

IMBT (Ijarah Muntahiya Bittamlik) Contract as a Strategy to Mitigate the Impact of the Pandemic Covid-19 on Financing of Islamic Micro Finance Institutions

(A Case Study in Indonesia)

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ABSTRACT

The purpose of this study is to describe financing conditions in Sharia microfinance institutions and investigate the IMBT contract as a countermeasure for problematic financing. This research uses a descriptive qualitative approach to acquire data through interviews with ten managerial parties from four BMT Yaummi Maziyah in Pati Central Java Indonesia and literature related to financing issues. This study showed that BMT Yaummi Maziyah experienced a decrease in targeted profits and an increase in financing problems that led to a decrease in profits. In the BMT, pandemic provided a policy of relief and feasibility to stabilize financing. BMT also makes a strategy as a countermeasure to problematic financing in IMBT products. IMBT contract products have the same as without guarantees due to limited capital guarantees of financing customers. This form of IMBT deed financing is in the form of providing a food business cart without guarantees and initial capital. However, financing is under the current pandemic conditions to help communities and customers affected by the pandemic. This research advises BMT to promote the type of business financed by IMBT contract form to benefit from pandemic covid-19.

Keywords: *Islamic Microfinance, Financing, Impact of Covid-19, IMBT Contract.*

1. INTRODUCTION

Pandemic virus covid-19 is a new type of disease that has not been identified in humans before [1]. Transmission of coronavirus 19 can occur if people who have contracted the coronavirus make physical contact [2]. With the impact of this pandemic, Indonesia faces the potential for an increasing number of unemployed [3]. This coronavirus is proliferating. Therefore the government's efforts to fight this virus by applying or applying social restriction regulations on a large scale. [4].

With the social movement restriction policy, financial institutions also experience the impact. BMT is one of the Islamic financial institutions that also experienced the impact of the pandemic. Because of the many unemployed or layoffs, many can not make

financing payments. In these pandemic conditions, many do financing for business capital or for the cost of paying benefits such as school fees or others. In this case, financial institutions continue to carry out activities even in pandemic times, but with health protocols carried out by the government.

BMT is an Islamic financial institution that uses sharia principles in its operations [6] and serves to develop productive businesses and investments in improving the quality of small businesses, encouraging saving activities, and supporting economic financing[7].

Due to The COVID 19 pandemic, BMT or Islamic Microfinance Institution must provide financing to members or prospective members who want to finance for needs or business capital. While in the covid 19 pandemic, many are unable to work or are laid off from work (layoffs). This situation impacts BMT because

many members can not complete financing, and many also do financing but are hampered because of covid 19. BMT must balance spending and income in this pandemic period to remain stable. This pandemic caused many obstacles, such as financing and the settlement process. With this pandemic factor, BMT may experience a decrease or increase in financing.

One of the new forms of sharia financial institutions that exist today is the financing of *ijarah Muntahiya Bi Al-Tamlik (IMBT)*, which is a combination of rent (*ijarah*) with buying and selling (Murabahah) or grants at the end of the lease. It can be concluded that there are two forms of combining contracts at once, namely renting by selling and renting with grants. [8] BMT made efforts during the Covid 19 pandemic against its members to finance, or new members who want to finance and settlement financing cannot run smoothly.

This research activity was conducted to see the impact of the pandemic on the financing of Islamic MicroFinance Institutions and how the IMBT strategy was applied to overcome these impacts. Research is expected to provide insight and study on the impact of pandemics and their handling strategies by Islamic microfinance institutions.

Mahfudz and Ningsih [9] discussed the COVID 19 pandemic's impact on the Management of the Islamic Banking Industry. This research shows that banks are experiencing a low impact in this pandemic both from financing and raising funds. Ubaidillah [10] stressed the importance of implementing the relaxation policy of MSME financing that impacts covid 19 and force majeure risk management in Islamic financial institutions. Based on the results of the relaxation policy, research conducted by the bank has been good as regulated by OJK No. 11 / POJK.03 / 2020 on stimulation of the national economy as a policy on the impact of the spread of covid 19.

Abdillah [11] and Thaha [12] discussed the Growth of Islamic financial institutions during the COVID 19 Pandemic. This study uses qualitative methods and discusses pandemic covid 19 on the study of liquidity and financial statements in BMT. As a result, the impact of the pandemic led to the loss of buyers and slowing growth in Islamic financial institutions KSPPS BMT trust Indonesia. Zheng and Zhang [13] discussed the effect of the economic downturn caused by the effects of the covid 19 pandemic. His research showed that the covid 19 pandemic caused a decrease in the financial efficiency of MSMEs and increased the social efficiency of MSMEs.

Many previous studies have focused only on disclosing the adverse effects of pandemics on microfinance institutions. There is still a lack of research that uncovers strategies to contain pandemic impacts on The financing of Sharia microfinance institutions. This research has an essential role because it will discuss the impact of the covid 19 pandemic on financing conditions in BMT and find out how an IMBT (*Ijarah Muntahiya Bit Tamlik*) product policy is a strategy to handle in the face of the Covid 19 pandemic. Research is expected to

contribute to the literature on the financing conditions of Islamic microfinance institutions amid the pandemic and one of its handling strategies in the form of optimization of financing products with IMBT (*Ijarah Muntahiya Bit Tamlik*).

1.1. Financing of Islamic MicroFinance Institutions

Islamic financing provides funds or loans to two parties by mutual agreement between the bank and the customer. It is given a period of return using a revenue-sharing system [14],[15].

Microfinance institutions distribute financing to help customers who need funds to be used in business or investment and based on the principles of trust and approval that have been agreed from the beginning using financing agreements.

The most commonly used accounts in Islamic finance financing are murabahah, mudharabah, musyarakah, and *ijarah muntahiya bit tamlik*. Akad *Murabahah* is an agreement used in financing in BMT. In the *murabahah* BMT transaction obtained margins that have been agreed by both parties, namely BMT and customers. *Murabahah* is often considered to be no different from credit in conventional banks. This scheme is because Islamic banking still does not have reference guidelines for determining margin levels, so in other words, Islamic banking still follows conventional banking [5], [17].

Mudharabah financing is an agreement or a type of reciprocity. The Islamic bank (*shahibul maal*) provides funds to the customer (*mudharib*) to manage the business that has been lived. The profit of the business results is divided by the revenue sharing system based on the portion that has been mutually agreed. If the customer suffers a loss in his business, the bank will experience a revenue-sharing system loss [18]. This agreement implements sharia principles in the absence of one who is harmed or profits more, all the same, or has obtained a ratio under the funds given when business capital [19].

Musyarakah financing is a cooperation between two or more parties to do a business. Each party contributes DNA. If there is a loss or risk, it is borne together under the agreement from the beginning. Because in this financing, profits and losses are joint obligations. The financing of this musyarakah is a cooperation between entrepreneurs who are business partners in business. Furthermore, both parties include their capital or provide funds to manage joint ventures [20]. This cooperation based on mutually agreed agreements is considered valid because it agrees to make joint investments by sharing the benefits and losses that will be borne together [21].

IMBT financing is a lease transaction with an agreement to sell or provide the rental object at the end of the period so that the transaction ends with the transfer of ownership of a rental object. This agreement provides funds to transfer the right of use or benefit of goods and services based on rental transactions with the transfer of

property. IMBT agreement requires the willingness of the party who will carry out the contract, and the tenant has its benefits and benefits justified in Islam. The existence of benefits from both parties between the tenant and the owner of the goods [22].

Fatwa DSN No. 27/DSN-MUI/III/2002, IMBT has two provisions. First, the party who does IMBT must do the ijarah agreement. The transfer of ownership agreement, either by buying and selling or granting, can only be implemented after the lease is completed. Second, the promise of a move agreed at the beginning with his legal agreement did not increase. A transfer of ownership must be made after the ijarah is completed [23].

Baitul Maal Wat Tamwil is a micro Islamic financial institution with a rapid growth rate from year to year. BMT can also be interpreted with financial institutions that use the concept and principles of Sharia principles in carrying out their activities. The presence of BMT is very beneficial for the community, especially the lower class who are not happy with the existence of riba if doing financing transactions. BMT is here to help the community in economic terms because BMT has a mission to run and develop the community economy, especially in improving microeconomics. That is why BMT is so rapid in the development of microfinance institutions [24].

BMT is an Islamic financial institution incorporated in collaborative law to prosper its members. Financing in BMT is channeled to assist members in developing their business or as capital to do a business [25].

BMT is based on Pancasila and the 1945 Constitution of Faith and Piety to Allah SWT to implement the principles of sharia and Islamic economics in life. Spiritual values point to dynamic, just, and reasonable ethical and moral functions. Cooperative or can also be called family between BMT, and members are excellent, Togetherness in the face of global challenges, Independence, Professional, Consistent, or not quickly discouraged [26].

Baitul Maal Wat Tamwil (BMT) 's primary goal is to improve the welfare of its members by collecting and channeling funds with money storage in BMT. BMT also serves to increase public awareness of transacting in Shariah institutions. BMT is a microfinance institution that can provide financing to small businesses by providing loans using the principle of revenue sharing.

BMT is a non-banking institution with several products that can help the community's welfare. Some BMT products are divided into collecting products and financing products. In BMT, the product of collecting funds is generally a deposit in the form of savings or the form of deposits. The distribution of funds, which can also be called financing, is a function of increasing the usefulness and intermediary of funds income with

accounting standards and providing funds using Islamic sharia.

1.2. BMT General Policy during the Covid-19 Pandemic

Islamic financial institutions are intermediation in collecting and distributing funds and providing services to the community. However, in pandemic conditions like this, banks issue various banking policies to be still able to operate in the covid 19 situation. In this pandemic period, several risks can occur in Sharia institutions, especially BMT, such as financing distribution, decreased asset quality, and revenue sharing recording. Under normal conditions, BMT can get profit-sharing with a large amount, but more and more who can not pay to finance then BMT gets a smaller profit.

With this, the government issued a policy to keep the economy stable. OJK issued POJK No. 11/POJK.03/2020. On the National economy, POJK No.18/pojk.03/2020 on financial stimulation and SP 26/DHS/OJK/IV/2020 on banking policy during the PSBB period. In this pandemic, BMT is very much trying to keep good performance in managing funds that have been channeled to the community [29].

2. METHOD

This research used descriptive qualitative methods with data retrieval methods through interviews and literature studies. The study took a case study on a BMT in the Pati region, central Java, Indonesia, namely Yaummi Maziyah. A competent party conducted this interview regarding the BMT administrator's financing issues at BMT Yaummi Fatimah. Data analysis in this study goes through three stages, namely data reduction, data presentation, and conclusion withdrawal [30]. BMT Yaummi Maziyah has one headquarters and four branches. BMT is a place for comparative studies, internships, and training places. Many BMT in the starch area is Sharia microfinance institution built from BMT Yaummi Maziyah.

This research uses in-depth interview data to the central BMT and several branches in BMT Yaummi Maziyah, who are internal and administrative managers. The branch interviewed is the chairman of the office and administration. The ten respondents, namely internal managers, administrative managers, and several branches and administrative chairpersons answered the author's questions in full detail about YAUMMI MAZIYAH BMT in the starch. Interviews with the Manager of Administration and Branch Office Juwana were conducted online through the Whatsapp application.

Table 1 List of Respondents

No.	Name	Position
1.	Majuki, SE. ME	Internal Manager
2.	Sri Wahyuni, S.sos	Administrative Manager
3.	Suryono	Head of Karaban branch office
4.	Hani Winarsih	Karaban branch administration
5.	Ahmad Khoirul Aziz	Head of Cork Branch Office
6.	Purwo Winarto	Cork Branch Administration
7.	Zaenal A	Head of Juwana Branch Office
8.	Lusiawati	Juwana Branch Administration
9.	Yogo Nur Setyo	Branch Head of Kayen Office
10.	Siti Saroh	Kayen Branch Administration

Source: Data processed

3. RESULTS & DISCUSSION

3.1. Analysis of the Impact of the COVID-19 Pandemic on Financing in BMT

The covid 19 pandemic has had a significant impact on the business entities of Islamic microfinance institutions. BMT is one of the financial bodies under the supervision of the ministry and SMEs, namely KSPPS (Cooperative / Sharia Loan Deposit Unit). Seeing the economic impact caused by the Covid 19 pandemic, BMT needs to take more effective steps to stabilize BMT's financing. So that in this pandemic period, BMT becomes an opportunity and a challenge for BMT to play a role in helping members affected by the pandemic and stabilize financing in this pandemic period with various strategies planned.

The impact of this pandemic is quite significant on economic development. BMT or Islamic microfinance

institution helps the community in several ways, namely financing or MSMEs. The covid 19 pandemic is the government-issued policy to stop the spread of the covid 19 outbreak, such as a lockdown or PSBB (Large-Scale Social Restrictions). This policy makes some companies or businesses run smoothly, including businesses that experience the impact of this pandemic. One of them is BMT, also experiencing the impact of this pandemic because many cannot pay installments because their business is stuck in the middle of a pandemic. Not only the problem of financing but increased financing in the pandemic period also impacts BMT because, in this pandemic period, BMT must be extra careful in choosing customers to apply for financing in BMT. This condition makes it challenging for BMT to create a new strategy without significantly decreasing profit.

Table 2. Impact of Pandemic on Financing Conditions on BMT Yaummi Maziyah

No.	Impact of pandemic covid 19 on financing conditions	Information
1.	Increased problematic financing	Increasing financing problems where the pandemic period is now many members who can not pay installments due to business that is not smooth or exposed to layoffs
2.	Profit not as targeted	Decreased profit profit profit profit targeted BMT because, in the pandemic, the problem of financing increases, causing profits that do not reach the targeted target.

Based on the results of interviews obtained from BMT headquarters Yaummi Maziyah with Mr. Ahmad Majuri as chairman of BMT board and external manager Yaummi Maziyah stated that:

"We experienced the impact of this pandemic only during the first four months of the pandemic because we

used the precautionary principle in financing. We experience a decrease in the financing, only up to 20% decrease in profit in the last few months at the beginning of the next pandemic we normally run only. Our target profit is approximately Rp1,500,000,000 because the pandemic decreased by 20% in the first four months of the covid 19 pandemic. So profits are not up to the

target. Moreover, those who cannot pay installments are just a few affected members whose businesses did not go smoothly in the pandemic."

Profit-sharing can also be called profit *sharing*, an agreement from the beginning to do profit sharing in a business. The advantage of profit-*sharing* is a net profit

because operational costs have been reduced [32]. In this case, BMT decreased profit due to increased financing problems in the pandemic period so that the profit share obtained was reduced and did not meet the expected target.

Table 3 Decrease in Murobahah Financing Profit During Pandemic In The Whole BMT Yaummi Maziyah Assa'adah Pati.

No.	Month	Decline	Nominal
1.	April	5%	Rp. 75.000.000
2.	May	7%	Rp.105.000.000
3.	June	6%	Rp. 90.000.00
4.	July	2%	Rp. 30,000,000
Number of Declines Expected Profit		20%	Rp.300.000.000

Based on table 3, there is a decrease in profit from the 20% decrease in BMT Yaummi Maziyah Assa'adah Pati caused by financing problems in the pandemic period. BMT only experienced the decline during the first four months of the covid pandemic, which began in April to July, and so on BMT was normal in financing problems. The stability of this financing there are several factors, namely:

1. Marketing continues to do its job despite the pandemic.
2. BMT implements policies and implements the feasibility of financing in the Covid 19 pandemic with great care.
3. BMT adds IMBT financing as a countermeasure to problematic financing
4. The new standard has been implemented, and there are already many members who can pay installments.
5. Although BMT has given relief if up to three months have not been paid, BMT will implement the policy.

Based on the data above seen in May experienced an increase of 7% or Rp. 105,000,000, which coincides with Ramadan, needs a lot, but there is no income, many members can not pay installments. In June, BMT experienced a decrease in profit of 6%, and in July, BMT experienced a decrease in profit by 2%. The decrease in BMT profit from the targeted profit is estimated at around Rp. 300,000,000. from the target of Rp. 1,500,000,000.

The table above explained that the decline in profit in 2020 decreased from April to July 2020 caused by problematic financing. Nevertheless, this does not affect BMT because BMT implements policies and strategies to stabilize financing. As it is enforced to provide waivers to affected members as follows:

1. They were given at least three months if it is true that members cannot pay. BMT giving time to members who cannot pay installments for three months does not mean members are directly hands-off. However,

members must have a responsibility to pay by borrowing money from relatives, or BMT provides solutions by selling valuables.

2. Can pay half of 50%. If members can only pay installments of 50% of the regular installment, BMT forgives it because BMT understands the situation in this pandemic period. Many can not work, and many are affected by layoffs.
3. Customers can pay as much as possible and are allowed to pay money as much as possible.

In the interview results to the head of BMT branch S, AK, Z, T branch, if members can not pay installments in the pandemic period, BMT provides waivers such as time to find money or pay sober and can pay 50% first. BMT gives time for waivers for three months. After three months, members are required to pay installments as usual.

Members who are in trouble in financing in the pandemic period are as follows:

- a. Travel Business
- b. Wedding Organizer Business
- c. Traders in the market
- d. Photographer
- e. Tempeh effort and tofu
- f. Fisherman
- g. Fish trader
- h. Farmer
- i. Junk good entrepreneur

Of all these businesses, pandemic factors affect businesses that cannot run smoothly. Many businesses stopped utterly, such as travel, wedding organizers, and photographers, because many could not use their services in this pandemic. So BMT Yaummi Maziyah provides waivers to members whose business is stuck, but BMT gives a period for further waivers. Members must pay installments as usual. If financing members remain unable to pay, BMT will provide solutions to borrow money from relatives or closest relatives or sell valuables.

Table 4 Number of Problematic Financing Cases Before Endemic and Pandemic 2018-2020 BMT Yaummi Maziyah Assa'adah Pati

Era	Year	Information	Debtor	Sum
Before Pandemic Year 2018	2018	Less smooth	35	67
		Bad financing	10	
		Doubt	22	
And 2019	2019	Less smooth	30	60
		Bad financing	12	
		Doubt	18	
After Pandemic The year 2020	2020	Less smooth	43	154
		Bad financing	76	
		Doubt	35	

Source: BMT Data Yaummi Maziyah Assa'adah Pati

Based on the above data on problematic financing at BMT Yaummi Maziyah Assa'adah Pati in this pandemic period experienced an increase in installment payments due to the covid 19 virus pandemic. If in 2018, only 67 debtors are in trouble in financing. So, in contrast to 2019, BMT decreased with the number of problematic debtors as many as 60 debtors. Furthermore, in this covid 19 pandemic BMT, there are as many as 154 problematic debtors. Out of 154 debtors, as many as 65 are stuck and can not pay installments because the business does not run smoothly in the pandemic period.

Large amounts of problematic financing will decrease BMT's functional level. So with this BMT Yaummi Maziyah, Assa'adah Pati strategy is facing problematic financing in the covid 19 pandemic by using restructuring financing in the following ways:

1. *Rescheduling changes* to a member's payment schedule or payment period are changed by BMT and member agreements, how and when payments are made.
2. *Reconditioning* (re-requirements) changes to some or all financing requirements, including changes in the payment schedule, BMT allows by paying as much as possible or 50% of the installment amount.
3. *Restructuring* (realignment) changes in requirements and BMT efforts to change credit conditions. This policy adds credit facilities making credit new to scheduling and return requirements[33].

Given the impact felt by BMT in this pandemic period, this step can make BMT keep running even in a different way. Nevertheless, this pandemic BMT Yaummi Maziyah in providing financing to prospective customers is very careful. Providing financing must be done appropriately, carefully, and correctly based on the provisions applicable in the financing process in BMT so BMT can minimize losses incurred during the covid 19 pandemic. In this pandemic, BMT Yaummi Maziyah Assa'adah Pati experienced increased financing stability because BMT only provides financing per this pandemic

situation where BMT does not provide financing for businesses that may not be able to pay.

Due to the BMT pandemic, Yaummi Maziyah Assa'adah starch experienced an increase from financing problems before the pandemic. To deal with the impact of this pandemic that caused BMT to decrease by about 20% from the profit target. So BMT makes a strategy by conducting elections to determine the feasibility of being given financing or not provided and strategies with new financing in the covid 19 pandemic. For the financing provided by BMT Yaummi Maziyah Assa'adah to be valuable and qualified, observations are made to estimate financing risks from the beginning. In terms of assessing prospective customers using the principle of 5C, namely as follows:

1. *Character* (character) is this assessment using the character of prospective customers who will do financing. BMT can conclude that the prospective customer can be trusted, honest and does not make it difficult for BMT in the future.
2. *Capacity* (capacity) is assessed based on prospective customers' ability in their business field or debtor management ability, so BMT is confident that the managed business runs smoothly.
3. *Capital* (capital) is this assessment based on the finances of prospective customers in totality so that it can be known the capital ability of customers in supporting the financing of the business concerned.
4. *Collateral* (collateral) is an assessment of collateral owned by prospective customers as a second way *out* if the customer defaults.
5. *Condition of Economic* (economic conditions) this assessment is based on market conditions, both past, and future, so that the marketing of customer business results is financed by BMT [34].

As in the interview with the father of 4 branch leaders, S, A, Z, Y BMT Yaummi Maziyah Assa'adah, and Mr. BMT manager stated:

"In pandemic times, of course, many apply for financing, but we also have to be careful in providing financing. Let us first see his efforts and how his efforts in this pandemic period, whether stopped completely or can still produce but did not run smoothly. As who has a tempoh production business and knows of course in this pandemic period is reduced but because of the government program that assistance so that the existence of government programs can help tempoh producers. Then we help with financing. Moreover, what we cannot help, yes we do not help, or we will see later, we do not help like travel and wedding organizers that we cannot help because the business is dead completely then we bargain IMBT financing whether he wants what it is."

Based on the explanation from the above interview that BMT Yaummi Maziyah Assa'adah Pati provides financing in this pandemic period by using a prudent strategy to choose prospective financing members. The interview said that BMT Yaummi Maziyah Assa'adah Pati million prospective members with a reasonably strict selection because this pandemic period is hazardous to finance. The influence felt by BMT in the pandemic period is financing because the more significant the financing provided, the increase in NPF is also increasing. If the amount of NPF is getting bigger, then this causes a decrease in profits will be higher. Therefore, the feasibility and strategy of BMT to provide financing in this pandemic period can provide good benefits for BMT against financing.

3.2. IMBT Strategy as Countering Pandemic Impact on BMT

A strategy is a plan drawn up to achieve a goal or target. It can also be stated that plans are drawn up to deal with a challenge [35]. In addition to its impact, this pandemic also provides opportunities for BMT. BMT Yaummi Maziyah Assa'adah made a new strategy to stabilize financing in BMT Yaummi Maziyah Assa'adah starch in this pandemic period. By creating new financing that helps people affected by pandemics such as layoffs or whose businesses are forced to go out of business in the pandemic period.

So in this pandemic time, BMT Yaumi Maziyah Assa'adah makes an opportunity for BMT to stabilize financing. In an interview with the chairman of the kayen branch, Mr. Y explained that:

"The pandemic even makes an opportunity for BMT Yaummi and even not so influential because this pandemic BMT Yaummi even made a new strategy, namely IMBT financing. IMBT financing, we rent a food business cart equipped with various equipment for a food business cart, and we add 500k business capital. And installment payments once every one week for 52 times. This financing is an opportunity for BMT, and

BMT can also help communities affected by the pandemic for those who need business but do not have capital. This financing is in demand because in this pandemic period it will need business but also need capital well we make this financing without guarantees and any requirements Only capital intention and good determination".

Based on the results of the above interview that this Pandemic BMT Yaummi Maziyah Assa'adah Pati has a strategy that is with the new financing, namely IMBT (*Ijarah Muntahiyah Bittamlik*). This financing began by renting out a complete food business cart and 500k of initial capital. Moreover, this financing is without any guarantee and down payment. Prospective members only need to come to BMT to perform IMBT financing procedures.

From the interview of the four branch leaders of S, A, Z, Y BMT Yaummi Maziyah Assa'adah Pati stated that;

"IMBT financing is intended for anyone. As long as the member wants reasonable effort and determination, we give it. Yes, because we know that the current situation is affected, and many are affected by layoffs or can not work. Therefore, this financing may benefit people in need and allow BMT.

Based on the above interview, IMBT financing is intended for anyone who wants a business but does not have business capital. IMBT financing is by financing members or communities affected due to the current pandemic conditions, many are affected by layoffs, and many are not currently in business. IMBT financing requires no guarantee or initial capital. Prospective members only need to come to BMT in all branches for the Akad process, after which members will be given a food business cart. So with this financing, BMT has the opportunity and benefit for members or communities who want to set up a business in this pandemic period.

Ijarah Muntabiya Bittamlik (IMBT) itself is a rental transaction with an agreement to sell or give the rental object at the end of the period so that the rental object changes ownership. Like the financing of *Ijarah Muntahiyah Bittamlik*, a food business cart in BMT Yaummi Maziyah Assa'adah Pati, BMT rents a food business cart complete with an initial capital of 500rb with an installment fee every week 100rb for 52 times. After 52 times have been paid, the food business cart will be granted to the members. The following are the following forms of IMBT ownership transfer:

1. Grant at the end of the period, when the tenant has finished paying the rent, the rental item becomes the tenant's property.
2. At the end of the period, the price is the selling price rented by the tenant first, valid until the end.
3. Equivalent price is the price purchased to the tenant before paying in full.

4. Phased over the lease period, when the transfer of ownership is made with the installment payment stage during the rental period[23].

IMBT BMT Yaummi Maziyah financing process scheme

The stages of the IMBT scheme described above are as follows:

1. Members undertake a financing process to conduct IMBT
2. After the financing process is completed, BMT will provide a food business cart and 500k money for initial capital.
3. Members pay installments each week for 52 times.
4. After 52 times and paid off, the food business cart will be given to the members.

At the IMBT scheme stage, there is a contract that must be done between BMT and the member, namely the contract agreement involving BMT and the member where BMT rents a food business cart to members with a rental fee per week and the period agreed in this contract. Moreover, the prior agreement is that BMT gives members a food business cart after the agreed lease period has expired and the payment of rent every week has been paid off [36].

3.3. Discussion of the Impact of the COVID-19 Pandemic on IMBT Financing and Strategy as a Countermeasure to Problematic Financing at BMT Yaummi Maziyah Assa'adah Pati

Pandemic covid 19, in addition to MSMEs affected by financial institutions, is also affected. One of them is BMT. The impact of BMT in this pandemic is like the stalling installment payments, increasing financing problems. Problematic financing or stalled installment payments have a less good impact on BMT [37]. From the research results that the author has done, BMT Yaummi Maziyah Assa'adah Pati also felt the impact of the covid 19 pandemic on financing. However, the impact is not influential on BMT Yaummi Maziyah Assa'adah starch financing.

The research results at BMT Yaummi Maziyah Assa'adah Pati in murabahah financing experienced an increase in financing problems from the previous year. The increase in problematic financing is due to the covid 19 pandemic because many cannot pay installments. Furthermore, to avoid increasing the problematic financing of BMT Yaummi Maziyah Assa'adah Pati, run prevention by applying the precautionary principle. This precautionary principle is to implement the selection of financing members in times of pandemics. Because in this pandemic period, many BMT Yaummi Maziyah Assa'adah Pati is interested in applying for financing. BMT selects strictly based on business and business in the covid 19 pandemic [38]. The selection of members of this financing to not impact increasing the problematic financing of BMT Yaummi Maziyah Assa'adah Pati.

However, the selection of financing members strictly and selectively did not affect the increase or decrease in the number of financing members in BMT. Murabahah financing in BMT Yaummi Maziyah Assa'adah starch is stable during the covid 19 pandemic.

In addition to the policies implemented by BMT to members affected by the pandemic, BMT also has IMBT financing as a countermeasure to problematic financing. Because IMBT financing can handle prospective members who cannot get murabahah, BMT financing can suggest IMBT financing as a solution for prospective members. Making opportunities for BMT in the pandemic period, BMT took advantage of this situation to establish IMBT financing because, in this pandemic time, many require business capital. IMBT financing is intended for people who want to do a business but do not have capital. IMBT financing is a combination of renting and buying and selling. IMBT financing uses the benefits of goods first through a rental agreement. After the payment is completed, the goods are granted by members [36]. IMBT financing in BMT Yaummi Maziyah Assa'adah Pati gave a food business cart first and capital money of 500k. After the installment payment is completed 52 times, the member will be given the food business cart. IMBT financing has several advantages for members who choose IMBT financing, namely:

1. Process and registration are straightforward.
2. No guarantees
3. No initial cost

IMBT becomes financing to deal with the impact of pandemics because many require financing in this pandemic period to do business. Then with the IMBT, financing can help the community or BMT members affected by the pandemic. IMBT financing can also replace prospective members who cannot get murabahah financing with IMBT financing. Moreover, IMBT financing in BMT Yaummi Maziyah Assa'adah Pati is quite in demand by the community. In the fatwa, DSN No. 27 / DSN-MUI / III / 2002 has the following provisions: 1. The party who performs al-ijarah al muntahiyah bi, al tamlik must carry out the ijarah agreement. First, the moving agreement can only be done if the installment/payment period has been completed. 2. The promise of transfer of ownership agreed from the beginning of the law is not binding. If there is a promise, it must be carried out, then the transfer of ownership agreement is made after the installment/payment period is completed [23]. With this, IMBT financing in BMT Yaummi Maziyah Assa'adah Pati is under DSN fatwa No. 27 / DSN-MUI / III / 2002

4. CONCLUSION

Pandemic covid-19 led to a decrease in targeted profits and an increase in problematic financing. Profit decreased by about 20% from the target. There was an increase in problematic financing by about 50%

from all BMT branches. The Covid-19 pandemic caused many financing members to be unable to pay installments. BMT provides a policy of waivers and eligibility for financing. In addition, BMT also made a strategy to overcome problematic financing in the pandemic period with a new form of IMBT financing and create opportunities for BMT. IMBT financing is under the current pandemic because layoffs affect many financing members. Many require IMBT financing business capital suitable for people who want to open a business but do not have capital. IMBT financing products have the advantage because IMBT financing does not require any guarantees and the absence of capital. BMT will provide a food business cart with an IMBT agreement, complete facilities, and initial capital. Then members pay installments every week for 52 times. After the installment payment is completed, the food business cart will be given to the members. This research suggests BMT participates in promoting the efforts of BMT members to maximize the benefits of such financing. This research contributes to the literature on the impact of the covid-19 pandemic on the financing of Syariah Microfinance Institutions and Akad Ijarah Muntahiya Bit Tamlik (IMBT) as one of the financing products. Which can help counter the impact of pandemics felt by financing members.

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