
ANALYSIS OF THE IMPLEMENTATION OF THE PRUDENTIAL PRINCIPLE IN THE FINANCING OF BA'I BITSAMAN 'AJIL AT KSPPS GUNA LESTARI JAYA, TROSO BRANCH

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ABSTRACTS

Ba'i Bitsaman Ajil financing is financing carried out with a system of buying and selling goods that can be paid in installments that require the application of prudential principles to maintain the stability and sustainability of cooperative finances. The main focus of the study is the evaluation of the application of prudential principles in the process of distributing Ba'i Bitsaman Ajil financing, as well as identifying internal and external obstacles faced. The study used a descriptive qualitative approach with a field study method, involving interviews, observations, and documentation. The results of the study indicate that the implementation of prudential principles in distribution is applied through 5C analysis, verification of non-fictional and guaranteed objects of sale and purchase, restrictions on financing ceilings, and committee meeting mechanisms. However, several obstacles were still found, such as limited human resources, manual administration systems, lack of transparency of borrower finances, unstable economic conditions, risk of bias in the verification process carried out with borrower neighbors, and low legal literacy of members. Therefore, it is necessary to strengthen human resource capacity, digitalization, increase education for members, and economic and social monitoring to optimize the implementation of prudential principles

A. INTRODUCTION

Sharia savings and loan cooperatives (KSPPS), as a sharia financial institution included in the Baitul Maal Wat Tamwil (BMT), have an important role in facilitating the wheels of the economy, especially in the small, medium and micro business sectors (Tanjung & Novizas, 2021). Sharia savings and loan cooperatives have also developed in response to the need for sharia principles, while also supporting the growth of the MSMEs sector which is one of the backbones of the national economy (Al-hasyir et al., 2024). Several studies show that Islamic microfinance institutions are very suitable for solving economic problems on a microeconomic basis (Meranti & Yazid, 2021). The results of research conducted by Ashfahany and Aini show that BMT activities targeting small businesses have proven to have a positive economic impact in the form of additional capital and increased business performance as well as opportunities for increased income (Ashfahany & Aini, 2021). Thus, the existence of KSPPS has an important role in facilitating economic activities, especially the small and medium and micro business sectors.

Based on Law Number 25 of 1992, Article 44 explains that the cooperative's business activities are to collect and distribute funds through savings and loan businesses that are intended for cooperative members, or other cooperatives and their members (Undang-Undang Nomor 25 Tahun 1992 Tentang Perkoperasian, 1992). This regulation shows that cooperatives can also channel financing in their business activities. Financing is a financial facility that allows a person or business entity to borrow money to buy products and pay it back within a specified period of time.

KSPPS Guna Lestari Jaya Troso branch is one of the branches of KSPPS Guna Lestari Jaya located in Troso village which is the object of this research, as a non-bank financial institution, KSPPS is a cooperative legal entity whose business activities collect funds from members in the form of savings and deposits, and distribute funds in the form of financing. One of the financing products at KSPPS Guna Lestari Jaya is Ba'i Bitsaman 'Ajil Financing.

According to Heri Nugraha et al., ba'i bitsaman ajil financing is a buying and selling system with a deferred payment mechanism, in its implementation, goods are first handed over to members, while payments are made in stages according to the agreed period of time (Nugraha et al., 2021). According to Purnoto and Prasetyo, ba'i bitsaman ajil is financing with a buying and selling system by installments for the purchase of goods. The amount of obligation that must be paid by prospective members is the price of the goods and the margin that has been agreed upon together (Purnoto & Danang Dwi Prasetyo, 2020). Other research explains that ba'i bitsaman ajil is financing with a goods buying and selling system with a wakalah (representative) contract where the purchase of goods is carried out by the borrower and the KSPPS party only acts as a provider of funds with the initial provision that the price of the goods plus a profit margin is to be paid by the borrower in installments over a certain period of time according to the agreement (Hasnina, 2021).

It can be concluded that ba'i bitsaman ajil financing is a form of financing based on a sale and purchase agreement, where Islamic financial institutions

provide funds for the purchase of goods or investments. In this financing, the Islamic financial institution can act by purchasing goods first and then selling them back to the borrower at a price that has been added to the profit margin, which is then paid by the borrower in installments or installments over a certain period of time. Or the financial institution can act as a fund provider, while the borrower acts as a buyer, with an initial agreement that the borrower will pay off his obligations according to the price of the goods and the margin that has been mutually agreed upon.

Ba'i Bitsaman 'Ajil financing is financing carried out with a system of buying and selling goods that can be paid in installments. As one of the financing in KSPPS Guna Lestari Jaya Troso branch, of course in distributing financing it is necessary to consider the risks that will be faced, the aim is to minimize the potential for risks that can threaten the smoothness and sustainability of KSPPS operations, one of the risks in financing products is the risk of default, so in providing financing to the community, KSPPS must of course see and recognize the background of the prospective borrower's life, one of the principles that can be applied as an anticipation of risks that can harm KSPPS is by implementing the prudential principle.

Based on the regulation of the Minister of Cooperatives and Small and Medium Enterprises No. 11/PER/M.KUKM/XII/2017 concerning the implementation of sharia savings and loan and financing business activities by cooperatives, specifically in article 20, KSPPS and USPPS cooperatives are required to apply the prudential principle in their business activities (Peraturan Menteri Koperasi Dan Usaha Kecil Dan Menengah Nomor 11/PER/M.KUKM/XII/2017 Tahun 2017, 2018). The regulation shows the importance of the need to implement the prudential principle in every activity of savings and loan cooperatives in Indonesia to maintain the stability and sustainability of cooperative finances.

The application of prudential principle regulations in Islamic microfinance institutions in distributing financing to members has also been regulated in Government Regulation Number 9 of 1995, specifically in Article 19 paragraph 2 concerning the implementation of savings and loan business activities by cooperatives, it is explained that in providing loans, savings and loan cooperatives and savings and loan units are required to uphold the principle of healthy lending by considering the assessment of the eligibility and ability of loan applicants (Undang Undang Nomor 9 Tahun 1995, 1995).

The application of the prudential principle in the distribution of financing in KSPPS aims to ensure the wishes of the institution and maintain the trust of members. Non-compliance with this principle can lead to high levels of bad debt which have a negative impact on the financial stability of KSPPS. Studies show that institutions that strictly apply the prudential principle are better able to manage the risk of unproductive financing and maintain public trust in microfinance institutions (Mauludina Kanzul F.D., 2020).

The Prudential principle is a mandatory guideline in managing financial institutions, aimed at creating a strong, healthy, efficient Islamic financial institution in accordance with applicable legal provisions, in providing financing, considerations are not only focused on the profit aspect alone, but also on various

other aspects to prevent potential problems in the future for the financial institution (Sitta, 2020). Another study explains that the prudential principle in sharia financing is an important step implemented to maintain financial stability and protect funds. By conducting in-depth risk analysis in providing loans and investments to maintain financial health and prevent risks that can disrupt its operations. Thus, this principle is the basis for running a business safely and sustainably (Salamah, 2023). It can be concluded that in carrying out its activities, as a financial institution, KSPPS is required to apply the prudential principle. This principle is a fundamental guideline to ensure smooth operations, minimize risks, and protect various parties involved.

There are several previous studies related to the application of the prudential principle in the distribution of financing in Islamic financial institutions using several principles, as follows. Research conducted by Nawa and Andriyanto in their research results shows that the application of the prudential principle in consumer financing at BMT Mubarakah Kudus applies a feasibility analysis based on the 6C principle (character, capacity, capital, condition, collateral, and constraints) with an emphasis on the aspects of character analysis, ability, and collateral (Nawa & Andriyanto, 2024).

Other studies show that in increasing the ability of the financing channeled, it also prioritizes the prudential principle in channeling financing. The strategy carried out by KSPPS BMT PETA Kediri in minimizing the potential for problematic financing uses the 5C principle when conducting a survey, the principle consists of Character, Capacity, Capital, Collateral and Condition. The five principles above are control over risk can also be carried out by risk management in overcoming risks that may occur with the avoidance method (Adin Fadilah, 2022). Further research conducted by Misin Noviarsih also explains that the application of the prudential principle in minimizing the risk of lasisma financing at KSPP. BMT Syariah NU Pasean Branch is carried out using the 5C principle (Noviarsih, 2023).

Research conducted by Siti Hamdanah shows that the implementation of the prudential principle in financing at BMT Al Falah Sungai Danau can be carried out by assessing the feasibility analysis based on the 5C+1S principle, namely Character, Capacity, Capital, Collateral, and Condition of Economic, as well as adding Sharia values (Hamdanah, 2023).

Based on several studies above, it shows that there are several aspects of assessment that can be done in an effort to apply the prudential principle to the distribution of financing, namely by using the 5C principle which includes Character, Capacity, Capital, Collateral and Condition, and in some cases there are also those who add sharia aspects to their assessment or better known as the 5C + 1S principle, and some use the 6C principle, namely (character, capacity, capital, condition, collateral, and constraints). It can be concluded that there are various methods that can be applied in an effort to apply the Prudential principle to the distribution of financing in financial institutions.

Thus, the author is interested in exploring and analyzing how KSPPS Guna Lestari Jaya Troso Branch applies the Prudential Principle to the distribution of financing for the Ba'i Bitsaman 'Ajil loan product. This study aims to analyze the implementation of the Prudential Principle of KSPPS Guna Lestari Jaya Troso

Branch in the distribution of financing for the Ba'i Bitsaman 'Ajil product. The focus of the research is to evaluate the implementation of the assessment principles used in the application of the Prudential Principle and to identify internal and external obstacles faced in the implementation of these assessment principles.

B. METHOD

This study uses a qualitative descriptive approach. This approach was chosen to understand and describe in depth the process of implementing the prudential principle in the distribution of Ba'i Bitsaman Ajil financing at KSPPS Guna Lestari Jaya Troso Branch. The research was carried out directly at the location of the research object in order to collect data and information relevant to the topic of study.

The data sources in this study consist of primary data and secondary data. Primary data were obtained through direct observation in the field by participating in a two-month internship program, as well as through in-depth interviews with sources including the General Manager of KSPPS Guna Lestari Jaya, branch heads and marketing staff of KSPPS Guna Lestari Jaya Troso Branch financing. In addition, document analysis was also carried out by collecting and analyzing various relevant supporting documents, such as the operational standards for Ba'i Bitsaman Ajil financing management, Ba'i Bitsaman Ajil financing approval letters and financing product brochures. Meanwhile, secondary data were obtained through literature studies by analyzing literature related to the concept of prudential principles, sharia savings and loan cooperatives, and Ba'i Bitsaman Ajil financing.

All collected data were then analyzed qualitatively with the aim of studying in depth the practice of implementing the prudential principle, evaluating the effectiveness of the financing distribution process, and obtaining results in accordance with the research objectives.

C. RESULT AND DISCUSSION

Procedures for distributing financing for ba'i bitsaman ajil at KSPPS Guna Lestari Jaya, Troso branch

Financing ba'i bitsaman 'ajil is a buying and selling process between a financial institution and a borrower, where the financial institution first finances the purchase of certain goods needed by the borrower. Furthermore, the borrower will pay the cost of the goods and the previously agreed profit (Kholidah, 2024). Based on the brochure available at KSPPS Guna Lestari Jaya, it states that ba'i bitsaman ajil financing or better known as ba'i bitsaman ajil loans are loans with a pattern of buying and selling goods with a minimum term of 6 months and a maximum of 12 months, except for loans in purchasing vehicles with a maximum term of 36 months. With the requirement to bring a photocopy of the Husband and Wife's ID card, Family Card, and Marriage Certificate. The procedure for distributing this financing uses the ba'i bitsaman 'ajil contract. As a sharia financial institution, the pillars that need to be considered in this ba'i bitsaman 'ajil contract require the presence of a seller, buyer, goods sold, Sighat (ijab and qabul) (Windianingsih et al., 2022).

Based on the operational standards for the management of ba'i contracts at KSPPS Guna Lestari Jaya, it is stated that the scheme for distributing ba'i bitsaman

'ajil financing at KSPPS Guna Lestari Jaya is 1) prospective buyers submit an application to purchase goods, 2) KSPPS analyzes the applicant's eligibility, 3) KSPPS and the buyer sign the Ba'i contract, 4) the goods are received by KSPPS as the seller, 5) the buyer/recipient pays in installments according to the agreement (Standar Operasional Managemen Akad Ba'i KSPPS Guna Lestari Jaya, n.d.). Based on the author's observations regarding the implementation of the procedure for distributing ba'i bitsaman 'ajil financing at KSPPS Guna Lestari Jaya Troso Branch, it can be described in the following scheme.

Mekanisme Pembiayaan Ba'i Bitsaman 'Ajil



Source: Results of author's observations and interviews (Personal document)

Figure 1. Mechanism for Disbursing Ba'i Bitsaman 'Ajil Financing

The ba'i bitsaman 'ajil financing scheme at BMT Guna Lestari Jaya Troso Branch which has been described above, explains that:

1. Prospective members submit goods they wish to purchase using ba'i bitsaman 'ajil financing and bring the requirements that need to be completed, namely: Photocopy of husband and wife's ID cards, Photocopy of Family Card, Photocopy of Marriage Certificate.
2. KSPPS conducts a survey and analysis of the eligibility of prospective members in accordance with the institution's assessment standards as a determinant of whether the financing application is approved or rejected.
3. After the financing application is approved, KSPPS will purchase the goods submitted from a third party, namely the seller/owner of the goods,
4. The third party hands over the goods to KSPPS.
5. The KSPPS sells the goods to members who apply for financing at a selling price obtained from the purchase price plus an agreed margin and includes a letter of agreement signed by both parties.
6. Members pay the selling price in installments until the agreed time.

Based on the scheme above, it can be shown that the implementation of the financing pillars using the ba'i bitsaman 'ajil contract at KSPPS Guna Lestari Jaya, the position of KSPPS is as a seller and the position of the member as a buyer, there are goods sold, sighat is shown from the buying and selling process by including a letter of agreement that will be agreed upon by both parties and the delivery of goods. Furthermore, the exchange value of the replacement goods is shown by the installment payment process by the member to the KSPPS. With this scheme, it shows that the KSPPS has fulfilled the pillars in the ba'i bitsaman 'ajil contract and

has implemented the ba'i contract scheme according to the applicable operational management standards.

Implementation of the prudential principle in the distribution of Ba'i Bitsaman 'Ajil financing at KSPSS Guna Lestari Jaya Troso Branch

Based on the regulation of the minister of cooperatives and small and medium enterprises Number 11/PER/M.KUKM/XII/2017 in article 20 regulates that KSPPS and USPPS must implement the prudential principle in their business activities. KSPPS Guna Lestari Jaya realizes this provision through the policy of distributing ba'i bitsaman ajil financing, including the maximum limit and term of the loan. Based on the operational standards of the ba'i contract management, the maximum loan limit is a maximum of IDR 2,000,000, and if it exceeds it, a DP is imposed. for vehicle financing, a minimum DP of 30% of the price of the goods, with an installment period of between 6 months to 12 months and a maximum of 36 months for vehicle financing (Standar Operasional Managemen Akad Ba'i KSPPS Guna Lestari Jaya, n.d.), This shows that KSPPS Guna Lestari Jaya has established a policy to minimize the risk of the large amount of financing disbursed.

The results of an interview with Mrs. Luspitania, S.Ak., as the branch head stated that before distributing ba'i bitsaman 'ajil financing, KSPPS first conducted a survey by visiting the prospective member's house directly as part of the effort to implement the Prudential Principle aimed at getting to know prospective borrowers better. The implementation of the Prudential principle is carried out through an assessment of several aspects known as the 5C principle, namely the character of the borrower (Character), assessment of the ability to pay debts (capacity), assessment of capital (Capital), collateral (collateral), and assessment of economic conditions (Condition).

The following is the application of the Prudential Principle using the 5C principle carried out by KSPPS Guna Lestari Jaya Troso Branch in distributing Ba'i Bitsaman 'Ajil financing. First, the assessment related to the character of the borrower or better known as the character assessment. Character is an assessment aspect carried out to determine the character of a prospective borrower and is carried out to conclude that the prospective borrower is honest, has good intentions, and will not cause difficulties for KSPPS in the future. (Indonesia, 2014).

The method used by KSPPS Guna Lestari Jaya Troso branch is to conduct personal checking through a face-to-face system by visiting the prospective borrower's house to assess the character directly. Based on the results of an interview with Mrs. Sofiatun, S.Ak., as the marketing of financing at KSPPS Guna Lestari Jaya Troso Branch, stated that in assessing character, it can be assessed from the behavior of the prospective borrower. Furthermore, another step taken by KSPPS is to interview the prospective borrower's neighbors, this is done to get a more complete picture of the character and reputation of the prospective borrower. Information obtained from neighbors can also be an additional consideration for KSPPS in deciding to grant a loan.

In the context of this assessment, the character approach carried out by KSPPS Guna Lestari Jaya Troso branch through face-to-face personal examinations shows a comprehensive effort in assessing the honesty and good faith of prospective

borrowers. Direct examination of the prospective borrower's house is a relevant method for understanding the social and environmental conditions of the prospective borrower's residence, so that it can be an early indicator in assessing their character and credibility. In addition, interviews with neighbors are an additional strategy that can enrich information about the reputation and habits of prospective borrowers in community life. This approach provides a broader perspective on the integrity of prospective lenders, especially in terms of discipline, responsibility, and potential risks that may arise in the future.

Second, Assessment of Debt Repayment Ability (Capacity). Capacity is an assessment of the ability to repay debt, the purpose of this analysis is to measure the ability to pay its obligations. As an assessment that is prioritized compared to other assessments, the method used by KSPPS is to ask prospective borrowers questions regarding their income and expenses, if the prospective borrower has a business, then the feasibility of the business is also assessed. KSPPS also utilizes the BMT checking information system to check whether prospective borrowers have liabilities in other financial institutions, as an effort to assess the prospective borrower's ability to meet their financial obligations and KSPPS can assess whether the borrower's financial capacity is sufficient to cover additional financing without increasing the risk of default.

This assessment reflects the application of the prudential principle by KSPPS through a comprehensive evaluation of the income, expenses, and feasibility of the prospective borrower's business, supported by the use of the BMT Checking information system to assess financial liabilities in other institutions to reduce the risk of default. However, the use of the BMT Checking system has limitations on data that only covers BMT financial institutions so that it cannot detect liabilities in conventional institutions.

Third, Capital Assessment. This assessment can be seen from the wealth or capital owned by the borrower as a reserve in case of payment difficulties. This can be proven by savings or other assets that indicate the financial stability of the borrower. In assessing this aspect, the KSPPS conducts in-depth interviews with prospective borrowers and observes the condition of the wealth or capital owned by the borrower, such as savings, property, or other assets. This is done with the aim that if the prospective borrower cannot fulfill their obligations, they can be covered by the existing stock of goods.

Fourth, Collateral. Collateral is something that is given by the debtor to the creditor as a belief in the fulfillment of obligations that have a monetary value from an agreement (Rizkia & Fardiansyah, 2022). The object of debt collateral in cooperatives includes the borrower's property which is used to pay off a particular debt. If there is a default, the cooperative, based on the deed of debt collateral agreement, can transfer the object of the debt collateral without requiring permission from the borrower (Gunawan, 2021). It can be said that collateral functions as a guarantee against debt received by the borrower to ensure that the borrower will repay his debt according to the agreement, but if the borrower defaults, the lender has the right to take over the collateral.

In assessing this aspect, the collateral used by KSPPS Guna Lestari Troso Branch is the goods that are the object of the sale and purchase itself, with collateral

that is not held by KSPPS so that the risk of default is indeed higher. To overcome this, one form of anticipation by KSPPS is to form a PPAP Reserve Fund (Provision for Write-Off of Productive Assets) which is required of the borrower at 0.2% of the loan amount, paid at the time of completion of the initial administration. The PPAP Reserve Fund (Provision for Write-Off of Productive Assets) is a fund set aside by a financial institution as a reserve to cover potential losses due to borrower default which can be claimed when the borrower has truly lost contact and has no good faith to pay. The main purpose of forming a PPAP Reserve (Provision for Write-Off of Productive Assets) is to maintain the financial stability of the institution and protect the interests of the borrower.

Another effort made is to provide legal certainty, this is done with a letter of agreement as explained in article 6, stating that if there is a breach of promise or proven negligence, namely the second party (member) does not make installment payments for 3 consecutive months, then the first party may withdraw the guarantee. (*Salinan Surat Persetujuan Pinjaman Ba'i Bitsaman Ajil di KSPPS Guna Lestari Jaya.Pdf*, n.d.). Based on the implementation of collateral assessment by KSPPS Guna Lestari Jaya Troso Branch, it shows that in overcoming the risk of collateral not held by the institution by forming a PPAP reserve fund and including provisions in the agreement letter that allow for the withdrawal of collateral after 3 months of late payment, it has provided legal certainty.

Fifth, Assessment of Economic Conditions (Condition) is an assessment that takes into account external factors such as the national and international economy, as well as potential changes in regulations and inflation that can affect the borrower's financial ability, for example in 2025 the policy of increasing the Jepara Regency Minimum Wage (UMK) reached IDR 2,640,248 or an increase of 6.5% from the previous year (Idris, 2024). The results of a survey of 33 companies showed that the impact of this policy was more than 7,000 workers at risk of being laid off (PHK) as a company efficiency measure (Suluh.id, 2025). In the short term, this condition can reduce the stability of people's income and affect the ability to pay prospective borrowers. However, in reality, KSPPS Guna Lestari Jaya Troso Branch does not pay much attention to this aspect, this assessment is considered as an additional aspect only, because it has been covered by the Capacity and Capital assessment.

After a survey of prospective borrowers based on the 5C principle, the next step is a financing decision discussed in a committee meeting consisting of branch managers, marketing and tellers. If the value of the goods exceeds IDR 10,000,000, the decision is delegated to the central committee which exceeds the marketing manager and administrators. This statement shows that in the implementation of the prudential principle, it is indicated by the existence of a collective decision-making mechanism through a committee meeting involving branch managers, marketing, and tellers, as well as restrictions on authority in approving financing of more than IDR 10,000,000, - which must be submitted to a higher committee level, thus creating an effective risk control system in preventing problematic financing without hampering operational efficiency.

As a financing product that involves a third party (goods provider) in procuring goods submitted by members, KSPPS Guna Lestari Jaya Troso Branch applies the prudential principle by ensuring that the goods purchased are truly in

accordance with the specifications and quality desired and guaranteed, the method used is to ensure that the third party provides a warranty card for the goods purchased. This shows that KSPPS is committed to protecting member trust, guaranteeing the quality of goods sold and purchased, so as to minimize operational risk.

It can be concluded that in the implementation of the prudential principle in the distribution of Ba'i Bitsaman 'Ajil financing at KSPPS Guna Lestari Jaya Troso Branch, it is carried out by carrying out financing activities in accordance with applicable SOPs, implementing the 5C principle, although in practice if the four analyzes, namely Character, Capacity, Collateral, Capital, are deemed sufficient, then the financing is approved. Decision making is carried out through a committee meeting and there is a policy if it exceeds the authority of the branch, ensuring that the object of sale and purchase is not fictional and guaranteed.

Obstacles to the implementation of the prudential principle in the distribution of Ba'i Bitsaman 'Ajil financing

The implementation of the prudential principle certainly does not always run smoothly, there are certainly obstacles in the implementation of the principle. Based on the results of the analysis of the application of the prudential principle in the distribution of ba'i bitsaman 'ajil financing at KSPPS Guna Lestari Jaya, Troso branch, which the author has explained above, it was found that there were several obstacles in implementing the prudential principle which were divided into 2, namely from internal factors and external factors.

Internal obstacles are obstacles that originate from within the KSPPS organization itself, including aspects of human resources, systems and technology, as well as collateral management mechanisms and borrower financial transparency. Limited Human Resources are the main factor in the survey process and assessment of the eligibility of prospective borrowers. The lack of workers can slow down the credit analysis process, thus affecting the operational efficiency of the cooperative. In addition, the limitations of the system and technology in data management and financing analysis cause the selection process for prospective borrowers to still rely on manual methods, which have the potential to increase the risk of human error. Furthermore, the risk of collateral not held by KSPPS increases the possibility of loss if the borrower fails to fulfill its obligations. The absence of physical collateral under the control of the cooperative can complicate the claim process against the borrower's assets. In addition, the lack of financial transparency of borrowers, where the majority of prospective borrowers do not have good financial records, causes the cooperative to rely on interview and observation methods in assessing financing eligibility. This risks producing less accurate financing decisions.

External obstacles come from factors beyond the control of the cooperative that can affect the effectiveness of the implementation of the prudential principle. Unstable economic conditions. These conditions have the potential to increase the risk of borrower default. In addition, social and cultural factors play a role in assessing the character of the borrower. The verification process involving interviews with neighbors can produce biased information, because it is influenced by social relations in the community. In addition, the lack of legal awareness of

borrowers causes most cooperative members to not fully understand the consequences of default or negligence in paying installments. This can increase the number of problem loans and make it difficult for cooperatives to manage financing risks.

From the analysis of the obstacles above, the author can conclude that the implementation of the Prudential principle at KSPPS Guna Lestari Jaya Troso Branch requires improvements both internally and externally. A strategy is needed to increase human resource capacity, modernize the technology system, and educate borrowers to improve compliance in financing. In addition, monitoring of economic and social dynamics must be carried out continuously so that cooperatives can adjust financing policies to existing conditions.

D.CONCLUSION

Based on the research results, it can be concluded that the implementation of the prudential principle in the distribution of Ba'i Bitsaman' Ajil financing at KSPPS Guna Lestari Jaya Troso Branch has been carried out by carrying out financing activities in accordance with applicable SOPs, implementing the 5C principle, although in practice if the four analyzes, namely Character, Capacity (ability to pay debts), Capital, Collateral, are deemed sufficient, then the financing is approved. Then, ensuring that the object of the sale and purchase is not fictional and guaranteed is proven by the existence of a warranty card for the goods being sold, limiting the financing ceiling, and the committee meeting mechanism as a risk control. However, there are still internal obstacles such as limited human resources, manual systems, and minimal transparency of borrower finances, and external obstacles also arise from economic fluctuations, the verification process through interviews is at risk of producing biased information due to the influence of social relations in the community, and low legal literacy of members.

Thus, although the prudential principle has been attempted, optimization still needs to be done by increasing the capacity of human resources, digitizing the system, educating members so that the implementation of the prudential principle becomes more effective and sustainable. In addition, monitoring of economic and social dynamics must be carried out continuously so that cooperatives can adjust financing policies to existing conditions.

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