ANALYSIS OF THE EFFECT OF MANAGEMENT OF RECEIVABLES RISK WITH CREDIT SCORING ON CREDIT COLLECTIBILITY

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ABSTRACT (10pt)

A good management of account receivable is needed to encourage company revenues to be able to fulfill financing needs. One way to manage receivables is to do credit scoring. This research was conducted to examine the effect, direction, and significance of credit scoring on credit collectability at PT Krakatau Steel in 2022 to 2023. In this study, the data used is secondary data, obtained from company archives. The population of this study is all consumers registered in the company, namely as many as 709 companies. The number of samples taken was 228 samples with the criteria of consumers who are still making transactions from 2022 to 2023. The results obtained using descriptive analysis show that credit scoring is in the good category and the company's credit collection is in the current category. Credit scoring has a positive and significant effect of 74.2% on credit collectability at PT Krakatau Steel with a significance level of 0.000.

INTRODUCTION (12PT)

The strong increase in Indonesia's economic growth in 2022 is in line with developments in business prospects for the state and individuals. Central Bureau of Statistics (CPM) shows strong economic growth in Indonesia in 2022. Indonesia's strong economic growth is driven by increased domestic demand, improving business prospects and the continued completion of national strategic projects (Haryono, 2023).

The increasingly large and widespread economic and business developments in Indonesia make it necessary for companies to carry out and consider risk management as an effort to anticipate the amount of competition that occurs and company losses. One risk management that needs to be considered is accounts receivable risk management. Wrong management of receivables risk can lead to the risk of bad debt. Like according to Ariani (2017) that companies are required to be able to control their receivables as a way to avoid the risk of uncollectible receivables. Therefore, companies need to think about the best strategy to reduce this risk.

receivables mean bills from consumer companies (other parties) that will be requested for payment when they are due (Son, 2020). Receivables are a part of current assets that are relatively active in a company to help run the company's activities smoothly. Receivables arise due to credit sales made by the company (Purnamasari & Fitria, 2015). The implementation of the credit policy means that companies need to think carefully about the receivables
management system that is implemented to prevent large losses and so that the company makes a profit.

The company that will be studied in this case is PT Krakatau Steel (Persero) which is located in the city of Cilegon. PT Krakatau Steel is the only integrated steel industry in Indonesia. Based on the results of observations that have been made, PT Krakatau Steel in its business processes has implemented a credit policy and has implemented a receivables management system. The receivable management system that has been carried out by the company is to carry out credit scoring.

As a company that sells its goods by pre-order, PT Krakatau Steel provides more credit payments. The activity begins by providing a down payment to the company and then it will be paid off according to the contract that has been made. However, due to the large number of orders made on credit, the company experienced problems. Problems that arise are due to customer payments that are not always smooth. There are many cases where consumer companies are late in paying their debts and even become uncollectible receivables. In connection with this case, the company divided its credit ratings into several collectibility categories.

Financial Services Authority Number 40/POJK.03/2019 explains that collectibility is divided into 5 categories, including: (1) Col-1 (current), payments made before the maturity period; (2) Column-2 (special attention), payments are in arrears of up to 90 days; (3) Col-3 (substandard), arrears ranging from 90 days to 180 days; (4) Col-4 (doubtful), there is arrears reaching 270 days; (5) Col-5 (Loss of traffic), arrears exceeding 270 days.

It is not appropriate for prospective debtors with problematic credit to have interrelated relationships (Wahyudiono, 2014). The low quality of credit owned by consumers indicates an increase in customer credit risk (Wahyudi & Arbay, 2021). The use of credit assessment and profits together has high potential for customers to pay off their debt commitments (Paula et al., 2019). So there is the possibility of managing receivables using credit scoring on the collectibility of the credit carried out. It is suspected that the higher the credit scoring value one has, the greater the customer's potential to repay the debt they have.

Based on the data in Figure 1. It can be seen that in 2023 there will be a decrease in current credit (in 2022 it will be IDR 121,661,405,820 to IDR 75,520,543,007 in 2023). The decrease in the smoothness of payments reached IDR 46,140,862,813. Apart from that, in the graph with categories of special attention there was an increase from IDR 131,098,978,532 to IDR 173,174,451,970. The increase that occurred in the category of special attention reached IDR 42,075,473,438. Apart from that, in the bad credit category there is no change in smoothness, which means that payments in the bad credit category do not increase or decrease. For bad credit, the amount of money coming in is IDR 316,280,223,673.
A decrease in the smoothness of payments and bad credit can be a problem for the company because it can reduce the company's income and in the long term will have fatal consequences for the company. The occurrence of bad credit will increase operational costs and operational cost efficiency will not occur (Afkar, 2017). PT Krakatau Steel has managed its receivables using credit scoring, but the company still faces problems with smooth payments and bad credit. Written rules regarding credit scoring ranges were issued by the directors of PT Krakatau Steel in 2009 and are still used today (A. Rohmah, Personal Communication, June 21, 2023). The phenomenon that occurs is that even though the company has managed its receivables, the company still faces problems, namely bad credit and a decrease in the smoothness of consumer payments. Based on this, the company wants to know exactly what influences the decline in smooth consumer payments and what causes the company to still have bad debts. Apart from that, the company's regulations regarding credit scoring calculations were last issued in 2009 and until now there has been no recent decision regarding changes to credit scoring calculations. Research was conducted to see whether the current credit scoring assessment was still relevant to the company's condition or not.

Based on the description and phenomena explained above, the title adopted in this research is "The Effect of Receivables Risk Management with Credit Scoring on Credit Collectibility at PT Krakatau Steel".

**LITERATURE REVIEW (12PT)**

Accounts receivable have an important role, especially in company operations and development. Because of this important role, companies certainly need to manage existing receivables. Every company needs to consider making sales on credit (Suryanto et al., 2021). Selling goods or services on credit will of course obtain assets called receivables.

In the process of managing receivables, there are policies that can be used by companies, including credit policies. This policy can be used as a standard for assessing credit sales targets. One of the credit policies that is commonly implemented is the 5C principle put forward by Ghana in 2002. Generally, banking companies carry out assessments of potential customers by paying attention to the 5C elements (Khayatun & Sari, 2021). The following is the meaning of each of these principles:
1. C1-Character (character)
   An assessment carried out on the character or personality of potential credit users.

2. C2-Capital (capital)
   The assessment is carried out by looking at financial reports or down payments that potential credit users can pay.

3. C3-Capacity (capacity)
   Assessment of the management and use of money provided by the company to potential users. Seeing the customer's ability to generate sales and customer performance in the past.

4. C4-Condition (condition)
   Assessment of external factors that can influence credit assessment.

5. C5-Guarantee (collateral)
   Guarantee provided by the consumer as a replacement if the credit cannot be paid in the future.

Credit Scoring
Credit scoring is the process of assessing an application for credit that will be carried out by the party providing credit to the debtor as the credit user.(Hermawan, 2016). The output of this credit scoring is the suitability of the prospective debtor to receive credit. Credit scoring is a method used to assess the creditworthiness of prospective borrowers. The method is used to predict in advance the potential for bad credit from potential credit borrowers. The credit scoring method is a method used in statistics to predict the chances of prospective credit borrowers regarding the prospective borrower's ability to pay their debts.(Hakim et al, 2019). So it can be concluded that credit scoring is an assessment activity carried out by credit providers on prospective credit borrowers in determining whether the prospective borrower can get the credit or not.

The indicators used in this credit scoring assessment are the number of purchases/weight of purchases (tonnage), average days late in payments (average days late), cumulative late amount, frequency of purchase, and group. consumers (customer group).

Collectability
A condition where the principal and interest payments have the possibility of being returned by the borrower is an illustration of collectability. Collectibility is often referred to as the smoothness of loan payments because collectibility will classify credit based on the level of smooth repayment of the principal and interest on the loan.(Ekawati, 2017). The customer's ability to pay their debts and interest on time is measured using collectibility(Silalahi & Hulu, 2021). Meanwhile, according to Financial Services Authority (2016), collectibility is the condition of the borrower's payment of principal and interest on credit as well as the possibility of the borrower returning funds invested in securities or other investments. So it can be concluded that credit collectibility is a description of the condition of principal payments along with loan interest and the level of possibility of credit borrowers paying their debts.

The Financial Services Authority issued regulation Number 40/POJK.03/2019 concerning Assessment of Commercial Bank Asset Quality, credit collectibility can be classified into five groups, namely:

1. Col-1 (Current)
   The borrower has a good character because he is able to pay his obligations smoothly or on time.
2. Col-2 (Special mention)
   Loan collection is carried out beyond the due date with a delay range of 1-90 days.
3. Col-3 (Substandard)
   Loan collection takes more than 90 days to 120 days.
4. Col-4 (Doubtful)
   Payments exceeding 120 days after the due date are included in the Collector 4 category.
   Loan collection takes a maximum of 180 days.
5. Col-5 (Traffic)
   Loan collection is done more than 180 days since fall time tempo. classified as a Non-Performing Loan (NPL) which indicates that the principal and interest installments on the loan are not paid by the credit borrower.

METHODS
This research uses a descriptive method with a quantitative approach. Descriptive analysis can be the main way to calculate statistics with the aim of obtaining average values, standard deviations and class interval values (Riyanto & Hatmawan, 2020). Data was collected using secondary data in the form of company assessments of consumer companies and company income reports for 2022-2023. After obtaining the population, data was collected using a purposive sampling method with certain criteria. The data was processed using the SPSS application and analyzed using descriptive analysis to find out the condition of the company's credit scoring and collectibility. The magnitude of the role of credit scoring in influencing collectibility is measured using logistic regression analysis, coefficient of determination, and hypothesis testing.

RESULTS AND DISCUSSIONS
Descriptive Analysis
Analysis was carried out on 228 customers registered with PT Krakatau Steel. In the first column, the variables identified and analyzed are displayed. In this column you can see the name of the indicator such as "average days late", "cumulative late amount", "tonnage", "frequency", "customer group", and "collectibility" as indicators and variables tested. Each name has different values and importance but has the same sample size in a study.

In the next column, you can see N which shows the number of samples used in the variable. This figure can measure whether the data is complete and representative. Then you can see the mean or average column which can provide a general picture so that a conclusion can be drawn. Next there is the std column. deviation or standard deviation. This standard deviation can provide information about the spread of data from the average value. The large variation in data can be seen if the resulting std deviation is high.

Apart from that, there are maximum and minimum columns which show the lowest and highest data produced by each variable. Descriptive analysis can be the main way to calculate statistics with the aim of obtaining average values, standard deviations and class interval values (Riyanto & Hatmawan, 2020). Table 1 shows the results of the analysis that has been carried out:
Table 1. Descriptive test results for all indicators

<table>
<thead>
<tr>
<th>Indicator</th>
<th>N</th>
<th>Minimum</th>
<th>Maximum</th>
<th>Mean</th>
<th>Std. Deviation</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADL</td>
<td>228</td>
<td>1</td>
<td>4</td>
<td>3.37</td>
<td>1.085</td>
</tr>
<tr>
<td>CLA</td>
<td>228</td>
<td>1</td>
<td>4</td>
<td>2.95</td>
<td>1.141</td>
</tr>
<tr>
<td>TONASE</td>
<td>228</td>
<td>1</td>
<td>4</td>
<td>1.70</td>
<td>1.006</td>
</tr>
<tr>
<td>FREQ</td>
<td>228</td>
<td>1</td>
<td>4</td>
<td>2.26</td>
<td>1.255</td>
</tr>
<tr>
<td>CUST GROUP</td>
<td>228</td>
<td>1</td>
<td>4</td>
<td>2.99</td>
<td>1.243</td>
</tr>
<tr>
<td>COLEC</td>
<td>228</td>
<td>1</td>
<td>5</td>
<td>1.68</td>
<td>1.057</td>
</tr>
<tr>
<td>Valid N (listwise)</td>
<td>228</td>
<td></td>
<td></td>
<td>14.95</td>
<td>6.787</td>
</tr>
</tbody>
</table>

On the credit scoring variable, a consumer average of 4.48 was obtained with a value range of 1-5. Based on this, the average consumer makes payments "smoothly" and "with special attention" so it can be said that the average consumer makes payments smoothly. Collectibility is divided into two categories, namely current and non-current categories. The current category is divided into two indicators, namely current credit and special attention. Meanwhile, in the non-smooth category, there are three indicators, namely substandard, doubtful and stuck (Wahyudi & Arbay, 2021).

So that the payment conditions or smoothness of consumer payments at PT Krakatau Steel are currently classified as smooth. This means that payment of consumer receivables at PT Krakatau Steel generally occurs within a period of less than the due date up to 90 days from the due date.

The Effect of Credit Scoring on Credit Collectibility

In the research, logistic regression analysis was carried out to look at factors that might influence the occurrence of an event. In this activity, analysis results are carried out which present the overall model assessment, model suitability assessment, determination coefficient results, classification matrix results until hypothesis testing results are obtained. Below are presented the results of the logistic regression analysis that has been carried out along with the explanation:

**Assessing the Overall Model**

Assessing the entire model is done by looking at the iteration history table. This model is used to see the convergence of the logistic regression model during the analysis. Log likelihood is a measure used to measure the suitability of logistic regression to the observed data (Ghozali, 2018).
Table 2. Overall Model Fit (step 0)  
**Iteration History**

<table>
<thead>
<tr>
<th>Iteration</th>
<th>-2 Log likelihood</th>
<th>Coefficients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Step 0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>230,554</td>
<td>1,193</td>
</tr>
<tr>
<td>2</td>
<td>229,291</td>
<td>1,366</td>
</tr>
<tr>
<td>3</td>
<td>229,228</td>
<td>1,375</td>
</tr>
<tr>
<td>4</td>
<td>229,288</td>
<td>1,375</td>
</tr>
</tbody>
</table>

Table 2 shows the -2 Log likelihood data table at step 0. Apart from that, a table for the -2 Log likelihood data at step 1 is also needed to see whether there is a decrease in the numbers which could lead to a better regression model. In table 3, data is presented -2 Log likelihood step 1.

Table 3. Model Summary Step 1

<table>
<thead>
<tr>
<th>Step</th>
<th>-2 Log likelihood</th>
<th>Cox &amp; Snell R Square</th>
<th>Nagelkerke R Square</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>84.417a</td>
<td>.470</td>
<td>.742</td>
</tr>
</tbody>
</table>

From these two tables it can be seen that -2 Log likelihood in the step 0 table, the result is 229.228. Meanwhile, in step 1, the value decreased to 84,417. This means that the Lofistic regression model that is formed is better.

**Assessing Model Fit**

The analysis carried out on this model aims to evaluate the feasibility and quality of the model in predicting the probability of an event. Evaluation can be seen from the Hosmer and Lemeshow Test table. This table can be used to see the suitability between the regression model built and the data used. Hosemer and Lemeshow values > 0.05 can be interpreted as meaning that the data is suitable and able to predict observation values (Ghozali, 2018). In table 4, the test results of the model suitability that have been carried out are presented:

Table 4. Hosmer and Lemeshow Test

<table>
<thead>
<tr>
<th>Step</th>
<th>Chi-square</th>
<th>Df</th>
<th>Sig.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>4,544</td>
<td>8</td>
<td>.805</td>
</tr>
</tbody>
</table>

It can be seen that the Chi-square value is 4.5444 with a significance probability of 0.805 which has a value above 0.05. The feasibility of the regression model can be concluded based on the values obtained. The absence of real differences between what was observed and what was predicted makes this regression model suitable for use in further analysis.
Coefficient of Determination Results

The coefficient of determination in logistic regression is seen from the Nagelkerke R Square coefficient. This coefficient can provide a measure of the predictive power of the model. In table 3, it can be seen that the Nagelkerke R Square obtained is 0.742. This means that 74.2% of the dependent variable can be explained by the fixed variable. Meanwhile, the remaining 25.8% is explained by variables not used in the research.

Hypothesis testing

Regression analysis and testing of regression coefficient results were carried out after assessing the logistic regression model. This hypothesis testing was carried out on the total credit scoring and collectibility scores. Hypothesis test results can be seen in table 5.

Table 5. Variables in the Equation

<table>
<thead>
<tr>
<th>Step 1aADLs</th>
<th>B</th>
<th>S.E</th>
<th>Wald</th>
<th>Df</th>
<th>Sig.</th>
<th>Exp(B)</th>
</tr>
</thead>
<tbody>
<tr>
<td>CLA</td>
<td>2.425</td>
<td>.531</td>
<td>20.891</td>
<td>1</td>
<td>.000</td>
<td>11.307</td>
</tr>
<tr>
<td>TONNAGE</td>
<td>.911</td>
<td>.337</td>
<td>7.290</td>
<td>1</td>
<td>.007</td>
<td>2.487</td>
</tr>
<tr>
<td>FREQ</td>
<td>1.115</td>
<td>.288</td>
<td>14.987</td>
<td>1</td>
<td>.000</td>
<td>3.049</td>
</tr>
<tr>
<td>CUST GROUP</td>
<td>.202</td>
<td>.234</td>
<td>.745</td>
<td>1</td>
<td>.388</td>
<td>1.224</td>
</tr>
<tr>
<td>Constant</td>
<td>-12.904</td>
<td>2.487</td>
<td>26.916</td>
<td>1</td>
<td>.000</td>
<td>0.000</td>
</tr>
</tbody>
</table>
The regression equation obtained with the logistic regression model is \( Y = -12.904 + 1.374X_1 + 2.425X_2 + 0.911X_3 + 1.115X_4 + 0.202X_4 \) and can be interpreted as follows:

1. The constant obtained is \(-12.904\), meaning that if there is no change in average days late, cumulative late amount, tonnage, frequency and customer group, then there will be no change in collectibility. This means that the chance of change in collectibility is 0.000, assuming the independent variable has a value of 0.

2. The average days late regression coefficient is 1.374 (positive value) which means that every time the average days late changes, there will be a possibility of a change in collectibility in the company. The odds ratio value obtained is 3.952, which means that if the credit scoring ratio increases by 1 unit, the chance of smooth collectability of the company increases by 3 times assuming the independent variables are considered constant.

3. The cumulative late amount regression coefficient is 2.425 (positive value) which means that every time the cumulative late amount changes, there will be a possibility of a change in collectibility in the company. The odds ratio value obtained is 11.307, which means that if the credit scoring ratio increases by 2 units, the chance of the company's collectability running smoothly increases by 11 times assuming the independent variables are considered constant.

4. The tonnage regression coefficient is 0.911 (positive value) which means that every change in tonnage, there will be a possibility of a change in collectibility in the company. The odds ratio value obtained is 2.487, which means that if the credit scoring ratio increases by 0.9 units, the chances of the company's collectability running smoothly will increase by 2 times assuming the independent variables are considered constant.

5. The frequency regression coefficient is 1.115 (positive value) which means that every change in frequency, there will be a possibility of a change in collectability in the company. The odds ratio value obtained is 3.049, which means that if the credit scoring ratio increases by 1 unit, the chance of the company's collectability running smoothly increases by 3 times assuming the independent variables are considered constant.

6. The customer group regression coefficient is 0.202 (positive value), which means that every time a customer group changes, there will be a possibility of a change in collectability in the company. The odds ratio value obtained is 1.224, which means that if the credit scoring ratio increases by 0.2 units, the chance of the company's collectability running smoothly increases by 1 time assuming the independent variables are considered constant.

**Hypothesis Testing Results**

In logistic regression analysis, hypothesis testing is carried out to determine the influence and significance of data generated by the independent variable on the fixed variable. Apart from that, testing is also carried out to see the relationship between variables for decision making. This test can be carried out using the Wald statistical test from the results of logistic regression.
There are two things that can be tested, namely the ttable and tcount calculations and the SPSS output results in the sig column.

The calculation of the Wald test can be seen in table 5. Figures The acquisition of ttable with a sample of 228 and a significance of 5% is 1.651564. In table 4.13, you can see the gain figures for the Wald test for all the data tested. In the average days late indicator, the figure obtained was 29.575, cumulative late amount was 20.891, tonnage was 7.290, frequency was 14.987, and customer group was 0.745.

Based on the acquisition figures that have been obtained, it is known that the average days late, cumulative late amount, tonnage and frequency indicators have acquisition figures tcount > ttable. Meanwhile, in the customer group indicator, the acquisition figure is tcount < ttable. Based on this, it can be concluded that the indicators average days late, cumulative late amount, tonnage and frequency can partially influence the fixed variables. Meanwhile, the customer group indicator is because the acquisition figure has a value below ttable so that the partial data cannot influence the fixed variable.

The p-value (probability value) is used to determine the logistic regression coefficient by comparing the p-value and the value α. A significance level (α) of 5% is used for decision making with hypothesis criteria (H0 and H1) based on significance. H0 is accepted if the significance of 5% (Sig-t > 0.05) is smaller than p, then it can be concluded that there is no influence between the independent variable and the fixed variable. On the other hand, H1 receives a significance value of 5% (Sig-t < 0.05) which is greater than p, so it can be concluded that there is an influence between the independent variables and the fixed variables.

Based on this, it can be concluded that the average days late indicator by testing using the p-value partially has an influence on credit collectibility. In table 4.13, it can be seen that the coefficient value obtained by the average days late indicator is 1.374 with a p-value of 0.000 at the significance level α=5%. The regression coefficient is significant because the value obtained is 0.000 <0.05. It can be concluded that the average days late indicator partially has a positive and significant effect on collectibility.

Apart from that, the cumulative late amount indicator obtained a coefficient value of 2.425 with a p-value of 0.000, which means that the cumulative late amount indicator partially influences credit collectibility. Meanwhile, for the tonnage indicator, the p-value obtained is 0.007, which is > 0.05, so that the tonnage indicator cannot partially influence the credit collectibility variable. For the tonnage indicator, a coefficient value of 1.115 is obtained with a p-value of 0.000 so that the tonnage indicator can partially influence credit collectibility. Finally, for the customer group indicator, the coefficient obtained is 0.202 with a p-value of 0.388, which has a value well above 0.05. This means that customer group indicators cannot partially influence the credit collectibility variable.

Based on the test results, each indicator studied had different results. Partially, the average days late, cumulative late amount and frequency indicators can influence the credit collectibility variable. However, the tonnage indicator based on the Wald test can influence the collectibility variable, whereas for the test using the p-value, this indicator has no influence. Meanwhile, for customer groups, based on the results of the two tests carried out, there are no test results that state that customer groups can partially influence credit collectibility. However, if all indicators
are carried out together in a company, they can have a positive and significant effect. This can be proven by obtaining a Wald value for the constant of 26.916 which is above the ttable value and obtaining a p-value of 0.000.

Based on calculations using tcount and p-value, the results obtained show that together the independent variables (credit scoring) have a positive and significant effect on the fixed variable (credit collectibility).

CONCLUSION

Based on the test results and discussions that have been carried out, the following conclusions are obtained:

1. The results of descriptive analysis on the credit scoring variable at PT Krakatau Steel are in the "good" category. That's because there are two indicators that fall into the very good category, one indicator in the good category, and two indicators in the poor category. In the results obtained for each indicator, there are indicators with average results of "not good", namely the tonnage indicator. On the tonnage indicator, 58.3% of customers get a minimum score of 1. On this tonnage indicator, there is a range from the smallest tonnage of 1 ton to the largest range of 10,000 tons. However, based on existing data, customers more often make transactions in the tonnage range of 1 to 1,000. This tonnage range can be reduced and readjusted to suit the company's current conditions.

2. The results of the descriptive analysis of credit collectibility at PT Krakatau Steel obtained a value of 4.48 with a value range of 1-5 so it is in the "smooth" category. This means that every customer who makes transactions at PT Krakatau Steel in 2022-2023 pays their debt before the due date up to 1-90 days after the due date in the "special attention" category.

3. Based on the results of logistic regression analysis, the coefficient value for each credit scoring indicator is positive. These results are meaningful. Every time there is a change in credit scoring, there will be a possibility of a change in collectibility in the company. The results of this research indicate that there is an influence of credit scoring on credit collectibility. The magnitude of the credit scoring variable in influencing the collectibility variable is 74.2% and the other 25.8% is influenced by other variables not examined in this research, one of which is credit mix (a mixture of credits owned by the company) in consumer companies.

Recommendation

Based on the conclusions that have been given, the following are suggestions obtained from the results of data processing for companies and further research:

1. Overall, the average credit scoring score obtained by consumer companies is in the "good" category. This credit scoring activity can continue to be carried out in companies to select companies that can get credit payments from PT Krakatau Steel. However, on the tonnage indicator, on average consumers get the "not good" category. Companies should review
the range of tonnage assessments carried out and make adjustments. Companies also need to adjust existing assessments to the current conditions of the average consumer's purchasing weight.

2. The collectability carried out by the company is included in the "smooth" category, this is due to good management of receivables using credit scoring. Therefore, this credit scoring assessment should be carried out periodically and evaluated in order to maintain a smooth collectibility status in the company.

3. Research on credit scoring and collectibility can be continued by developing research variables. Variable development can be done by replacing variables or adding variables. In further research, other objects can be used to strengthen the conclusions produced. Apart from that, research can be developed by adding indicators to the credit scoring variable that are appropriate to the company that is the object of further research, one of which is the assessment of credit mix.

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