



PRUDENTIAL BANKING PRINCIPLE IMPLEMENTATION IN MURABAHAH FINANCING ON PT. SUMUT SHARIA BANK BRANCH PADANGSIDIMPUAN

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ABSTRACT

Based on the data on the number of murabahah financing customers of PT. Bank Sumut Padangsidimpuan Sharia Branch As of 31 December 2016-2019. In 2017 it decreased by 5.15 percent, in 2018 it experienced an increase of 5.36 percent, and in 2019 it experienced an increase of 6.01 percent. Therefore researchers are interested in researching the implementation of prudential banking principles in murabaha financing. The purpose of this study was to determine the application of the prudential banking principle in murabahah financing at the Padangsimpuan Branch of Bank Sumut Syariah. The theory used in this study is the theory of applying, the theory of the prudential principle, the theory of murabaha, the theory of murabaha financing. This research is descriptive qualitative with data collection techniques using interviews, observation, and documentation, while the data sources used are primary data and secondary data. From the results of this study it can be concluded that the implementation of prudential banking principle is the 5C principle of character, capacity, capital, economic conditions, collateral. collateral). The implementation of the prudential banking principle for murabahah financing has implemented the 5C principle. It can be seen that in 2018 and 2019 there has been an increase.

Keywords: *Implementation of the Prudential Principle, Murabahah Financing*

INTRODUCTION

Communities in developed and developing countries really need banks as a place to carry out their financial transactions. They consider banks to be safe financial institutions in carrying out various kinds of financial activities. Financial activities that are often carried out by people in developed and developing countries include financing activities and channeling funds. (Ismail, 2011:29).

According to Law no. 10 of 1998 concerning banking, a bank is a business entity that collects funds from the public in the form of savings and distributes them to the public in the form of credit and/or other forms in order to improve the standard of living of the common people . (Syamsu Iskandar, 2014:39). Where banks are very important and play a role in driving the economic growth of a nation because banks are fund collectors from the *Surplus Spending Unit (SSU)* and channel funds to the *Deficit Spending Unit (DSU)* , an effective and productive place for saving for the community, as executor and expedite payment traffic safely, practically and



economically, guarantor for trade settlement by issuing L/C (*letters of credit*) , guarantor for project completion by issuing bank guarantees.In general there are 2 types of banks namely, conventional banks and banks Sharia which can be distinguished from its principles . (Kautsar Riza Salman, 2012:60).

According to Law no. 21 of 2008, Islamic banks are banks that carry out their business activities based on sharia principles and by type consist of sharia commercial banks and sharia people financing banks. And according to Law no. 21 of 2008, a sharia business unit is a work unit from a conventional commercial bank head office, which functions as the main office of an office or unit that carries out business activities based on sharia principles, or a work unit in a branch office of a bank domiciled abroad, which carry out conventional business activities that function as the main office of the office related to financial matters as its main business. (Nur Rianto Al Arif, et al, 2018: 1). Antono and Perwataatmadja differentiate into two meanings, a bank whose procedure for operating is in accordance with Islamic sharia principles and a bank whose procedure for operation refers to the provisions of the Qur'an and Hadith . (Abdul Nasser Hasibuan, 2015:7-8).

In banking there is the term financing, where financing is based on sharia principles according to Law no. 10 of 1998 article 8 is carried out based on an analysis by applying the precautionary principle so that debtors are able to pay off their debts or return financing in accordance with the agreement so that the risk of failure or congestion in repayment can be avoided. Even so, the financing provided to customers will not be separated from the risk of bad credit (*non-performing financing*), which in turn can affect the performance of these Islamic banks. Which is based on Bank Indonesia Regulation (PBI) No. 13/23/PBI/2011 dated 2 November 2011 concerning the implementation of risk management for commercial banks and sharia business units, there are several risks involved in sharia banking, namely risks due to failure of customers or other parties in fulfilling obligations to banks, in accordance with the agreement agreed. Nur Rianto Al Arif, et al, 2018:49).

The financing used in this prudential principle is *murabahah financing* , what is meant by *murabaha* is a contract of sale and purchase of goods at a selling price of acquisition cost plus agreed profit and the seller must convey the cost of the acquisition of the goods to the buyer (PSAK 102 Paragraph 5). This definition shows that a *murabahah transaction* does not have to be in the form of a deferred payment (credit), but can also be in the form of cash after receiving the goods, deferred by installments after receiving the goods, or deferred by paying all at once in the future (PSAK 102 paragraph 8). UU no. 21 of 2008 concerning Islamic banking, explains that what is meant by a " *murabaha contract* " is a contract for financing an item by confirming the purchase price to the buyer and the buyer pays it at a higher price as an agreed profit.

As a financial institution, of course Islamic banks must also maintain the bank's financial condition to remain healthy by applying the prudential *principle* as an effort to avoid the risk of the bank experiencing material losses. The *losses referred to* are losses due to *murabahah financing* , namely by applying in accordance with Islamic banking rules , namely principle 5 C Character , capacity , capital , economic condition , collateral . (Abd. Shomad, 2017 : 185) *The Prudential Principle*



is really needed, especially in the case of banks wanting to channel funds to the public in the form of credit or financing. In essence, the *Prudential Principle* also provides legal protection for customers. The bottom line is that the bank must be careful in channeling funds collected from the public so that these funds are protected and public trust in the bank can be maintained and increased.

Bank Sumut Syariah Padangsidimpuan Branch or abbreviated as KCSy as one of the Government Banks is believed to be a bank that is quite healthy and is required to be under the supervision of DPS (Sharia Supervisory Board) and OJK (Financial Services Authority), of course it is not an arbitrary bank in operating its duties as a financial institution, especially for matters relating to the provision of financing without ignoring the *prudential principle*. Therefore, since its inception, Bank Sumut Syariah has implemented *prudential principles* in all aspects of the Bank's operations and financing aspects.

The following is data on the number of *murabahah financing customers* and the total balance of PT. Bank Sumut Padangsidimpuan Sharia Branch from 2016-2019.

Table I. Data on the number of customers and the total balance of *murabahah financing* PT. Bank Sumut Padangsidimpuan Sharia Branch Per 31

December 2016-2019

Year	Number of Customers (people)	Total Balance	Percentage of Number of Customers
2016	658	Rp. 91,951,668,234,-	6,58 %
2017	515	Rp. 81,474,639,168,-	5,15 %
2018	536	Rp. 99,009,494,800,-	5,36 %
2019	601	Rp. 105,985,813,854,-	6,01 %

Source: Indonesian Financial Report PT. Bank Sumut Padangsidimpuan Sharia Branch.

From the table above we can see that in these 4 years 2016 was the highest number of murabahah financing, but in 2017 there was a very significant decrease in murabahah financing, then in 2018 it increased again as well as in 2019.

Based on the description above, it is very important to apply prudential principles in analyzing or conducting financing, one of which is in the implementation of a murabahah contract which is also carried out by the Padangsidimpuan Sumatran Sharia Bank, which is located at Jl. Merdeka No.12, Wek V, South Padangsidimpuan, Padangsidimpuan City, North Sumatra Postal Code 22711, so that it can survive amid the competition of conventional banks in Padangsidimpuan. Therefore, the writer is interested in putting it in the form of a thesis entitled "Implementation of Prudential Banking Principles in Murabahah Financing at PT. Bank Sumut Syariah Padangsidimpuan Branch.



LITERATURE REVIEW

Murabaha Financing

Islamic banks as community intermediary institutions have a very important role. The task of Islamic banks as intermediary institutions is to collect funds from the public and distribute them to people who need them. One of the activities of Islamic banks is to carry out financing activities, namely channeling funds to people who need funds. (Ayu Rumi, et al, 2020:30). This financing includes, among others, financing under the principle of profit sharing (mudharabah), financing under the principle of equity participation (musyarakah), the principle of buying and selling goods by obtaining profits (murabaha), or financing of capital goods based on the principle of pure lease without choice (ijarah), or with the option of transferring ownership of goods leased from other parties (ijarah wa iqtina) . (Rachmad Firdaus, et al, 2009:3).

Financing is a bank activity to channel funds to people who lack funds for certain purposes. (Meaning Damisa, 2018: 125). Murabahah financing is a sale and purchase transaction, in which the Islamic Bank acts as a seller and the customer acts as a buyer, with the selling price from the bank being the purchase price from the supplier plus a certain percentage profit for the Islamic Bank in accordance with the agreement. Ownership of the goods will move to the customer immediately after the sale and purchase agreement is signed and the customer will pay for the goods in fixed installments, the amount according to the agreement until the payment is made. (Zainuddin Ali, 2008:30).

Financing is an activity of Islamic banks in channeling funds to customers who need funds. Financing is very beneficial for Islamic banks, customers and the government. Financing provides the greatest results among other fund distributions made by Islamic banks. Before channeling funds through Islamic bank financing, it is necessary to carry out an in-depth financing analysis. (Sry Lestari, 2016:48). In Law Number 10 of 1998 it is stated that financing based on sharia principles is the provision of money or equivalent claims based on an agreement or agreement between the bank and another party that requires the party being financed to return the money or claim after a certain period of time in return or for results. (Grace Ilyas, 2015: 186).

1. Financing Aspect

In implementing financing, Islamic banks must fulfill:

- a. The sharia aspect means that in every realization of financing to Islamic bank customers, it must still be guided by Islamic law (among other things, it does not contain elements of maysir, gharar and usury and the business must be halal).
- b. The economic aspect means that apart from considering sharia matters, Islamic banks are still considering obtaining profits for both Islamic banks and Islamic bank customers . (Muhammad, 2005:16).

2. The purpose of financing is as follows:

- a. Improvement of the people's economy
- b. Availability of funds for business expansion
- c. Increase productivity
- d. Opening new jobs



- e. There is a distribution of income . (Sutan Remy Syahdeini, 2002:20).

Murabahah or also called *ba'bitsmanil ajil*. The word *murabaha* comes from the word *ribhu* (profit). So *murabaha* means mutual benefit. In simple terms , *murabahah* means buying and selling of goods plus an agreed profit . (Mardani, 2012:13).

Murabahah is a contract of sale and purchase of goods with a selling price of the acquisition cost plus an agreed *profit* and the seller must convey the cost of the acquisition of the goods to the buyer (PSAK 102 Paragraph 5) . This definition shows that a *murabahah transaction* does not have to be in the form of a deferred payment (credit), but can also be in the form of cash after receiving the goods, deferred by installments after receiving the goods, or deferred by paying all at once in the future (PSAK 102 paragraph 8). UU no. 21 of 2008 concerning Islamic banking, explains that what is meant by a " *murabaha contract* " is a contract for financing an item by confirming the purchase price to the buyer and the buyer pays it at a higher price as an agreed profit.(Muhammad Syafii Antonio, 2009:160).

Murabahah is a form of buying and selling and is based on the pleasure of the perpetrator, both the seller and the purchaser. The sharia foundation for *murabaha* is as stated in the word of Allah SWT,

وَأَخْلَقَ اللَّهُ أَبْيَعَ وَحَرَمَ الرِّبَا |

Translation: ... and Allah has justified buying and selling and forbidding usury.
(Ministry of Religion, 2011: 58)

Referring to the instructions of the Qur'an; Regarding Murabaha financing, it is found in QS Al-Baqarah verse 275 which basically states that at first people who like to take usury say that buying and selling is the same as usury . (Kamaluddin, et al, 2020:73).

3. The pillars of *Murabahah*

- a. Vendor (*Ba'i*)
- b. Buyer (*Musytari*)
- c. Buying and selling object (*Mabi'*)
- d. Price (*Tsaman*)
- e. Ijab Qabul . (Muhammad, 2005:274).

4. Provisions regarding *murabaha* :

- a. General provisions of *murabahah* in Islamic banks:

- 1) Banks and customers must enter into a usury-free *murabaha contract* .
- 2) Goods that are traded are not prohibited by Islamic shari'ah.
- 3) The Bank finances part or all of the purchase price of goods whose qualifications have been agreed upon.
- 4) Banks buy goods needed by customers on behalf of the bank itself, and these purchases must be legal and riba-free.
- 5) The bank must submit all matters related to the purchase, for example if the purchase is made on account of debt.
- 6) The bank then sells the item to the customer (subscriber) at a selling price equal to the purchase price plus the profit. In this regard, the bank must honestly tell the cost of goods to customers along with the costs involved.
- 7) The customer pays the agreed price of the goods at a certain agreed period.

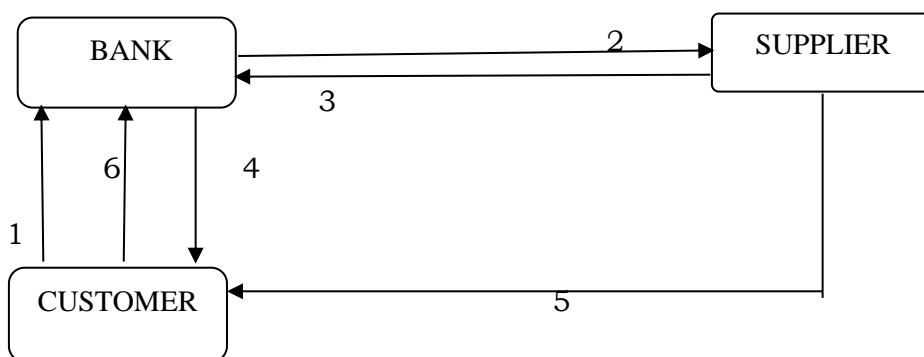


- 8) To prevent misuse or damage to the contract, the bank can enter into a special agreement with the customer in the form of binding guarantees and or insurance.
 - 9) If the bank wants to represent the customer to buy goods from a third party (wakalah contract), the sale and purchase *murabahah* contract must be made after the goods, in principle, belong to the bank.
5. Guarantee in *murabahah* :
- a. Guarantees in *murabahah* are allowed, so that customers are serious about their orders.
 - b. Banks can ask customers to provide guarantees that can be held.

Murabaha Transaction Process Scheme

Based on the description regarding *murabaha*, the process scheme or modus operandi of *murabahah transactions* can be described as follows: (Sutan Remi Syahdeini, 2002:193-194).

Picture I.



Process :

- 1) Making a contract of sale and purchase of goods between the bank and the customer which is also an order for goods by the customer to the bank.
- 2) Making a sale and purchase contract followed by payment of the price of goods by the bank.
- 3) Sales and transfer of ownership rights to goods by suppliers to banks.
- 4) Sale of goods + *mark-up/ margin* and transfer of ownership rights by the bank to the customer.
- 5) Physical delivery of goods by suppliers to customers.
- 6) Repayment of the price of goods by the customer to the bank in installments or all at once at the end of the settlement period.

6. Implementation

a. Purchase Purpose

Murabahah contracts are used by banks to facilitate customers to make purchases in order to meet the needs for: (Muhammad, 2005:277). Consumer goods such as houses, vehicles/means of transportation, household appliances and the like (excluding renovations or construction processes).

- 1) Procurement of merchandise.
- 2) Raw materials and or production support materials (excluding production processes).
- 3) Capital goods such as factories, machines and the like.



- 4) Other goods that do not conflict with sharia and are approved by the bank.

Sharia Banking Prudential Principle (Prudential Banking Principle Implementation)

The precautionary banking principle itself is also called *prudential banking*, taken from the English word " *prudence* " which means "prudent" or "cautious". *Prudential banking* is a concept that contains elements of attitudes, principles, standard policies and bank risk management techniques in such a way as to avoid even the slightest consequences that could harm or harm *stakeholders* , especially depositors and the bank itself . (Upia Rosmalinda, 2013:64).

In another sense, *prudential banking* is a principle which states that the bank in carrying out its functions and business activities takes ways that do not harm the bank and the interests of customers with the aim that the bank is always in good health . (Upia Rosmalinda, 2013:64).

For Islamic Banks, this precautionary principle is useful for:

1. Avoiding the Bank from risks that result in losses;
2. Protect customer data;
3. Protect customer funds stored in Islamic banks; and fraudulent practices . (Usman Rahmadi, 2012:29- 30).

RESEARCH METHODS

Location and Time of Research

Research location to be studied is at PT. Bank Sumut Syariah Padangsidimpuan, having its address at Jl. Merdeka No.12, Wek V, South Padangsidimpuan, Padang Sidimpuan City, North Sumatra 22711. This bank is a regional bank for the province of North Sumatra which applies principles and its operational system is based on sharia principles. And one of the branches of this bank is in the city of Padangsidimpuan. The time of the research was carried out from January 2021 to April 2021.

Types of research

This research uses a qualitative approach in the form of descriptive. Qualitative descriptive is research that seeks to describe and interpret it as it is and does not use numbers.

Where qualitative research according to Moleong (1998) is a display in the form of spoken or written words that are examined by researchers, and objects that are observed to the details so that the implied meaning can be captured in documents or objects. (Suharsimi Arikunto, 2014:22). Because in this study, researchers did not manipulate research data. The purpose of this research is to describe facts and data systematically so that the problem under study can be clearly described .

1. Research subject

As for those who are the research subjects are employees of the Division of financing from PT. Bank Sumut Padangsidimpuan Sharia Branch as many as 3 people (three people).



2. Data source

The data to be used in this study comes from PT. Padangsidimpuan Sharia North Sumatran Bank. Sources of data in this study consisted of two sources, namely:

- a. Primary data is data obtained from the first source either from individuals or individuals such as the results of observations, interviews and documentation which are usually carried out by researchers. The source of the main data is the employees of the Padangsidimpuan Sharia Bank of North Sumatra Branch in the financing and marketing section. (Anantawi Krama Tungga, et al, 2014:67).
- b. Secondary data is data obtained from data collection by studying problems related to the object under study through books and journals such as the application of *prudential banking principles*, banking products, the Internet, and those related to the problem being analyzed . (Anantawi Krama Tungga, et al, 2014:67).

3. Data collection technique

Data collection techniques are ways to collect data that will be needed from the field by using instruments such as interviews . (Anis Fuad Kandung Sapto, 2014:62). Besides using the instrument, it can also be done by studying the documentation or notes that support the research.

4. Data Processing and Analysis Techniques

Data analysis in research is an integral part of the data testing process after the data has been successfully selected and collected. By looking at the theoretical research base, the data analysis technique used in this study is descriptive qualitative analysis. In this study the analysis used to determine the Implementation of Prudential Banking Principles in Murabahah financing at PT. Bank Sumut Syariah Padangsidimpuan Branch.

The purpose of data analysis is the process of systematically searching for and compiling data obtained from interviews, field notes, and documentation by organizing them into categories and drawing conclusions so that they are easily understood by oneself and others. Data analysis activities in this case are organizing, sorting, grouping, coding, and categorizing them, aiming to find themes and working hypotheses which eventually become substantive theories.

5. Data Validity Techniques

The things that researchers must do to get accurate data are the following data: Extension of Participation, Perseverance in observation, Triangulation, Peer Examination Through Discussions, Referential Adequacy, Member Checking.

RESULTS AND DISCUSSION

Overview of PT . Bank Sumut Sharia Padangsidimpuan Branch

The background to the establishment of the Sharia Business Unit has actually been developing for quite a long time among the *stakeholders* of PT. Bank SUMUT, especially the directors and commissioners, namely since the issuance of Law No. 10 of 1998 which provides an opportunity for conventional banks to establish Sharia Business Units. The establishment of Sharia Business Units is also based on culture



the religious people of North Sumatra, especially Muslims who are increasingly aware of the importance of carrying out their teachings in all aspects of life, including in the economic field.

The commitment to establishing a Sharia Business Unit has strengthened with the issuance of a fatwa by the Indonesian Ulema Council (MUI) which stated that interest is haram. Of course, this fatwa encourages the desire of the Muslim community to obtain banking services based on Sharia principles. From the results of a survey conducted in 8 (eight) cities in North Sumatra, it shows that public interest in Islamic banking services is quite high, reaching 70% for the level of interest and above 50% for the desire to obtain Islamic banking services. On this basis, and the commitment of PT. Bank of North Sumatra towards the development of sharia banking services, on 04 November 2004 PT. Bank Sumut opened a Sharia Business Unit with 2 (Two) Sharia Branch offices, namely the Medan Sharia Branch Office and the Padang Siddi MPuan Sharia Branch Office .

RESULTS DISCUSSION

As for Prudential Banking , it has a very important role in Islamic banking, namely, a concept that has elements of attitudes, principles, standard policies and bank risk management techniques in such a way as to avoid the slightest consequences, which can harm or harm stakeholders , especially customers. Padangsidimpuan North Sumatra Sharia Bank and the Bank itself. Based on the role of prudential banking , the researchers concluded that prudential banking must be optimally applied to banks.

Researchers discuss the application of prudential banking in a company, so the procedure for implementing a product contract needs to be known in advance. The following is the procedure for implementing a murabahah financing product contract at PT. Bank Sumut Syariah Padangsidimpuan Branch.

Procedures for implementing murabahah financing product contracts

1. Customers apply for financing
2. Bank officers or AD explore the needs of prospective customers
3. The prospective customer explains the needs of the prospective customer and the capabilities of the prospective customer
4. Through 5C bank officers decide what scheme is suitable and most needed for customers
5. If the customer agrees with the scheme proposed by the officer, then the customer is asked to complete the financing paperwork
6. *check the spot,*
7. Analysis of financing files for further approval by the leadership
8. After the file is approved by the leadership, then the officer drafts a *murabahah contract* in accordance with the financing objectives
9. Realization of financing in which realized funds can take place in the distributor account of the owner of the buying and selling object
10. Handover of buying and selling objects from distributors to banks
11. Handover of buying and selling objects from the bank to the customer. (Leo Chandra, Interview, 2021).



Murabaha Pillars

1. There is a seller
2. There are buyers
3. There are goods that are the object of buying and selling
4. There is a selling price
5. The existence of 'Ijab qobul stated in the contract.

Murabaha conditions

1. The seller notifies the cost of capital to the customer;
2. The first contract must be valid in accordance with the established pillars;
3. Buying and selling must be free from usury;
4. The seller must explain to the buyer if there is a defect in the goods according to the purchase;
5. The seller must convey all matters related to the purchase, for example if the purchase is made in debt. And the point is that if the conditions and pillars are met, the contract is valid. (Adhi Rachmansyah, Interview, 2021).

Implementation of the precautionary principle

1. Ensuring suitability of needs with financing applications
2. Ensuring 5C (character, capacity, capital, condition of economics, collateral) have been fulfilled properly
3. Carry out financing activities in accordance with 5 OP (Operational Standard P)
4. Ensure the object of sale and purchase is not fictitious.
way of research on the precautionary principle of prospective customers
1. Ensuring suitability of needs with financing applications
2. Ensuring 5C (character, capacity, capital, condition of economics, collateral) have been fulfilled properly
3. Carry out financing activities in accordance with 5 OP (Operational Standard P)
4. Ensure the object of sale and purchase is not fictitious.
5. By going through the motorcycle taxi or Bi Check in
6. By going through information from residents around the location of the prospective customer's domicile
7. Through checking the authenticity of the financing documents . (Leo Chandra , interview, 2021)

Murabahah financing process applies the 5C

1. **Character**, in choosing a customer, the bank needs to pay attention to the *character* of a customer, character which means the bank must be able to assess the prospective customer has good character, character and traits in carrying out his obligations (obligation to repay loans). What is meant by good character is in terms of the personality or character of the prospective customer. This will be assessed from the results of interviews between finance employees and customers who wish to apply for loans with questions about the background, living habits, lifestyle of the prospective customer. And whether prospective customers can be trusted in establishing cooperation.



2. **Capacity**, in choosing a customer, the bank needs to pay attention to the *capacity* of a customer, which means that the bank must be able to assess the prospective customer's economic capabilities (present and future) in making loan payments. What is meant by economic ability is a prospective customer whose economy is guaranteed to strengthen and guarantee the ability to pay off his loan, able to manage his personal finances or the business he owns. This factor also determines the ability to repay a person's loan repayments to the bank, such as whether the customer has experienced a financial problem before or not.
3. **Capital**, in choosing a customer the bank needs to pay attention to a customer's *capital*, capital which means the bank must be able to assess the prospective customer as having economic assets that can be used as a means for the prospective customer to carry out his obligations (to make loan payments). What is meant by having capital such as assets is related to the condition of assets and wealth owned by prospective leaders, especially customers who have a business, such as how much balance in savings, deposits, or other investment assets owned by the prospective borrower. For entrepreneurs, the *capital factor* will be assessed from the annual report of the company managed by the customer, so that from this assessment, the bank can determine whether or not the prospective borrower is eligible to receive a loan, and then how much financial assistance is provided.
4. **Collateral**, in choosing a customer the bank needs to pay attention to a customer's guarantee, guarantee which means the bank must be able to assess the prospective customer's guaranteed assets as having professional economic value with the amount of loan (financing) provided by the bank to the prospective customer. What is meant by professional economic value guarantees is that the greater the value of the collateral or guarantee provided for the loan application, the greater the rating points will be. This principle also needs to be considered by prospective borrowers, because when they cannot fulfill their obligations to return loans from the bank. So in accordance with the existing provisions, the bank may confiscate adet that has been previously promised as a guarantee.
5. **Condition of economy**, in choosing a customer the bank needs to pay attention to the economic condition of a customer, economic conditions which means the bank must be able to assess the stability of the economic and financial conditions of prospective customers, at the time of borrowing and future forecasts. What is meant by being able to assess the stability of the economic and financial condition of a prospective customer is the economic condition of a region or country in relation to the type of business being conducted by the borrower.

This precautionary principle must be carried out by banks, not only because it is connected with the obligation so that banks do not harm the interests of customers who entrust their funds to banks and the public (through bank lending), but also closely related to the monetary system which concerns the interests of all members of society . . (Jumi Atikah, 2015:51). 4 pillars of action and solutions offered by Bank Sumut Syariah Padangsidimpuan Branch to *Murabahah financing customers* in the event of default financing (jamming). (Ainul Haq Daulay, Interview, 2021).



CONCLUSION

Based on the research that has been done, the researcher can draw the conclusion that PT. Bank Sumut Syariah Padangsidimpuan Branch performs procedures for implementing murabahah financing product contracts, PT. Bank Sumut Syariah, Padangsidimpuan Branch, in carrying out its duties and functions, must carry out the precautionary principle to maintain the health of the Bank, namely 5C, *character, capacity, capital, condition of economics, collateral*. The aspects studied/assessed by PT. Bank Sumut Syariah Padangsidimpuan Branch which is more prioritized in analyzing prospective customers of Murabahah financing. PT. Bank Sumut Syariah Padangsidimpuan Branch implements the precautionary principle carried out by the bank in providing murabahah financing.

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