

## Accounts Receivable Turnover Analysis In Increasing Net Profit At PT. (Persero) Indonesia Credit Protection Medan Branch

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### ABSTRACT

The research conducted by the author aims to determine and describe the decline that occurred from the level of receivables turnover, and how the level of receivables turnover in increasing net income at PT. (Persero) Indonesia Credit Insurance which analyzed the company's financial statements. This type of research is descriptive qualitative, with the object of research seen from the financial statements of PT. (Persero) Indonesia Credit Insurance Medan Branch. Where in this study was conducted by analyzing the amount of the company's receivables, and also from the level of the company's net income. The results showed that the decline in receivables turnover was due to the increasing number of company receivables each year. Likewise, the company's net profit also decreased, which was due to a decrease in the company's income, as well as an increase in the company's expenses. Meanwhile, the decline in receivables turnover has a negative impact on the company's net profit.

**Keywords:** Accounts Receivable Turnover and Net Profit.

## **INTRODUCTION**

In general, the purpose of a company from an economic point of view is to make a profit (make a profit), maintain the viability and continuity of the company, and grow into a large and powerful company. Capital can work because the financial success of a company can only be achieved with proper management, especially with proper financial management. According (R.S, 2002, p. 234), net income is the difference between all income and profit and all costs and losses. According (Wild, John, K.R. Subramanyam, 2010, p. 25), net income is the company's ongoing business profit after deducting interest and taxes. According (Mulyadi, 2009, p. 513), there are several factors that affect profits. For example, the cost of acquiring or processing a product, the selling price of a product or service, and the level of sales volume that affects mass production. service. According (Kasmir, 2012, p. 293), the purpose of accounts receivable is to increase sales, increase profits and maintain customer loyalty. As sales increase, so does profit. Accounts receivable generally arise from the sale of goods or services by credit. In fierce business competition, companies need to be able to gain market position, so companies need to implement credit sales strategies to increase sales (Novien Rialdy, 2019). However, as a result of this policy, the amount of receivables, bad debts and other expenses may increase as the amount of receivables increases.

Attention should be paid to the increase in accounts receivable due to the increase in bad debts. Therefore, before a company decides to sell in credit, it first considers the amount of funds invested in accounts receivable, terms of sale and payment requirements, possible non-performing loans (non-performing loans), and the cost of processing the receivables. is needed (Zulia Hanum, 2021). An increase in company-owned accounts receivable means a large amount of money owned by a low-productivity company, so companies need to be aware of asset receivables. Therefore, the company's working capital is still included in the accounts receivable. The company is in a normal condition where the company can operate stably for a long period of time (Pandapotan Ritonga, 2020). A company's profitability means that it can use working capital efficiently, reduce the company's accounts receivable and generate large profits, so that the company has no difficulty in paying off debt both in the short and long term. ... pt. Credit Insurance Indonesia is a state-owned enterprise (BUMN). The purpose and goal of establishing PT Askrindo is to provide a solution to the problems that small and medium-sized enterprises (MSMEs) face when accessing a bank's credit system: lack of security. To solve this problem, the Government has issued PT Asuransi Kredit Indonesia (abbreviated as PT Askrindo) in January 11, 1971 (PP) No. 1/1971 on National Capital Participation of the Republic of Indonesia to establish limited liability. Was established. A company in the field of credit insurance with shareholders of Bank Indonesia. And the Ministry of Finance of the Republic of Indonesia.

**Table 1 Receivable Turnover Data and Company Profit**

<i>Year</i>	<i>Accounts Receivable Turnover</i>	<i>Net Profit</i>
2018	3 Kali	(Rp.3.482.922.775)
2019	6 Kali	Rp.3.586.420.553
2020	9 Kali	Rp.2.785.185.154
2021	8 Kali	Rp.16.363.167

*Source: Processed Financial Report*

According to Bambang Riyanto (2008, p. 65), increasing accounts receivable turnover improves profitability and ultimately affects the turnover of business assets, which in turn affects the company's revenue level. Give. The efficiency of accounts receivable management is characterized by a high turnover rate of accounts receivable (Fitriani Saragih, Novien Rialdy, 2021). The higher the turnover rate of accounts receivable, the larger the annual surplus. High net profit indicates good performance of the company. The above phenomenon is inconsistent with (Bambang Riyanto, 2011, p. 65) theory that the higher the turnover rate of accounts receivable, the more likely it is that profits will increase. High profitability is affected by the level of profitability. In other words, it shows that the health of the company is improving. (Januri, 2015) found that accounts receivable turnover, inventory turnover, and working capital turnover at the same time partially affect a company's level of profitability.

## **LITERATURE REVIEW**

### **Definition of profit**

According (Stice dan Skousen, 2009, p. 40) Depends on all transactions and other events and circumstances that affect the business during the period other than those arising from the transaction and the owner's income or investment. According (R.S, 2002, p. 245), profit is the difference between income and expenditure associated with efforts to earn income in a particular time period. According (Sofyan Syafri Harahap, 2015, p. 115), profit is an increase in capital value from accidental transactions that are not the company's main activity, and transactions that affect the company or other events during a particular period. is. Derived from the result or investment by the owner. (Zain, 2008, p. 29), on the other hand, found that an increase in capital (net worth) affects an entity during a period of time, except for incidental transactions or transactions that rarely occur by the entity, and those included in earnings. It states that it is due to a transaction or other event Or an investment by the owner. And according (Hery, 2012, p. 45), profit is the ratio of income to expenditure, and if income exceeds expenditure, the result is net income. Companies are typically set up to achieve the specific goal of making optimal profits with minimal sacrifice. To achieve certain things, we need to plan and manage each business activity so that the company can fund all on going activities.

### **Understand financial statements**

According (Ikatan Akuntan Indonesia, 2012, p. 2), financial statements are at the forefront of the accounting process. Complete financial statements typically include balance sheets, income statements, balance sheet changes statements (which can be viewed in different ways, such as cash flows and cash flow statements), notes, and other reports. And an integral part of the financial statements. On the other hand, according (Munawir, 2010, p. 7), a financial report consists of a list of balance sheets or financial items and a list of profit and loss lists. Recently, it has become common for companies to add a third list, the surplus list or the undistributed profit (retained earnings) list.

### **Purpose of financial statements**

According (Kasmir, 2012, p. 10), the purpose of financial statements is to provide financial information for a company both at specific times and for specific periods of time.

### **Degree type**

According (Munawir, 2010, p. 6), an annual account is created to give an overview, or a regular progress report is produced by the relevant management.

### **Purpose of financial statement analysis**

According to (Kasmir, 2012, p. 68), the analysis of financial statements aims to add data from the information contained in financial reporting.

### **Balance sheet analysis method**

(Kasmir, 2012, p. 69), There are two types of commonly used financial statement analysis methods.

1. Vertical (static) analysis
2. Horizontal (dynamic) analysis

### **Degree component**

The financial reporting by (Ikatan Akuntan Indonesia, 2012, p. 2) consists of the following components:

- 1) Balance
- 2) Income statement
- 3) Statement of changes in shareholders' equity, etc.
- 4) Cash flow statement
- 5) Notes on annual accounting

### **Accounts Receivable Turnover**

According (T.Harrison, 2007, p. 95), accounts receivable are "company invoices to customers, buyers, or other parties who purchase company products." According (Martani Dwi, 2012, p. 286), a claim can be broadly defined as a right or claim to another party for money, goods, and services. However, for accounting purposes, this term typically applies to accounts receivable that are expected to be settled by cash receipts. Accounts receivable consists of accounts receivable and other accounts receivable. Soemarso (2002, p. 338) proposes to group claims into two groups.

1. Accounts receivable are accounts receivable from the sale of goods and services that are in the normal business process of a company or are also known as accounts receivable.
2. Other (non-accounts receivable) accounts receivable are accounts receivable that do not arise from major business activities. Examples: Claims to employees, claims to affiliates, interest claims, dividend claims, claims to shareholders, etc.

### **Target demand**

According to (Kasmir, 2010, p. 293), claims have three purposes.

- a. Increase sales
- b. Increase profits
- c. Fostering Customer Loyalty

Accounts receivable is an element of working capital that is constantly rotating. The time required for accounts receivable depends on the payment terms. The softer the terms of payment, the longer it takes for capital to be tied to accounts receivable and the lower the turnover rate. The receivable repayment period depends on the time required for the loan terms and conditions. The longer the payment terms, the longer the working capital on the receivable and the lower the working capital turnover rate on the receivable. (Kasmir, 2011, p. 176) is a metric used to measure the time it takes to collect accounts receivable over a period of time, or how often the funds invested in those accounts receivable rotate over a period of time. It states. (Fahmi, 2012, p. 54) states that accounts receivable turnover is the ratio used to measure the effectiveness of accounts receivable management. (Munawir, 2010, p. 75) suggests that the higher the sales, the less working capital is invested in accounts receivable. However, if the ratio is low, it means that you have invested too much in your accounts receivable, and it is possible that your credit and collection department is not functioning effectively or that your credit and collection department has changed. Credit policy.

### **Claim collection policy**

Debt collection or debt collection policy is an attempt by a company to collect debt from credit sales in a short period of time (T.Harrison, 2007, p. 66).

The company's accounts receivable collection policy is a procedure that must be followed when collecting accounts receivable when the due date is reached. Companies can proactively or passively collect receivables by first looking at the financial background of the lending customer and then deciding on the appropriate collection method (Syamsuddin, 2002, p. 272).

The number of debt collection techniques that a company typically performs if a customer does not make a payment within a specified time period is:

1. Mail
2. By phone
3. Personal visit
4. Legal action

### **Risks that may occur in accounts receivable**

#### **a. Risk of not paying all claims**

Since all future invoices cannot be collected as cash, the risk of all accounts receivable being delinquent is the greatest risk the company faces and the sacrifice is wasteful. This is even more serious if the company in question has limited capital and can lead to failure of the company's survival.

#### **b. Risk of not paying part of accounts receivable**

Since part of the receivable is received by the company, the risk of not paying part of the receivable is low.

#### **c. Risk of late payment**

The risk of late repayment is low, but it does not mean that it will not affect the company's financial position, as it will become clear that billing income will exceed expected income in a relatively short period of time.

#### **d. Risk of investment capital**

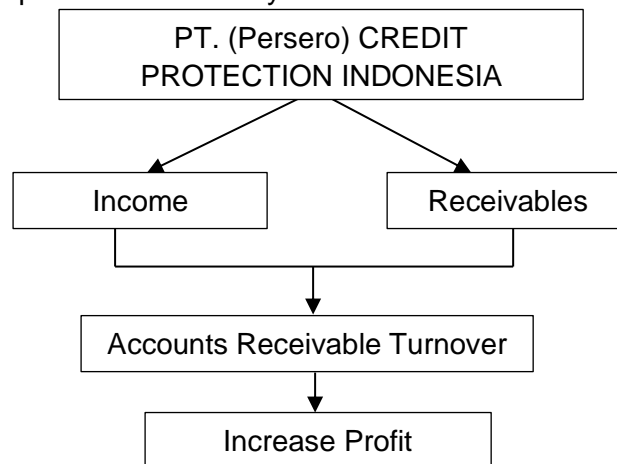
When a company sells in credit, the receivable estimate is made in the company's financial statements, so companies need to be careful when offering credit or receivable to their customers. It is clear that capital is incorporated into both capital and debt capital receivables.

### Accounts receivable turnover rate

As (Mamduh M. Hanafi dan Abdul Halim, 2009, p. 64) suggests, to find out how many invoices you can repay in each period, you need to measure the sales of the invoices. Billing sales are intended to measure liquidity and efficiency. Of the complaint. "Accounts receivable turnover depends on the terms of payment of the cooperative. The longer the payment terms, the longer the amount or capital bound by the accounts receivable. In other words, the accounts receivable turnover rate is low. Accounts receivable turnover can be determined by dividing the credit balance turnover. The calculation based on the average number of accounts receivable is as follows.

$$\text{Accounts Receivable Turnover} = \frac{\text{Revenue}}{\text{Receivables}}$$

According to Wild, Subramayam and Halsey (2005: 197), billing sales represent the average number of billings that changes over the year. H. You will receive and be billed. A direct way to determine your average bill is to add the start and end balances for a period and divide by two.



**Figure 1 : Thinking Framework**

### RESEARCH METHOD

Subjective engaging exploration is leading information assortment and information examination exercises fully intent on making depictions, portrayals in a methodical, genuine, and exact way about current realities, as well as the connection between the peculiarities being researched. Illustrative exploration in this study was directed to decide the depiction of receivables turnover in expanding net gain at PT. (Persero) Indonesia Credit Protection Medan Branch.

The factors utilized in this study are:

1. Money due turnover is performed to show on normal how frequently receivables change ie, got and charged consistently.
2. Net Benefit is pay deducted by progressing organization costs after charge.

This variable is estimated utilizing data on the Organization's Pay Proclamation. The spot of this examination was led at PT. (Persero) Indonesia Credit Protection Medan Branch, which is situated at Jl. Iskandar Muda No. 2 Landscape. The sort of information utilized is quantitative information, in particular

information as numbers. This study utilizes essential information sources and optional information sources. In this review, the information assortment strategy is a documentation method, in particular information from budget reports as monetary records and pay proclamations at PT. (Persero) Indonesia Credit Protection Medan Branch. The information gathered is as budget summaries of PT. (Persero) Indonesia Credit Protection Medan Branch. For this situation, the creator asks straightforwardly to the segment that is connected or connected with the readiness of budget reports, for this situation the Money Supervisor. This examination utilizes quantitative expressive investigation strategies, implying that the information got in the field is handled so as to give orderly, verifiable and precise information with respect to the issues considered. The graphic examination method used to investigate the organization's fiscal summary information is the asset report and the pay explanation.

## **RESULTS**

### **1. Net Benefit of PT. (Persero) Indonesia Credit Protection Medan Branch**

Net gain is the last number in the benefit and shortfall estimation where to find working benefit, other pay is added less different costs. Benefit is vital for an organization, in light of the fact that the achievement or disappointment of an organization is for the most part estimated by the benefit procured. Benefit is an expansion in the worth of value from exchanges that are coincidental and not the principal action of the substance and from exchanges or different occasions that influence the element during a specific period with the exception of those from the outcomes or speculations of the proprietors.

From the consequences of exploration led, the variables that can lessen total compensation at PT. (Persero) Indonesia Credit Protection Medan Branch happened because of the decline in how much total compensation possessed by the organization, with the lessening in the organization's pay will affect the organization's activities. And furthermore, the downfall that happened in the organization's net benefit because of a reduction in the organization's value, the improvement of overall gain at PT. (Persero) Indonesia Credit Protection Medan Branch from 2018-2021 are as per the following

**Table 2. Company's Net Profit Data PT. (Persero) Credit Protection Indonesia**

Year	Income	Expense	Net Profit	Percentage
2018	Rp. 5.271.326.838	Rp.8.754.249.613	(Rp. 3.482.922.775)	-
2019	Rp. 8.777.897.952	Rp. 5.191.477.399	Rp. 3.586.420.553	102%
2020	Rp. 17.653.942.323	Rp. 14.868.757.169	Rp. 2.785.185.154	(22,3%)
2021	Rp. 10.026.685.525	Rp. 10.010.322.358	Rp. 16.363.167	(99,4%)

*Source: Processed Financial Report*

In view of table 2 above, it very well may be seen that in 2018 the organization endured misfortunes, this was because of the low pay got by the organization, while the organization's working costs had expanded, so the pay of little organizations couldn't fund the organization's working costs, so the organization endured misfortunes, while the net benefit for 2019 to 2021, the organization's net benefit has diminished.

For 2019, the organization's net benefit has encountered an extremely critical increment, as seen from the rate level of over 100 percent, which has expanded, in 2020 the organization's net benefit has diminished, which should be visible from the rate diminished by 22.3% and in 2021 the organization's net benefit has diminished essentially. exceptionally huge, as seen from the rate level diminished by 99.4% from the earlier year. The diminishing that happened in the organization's net benefit happened because of the decline in the organization's income, while the organization's working expenses expanded, making the organization's net benefit decline.

## 2. Receivable Turnover Computation of PT. (Persero) Indonesia Credit Protection Medan Branch.

In working out money due turnover, it is finished by checking how much pay out. How much pay utilized is how much overall gain known to general society. Also, how much credit pay in how much net gain is more prominent than how much money pay. The typical equilibrium of records receivable is the typical equilibrium of net receivables (net of terrible obligations) in addition to the completion balance partitioned by two.

Munawir (2004, p.75) states that the decrease in the receivables turnover proportion can be brought about by the accompanying variables: Diminished pay and receivables, diminished money due followed by a bigger decrease in pay, expanded pay followed by an expansion in receivables in a bigger sum, diminished deals with fixed debt claims, and the expansion in debt claims while deals didn't change. The recipe for the receivables turnover proportion is as per the following:

$$\text{Accounts Receivable Turnover} = \frac{\text{Revenue}}{\text{Receivables}}$$

$$\text{Year 2018} = \frac{5.271.326.838}{1.791.410.084} \\ = 3 \text{ time}$$

$$\text{Year 2019} = \frac{8.777.897.952}{1.448.820.057} \\ = 6 \text{ time}$$

$$\text{Year 2020} = \frac{17.653.942.323}{1.887.673.860} \\ = 9 \text{ time}$$

$$\text{Year 2021} = \frac{10.026.685.525}{1.249.242.969} \\ = 8 \text{ time}$$

Table 3. Receivable Turnover Data  
PT. (Persero) Credit Protection Indonesia

Year	Income	Account Receivable	Turnover Account Receivable
2018	Rp. 5.271.326.838	Rp. 1.791.410.084	3 Time
2019	Rp. 8.777.897.952	Rp. 1.448.820.057	6 Time
2020	Rp. 17.653.942.323	Rp. 1.887.673.860	9 Time



2021	Rp. 10.026.685.525	Rp. 1.249.242.969	8 Time
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Source: Processed Financial Report

In light of table 3 above, it tends to be seen that the receivables turnover for 2018 to 2020 has expanded, while for 2021 the receivables turnover has diminished, for 2018 the receivables turnover is multiple times, while for 2019 the receivables turnover has expanded to multiple times, in 2020 the turnover receivables additionally expanded to multiple times and for 2021 the receivables turnover diminished to multiple times which pivoted in one period. Money due turnover at PT. (Persero) Indonesia Credit Protection Medan Branch has diminished, this is because of the rising number of receivables possessed by PT. (Persero) Indonesia Credit Protection Medan Branch.

### 3. Factors Influencing Records Receivable Turnover PT. (Persero) Indonesia Credit Protection Medan Branch

How much receivables normally bears a cozy relationship with pay. The place of receivables for which the specific season of withdrawal might be assessed by debt claims turnover. So it tends to be reasoned that the variables that influence the receivables turnover are:

#### 1. Net receivable pay

The high and low records receivable turnover straightforwardly affect the size of the capital put resources into receivables. The higher the receivables turnover, the quicker the turnover, and the more limited the time the capital is restricted in receivables, so to keep a specific net gain, with the expansion in receivables turnover, a more modest measure of capital is required to have been put resources into receivables.

#### 2. Debt claims (Receivable)

Debt claims not entirely set in stone by utilizing month to month information or by adding the equilibrium of records receivable toward the start of the year and toward the year's end and afterward separating by two. Arrived at the midpoint of records receivable are now and again communicated as far as the quantity of long stretches of pay in debt claims.

#### 3. Credit Installment Terms

The more drawn out the credit installment terms, the more extended the capital is attached to receivables, and that implies that the receivables turnover rate during a specific period is getting lower. Assuming the day of assortment of receivables is consistently more noteworthy than the foreordained installment cutoff time, it implies that the technique for gathering receivables is less proficient. This implies that numerous clients don't meet the installment terms set by the organization.

#### 4. Debt claims Turnover in Expanding Net Benefit of PT. (Persero) Indonesia Credit Protection Medan Branch

Table 4. Turnover of Accounts Receivable Net Profit  
PT. (Persero) Credit Protection Indonesia

Year	Turnover Account Receivable	Net Profit
2018	3 Time	(Rp. 3.482.922.775)
2019	6 Time	Rp. 3.586.420.553

2020	9 Time	Rp. 2.785.185.154
2021	8 Time	Rp. 16.363.167

Source: financial report data of PT. Askrindo

In light of the table above, it is known that Records Receivable Turnover for 2018 was multiple times, while for PT Askrindo's net benefit of (Rp. 3,482,922,775), in 2019 receivables turnover had expanded by multiple times while for PT Askrindo's net benefit it had expanded to Rp. 3,586.420,553 an expansion in receivables turnover was because of an expansion in the organization's income, which was additionally trailed by an expansion in the quantity of receivables. In 2019 the receivables turnover expanded to multiple times this was because of an expansion in the organization's pay, while the organization's benefit diminished to Rp. 2,785,185,154 this was because of the enormous working costs caused by the organization. In 2021 the receivables turnover diminished to multiple times this was because of a lessening in the organization's pay, while the organization's benefit likewise encountered an extremely huge decline, just getting Rp. 16,363,167 this occurred because of the reduction in income and how much functional costs that happened in the organization. It tends to be presumed that the Records Receivable Turnover at PT (Persero) Asuransi Kredit Indonesia in the exploration year was not in great shape on the grounds that the receivable turnover rate at the organization had diminished and was underneath the business normal norm. With a receivables turnover rate that is beneath the norm, it shows that the organization is saving a lot working capital in records of sales or the receivables assortment division isn't working successfully. The limited quantity of receivables turnover adversely affects the organization's overall gain as proven by the decline in the organization's net benefit. Just in 2019 the net benefit at the organization PT. (Persero) Indonesian Credit Protection Medan Branch has expanded.

## DISCUSSION

### 1. Decline in Net Benefit of PT. (Persero) Indonesia Credit Protection Medan Branch

The abatement in net benefit that happened at PT. (Persero) Indonesia Credit Protection Medan Branch happened because of the abatement in how much overall gain possessed by the organization, with the reduction in the organization's pay will affect the organization's activities. And furthermore, the decay that happened in the organization's net benefit was because of a lessening in the organization's value.

### 2. Decline in Records Receivable Turnover PT. (Persero) Credit Protection Indonesia

PT. (Persero) Indonesia Credit Protection Medan Branch is done occasionally and straightforwardly as a responsibility to organization proprietors, investors, organization magistrates, chiefs, and to the public authority. The organization's fiscal summaries are made one time each year. In 2018 PT. (Persero) Indonesia Credit Protection Medan Branch can turn its receivables multiple times. Receivables turnover in 2018 was generally sluggish this was because of the great number of receivables possessed by the organization PT. (Persero) Indonesia Credit Protection Medan Branch. The effect of the receivables

turnover that isn't quickly enough, the organization's money will be hampered on account of the huge number of receivables that can't be paid. While for 2019 PT. (Persero) Indonesia Credit Protection Medan Branch had the option to turn receivables quicker than 2019 which was multiple times. Similarly, in 2020 the receivables turnover was quicker than the earlier year, which was multiple times. Money due turnover in 2019 and 2020 can pivot quicker than 2018 and is supposed to be quick on the grounds that in that year PT. (Persero) Asuransi Kredit Indonesia, Medan Branch, the quantity of receivables claimed by the organization has diminished with the goal that the organization's pay has expanded. This fast turnover sets off a quick expansion in the organization's money because of the huge number of receivables that are expected and paid. In the mean time, for the year 2021, the receivables turnover of PT. (Persero) Indonesia Credit Protection Medan Branch has diminished contrasted with the earlier year, which just got multiple times. Records of sales turnover in 2020 diminished, this happened in light of the fact that in that year PT. (Persero) Asuransi Kredit Indonesia Medan Branch, the quantity of receivables claimed by the organization diminished, which was likewise trailed by a reduction in the organization's income, PT. (Persero) Indonesia Credit Protection Medan Branch. As per Hartono (2002: 194) that "As an aide in the receivables turnover proportion, it ought to go from multiple times to multiple times."

Consequently, it tends to be presumed that receivables turnover of under multiple times is supposed to be less or slow, while receivables turnover going from 10 to multiple times is supposed to be great or quickly enough, and receivables turnover of in excess of multiple times is supposed to be generally excellent or exceptionally quick.

In the interim, S. Munawir, (2002:75) recommends that the higher the receivables turnover demonstrates that the assets put resources into receivables are low, then again, assuming the proportion is lower, there is over interest in debt claims so it requires further examination, maybe the credit and assortment divisions are working insufficiently.

Bangun Prakoso (2014) states that in the event that an organization can expand its receivables turnover, it will increment receivables turnover, since acknowledge deals increment for high turnover, which will speed up the arrival of receivables and can be utilized to move back the receivables, and decrease the gamble of terrible credit.

Akhmad Ardin Akrom (2014) A declining receivables turnover rate demonstrates a lower turnover rate, and higher assets implanted in receivables which show the organization's exhibition in dealing with its receivables isn't steady.

PT. (Persero) Indonesia Credit Protection is a state-claimed organization took part in the help area and in its business the organization is in credit advances. On the off chance that the organization can build the turnover of its receivables, it will expand the turnover of receivables, on the grounds that the expansion in acknowledge pay for high turnover will speed up the arrival of receivables and can be utilized to move back the receivables, and diminish the gamble of terrible credit. Alternately, assuming that the receivables turnover diminishes and the worth is little, this happens on the grounds that the degree of assortment made

by the organization isn't powerful and effective which makes how much installed reserves be owed by the organization. 1. Money due Turnover in Expanding Net Benefit of PT. (Persero) Indonesia Credit Protection Medan Branch.

The general receivables turnover from 2018 to 2021 shows a diminishing incentive for every year. In the mean time, net benefit for 2018 to 2021 has diminished, just in 2019 the leftover working outcomes have expanded.

Riyanto (2008:85) said that the more noteworthy how much receivables turnover, the more prominent the gamble, and yet it will likewise build the benefits.

Akhmad Ardin Akrom (2014) that there is a reduction in receivables turnover which is underneath the standard receivable assortment strategy that is set and implies that the time span for which working capital is attached to receivables is higher, in this way lessening benefit.

Money due turnover is completed to depict the organization's records receivable and portray the quality and outcome of the organization in gathering its receivables. The higher the records receivable turnover represents the better the helpful in gathering receivables and shows that the assets put away in money due are low.

Quick or slow receivables turnover will influence the degree of net benefit produced by the organization, all in all, the higher the receivables turnover, the better the organization in gathering receivables and showing low working capital put away in money due. Similarly, the higher the functioning capital turnover rate, the more proficient it is in the utilization of working money to create pay for the organization or organization.

Subsequently, great administration of records receivable can influence the normal outcomes, all in all, it can produce the net benefit anticipated by the organization.

From the depiction above, it tends to be seen that the receivables turnover shows the organization's capacity to get quality and the organization's outcome in gathering its receivables isn't great in light of the fact that the receivables turnover rate at the organization is still low and underneath standard, this happens in light of the fact that an excess of cash is put away in debt claims or the charging division. receivables are not working really.

The low degree of receivables turnover at PT. (Persero) Indonesia Credit Protection Medan Branch adversely affected the organization's net benefit. total compensation at PT. (Persero) Indonesia Credit Protection Medan Branch for every year will in general diminish. Just in 2019 the excess working outcomes have expanded. The reduction in net benefit that happened was because of a decline in income and an expansion in the organization's working expenses, as well as a lessening that happened because of the enormous number of uncollectible receivables, so a ton of organization reserves were implanted in the organization's receivables.

## **CONCLUSION**

From the consequences of field examination and information examination in view of working capital turnover and receivables turnover in expanding net gain which was done by explore from 2018 to 2021. Then it tends to be closed as follows:

1. Net benefit from 2018 to 2021 has diminished, where for 2018 the organization encountered a shortfall, this occurred because of the enormous number of working expenses contrasted with the organization's pay. for 2019 to 2021 the reduction in net benefit at PT. (Persero) Indonesia Credit Protection Medan Branch, because of the diminishing in how much pay got by the organization.
2. Money due Turnover from 2018 to 2021 can be supposed to be bad, despite the fact that receivables turnover for 2018 to 2020 has expanded, just in 2021 receivables turnover has diminished, yet the receivables turnover rate is still underneath the organization standard, with receivable turnover still beneath standard because of overabundance working capital brought about by the rising number of receivables possessed by the organization, so a ton of assets are implanted in the organization's receivables. What's more, there is an abundance of turning out capital for quite a long time which will in general increment from one year to another. The overabundance in working capital is brought about by abundance finances put resources into current resources. With these circumstances, it shows that the appropriate working capital administration isn't carried out. The declining receivables turnover adversely affects the net benefit of PT. (Persero) Indonesia Credit Protection Medan Branch. The net benefit claimed by the organization has diminished, even in 2020 the organization's net benefit encountered a shortfall.

## **LIMITATION**

The effect of the decay that happens in receivables turnover will bring about the organization's functional execution being hampered, because of the huge number of implanted assets, while a diminished net benefit will likewise adversely affect the organization on the grounds that the organization is viewed as bad in its exhibition, which can't keep up with monetary soundness from the organization.

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## **DECLARATION OF CONFLICTING INTERESTS**

We declare that we have no conflict of interest with the BEFIC Bali 2022 committee or staff from AIBPM or any conflict regarding this article

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