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# Factors Influencing the Intention to Use Digital Banking Services among Consumers in Perak, Malaysia

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### ABSTRACT

Digital banking services include all the traditional banking services that are available 24/7 on mobile devices, computers, and compatible smart devices, without the need for a customer's presence in the bank branches. However, the adoption of digital banking services is still low among Malaysians as compared to other nations. The purpose of this study is to examine the factors influencing the adoption of digital banking services among consumers in Perak, Malaysia. The study analyses the factors which consist of perceived usefulness, perceived ease of use, perceived risk, trust, and social influence. This study uses the Theory of Technology Acceptance Model, Extended Technology Acceptance Model, and Theory of Planned Behaviour to study the relationship between the independent variables and dependent variable. Additionally, the research's data was collected through a questionnaire survey which was distributed by using the approach of purposive sampling. A total of 150 completed surveys collected from the consumers in Perak, Malaysia. Based on this study which highlighted that the two significant predictors of the consumers' intention to adopt digital banking were perceived ease of use and perceived usefulness. This indicated that digital banking would be more likely to be adopted by the consumers when it satisfied their expectations in terms of user-friendly and beneficial whereas other variables namely perceived risk, trust, and social influence had less significant impact on the adoption of digital banking services. The implications of this study were that digital banking providers should prioritize digital banking' usage and the benefits that consumers can gain to attract more adoption. As perceived risk, trust, and social influence were less influential, additional factors could be explored by the future researchers to be able to better understand what encourages the adoption of digital banking. Thus, new motivators could be unlocked which help in improving the adoption rate. The finding of this study can bring contribution to the field of digital banking research since there was limited studies on the intention to adopt digital banking services, specifically in Perak, Malaysia. Hence, it is advisable to conduct a comparison study in order to assess the adoption of digital banking services among consumers in Perak, Malaysia.

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## **1. Introduction**

Digital banking was regarded as the digitalization of traditional banking activities and services that had initially allowed consumers only access to a physical branch of a bank to enjoy its services with no limited time and locations. In other words, Digital bank was a financial institution where consumers were able to use e-platform to make financial transactions remotely by using a mobile device. Due to technological advancement which included the utilization of the internet, smartphones, and digital infrastructure, many banks had transformed their physical services to online banking. Nowadays, digital banking has embedded technological features such as AI support system, 24/7 chat box, and strengthened security. The research literature highlighted some challenges among the five variables towards the dependent variable namely factor influencing the intention to use digital banking services among consumers in Perak, Malaysia. According to Kang *et al.*, [85] perceived usefulness may bring issues such as out-of-sync account balances and compatibility in payment methods. For instance, Apple Pay only operates on Apple devices. This may bring the experience to be not useful as consumers tend to struggle to view a full value and difficult to make payment with different operating systems of devices. Thus, reducing their daily financial tasks. The perceived ease of use also contains an issue of functionality issues and slow application speeds hinder their adoption. Thus, a system with a simplified, intuitive interfaces could improve consumers satisfaction and increase adoption by reducing the technical obstacle to digital banking. Besides, based on George *et al.*, [29] stated that the perceived risk such as cyber-attacks may affect the consumers to adopt digital banking services if they found the system was not stable and lack of a robust security. These may encourage the consumers' uncertainties and hesitation about the reliability and safety of digital banking. The trust had also come into an attention of the consumers' when their data privacy which stored online was not safe enough. When the users were not confident enough that the data was protected which may reduce the tendency of using online banking. Lastly, based on the research on [58] although there was a high social adoption rate of digital banking during pandemic period which led to post-pandemic, if consumers lack of familiarity or face complexity with the existing services that was introduced by the bank, it may eventually lead to low adoption rate because consumers could not influence among themselves to adopt a new system. As a result, these are the factors that will reduce the adoption of digital banking services if consumers face challenges in adopting digital banking.

## **2. Literature Review**

### ***2.1 Intention to Use Digital Banking Service***

The consistent use of intention by Malaysian consumers forms the basis of their expectations of digital banking. After a consumer's first interaction with a particular service or product, this dependent variable can be used to determine whether they decide to continue using it. It also helps to understand whether a person intends to engage in a particular behaviour again [11]. Constant use deliberate behaviours and decisions by customers are inherently motivated by an intention, as demonstrated by factors like ease of use, experience-based belief and expectation, and affective and emotional decision-making which encompasses contentment as well as mental immersion.

### ***2.2 Perceived Ease of Use***

Perceived ease of use is a crucial aspect of the technology acceptance model, significantly influencing users' behaviour towards adopting new systems [63]. It refers to the extent to which

individuals believe a technology is straightforward and free from unnecessary complexity [55]. When services are user-friendly and easy to navigate, they are more likely to attract consumers [31]. The Unified Theory of Acceptance and Use of Technology (UTAUT) emphasizes that ease of use can strongly affect users' intentions to adopt a technology [8].

Research shows that perceived ease of use enhances satisfaction with digital banking, as complicated processes discourage users from engaging with e-banking services [12,35]. In the Philippines, for instance, user-friendly digital-only banks positively influence customer willingness to adopt these platforms [78]. Similarly, in Saudi Arabia, perceptions of simplicity significantly impact digital banking adoption [10].

RO1: To examine whether perceived ease of use influences the intention to use digital banking services among consumers in Perak, Malaysia.

H10: There is no significant relationship between perceived ease of use and intention to use digital banking services among consumers in Perak, Malaysia.

H1A: There is a significant relationship between perceived ease of use and intention to use digital banking services among consumers in Perak, Malaysia.

### *2.3 Perceived Usefulness*

Perceived usefulness refers to individuals' confidence that using a particular information system will enhance their performance and productivity [66]. Tahar *et al.*, [72] suggest that users tend to subjectively agree that new technologies can make them more efficient in both business and daily life, increasing their perceived usefulness. In digital banking, perceived usefulness relates to how customers believe a financial system will improve their productivity. Customers tend to feel more positively about services they find useful, increasing their willingness to use them [86]. Digital banking also optimizes the back-end processes of banks, benefiting both customers and banks [51]. In recent years, global banking has seen a notable rise in digital technology adoption. Alnemer *et al.*, [10] for instance, conducted a study across 144 countries, utilizing data from the 2017 Global Inclusive Fintech Index to analyze trends related to digital banking adoption. The findings showed that perceived usefulness has a significant positive impact on digital banking adoption, especially in Saudi Arabia, where consumers prefer digital banking for its convenience and superior services compared to traditional banking.

Digital banking operates through the Internet, using digital devices linked to computer software to facilitate online transactions between banks and customers [77]. Nguyen's *et al.*, [50] research shows that perceived usefulness plays a key role in encouraging Vietnamese consumers to adopt digital banking, with many customers recognizing the advantages of digital services over face-to-face interactions, such as saving time and offering a broader range of services.

RO2: To investigate whether perceived usefulness influences the intention to use digital banking services among consumers in Perak, Malaysia.

H20: There is no significant relationship between perceived usefulness and intention to use digital banking services among consumers in Perak, Malaysia.

H2A: There is a significant relationship between perceived usefulness and intention to use digital banking services among consumers in Perak, Malaysia.

## 2.4 Trust

Trust is a critical factor in digital banking, particularly regarding security and privacy. Systems managing transactional data must prioritise security [59], as the financial and personal information provided to digital-only banks can be misused [62]. Privacy concerns, defined as individuals' rights to control personal information, significantly affect users' willingness to disclose data [59]. Data security issues can lead to dissatisfaction and limit the use of e-banking apps [1].

Despite the convenience of digital banking, security concerns persist, as cybercrime threatens data security and privacy [13,87]. The perception of security directly influences users' willingness to adopt digital banking, with many believing it to be a safe option [84]. However, real incidents of fraud or data breaches can erode trust, making users less inclined to engage in digital transactions [32]. Research indicates that security flaws deter users from adopting internet-only banks [39]. In contrast, some studies suggest that security concerns may be less impactful in regions like Malaysia, where users have more trust in banks to protect their data [40,62].

RO3: To assess whether trust influences the intention to use digital banking services among consumers in Perak, Malaysia.

H30: There is no significant relationship between trust influences and intention to use digital banking services among consumers in Perak, Malaysia.

H3A: There is a significant relationship between trust influences and intention to use digital banking services among consumers in Perak, Malaysia.

## 2.5 Social Influence

Social influence refers to changes in an individual's beliefs or behaviours driven by others' actions or opinions [88]. It reflects the extent to which individuals perceive that important people in their lives believe they should adopt new technologies [53]. This influence is particularly strong in disruptive innovations, as individuals often rely on the experiences and opinions of their social circles when considering new technologies [68]. When people observe others using fintech services, they are more likely to follow suit [14].

In the context of digital banking, studies have shown that social influence significantly impacts users' intentions to adopt mobile banking applications. For instance, research involving 473 Indian mobile banking users found a positive correlation between social influence and their intention to adopt these services [65]. Furthermore, social connections can create a reciprocal effect that encourages adoption, prompting banks to engage with influential community members [28].

RO4: To examine whether social influence influences the intention to use digital banking services among consumers in Perak, Malaysia.

H40: There is no significant relationship between social influence and intention to use digital banking services among consumers in Perak, Malaysia.

H4A: There is a significant relationship between social influence and intention to use digital banking services among consumers in Perak, Malaysia.

## 2.6 Perceived Risk

Perceived risk encompasses various consumer concerns, including financial, physical, performance, social, and psychological risks, which complicate behavioural intentions toward adopting new technologies [21]. Consumers often express worries about connectivity issues, electronic piracy, and cybercrimes, making them reluctant to engage with online banking platforms

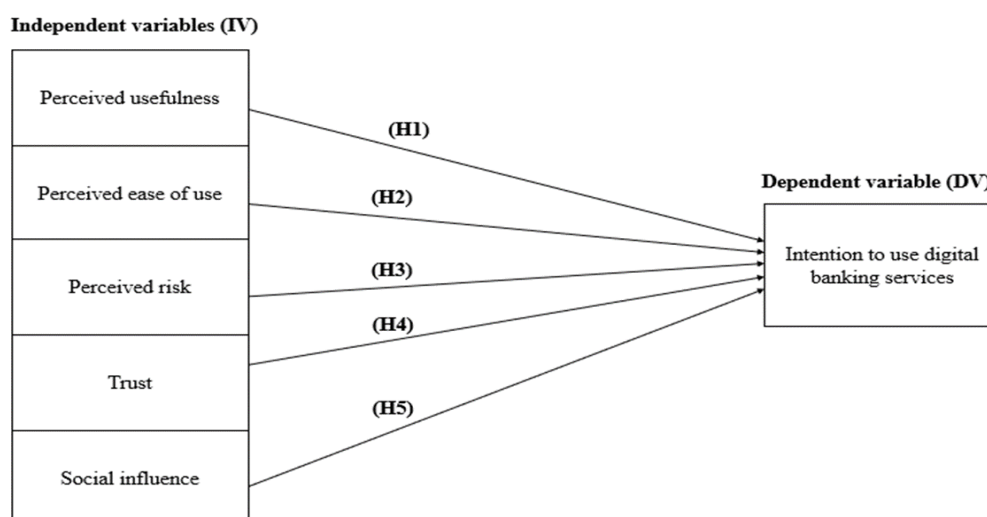
[55]. This uncertainty is a critical factor in determining whether individuals will embrace new services or technologies [60]. High levels of uncertainty aversion in society further discourage e-commerce adoption [34], and studies show a strong correlation between perceived risk and mobile commerce intentions in Taiwan [82].

Perceived risk, defined as the uncertainty associated with adverse outcomes in internet banking, significantly impacts customer decisions [61]. Security and privacy concerns are among the primary risk factors influencing the adoption of digital banking services [36]. Research indicates that perceived risk is a substantial barrier to online banking acceptance, with financial risk particularly affecting users' perceptions [17]. Consumers often resist adopting digital banking due to trust issues arising from these perceived risks [42,69].

RO5: To investigate whether perceived risk influences the intention to use digital banking services among consumers in Perak, Malaysia.

H50: There is no significant relationship between perceived risk and intention to use digital banking services among consumers in Perak, Malaysia.

H5A: There is a significant relationship between perceived risk and intention to use digital banking services among consumers in Perak, Malaysia.



**Fig. 1.** Conceptual framework

### 3. Methodology

This study was conducted using primary data to gather an accurate data via online questionnaires distributed to consumers in Perak, Malaysia, such as the platforms on Google Forms, email, WhatsApp, Facebook, and Instagram [33]. Purposive sampling was used in our study, the adoption of digital banking among Perak's consumers in Malaysia from 18 until 66 years old and above. This sampling allowed the researchers to focus on this range of consumers and the results could satisfy their expectations because only specific areas of interest were chosen [20]. A sample size of 150 respondents aged 18–66 was targeted to analyze factors influencing digital banking adoption [22]. The questionnaire was utilised which classified into demographic and variable sections, using a 5 point Likert scale. The target population comprises consumers in Perak, Malaysia. The sampling frame consists of consumers in Perak, Malaysia, aiming to identify factors influencing the adoption of digital banking services. Probabilistic method was utilised to recruit consumers within a specific area and time frame. The sampling location for this study is in Perak, Malaysia. A pilot test consisting of 30 participants to be tested on the questionnaire's reliability with the result of Cronbach's alpha scores

ranging from 0.849 to 0.919, demonstrating strong consistency for both dependent and independent variables.

#### 4. Findings

##### 4.1 Descriptive Analysis

###### *Demographic Profile*

58.7% of respondents were female and 41.3% male. The majority (96%) were aged between 18 and 25 years. Approximately 70% identified as Chinese, and 44.7% held a degree.

##### 4.2 Scale Measurement (Reliability Test)

**Table 1**

Cronbach's Alpha reliability

Variables	Coefficient of Cronbach Alpha	Number of items
Dependent variable		
Intention to use digital banking service	0.956	5
Independent variable		
Perceived ease of use	0.948	4
Perceived usefulness	0.932	4
Trust	0.945	5
Social influence	0.927	5
Perceived risk	0.915	5

Based on Table 1 above, Cronbach's alpha is used to assess both the independent variable and the dependent variable on a 5-point Likert scale. The dependent variable and independent variable have Cronbach's Alpha coefficients above 0.9, indicating a high level of internal consistency for the scale. These results suggest that the survey items for this research are highly consistent and reliable.

##### 4.3 Inferential Analysis (Pearson Correlation Coefficient Analysis)

As shown in Table 2, all independent variables exhibited a positive association with the intention to adopt digital banking, with Pearson correlation coefficients ranging from 0.433 to 0.766, all statistically significant at the  $p < 0.001$  level. Specifically, trust, social influence, and perceived risk demonstrated moderate positive correlations with intention, whereas perceived ease of use and perceived usefulness revealed strong positive relationships. These findings are consistent with prior literature emphasizing the critical role of perceived usefulness and ease of use in influencing digital banking adoption. Meanwhile, trust, social influence, and perceived risk, while still significant, contributed to a lesser extent. Given that all correlation coefficients were significant and fell within the accepted threshold ( $r = 0.433$  to  $0.766$ ), discriminant validity among constructs was adequately established [27].

**Table 2**

Pearson correlation coefficient analysis

Independent variables	Pearson Correlation	Sig. (2-tailed)	N
Perceived ease of use	.762**	<.001	150
Perceived usefulness	.769**	<.001	150
Trust	.633**	<.001	150
Social influence	.566**	<.001	150
Perceived risk	.433**	<.001	150

\*\* Correlation is significant at the 0.01 level (2-tailed).

#### 4.4 Multiple Regression Analysis

Based on the table 3 below, the model summary of the multiple linear regression analysis between 5 independent variables and dependent variable of intention to use digital banking services. These independent variables accounted for about 64.7% percent of the variation in this regression equation model.

**Table 3**

Model summary

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.805 <sup>a</sup>	.647	.635	.59147
Predictors:(Constant), PR, PEOU, SI, TRU, PU				

Based on Table 4 below, this analysis tests whether the overall regression model fits the data well. They predicted the dependent variable, intention to use digital banking, with a statistical significance of 52.883 at a level below 0.001.

**Table 4**

ANOVA

ANOVA <sup>b</sup>					
Model	Sum of Square		Mean Square	F.	Sig.
Regression	92.502	5	18.5	52.883	< .001 <sup>b</sup>
Residual	50.377				
Total	142.879				
a. Dependent Variable: ITOU					
b. Predictors: (Constant), PR, PEOU, SI, TRU, PU					

The Table 5 below shows that the intention to use digital banking can be fully predicted by all the independent variables.

**Table 5**  
Coefficients and hypothesis test result

Coefficients					Hypothesis test result		
Model	Unstandardized Coefficient		Standardized Coefficient	t	Sig.	Accept (P value<0.05)	Reject (P value>0.05)
	β	Std. error	Beta				
(Constant)	.356	.229		1.554	.122		
PEOU	.368	.098	.355	3.765	<.001	✓	
PU	.401	.114	.365	3.513	<.001	✓	
TRU	.195	.104	.177	1.870	.064		✓
SI	.016	.078	.016	.204	.838		✓
PR	-.063	.084	-.058	-.758	.450		✓

a. Dependent Variable: ITOU

a. Dependent Variable: ITOU

First, the perceived ease of use has an unstandardized coefficient of 0.368. This implies that for each unit increase in perceived ease of use, there is a corresponding 0.368 unit increase in the intention to use digital banking. This finding aligns with the study by Nguyen *et al.*, [49] which found that perceived ease of use significantly influences the intention to use digital banking.

Second, the perceived usefulness has an unstandardized coefficient of 0.401, indicating that an increase of one unit in perceived usefulness leads to a 0.401 unit increase in the intention to use digital banking. This is consistent with the findings of Hossain *et al.*, [24] who noted that perceived usefulness is a critical factor in the adoption of digital banking.

Third, trust has shown an unstandardized coefficient of 0.190, suggesting that each unit increase in trust results in a 0.190 unit increase in the intention to use digital banking. This finding is supported by the research of Szabo Vásquez *et al.*, [79] which emphasized the importance of trust in the adoption of digital banking.

Next, social influence has a minimum unstandardized coefficient of 0.016, meaning that each increase in social influence leads to only a 0.016 unit increase in the intention to use digital banking. This aligns with the study by Mokhtar *et al.*, [44] which found that social influence significantly impacts the use of digital banking.

Lastly, Perceived Risk exhibits a negative relationship, with an unstandardized coefficient of -0.063. This indicates that for every unit increase in perceived risk, the intention to use digital banking decreases by 0.063 units. This finding is consistent with the research by Nguyen *et al.*, [49] which identified perceived risk as a factor influencing attitudes toward digital banking.

## 5. Implication

The study suggested that perceived usefulness and ease of use were the main factors influencing adoption of digital banking. Hence, these findings indicated that consumers were attracted by the digital banking services in terms of convenience and user-friendliness which also encouraged providers in enhancing these features to strengthen adoption rate. Therefore, digital banking providers should emphasize the elements that are perceived to affect the adoption of digital banking intention, namely perceived usefulness and perceived ease of use as this may drive more consumers' engagement than other factors. The study findings would benefit bankers, investors, authorities, and researchers. The bankers could discover current trends and customer preferences by helping them refine digital banking services. Investors could benefit from a growing digital banking era which ensures market potential to make investment decisions. The regulatory body was well-informed about the consumer's security concern which guided them to have a strengthened regulatory



framework. Lastly, the future researchers would be able to identify current research gaps to make future improvements on digital banking development. As such, it was advisable to explore other factors that were uncovered by the existing study. This exploration could draw an insight into the digital banking experience.

## 6. Conclusions

In conclusion, the advantages on the factors influencing the intention to use digital banking services among Perak consumers, Malaysia are highly based on the variables of perceived ease of use and perceived usefulness. In this study, a total of five variables have been used to examine which are perceived ease of use, perceived usefulness, trust, social influence and perceived risk. In addition, the resources and other previous studies were used as a reference and for data comparison to achieve the objective of this study. The disadvantages of the study were examined such as time constraint, sampling method, and sample technique. Each of these factors happen when conducting the research. It is important to have ample time to access more data to be collected and analyzed. Besides, the research focus area is only limited in the Perak region, thus the results and findings are compromised since it is hard for them to make a comparison to the research study for all the consumers in Malaysia. Lastly, the focus range of the target age consumers are 18 until 66 years old and above in Perak. Due to the focus area being only in Perak, it limits its availability to make comparisons of the consumers in a further context throughout Malaysia. The recommendations made are going to enhance the correctness and the quality of the studies if future researchers wish to continue the research.

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