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ANALYSIS OF THE COMPETITIVENESS OF THE ECONOMIC SECTOR IN SAMBAS REGENCY BASED ON THE LOCATION QUOTIENT, SHIFT SHARE, AND KLASSEN TYPOLOGY APPROACHES FROM AN ISLAMIC ECONOMICS PERSPECTIVE

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ABSTRACT

Sambas Regency, as an Indonesia–Malaysia border region, has a strategic position in cross-border trade activities. However, its economic structure is still dominated by the primary sector and faces competitive pressure from surrounding regions. This study raises the following questions: what sector is the basis of Sambas' economy, how does its sectoral growth competitiveness compare to that of West Kalimantan Province, and how is the direction of strengthening these leading sectors understood from an Islamic economic perspective? The objectives of this study are to identify the base sector, assess sectoral competitive advantages, map the position of sectors according to growth and contribution levels, and formulate sharia-based policy implications. The research uses a qualitative approach supported by quantitative sectoral analysis through a case study design. Primary data was obtained from in-depth interviews and field observations of border stakeholders and local economic actors, while secondary data was sourced from the GRDP by business field for the 2019–2023 period and regional planning documents. The analysis was conducted using Location Quotient, Shift Share, and Klassen Typology. The results show that agriculture, forestry, and fisheries are the main base sectors and the only prime sectors, while trade, information and communication, real estate, and education are also base sectors. However, most sectors show weak competitive strength (negative differential shift), indicating that comparative advantages have not been transformed into competitive advantages. The main contribution of this study is the integration of regional competitiveness diagnosis with the Islamic economic framework of maslahah, al-'adl, and falah, as the basis for inclusive and sustainable development strategies.

Keywords: Economic competitiveness; Core sectors; Sambas; Islamic economics

1. INTRODUCTION

Border regions play a very strategic role in supporting national development, especially as areas where various economic, social, and cultural activities converge. Sambas Regency, located in the northern part of West Kalimantan Province and directly bordering the State of Sarawak,

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Malaysia, is one of Indonesia's border regions with great economic potential but facing complex structural challenges. Its strategic geographical location provides opportunities for cross-border trade activities, but on the other hand, it places this region in a vulnerable position in terms of development inequality and competitive pressure from neighboring countries.

The economic development of a region is highly dependent on the identification and development of leading sectors that have comparative advantages (Sundaro, 2022). Although Sambas Regency has abundant natural resources, especially in the agriculture, forestry, and fisheries sectors, its economic structure is still dominated by the primary sector. Based on 2023 GRDP data, Sambas' contribution to the total GRDP of West Kalimantan Province only reached 9.60% with a value of IDR 15.278 trillion, and its economic growth was relatively lower than other regencies that have experienced more mature economic sector diversification. Dependence on the primary sector makes Sambas' economy vulnerable to commodity price fluctuations, low productivity, and a lack of added value from downstreaming (Setyawan and Sumarto, 2025).

As a border region, Sambas Regency is often the site of intense economic competition. Its proximity to the Malaysian market makes it easier for goods, services, and labor to move to the neighboring country, so that most of the border community tends to prefer to do business or work abroad. This phenomenon directly affects the local economic base and strengthens the community's dependence on foreign markets. This condition is in line with previous research findings which show that Indonesian border areas tend to face economic dualism, namely strong links to cross-border economic activities but weak internal capacity to build a sustainable economic structure.

Regional autonomy ideally provides space for local governments to design development strategies based on local potential. However, in reality, the institutional capacity of local governments is still limited in comprehensively identifying leading sectors. The lack of utilization of regional economic analysis instruments means that policy-making is often not data-driven, resulting in sectoral development interventions that are less targeted. In this context, the Location Quotient (LQ), Shift Share Analysis, and Klassen Typology approaches are highly relevant for evaluating Sambas' economic structure objectively and measurably. These three methods enable the identification of base sectors, relative growth analysis, and mapping of sectoral positions in the regional development taxonomy.

The *Location Quotient* approach is used to identify economic sectors that have specialization or comparative advantages in Sambas Regency compared to larger regions, indicating the base sectors that drive local economic growth (Purnama et al., 2022). Shift-Share analysis then complements this by describing the components of economic growth, distinguishing between the influence of national growth, industrial mix, and local competitive advantages. Furthermore, Klassen's Typology will classify these sectors based on their growth and contribution to the economy, providing a holistic picture of the region's economic dynamics (Deti et al., 20 , 2017). The integration of these three methods allows for a deep understanding of the economic potential and challenges of Sambas Regency, providing a strong foundation for evidence-based development policy formulation.

This study offers novelty through a more comprehensive and integrated analytical approach, synthesizing various key variables that are often analyzed separately (Kiriwenno et al., 2025). Previous studies have shown the importance of base sectors for regional development and the relevant analytical tools in such studies (Maspaitella & Parinussa, 2021). The basic sectors identified through Location Quotient analysis are sectors that have significant output at the local level compared to the national level (Sebayang et al., 2025). These sectors not only meet internal

needs but are also able to export their products or services outside the region, thereby generating income and creating new jobs for the region.

However, sectoral competitiveness analysis requires not only a quantitative approach, but also consideration of ethical and normative aspects so that development does not only pursue economic growth, but also ensures equitable welfare and social sustainability. In the context of Sambas Regency, where the majority of the population is Muslim, the Islamic economic perspective offers a relevant value framework to ensure that the direction of development is in line with the principles *of maslahah*, *'adl*, and *falah*. The principles of maqāṣid al-syarī'ah provide orientation for the management of resources that is fair, sustainable, and does not cause inequality between community groups.

This approach is crucial for addressing socio-economic disparities that often occur, especially in remote and border areas, by encouraging the fair and equitable use of natural resources based on Islamic economic principles (Atmayanti & Malthuf, 2023). Therefore, this study aims to analyze the competitiveness of the economic sector in Sambas Regency by integrating quantitative approaches such as LQ, Shift-Share, and Klassen Typology, as well as an Islamic economic perspective as a qualitative evaluation framework (N et al., 2022). This multidimensional approach is expected to produce more holistic and implementable policy recommendations for local governments in formulating sustainable and equitable economic development strategies (Afif, 2023).

2. METHODS

This study uses a qualitative approach supported by sectoral quantitative analysis, designed to provide a comprehensive understanding of the competitiveness of the economic sector in Sambas Regency as an Indonesia-Malaysia border area. This approach was chosen based on the need to capture economic dynamics that are not only statistically measurable but also influenced by social realities, regional policies, and local institutional conditions. The qualitative approach allows researchers to understand the socio-economic context in depth through interviews and observations, while the quantitative approach is used to empirically assess sectoral strengths through Location Quotient (LQ), Shift Share, and Klassen Typology analyses. This evaluation will analyze the extent to which the identified leading sectors are in line with Islamic economic ethics and morals, as well as how their development can contribute to the achievement of sharia objectives (maqāṣid al-syarī'ah) (Deti et al., 2017).

The research design is structured as a case study, focusing on Sambas Regency as the unit of analysis. The case study approach was chosen because it allows for an in-depth exploration of the phenomenon of economic competitiveness in border areas that have unique characteristics in terms of geographical isolation, proximity to cross-border markets, and community dependence on the primary sector. The data collection procedure in this study involved two types of data, namely primary and secondary data. Primary data was obtained through in-depth interviews with stakeholders selected using *purposive sampling*, a method of determining informants based on considerations of competence, position, and involvement in regional economic policy or activity management. Informants consisted of officials from the Sambas District Development Planning Agency (Bappeda), Aruk Cross-Border Post (PLBN) officers, management of plantation companies under the Wilmar Group, community leaders, and local business actors. Primary data collection was also carried out through field observations to understand local economic activities and cross-border trade dynamics, as well as photo documentation, maps, and field notes.

Secondary data was obtained from official documents such as Regional Gross Domestic Product (PDRB) data by business field for the 2019–2023 period, regional development reports such as the RPJMD and RKPD, and academic literature related to regional economic theory and Islamic economics. Secondary data serves as a statistical basis for analyzing the relative strength of economic sectors and comparing them with conditions at the West Kalimantan Province level. The data will be obtained from the Sambas Regency Central Statistics Agency and other relevant agencies, covering a sufficient time period to identify regional economic trends and structural changes (Wijaya & Marseto, 2022).

Data analysis was conducted in two main stages. First, qualitative analysis was conducted through data reduction, data presentation, interpretation, and verification. The reduction process aimed to select and group important information from interviews and observations, while data presentation was carried out in the form of thematic narratives to clarify the findings. Second, quantitative analysis was conducted using three instruments: LQ, Shift Share, and Klassen Typology. According to the source document, the LQ method was used to measure the comparative advantage of certain sectors in the regional economic structure by comparing the sectoral contribution of Sambas to the contribution of the same sector at the provincial level. The LQ formula used was:

$$LQ = \frac{\text{Xij / Rvj}}{\text{Xi / Rv}}$$

"Xij" is the output of sector i in Sambas Regency, "Rvj" is the total GRDP of the regency, "Xi" is the output of sector i in the province, and "Rv" is the total GRDP of the province. An LQ value > 1 indicates a base sector, while an LQ < 1 indicates a non-base sector.

Shift Share is used to assess sectoral growth based on three components, namely *national share* (the influence of general provincial economic growth), *proportional shift* (the influence of a particular sectoral structure), and *differential shift* (an indicator of regional competitiveness). The DS component is an important indicator for determining whether a sector is growing faster or slower than the same sector at the provincial level. The available data was analyzed using Microsoft Excel (Septiadi & Awaluddin, 2022). Klassen's Typology analysis was then used to map sectors into the categories of prime, advanced but depressed, developing, and lagging based on relative growth (Rij − Rin) and relative contribution (Kij − Kin).

Data validity was measured using data triangulation by comparing the results of interviews, observations, and statistical data. Data validity was maintained through cross-checking ( ) with official documents and confirmation from informants. Ethical aspects of the research were maintained by obtaining the informants' consent prior to the interviews, maintaining the confidentiality of sensitive information, and ensuring that the research did not have a negative impact on the parties involved.

3. RESULTS AND DISCUSSION

Overview of the Economic Structure of Sambas Regency

The economic structure of Sambas Regency in the 2019–2023 period shows a pattern of dominance in the primary sector, particularly agriculture, forestry, and fisheries. GRDP data based on 2010 constant prices shows an upward trend from IDR 13.64 trillion in 2019 to IDR 15.28 trillion in 2023. The GRDP development graph shows a stable growth trend, although the growth rate is relatively lower than that of West Kalimantan Province.



Figure 1. Development of Sambas Regency GRDP from 2019 to 2023

The structure of GRDP based on use also shows that more than 50% of Sambas' economic activity is supported by household consumption, which amounted to 52.59% in 2023, a slight decrease from 53.23% in the previous year. This shows that household consumption is *the engine of growth* for the regional economy, although this dependence can be a vulnerability when people's purchasing power is under pressure. The GRDP distribution graph in Figure 2 shows the dominance of consumption and the minimal contribution of GFCF (investment), reflecting the limited amount of high value-added production activities.

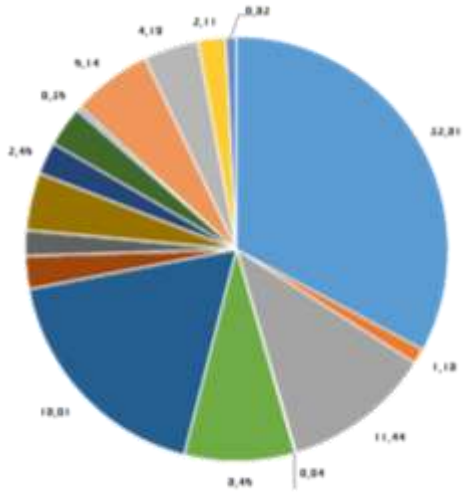


Figure 2. Distribution of Sambas Regency GRDP 2019-2023

This initial interpretation shows that the economic structure of Sambas is still in the phase of development based on natural resources and domestic consumption. High dependence on the primary sector requires policies to strengthen downstreaming, increase productivity, and diversify

sectors to reduce dependence on growth patterns that are vulnerable to external fluctuations, such as changes in food and marine product commodity prices.

Results of the *Location Quotient* (LQ) Analysis of the Economic Sectors of Sambas Regency

Location Quotient analysis aims to identify base sectors that have comparative advantages in the regional economy. Based on LQ calculations using GRDP data for Sambas Regency and West Kalimantan Province, five sectors were recorded as having an LQ value > 1.

Table 1. Base Sectors in Sambas Regency 2019-2023

No	Code	Sector Name	LQ Value
1	A	Agriculture, Forestry, and Fisheries	1.5
2	G	Wholesale and Retail Trade; Repair of Motor Vehicles and Motorcycles	1.19
3	J	Information and Communication	1.06
4	L	Real Estate	1.15
5	P	Education Services	1.13

Source: Processed data (2025)

Based on the table above, the following basic sectors are displayed in detail: (1) agriculture, forestry, and fisheries (LQ = 1.50); (2) wholesale and retail trade (LQ = 1.19); (3) information and communication (LQ = 1.06); (4) real estate (LQ = 1.15); and (5) education services (LQ = 1.13). The agriculture sector recorded the highest LQ value, reflecting a very strong comparative advantage. This not only demonstrates the sector's ability to meet domestic demand, but also its potential for interregional "exports." The data on page 185 shows that the average LQ value for the agriculture sector over five years was 1.50, confirming the consistency of this sector's competitiveness.

The high LQ value of the agricultural sector is in line with the geographical characteristics of Sambas, which is dominated by rice fields, fish ponds, and river and sea waters. Field data shows that rice production reaches more than 1 million tons of grain per year, with productivity reaching 4.5 tons/ha, an increase from the previous period. This shows the very strong potential of agriculture in terms of both production and market development.

This finding is in line with the results of an analysis that identifies the base sectors in a region, where sectors with an LQ > 1 indicate a comparative advantage (Amora et al., 2022). In particular, the agriculture, forestry, and fisheries sectors in Sambas Regency have significantly higher LQ values than other sectors, indicating great potential for further development (Firdaus & Rahadian, 2018). An in-depth analysis of this sector can identify specific sub-sectors that are highly competitive and have the potential to be developed within the framework of Islamic economics, such as community-based sustainable fisheries.

The wholesale and retail trade sector as the second base sector reflects the high level of goods distribution activity, both in domestic transactions and cross-border trade. Activities at the Aruk PLBN reinforce this role, as formal and informal trade are an important part of the border economy's dynamics.

Meanwhile, the information and communication and real estate sectors are interesting base sectors to analyze. The increase in the information sector's LQ indicates a growing need for digital access, especially after the Covid-19 pandemic. Real estate as a base sector indicates growing demand for housing and property activities, which are often early indicators of long-

term economic growth. The education services sector is also often identified as a leading sector in regional development based on a combination of Location Quotient, Klassen Typology, and MRP analyses (Juliantari et al., 2024). The LQ results for these sectors often exceed 1.0, indicating regional specialization and export potential outside the region (Ananta & Aulia, 2024; Rifani & Sa'roni, 2020).

Results of the *Shift Share* (SS) Analysis of the Economic Sectors of Sambas Regency

Shift Share Analysis separates regional economic growth into three components: the influence of provincial economic growth (*national share*), the influence of sectoral structure (*proportional shift*), and regional competitive advantage (*differential shift*). The results of the study show that almost all sectors in Sambas have a negative *differential shift* (DS) except for several sectors such as trade, transportation, and educational services.

Table 2. Negative Mix Sectors in Sambas Regency in 2019-2023

No	Code	Sector Name	Mij Value
1	A	Agriculture, Forestry, and Fisheries	-146.6
2	B	Mining and Quarrying	-10.4
3	C	Manufacturing	-58.6
4	F	Construction	-24.6
5	H	Transportation and Warehousing	-46.4
6	I	Accommodation and Food Services	-21.4
7	K	Financial and insurance services	-5.04
8	L	Government Administration, Defense, and Mandatory Social Security	-50.1
9	P	Education Services	-12.9

Source: Processed data (2025)

Based on the table above, sectors with negative Mij values include agriculture (-146.6 billion), manufacturing (-58.6 billion), construction (-24.6 billion), and transportation (-46.4 billion). Negative DS in the agricultural sector despite positive LQ values indicates that this sector is growing more slowly than agriculture at the provincial level. A critical interpretation of these results is that structural strength (high LQ) is not always accompanied by competitive advantage (positive DS). This phenomenon can occur when productivity, technology, access to financing, and the agricultural value chain lag behind other districts such as Kubu Raya or Pontianak, which have better access to logistics.

Negative DS in the manufacturing sector indicates Sambas' weak ability to create added value. This condition can be explained by the lack of food processing facilities, downstreaming of agricultural products, and low industrial investment, as seen in the small proportion of PMTB in the GRDP structure.

Furthermore, Shift Share analysis also reveals that although several sectors show strong regional growth, this growth is not always driven by pure comparative advantage, but also by other factors such as specific regional demand or supportive local policies (Arianto & Cahyono, 2025). However, it is important to note that comparisons with the national GRDP are often irrelevant for border regions with unique economic characteristics, thus requiring a more focused approach on comparisons with similar regions or reference provinces (Nurulhuda et al., 2021).

Previous research has also shown that shift-share analysis can identify sectors that are undergoing change and shifts in the regional economy, comparing the performance of micro sectors with the broader macroeconomy (Harjanti et al., 2021). The proportionality component indicates the extent to which the economic structure of Sambas Regency is in line with broader national or regional economic growth, providing insight into the sectors that benefit from macroeconomic trends and those that are hampered. This analysis is crucial for understanding local economic dynamics and formulating targeted development strategies, especially in the context of border areas with unique economic characteristics (Khusaini, 2015; Nurulhuda et al., 2021).

Results of the *Klassen Typology* Analysis of the Economic Sectors of Sambas Regency

Mapping through Klassen Typology reinforces the results of the two previous analyses by grouping economic sectors based on their growth rate and contribution to the GRDP. Klassen Typology aims to group economic sectors based on their relative growth rate and relative contribution to the provincial economy.

CONTRIBUTION		GROWTH	
		Rij ≥ Rin	**Rij < Rin**
	Kij ≥ Kin	**Quadrant I** **Primary:** Agriculture, Forestry, and Fisheries	**Quadrant II** **Potential:** a. Water Supply, Waste Management, Wastewater, and Recycling b. Transportation and Warehousing c. Government Administration, Defense, and Mandatory Social Security
	Kij < Kin	**Quadrant III** **Developing** a. Mining and Quarrying b. Wholesale and Retail Trade; Repair of Cars and Motorcycles c. Information and Communication d. Real Estate e. Educational Services	**Quadrant IV** **Underdeveloped** a. Processing Industry b. Electricity and Gas Supply c. Construction d. Accommodation and Food Services e. Financial and Insurance Services f. Corporate Services g. Health and Social Services h. Other Services

Figure 2. Klassen Typology Matrix of the Economic Sector in Sambas Regency

The analysis results show that there is only one sector that falls into the prime category, namely the agriculture, forestry, and fisheries sector, with a Rij–Rin value of 0.025 and a Kij–Kin value of 0.024. This finding confirms that the agricultural sector has a strategic position in Sambas' economic development and should be a priority for regional policy intervention. The construction sector is classified as an advanced but depressed sector, as its contribution is quite large ( ) but it experiences relatively lower growth pressure. On the other hand, the accommodation and transportation sectors are categorized as developing sectors, indicating that both sectors have medium-term growth opportunities if they receive appropriate policy support. Meanwhile, the manufacturing and financial services sectors are categorized as lagging, indicating limitations in both contribution and growth rate, thus requiring improvements in capacity, capital, and innovation.

Local governments must focus on developing appropriate strategies to optimize these leading sectors, as emphasized in previous studies on the importance of leading sectors as drivers of the regional economy (Nalle et al., 2022). These development strategies may include investment in supporting infrastructure, increasing the added value of agricultural products through processing, and facilitating broader market access (Adrimas et al., 2019). It is also important to note other research findings that indicate that the agriculture, forestry, and fisheries sectors are often leading sectors with potential for development in regional development planning (Devi et al., 2024).

However, the agricultural sector in some regions also faces problems such as low commodity prices at the farmer level due to high transportation costs and lack of adequate market access (KUMENDONG, 2022). Therefore, comprehensive policy interventions are needed to address structural problems in the agricultural sector, including improvements in transportation and logistics infrastructure to reduce marketing costs (KUMENDONG, 2022). In addition, training and assistance programs for farmers are needed to increase productivity and product quality in order to be more competitive in regional and national markets (Nalle et al., 2022; Nurcayah et al., 2023).

The Islamic economic approach also provides an important perspective in analyzing the competitiveness of the agricultural sector, emphasizing the principles of justice, sustainability, and equitable welfare (Hamzah & Donata Gozali, 2022). These principles can be integrated into agricultural sector development policies in Sambas Regency to ensure inclusive and equitable economic growth for all levels of society (Dardanila, 2023). The application of Islamic financial systems, such as mudharabah or musyarakah financing, can be an innovative solution to overcome the capital limitations of farmers and MSME actors in the agricultural sector, thereby promoting economic growth in accordance with Islamic ethics (Roadmap for Sustainable Finance in Indonesia, 2014). This approach has great potential to reduce economic inequality and improve the welfare of society in a sustainable manner, as indicated by literature that emphasizes the importance of context-based and socially just development strategies in addressing challenges in developing countries (Yuliyanti et al., 2025).

This is in line with the principle of sustainable development that integrates economic, social, and environmental aspects, with the aim of achieving equitable prosperity for current and future generations (Nasution et al., 2025). The application of sharia principles in natural resource management can also support sustainable and environmentally friendly agricultural practices, in line with the goals of green economic development (Nugraha et al., 2024).

Competitiveness of the Economic Sector in Sambas Regency from an Islamic Economic Perspective

As the sector with the highest LQ value (1.50) and categorized as the only prime sector based on Klassen's Typology, the agriculture, forestry, and fisheries sector plays a fundamental role as the driving force of the Sambas Regency economy ( ). The consistency of this sector in contributing an average of 47.28% to the total GRDP of Sambas Regency in the 2019–2023 period shows the dominance of agricultural activities in the regional economic structure. This dominance indicates a significant dependence on the primary sector, while also highlighting the great potential for further development if accompanied by policies that support product downstreaming and economic diversification. Therefore, strengthening this sector through an Islamic economic approach can provide a comprehensive solution, by promoting the principles of justice, equity, and sustainability in every aspect of its management (Andini et al., 2024). The sharia economic development paradigm is capable of creating a solid foundation for sustainable

development through the fulfillment of economic justice, community empowerment, and environmental sustainability (Amsari et al., 2024).

Rice production reaching 1,057,381 tons of grain per year, accompanied by an increase in productivity of up to 4.5 tons/ha as revealed in an interview with the Agriculture Office, is proof that this sector has strong production capabilities. In addition to rice, the fisheries sector also has great potential, with 6,457.6 hectares of pond land, 1,845 hectares of pond cultivation land, and the potential for floating net cages in four major rivers in the Sambas region. This data shows that Sambas Regency has potential for leading commodities, especially shrimp, freshwater fish, and high-value marine products such as jellyfish and lobster. This potential is reinforced by the main program of sustainable agricultural development as the master strategy for agricultural development from 2015 to 2045, which places the agricultural sector as a pillar of national food security (Raffandi et al., 2025).

From an Islamic economic perspective, these quantitative findings have important normative implications. Strengthening basic sectors such as agriculture, for example, is in line with the principle *of maslahah 'ammah*, because this sector provides the largest number of jobs, ensures the availability of local food, and supports the welfare of the community at large. In addition, the principle of distributive justice or *al-'adl* encourages the strengthening of basic sectors to not only benefit large businesses, but also empower small farmers, fishermen, and local MSMEs through sharia economic instruments such as sharia cooperatives, BMTs, and ZISWAF. The perspective of sustainability or *hifz al-bi'ah* is also relevant given the potential for natural resource degradation due to intensive agricultural and fishing activities. This approach integrates environmental protection with economic growth, ensuring that production activities do not damage the ecosystem (Maulana et al., 2024).

Thus, the development of the basic sector must be carried out while maintaining environmental sustainability as a form of human stewardship in Islam. Finally, the goal *of falah*, namely worldly and spiritual well-being, requires that development strategies not only pursue economic growth but also improve long-term quality of life, reduce social vulnerability, and strengthen the resilience of border communities. This approach will strengthen the position of Sambas Regency as a region with sharia-based economic competitiveness, where the material and spiritual well-being of the community can be achieved harmoniously.

4. CONCLUSION

This study concludes that the economy of Sambas Regency still relies on the primary sector, so that strengthening regional competitiveness is largely determined by the ability of the dominant sector to increase productivity and encourage broader value creation. The Location Quotient findings show that there are base sectors that are the of the region's comparative advantage and can be used as the main drivers of economic development. However, the Shift Share results confirm that these comparative advantages have not yet fully transformed into competitive advantages, as the growth performance of several sectors is still relatively inferior to that of the reference regions. The Klassen Typology mapping reveals differences in the development positions of various sectors, so that strengthening strategies need to be differentiated between sectors that must be maintained, accelerated, or transformed through investment support, improvement of the business climate, and strengthening of production capacity.

From an Islamic economic perspective, strengthening competitiveness needs to be directed towards public welfare, distributive justice, and sustainability, so that the development

of leading sectors not only improves economic performance but also expands benefits for society in an inclusive manner. Ultimately, Sambas Regency has clear sectoral capital, but it needs policies to strengthen productivity and consistent development governance so that growth is more competitive and equitable.

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