

CHAPTER V

CONCLUSION

5.1 Conclusion

In this study, data collection, processing, analysis, and interpretation have been conducted to examine the impact of operating cost, sales volume and company size with a control variable on Net Profit in non-bank money changers licensed by Bank Indonesia in DKI Jakarta period of 2020-2022. Based on the conducted study, the following research conclusions were obtained:

1. Based on the results of first hypothesis test (H1), it was found that operating cost has an effect on Net Profit of the company. The operating cost has a beta coefficient of -2.395 with a significance level of 0.021. This indicates that the level of operating cost has a negative effect on the extent of Net Profit on non-bank money changers licensed by Bank Indonesia in DKI Jakarta.
2. Based on the results of the hypothesis testing two (H2), it was found that sales volume has an effect on Net Profit of the company. The sales volume has a beta coefficient of 1,571 with a significance level of 0,000. This indicates that the level of sales volume has a positive effect on the extent of Net Profit on non-bank money changers licensed by Bank Indonesia in DKI Jakarta.
3. Based on the results, it was found that company size has an effect on Net Profit of the company. The company size has a beta coefficient of 0,151 with a significance level of 0,034. This indicates that the level of company size has a positive effect on the extent of Net Profit on non-bank money changers licensed by Bank Indonesia in DKI Jakarta.

5.2 Limitation

The findings of this study are specific to non-bank money changers and may not be generalizable to other types of financial institutions or industries. The dynamics and factors influencing net profit may differ in various business contexts.

5.3 Implication

The findings of this research carry several implications for various stakeholders, including non-bank money changers, academics, prospective investors, government authorities, and society at large:

1. For Non-Bank Money Changers:

The identified negative impact of operating costs on Net Profit underscores the importance of efficient cost management. Money changers should focus on optimizing operational expenses to enhance profitability. The positive correlation between sales volume and Net Profit highlights the significance of robust sales strategies. Money changers should explore avenues to increase sales volume to maximize profits.

2. For Academics:

The research outcomes serve as a reference for academics studying the financial dynamics of non-bank money changers. Future studies can build upon these findings to delve deeper into the nuanced relationships between operational costs, sales volume, company size, and net profit. The study contributes to the theoretical understanding of financial performance in the non-bank money changer industry, providing a foundation for further academic exploration in this domain.



3. For Prospective Investors:

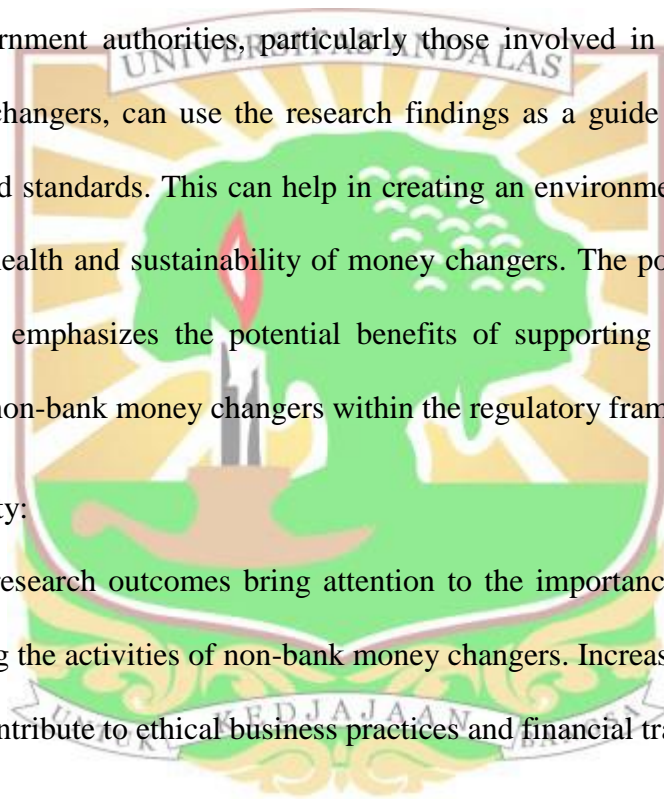
Investors can use the research results as valuable information for decision-making. Understanding the impact of operational costs and sales volume on net profit can guide investment choices in the non-bank money changer sector. The positive influence of company size on Net Profit suggests that larger-scale money changers may present more stable and profitable investment opportunities.

4. For Government:

Government authorities, particularly those involved in regulating non-bank money changers, can use the research findings as a guide for formulating regulations and standards. This can help in creating an environment conducive to the financial health and sustainability of money changers. The positive impact of company size emphasizes the potential benefits of supporting the growth and expansion of non-bank money changers within the regulatory framework.

5. For Society:

The research outcomes bring attention to the importance of monitoring and controlling the activities of non-bank money changers. Increased awareness in society can contribute to ethical business practices and financial transparency.



5.4 Suggestion

Based on the research findings and implications, the following suggestions are offered to enhance the understanding and performance of non-bank money changers licensed by Bank Indonesia in DKI Jakarta:

1. Operational Cost Management:

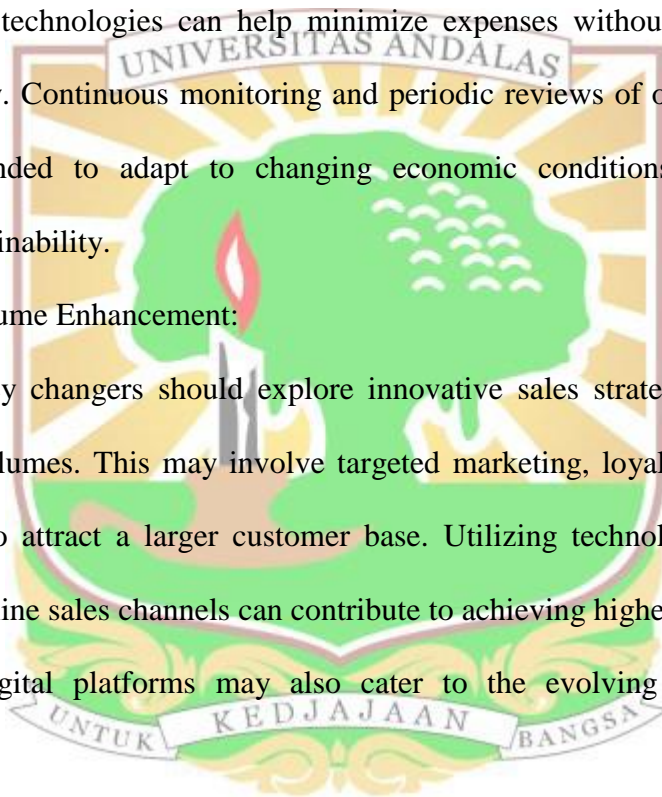
Money changers should conduct a detailed analysis of their operational costs, identifying areas for potential optimization. Implementing cost-effective practices and technologies can help minimize expenses without compromising service quality. Continuous monitoring and periodic reviews of operational costs are recommended to adapt to changing economic conditions and maintain financial sustainability.

2. Sales Volume Enhancement:

Money changers should explore innovative sales strategies to increase transaction volumes. This may involve targeted marketing, loyalty programs, or partnerships to attract a larger customer base. Utilizing technology to enhance online and offline sales channels can contribute to achieving higher sales volumes. Embracing digital platforms may also cater to the evolving preferences of customers.

3. Company Size and Growth Strategies:

Recognizing the positive impact of company size on Net Profit, money changers may consider strategic expansion plans. This could involve opening new branches, entering into strategic partnerships, or exploring mergers and acquisitions to increase market share and operational scale. Collaboration with financial institutions and participation in industry events can foster growth and enhance the reputation of non-bank money changers.



4. Government Regulation and Support:

Regulatory authorities, including Bank Indonesia, may consider periodic assessments and updates to regulations governing non-bank money changers. Ensuring that regulations are aligned with industry dynamics can foster a conducive environment for growth and compliance. Offering support programs, training, and resources to non-bank money changers, especially smaller entities, can contribute to their effective operation and compliance with regulatory standards.

5. Investor Education and Decision-Making:

Investors should conduct thorough due diligence before investing in non-bank money changers. Understanding the impact of operational costs, sales volume, and company size on Net Profit is crucial for making informed investment decisions. Collaborative efforts between regulatory authorities and financial education initiatives can help educate investors about the nuances of the non-bank money changer industry.

6. Further Research:

Future research endeavors may explore additional factors that could influence the financial performance of non-bank money changers. Investigating the impact of macroeconomic indicators, technological advancements, and regulatory changes can provide a more comprehensive understanding of industry dynamics.

