## *ABSTRACT*

**ANGGRAININGRUM, 1229220012.** ***Analysis Of Musyarakah And Murabahah Financing Practices At BPRS Amanah Rabbaniah***

*This study aims to examine the practices of musyarakah and murabahah financing at BPRS Amanah Rabbaniah and to analyze the factors supporting and hindering the implementation of both financing contracts. This research is motivated by the substantial disparity in the financing composition of BPRS Amanah Rabbaniah. Based on the 2024 Annual Report, murabahah financing accounted for 85.85% of total financing, while musyarakah financing accounted for only 3.54%. This condition indicates a gap between the ideal concept of profit-sharing-based financing and its practical implementation in Islamic banking.*

*This study employs a descriptive qualitative approach with a single case study design. Data were collected through in-depth interviews with the Head of Human Resources and General Affairs and Customer Service staff of BPRS Amanah Rabbaniah, passive participant observation, documentation of the 2024 Annual Report and Notes to the Financial Statements, and a literature review. The data were analyzed using thematic analysis based on the approach developed by Braun and Clarke.*

*The results show that the determination of financing contracts is carried out by identifying and clarifying customers' financing needs. Murabahah is the dominant financing contract due to its relatively simple mechanism, faster processing, and suitability for the actual needs of micro-scale MSME customers. Meanwhile, the implementation of musyarakah faces several obstacles, including limited human resources for monitoring, business risks, low levels of Islamic financial literacy among customers and depositors, dependence on murabahah margin income, and the absence of a specific institutional strategy to encourage profit-sharing-based financing.*

*The study concludes that the dominance of murabahah is influenced not only by customer preferences but also by the bank's operational considerations and risk management. Strengthening human resource capacity and implementing structured Islamic financial literacy programs are therefore needed to optimize profit-sharing-based financing in the future.*



***Keywords:*** *musyarakah, murabahah, BPRS, Islamic financing, profit-sharing*

# ABSTRAK

**ANGGRAININGRUM,1229220012.** ***Analisis Praktik Pembiayaan Musyarakah Dan Murabahah Di BPRS Amanah Rabbaniah***

Penelitian ini dilatarbelakangi oleh ketimpangan penggunaan akad pembiayaan di BPRS Amanah Rabbaniah. Berdasarkan Laporan Tahunan 2024, pembiayaan murabahah mendominasi sebesar 85,85% dari total portofolio pembiayaan, sedangkan musyarakah hanya sebesar 3,54% dan mengalami penurunan sebesar 17,96% dibandingkan tahun 2023. Kondisi tersebut menunjukkan adanya kesenjangan antara idealitas pembiayaan berbasis bagi hasil dengan praktik penyaluran pembiayaan pada BPRS Amanah Rabbaniah.

Penelitian ini bertujuan untuk mengkaji praktik pembiayaan musyarakah dan murabahah di BPRS Amanah Rabbaniah serta menganalisis faktor-faktor yang mendukung dan menghambat pelaksanaan kedua akad tersebut.

Penelitian ini menggunakan pendekatan kualitatif deskriptif dengan desain studi kasus. Data diperoleh melalui wawancara mendalam, observasi partisipatif pasif, dokumentasi berupa Laporan Tahunan dan Catatan Atas Laporan Keuangan tahun 2024, serta studi literatur. Informan penelitian terdiri atas Kepala Bagian SDI dan Umum serta *Customer Service* BPRS Amanah Rabbaniah. Data dianalisis menggunakan analisis tematik Braun dan Clarke.

Hasil penelitian menunjukkan bahwa penentuan akad dilakukan melalui klarifikasi kebutuhan nasabah secara personal. Murabahah menjadi akad dominan karena mekanismenya sederhana, proses pencairannya lebih cepat, dan sesuai dengan kebutuhan riil nasabah UMKM mikro. Sementara itu, optimalisasi musyarakah menghadapi hambatan berupa keterbatasan sumber daya manusia dalam pengawasan, risiko finansial, rendahnya literasi keuangan syariah nasabah dan deposan, ketergantungan pada pendapatan margin murabahah, serta belum adanya strategi kelembagaan yang secara khusus mendorong pembiayaan berbasis bagi hasil.


**Kata Kunci:** musyarakah, murabahah, BPRS, pembiayaan syariah, bagi hasil