



UNIVERSITI PUTRA MALAYSIA

***FACTORS THAT INFLUENCE INDIVIDUAL UTILISATION OF
INTERNET PAYMENT SYSTEMS***

MUHAMAD SADE BIN MOHAMAD AMIN

GSM 2018 25



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INTERNET PAYMENT SYSTEMS**

By

MUHAMAD SADE BIN MOHAMAD AMIN

**Thesis Submitted to the Graduate School of Management, Universiti Putra
Malaysia, in Fulfillment of the Requirements for the Degree of Doctor of
Philosophy**

May 2018

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Abstract of thesis presented to the Senate of Universiti Putra Malaysia in fulfillment of the requirement for the degree of Doctor of Philosophy

FACTORS THAT INFLUENCE INDIVIDUAL UTILISATION OF INTERNET PAYMENT SYSTEMS

By

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May 2018

Chairman : Associate Professor Mohd Fua'ad Bin Said, PhD
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The overall number of Internet payment users in Malaysia has increased but the Malaysian consumers response towards the Internet payment systems falls short of expectations. The main objective of this thesis is to expand a theoretical model that establishes how intentions towards the utilisation of Internet payment system are designed and to what extent they are related to the actual use of Internet payment systems. The thesis also examines the role of customer trust in Internet payment acceptance and the perceptual dissimilarities among users on the foundation of their demographic characteristics of generational differences and gender. The thesis incorporates variables related to behavioural and environmental uncertainty (trust and perceived risk), technology acceptance constructs (perceived usefulness, ease of use, facilitating condition and social influence), and users' personal characteristics (generational differences and gender) into a comprehensible and parsimonious model. The Analysis of Moment Structures for Structural Equation Modelling (AMOS-SME) technique is used to meticulously test the validation of measurement models and to analyse the massive set of interrelationship between these variables and their comparative consequences on user intention and actual use of Internet payment systems. The data used in this study are gathered from 308 respondents through questionnaire survey of the Internet payment system among Malaysian bank consumers. The research finds that performance expectancy, effort expectancy and social influence have significantly influenced the usage of Internet payment systems in Malaysia.

Abstrak tesis yang dikemukakan kepada Senat Universiti Putra Malaysia sebagai memenuhi keperluan untuk ijazah Doktor Falsafah

FAKTOR YANG MEMPENGARUHI PENGGUNA INDIVIDU SISTEM PEMBAYARAN INTERNET

Oleh

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Di Malaysia keseluruhan bilangan pengguna bayaran Internet meningkat tetapi respon oleh pengguna untuk sistem pembayaran Internet masih jauh dari tahap kematangan. Justeru, objektif utama tesis ini adalah untuk mengembangkan model teori yang menetapkan bagaimana niat ke arah penggunaan sistem pembayaran Internet direka dan sejauh mana ia berkaitan dengan penggunaan sebenar sistem pembayaran Internet. Tesis ini juga mengkaji peranan kepercayaan pelanggan dalam penerimaan sistem pembayaran Internet dan ketidaksamaan persepsi di kalangan pengguna berasaskan ciri demografi iaitu perbezaan generasi dan jantina. Tesis ini menggabungkan pembolehubah yang berkaitan dengan ketidaktentuan tingkah laku dan alam sekitar (kepercayaan dan risiko), membina penerimaan teknologi (mengambil kira kegunaan, kemudahan penggunaan, memudahkan keadaan dan pengaruh sosial), dan tingkah laku peribadi pengguna (perbezaan generasi dan jantina) untuk mendapatkan model yang menyeluruh dan tepat. Teknik Pemodelan Persamaan Struktur digunakan untuk menguji dengan teliti keesahan model pengukuran disamping menganalisis kumpulan kepelbagaian hubungan antara pembolehubah dan kesan perbandingan terhadap niat pengguna dan penggunaan sebenar sistem pembayaran Internet. Data yang digunakan telah dikumpul daripada 308 responden melalui soal selidik sistem pembayaran Internet di kalangan pengguna bank di Malaysia. Kajian ini mendapati bahawa pembolehubah seperti jangkaan prestasi, jangkaan usaha dan pengaruh sosial dengan ketara mempengaruhi penggunaan sistem pembayaran Internet di Malaysia.

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I certify that a Thesis Examination Committee has met on May 14, 2018 to conduct the final examination of Muhamad Sade Bin Mohamad Amin on his thesis entitled Factors That Influence Individual Utilisation of The Internet Payment Systems in accordance with the Universities and University Colleges Act 1971 and the Constitution of the Universiti Putra Malaysia [P.U.(A) 106] 15 March 1998. The Committee recommends that the student be awarded the Doctorate of Philosophy.

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LIST OF ABBREVIATIONS

ATM	Automatic Teller Machines
B2B	Business-to-Business
B2C	Business-to-Customer
BNM	Bank Negara Malaysia
C2C	Customer-to-customer
CMV	Common methods variance
CNP	Card-not-present
DAGS	Demonstrators Application Grant Scheme
DTPB	Decomposed Theory of Planned Behavior
EFT	Electronic Fund Transfer
ICT	Information Communcation Technology
IDT	Innovation Diffusion Theory
IMF	International Moneterly Fund
IS	Information System
IT	Information Technology
MCMC	Malaysian Communication Multimedia Comission
MDC	Multimedia Development Cooperation
MIDA	Malaysia Indsutrial Development Authority
MITI	Ministry of International Trades and Industries
MOF	Ministry of Finance
MSC	Multimedia Super Corridor
NITA	National Information Technology Agenda
NITC	National Information Technology Council
POS	Points-of-sale
SCT	Social Cognitive Theory
SME	Small Medium Enterprise
TAM	Technology Acceptance Model
TPB	Theory Planned Behavior
TRA	Theory of Reason Action
UN	United Nation
UTAUT	United Theory Acceptance and use Technology
WWW	World Wide Web

CHAPTER 1

INTRODUCTION

The central reason to execute this research is to advance the knowledge of information technology management concept. This research particularly aims to draw upon the experimental evidence on the character and boundary of technology acceptance and its related concepts, which will be the basis of the conceptual and hypothetical elevation of the Internet payment system, initially in the e-commerce sector in Malaysia and the setting of one in a developing country.

This study starts with Chapter One that introduces the background of Internet payment by discussing it in relation to the Internet and e-commerce environment, and the potential it has provided to businesses and individual consumers. It also explains the government's policy concerning the use of the Internet payment systems, the status of the utilisation of Malaysian e-commerce industry via Internet, the acceptance of Internet payment by consumer worldwide, and the issues surrounding its acceptance by Malaysian consumers. The final part of Chapter 1 presents the objectives and importance of this study, and the overview of the thesis organization.

1.1 Payment System, the Internet and E-Commerce

The Internet is the world's largest technology network that is utilised by more than 4.2 billion users and connected by 30 billion devices in 2018, in which this connection is bounded by a common set of principles and procedures (InternetWorldStats, 2018). Alongside with the World Wide Web (WWW), the Internet has transformed the telecommunications industry in a way that it improves the manner individuals and organisations use computers to conduct a broad variety of activities. This corresponding software innovation has enhanced the availability and usefulness of the network (Mowery & Simcoe, 2002). The Internet and the WWW together encompass a technology innovation through the latent to change the distribution of information in a worldwide economy that relies even more heavily on knowledge (Kleinrock, 2010).

The network technology developed by some computer scientists began in early 1900s with the fundamental ideas and concepts, for what users know today as the Internet (Deitel, Deitel, & Nieto, 2002). The research on Internet began in 1908, when Nikola Tesla anticipated the latest technology that would allow a person conducting business in New York to command orders, and to have them punctually executed the order at their workplace elsewhere on earth, which would also allow worldwide access to any image, character, drawing, or print (Kleinrock, 2010). Three decades later, Wells and Mayne (1938) expressed their idea of a "World Brain", whereby knowledge and ideas are acknowledged, separated, reviewed, absorbed, filtered and matched. These thoughts were followed by a 1945 essay by Vannevar Bush, expecting a mechanism

with communal memory that he called the 'memex', as a new form of manuals that will materialise, are ready-made with a network of associative marks running through them, ready to be plunged into the memex and magnified there (Kleinrock, 2010).

By 1968, ARPANET, a project of the U.S Department of Defense with American universities, was regarded as the contemporary Internet, developed based on a large-scale of packet switching technology (Deitel, Deitel, & Nieto, 2002). ARPANET allowed data sharing among computers using this innovation chain at various sites, and its success fascinated others to join its network, which has resulted to an implausible utilization rate. By 1994, the usage of Internet had grown 1,758 % and continued to double in size about every two to three months (Hoffman, Novak, & Chartterjee, 1995).

Although it was created more than 50 years ago, the acceptance towards the internet has increased starting in 1995 (Marsan, 2012). Subsequently, the number of Internet users increased from 16 million to more than 2 billion in June, 2012, which was more than one hundred fold growth and it appeared to have no signs of reducing (Miniwatts Group, 2012). Moreover, the number of computers connected to the Internet was around 8.7 billion in 2012, which included conventional computer devices, portable devices, as well as the latest business and consumer devices (Forbes, 2018). InternetWorldStats (2018) forecasted that this number will reach 30 billion by 2018 and doubled to 50 billion by the year 2020.

The bright growth in the utilisation rate of the Internet as well as the outburst of its acceptance have enabled the growth of electronic business (e-commerce) which can be categorised as the activity of purchasing and retailing, or trading of goods, services, and information, between trades and individuals, throughout electronic networks, including the Internet (Laudon & Traver, 2001). E-commerce activities began in 1995 and have since expanded at the rate of at least 100% annually. By the year 2018, business entities worldwide had spent about US\$24.855 trillion in total retail sales transactions and it estimates sales will top \$27 trillion in 2020 (eMarketer, 2018).

The utilisation of the payment system is expanding quickly along with the Internet, as large numbers of businesses have rapidly adopted the Internet as the method for achieving their e-commerce management tasks (Munger, 2009). Essentially, the main reason for increasing an Internet payment system is that it offers business and individuals with a means of combining individual commercial services into an electronic marketplace. This marketplace is also known as market-space or virtual market (Maroofi, Hashemi, & Nargesi, 2012).

Internet payment system or "online payment" is defined as conservative or innovative payment system that allows financial deals to be completed securely from a single organisation or individual over the Internet (Allen, 2003; Shon & Swatman, 1998). This online system allows consumers, who go online to make buying decisions, order

online and complete the payment processes online, thereby minimising the efforts for themselves and their suppliers (Treiblmaier, Pinterits, & Floh, 2008). Currently, e-commerce offers the room to buy and sell merchandises, information and service industries on the Internet, therefore, the Internet payment systems perform a crucial role whereby the shortage of an efficient system could hamper the achievement of the entire e-commerce development (Ozkan, Bindusara, & Hackney, 2010).

The exponential progress of the Internet has generated the necessity for novel payment systems, which are much acceptable for the web than the system of conventional payment (Hernandez-Murillo, Llobet, & Fuentes, 2010). The brick and mortar payment provider are moving to incorporate the distribution channels and begin to adopt the click strategy (Kolodinsky, Hogarth, & Hilgert, 2004). The ever-changing landscape of payment system challenges the service providers to adjust their tactics to a collaborative strategy in order to meet the ultimatum for an effective Internet payment system (Wonglimpiyarat, 2009).

The development of payment services has significant implications for financial and non-financial institutions' distribution and communication policy, especially on the interface of the consumers (Ozkan, Bindusara, & Hackney, 2010). It is essential to understand the factors affecting the diffusion of technological innovations in recognising market opportunities (Rogers E. , 1995). These institutions are challenged to attract the traditional/mainstream users to embrace and subsequently, use the new innovation in technologies, such as Internet payment system (Patsiotis, Hughes, & Webber, 2011). Recent applications built upon technology ought to be tailor-made to meet the needs of diverse consumer segments besides comprehending the influence of innovation on dissimilar groups of adopters and non-adopters that is the sector's latent value.

As businesses become 'unusual', financial and non-financial institutions have been transforming their business model to learn the ways to be innovative in the payment industry (Wonglimpiyarat, 2009). Usually, the financial service has always been dominated by the banking industry. However, with the introduction of the Internet, participants in the upcoming payment system will arise from numerous industry segments (Porter, 2001). That means, by using Internet, the landscape for global e-commerce has changed in the sense that not only the banks but also other players on the supply-side can lead the payment market innovation for virtual competition. Therefore, new players, such as mobile phone providers, may become a competitive threat to traditional banks by introducing a mixture of payment modes, like smart cards, prepaid cards, mobile payments and payments via phone bills, as the mobile phones may offer suitable and modernised distribution channels to consumers (Ozkan, Bindusara, & Hackney, 2010).

The latest study shows that 54% of online customers prefer online payments while 33% prefer to use debit / credit cards instead of COD (12%) and first deposit (1%). By providing more payment options, it can encourage potential customers to make a

purchase, even more so if the payment method is offered with them (Yau, Chapree, Bass, Cheng, Lau, & Song, 2017). There are currently many ways to make payments over the internet. Payments over the internet or online are increasingly being enhanced for the convenience of users such as Maybank2U, CimbClicks, JomPay and more.

1.2 Internet Payment Opportunities

As a worldwide network, the Internet provides businesses with many new opportunities. Firstly, the Internet introduces new delivery channels to make payment as compared to the traditional payments, such as ATMs, Checks, Cards and EFTs (Thornton & White, 2001). These delivery channels are significant to reduce costs and improve competitiveness to maintain the current customer -base and to entice new customers (Armash, Saljoughi, & Kord, 2010; Kimball & Gregor, 1995). Thus, Internet provides opportunities for businesses to establish distinctive positioning in competitive environment, in relation to Internet payment (Porter, 2001). While engaged in the process of adapting to customer preferences and behavioural patterns, Duric, Maric, & Gasevic, (2007) proposed that users, and not service providers, select the suitable delivery channel and place of delivery (Paypers, 2016).

Secondly, the Internet payment media are more flexible than some of the traditional payment methods (Balakrishnan, 2009). It permits consumers around the world to transact payments for a diversity of products and services from the convenience of their homes (Armash, Saljoughi, & Kord, 2010). Physical hurdles or borders are removed which have permitted a business to get a customer who is tangibly further away. On the other hand, customers can purchase from a trader who otherwise would have not been reachable to him. In addition, the flexibility of Internet payment allows for making orders, buying, retailing, and repaying that can happen 24 hours a day, 7 days a week and 365 days a year (Paypers, 2016; Taddesse & Kidan, 2005).

Thirdly, as the e-commerce industry becomes more competitive, it is more difficult to contest on pricing for the key price offerings of e-commerce companies whereby the service rates are proposed on deliveries and charged on loans (Roth, 2009). Thus, Internet payment gives the implication of a new non-price factor, which can be used to achieve higher revenue growth. E-commerce companies are able to contemplate methods for cutting costs. It is broadly recognised that one of the cosmic overheads earned by the companies of E-commerce is the operational outlet relating to human resource and operating costs (Thornton & White, 2001). Consequently, it is reasonable that these e-commerce companies are presently evaluating the approach in which their clients are able to make their payments to companies. The opportunities for the companies to reduce costs and for consumers to reduce price have become a new potential to be explored by all e-commerce companies (Armash, Saljoughi, & Kord, 2010). This, combined with the fact that there is a bigger rivalry in e-commerce, would encourage businesses to market their products and services at lesser prices but with improved quality (Paypers, 2016).

Fourthly, the Internet offers any service provider in the e-commerce industry and consumer, regardless of its size and operational budget, the virtual value sequence, the set of actions done where an e-payment service is generated and provided to customers (Porter, 2001). This has benefited small business entities that most probably would not be able to go international because of the cost of using the existing value chain (Treiblmaier, Pinterits, & Floh, 2008). Visa as a credit card corporation, for instance, reported that its customers' Internet consumptions were US\$13 billion in 2000, extending for roughly 1% of its overall charge activity and reached the US\$10.2 trillion on its whole dealings by the year 2017 (Visa, 2018). This figure was increased exponentially over a 10 year period from 2007 through 2017 with a value of US\$79 trillion (US Federal Reserve System, 2017). And lastly, the Internet lessens the burden of making payment overseas, as the businesses and consumers do not have to go through the red tape of dealing with different laws, policies, and customs as they must when they are maintaining physical presence in other countries (Evans, 2011; Rayport & Sviokla, 1995). The traditional payment system is a functioning network ruled by regulations, guidelines and standards that are associated to bank accounts and offers the operation for financial trade using bank payments (Summers, 2012). The infrastructure of online payment recognises to affect the monetary value transmission among parties satisfying common obligations. Its mechanical efficacy determines the efficiency with which dealing currency is expended in the economy, and the risk related to its use (Bossone & Cirasione, 2001). For example, in the Malaysian Exchange Control Act 1953, the import or export money control is supposed to be connected to customs. Therefore, failure to declare would consequence in a crime under the Malaysian Customs Act 1967. These laws limit the amount of currency to be brought into and out of Malaysia, ringgit notes which does not exceed RM10,000 per person. Thenon-residents on the other hand need to declare in IMM26 if the total amount exceeds US\$10,000. Besides all these opportunities, Internet Payment Systems is no longer confined to computers or smartphones. Nowadays, it even includes connected devices, gadgets, tools, apparel, fashion accessories and sensors. They all have the possibility to rupture commerce and to commence new payment form factors. Consumers also shift from type to voice interfaces with personal assistants powered by the established smartphone and emerging wireless speaker categories driving this uptake. Euromonitor International evaluates that almost 81 million wireless speakers, such as Amazon Echo, will be sold universally in 2017, and it is anticipated to escalate to 84% from 2017 to 2021 (Euromonitor International. 2017).

Over the past decades, consumers treated smartphones as a must-have device . China was the first mobile-centric nation as Chinese consumers invested in more purchases through mobile phones than computers in 2015. According to the recent data from Euromonitor International, two-thirds of digital purchases were mobile based as of 2016. A lifestyle-driven app with commerce capabilities like Alipay and WeChat among Chinese consumers have empowered many of these transactions in China and now increasingly abroad. As the spending power of Chinese consumers grow, their wallets are moving west and the government enhances transnational cooperation which authorizes consumers to travel to more countries. In 2030, it is expected that Chinese residents will take 225 million international trips, growing at 7.3% compound annual growth rate (CAGR) over 2016-2030 (Euromonitor International. 2017).

1.3 Malaysian Government Policy on the Internet and E-commerce

According to the Department of Statistic, Malaysia on March 19, 2018, the number of Internet users in Malaysia has increased from 22.4 million to 27.5 million from 2015 to 2017. The data shows information technology and communication (ICT) is experiencing rapid growth in Malaysia (Star, 2018). Smartphone usage, which was the most popular for internet access, rose to 97.7% in the equipment used by individual

On mainstream internet activity in Malaysia, among the popular activities are social networking sites with 86.3% and downloading images, movies, videos or music and playing or downloading video games at 81.2 per cent. However activities carried out by internet users on internet banking was only 37.6 per cent from the population or 12.01 million Malaysian individual active users in 2017 (Star, 2018).

The government has officially proclaimed that they aimed to establish Malaysia as an entirely industrialised nation by year 2020 (Vision 2020), and the Information Communication Technology (ICT) market is perceived to be the main growth factor to make it possible. In pursuit of this policy, the Malaysian government is consistently advocating the investment and utilisation of ICT. Among the government goals are as follows:

- i. To make Malaysia as one of the famous international hubs for communication, multimedia information and content services.
- ii. To encourage the formation of a society based on information security, and network reliability and integrity;
- iii. To develop local information resources
- iv. To raise consumer confidence in local service delivery to a high level
- v. To develop ways to guarantee information security and network reliability and integrity
- vi. To ensure fair terms for the use of the national technological infrastructure
- vii. To establish a reliable application environment for end-users of technology (NITC, 2002)

The Malaysian government has taken major steps to support this policy (NITC, 2002). Firstly, it has set up the National Information Technology Council (NITC) in 1994, to encourage the application of ICT development within the country. Furthermore, in 1996 the government created the National IT Agenda (NITA), designed to serve as the guidelines for ICT utilisation in Malaysia. In addition, the Multimedia Development Corporation (MDC) was established in 1996, to put up the idea of opening offices in the Multimedia Super Corridor (MSC) to local and international ICT firms, by providing special privileges and tax incentives.

The government also created the Communication and Multimedia Act of 1998 to regulate the ICT sector. The act covers areas, such as economic policies, technical guidelines, customer protections, and social regulations. Finally, the government launched the Demonstrators Application Grant Scheme (DAGS) in 1998, as a source of funds for Malaysian individuals and organisations in need of financial support for adopting new or existing ICT and multimedia technologies.

Currently, the government continues to develop the innovative digital economy framework, and by May 18, 2014, Digital Malaysia Master Plan was implemented to gather key opportunities as a result from the worldwide shift from analogue towards digital (Rajoo, 2014). The strategic thrust is to develop an environment that promotes the extensive utilization of ICT in every feature of the economy to link societies around the globe and interact in real time that empowers government, businesses and citizens. Of a total of eight projects, the Digital Malaysia project facilitates e-payment services aimed at SMEs and small enterprises. This project is expected to push the implementation of e-payment systems, specifically for SMEs and small enterprises by offering them an easier access to reasonable terminals and readers, along with e-commerce resolutions. As a result, more Malaysian small industries and micro businesses, which are capable to admit cashless payments, are vibrant to escalate revenues for trade owners (DigitalMalaysia, 2014).

The current development of e-commerce in Malaysia is that the government enticed the Chinese e-commerce giant Alibaba Group Holding Limited to inaugurate a regional distribution hub in Malaysia to indulge into its fast-paced business within its domain. The hub would be settled in the midst of KLIA Aeropolis, a 24,700-acre development headed by airport operator Malaysia Airports Holdings Bhd (MAHB). It is predicted to develop more than 7 billion ringgit (\$1.58 billion) worth of domestic and foreign investments. Jack Ma, whose Alibaba possesses Taobao, a Chinese online shopping business, would assist Malaysia to lead its e-economy development through the execution of online payment and banking (Reuter, 2018). Alibaba Group, the owner of the South China Morning Post, also operates a digital free trade hub in Kuala Lumpur – a bricks-and-mortar warehouse backed by artificial intelligence that coordinates e-commerce in Southeast Asia (The Edge, 2018).

Currently, since various resources to expedite the country's development has been pledged by Malaysia, it has made 2018 a great year for the Malaysian e-commerce scene. This was transparent as it could be seen that the government's partnership with Jack Ma and Alibaba in setting up a Digital Free Trade Zone (DFTZ) was the first of its kind outside of China. This was consequently bolstered as it was announced by the government that the digital economy is one of its eight key thrusts to the country's growth plan for the year 2020. On top of those major events, there are 5 other eminent budget allocations and initiatives which can be seen, and they are predicted to aid e-commerce in the country (Chew, 2017)

1.4 The Malaysian E-payment and Service Industry growth

The Malaysian e-commerce industry offers a diversified range of services with the revenue collected from Internet shopping market place of RM83 billion in 2017, projected to be reaching RM114 billion in 2020. By conducting the business's procurement and sourcing processes online, the power of e-commerce can be harnessed extensively. e. Over the years, a complex and dynamic value chain comprises of both buyers and sellers, has been augmented to explore, request for proposals, submit tender documents, and analyse suppliers' responses electronically. Almost 70% of B2B buyers now order goods online, 18% spend more than 90% of their budgets online, and 30% go online to research at least 90% of products before buying (MDEC, 2018).

To be operationally sustainable, e-commerce companies must match with the conventional ways of contending and not to regulate their Internet proposals apart from their reputable operations (Porter, 2001). Besides, with the various types of smart cards, electronic cash, and electronic cheque mechanisms, the Malaysian financial service providers have invested on Internet payment system as a competitive weapon. According to Bank Negara Malaysia (2018), the numbers of subscribers for the Internet payment system increases every year since 2010, from only 9.8 million users in 2010 to 27.0 million users in September 2017. The penetration rate for Internet payment system, relative to the total population, has increased from 34.4% (2010) to 79.6% (2017). The landscape has changed with the entry of non-banks into the e-payment service that was once thought to be the domain of banks (BNM, 2018). Table 1.1 shows the penetration rate for internet banking, relative to the total population in Malaysia, from year 2010 to 2017. With the rapid increase in the penetration rate almost 80% in the end of 2017, it can be deduced that the Internet payment system is becoming more and very significant in the current development of e-commerce as discussed.

Table 1.1 : Internet banking subscribers from 2010 until 2017

Year	Number of subscribers (Millions)			Penetration to population (%)
	Total	Individual	Corporate	
2010	9.8	9.6	0.2	34.4
2011	11.9	11.6	0.2	40.9
2012	13.7	13.4	0.2	46.4
2013	15.5	15.2	0.3	51.4
2014	17.6	17.3	0.3	57.5
2015	19.8	19.2	0.6	63.3
2016	22.8	22.0	0.8	72.0
2017	27.0	24.6	0.9	79.6

(Sources : from BNM, 2018)

The latest developments have seen Malaysia go in the turmoil of a massive non-cash society by 2050. Although the attraction is still 32 years old, the digital payment platform in Malaysia is growing rapidly as mushrooms grow after the rain. To date, countries that promote cashless payments are Singapore, the Netherlands and France. It also received encouraging responses in China and India.

The advancement of mobile device technology evidently shows the ways the communities communicate. In fact, it becomes one of the factors of acceptance and use of digital payments, primarily in terms of its sales and banking. However, the acceptance of this digital payment platform is still in its initial phase, a Nielsen survey unveils that mobile devices are used by 78% of Malaysians to browse social media, and only 34% use it to buy goods or services (Bank Negara Malaysia, 2018). This statistic suggests that rates are still low for digital payment platforms in Malaysia. This low acceptance rate is also from the public's uncertainty about the safety of digital payment platforms. A total of 72% of Malaysians think of the research done.

In October 2016, the Malaysia's National eCommerce Strategic Roadmap was established by the government to identify actual confrontations and convey tangible solutions to accomplish the objectives of enhancing the eCommerce growth rate for Malaysia. The Government has also launched the National eCommerce Council (NeCC) headed by Minister of International Trade and Industry, comprising various Ministries and Agencies, to urge the accomplishment of the Roadmap (MDEC, 2016).

1.5 The Global Financial Industry and Internet Payment

From global perspective, it is estimated by the UN International Telecommunications Union that in 2017, the amount of individuals utilising the Internet will surpass 3.5 billion, portraying 48.0% of the world population. This compares with 1.0 billion (15.8%) in 2005, 2.0 billion (28.9 per cent) in 2010 and 3.15 billion (43.2 per cent) in 2015, continuing a constant rising trend during the period. UN ITU Report in 2017 indicated that a substantial digital divide between developed countries, wherein 81.0% of individuals are now estimated to use the Internet, and developing countries, wherein the figure is 41.3%, and a similar digital divide between these groups of countries and Less Developed Countries (LDCs), for which the comparable figure is 17.5% (UNITU, 2017). According to Miniwatts Marketing Group (2018), in Junem the number of global Internet users increased from 424 million in June, 2000 to 4.126 billion in December, 2017 with a tremendous growth of 1,052%, as presented in Table 1.2 below.

The same trend is also reflected in the global e-commerce industry. An expert study reported by Capgemini Consultant in 2018 revealed that banks are encumbered by their legacy systems and are concentrated on conforming to regulations instead of satisfying growing needs and customers' anticipation. Thus, FinTech (Financial Technology) firms aim for the most profitable business segments which has caused

them to penetrate into the industry with innovative products and services That study also reported that Bank-FinTech partnerships and collaborations are more focused on Open API (application programming interface) standards and public cloud implementation due to shared infrastructure. The expenditure relating to IT development by the financial sector is USD 202.3 billion in 2017 and IT Spending for Public Cloud Services in banking industry around USD 8 billion in that particular year.

Table 1.2 : Global Internet Distribution and Population Numbers

World Regions	Population (2018 Est.)	Population % of World	Internet Users 31 December 2017	Penetration Rate (% Pop.)	Growth 2000 - 2017	Active Internet Users%
Africa	1,287,914,329	16.9%	453,329,534	35.2%	9,941%	10.9%
Asia	4,207,588,157	55.1%	2,023,630,194	48.15%	1,670%	48.7%
Europe	827,650,849	10.8%	704,833,752	85.2%	570%	17.0%
Latin America/ Caribbean	652,047,996	8.5%	437,001,277	67.0%	2,318%	10.5%
Middle East	254,438,981	3.3%	164,037,259	64.5%	4,893%	3.9%
North America	363,844,662	4.8%	345,660,847	95.0%	219%	8.3%
Oceania/ Australia	41,273,454	0.6%	28,439,277	68.9%	273%	0.7%
World Total	7,634,758,428	100%	4,156,932,140	54.4%	1,052%	100.0%

(Source : Internetworldstats, 2018)

The utilisation of Internet by finance companies internationally is rising because it enables them to sustain the advancement of business payment by acting as a medium for network leeway, client gaining, social obligation (finance to the unfinanced segment), and funds transmission and remittances (Wonglimpiyarat, 2009). It also stipulates business apparatuses, such as online reservation, and reduces the supply chain costs (Druten, Sawan, Wilson, Sullivan, & Kanchan, 2013). E-Commerce Company Websites, for example, operate 24 hours a day, reaching potential customers around the world, without barriers of geography or time zones. Additionally, Internet payment allows for small and independent finance companies to compete with the big chain companies (Vanetti, 2010). The Internet offers a more or less an even playing field for the industry because all finance companies have the same access to the Internet, regardless of their sizes or budgets. Furthermore, the Internet enables financial institutions' customers to transact at their own convenience. With internet, they are able to make transactions from the comfort of their own home, reduce the cost of travelling and avoid the hassle of finding parking bays and queuing up at a branch to be served. In addition, banks' customers can acquire immediate statement for their accounts; be eligible for lower rates offered to those who transact online; compare

deals easily between e-commerce companies and apply for loan or mortgage straight from the banks' websites and get a quick reply on their applications (Oakes, 2011).

The growing global usage of Internet by the e-commerce industry is matched with the international acceptance of the Internet by their customers for making payments, as was reported in a number of surveys. The survey conducted by Nielsen in the United States in 2012 showed that 59% of those surveyed preferred online purchases than in-store and mobile purchases (Nielsen, 2012). In addition, a survey by Wonderful (<http://www.wonderful.com>) in an inclusive census of 1,027 American customers who used their portable devices for making purchases has found that 77% of customers have checked online for the discovery of product information. The study also concluded that 70% consumers made an instinct purchase in a store over the past month.

The latest study by Juniper Research, estimated that more than 2 billion users will get at market banking services through tablets, smartphones, PCs and smartwatches in 2018. They found that accelerated adoption in key emerging markets such as India and China means that mobile banking users now represent 50% of the global banked population. Juniper expects that the number of global mobile banking users will now overtake online users in 2018 (Juniper, 2018).

1.6 Problem Statement

Internet payment systems have developed an imperative element for the success of trades and financial services (Oney, Oksuzoglu, & Hussain, 2017). The internet payment system has its own favorable characteristics as the focal reason of its reputation and significance to be compared to the traditional payment system.. These include security, reliability, scalability, anonymity, acceptability, privacy, efficiency, and convenience (Khan, Hameed & Khan, 2017; Abdullah, Jayaraman, Shariff, Bahari & Nor, 2016). Businesses have deployed Internet payment systems which obtained greater acknowledgment over time throughout the world Sheikh, Islam, Rana, Hameed & Saeed (2017) Having virtuous payment systems is the vertebral column of a greatly competitive country. It is imperative to maximize the effort to prioritize Internet payment as a national agenda in order to boost productivity and to contribute in upbringing a country's competitiveness (BNM, 2018).

France, the US and the UK as the developed countries have wholly advanced epayment systems; meanwhile the Asia-Pacific as among the developing countries in regions provide the growth thrust to the industry (Ashraf, Thongpapanl & Auh, 2014). For instance, it was stated by the Central Bank of Malaysia that Malaysia would accomplish greater economic development and greater competitiveness, provided that the nation will fully migrate from paper-based payment systems to Internet payment systems. This is because the latter provides, among other things, chances to upgrade competency levels and diminish the cost of working on business (BNM, 2017)

In the 2017-2018, Malaysia was ranked 23th in the World Economic Forum's Global Competitiveness. Although Malaysia moves up two ranks from the previous position, it is still faraway behind its neighbouring country Singapore, which ranked second runner-up worldwide, and other Asia-Pacific countries such as Japan and China, which ranked 9th and 15th respectively (Schwab et al. 2017). Apart from that, the World Bank reported that Malaysia has a modern payment system infrastructure that allows banks to conduct a high volume of transactions on a secured basis and low cost. However, data reveals that the existing infrastructure is not being used at its fullest capacity yet. According to Findex, in 2014 only 55 percent of adults that received wages reported that the salary was transferred into their account at financial institutions, and the remaining 45 percent were paid by their employer in cash. This latter figure illustrates the potential for advancing e-payments in Malaysia. A much higher percentage of workers could receive their monthly salaries and wages directly deposited into their bank accounts. This would not only be safer, but also more cost-effective. Among adults receiving wage payments, adults in the bottom 40 percent (income level) were more likely to receive their payments in cash. (WorldBank, 2017).

Therefore, Malaysia needs to fully shift from paper-based to electronic payment systems to attain economic development and better financial inclusions for its people, and consequently, develop the country's competitiveness. Malaysia is categorized as a cash-based country with only 56% of its transactions being cashless in 2017 (The Malaysian Reserve, 2018). In contrast, about 98% of the total value of transaction in Sweden are cashless with a target to increase this to 99.5% by 2020 (Capgemini, 2017).

Based on these figures, it can be seen that Malaysia will keep on relying heavily on cash and other paper-based payments. Given e-payment's importance, Malaysia, with a strong vision to advance from a developing to a developed country by 2020 (Razak 2014) needs to promote and migrate all payment stakeholders (especially businesses and consumers) to adopt Internet payment systems. However, various stakeholders in Malaysia, especially consumers, are still reluctant to fully use e-payment technology. For example, in the country's road toll fee collection system, many motor vehicle drivers still opt to endure long queues to pay cash, rather than using the shorter and faster lanes that accept prepaid electronic cards (Star, 2017) or the number of Zakat payers using internet payment is still low compared (only 4.4%) to the manual mode (Yaakub, Ramli, Muhamed & Muhammad, 2016).

In any case, it is a must to improve the knowledge of factors influencing consumers' and businesses' willingness to adopt Internet payment systems and also the challenges encountered by the technology service providers in providing reliable and efficient services to both parties. Understanding the determinants and the impacts of these critical factors on Internet payment systems adoption will be important to countries seeking to migrate to Internet payment systems. As such, in this thesis, the factors that influence Malaysia's Internet payment system adoption are empirically examined.

1.7 Objectives of the Study

The general objectives of this research were to examine the acceptance of Internet payment by Malaysian consumers, utilising the individual unified technology acceptance framework. The specific objectives were to:

- i. identify the factors (performance expectancy, effort expectancy, social influence, facilitating condition, trust, perceived risk as independent variables) that have significantly influenced these consumers to adopt the Internet payment system;
- ii. examine the environment associated with each of these identified factors (independent variables) and the consumers' Internet payment adoption behaviour;
- iii. examine how these factors interact with each other (perceived risk as mediating; generational and gender difference as moderating) in regard to their relationship with the consumers' adoption behaviour; and
- iv. propose a framework to analyse the adoption of Internet payment system by Malaysian consumers.

1.8 Significant and Contribution of the Study

1.8.1 Practical Implementation of the Study

In today's continuously evolving technology, the orientation between policy-making to develop information system and its action plan implementation has become very vital because failure to appreciate and utilise the benefits of new technologies can be disastrous to organisations. With the snowballing dependence on the Internet and developing use of electronic payment globally, organisations need to understand and evaluate the latest e-payment application that is beginning to appear at their doorways, with the Internet payment system being one of them. This study was designed to uncover the motivations behind the use of this application among Malaysian consumers. For e-commerce companies, business managers and consumers who are still wary of adopting the Internet payment system or are in the process of gathering information on it, this study can provide insights regarding the factors significantly influenced their peers who decided to utilise this innovation as a way of making payment.

For the Malaysian officials, especially those in the Ministry of Finance, Bank Negara Malaysia, Malaysian Communication Multimedia Commission (MCMC) and Cybersecurity Agency, the findings of this study may also prove beneficial. There are numerous government policies crafted to encourage the private sectors to embrace electronic commerce. As 'technology pushers', officials may be helped by the information gathered by this research, in order to comprehend more about the issues that have an impact on the adoption of Internet payment. Perhaps the added understanding will then enable them to assist businesses and individual users who

have already adopted e-commerce application, and to push other consumers who are yet to utilise the Internet payment application.

The contribution that is made upon the practice or policy in this research can be utilised by the regulators and policy makers to develop suitable policies and instructions in order to facilitate the adoption of Internet Payment System in a country. In addition, the stakeholders can fully comprehend and point out address businesses' and consumers' needs and interests through my assistance in the epayment industry for retail transactions, such as merchant acquirers and technology service providers. Last but not least, future research can opt to this study as an avenue to examine and compare similar samples in different countries.

1.8.2 Theoretical Implementation of the Study

This study also serves as a ground for consumer technology acceptance study. It suggests an alternative perspective for analysing the relationship between independent and dependent variables. Past studies on technology acceptance utilised linear regression as a way to evaluate the relationship amongst independent and dependent variables. The effects assumed were that while any one given independent variable was being analysed, other independent factors were irrelevant, or at the very most had only a dormant effect. Such assumption is debatable. This study utilised the path analysis (structure equation modelling), as it is believed that certain independent variables may act as mediators in their relations with the dependent variables and other independent variables. This provides a new way of viewing the relationship between independent variables.

Therefore, the main contribution of this study lies in it being the earliest empirical study on Internet payment in Malaysia, particularly on the individual consumer usage. This is due to the particular emphasis that the government has put on the retail sector in terms of payment. The scarcity of research on Internet payment has given this study an opportunity to contribute to the body of knowledge in several ways.

Firstly, this analysis expects to contribute to the improvement of new concepts, theories and models of Internet payment, particularly within the context of a developing country like Malaysia.

Secondly, as there is hardly any empirical evidence of Internet payment studies in the Malaysian e-commerce sector, this study consists of descriptive discussions in certain sections, which will analyse and detail the nature of Internet payment in Malaysia, whilst other sections, which are more critical, will discuss technology acceptance analytically. These contributions will clarify the meaning and improve the understanding of Internet payment in retail companies in Malaysia and in the context of an emerging country. Thus, this empirical and analytical study will expand the limited literature.

Thirdly, the study will raise awareness of the importance of Internet payment, and give a better understanding of how Internet payment can be effectively approached.

Fourthly, it is hoped that this study will enlighten policy-makers of the governmental bodies and managers in the retail sector by improving strategies for technology management in Malaysia.

Finally, it is also hoped that practitioners in the areas of business and information system are capable of using the outcomes to plan and develop new strategies and improve the payment system processes in the Malaysian retail sector.

Businesses and consumers are persistently faced with technology adoption resolutions. For technologically developing countries like Malaysia wherein the chances for economic development is great and the advantages of technologies such as e-payment is not yet fully ascertained, it is therefore imperative to analyse and examine the determinants that excite their behaviour in adopting such system.

There are various notable theoretical, methodological, and managerial contributions to the literature in this research. By transforming the UTAUT and prescribing the links between the variables that induce consumers' adoption of Internet payment system, a stronger predictive model with better results is able to be generated. The model is further enlarged by instituting a new independent variable: trust. Additionally, in order to better understand the relationship, the mediation implications between variables is to be analysed. A few relationships in consumer models were partially mediated by the perceived risk and new moderating variables are also initiated that influence the relationship between The Internet Payment Systems adoption factors. These moderating variables include generational distinctions and gender distinctions.

Overall, by investigating the factors that induce the adoption of Internet payment system in particular target groups in a particular country, UTAUT and Trust models are tentatively verified. (i.e., bank consumers in Malaysia). A quantitative methods approach is utilized as the methodology contribution and a set of questionnaires is prepared to clarify the factors that influence consumers to adopt or not adopt e-payment. This study elects structural equation modelling (SEM) approach using AMOS-SPSS 16, CFA analysis moderating technique to explicate the aforementioned relationships.

1.9 Organisation of the Thesis

This thesis is separated into six chapters. Chapter 1 is the Introduction, which provides the background information on Internet payment in Malaysia and describes its relation with consumers in Malaysia, as well as the opportunities provided to businesses by its utilisation. This chapter also explains the Malaysian government policy concerning the use of Internet and e-payment, the status of the Malaysian financial industry and the utilisation status of Internet payment by the financial industry worldwide, and the issue of its adoption by Malaysian consumers. Finally, the chapter presents the objectives of the study, its importance, and the structure of this study proposal.

Chapter 2 covers the literature review on past researches related to this study. It is divided into two main parts, with the first half covering research on Internet payment. It defines the Internet payment system by describing the different classifications of the Internet payment application. The second half of the chapter provides an overview of individual technology acceptance theories and one thrust model that describes in detail the definition, authors, context, framework, differences, strength and weaknesses of each model. Lastly, this chapter discusses concerns relating to the overall strength and weaknesses of the models studies.

Chapter 3 discusses the conceptual framework of this study. It describes the design process of the proposed research model, explaining that the model provides information on the suggested dependent, independent, mediating and moderating variables, and also gives details on the forwarded hypothesis based upon framework.

Chapter 4 describes the processes involved in the data collection. This includes the explanation concerning the population from which the data was selected (sampling framework); how the data was collected (questionnaire design); how it was measured (variables measurements) and how it was analysed (using Structural Equation Modelling).

Chapter 5 discusses the statistical analysis that involved data screening to clean the data and presents descriptive statistics of the data that provided a general picture of the survey participants and their responses to the survey questions.

Chapter 6 summarises the empirical findings and explains their implication for research and practice. In addition, the contributions of the present study are discussed together with some considerable and meaningful guidance for future research.

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