

Receivable Management Analysis in Efforts to Increase Profitability on the Safety Cooperation of Youth You Tri works

Devi Petra Mahudin

Stia Trinitas Ambon

Abstract

The objectives are: (1) to specifically know what kind of mechanisms the cooperative uses to manage accounts receivable, (2) to know the extent to which cooperatives can act and take risks in handling bad debts, (3) to find out how much impact the management mechanism accounts receivable against the profitability of the cooperative.

This research uses associative method, because this research to find the relationship between one variable with other variables. This is done by observing and studying objects or issues in detail. to collect data, then the technique used in accordance with the purposes of the problem in this research is the observation technique, that is by observing each activity to make the measurement. Types of data used in completing this writing are Quantitative Data, and Qualitative Data.

The results of the research will be described as follows: Accounts receivable turnover period 2012-2016 the highest number is in 2012, that is 3.069% / 4 times (good enough), average age receivable period 2012-2016, the highest number is in 2014 and in 2016 that is 19.08% / 20 days (very good), the ratio of net income to sales volume for the period 2012-2016, the highest number is in 2015 ie 12.17% (very good), assets to profit period 2012-2016, the highest figure is in 2015 ie 9% (good), own capital to profit period 2012-2016, the highest number is in 2015 that is 28% (very good). From the results of this analysis can be concluded that the overall management of accounts receivable on profitability in the Cooperative Savings and Loans Youth Tri Works, has a positive relationship (Good).

Keywords: Receivables Management, and Profitability.

Date of Submission: 13-09-2017

Date of acceptance: 30-11-2017

I. Introduction

The life of small and medium-sized communities in Ambon City in its business, more capital than private financial institutions, and the most existing is the Savings and Loans Cooperative. The existence of savings and credit cooperatives is very helpful for its members in conducting business activities, obtaining capital from cooperatives is considered easier and not long-winded affairs, partnering with cooperatives really made the choice to obtain business capital. Pemuda Tri Karya Savings and Loans Cooperative is one of the Savings and Loans Cooperative which has long been partnering with the community in Ambon so City, there are 3 types of loans managed by Koperasi Savings and Loans of Pemuda Tri Karya namely: daily loans, weekly loans, and monthly loans.

On a daily loan crediting system granted to members on the terms of the prospective member's ID, the big loan of the loan. Deposits of principal paid when someone joins an organization member. Deposits are mandatory, the amount is not equal to the principal savings because members can save big or small according to the ability of its members. Deposits of type savings, can be paid at will to members but with nominal specified. And the time taken can be done anytime. As the measures of performance and success of cooperatives, the following will be presented, among others, on the chart of the development of lending transactions 2012-2016:

Development Of Loan Transactions In 2012-2016 (Periodasi Unit)

Month	DEVELOPMENT OF LOAN TRANSACTIONS				
	2012	2013	2014	2015	2016
Jan	664	619	794	946	561
Fe	684	739	882	965	571
Ma r	708	731	962	1,039	610
Apr	737	822	984	1,009	658
May	782	826	1,032	900	660
Jun	826	843	872	969	655

Ju l	810	861	902	933	571
Ag st	885	826	1,075	925	602
Sept	922	950	1.115	824	567
Ok	905	1,019	1.131	762	519
Nov	932	1,024	1.223	772	538
Dec	984	750	951	588	555
TOTAL	9.839	10.010	11.923	10.629	7,067

Data Source: SK 04 Reports Accountability of the Board of Rat Close Book of Year 2016 KSP Pemuda Tri Karya.

Bad debts are usually due to members accessing other loans for additional business capital, which is very likely to happen because in reality many members are taking other loans on illegal (illegal) cooperatives with the criteria of lending more easily because members can borrow money without having to use the ID card or other terms similar to those used by KSP Pemuda Tri Karya. Can be described real state that many members are not orderly, or even stalling installments. Which affects the target achievement koperasi.hal this because of the effects of weak control (supervision), which is a problem if not immediately addressed and in the search for a solution. Seeing the condition, Pemuda Tri Karya Savings and Loans Cooperative has several policies as a safety measure to collect and withdraw the bad debts from its members. The first thing to do is to issue a letter of reprimand, if it has not been heeded, the second warning letter will be issued which contains the related legal threat and if it has not been followed by the members then the last step taken by the cooperative is to take action in the form of seizure.

In a previous study conducted by Vitale et al., (2001), entitled Nevertheless, it is undeniable that every time KSP Pemuda Tri Karya is often faced with the reality breakdown of loans in the field. Various efforts have been made to minimize, but this rolling receivable still experiencing congestion at some point. In the company's operational activities which in this case is a cooperative, profit is an important element in ensuring the continuity of the company. With the ability to earn profits by using all available resources, then the goals of the cooperative will be achieved. By doing so, it is expected that the cooperative can slowly re-rolling the loan funds to new members so that the chart of corporate profits will rise again and the cooperative prosperity can be achieved, because the profitability is the principal measure the overall success of the company (Simamora, 2000: 528). Profitability or profitability is a measure in percentage used to assess the extent to which a cooperative is able to generate profits at an acceptable level.

II. Literature Review And Hypotheses Testing

Understanding of management has been discussed by many experts who among others complement each other. Stoner was quoted by Handoko (2001) states that management is the process of planning, organizing, directing, and monitoring. According Griffin (1990) defines management is the process of planning and decision making, organizing, leading and controlling human, financial, physical and resource organizations to achieve goals efficiently and effectively. Accounts receivable due to the sale of goods or services on credit to customers (Syamsudin, 2011: 255). The function of accounts receivable for the community is to become a motivator and enhancer dynamist for the community, to expand employment for the community, to expedite flow of goods and the flow of money, improve t ivitas existing products, improve the (*utility*) of goods, increase the excitement of the people, increase working capital, and increase *per capita income* (IPC) community. In public companies, the performance degradation is often due to delays in the Fa c tor which affect the size of the investment in accounts, such as: volume of sales, payment terms, credit sale, the provision of credit restrictions, the policy of collecting receivables, the policy paying customers (Riyanto 2008: 85).

Some things you can do cooperative to prevent credit risks, namely: searching for information about a mental or personality, seeking information about financial capability, seeking information about the running of the company, established a policy step, limit the number of accounts, ask for collateral, and the selection of agents (Manullang, 2005: 43). UU no. 25, 1992 (Indonesian Cooperatives) Cooperative is a business entity consisting of a person or legal entity with the bases cooperative activities based on the principle of cooperation as well as people's economic movement based on the principle of family beradasarkan. Cooperative is an association of people - people who join and a concerted effort on the basis of cooperative principles, thus gaining greater benefits with lower costs through company-owned and democratically controlled by its members.

Understanding credit unions are non-bank financial institutions in the form of a cooperative with business activities receiving deposits and lending money to its members with the lowest possible interest rate. What is meant by own capital is capital derived from members. Own capital in the form of: Principal, Compulsory Savings, Savings freely or voluntarily, the reserve fund, and grants. According to Agus Sartono (2010: 122) states as follows: "profitability is the ability of the company makes a profit in relation to sales, total assets and own capital. it can be concluded that profitability is a measure of the company's ability to profit

generated from various activities of the company through a number of policies and decisions made by the company.

Profitability ratio is one of the tools of analysis of financial ratios that aims to evaluate how a company achieves and how to place its position in the future. According to Lawrence J. Gitman (2009: 65), "There are many measures of profitability, which is a measure for evaluating overall company profits associated with sales, the level of specific assets, or investment owners. Consideration of ROE variable input, is because the profitability of the company provides information to outsiders about the effectiveness of the company's operations. ROE is assumed as an investor's expectation of the funds invested in the company. The greater the profitability of the company, then the investor will be interested in buying or looking for the stock because hoping in the future will get a great return on its inclusion. ROE calculation purposes by is to view the progress of the company's operations, determining the stock price, and determine the amount of dividends to be distributed.

III. Research methods

This research uses associative method, because this research intends to find the relationship between one variable with other variables. How this is done by observing and studying objects or issues in detail and depth. Receivables management is the process of managing a company's resources or assets in the form of goods or services, and is sold on credit to customers using effective and efficient systems and mechanisms, thereby causing the right of a company's claim against another person or company. The indicators used to measure this variable, namely: Turnover of receivables (Prastowo and Juliaty, 2003: 82), the average time of collection of receivables (Munawir, 2004: 76). Profitability is the ability of a company to earn profits in relation to the sale of total assets and own capital. Indicator or how to measure the profitability of the company according to (Agus Sartono, 2010: 123) is as follows: Gross profit margin, net profit margin and return on investment (ROI) or return on assets (ROA). Profitability Ratio Analysis uses only 3 ratio are: "*Net Profit Margin, Return on Investment and Return on Equity*", to the *Gross Profit Margin* analysis is not used to analyze the data that will be discussed.

The location of this research is the Head Office of Credit Unions Pemuda Tri Karya Ambon City which is located in the Village Lateri. The population in this study is population based on primary data and secondary data. The population of primary data is 52 people consisting of administrators, employees, and the employee, while the population of secondary data is the Financial Statement Data Credit Unions of Pemuda Tri Karya Closing Year 2012-2016. The samples from the primary data is one of the managers, 3 marketing, one person field supervisors, and 1 cashier. While for secondary data to be samples are Balance Sheet as of December 31, 2012-2016, Statement of Profit / Loss as of December 31, 2012-2016 (Calculation of Operating Results, Statement of Cash Flows per December 31, 2012-2016).

In an effort to collect data, the technique used in accordance with the purposes of the problem in this study is the observation technique, namely by observing each activity to make measurements. Data type used in complete writing this are: Quantitative Data: Data development of the number of members, the volume of lending, loan transactions and financial statement data. Qualitative data, the data obtained from the research but is not a set of numbers, such as regarding the company's history, organizational structure, as well as business development companies. In accordance with the substance of the focus of research, data analysis techniques were used to complete and prove the hypothesis, and also simultaneously answer the problems in this study the data that has been collected will be analyzed through Financial Ratio Analysis, namely:

1. Receivable Turnover, with the following formula:

$$\text{Account Receivable Turnover} = \frac{\text{Net Credit Sales}}{\text{Average Receivables}}$$

2. Average Age Collection of receivables, with the following formula:

$$\text{Days Of Receivable} = \frac{360}{\text{Receivable Turnover}}$$

or

$$\text{Days Of Receivable} = \frac{\text{Average Receivables}}{\text{Credit sales}} \times 360$$

3. Net Profit Margin, with the following formula:

$$\text{Net Profit Margin} = \frac{\text{Net Profit After Tax}}{\text{Net sales}} \times 100\%$$

4. Return On Investment, with the following formula:

$$\text{Return On Investment} = \frac{\text{Net profit}}{\text{Total Aktiva}} \times 100\%$$

5. Return On Equity, with the following formula:

$$\text{Return On Equity} = \frac{\text{Net Profit After Tax}}{\text{Owner's equity}} \times 100\%$$

IV. Result And Analysis

To solve the problems in this research, the main thing to do is to know how and how far the relationship between the management of receivables to profitability in Tri Karya Youth Lending Cooperative, so it will diketahai whether to produce a positive influence or not. For that, in discussing the size of the main reference is as follows: Receivables Turnover, average age Receivable, Net Profit Margin, Return on Investment and Return on Equity.

Receivables Turnover Ratio (*Receivable Turnover*)

To find out how many times the embedded capital in a receivable turns over a period of one year, it will be calculated by the following formula:

$$\text{Account Receivable Turnover} = \frac{\text{Net Credit Sales}}{\text{Average Receivables}}$$

Table 2. Receivable Turnover Ratio (2012-2016)

Year	Net Credit Sales	Average Receivables	% Ratio		Value	Criteria
2012	Rp. 847.627.100	Rp.276.105.500	3,069%	4 times	50	Pretty good
2013	Rp.1.624.740.000	Rp.633.472.500	2,564%	3 times	50	Pretty good
2014	Rp.2.058.125.000	Rp.1.088.640.000	1,890%	2 times	25	Not good
2015	Rp.2.251.905.000	Rp.1.178.666.500	1,910%	2 times	25	Not good
2016	Rp.2.709.594.740	Rp.1.427.083.750	1,898%	2 times	25	Not good

Data source: RAT report, Year Book Year 2012-2016.

In accordance with the above table, the Tri Karya Youth Savings Cooperative has standard of Receivable Turnover Ratio as follows:

table 3

Component	Standard	Value	Criteria
Receivable Turnover	≥ 6 times	100	Very good
	5-6 times	75	Good
	3-4 times	50	Pretty good
	2 times	25	Not good
	1 time	0	bad

Calculation and explanation of results Ratio Analysis:

1. The calculation of RTO in 2012 is as follows:

$$\text{RTO} = \frac{\text{Rp. 847.627.100}}{\text{Rp. 276.105.500}} = 3,069$$

In 2012, receivables revolved as much as 3.069% (in round 4 times) in one year, so in accordance with cooperative standards this figure is categorized quite well.

2. The calculation of RTO in 2013 is as follows:

$$\text{RTO} = \frac{\text{Rp. 1,624,740,000}}{\text{Rp. 633.472.500}} = 2,564$$

In 2013, receivables revolved as much as 2.564% (in round 3 times) in one year, it means that in 2013 the turnover of receivables decreased by almost 1% even though still in the criteria position quite well.

3. The calculation of RTO in 2014 is as follows:

$$\text{RTO} = \frac{\text{Rp. 2.058.125.000}}{\text{Rp. 1,088,640,000}} = 1.890$$

In 2014, receivables rotate as much as 1.890% (rounded 2 times) in one year, this year the turnover of the cooperative receivables again decreased by almost 1%, so the criteria are less well.

4. The calculation of RTO in 2015 is as follows:

$$\text{RTO} = \frac{\text{Rp. 2.251.905.000}}{\text{Rp. 1.178.666.500}} = 1.910$$

By 2015, receivables revolve as much as 1,910% (in round 2 times) in one year, that means that the 2014 position remains in place until 2015 but there is a slight increase.

5. The calculation of RTO in 2016 is as follows:

$$\text{RTO} = \frac{\text{Rp. 2,709,594,740}}{\text{Rp. 1.427.083.750}} = 1.898$$

In 2016, receivables spin at 1,898% (in rounded 2 times) in one year, this last position slightly decreased from the previous year.

Ratio of Average Age Collection of Accounts Receivable (*Average Collection Period*)

To find out the average age of collection of accounts receivable, it will be calculated using the following formula:

$$1. \text{ Days Of Receivable} = \frac{360}{\frac{\text{Receivable Turnover}}{\text{Average Receivables}}}$$

$$2. \text{ Days Of Receivable} = \frac{\text{Credit sales}}{\text{Average Receivables}} \times 360$$

Table 4. Average Ratio of Age of Receivables (2012-2016)

Year	Average Receivables	Credit sales	% Ratio		Value	Criteria
2012	Rp.276.105.500	Rp.847.627.100	11.88%	12 Days	50	Good enough
2013	Rp.633.472.500	Rp.1.624.740.000	14.04%	14 days	50	Good enough
2014	Rp.1.088.640.000	Rp.2.058.125.000	19.08%	20 Days	100	Very good
2015	Rp.1.178.666.500	Rp.2.251.905.000	18.72%	19 Days	75	Good
2016	Rp.1.427.083.750	Rp.2.709.594.740	19.08%	20 Days	100	Very good

Data Source: RAT Report Year Book Year 2012-2016.

For the Average Ratio of Receivable Age, the standard used in the Tri Karya Youth Lending Cooperative is as follows:

Table 5.

Component	Standard	Value	Criteria
Average Age of Accounts Receivable	20-30 days	100	Very good
	15-19 days	75	Good
	10-14 days	50	Pretty good
	1-9 days	25	Not good
	≥ 30 days	0	Bad

Calculation and explanation of results Ratio Analysis:

1. The calculation of the average age of receivables of 2012 is as follows:

$$\text{Days Of Receivable} = \frac{\text{Rp. 276. 105 500}}{\text{Rp. 847.627.100}} = 0.33$$

$$= 0.33 \times 360$$

$$= 11.88$$

The average age of collection of accounts receivable in 2012 is 12 days, the average age according to the standards of Youth Cooperative Tri Karya is quite good.

2. The calculation of the average age of receivables of 2013 is as follows:

$$\begin{aligned} \text{Days Of Receivable} &= \frac{\text{Rp. 633.472.500}}{\text{Rp. 1,624,740,000}} = 0.39 \\ &= 0.39 \times 360 \\ &= 14.04 \end{aligned}$$

In 2013 the average age of cooperative receivables increased by 2.16% ie from 11.88% or 12 days to 14.04% or 14 days and got good enough category.

3. The calculation of the average age of receivables of 2014 is as follows:

$$\begin{aligned} \text{Days Of Receivable} &= \frac{\text{Rp. 1,088,640,000}}{\text{Rp. 2.058.125.000}} = 0.53 \\ &= 0.53 \times 360 \\ &= 19.08 \end{aligned}$$

In 2014, the average age of receivables has increased dramatically from 14.04% or 14 days to 19.08% or 20 days which means an increase of about 5.12%, so in this year the cooperative gets very good criteria.

4. The calculation of the average age of receivables of 2015 is as follows:

$$\begin{aligned} \text{Days Of Receivable} &= \frac{\text{Rp. 1.178.666.500}}{\text{Rp. 2.251.905.000}} = 0.52 \\ &= 0.52 \times 360 \\ &= 18.72 \end{aligned}$$

By 2015 the average age of accounts receivable decreases slightly by 0.36%, from 19.08% or 20 days to 18.72% or 19 days, but the cooperative is still in good criteria.

5. The calculation of the average age of receivables of 2016 is as follows:

$$\begin{aligned} \text{Days Of Receivable} &= \frac{\text{Rp. 1.427.083.750}}{\text{Rp. 2,709,594,740}} = 0.53 \\ &= 0.53 \times 360 \\ &= 19.08 \end{aligned}$$

By 2016 the average age of accounts receivable increased by 0.36% from 2015, and that means that the average record receivable billing record in 2014 is again successfully recovered, resulting in satisfactory results with very good criteria.

Ratio Comparison By Volume Sales Net Income (*Net Profit Margin*)

Is a ratio used to measure the net profit after tax and then compared with the volume of sales, for it will be used the following formula:

$$\text{Net Profit Margin} = \frac{\text{Net Profit After Tax}}{\text{Net sales}} \times 100\%$$

Table 6. Sales Volume Ratio To Profit (2012-2016)

Year	Net profit	Net sales	% Ratio		Value	Criteria
2012	Rp.50.910.500	Rp.847.627.100	6,0062	6.00%	75	Good enough
2013	Rp.37.8 million	Rp.1.624.740.000	2.3265	3.65%	50	Good enough
2014	Rp.126.000.000	Rp.2.058.125.000	6,1221	7.21%	50	Good
2015	Rp.250.000.000	Rp.2.251.905.000	11.1017	12.17%	100	Very good
2016	Rp.207.889.434	Rp.2.709.594.740	7.6723	8.23%	75	Good

Data source: RAT report Close Book Year 2012-2016

For Profitability Ratio calculation include: "Net Profit Margin, Return On Investment, and Return On Equity", Pemuda Tri Karya Savings Cooperative using the following standards:

Table 7.

Component	Standard	Value	Criteria
1. Net Profit Margin	≥ 10%	100	Very good
2. Return On Investment	7-10%	75	Good
3. Return On Equity	3-6%	50	Good enough
	1-2%	25	Not good
	1%	0	Bad

Note:

The higher the ratio of this ratio, indicating that the better the efficiency and effectiveness of the company's performance in managing the assets invested into the accounts receivable, to generate profit.

Calculation and explanation of results Ratio Analysis:

1. Calculation tah un NPM 2012 is as follows:

$$\begin{aligned} \text{NPM} &= \frac{\text{Rp. 50.910.500}}{\text{Rp. 847.627.100}} = 6,0062 \\ &= 6,0062 \times 100\% \\ &= 6.00\% \end{aligned}$$

In the year 2012 NPM cooperative is 6.00%, meaning of the value every 1 rupiah sales generate net profit of Rp. 0.06%. In accordance with the standard profitability of Youth Cooperative Tri Karya this figure is categorized quite well. This figure describes how the net sales ratio of the cooperative during the one year period to the profit generated during the year.

2. The calculation of NPM in 2013 is as follows:

$$\begin{aligned} \text{NPM} &= \frac{\text{Rp. 37.8 million}}{\text{Rp. 1,624,740,000}} = 2.3265 \\ &= 2,3265 \times 100\% \\ &= 3.65\% \end{aligned}$$

In 2013 the NPM of cooperatives is 3.65%, meaning that from every 1 rupiah the sale generates a net profit of 0.04%. Cooperative has decreased from the previous year which is about 2.35%, but the result of this ratio is still in good enough category.

3. NPM calculation tah un 2014 was as follows:

$$\begin{aligned} \text{NPM} &= \frac{\text{Rp. 126,000,000}}{\text{Rp. 2.058.125.000}} = 6,1221 \\ &= 6,1221 \times 100\% \\ &= 7.21\% \end{aligned}$$

In 2014 NPM cooperative has increased quite good from 3.65% to 7.21%, meaning that every 1 rupiah sales generate net profit of 0.07%. in 2014 the cooperative has increased about 4.86% so the category of net sales to profit is good.

4. The calculation of NPM 2015 is as follows:

$$\begin{aligned} \text{NPM} &= \frac{\text{Rp. 250,000,000}}{\text{Rp. 2.251.905.000}} = 11.1017 \\ &= 11.1017 \times 100\% \\ &= 12.17\% \end{aligned}$$

In 2015, the cooperative NPM is 12.17%, a drastic increase in net sales is to create a category of cooperaves to be very good profit because it was above the standard that is $\geq 10\%$, meaning that for every 1 rupiah sales mengh asilkan gain of 0.12%.

5. The calculation of NPM in 2016 is as follows:

$$\begin{aligned} \text{NPM} &= \frac{\text{Rp. 207,889,434}}{\text{Rp. 2,709,594,740}} = 7,6723 \\ &= 7.6723 \times 100\% \\ &= 8.23\% \end{aligned}$$

In 2016 the cooperative NPM is 8.23%, the cooperative returns decreased by about 3.60% thus cooperatives are still categorized well, meaning that in every 1 rupiah sales generate profit of 0.08%

Against Assets Income Ratio (Return On Investment ROI)

ROI measures a company's ability by calculating the amount of assets used in a company's operations to generate profit. ROI is calculated by the formula:

$$\text{Return On Investment} = \frac{\text{Net profit}}{\text{Total assets}} \times 100\%$$

Table 8. Against Earnings Ratio Total Assets (2012-2016)

Year	Net profit	Total assets	% Ratio		Value	Criteria
2012	Rp.50.910.500	Rp.689.043.628	7.3886	8%	75	Good
2013	Rp.37.8 million	Rp.1.397.020.982	2.7058	3%	50	Pretty good
2014	Rp.126.000.000	Rp.2.350.511.632	5.3605	6%	50	Pretty good
2015	Rp.250.000.000	Rp.3.002.502.050	8.3264	9%	75	Good
2016	Rp.207.889.434	Rp.3.020.499.434	6,8826	7%	75	Good

Data Source: RAT Report Close Book of the Year 2012-2016

Calculation and explanation of results Ratio Analysis:

1. The calculation of ROI in 2012 is as follows:

$$\begin{aligned} \text{ROI} &= \frac{\text{Rp. 50.910.500}}{\text{Rp. 689.043628}} = 7,3886 \\ &= 7.3886 \times 100\% = 7.38\% \end{aligned}$$

In 2012 ROI is 7.38%, and fall into either category. This analysis explains how the ratio of total assets to earnings generated during the one year business period, this figure explains that each use of 1 rupiah total assets generate a net profit of 0.07%.

2. The calculation of ROI of 2013 is as follows:

$$\begin{aligned} \text{ROI} &= \frac{\text{Rp. 37.8 million}}{\text{Rp. 1.397.020.982}} = 2.7058 \\ &= 2.7058 \times 100\% \\ &= 2.70\% \end{aligned}$$

In the year of 2013 ROI is 2.70%, this year the cooperative has decreased sharply almost 6%, so the performance of cooperative in this ratio got good enough category, meaning the use of 1 rupiah total assets yielded net profit equal to 0,03%.

3. The calculation of ROI of 2014 is as follows:

$$\begin{aligned} \text{ROI} &= \frac{\text{Rp. 126,000,000}}{\text{Rp. 2,350,511,632}} = 5.3605 \\ &= 5.3605 \times 100\% \\ &= 5.36 \end{aligned}$$

In 2014 ROI was 5.36%, the cooperative increased about 4.06% and by the standards of the Youth Cooperative Tri Karya these numbers still fall into the category quite well, meaning that in every use of 1 rupiah total net assets yield 0.05 k euntungan %.

4. The calculation of ROI 2015 is as follows:

$$\begin{aligned} \text{ROI} &= \frac{\text{Rp. 250,000,000}}{\text{Rp. 3.002.502.050}} = 8,3264 \\ &= 8.3264 \times 100\% \\ &= 8.32\% \end{aligned}$$

By 2015 ROI is 8.32%, the cooperative returns increased by about 3.68% so that the cooperative performance on this ratio gets good category, that means that in every use of 1 rupiah total assets generate net profit equal to 0,08%.

5. The calculation of ROI of 2016 is as follows:

$$\begin{aligned} \text{ROI} &= \frac{\text{Rp. 207,889,434}}{\text{Rp. 3,020,499,434}} = 6,8826 \\ &= 6,8826 \times 100\% \\ &= 6.88\% \end{aligned}$$

By 2016 ROI is 6.88%, cooperative has decreased about 3.20% from the previous year, but cooperative performance in this ratio is still included in good category, meaning that in the use of 1 rupiah total assets generate net profit equal to 0,07% .

Against Income Equity Ratio (Return On Equity)

This ratio measures the company's ability for each currency unit to be the company's capital. In this sense, how much the company gives the yield each year per one currency invested investors to the company. ROE can be calculated using the following formula:

$$\text{Return On Equity} = \frac{\text{Net Profit After Tax}}{\text{Owner's equity}} \times 100\%$$

Table 9. Against Income Equity Ratio (2012-2016)

Year	Net profit	Owner's equity	% Ratio		Value	Criteria
2012	Rp.50.910.500	Rp.266.277.628	19,1193	20%	100	Very good
2013	Rp.37.8 million	Rp.273.287.128	13,8316	14%	100	Very good
2014	Rp.126.000.000	Rp.468.767.128	26,8790	27%	100	Very good
2015	Rp.250.000.000	Rp.918.108.000	27,2299	28%	100	Very good
2016	Rp.207.889.434	Rp.1.980.503.484	10,4968	11%	100	Very good

Data Source: RAT Report Close Book of the Year 2012-2016

Calculation and explanation of results Ratio Analysis:

1. The calculation of ROE for 2012 is as follows:

$$\begin{aligned} \text{ROE} &= \frac{\text{Rp. 50.910.500}}{\text{Rp. 266.277.628}} = 19,1193 \\ &= 19,1193 \times 100\% \\ &= 19.11\% \end{aligned}$$

In 2012 ROE was 19.11%, this figure got very good category because it is above the standard Tri Cooperative Youth work is $\geq 10\%$. This ratio is the ratio of own capital to the profit generated. From these figures can be said that in every 1 rupiah of capital invested to produce a net profit of 0.19%.

2. Calculation of ROE in 2013 adal ah as follows:

$$\begin{aligned} \text{ROE} &= \frac{\text{Rp. 37.8 million}}{\text{Rp. 273.287.128}} = 13,8316 \\ &= 13.8316 \times 100\% \\ &= 13.83\% \end{aligned}$$

In 2013 ROE is 13.83%, cooperative performance has decreased about 5.94%, and is still in very good category, meaning that every 1 rupiah of capital invested produces net profit of 0.14%.

3. The calculation of ROE in 2014 is as follows:

$$\begin{aligned} \text{ROE} &= \frac{\text{Rp. 126,000,000}}{\text{Rp. 468.767.128}} = 26,8790 \\ &= 26,8790 \times 100\% \\ &= 26.87\% \end{aligned}$$

In 2014 ROE is 26.87%, in this year the cooperative experienced a very drastic increase that reached more than 10% from the previous year and very good category. That means that, in every 1 Rupiah the invested capital produces a net profit of 0.27%.

4. The calculation of ROE in 2015 is as follows:

$$\begin{aligned} \text{ROE} &= \frac{\text{Rp. 250,000,000}}{\text{Rp. 918.108.000}} = 27.2999 \\ &= 27.2999 \times 100\% \\ &= 27.22\% \end{aligned}$$

By 2015 ROE is 27.22%, again the cooperative has increased this year which is about 2.09% and got very good category. This means that in the use of every 1 rupiah of capital invested to generate net profit of 0.27%.

5. The ROE calculation for 2016 is as follows:

$$\begin{aligned} \text{ROE} &= \frac{\text{Rp. 207,889,434}}{\text{Rp. 1.980.503.484}} = 10,4968 \\ &= 10,4968 \times 100\% \end{aligned}$$

= 10,49%

By 2016 ROE is 10.49%, in this year the cooperative has a very sharp decline, the rate of decline was not half-hearted almost reached 18% and even this number is smaller than 4 years earlier, so in 2016 the cooperative performance for the ratio own capital to the profit generated during one year period of business experience a bad time. But if viewed from the side of standards set by the Youth Cooperative Tri Karya for this ratio, then the figure of 10.49% in 2016 is still included in the category very well. This means that in this year in the use of every 1 rupiah of capital invested a net profit of 0.10%.

V. Conclusion

Performance Cooperative for Ratio Rotation Receivables on the period 2012 - 2016 in whole could rated Less Good, p this can be known from results calculation and standard value criteria ratio p turnaround iutang that the set by Cooperative Save Borrow Youth Tri Karya, because from results calculation, 40% criteria enough good (Year 2012 and Year 2013), and 60% criteria less good (Year 2014-2016). With thereby domination criteria is Not good. Performance Cooperative for Average Age Ratio Collection Receivables on period 2012-2016 on whole could rated Very Good, because from results calculation and standard value criteria u mur ratio average billing accounts receivable, 40% criteria enough good (Year 2012 and year 2013), 20% criteria good (Year 2015), 40% criteria very both (Year 2014 and in 2016), then on line big could it says performance Cooperative for Average Age Ratio Collection Receivables from the year 2012-2016 greatly Good.

Performance Cooperative for Ratio Comparison Profit Clean After Tax by Volume Sales (*Net Profit Margin*) on period year 2012-2016 on whole could rated Good, because from results calculation and according to standard value criteria ratio comparison profit clean after tax with sales volume, 40% criteria enough good (Year 2012 and year 2013), 40% criteria both (Year 2014 and year 2016), 20% criteria very good (Year 2015), from whole results criteria this could it says that performance Cooperative for Ratio Comparison Profit Clean After Tax with Sales Volume for period the year 2012-2016 is Good.

Performance Cooperative for Ratio Assets To Profit (Return On Investment) on period year 2012-2016 on whole could in value Good, because from results calculation and standard criteria ratio assets to profit 40% criteria enough both (2013 and year 2014), 60% criteria both (Year 2012, 2015, and 2016), from k eseluruhan results criteria this could it says that ratio assets to profit on produce for period the year 2012-2016 is Good.

Performance Cooperative for Own Capital Ratio To Gain (*Return On Equity*) period year 2012-2016 on whole could it says Very Good, p this could seen from results calculation whole and based on standard criteria value set by Cooperative Save Borrow Youth Tri The work, that for five years (2012-2016) performance Cooperative on their own capital to profit generated on whol n is Very Good.

VI. Suggestion

For the performance of collection receivables (loan loans) field, Pemuda Tri Karya Savings Cooperative should further improve the management function of supervision. To increase member awareness about the importance of partnering with cooperatives, especially for awareness of paying the loan and paying it on time, the Pemuda Tri Karya Savings Cooperative can hold member education at least 1 year 3 times in cooperation with the related agencies. In efforts to develop the business and to minimize the number of congestion that will occur, Pemuda Tri Karya Savings and Credit Cooperative should further improve the survey of prospective members, so that lending is targeted and easier in carrying out the billing process in the field.

Bibliography

- [1]. Agus Sartono. (2010). Financial Management Theory and Applications (4 th ed.). Yogyakarta: BPFE.
- [2]. Handoko, T Hani. 2001. Personnel and Human Resource Management, Edition. Second. BPFE, Yogyakarta.
- [3]. Griffin, Ricky W., (1990). Management. Boston: Houghton Mifflin Company.
- [4]. Gitman, Lawrence J. 2009. Principles of Managerial Finance. Boston: Pearson Addison Weasley.
- [5]. Henry Simamora. 2000, Accounting Base for Business Decision Making, Jakarta: Salemba Four.
- [6]. Syamsuddin, Lukman, (2011): Corporate Finance Management. Jakarta: Rajawali Pers
- [7]. Manullang, 2005. Fundamentals of Management. Gajah Mada University Press. P.O.BOX 14, Bulaksumur, Yogyakarta
- [8]. Munawir., 2004, Financial Statement Analysis, Fourth Edition, Thirteen Prints, Yogyakarta: Liberty.
- [9]. Dwi Prastowo and Rifka Juliaty, 2003, Financial Statement Analysis, Second Printing, Yogyakarta: UPP AMP YKPN
- [10]. Bambang Riyanto. 2008. The Basics of Corporate Learning Issue 4 Yogyakarta: BFPE.
- [11]. Vasilyev, V. V., F. Pernasetti, S. B. Rosenberg, M. J. Barsoum, D. A. Austin, N. J. G. Webster, and P. L. Mellon. 2002. Transcriptional activation of avine FSH- β gene by GnRH involves multiple signal transduction pathways. *Endocrinology* 143 (5): 1651-1659.

Devi Petra Mahudin Receivable Management Analysis in Efforts to Increase Profitability on the Safety Cooperation of Youth You Tri works. *IOSR Journal of Business and Management (IOSR-JBM)*, vol. 19, no. 11, 2017, pp. 66-75.