

Muslim Lenders' Perspective on Fintech Investment on the Peer-to-Peer Sharia Financial Technology Platform (Case Study on the Muslim Lenders of PT. Dana Syariah Indonesia in the Province of West Java)



Ahmad Iqbal Tanjung¹, Ahmad Zahro², AH Ali Arifin³

¹Students in the phd postgraduate program in Islamic economics Universitas Islam Negeri Sunan Ampel city of Surabaya, Indonesia

²Professor and Lecturer at Sunan Ampel State Islamic University in Surabaya, Indonesia's Postgraduate Program in Islamic Economics

³Lecturer at Sunan Ampel State Islamic University in Surabaya, Indonesia's Postgraduate Program in Islamic Economics

ABSTRACT: The objective of this study is to investigate the comprehension of the concept of investing in the Sharia-compliant Peer to Peer lending investment instrument PT Dana Syariah Indonesia, and to develop a model of investor behavior based on this understanding.

The focus of this study is to develop a framework for the application of the investor behavior model in the context of investment decision-making.

This study employs a phenomenological research approach, utilizing both primary and secondary data sources. The primary data sources include interviews, observations, and documentation, while the secondary data sources are also utilized. The sources of this study consist of lenders affiliated with PT Dana Syariah Indonesia residing in the West Java Province. The research results are analyzed using various theoretical frameworks, including the Theory of Planned Behavior, Investment Theory, Behavioral Finance Theory, and decision-making behavior.

The findings of this study suggest that the concept of investment for lenders entails a dual objective, encompassing both financial gain in the form of returns and tangible outcomes. Furthermore, the investment decisions of lenders are influenced by thirteen reasons provided by five informants, encompassing past, present, and future orientations. The third implementation of investment refers to the execution or enactment undertaken by the lender regarding the internalization of adopted values, trust in intuition, and confidence in future outcomes. One of the fundamental factors in making investment decisions is the adoption of values, particularly the trust placed in intuition. The act of making a choice or reaching a conclusion. The economic perspective of Sharia-compliant Peer to Peer lending products pertains to the principles outlined in muamalah fiqh. The regulations governing the principles of Muamalah Fiqh are further reinforced by the legal framework, specifically the OJK Regulation and MUI Fatwa.

KEYWORDS: Investment, lenders, Sharia Peer to Peer Lending, Investment Decision Making, Intuition

I. INTRODUCTION

The development of civilization has brought about significant transformations in multiple facets of human existence, notably within the economic domain, particularly finance. This progression can be traced from the early practice of bartering goods to the utilization of gold as a medium of exchange, followed by the adoption of currency and demand deposits, and presently, the emergence of electronic payment systems. E-payment encompasses a variety of types and models, including ATMs, mobile banking, internet banking, and payment channels. The phenomenon of these transactions is frequently described as the digital globalization of the financial sector, wherein financial economic activities are enhanced through the utilization of technological advancements.

In alternative linguistic contexts, it is also referred to as financial technology or Financial Technology (Fintech). According to the monthly report released by the Financial Services Authority (OJK) as of June 20, 2020, there are a total of 158 registered and licensed Fintech operators¹.

There are numerous Fintech funding kinds that are fairly popular in Indonesia, such as type ie²: The Payment System, also referred to as the Payment Gateway or Payment Channel, is an electronic payment service that operates through a dedicated application or mobile phone. A market aggregator is a platform that offers comprehensive information pertaining to financial

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service institutions, including product comparisons, pricing details, features, and associated advantages. The topic of interest pertains to the field of risk and investment management. The fintech in question refers to a digital financial planning platform, which serves as a financial advisor. There are two types of Capital Financing Loans (Online Gotong-Royong Funding) available, namely: a. Loan, Peer-to-Peer Lending The first topic of discussion pertains to the concept of loans, which involves the provision of financial resources to individuals or entities with the expectation of repayment, typically with interest. Loans serve as a means of acquiring funds for various purposes, such as Capital Financing, also known as Peer-to-Peer (P2P) Lending, is a financial service platform that facilitates the connection between Borrowers, who are individuals or entities in need of loans, and Lenders, who are individuals or entities that provide loans or act as investors. This platform operates on the basis of an agreement wherein the Borrowers agree to repay the loan amount along with an agreed-upon profit sharing or interest. Crowdfunding refers to the act of acquiring financial resources by means of a platform in order to support a specific project, encompassing both profit-oriented and non-profit endeavors, with the classification being determined by the project's potential for generating revenue. Crowdfunding can be categorized into three distinct types, namely Equity Crowdfunding, which involves the provision of stock-based rewards as a means of generating profit. Reward crowdfunding refers to a method of fundraising in which individuals contribute monetary resources in exchange for rewards that may include gifts, products, or services. Donation and Crowdfunding refers to a form of philanthropy or charitable giving that does not involve the expectation of financial returns.

The presence of various fintech options facilitates people conducting their economic endeavors in accordance with their specific requirements. Fintech products encompass a wide range of economic activities, including but not limited to payments, transfers, donations, investments, and risk management. Among the various categories of financial technology (fintech), Peer to Peer Lending has experienced significant growth in Indonesia. The development of this particular type of fintech has reached a notable rate of 40%, accompanied by a substantial increase in lending activities by 97.6% year-on-year. Additionally, the payment sector has witnessed a growth of 34%, primarily driven by a 15% year-on-year surge in e-money transactions³.

The official website of the Financial Services Authority (OJK) provides a report. The SWI (Investment Alert Task Force), in collaboration with the Ministry of Communication and Information, has undertaken the action of blocking 1350 fintech entities that are operating illegally⁴. In February 2020, three fintech companies were deregistered due to their violation of provisions and code of ethics⁵.

Certain negative factors have the potential to undermine the appeal of fintech investments for lenders. These factors include delays in profit distribution, delays in capital repayment, and even the absence of profit sharing arrangements. When multiple lenders are involved in raising funds for a financing project, the process can often span several weeks, resulting in a significant loss of time. The investment time is defined as the point at which the total funds, constituting 100% of the investment, are fully collected and transferred to the manager or borrower, specifically in the context of the financing project. Despite the prevalence of fraudulent investments within Indonesia's Peer to Peer Lending fintech sector, as previously mentioned, the interest and enthusiasm of lenders in making investments remains unaffected. The assertion is supported by empirical evidence indicating a significant rise in the quantity of Lender accounts, exhibiting a year-on-year growth rate of 32.15%. This upward trend has resulted in a cumulative total of 659,186 entities⁶.

The observed phenomenon is also evident in bank accounts within West Java Province, where there has been a significant increase of 41.82% year-on-year. This growth has resulted in a total accumulation of 105,967 individual accounts⁷. The number of these accounts in West Java Province, Indonesia, ranks second highest after the Province of Jakarta. This observation indicates that lenders in West Java Province are recognizing the potential of Peer to Peer Lending as a lucrative investment platform.

II. THEORETICAL BASIS

Investment

Investment refers to the act of allocating a specific amount of capital into one or more assets for a predetermined duration, with the expectation of generating income or enhancing the investment's value. With the objective of pursuing financial gain or return on investment to be acquired at a later point in time⁸.

There are two distinct investment categories that are commonly recognized: real assets and financial assets. Real assets refer to investments made in tangible entities such as gold, silver, buildings, vehicles, machinery, and similar assets. On the other hand, financial assets pertain to investments made in documents or letters that represent indirect claims of the owner against the real assets held by the issuing party⁹. This study centers on financial assets, specifically Peer to Peer lending.

Investment in the Context of Islamic Economics

According to consensus among fiqh scholars, it is generally accepted that the legal status of muamalah transactions is permissible (mubah), unless there exists a specific textual evidence that explicitly prohibits them¹⁰. Investment is a fundamental component of muamalah, the Islamic economic system. Within the framework of Islamic Economics, investment is subject to well-defined principles and boundaries that dictate the sectors that are permissible for investment and those that are prohibited.

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There exists a disparity between the recognition of investments under positive law and Islamic law. There exist multiple principles in the field of investing that serve as essential references and foundations for investors. These principles include: The individual expresses a lack of interest in pursuing opportunities for personal gain that are both unethical in nature and obtained through illegitimate means. Furthermore, they emphasize their intention to refrain from engaging in any activities that would involve the utilization of such resources for illicit purposes. Neither unjustly treated nor unjustly treated.

The distribution of income exhibits a sense of justice. Transactions are conducted based on the principles of *ridha* and *ridha* (*an-taradin*). The absence of elements such as usury, *maysir* (gambling), speculation, and *gharar* (uncertainty) is evident¹¹.

The imperative for a Muslim to engage in investment activities is derived from the authoritative sources of Islamic law, namely the Al-Qur'an and hadith, which advocate for the pursuit of investment opportunities.

- QS An-nisa Verse 9¹² it is stated: "And let fear Allah those who, if they leave among them children who are weak, they worry about their (welfare), therefore let them fear Allah and let them speak the truth."
- QS Al-Hasyr Verse 18¹³: "O you who believe, fear Allah and let everyone pay attention to what he has done for tomorrow (hereafter); And fear Allah, surely Allah is Aware of what you do."
- In Sahih Muslim Hadith No. 2898 - The Book of Watering¹⁴ and Sahih AlBukhari Hadith No. 2519 Book of Conditions¹⁵ mentions: "Having told us Ibn Rumh has informed us Al Laits from Muhammad bin Abdurrahman from Nafi 'from Abdullah bin Umar from the Prophet sallallaahu 'alaihi wasallam that he once handed over the date palm gardens to the Khaibar Jews so that they worked on them at their expense own, with provisions; half of the crops they produce for the Prophet sallallaahu 'alaihi wasallam".

Fintech and Peer to Peer Lending

In this chapter, we will examine a specific type of financial technology (Fintech) known as Peer to Peer Lending. This platform distinguishes itself from traditional banks by facilitating connections between fund owners, referred to as Lenders or investors, and individuals seeking loans, commonly known as Borrowers. These interactions occur within a single Peer to Peer Lending service provider. A single funding project or borrower can receive financial support from multiple lenders in order to obtain the necessary funds for the project. The Peer to Peer Lending Platform provides comprehensive details regarding funding project information, encompassing benefits, profit mechanisms and procedures, interest or profit sharing, and costs. Consequently, Lenders are afforded the autonomy to select the funding project they wish to support or provide a loan to.

In the context of the Financial Services Authority (OJK), P2P lending is defined as "Information Technology-Based Borrowing and Borrowing Services" (LPMUBTI). This financial innovation leverages technology to facilitate transactions between lenders and borrowers, enabling the exchange of loans without the need for physical interaction.

In-person communication. The lending and borrowing process is facilitated by a system offered by Fintech Lending Organizers, utilizing both applications and websites¹⁶.

Behavior in Decision Making

There exist multiple factors that necessitate consideration when making a decision. The factors that can be identified include the internal environment, group dynamics, external environment, knowledge management, individual dynamics, values, and ethics (including religion and philosophy)¹⁷. Behavior is enacted with the intention of attaining a desired outcome, even if said outcome is not readily apparent to the individual engaging in the behavior. The motivational stimuli of an individual often operate beyond their conscious awareness, thereby posing challenges in their observation and evaluation. The term "behavior" is employed to denote externally observable patterns of activity, while "psychology" pertains to the examination of the degree of intensity in exertion¹⁸.

When making a decision, it is important to take into account various factors, including the internal environment, group dynamics, external environment, knowledge management, individual dynamics, values, and beliefs, which may encompass religion and world view¹⁹. In order to comprehend the visual representation depicted in the subsequent image:



Image of decision making process

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Intuition

Intuition refers to the cognitive capacity to comprehend something without relying on logical reasoning or intellectual processes. The term "intuition" originates from the Latin verb "intueri," which can be translated as "to consider," or from the English verb "intuit," meaning "to ponder"²⁰. The majority of individuals residing in the Eastern Region hold a significant regard for intuition in relation to matters of religion and spirituality. Multiple interpretations associated with this intuitive perception emerge from textual references found in diverse religious traditions²¹.

III. RESEARCH METHODS

This study employs phenomenological research methodology to elucidate the essence of perception and knowledge, offering a descriptive account of the direct human experience²². The principles governing phenomenological research were initially introduced by Husserl. Husserl introduced a method for elucidating meaning by rendering explicit the latent structure of experience. Another important concept within the field of phenomenology pertains to intentionality and intersubjectivity. Additionally, it acknowledges the term phenomenological hermeneutic, which was originally introduced by Heidegger²³. This theory was also formulated by Creswell, as cited by Eddles-Hirsch (2015), who posited that qualitative research is a methodological approach focused on analyzing and describing the lived experiences of individuals within the context of their everyday reality²⁴. This theory aligns with Hegel's proposition that the theory of phenomena pertains to the manner in which experience becomes evident in consciousness. Hegel elucidates that the theory of phenomena constitutes a scientific discipline that delineates the subjective sensations and comprehension that individuals encounter within their consciousness and through their personal encounters²⁵. The term "phenomenon" refers to any manifestation that originates from the cognitive processes of the mind. The formation of human perspectives and understanding of the world is influenced by experiences, thereby giving rise to perception and insight. Consequently, the researchers at this institution are motivated to investigate the significance and subjective encounter of lenders when engaging in investments within the Fintech Platform P2p Lending Syariah.

IV. FIELD DATA FINDINGS

PT Dana Syariah Indonesia is a financial technology company that operates in the field of cash-based lending or direct borrowing through Peer to Peer (P2P) lending, adhering to sharia principles. It was established at the end of 2017 and is registered with the Financial Services Authority (OJK) under the registered number: S-384/NB.213/2018. In addition to possessing a permit in the year 2021²⁶. The study primarily examines property project funding, with five individuals identified as informants: AB, DGA, RD, MM, and CL. These informants serve as lenders at PT. Indonesian Sharia Fund and possess the following identities:

Table 1

No	Name	Ethnic	Age	Gender	Last Education	Status	work
1	AB	Java	30	Man	Bachelor Degree	Married	self-employed
2	DGA	Batak	34	Man	Associate Degree	Married	Private sector employee
3	RD	Batak	31	Man	PhD on going	single	Expert Staff of the DPR-RI Commission II
4	MM	Sunda	32	Woman	Bachelor Degree	Married	civil servant
5	CL	Java	34	Woman	Master Degree	Married	Private employees (teachers)

A. According to the lenders, the definition of investment, as derived from the outcomes of interviews, is as follows:

- According to AB, investment refers to the act of allocating a portion of funds that are not currently utilized, with the intention of enabling them to generate additional income indirectly.
- DGA: "Investment can be likened to the act of investing. For instance, consider a scenario where a friend operates a stall business or sells fried rice. While possessing the necessary skills and a cart, they lack sufficient capital. In such a situation, I contemplate the possibility of injecting my funds into the venture. However, I propose that if the business generates profits, the earnings shall be evenly distributed, with each party receiving half of the total profit."
- RD: "What strategies can be employed to allocate funds towards investments that generate passive income, thereby allowing for financial growth without worker involvement?"
- MM: "Passive income is a viable means of generating financial returns, and investment holds significant importance as it pertains to long-term financial planning."
- CL CL: "Means to achieve goals; the goal is to increase income; therefore, investment is a means or driving force in changing money, land, or assets to make a profit."

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B. Investment Motive

Schutz posits that motivation can be categorized into two distinct action phases, specifically referred to as "in order to" motives and "because" motives²⁷. Gunderson and Muzzetto present a concise explication of the definition.

- The presence of motives, specifically actions that pertain to previous events. The actions taken towards an individual must be grounded in a past event or circumstance that prompted the individual to engage in said actions²⁸.
- In order to motivate individuals, it is essential to consider motives that pertain to future actions. The necessity for an individual's actions to possess a pre-established objective is evident²⁹.

This categorization will primarily examine identities that are characterized as types, which serve as explanatory frameworks for understanding social construction through habitual behavior³⁰. An individual who seeks theoretical and practical guidance from past events in their investment decisions is commonly referred to as a "historical investor" or a "experienced investor". Conversely, an investor who places greater emphasis on current market conditions is known as a "contemporary investor" or a "trader". Conversely, individuals with the ability to envision events and trends in the distant future are referred to as "long-term" or "future" investors.

C. Historical lenders

Historical lenders refer to individuals or entities that have engaged in funding activities over an extended period of time. The repetition of funding occurs when a lender provides financial support for a project, completes it, and subsequently proceeds to fund the next project either with the same initial capital or with the addition of new capital. This pattern of funding repetition occurs consecutively for more than two instances.

The span of years can also be understood as a duration exceeding two years. Therefore, they possess a satisfactory level of knowledge in the domain of funding within the Fintech lending sector and perceive investment as an essential factor in augmenting revenue.

Out of the total of five informants, three informants, specifically AB, RD, and MM, were classified under the Historical category as lenders.

D. Current Investors/Contemporary Investors/Lender

The contemporary investors represent individuals who possess present-day motivations. The concept of "living for today" or engaging in short-term decision-making refers to the practice of meeting immediate needs and prioritizing everyday life. Based on the aforementioned psychological factors, it is appropriate to classify this type of investor as a "contemporary" investor³¹.

Based on explanations provided by various sources, it is observed that a significant proportion of investors are presently employing the term "so" as a rationale for their actions. The motive linked to this particular category of investor is commonly known as the "so that" motive.

Lenders are categorized by researchers according to the length of time for which they provide funding. These classifications include Short Term Lenders, Medium Term Lenders, and Long Term Lenders.

- A short-term lender refers to a financial institution or entity that provides loans or credit facilities for a relatively brief duration. In the context of stock transactions, it is common for day traders to engage in multiple buying and selling activities within a single day. The primary objective is to generate financial gains, commonly referred to as capital gain. According to this particular definition, scholars characterize lenders who provide funding with a duration of four months or less as Short Term Lenders. The informants encompassed within this particular category are AB, MM, and CL.
- A medium-term lender refers to a financial institution or entity that provides loans or credit facilities for a moderate duration, typically ranging from a few months to a few years. Swing trading refers to a trading style employed by traders who hold their positions for a longer duration compared to day trading. In the context of Fintech Lending funding, the term "Medium Term Lender" refers to a funding entity that allocates funds towards projects with a medium duration, specifically those lasting more than 4 months but not exceeding 8 months. There exists a sole informant who can be classified within this specific category, specifically referred to as DGA.
- The LongTerm Lender is the entity that provides funding for the longest duration in a project, typically exceeding 8 months. The sole informant falling under this category is RD.

E. Future Investor/Planning Lender

The term "future investor" pertains to individuals who engage in the buying and selling of stocks in anticipation of long-term investment gains, driven by their predictions regarding the future behavior of the market.

In the context of Fintech Funding Investments, prospective investors (intended lenders) are individuals or entities who engage in long-term funding initiatives, seeking to avoid the burden of periodic or short-term funding commitments and instead focus on sustained funding projects. The inclusion of lenders in the Long Term Lender is a topic of consideration.

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F. The results of the lender interview

Based on the findings obtained from the conducted interviews, a tabular representation is constructed to depict the phenomenon of lender investment decision-making behavior:

Table 2

no	Theme	Informant				
		AB	DGA	RD	MM	CL
1	Reasons for Investing					
a	Dissatisfaction with the profits of the banking sector	√	√	√	√	√
b	Avoiding Consumptive Behavior	√	√	√		
c	Accustomed to Making Investments Previously	√		√	√	√
d	Need extra income	√	√	√	√	√
e	Wealth increases in the future	√	√	√	√	√
f	Profitable funding investment	√	√	√	√	√
g	Protect funds from inflation			√	√	√
h	Assuming investment is the world of the future	√	√	√	√	√
i	For additional housing construction funds	√			√	√
J	Sharia Compliant	√	√	√	√	√
k	Funding that hits			√	√	√
l	Increase financial intelligence		√			
m	Easy/Efficient/Simple	√	√	√	√	√
n	Dissatisfaction with the profits of the banking sector	√	√	√	√	√
o	Avoiding Consumptive Behavior	√	√	√		
2	Motives in making investments					
a	Cause (past orientation)					
1)	Get used to investing	√		√	√	√
2)	Dissatisfaction with other Investment Instruments	√		√	√	√
3)	Environmental Influence (Family/Mother/Friends)		√	√		√
b	Agar (present orientation)					
1)	In Order to Get Profits	√	√	√	√	√
2)	So that money is not idle/productive money	√	√	√	√	
3)	Not Consumptive		√			
c	For (Future Orientation)					
1)	To Increase Wealth	√	√	√	√	√
2)	For Precautions/Future	√	√	√	√	√
3)	To Maintain Value Inflation			√	√	√
4)	For additional costs to build a house	√			√	√
3	Category					
a	Experienced Investor	√		√	√	
b	Today's Investors	√	√	√	√	√
c	Planned Investors					√
a	Experienced Investor	√		√	√	
4	Identity					
a	Short Term Lender (funding project ≤4 months	√			√	√
b	Medium Term Lender (funding projects > 4 months to ≤ 8 months.		√			
c	Long Term Lender (funding project > month)			√		
5	Definition of investment					
a	Set aside some funds, make it productive to get income	√		√		√
b	Maintain the intrinsic value of the currency/inflation			√	√	
c	Future passive income gain				√	
d	Investment with shared profits		√			

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e	Means of adding income / rupiah coffers	√				√
6	What needs to be prepared in Funding Investment in Fintech lending					
a	Company Selection Fintech lending	√		√	√	√
b	Selection of Funding Projects	√	√	√	√	√
c	Choosing the Highest Yield	√	√	√	√	√
d	Choose a Short Term	√			√	√
e	Choose a Medium Term		√			
f	Choose Long Term			√		√
g	Choose Funding Project Grade					√
h	Combining All Funds in One Funding Project		√			
i	Separation of Funds in several Funding Projects	√		√	√	√
7	Analysis in Funding Decision Making in Fintech lending					
a	Fundamental Analysis	√	√	√	√	√
b	Analysis of the characteristics of the funding program	√		√	√	√
c	Sharia Product Contract	√	√	√	√	√
d	Efficiency or Ease in Transactions	√		√	√	√
e	Corporate Responsiveness	√		√	√	√
8	Analysis in Ending Funding decisions					
a	Don't Want to End/Continue Funding	√	√	√	√	√
b	Build a house	√			√	√
c	Urgent needs	√	√	√	√	√
d	Declining Company Performance			√	√	√
e	Profit sharing Decreasing				√	√
9	Things that influence / determine the investment decision					
a	Cognitive Factors: Knowledge of Funding Investments					
1)	Fundamental, data about the company	√	√	√	√	√
2)	Technical analysis (future profit)	√	√	√	√	√
b	Conative factor / habit					
1)	Provide risk & return targets (planning)	√	√	√	√	√
2)	time targets	√	√	√	√	√
c	Affective/emotional factors, influenced by:					
1)	Experience	√		√	√	√
2)	Age	√	√	√	√	√
3)	Gender	√	√	√	√	√
4)	Personality	√	√	√	√	√
5)	Intuition	√	√	√	√	√
d	Expected emotion/Emotion After Decision Making	√	√	√	√	√
e	Immediate Emotions					
1)	The main job	√	√	√	√	√
2)	Social factors, family, friends		√	√		√
3)	Rumors		√	√	√	√
10	Average profit per year	18-20%	16-18%	18-20%	18-20%	16-18%
11	Start Funding at Fintech lending	2018	2020	2018	2020	2020
12	Values					
a	Halal	√	√	√	√	√
b	Subjective interests and objective interests	√	√	√	√	√
c	productivity	√	√	√	√	√
d	Benefits	√	√	√	√	√

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V. ANALYSIS OF DISCUSSION RESULTS

A. Analysis of Discussion Results

The decision-making process pertaining to investments in fintech lending is intricate, primarily due to the presence of various risks and uncertainties. Investors or lenders may be exposed to the potential risk of asset loss in the event of decision-making errors.

The rate at which investment project funding is accelerated in Peer to Peer Lending plays a crucial role in determining the level of success achieved in investment endeavors. Investors who hold the belief that funding investment projects in Peer to Peer Lending aligns with the principles of halal finance are more likely to exhibit a favorable disposition towards this activity. This positive attitude can enhance their psychological capacity to generate financial gains.

The Peer to Peer Lending Platform is an investment instrument that prioritizes fundamental factors, with fundamental analysis serving as the foundation for evaluation. Lenders will appraise company growth, evaluate TKB³², assess funding products, and consider associated risks in a more logical manner. Objective interests and subjective interests serve as the primary criteria for the five individuals involved in the lender's decision-making process in Peer to Peer Lending. The key determinant for these five individuals, as revealed in the interview, is the requirement for the funding to adhere to Sharia principles. AB asserts that the primary and secondary foundations of profit should be devoid of any unnecessary embellishments, as per the concept of "no frills sharia." According to the DGA, it is required for the company to be registered with the OJK and possess an element of sharia as the primary foundation prior to generating profits. RD expressed concerns about the limited decision-making and funding allocation during the selection process. However, their primary objective was to ensure that the funds they invested adhered to sharia principles and were utilized for sharia-compliant processes or activities. MM emphasized the significance of sharia by reiterating two crucial phrases during his interview, stating, "The foremost priority for me is the utilization of sharia principles." Furthermore, CL expressed the view that the implementation of sharia law is an absolute necessity.

The concept of Doctrine³³ is a subject of academic interest and analysis. The primary focus in funding decisions within Peer to Peer Lending is the consideration of religion, specifically the adherence to halal-based sharia principles, which is both comprehended and relied upon by lenders. It is important to note that subjective and objective interests are not disregarded. The five lenders unanimously assert that funding instruments employed in the Peer to Peer lending platform must align with sharia principles.

B. Analysis of lender funding decisions

1. Company Profiles

The present document provides an overview of the company's background and operations. The assessment of the company profile holds significant importance in formulating the investment strategy, as it enables analysts to conduct both fundamental and technical analyses of the company and the investment product under consideration. The utilization of fundamental analysis by informants for evaluating company performance, which encompasses financial reports, company economic conditions, as well as permits and government regulations as stipulated in OJK regulations, is of interest. The informants employ technical analysis as a means of forecasting future returns by analyzing historical data. The informants acquire and analyze information regarding the company profile through various sources such as television, social media platforms, and websites. The determination of the investment plan is primarily influenced by the most crucial factor, which involves conducting a comprehensive analysis of the company and the investment product. This analysis encompasses both fundamental and technical aspects, as performed by the informants. The utilization of fundamental analysis by informants for the evaluation of company performance, encompassing financial reports, company economic conditions, as well as permits and government regulations, is incorporated within the regulations established by the OJK. The informants employ technical analysis as a method to forecast returns by analyzing historical data. The informants acquire information regarding the company profile through various sources such as television, social media platforms, and websites, and subsequently engage in the analysis of said information. In addition to the inclusion of permits and government regulations, the OJK regulations are also encompassed. The informants employ technical analysis as a means of forecasting future returns by analyzing historical data. The informants obtain and analyze information regarding the company profile from various sources such as television broadcasts, social media platforms, and websites. In addition to the aforementioned factors, it is important to consider the permits and government regulations that are encompassed within the regulations set forth by the OJK. The informants employ technical analysis as a means of forecasting returns by relying on historical data. The informants acquire information regarding the company profile through various sources such as television, social media platforms, and websites, subsequently engaging in analysis.

2. Time Horizon

The time horizon, which refers to the duration of an investment, was not definitively determined by the five participants in their investment experience with DSI. These individuals expressed satisfaction with their investment outcomes and the benefits they received. However, when it comes to funding projects within a specific timeframe, the five lenders exhibited

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differences in their approach. These differences were based on the lenders' level of trust in managing their investment funds. AB, MM, and CL preferred short-term funding as they aimed to quickly obtain returns and reinvest their funds. On the other hand, RD opted for long-term funding, as they did not have an immediate need and believed that a longer investment period would yield higher returns. DGA, however, chose a medium-term investment period due to their discomfort with long-term commitments and the lack of immediate returns.

3. Return and Risk Profile

The return profile refers to the anticipated profits that will be obtained in the future as a result of an investment. It is closely linked to the risk profile, which represents an individual's willingness to tolerate potential risks associated with investing. In an alternative context, a risk profile refers to an assessment conducted to determine the extent to which an investor is capable of tolerating potential risks.

The five individuals involved in this study have thoroughly examined and analyzed the potential outcomes related to both investment returns and associated risks. They acknowledge that investments inherently involve risks that are commensurate with the anticipated returns.

The five informants conducted an analysis of the risk and return associated with their investment, employing both fundamental analysis and technical analysis.

4. Asset Allocation

The allocation of investment funds for lenders at DSI is divided into multiple funding projects. This decision was made due to the gradual investment of capital by lenders, wherein the amount of funding was increased during periods of surplus funds and withdrawals were made when lenders had specific needs. According to the lenders, the allocation of project funding serves as a strategy to mitigate potential losses.

5. Periodic Reviews

Lenders engage in periodic evaluation or monitoring of investment progress, which is conducted at regular intervals, in accordance with the duration of the completed funding project. Lenders conduct periodic evaluations by incorporating updated information on DSI's growth and development, as well as TKB (return success rate).

C. Perception The five pillars of analysis encompass information that facilitates the acquisition of knowledge

The analysis of this data yields a comprehensive comprehension of the PT. Sharia Funds' environment, thereby establishing it as a perceptual observation. According to Bem (1972), self-perception is influenced by two key factors: attitude, which refers to the individual's liking or disliking towards something, and belief, which involves the acceptance of information as true, leading to the formation of beliefs. Additionally, Bem's analysis of the five pillars provides valuable insights into the process of belief formation.

D. Intuition as a Basis for Muslim Lenders in Making Investment Decisions at PT. Indonesian Sharia Fund

Intuition and insight play distinct roles in the decision-making process. Intuition is typically acquired through random or non-sequential modes of information processing³⁴, while insight is obtained through a more prolonged process of sensory observation. The process of judgment can be influenced by intuition, which can manifest through either emotional or cognitive factors. De Vries et al. (year) found that individuals experiencing positive affect are inclined towards an intuitive decision-making style, whereas individuals experiencing negative affect are more likely to adopt a deliberative approach, characterized by careful consideration of available options and involvement of all relevant parties (De Vries et al)³⁵.

Intuition, in a literal sense, can be understood as a subjective sensation or internal resonance of the psyche that enables the perception of something, subsequently exerting an influence on one's attitudes, verbal expressions, and behavioral tendencies. The highest level of intuition can manifest itself as a form of revelation, as observed in the experiences of the Prophets.

While other individuals can serve as sources of inspiration, it is important to consider the power of one's own thoughts³⁶. Decisions that are derived from intuition tend to possess a greater degree of subjectivity, as they are influenced by external suggestions, psychological factors, and personal biases.

Within the Islamic tradition, the acquisition of truth is believed to stem from multiple sources, including intuition, rationalism, and empiricism. Rationalism, which emphasizes the necessity of proof, logic, and the analysis of factual evidence, is considered a valid means of attaining truth. Similarly, empiricism, which posits that knowledge is derived from the direct experience of the human senses, is also recognized as a legitimate source of truth in Islam³⁷. The informants' investment decisions are influenced by institutions that embody religious beliefs and norms, guiding their actions in various aspects of life. In this particular instance, the informants' intuition, which pertains to religious guidance in decision-making, can be understood as the outcome of the application of sharia principles to DSI products. The sharia compliance of a product refers to the set of norms that the five informants are obligated to adhere to during their interviews. Additionally, the informants provide narratives that express their conviction in the soundness of their investment decisions.

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1. AB expresses a preference for Sharia law and highlights the presence of Sharia-compliant features in a particular context. They emphasize the importance of adhering to Sharia principles in their decision-making process, particularly in relation to avoiding prohibited activities. The individual further underscores the Sharia compliance of the product, project, and real sector, emphasizing the minimal risk associated with the housing project.
2. According to the DGA, when the profit exceeds the deposits, there is an incorporation of sharia principles.
3. In his quest to explore the concept of Sharia, RD expressed his intention to seek information on this topic from P2PI. He acknowledged that while P2PI may not necessarily be the sole source for understanding Sharia, it was his primary focus in this Endeavor. Personally, I prioritize ensuring that the funds I invest are in accordance with Sharia principles, which adhere to Islamic law. It is important for me to exercise caution when investing in activities that do not align with my beliefs. However, the availability of Sharia-compliant funding provides me with a sense of tranquillity, as it ensures that economic activities are conducted in a manner that does not harm others. This is achieved through a profit-sharing policy, as opposed to an interest-based investment policy, where returns are determined by the size of the investment.
4. MM, "When selecting an investment, the primary criteria are determined by religious norms". From a practical standpoint, I conducted independent research and made deposits prior to selecting an investment option. Ultimately, I opted for the one with the least amount of risk. Additionally, it is worth noting that some individuals may choose to utilize Sharia contracts in their investment decisions, correct? The primary requirement for my investment is that it adheres to a sharia-compliant contract. I have come across numerous sharia-compliant start-ups, particularly in the peer-to-peer lending (P2PL) sector. I have personally conducted research to ensure that the P2PL platforms I choose align with sharia principles. In terms of investment selection, prioritizing adherence to sharia principles is of utmost significance to me.
5. The consideration of CL in investment decision-making encompasses several key factors, including the thorough evaluation of company licensing, the investment model employed, the anticipated benefits derived from the investment, and the adherence to Sharia principles. The process of selecting and making investment decisions involves the utilization of five informants. These informants primarily rely on intuition, while also incorporating rational considerations and strategic planning.

E. CONCLUSIONS

Based on the problem formulation, research objectives, and findings, the subsequent answers and conclusions can be inferred.

1. Inquiries pertaining to the motivations behind the investment of Muslim lenders in the Indonesian Sharia Peer to Peer lending PT, specifically focusing on the Sharia aspect. The study revealed that there were 13 factors identified as the motivations for the five informants who transitioned into becoming lenders at PT. DSI. These factors include dissatisfaction with the benefits offered by the banking sector, the desire to avoid consumptive behavior, and a tendency to engage in previous investment activities.

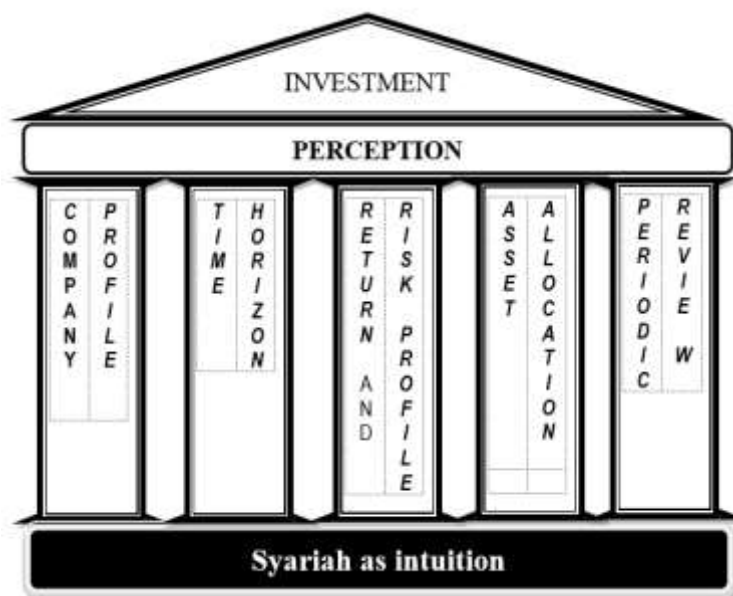
The necessity for supplementary earnings. The potential for future wealth accumulation is anticipated to rise. Investment funding is deemed to be a lucrative endeavor. Safeguarding funds against the erosive effects of inflation is a crucial consideration. The realm of investment is widely regarded as a pivotal aspect of the future. In order to secure supplementary financial resources for the construction of residential dwellings, In accordance with Sharia law, funding that is deemed permissible Enhancing financial literacy and promoting user-friendly and streamlined approaches.

The lender's investment decisions are further categorized into three distinct investment motives, namely, for more specific reasons.

- a. One of the causes that can be identified is a past orientation, which encompasses several factors. Firstly, individuals may be accustomed to investing, indicating a familiarity and experience with investment activities. Secondly, dissatisfaction with other investment instruments may play a role, suggesting that individuals may have found alternative investment options to be unsatisfactory. Lastly, environmental influences, such as familial or peer relationships, can also contribute to the cause, as individuals may be influenced by the investment behaviors and attitudes of their family members, particularly their mothers, or friends.
 - b. The aforementioned objectives encompass the following: to generate profit, to ensure the productive utilization of money, to prevent its idle state, to avoid excessive consumption, and to enhance comprehension of investment principles.
 - c. The concept of future orientation encompasses several aspects, namely the pursuit of wealth accumulation, the adoption of precautionary measures for future uncertainties, the maintenance of inflation rates, and the allocation of funds for additional house building expenses.
2. The second is about what is the meaning of investment for Muslim lenders in P2PL Syariah PT. Indonesian Sharia Fund in West Java Province?

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- a. The answer to the question "how" encompasses the meaning of a response that seeks information regarding conditions, clarity, or the process of accomplishing something. In the context of this case, the concept of investment among Muslim lenders in West Java Province encompasses a comprehensive understanding for the participants involved. This understanding encompasses various aspects, such as the acquisition of relevant information, the consideration of selection criteria and investment decisions, the conduct of thorough analysis, and the incorporation of elements such as objectives, expected returns, timeframes, and potential losses.
 - b. The five informants unanimously agree on the definition of investment objectives. They perceive investment as a means to attain returns from two distinct perspectives: spiritual blessings and material gains.
3. In terms of how to implement the meaning of investment on the behavior of Muslim lenders in investing in Sharia P2PL PT. Indonesian Sharia Fund in West Java Province? The present implementation refers to the application or execution conducted by lenders, encompassing the internalization of previously adhered values. It involves placing trust in intuition, which serves as a fundamental element in decision-making. Additionally, various factors come into play, including subjective and objective interests, as well as the significance of investor happiness. The decision-making process of investors, particularly in relation to investment decisions and the termination of funding, can be seen as a manifestation of their cognitive perceptions and attitudes towards the concept of investment. Diverse perspectives and attitudes regarding the interpretation of investment give rise to varying rationales and motivations for behavior, particularly in the determination of investment duration.
 4. The topic of discussion pertains to Sharia-compliant peer-to-peer lending investment. The user's text is not clear enough to be rewritten academically. Could you please Indonesian Sharia Funds, in accordance with the principles of Islamic Economics, are akin to other Sharia-compliant investment instruments. These funds adhere to the muamalah fiqh, which posits that "the default ruling for all forms of muamalah is permissibility, unless there exists a valid prohibition." The legal framework governing this matter consists of several regulations, namely the OJK Regulations and MUI Fatwa. The OJK Regulations include Number 77/POJK.01.2016, which pertains to Information Technology-Based Money Lending Services, and Number 13/POJK.02/2018, which addresses Digital Financial Innovation in the Sector of Financial Services. Additionally, the MUI Fatwa comprises number 116/DSN-MUI/IX/2017, which pertains to Sharia Electronic Money, and number 117/DSN-MUI/II/2018, which addresses Information Technology-Based Financing Services Based on Sharia Principles.
 5. The present study examines the factors influencing lender behavior in the investment decision-making process of Sharia Peer to Peer Lending PT. Dana Syariah Indonesia. The study posits that lender behavior is primarily guided by intuition, which is further reinforced by five key pillars of analysis, namely Company Profile, Time Horizon, Return and Risk Profile, Asset Allocation, and Periodic Review. These pillars serve as a foundation for the formation of trusted information, which subsequently shapes lenders' perceptions. As depicted in the accompanying image



6. In essence, the 5 pillars are propelled by rational analysis in order to generate perceptions, while intuition, characterized as irrational reasoning, serves as an alternative driving force.

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