

ABSTRACT

PT Guarantee Credit Indonesia (Jamkrindo) is a company that operates in the field of credit guarantee services, especially for MSMEs to facilitate access to capital.

Jamkrindo's sources of income come from guarantee service fees (IJP), subrogation income and investment income. Jamkrindo's largest income comes from IJP. However, for guarantee companies it is important to improve the performance of subrogation revenues, because increasing the effectiveness of subrogation revenues can reduce the risk of uncollectible subrogation receivables.

Increasing the effectiveness of subrogation income is carried out with risk mitigation strategies such as implementing a guarantee pattern that is tailored to the types of credit proposed by guaranteed candidates. This research is qualitative research with data analyzed in the form of interviews and financial reports including portfolio guarantee, the number of claims paid and subrogation obtained by Jamkrindo.

Based on the analysis that has been carried out, the conclusion is that:

The guarantee pattern that makes a fairly large contribution to subrogation income at Jamkrindo Ambon Branch is the Conditional Automatic Cover (CAC) guarantee pattern, while the type of credit that makes a large enough contribution to subrogation income at Jamkrindo Ambon Branch is Kredit Usaha Rakyat (KUR) 2015. So the best combination of guarantee pattern and type The credit that improves subrogation income performance is CAC KUR.

Strategies that can be used to prevent uncollectible subrogated receivables are mapping and monitoring the risk portfolio of credit guarantees managed by the Ambon Branch Office, managing and limiting credit guarantee portfolios that have high levels of default, and there are improvements of policies/standard procedures in the process of mitigating underwriting risks, for example collateral, subrogation collection techniques and re-insurance. In addition, there will be a work program that supports the prevention and improvement of subrogation recovery, including increasing prudence, more careful and accurate credit evaluation and assessment before approving credit guarantees, approaching bank partners in the subrogation collection process using a routine reconciliation method, and monitoring available collateral until the auction process is carried out and making credit guarantee agreements with partners prioritizing risk mitigation.

Keywords: Effectiveness of subrogation performance, Subrogation Revenue, Risk Mitigation Strategy of Subrogation

