribution and Credit Risk on Profitability. As well as to determine BOPO's ability to moderate the influence of Credit Distribution and Credit Risk on Profitability in BPR in Tegal Regency and City registered with the Financial Services Authority (OJK) in 2016-2022. This study uses a quantitative method. The data collection technique used is documetry, which is secondary data in the form of company financial statements. The population in this study is Conventional BPR in Tegal Regency and City in 2016-2022. The sample of this study consists of 14 companies selected based on *purposive sampling*. The data analysis technique used is *Moderate Regression Analysis* (MRA). The results of this study show that Partial Credit Distribution has no effect on BPR Profitability in Tegal Regency and City, Credit Risk has a negative effect on BPR Profitability in Tegal Regency and City, BOPO has not succeeded in moderating the influence of Credit Distribution on BPR Profitability in Tegal Regency and City, BOPO has not succeeded in moderating the influence of Credit Risk on BPR Profitability in Tegal Regency and City.

Keywords: Credit Disbursement, Credit Risk, Profitability and Operating Costs Operating Income.

1. Introduction

a. Background

The role of the company *financial* in Indonesia is very helpful for the economic growth of a country. Especially for banks, almost all people have used banking services for both consumptive and productive use. Therefore, banking is an intermediary institution that is very beneficial for the welfare of the community. Especially in achieving stable and sustainable economic growth, there is a need for economic stability and the financial system to support the empowerment of the real sector, especially in the development of micro, small, and medium enterprises (MSMEs) that contribute greatly to economic growth. (Sofyan, 2019) (Bank Indonesia, n.d.)

One of the financial institutions that plays an important role in Indonesia's economic growth is BPR. Previously, the People's Credit Bank was changed to the People's Economic Bank, which is a bank that carries out business activities conventionally or based on sharia principles which in its activities provide services in payment traffic. This name change was carried out in the context of revitalizing the role of BPR as a driver of the community's economy, especially the lower middle class. At the same time in order to improve banking governance. With the improvement of governance, it is hoped that it will be able to increase public trust and encourage the competitiveness of banks, which dominate the financial sector in Indonesia. (BANK APM, 2023)

Moreover The main source of BPR is through credit distribution. So the effectiveness of BPR can be measured by the achievement of profitability. Ratio profitability used as a measure of ability Company for Generate profit by using Sources like Assets, Capital and sales (Siswanto, 2021). Important Profitability as Performance measures Banks are profitability can reflect success and the ability Bank in Managing Assets Productive. This is due to the continuity of Living a banks rely heavily on the profitability of the bank both short-term or term long.

Authority Financial Services (OJK) Tegal recorded, after The pandemic Growth Rate Economy in Tegal City has improved in 2022. reflected in the positive growth rate in banking assets yoy, Dana Third Parties grow yoy, and Credit disbursement grow Yoy. In the midst of these developments, credit non-current still Highly controlled as position in December 2022. According to the statement of the head of OJK Tegal, in 2022, banking in Ex Pekalongan Residency has disbursed credit of Rp trillion, where the portion distribution for Commercial Banks Rp 45.85L trillion or 94.73%, while the rest of the BPR 2.55 trillion or 5.27%. Distribution portion The largest is located in Tegal City RP trillion (30.52%).(TribunJateng.com, 2023)

Although there is stable growth, the portion for BPR itself is still very far from commercial banks. It can be seen that the distribution of BPR is only around Rp 2.55 trillion (5.27%). This proves that BPR must face challenges from the internal side of BPR. Among them are still limited BPR capital, the implementation of governance has not been optimal, the limitations of IT infrastructure, as well as the quantity and Source quality Human Power which still hasn't Adequate. Given the still fierce competition of Financial Services Institutions and the inevitable disruption of digital technology, this can affect the competitiveness of BPRs. (detikfinance, 2023)

Several previous studies related to testing variables that affect BPR profitability have been carried out a lot. However, still There are results which is not consistent of the same variable. Some of the results of these studies include those carried out by Sugiartha, et al. (2021) showing that Risk Credits and Operational Risk have a negative and significant effect towards profitability, Then Simanjuntak (2019) shows that the Distribution Credits and *Non Performing Loan* Influential significant to profitability, while Sofyan (2019) shows The result that LDR, BOPO, NPLl partially affect negative against ROA and LDR simultaneously, Influential positive for ROA.

b. Problem Formulation

In accordance with Background The problem that has been elaborated Previously, then formulation of research problems Ini be:

1. Does Credit Distribution Profitability in BPR in Regency and City?
2. Does Credit Risk affect Profitability l in BPR in Regency and Tegal City?
3. Is BOPO able to moderate the Distribution of Loans to Profitability in in Regency and Tegal City?
4. Is BOPO able to moderate Credit Risk to in in Regency and City ?

c. Research Objectives

In accordance with the formulation of the problem who have Explain above, the purpose This research be:

1. To the influence Distribution on Profitability in in Regency Tegal City.
2. To the influence Risk Profitability BPRl in Regency Tegal City.
3. To ability of BOPO in moderating Credit Profitability l at BPRl in Regency l and Tegal City.
4. To determine the ability of BOPO to moderate Credit Risk to in in Regency and City .

2. Thought Framework and Hypothesis

a. Framework of Thought

1. Credit Distribution to Profitability

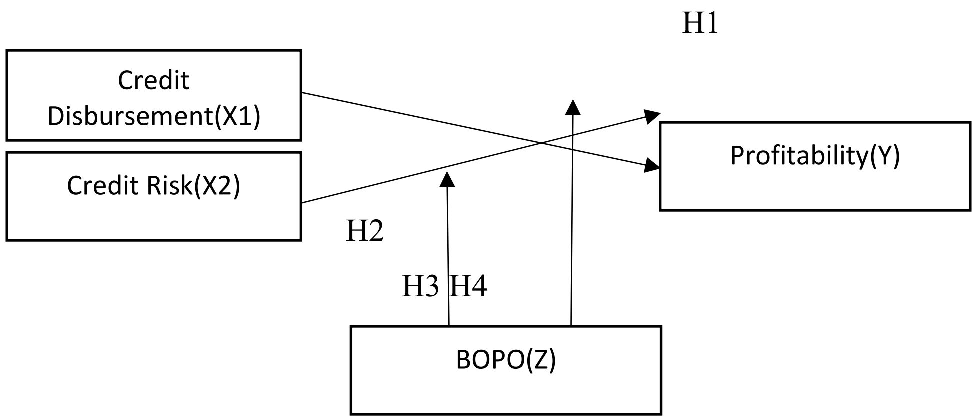
Credit is defined as trust, meaning is Creditors believe that the fund who have it is channeled to The debtor will definitely returned accordingly by agreement who have agreed beforehand. While credit distribution is credit that(Kusumawati & Manda, 2021) Awarded by The bank as an institution that provides money based on Approval of the deal Borrowing interbank with the party so that the obligations of the parties arise Borrower for pay off their debts in the specific time by the number in return in the form of interest or Revenue Sharing advantage (Yunita, 2016). Padal of this study to measure Distribution credit using Ratio *Loanl to Depositl Ratio* (be ratio to measure bank liquidity. The higher the LDR percentage, the less liquidity there is to meet financial obligations that are unpredictable in the future, on the contrary, the smaller the LDR percentage means that the bank does not maximize revenue.

2. The Effect of Credit Risk on Profitability

Credit risk is the potential loss due to the occurrence of a Specific events (Sari, Siregar, & Harahap, 2020). Meanwhile, the risk of credit is Risks caused by no fulfillment of obligations customers or other parties to the bank As per the agreement that has been agreed upon together, among other risks Consequential credit failure debtor, risk Concentration Credit, Risk Credit Party Opponents (*Counterpartyl Credit*), and risk solution (*Settlementl Risk*). Risk credit is a risk which is most important for The success of a bank's business depends on measurements that accurate and Risk management effective versus risk Other. Banks face credit risk if customers do not pay their debts or credit on time. The amount of credit that is embarrassed to the public (customers) is reflected in the ratio of LDR exceeded the limit regulations of 100%, then Credit risk increase.

3. The Influence of BOPO in Regulating Credit Distribution and Credit Risk Against Profitability

BPR's profit growth or profitability is influenced by many factors, including Operating Income BPR in terms of This is a source of Operating Income biggest. BPR receive interest income from loans that are part of BPR's productive assets. Namely the number of assets income. Besides Income Factor operational, factors other closely related to BPR capabilities in making a profit is the bank's ability to carry out Cost Efficiency operations to operating income (BOPO). Cost Operating Revenue Operational which is usually called BOPO is the ratio Efficiency Used for assess ability Bank Management in operating Operational costs to revenue Operational. BOPO (Sugiartha, Antari, & Santika, 2021) high can decrease the ROA value, on the other hand, a low BOPO will increase the ROA value.(Ramadhani & Rahman, 2021)



b. Hypothesis

H1 : Credit distribution has a positive effect on BPR profitability in Regency and Tegal City.

H2 : Credit risk has a negative effect on the profitability of BPR in Regency and Tegal City.

H3 : BOPO strengthens the influence of credit distribution on BPR profitability in Regency and Tegal City.

H3 : BOPO strengthens the influence of credit risk on BPR profitability in Regency and Tegal City.

3. Research Methods

The method used in this study is a quantitative approach with an associative research type. The population in this study is Conventional BPRs in Tegal Regency and City registered with the Financial Services Authority during the 2016-2022 period of 14 BPRs. Data collection using documentation techniques and data analysis using *Moderate Regression Analysis* (MRA), Descriptive analysis, classical assumption test and hypothesis test.

4. Results and Discussion

a. Result

1. Descriptive Statistical Test

Descriptive statistics is the part of statistics that studies how to collect data, present it in a form that is easier and faster to understand and understand. The variables in this study are Profitability, Credit Disbursement, Credit Risk and BOPO, the following researcher describes as follows:(Pangestu, 2005, p. 1)

Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation
Credit Distribution	98	57.50	176.00	80.1735	15.64302
Credit Risk	98	1.91	52.55	8.3627	7.16980
Profitability	98	-46.71	31.61	3.1320	6.25736
BOPO	98	60.34	140.68	84.6256	10.90878
Valid N (listwise)	98				

Source : SPSS Output, 2023

Based on the results of the descriptive statistical test above, it can be explained that the distribution of data obtained from the credit disbursement variable with a minimum value of 57.50; maximum value 176.00; mean 80.1735. Then the minimum credit risk variable is 1.91; maximum value 52.55; mean 8.3627. Furthermore, the profitability variable with a minimum value of -46.71; maximum value of 31.61; an average of 3.1320. and the BOPO variable with a minimum value of 60.34; maximum value 140.68; an average of 84.6256.

2. Classic Assumption Test

a. Normality Test

One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
N		94
Normal Parameters[a,b]	Mean	.0000000
	Std. Deviation	.70379747
Most Extreme Differences	Absolute	.079
	Positive	.079
	Negative	-.066
Test Statistic		.079
Asymp. Sig. (2-tailed)		.180c

a. Test distribution is Normal.

b. Calculated from data.

c. Lilliefors Significance Correction.

There are 14 BPRs in Tegal Regency and City with a total of 98 data used in the study, but because the results of the study showed abnormal data, a transformation was carried out so that 94 data were obtained that were used in the study during the 2016-2022 period. The output results of normality test data management after transformation using the formula *Kolmogorov-Smirnov* as shown in the table above, N becomes 94 from the previous 98 and the value is obtained *Test Statistic* 0.079 and *Asymp sig* by 0.180 greater than 0.05. So it can be concluded that the tested data is normally distributed.

b. Multicollinearity Test

A regression model is said to have no tendency to have multicoloniality symptoms if it has a VIF value less than 10.

Coefficientsa

Type		Collinearity Statistics	
		Tolerance	VIF
1	(Constant)		
	Credit Distribution	.961	1.041

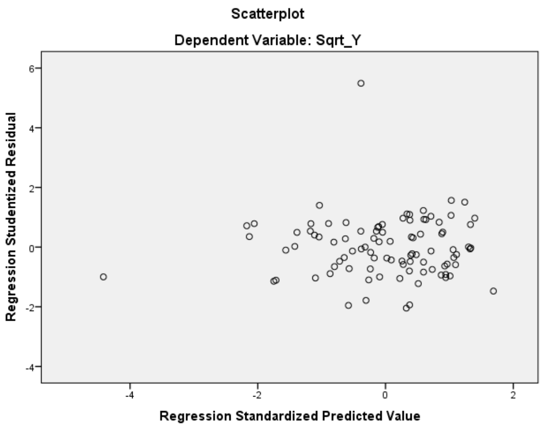
Credit Risk	.961	1.041

a. Dependent Variable: Profitability

Source : SPSS Output, 2023

From the table above, the results of the multicollinearity test show that the value of *tolerance* variable Credit Disbursement (X1) of 0.961 and Credit Risk (x2) by 0.961. The VIF value of the Credit Disbursement variable (X1) is 1.041 and Credit Risk (x2) amounting to 1,041. All independent variables in this study have a value of *Tolerance* above 0.10 and the sum of VIF values is less than 10, it can be concluded that regression is free from the assumption of multicollinearity.

c. Heteroscedasticity Test



Based on the results of the drawings *scatterplot* clearly shows that the dots are scattered both above and below the number 0 on the Y axis. Thus, it can be concluded that the regression model does not contain any assumptions of heteroscedasticity.

3. Multiple Linear Regression Analysis

Coefficientsa

Type		Unstandardized Coefficients	
		B	Std. Error
1	(Constant)	2.124	.856
	Credit Distribution	.021	.098
	Credit Risk	-.187	.080

a. Dependent Variable: Profitability

Source: SPSS Output, 2023

From the results of the multiple linear regression analysis shown in the table above, the regression equation can be made as follows:

Y = 2.124 + 0.021 + -0.187 + eX_1X_2

The regression problem above can be explained as follows:

1. From the results of the equation, a constant value of 2.124 is obtained, meaning that if the independent variables of Credit Distribution and Credit Risk are valued at 0, then profitability is 2.124.
2. The regression coefficient of Credit Disbursement is 0.021, meaning that if the credit disbursement variable increases by 1%, then profitability increases by 0.021.
3. The regression coefficient of Credit Risk is -0.187, meaning that if the credit risk variable increases by 1%, it will decrease profitability by -0.187.

4. Test Hypothesis

1. Partial Test (T Test)

Coefficientsa

Type		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	2.124	.856		2.482	.015
	Credit Distribution	.021	.098	.022	.212	.833
	Credit Risk	-.187	.080	-.244	-2.348	.021

a. Dependent Variable: Profitability

Source: SPSS Output, 2023

Based on the results of the calculations shown in the table above, the following interpretation is obtained:

1. The test results of Credit Distribution have a coefficient value of 0.021 and a significance of 0.833 > 0.05, so it can be concluded that H_1 is rejected. This means that the Credit Disbursement variable has no effect on Profitability. Thus, H_1 which states that Credit Distribution has a positive effect on Profitability is rejected.
2. The results of the test on Credit Risk have a coefficient value of -0.187 and a significance of 0.021 < 0.05, it can be concluded that H_2 is accepted. This means that the Credit Risk variable has an effect on Profitability. Thus H_2 which states that Credit Risk has a negative effect on Profitability is accepted.

2. Coefficient of Determination (R^2)

Model Summary[b]

Type	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.240a	.058	.037	.71149	2.037

a. Predictors: (Constant), Credit Risk, Credit Distribution

b. Dependent Variable: Profitability

Model Summaryb

Type	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.591a	.349	.312	.60152	2.144

a. Predictors: (Constant), Credit Risk*BOPO, Credit Disbursement, BOPO, Credit Risk, Credit Disbursement*BOPO

b. Dependent Variable: Profitability

Source : SPSS Output, 2023

From the results of the calculation in the table above, it can be known that the value of *R Square* before moderation was obtained by 0.058 and after moderation 0,349. This value means that the total variation Profitability caused by Credit Distribution and Credit Risk Together before moderation was 5.8% and after moderation increased by 29.1% to 34.9%.

3. Moderate Regression Analysis (MRA) Test

Moderating variable is a variable that can strengthen or weaken other independent variables to dependent variables.

Coefficientsa

Type		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	14.265	12.453		1.146	.255
	Credit Distribution	-.998	1.414	-1.060	-.706	.482
	Credit Risk	1.751	1.317	2.281	1.329	.187
	BOPO	-1.398	1.341	-.893	-1.043	.300
	Credit Distribution*BOPO	.114	.154	1.325	.741	.461
	Credit Risk*BOPO	-.195	.143	-2.495	-1.362	.177

a. Dependent Variable: Profitability

Source : SPSS Output, 2023

Based on the table above, the result from column B is obtained a constant value of 14.265; value credit disbursement coefficient -0.998; Credit Risk 1,751; BOPO value -1,398; Credit Distribution Coefficient Value*BOPO 0,114; value of Risk coefficientCredit*BOPO -0,195; and obtained an analysis as follows:

1. The BOPO test in moderating the influence of Credit Distribution on Profitability has a coefficient value of 0.114 with a significant value of 0.461 greater than 0.05. This shows that BOPO is unable to moderate the influence of Credit Distribution

on Profitability, meaning that BOPO cannot strengthen the influence of Credit Distribution on Profitability.

2. The BOPO test in moderating the influence of Credit Risk on Profitability has a coefficient value of -0.195 with a significant value of 0.177 greater than 0.05. This shows that BOPO is unable to moderate the influence of Credit Risk on Profitability, meaning that BOPO cannot strengthen the influence of Credit Risk on Profitability.

b. Discussion

1. The Effect of Credit Distribution on Profitability

Based on the results of the study, it shows that the variable Credit Distribution A value of t of 0.212 was obtained with a significance value of 0.833. This means that the value of t indicates positively that the variable X1 does not have a relationship in the same direction as Y and the significance value is greater than 0.05. So it can be concluded that the variable Credit Distribution not affect the Profitability.

The absence of an effect of credit distribution on profitability can be seen based on the data of this study which shows that the average use of third-party funds is 80.1735, meaning that BPRs in Tegal Regency and City have not maximally used the available funds. This can be seen from the Regulatory Provisions Bank Indonesial Number magnitude and parameter used in LDR calculation i.e. limit under LDR by 78% while the limit over LDR by 92%.

Based on the results of the analysis of this study, it is in line with previous research by Masalisi, Lasiyono, & Firdaus (2022) which stated that credit distribution Partial No affect the profitability (ROA), this study strengthens the results of research by Suati Rakhmawati and Dwi Orbaningsih (2021) who stated that the distribution of No credit affect the Profitability.

2. The Effect of Credit Risk on Profitability

Based on the results of the study, it shows that the variable Credit Risk A value of t -2.348 was obtained with a significance value of 0.021. This means that the value of t indicates negatively that the variable X1 has a negative relationship in the same direction as Y and the significance value is less than 0.05. So it can be said that the variable Credit Risk negatively affect Profitability.

High NPLs will increase bank costs, both productive asset reserve costs and other costs, so that it has the potential to cause BPR losses so that it has a negative effect on profitability. This can be seen from the average NPL value of 8.3627. This value is a high enough value so that it is included in the unhealthy category. Because it is above the stipulation Amount of credit ratio problematic or which is called *Nonl Performing Loanl* (NPL) of 5%. Higher NPLs will result in lower ROA.(Suharton, Halimah, Abdurrachman, Hakim, & Yanti, 2018)

Based on the results of the analysis, this study is in line with previous research by Sugiartha, Antari and Santika (2021) and Sofyan (2019), which states that there is a negative influence Credit Risk to Profitability.

3. BOPO moderates Credit Distribution to Profitability

Based on the results of the study, it was shown that the results *of the Moderate Regressio Analysis* (MRA) test using SPSS 22 showed that the regression coefficient for Credit Distribution had no effect on Profitability. This can be seen from the calculation value of the hypothesis test with the MRA test where the significance value of 0.461 at the significance level of 5% means 0.461 > 0.05. Therefore, it can be concluded that Credit Distribution has no effect on Profitability with BOPO as a moderation variable.

The inability of BOPO to moderate the influence of Credit Distribution on Profitability occurs because of the high value of operating costs compared to operating income while the credit distribution has not been maximized so that it cannot moderate the influence of Credit Distribution on Profitability. This can be seen from the average BOPO research data of 84.6256. Where this value is quite high because it is close to the maximum limit of BOPO, which is 94%. The increase in the BOPO ratio has an effect on the decline in profitability income. This can lower the efficient BOPO so that it results in a slight decrease in the ability of BPR to obtain optimal clean labal even though the number of clean labal obtained continues to increase. (Supeno, 2019)

The results of this study are in line with previous research by Syafina (2019) where BOPO was unable to moderate the relationship between Credit Distribution and Profitability.

4. BOPO moderates Credit Risk to Profitability

Based on the results of the study, it was shown that the results *of the Moderate Regression Analysis* (MRA) test using SPSS 26 showed that the regression coefficient for Credit Risk had no effect on Profitability. This can be seen from the calculation value of the hypothesis test with the MRA test where the significance value of 0.177 at the significance level of 5% means 0.177 > 0.05. Therefore, it can be concluded that Credit

Risk has no effect on Profitability with BOPO as a moderation variable. So the hypothesis that BOPO strengthens the influence of credit risk on profitability is rejected as true.

The inability of BOPO to moderate the influence of credit risk on profitability is due to the relatively high average BOPO value, where the average BOPO of 14 BPRs in Tegal Regency and City in 2016-20122 is 84.6256 while the maximum limit of BOPO is 94%. The high BOPO ratio shows that banks are unable to control operational costs. If the operating costs are equal to or greater than the revenue, then the company's risk increases. This can cause BOPO to be unable to affect credit risk so that it does not affect profitability. The higher the BOPO, the more it will not be able to moderate the effect of Credit Risk on Profitability.

The results of this study are in line with previous research by Syafina (2019) where BOPO was unable to moderate the relationship between Credit Risk and Profitability.

5. Conclusion and Suggestions

a. Conclusion

Based on the results of the discussion of the previous chapters that have been carried out, the conclusion is obtained: Credit Distribution Anonymous to Profitability in BPR in Tegal Regency and City in 2016-2022; Credit Risk has a negative effect on Profitability BPR in Tegal Regency and City in 2016-2022; BOPO has not succeeded in moderating the influence of Credit Disbursement on Profitability in BPR in Tegal Regency and City in 2016-2022; BOPO has not succeeded in moderating the effect of Credit Risk on Profitability in BPR in Tegal Regency and City in 2016-2022.

b. Suggestion

Based on the conclusions of the research that has been carried out, the suggestions given for the development of this research are: For BPR Regency and Tegal City, it is better to pay attention to Credit Distribution and Credit Risk to maintain the value of Profitability; BPR management of Regency and Tegal City, should further improve the company's performance, because with good performance, Profitability will also increase; For researchers with similar topics, it is expected to be able to conduct further studies by including independent variables such as company value, *Net Profit Margin*. As well as being able to add a larger number of samples in research; In this study, the methods used are *Moderate Regression Analisys* by using *Software* SPSS version 26. Further research is recommended to use a different research method with the latest software.

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