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THE INFLUENCE OF DEMOGRAPHIC FACTORS ON ONLINE LOAN DECISION

Eko Ganiarto

President University, eganiarto@president.ac.id

ABSTRACT

Knowing the factors that influence the decision to use online loan services, especially demographic factors, is very important for online loan service providers. Thus, online loan service providers will be more focused and effective in offering their services to prospective customers. This quantitative study aims to know the influence of demographic factors on online loan decisions. The online loan decision as the dependent variable used in this study was measured by using seven statement indicators. Meanwhile, the demographic factors as independent variables consist of gender, age, education, occupation, and income. Data were obtained from 382 respondents in the Central Java area through online questionnaires, then processed and analyzed using the regression analysis. The results showed that: (1) the influence on using online loans for the female is less than males; (2) The baby boomer generation (oldest age group) has the higher influence on using online loans than other generations; (3) People with SMP/Junior High School education have the higher influence on using online loans compared to other education groups; (4) Housewives have the higher influence on using online loans compared to another occupation group; (5) people who have income between Rp 5,000,000 - Rp 7,499,999 has the higher influence on using online loans compared to other income groups. Thus, online loan service providers must be more selective and focus on marketing their services, using demographic information/data from potential customers, such as male customer, baby boomer generation, housewives, people with SMP education, and People who has income between Rp 5,000,000 – Rp 7,500,000.

Keywords: *Online loan decision, gender, age, education, occupation and income.*

1. Introduction

Today's rapid progress in the fintech field makes financial transactions easier and more efficient. In conducting financial transactions, someone who previously needed to be physically present at a bank or financial institution can now be done through a smartphone. One form of fintech that is popular and increasingly used by the public is online loans. Online loans are increasingly popular with the public because of the ease of access to services, requirements, and speed in disbursing funds. Loans are also a way out for people who need funds quickly for various purposes without having to physically come to financial institutions by bringing various conditions and collateral (Panginan & Irwansyah, 2020).

The realization of the distribution of online loan funds nationally continues to increase. According to Wimboh Santoso, Chairman of the Board of Commissioners of the OJK (Financial Services Authority), until the end of 2021, the accumulation of loan disbursements from loan companies has reached Rp. 295.85 trillion, growing 89.77% annually (year on year/you). Of the total loan disbursement, the OJK noted, outstanding P2P lending loans until December 2021 reached RP 29.88 trillion, up 95.05% year on year (YoY). An improvement followed the growth in the distribution of funds in the rate of loan repayment. It was noted that the 90-day payment success rate (TKB 90) of the P2P lending fintech industry increased from 95.2% in December 2020 to 97.7% in December 2021. As of January 2022, 103 legal online loan companies were operating. Previously in October 2021, the government had closed 151 illegal online lending companies (Kontan.co.id, 2022)

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Behind the increase in online loan transactions, many problems arise due to online loans, especially those carried out by illegal online loan companies. Salvasani & Kholil in Savitri et al. (2021) note that there are several problems in online loan transactions, including online loans usually have very high-interest rates, but access to them is very easy. Billing is not only to service users but also to emergency contacts through threats and defamation. This is followed by misuse of data by distributing personal data to other parties, which are indicated to be used to borrow funds in other loan applications. Another lurks from illegal borrowing is that the debt is not erased even though the borrower has paid it off.

Meanwhile, Samudro & Risha (2021) highlighted online loans' high-interest rates. With an easy and fast process to get a loan, online loans are considered more friendly to MSMEs and the community than banks. However, loans generally have higher interest rates than conventional financial institutions. Interest and penalties are charged up to 1 to 4% daily, plus an additional fee of 40% of the loan value. The commission or interest from illegal online loans reaches an average of more than 40% of the principal debt plus a fine of RP 50,000 per day (Budiyanti, 2019).

Easy and fast access from applications on mobile phones makes people want to take advantage of online loan facilities to meet various life needs. This is exacerbated by the low level of public knowledge and understanding of borrowing, so personal data is very vulnerable to being stolen, and billing that is carried out in an intimidating manner is very vulnerable (Asti, 2020). Savitri et al. (2021) also conveyed the negative impact of online loans. Their study concludes that online loans have negative impacts that must be watched out for, including the rise of illegal online loans, high-interest rates, and acts of terror and defamation that stalk users of this service.

As mentioned above, various problems that arise in utilizing online loan facilities can certainly be avoided if the community's digital literacy is good. For this reason, the role of education is very important in efforts to increase people's digital literacy. On the other hand, lending companies also need to know demographic characteristics, such as age, gender, education, occupation, and income of prospective customers, so that companies can offer their services to the right people so that they do not cause problems in the future. Thus an understanding of demographic characteristics is very important for online loan companies. Therefore, this study was conducted to know the influence of demographic variables (gender, age, education, type of work, and income) on the decision to use online loan services.

2. Literature Review

Fintech (financial technology) is an industry that uses a series of technological innovations such as cloud computing and big data to allow technology to serve finance and greatly improve financial efficiency (Chen & Liao, 2021). Fintech has increased, followed by various innovations leading to efficiency, safety, fast, and convenience (Armanditya & Rahmiati, 2020).

One of the popular forms of fintech was fintech lending or online loans, or peer-to-peer lending (P2P lending). Online loan or P2P lending was a service to borrow money in rupiah currency directly between creditors/lenders (lenders) and debtors/borrowers (loan recipients) based on information technology. (OJK, 2016).

An online loan decision was a person's decision to use an online loan application. The decision to use an online loan application was a form of a person's behavior; as quoted by Trang & Tho in Ganiarto (2021), that actual behavior referred to the process and activities when individuals were searching, purchasing, using, and evaluating the particular products or services. Thus the online loan decision in this study was used as the dependent variable.

This study was conducted by adopting the theory of planned behavior proposed by Ajzen (1991). This theory explains that intention is the main factor that moves individuals to perform certain behaviors. The individual's intention was influenced by three other important factors: attitude toward the behavior, subjective norm, and perceived behavioral control. The last three factors were also influenced by several other factors, such as personal factors, such as general nature, personality, life values, emotions, and intelligence; social factors, such as gender, age, place of residence, income, and religion; and information factors, such as work experience, knowledge, academic ability, and media exposure (Iriani, Rahayu & Rahmawati, 2021).

In this study, social factors and information factors in the theory of planned behavior were combined into demographic factors. In its simplest definition, demography was the scientific study of human populations. Demography was also concerned with the outcomes for populations of 'demographic' events. Most basically, it was concerned with a population's size, age structure, and geographic distribution, which were the outcomes of the events of birth, death, and migration (McDonald, 2014). Meanwhile, Longley (2020) stated that demographics was the analysis of the characteristics of populations and subsets of populations, such as age, race, and gender. Now considered a necessity in the advertising industry, demographics help businesses identify those consumers most likely to buy their products or services.

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Demographic factors used in this study consist of gender, age, education, occupation, and income, as independent variables. Several studies have been conducted relating to the influence of demographic variables on individual financial behavior, especially the behavior of making loans or relating to loans, which can be seen in the following section.

Research conducted by Coval & Shumway, in Azam et al. (2012) found ample evidence that females defaulted less frequently on loans because females were more risk-averse. Meanwhile, in a different study, Baidoo et al. (2020) concluded that males were less likely to demand loans. Individuals who were relatively younger and were in the active labor force (18-60 years) were more likely to demand loans; individuals who had attained tertiary education were also more likely to demand loans, and private sector employees were less likely to demand loans. Another study by Andres et al. (2020) found that female entrepreneurs who start a business were less likely to ask for a loan. Of the female entrepreneurs requesting a credit, the probability of obtaining one in the founding year was significantly lower than their male peers in the same industry.

A study by Boyle et al. in Azam et al. (2012) found that older borrowers were more risk-averse and, therefore, less likely to default. Thus banks were more hesitant to lend to younger borrowers who were more risk averse. In other research, Eberhardt et al. (2018) concluded that older age correlated to better scores on each financial decision-making measure. Meanwhile, Bain & Company and Research Now (2017) found in a survey that 91% of Indian respondents, 86% of Chinese respondents, and 60% of US respondents would consider financial products from technology firms they already use and that this interest was even higher among younger consumers, ages 18-34 (Frost, 2020). Based on their research, Cao (2016) and Stern et al. (2017) mentioned that younger and highly educated individuals were also motivated to adopt technological development more than others. The age and gender did not influence FinTech services usage in India. But age influences the adoption of new fintech (Paddalwar, S.S. P, Lakshmi, 2022). Wakene et al. (2020) mentioned that level of education and occupation significantly influenced the intention to use banking services of unbanked individuals, but age, gender, income, and occupation did not (Wakene et al., 2020). High-income households find it easier to take out loans (Antanasio et al., in Azam et al. (2012).

The theoretical framework used in this study can be seen in the following figure.

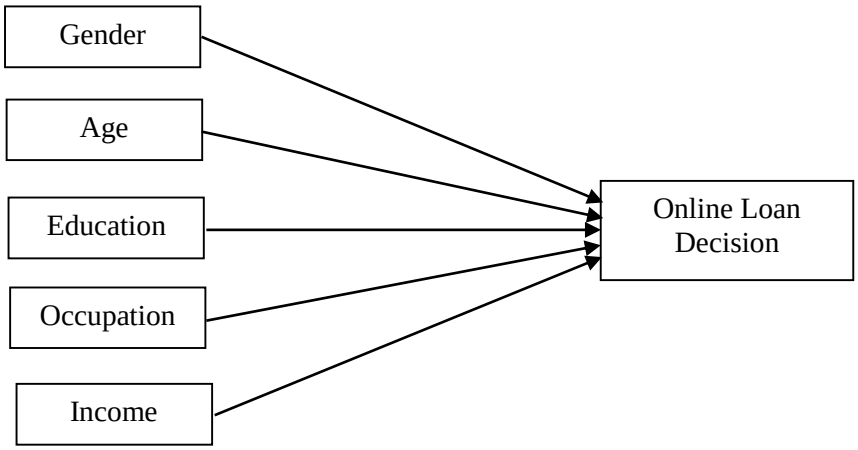

Figure 1. Theoretical Framework

Based on the existing theoretical framework, several hypotheses can be formulated as follows:

H1: There is a difference in the influence of using online loans between male and female
H2: There is a difference in the influence of using online loans between the age groups
H3: There is a difference in the influence of using online loans between the education groups
H4: There is a difference in the influence of using online loans between the occupation groups
H5: There is a difference in the influence of using online loans between the income groups
H6: There is a differences in the decision to use online loans between male and female
H7: There are differences in the decision to use online loans between age groups
H8: There are differences in the decision to use online loans between education groups
H9: There are differences in the decision to use online loans between occupation groups
H10: There are differences in the decision to use online loans between income groups

3. Research Method

This study was a quantitative study using primary data collected from 382 respondents who ever used online loans. The questionnaires were distributed online (internet). Respondents were selected using a non-probability sampling method, namely purposive sampling, in which respondents had to meet the requirements of having used online loan services.

The variables used in this study include demographic and non-demographic variables. Demographic variables consist of gender, age, education, occupation, and income. All demographic variables as independent variables. While the non-demographic variable was online loan decision (OLD) as a dependent variable.

The dependent variable (online loan decision/OLD) was a latent variable (construct) formed from four indicator variables: OLD1, OLD2, OLD3, and OLD4 (see Table A1 in Appendix 1). Each indicator was scored by a Likert scale, from 1 to 7, where one strongly disagreed, two disagreed, three slightly disagreed, four were neutral, five slightly agreed, six agreed, and seven strongly agreed. The scores from OLD1, OLD2, OLD3, and OLD4 were then averaged. This average value will be the value of the OLD variable.

This study used regression analysis with dummy variables and ANOVA (Analysis of Variance). ANOVA was used to know whether there was any difference in the decision to use online loans between groups of demographic variables. Meanwhile, regression analysis was used to know the influence of demographic variables on the decision to use online loans. Demographic variables were grouped into several categories, which are as follows:

Gender: 0 = Male,
1 = Female

Age: 0 = 57-75 years old (Generation baby boomer)
1 = 41-56 years old (Generation X)
2 = 25-40 years old (Generation Y)
3 = < 40 years old (Generation Z)

Education: 0 = SMP (Junior High School) or equivalent
1 = SMA (Senior High School) or equivalent
2 = Diploma
3 = Sarjana + (Bachelor +)

Occupation: 0 = Students
1 = Government employee
2 = Private employee
3 = Entrepreneur
4 = Housewife
5 = Other

Income: 0 = < Rp 3,500,000
1 = Rp 3,500,000 – Rp 4,999,999
2 = Rp 5,000,000 – Rp 7,499,999
3 = Rp 7,500,000 +

Data were processed by computer using statistical software. Prior to processing, the data were tested, which included: instrument validity and reliability tests and classical assumption test. After passing these tests, the data were analyzed using the regression analysis with dummy variables and ANOVA. Regression analysis was used to examine the influence of demographic factors (gender, age, education, occupation, and income) on online loan decisions. While analysis of variance (ANOVA) was used to know whether there was any difference in online loan decisions between categorical variables (group of variables).

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4. Results and Discussion

The results of the validity test show that the online loan decision variable is valid. It can be seen from the value of the significant value of correlation between each indicator variable, and the variable total is 0.000 or less than 0.05 (see Table A2 in Appendix 2). The reliability test of online loan decision variables shows that the value of the Cronbach's Alpha is 0.898 (see Table A2 in Appendix 2). Since the value is higher than 0.05, then the online loan decision variable is reliable.

Figure A1 and Figure A2 (in Appendix 3) show the result of the normality test and heteroscedasticity test. Figure A1 shows a histogram that resembles a bell (bell shape), which means that the data tends to be normally distributed. Figure A2 shows data points that are spread out and do not show a certain pattern, which means the data meets the homoscedastic assumption. Meanwhile, Table A4 (in Appendix 3) shows the results of the multicollinearity test. In the VIF column, it can be seen that all values are less than 10. It means that there is no multicollinearity problem between independent variables. Thus it can be said that the research data has met the classical assumptions.

Table 1 shows the frequency and percentage of each variable. The total number of respondents was 382 people, consisting of 115 males (30.1%) and 267 females (69.9%). In this study, the age of the respondents was grouped into four groups; they are generation BB (baby boomer), respondents aged 57-75 years, generation X (41-56 years), generation Y (25-40 years), and generation Z (< 25 years). The majority of respondents came from Generation Y (54.2%) and Generation Z (37.7%), and a few from Generation X and Baby Boomers, which were 6.3% and 1.8%, respectively.

From an education point of a few, almost half of the respondents (46.6%) have a senior high school education, and 32.5% are undergraduate and above. Only a few respondents have a junior high school education (3.7%). Meanwhile, approximately one-third of the respondents (34.3%) work as private employees, 27% as students, 17% as entrepreneurs, 10.5% as housewives, and a few as civil servants (8.6%). In terms of income, most respondents have less than RP 5,000,000 per month (75.4%), and only a few earn RP 7,500,000 or more (4.5%).

Table 1 it can also be seen the results of ANOVA (analysis of variance). Male respondents have an average online loan decision score (OLD score) is 4.68, which is higher than females (4.43). Since this difference is significant statistically (P-value is less than 0.05), then hypothesis 6 is accepted. It means that there is a difference in the use of online loans between males and females. This also means it is easier for males to take advantage of online loans than females. It can be understood that males are more willing to take risks than females. Generation differences also cause differences in online loan decision scores. There is a tendency that the older the age, the more willing to make an online loan. It can be explained that the older the respondent, the less his income. With reduced income, older respondents will seek additional funds, including through online loans. The scores between generations also showed a significant difference (P-value = 0.000). It means that hypothesis 7 is also accepted. This result is different fromfrom the conclusion from research conducted by Baidoo et al. (2020), which mentioned that relatively younger individuals in active laborrce (18-60 years) were more likely to demaoans.loans However, the results of this study are in line with the conclusions of a study conducted by Eberhardt et al. (2018), which stated that older age was correlated to better scores on each of the financial decision-making measures.

From an education point of view, the difference in education level also causes a significant difference in the online loan decision score (P-value = 0.012). It means that hypothesis 8 is also accepted. There is a tendency that the higher the level of education, the lower the willingness to use online loans. It can be explained that the higher the level of education, the better the work and income obtained. Hence, the level of utilization of online loans is lower compared to those with lower education. However, this result differs from the research conducted by Cao (2016) and Stern et al. (2017). They conclude that Younger and highly educated individuals are also motivated to adopt technological development more than others. This difference in results may be due to differences in the focus of the study. This study emphasizes using special financial technology (fintech), specifically online loans. While Cao and Stern focused more on the use or adoption of new technologies in general, including the adoption of new technologies in finance.

The opposite result occurs in the income aspect. Except for income equal to or above RP 7,500,000, there is a tendency that the higher the income, the higher the willingness to use online loans. This is in line with Antanasio's research in Azam (2012), which concluded that households with high incomes are easier to take out loans, including online loans. The willingness to use online loans was highest among respondents who earned Rp. 5,000,000 – Rp. 7,499,000 and the lowest was in the group with incomes of Rp. 7,500,000 or more. The scores between income groups also showed a significant difference (P-value = 0.004). It means that hypothesis 9 is also accepted.

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Table 1
Frequency of Each Variable, Average of Online Loan Decision Scores by Variable and Anova Result

Variable	Count (%)	OLD Scores	F	P-value	Hypothesis Test
Gender			6,528	0,011	H_6 accepted
Male	115 (30.1%)	4,68			
Female	267 (69.9%)	4,43			
Total	382 (100%)				
Age			30,055	0,000	H_7 accepted
Generation BB (57 -75)	7 (1.8%)	5,06			
Generation X (41 - 56)	24 (6.3%)	4,83			
Generation Y (25 - 40)	207 (54.2%)	4,80			
Generation Z (9 - 24)	144 (37.7%)	4,01			
Total	382 (100%)				
Education			3,676	0,012	H_8 accepted
SMP (Junior High School)	14 (3.7%)	5,14			
SMA (Senior High School)	178 (46.6%)	4,40			
Diploma	66 (17.3%)	4,58			
Sarjana + (Bachelor +)	124 (32.5%)	4,56			
Total	382 (100%)				
Occupation			13,646	0,000	H_9 accepted
Student	103 (27.0%)	3,97			
Government Employee	33 (8.6%)	4,55			
Private Employee	131 (34.3%)	4,69			
Entrepreneur	66 (17.3%)	4,64			
Housewife	40 (10.5%)	5,02			
Other	9 (2.4%)	4,53			
Total	382 (100%)				
Income			4,598	0,004	H_{10} accepted
< 3.500.000	175 (45.8%)	4,35			
3.500.000 - 4.999.000	113 (29.6%)	4,64			
5.000.000 - 7.499.999	77 (20.2%)	4,71			
7.500.000 +	17 (4.5%)	4,34			
Total	382 (100%)				

Different types of work also provide significant differences in online loan decision scores (P-value = 0.000). It means hypothesis 10 is accepted. From Table 1, it can be seen that housewives have the highest average score (5.02) compared to other types of work. Housewives are more willing to use online loans than other respondents. It can be explained that housewives are generally responsible for household expenses. If there is a shortage in meeting family needs, housewives will try to find sources of funds to cover the shortage. One of the places to get funds is through online loans. In addition, private workers have a higher level of online loans than other types of work (except housewives). This is different from the results of research conducted by Baidoo (2020), which mentions that private sector employees are less likely to demand loans.

Table 2 shows a summary of the regression analysis results, where the influence of each demographic variable on online loan decisions can be seen. Sig value for gender is 0.011, less than 0.05, which means that gender has an influence on online loan decisions, or hypothesis 1 is accepted. While the coefficient value is -0.250 means that females have a lower influence than males in terms of using online loans. For the age group, only generation Z has an influence on the use of online loans (sig. = 0.001, less than 0.05), while generations X and Y have no influence. Because the regression coefficient of generation Z is negative (-1.045), it can be said that the influence of generation Z is smaller than the influence of the baby boomer generation. Overall it can be said that there is an influence of age on the use of online loans. It means hypothesis 2 is accepted.

Table 2
Summary of Regression Analysis Result

Dummy Variable	Coefficient	t	Sig.	Hypothesis Test
Gender (0=Male, 1 = Female)	-.250	-2.555	.011	H_1 accepted
Age (0 = AGE_BB (Gen BB: 57 - 75))				
AGE_X (Gen X: 41 - 56)	-.224	-.655	.513	
AGE_Y (Gen Y: 25 - 40)	-.262	-.857	.392	
AGE_Z (Gen Z: < 25)	-1.045	-3.392	.001	H_2 accepted
Education (0=EDUC0: SMP/Junior HS)				H_3 accepted
EDUC1 (SMA/Senior HS)	-.745	-3.076	.002	
EDUC2 (Diploma)	-.567	-2.208	.028	
EDUC3 (Bachelor+)	-.586	-2.383	.018	
Occupation (0=OCCUP0: Students)				H_4 accepted
OCCUP1 (Government Employee)	.573	3.505	.001	
OCCUP2 (Private Employee)	.720	6.697	.000	
OCCUP3 (Entrepreneur)	.670	5.200	.000	
OCCUP4 (Housewife)	1.042	6.849	.000	
Other	.561	1.974	.049	
Income (0=INCOM0 (< 3,500,000)				H_5 accepted
INCOM1 (3.500.000 - 4.999.000)	.297	2.833	.005	
INCOM2 (5.000.000 - 7.499.999)	.369	3.104	.002	
INCOM3 (7.500.000 +)	-.004	-.018	.986	

Adjusted R^2 = 0.209; Anova: F = 8.761, Sig. = 0.000

Notes:

BB = Baby Boomer

AGE_X = Age of Generation X

Gen X = Generation X

In the education variable, it can be seen that all categories of education have an influence on online loan decisions (sig. < 0.05). It means hypothesis 3 is also accepted. People with senior high school education, diploma, and bachelor + have less influence than those with junior high school education because the coefficient values are negative, which are -0.745, -.567, and -0.586, respectively. Likewise with education, in occupation, all types of work have an influence on online loan decisions. People who work as government employees, private employees, entrepreneurs, housewives, and others have a greater influence than students. In this case, the housewife has the biggest influence on online loans compared to other professions.

Thus, it can be said that hypothesis 4 is also accepted.

Income also influences online loan decisions (hypothesis 5 is accepted), since the value of sig. is less than 0.05 (see Table 2). In the income group, people who earn Rp 3,500,000 - Rp 4,999,999 and Rp 5,000,000 - Rp 7,499,999 have a greater influence (sig. < 0.05) than those who earn less than Rp 3,500,000. Meanwhile, those with an income of Rp 7,500,000+ shows no difference in the decision to use online loan compared to those who have an income less than Rp 3,500,000.

5. Conclusion and Implications

Based on the regression analysis, it was concluded that: (1) gender influences the use of online loans. Female is less than male in using online loans; (2) age influences the use of online loans. The baby boomer generation (oldest age group) is higher on using online loans than other generations (younger age group); (3) education influences the use of online loans. People with SMP/Junior High School education are higher in using online loans compared

to other education groups; (4) occupation influences the use of online loans. Housewives are higher in using online loans than other occupation groups; (5) income influences the use of online loans. People with income between Rp 5,000,000 - Rp 7,499,999 are higher in using online loans compared to other income groups.

The results of the analysis of variance (ANOVA) show that there are differences in decision-making using online loans based on demographic variables: (1) there is a difference in the decision to use online loans by gender; the male is higher than the female; (2) there are differences in the decision to use online loans between age groups (generations). The older the age (generation), the higher the level of decision-making using online loans; (3) there are differences in using online loans between education groups. People with junior high school (SMP) education has the highest willingness to use online loan compared to other education groups, (4) there are differences in the decision to use online loans between occupation groups; (5) there are differences in the decision of using online loans between income groups.

Online loan service providers must be more selective and focus on marketing their services, using demographic information/data from potential customers. This is necessary so that the results are more effective and can prevent negative influence on potential customers and the company itself. Companies should focus more on offering their services to male customers than females. Then, customers from the baby boomer generation (old age), customers with junior high school education, customers from the housewife group, and those with incomes less than Rp 3,500,000 are the potential customer groups to use online loan services.

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Appendices

Table A1
Online Loan Decision (OLD) Variable

Variable	Statements/Indicators	Reference
Online Loan Decision (OLD)	1. Loans services at the bank don't make me happier (OLD1)	Adopted from (Pousttchi & Dehnert, 2017)
	2. After trying various credit services, I decide to use an online loan (OLD2)	
	3. If I knew that online loans were very easy, I would have decided on this service earlier (OLD3)	
	4. I chose an online loan because it offered me the most modern and innovative online credit services (OLD4)	

Table A2
Validity Test of Online Loan Decision Variable

Correlations

		OLD1	OLD2	OLD3	OLD4	Total
OLD1	Pearson Correlation	1	.662**	.630**	.610**	.831**
	Sig. (2-tailed)		.000	.000	.000	.000
	N	382	382	382	382	382
OLD2	Pearson Correlation	.662**	1	.779**	.719**	.906**
	Sig. (2-tailed)	.000		.000	.000	.000
	N	382	382	382	382	382
OLD3	Pearson Correlation	.630**	.779**	1	.726**	.897**
	Sig. (2-tailed)	.000	.000		.000	.000
	N	382	382	382	382	382
OLD4	Pearson Correlation	.610**	.719**	.726**	1	.866**
	Sig. (2-tailed)	.000	.000	.000		.000
	N	382	382	382	382	382
Total	Pearson Correlation	.831**	.906**	.897**	.866**	1
	Sig. (2-tailed)	.000	.000	.000	.000	
	N	382	382	382	382	382

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

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Table A3.
Reliability Test – Online Loan Decision Variable

Reliability Statistics		
Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.898	.898	4

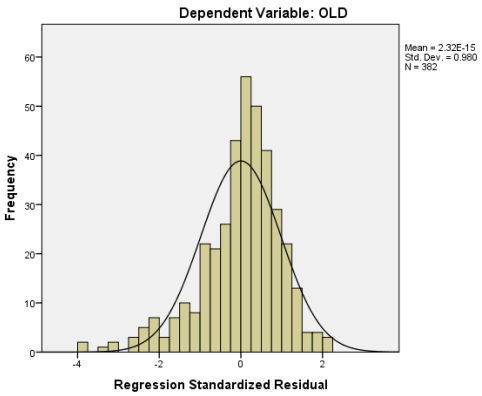

Figure A1. Normality Test

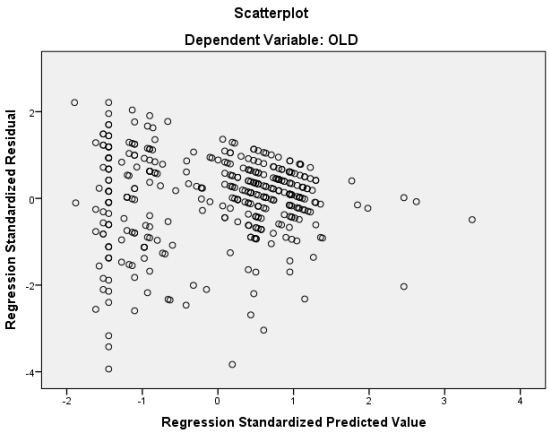

Figure A2. Heteroscedasticity Test

Table A.4
Multicollinearity Test

Variable	Collinearity Statistics	
	Tolerance	VIF
AGE	.563	1.777
GEND	.899	1.113
OCCUP1	.512	1.955
OCCUP2	.405	2.467
OCCUP3	.509	1.963
OCCUP4	.577	1.734
OCCUP5	.729	1.373
EDUC1	.125	7.970
EDUC2	.184	5.425
EDUC3	.131	7.630
INCOM1	.665	1.503
INCOM2	.654	1.528
INCOM3	.831	1.204

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