



**The Influence of Third Party Fund to Net Profit Margin at PT. Bank Tabungan Negara
(Persero) Tbk. (Period 2014-2020)**

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Abstract:

The purpose of this study is to determine the development of third party funds and net profit margins and to determine how much influence third party funds have on net profit margins at PT. Bank Tabungan Negara (Persero) Tbk. The research method used is descriptive verification method with a quantitative approach. By using secondary data in the form of a statement of financial position and income statement obtained from the IDX. Data collection techniques using field studies and literature studies. The data were analyzed using the calculation of the development of third party funds and net profit margins, and analyzed using statistical analysis assisted by SPSS Statistics 22 for windows. The results of this study indicate that third party funds have a very low relationship to net profit margins. With the influence that third party funds do not affect the net profit margin much. The results of simple linear regression analysis have a negative effect which shows that the relationship between third party funds and net profit margins is not unidirectional. And when viewed at the level of significance, it has no significant effect. So it can be concluded that third party funds have a negative and no significant effect on net profit margins, meaning that if third party funds increase, it will not always affect net profit margins.

Keyword: Third Party Funds and Net Profit Margin.

INTRODUCTION

Based on Pancasila and the 1945 Constitution, to achieve a just and prosperous Indonesian society that is useful for achieving goals, the implementation of development must always pay attention to harmony, harmony and balance. National development is aimed at developing Indonesian people as a whole, with various elements of development, one of which is in the economic and financial fields. All factors in the economic sector play a very dominant

and very important role in stabilizing the economy for people's lives. One of the sectors in the economy and finance sector is the banking sector.

Bank is a financial institution that acts as a financial intermediary between parties who have funds (surplus units) and parties who need funds (deficit units). And simply the bank is defined as a financial intermediary institution that collects funds from the public and distributes them back to the community in the form of credit

The banking industry has undergone major changes in recent times due to the impact of deregulation, advances in information systems and technology, globalization, and others. (Wanjiru, 2014) in (Wignall & Atkinson, 2010)

Banks are required to always try to improve services, innovate and offer competitive interest rates to increase the amount of third-party funds collected so as to obtain high or maximum profit (profitability). To determine the company's ability to generate profits using the profitability ratio. According to (Kasmir, 2008) in the journal (Novianti & Bilqisti, 2018) states that: "Profitability ratio is a ratio used to assess a company's ability to seek finance. This ratio provides a measure of the level of effectiveness of a company's management. This is indicated by the profit generated from sales and investment income. The point is that the use of this ratio shows the efficiency of the company".

The survival of the company is influenced by many things, including the net profit margin generated in net income after tax and net sales in the company's financial statements. The profitability ratio that can be used to see the level of profit or profit is using the (Net Profit Margin ratio).

RESEARCH METHOD

In this study, the method that the author uses is descriptive and verification method with a quantitative approach, using SPSS Statistics 22 for windows. By using this research method, it will be known a significant relationship between the variables studied so as to obtain conclusions that will clarify the picture of the object under study.

According to (Sugiyono, 2013) in the journal (Diana & Huda, 2019) stated that: "Descriptive method is a method used to analyze data by describing or describing the data that has been collected that is applicable to the public or generalizations".

Meanwhile, according to (Azwar, 2014) in the book Research Methods states that: "Descriptive research aims to describe the subject and object of research based on the relevant power".

In addition to descriptive methods, this study also uses verification methods which are intended to test hypotheses using statistical calculations.

According to (Mashuri, 2008) in (Narimawati, 2010) states that: "The verification method is checking whether or not it is correct if it is explained to test a method with or without improvements that have been carried out elsewhere by overcoming problems similar to life".

Thus the purpose of the descriptive research method is a research method that describes the problem being investigated factually to determine the development of the research. While the verification research method is a way of testing the hypothesis of how much influence the research has. As has been explained that the title of the research is the Effect of Third Party Funds on Net Profit Margin at the State Savings Bank (Persero) Tbk

RESEARCH RESULTS AND DISCUSSION

This research was conducted at PT. Tabungan Negara (Persero) Tbk during the period 2014 – 2020. The descriptive analysis in this study will discuss developments regarding the level of Third Party Funds and the level of Net Profit Margin at PT. State Savings Bank (Persero) Tbk period 2014-2020. After collecting data on the financial statements of PT. Bank BTN on the website www.idx.com (the official website of the Indonesia Stock Exchange), the

data obtained were analyzed using descriptive analysis with the formulation of developments in third party funds and net profit margins to determine annual developments (Table 1).

The results of the calculation of the total collection of Third Party Funds based on the financial statements of PT. Bank BTN Tbk period 2014 – 2020 are as follows:

$$\begin{aligned}
 2014 &= 23.422.618 + 26.167.914 + 56.880.145 \\
 &= 106.470.677 \\
 2015 &= 31.368.443 + 30.757.681 + 65.582.546 \\
 &= 127.708.670 \\
 2016 &= 44.906.039 + 33.344.626 + 69.536.953 \\
 &= 147.787.618 \\
 2017 &= 52.769.152 + 38.840.337 + 85.481.932 \\
 &= 177.091.421 \\
 2018 &= 56.455.042 + 39.117.163 + 115.462.283 \\
 &= 211.034.488 \\
 2019 &= 50.701.126 + 42.274.798 + 113.929.768 \\
 &= 206.905.692 \\
 2020 &= 71.685.860 + 39.605.346 + 147.858.608 \\
 &= 259.149.814
 \end{aligned}$$

Table 1. Third Party Funds at PT. State Savings Bank (Persero) Tbk 2014 – 2020 period

Year	Current Account	Saving	Deposito	Total Third Party Funds	%
2014	23.422.618	26.167.914	56.880.145	106.470.677	1,064 %
2015	31.368.443	30.757.681	65.582.546	127.708.670	1,277%
2016	44.906.039	33.344.626	69.536.953	147.787.618	1,477 %
2017	52.769.152	38.840.337	85.481.932	177.091.421	1,770 %
2018	56.455.042	39.117.163	115.462.283	211.034.488	2,110 %
2019	50.701.126	42.274.798	113.929.768	206.905.692	2,069 %
2020	71.685.860	39.605.346	147.858.608	259.149.814	2,591 %

Source: Financial Report of PT. Bank Tabungan Negara (Persero) Tbk obtained from www.idx.co.id

From the results of the calculation of third party funds above, it can be concluded that the lowest average level of third party fund collection in 2019 was 2,069% which came from current accounts, savings deposits and time deposits. Furthermore, after knowing the total collection of third party funds per year, to find out more clearly about the development of an increase and decrease in the amount of third party funds (Table 2).

Calculation of the development of third party funds at PT. The State Savings Bank (Persero) Tbk for the period 2014 – 2020 collected are as follows:

$$\begin{aligned}
 2015 &= 1,277 - 1,064 \times 100 \% \\
 &= 0,213 \% \\
 2016 &= 1,477 - 1,277 \times 100 \% \\
 &= 0,2 \% \\
 2017 &= 1,770 - 1,477 \times 100 \% \\
 &= 0,293 \% \\
 2018 &= 2,110 - 1,770 \times 100 \%
 \end{aligned}$$

$$= 0,34 \%$$

$$\mathbf{2019} = 2,069 - 2,110 \times 100 \%$$

$$= (0,041\%)$$

$$\mathbf{2020} = 2,591 - 2,069 \times 100 \%$$

$$= 0,522 \%$$

Table 2. Development of Third Party Funds at PT. Tabungan Negara (Persero) Tbk

Year	Total Third Party Funds	Development	
		Ups and down	Information
2014	1,064 %	-	-
2015	1,277 %	0,213 %	Up
2016	1,477 %	0,200 %	Down
2017	1,770 %	0,293 %	Up
2018	2,110 %	0,340 %	Up
2019	2,069 %	(0,041 %)	Down
2020	2,591 %	0,522 %	Up

Source: Data obtained from www.idx.co.id and processed by researchers

Based on tables for calculating the development of third party funds at PT. State Savings Bank (Persero) Tbk period 2014-2020 above, it can be concluded that as follows

1. In 2014 the third party fund collected was 1.064% and in 2015 it increased by 0.213% (obtained from the total third party fund collection in 2015 of 1.277% minus the total acquisition of third party funds in 2014 of 1.064 %). The increase was due to the many promotional activities carried out by the company so that the company's third party fund collection could increase.
2. In 2015 third party funds collected by 1.277% in 2016 the development of third party funds decreased by 0.200 % (obtained from the total collection of third party funds in 2016 of 1.477% minus the total acquisition of third party funds in 2015 of 1.277%). The decrease with a difference that was not much different from the previous year was because the company was still trying to improve the company's services.
3. In 2016 third party funds collected were 1.477% in 2017 the development of third party funds increased by 0.293% (obtained from the total collection of third party funds in 2017 of 1.770% minus the total acquisition of third party funds in 2016 of 1.477%). The increase was due to the trust of customers to collect their funds to PT. State Savings Bank (Persero) Tbk resulting in positive growth in third party funds.
4. In 2017 third party funds collected were 1.770% in 2018 the development of third party funds increased by 0.340% (obtained from the total collection of third party funds in 2018 of 2.110% minus the total acquisition of third party funds in 2017 of 1.770%). The increase was due to the company's success in the One Million Houses Program, thereby increasing the collection of third party funds and lending.
5. In 2018 the third party funds collected were 2.110% in 2019 the development of third party funds decreased by (0.041 %) (obtained from the total collection of third party funds in 2019 of 2.069% minus the total acquisition of third party funds in 2018 of 2.110 %). The decline was due to the company's high liquidity in 2019 which resulted in a decrease in third party funds.
6. In 2019 the third party funds collected were 2.069% in 2020 the development of third party funds increased by 0.522% (obtained from the total collection of third party funds in 2020 of 2.591% minus the total acquisition of third party funds in 2019 of 2.069%).

The increase was due to the strengthening of the Cost of Fund (Cof) which improved so that it had an impact on increasing the collection of third party funds.

Based on the statement of the development of third party funds above, it can be concluded that developments and third parties at PT. Bank Tabungan Negara (Persero) Tbk from 2014 to 2020 fluctuated. With an upward trend, third party funds experienced a high increase in 2020 and third party funds experienced a high decline in 2019.

There are results of research conducted by (Irawan, 2011) who argues that "Companies that have a high NPM ratio tend to have high profit growth and vice versa". In addition, there is an opinion according to (Harahap, 2013) which states that "The higher the NPM, the higher the net profit achieved by the company on net sales".

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CONCLUSION

Based on the results of the discussion and research results obtained regarding third party funds on net profit margins at PT. Bank Tabungan Negara (Persero) Tbk, using descriptive analysis and verification analysis, it can be concluded that simultaneously the results of this study indicate that third party funds have a very low relationship to net profit margins. With the influence that third party funds do not affect the net profit margin much. The results of simple linear regression analysis have a negative effect which shows that the relationship between third party funds and net profit margins is not unidirectional. And when viewed at the level of significance, it does not have a significant effect. So, it can be concluded that third party funds have a negative and no significant effect on net profit margins, meaning that if third party funds increase, it will not always have an effect on net profit margins.

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