



# Determinants of Mobile Apps Adoption in SMEs of Bangladesh: The Role of Digital Financial Literacy

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## Research Article

### Abstract

**Purpose:** The objective of this study is to examine the key determinants influencing the adoption of mobile apps among SMEs in Bangladesh, with a particular focus on the role of digital financial literacy.

**Methods:** The research gathered data using a structured questionnaire and probability-stratified random sampling methods. A total of 302 data were collected and analyzed with PLS-SEM. Two urban cities, Chattogram and Cumilla, along with their semi-urban areas, have been selected as the study areas.

**Results:** The study found that relative advantages, competitive pressure, and organizational readiness are significantly correlated with behavioral intentions to adopt mobile payment systems. Nonetheless, compatibility and perceived security do not substantially influence the adoption of mobile apps in SMEs. Simultaneously, digital financial literacy moderates the interaction among competitive pressure, compatibility, and the adoption of mobile apps by SMEs in Bangladesh.

**Originality:** This study contributes to the field by extending the TOE framework with digital financial literacy as a moderating factor, providing new theoretical and practical insights into how TOE dimensions influence the adoption of mobile payment systems by SMEs in Bangladesh.

**Keywords:** Mobile Apps Adoption, Extended TOE framework, SMEs, Digital Financial Literacy, Bangladesh.

### 1. Introduction

The rapid advancement of digital technologies has transformed business operations globally, with mobile applications and payment systems emerging as critical tools for facilitating financial transactions and business management. M-payment systems offer significant convenience by allowing users to make transactions at any time and from anywhere, which is a major driver of their adoption. The ease of use and time-saving nature of these systems are critical factors influencing user behavior (Singh, 2020). These systems not only improve operational efficiency for businesses but also enhance customer satisfaction by enabling faster, more secure, and contactless transactions. Particularly in developing economies, m-payment adoption plays a vital role in driving financial inclusion, supporting the unbanked, and fostering

the transition to a cashless society (Best, 2020; Lee, 2021). Globally, SMEs are the backbone of economic growth, contributing more than 90% of businesses, over 50% of global employment, and 60–70% of GDP (UNCTAD, 2023). In developing economies, SMEs are especially critical for poverty reduction, job creation, and sustainable economic development. However, SMEs continue to face significant challenges in accessing finance, integrating digital technologies, and enhancing competitiveness. In this regard, mobile payments represent a promising solution, offering SMEs opportunities to overcome financial constraints, streamline operations, and connect to broader markets. Despite this potential, the adoption of mobile payment systems by SMEs in many developing countries remains limited.

In Bangladesh, technological advancements have paved the way for digital transformation, driven by rising smartphone penetration (projected to reach 63% by 2025) and expanding 4G coverage. Bangladesh has experienced rapid growth in digital ecosystems (GSMA, 2020). Mobile financial services (MFS) and digital payments have witnessed remarkable growth, particularly during the COVID-19 pandemic, which accelerated the shift toward contactless transactions. Between 2016 and 2019, mobile transactions nearly doubled, growing from USD 27 billion to USD 51 billion (Economist, 2020). Additionally, mobile money usage in Bangladesh increased dramatically from 3% to 57% of the population (Bangladesh Bank, 2021). Despite these advancements, merchant payments accounted for only 4.36% of total mobile payment transactions as of October 2021 (Bangladesh Bank, 2021), highlighting the limited integration of mobile payments into SME business processes. This situation presents a crucial problem: while mobile payment infrastructure is expanding and consumer adoption is increasing, SMEs in Bangladesh remain hesitant to integrate digital systems such as AI and fintech into their operations (Jahan et al., 2024). The limited adoption may be attributed to factors such as insufficient digital literacy, lack of trust in digital platforms, inadequate institutional support, and infrastructure challenges. These barriers hinder SMEs from fully leveraging the benefits of mobile payments, which can improve productivity, reduce transaction costs, and enhance customer engagement.

Although numerous studies have examined mobile app usage among SMEs in countries such as Nigeria (Tolani et al., 2019), Indonesia (Adi Wijaya et al., 2025; Manap & Rijal, 2024), South Africa (Slinger et al., 2024), Turkey (Uzkurt et al., 2024), Palestine (Mujahed et al., 2022), and Tanzania (Mushi, 2024), limited attention has been paid to the Bangladeshi SME context, particularly regarding mobile payment adoption. Prior studies have highlighted diverse factors influencing mobile app adoption, including dynamic capabilities, digital literacy, perceived usefulness, facilitating conditions, institutional support, and service quality. However, research specific to Bangladesh has not sufficiently explored the determinants, barriers, and enabling conditions for SMEs' adoption of mobile payments. Thus, a clear research gap exists in understanding why Bangladeshi SMEs have been slow to adopt mobile payment systems, despite a supportive ecosystem and rising consumer demand. Moreover, the role of digital financial literacy in this context has been scarcely explored in prior studies (Gumilar et al., 2024). Addressing this gap is crucial, given that SMEs represent a significant portion of Bangladesh's economic activities and employment, yet struggle with limited access to finance and modern financial tools. This study, therefore, aims to investigate the factors influencing the adoption of mobile payment systems among SMEs in Bangladesh. By addressing this objective, the study will contribute to the broader discourse on digital transformation and financial inclusion in developing economies. It will also generate practical insights for industry stakeholders in Bangladesh, enabling the design of policies and solutions that promote SME digitalization and strengthen the overall economic ecosystem.

## 2. Theoretical Background and Conceptual Framework

Mobile payments surpassed credit card payments globally in 2019, with 4.8 billion wallets expected by 2025 (Lee, 2021). The leading global players include AliPay, WeChat Pay in China, Apple Pay, and Google

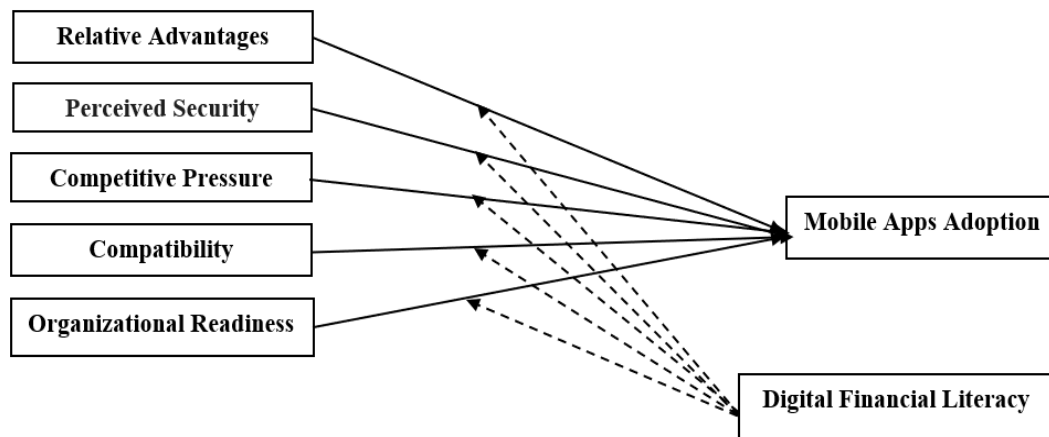
Pay in the United States. SadaPay in Pakistan, Mercado Pago and PicPay in Brazil, Paytm in India, M-Pesa and Kopa Kopa in Kenya, and Rocket, Bkash, and Nagad in Bangladesh are the leading local players (Hoque et al., 2024; Lee, 2021; Piper, 2020). However, M-Pesa and Kopo Kopo have demonstrated to the world how to implement mobile payment systems, and most nations have adopted their models. Moreover, a systematic literature review reveals that numerous researchers (Acquah-Sam & Bugre, 2018; Chingapi & Steyn, 2022; Conwell & Stanislaus, 2020; N.A. Khan et al., 2021; Kirui et al., 2020) have conducted extensive research on M-Payment adoption among SMEs worldwide.

In Bangladesh, mobile financial service (MFS) providers, such as bKash, Rocket, and Nagad, have created new opportunities for SMEs to conduct secure, convenient transactions, reduce their reliance on cash, and expand access to financial services (Hazra & Priyo, 2021). Prior research has widely applied theoretical models such as the Diffusion of Innovation (DOI) (García-Avilés, 2020), the Technology Acceptance Model (TAM) (Davis et al., 1989), the Theory of Planned Behavior (Ajzen, 1991), and the Unified Theory of Acceptance and Use of Technology (UTAUT) (Venkatesh et al., 2003) to explain individual-level technology adoption. However, these frameworks predominantly focus on user attitudes and behavioral intentions, which limit their explanatory power for organizational-level adoption, such as SMEs. As a result, scholars (Rahaman & Islam, 2022; Mohiuddin et al., 2023) argue that broader perspectives are necessary to incorporate firm-level, environmental, and institutional factors in explaining the adoption of digital technologies by SMEs, particularly in developing countries such as Bangladesh.

The Technology–Organization–Environment (TOE) framework (Tornatzky & Fleischer, 1990) provides a robust structure for investigating firm-level technology adoption. Unlike individual-centric models, the TOE framework considers the interplay of technological, organizational, and environmental factors that shape adoption behaviors. Empirical studies have demonstrated the successful application of the TOE model in investigating the adoption of social commerce (Abed, 2020), AI Adoption (Hoque et al., 2025), cloud computing (Khayer et al., 2020), blockchain (Clohessy & Acton, 2019), and big data (Maroufkhani et al., 2023). Within the SME context, the TOE framework has been recognized as particularly suitable because it captures the resource constraints, competitive pressures, and government regulations that uniquely influence the technological decisions of smaller firms (Christian et al., 2019; Urumsah et al., 2022). Furthermore, the framework has been widely adopted in developing country contexts, where socio-economic and institutional barriers significantly impact the adoption of financial technology by SMEs (Moreira-Santos et al., 2022). In line with these findings, the TOE framework is particularly relevant for exploring the adoption of mobile payments by Bangladeshi SMEs, where technological readiness, organizational capacity, and environmental support collectively shape digital transformation trajectories. This study conceptualizes relative advantage, perceived security, competitive pressure, compatibility, and organizational readiness as key independent variables under the TOE framework. Relative advantage, defined as the degree to which mobile apps offer financial or operational benefits over traditional payment methods, has consistently been identified as a strong determinant of adoption (Abed, 2020; Bhowmik et al., 2025). Perceived security, which reflects trust in system integrity and protection from fraud, is especially critical in financial contexts where concerns about privacy and cyber threats may hinder adoption (Khayer et al., 2020). Compatibility captures the alignment of mobile apps with existing business processes and customer expectations, influencing how seamlessly SMEs can integrate new technologies (Eze et al., 2019). Competitive pressure, derived from market rivalry and peer adoption, also accelerates SMEs' engagement with mobile payments (Cruz-Jesus et al., 2019). Lastly, organizational readiness, encompassing financial resources, human capital, and IT infrastructure, is a core organizational dimension that enables firms to effectively deploy and sustain mobile payment systems (El-Haddadeh, 2020; Marei et al., 2023). Together, these TOE-based constructs provide a comprehensive lens to explain SMEs' technological adoption in the Bangladeshi context.

A unique contribution of this study is the integration of digital financial literacy (DFL) as a moderating variable within the TOE framework. Digital financial literacy refers to the ability of SME owners and decision-makers to effectively understand, evaluate, and use digital financial services (Hossain et al.,

2020). Research highlights that low levels of digital literacy often act as barriers to technology adoption in developing countries, while enhanced literacy significantly improves firms' capability to leverage fintech services (Mohiuddin et al., 2023). By moderating the relationship between technological, organizational, and environmental factors and mobile app adoption, DFL provides deeper insights into how knowledge and skills mediate adoption outcomes. For instance, an SME with a high perceived relative advantage may still fail to adopt mobile payments if its decision-makers lack digital literacy (Azevedo & Almeida, 2021). Conversely, SMEs with strong digital literacy are better equipped to assess security risks, respond to competitive pressures, and utilize available organizational resources effectively. Thus, extending the TOE framework with digital financial literacy provides a more nuanced and context-specific explanation of mobile app adoption in SMEs. This theoretical extension not only advances the academic understanding of fintech adoption in emerging economies but also informs policymakers and industry stakeholders in designing literacy-enhancing initiatives to accelerate digital transformation among SMEs in Bangladesh. Based on this theoretical background and empirical evidence, the following conceptual framework was proposed.



**Fig.1: Conceptual Framework**

### 3. Hypothesis Development

#### 3.1 Relative Advantages

Relative advantage refers to the degree to which an innovation is perceived as superior to the existing practice, and it has been widely studied as a determinant of technology adoption. Several studies confirm that relative advantage plays a crucial role in shaping adoption decisions across various technologies. For instance, Aligarh et al. (2023) found that relative advantage had a significant impact on the adoption of cloud computing among Indonesian MSMEs. Similarly, Alasady et al. (2023) found that relative advantage had a positive effect on cloud adoption among Iraqi SMEs, thereby further enhancing firm performance. In the context of financial services, Marei et al. (2024) reported that relative advantage significantly influenced fintech adoption in Jordanian banks. A similar conclusion was drawn by Kumar et al. (2021), who demonstrated that relative advantage is a strong driver of blockchain adoption in Indian SMEs. Moreover, Kuruwitaarachch et al. (2019) found that relative advantage significantly predicted e-commerce adoption in Sri Lankan SMEs. Consistent with these results, Khayer et al. (2020) confirmed the robust role of relative advantage in cloud computing adoption among Bangladeshi SMEs. Based on this evidence, it is expected that relative advantage also influences the adoption of mobile applications in SMEs. Thus, the following hypothesis is proposed:

*H<sub>1</sub>: Relative advantage significantly influences mobile apps adoption in SMEs.*

### 3.2 Perceived Security

Perceived security has been widely recognized as a critical determinant of technology adoption, particularly in the financial and digital domains. Several studies confirm that when users perceive greater security, their intention to adopt new technologies increases significantly. For instance, Xie et al. (2021) demonstrated that perceived security has a positive influence on individuals' adoption of fintech services in China, while NgoHai and Truong (2023) found that security was the strongest predictor of digital banking adoption among Vietnamese customers. Similarly, Almaiah et al. (2023) confirmed that security perceptions play a central role in mobile banking usage decisions in Jordan. In the organizational context, Arpaci et al. (2015) found that perceived security significantly influenced the acceptance of mobile communication technology among Turkish firms. In contrast, Wong et al. (2024) identified security as a key driver of blockchain adoption among SMEs in Hong Kong. These findings highlight that security is not only a concern for individual users but also a critical organizational factor. Hence, in the context of SMEs, stronger perceptions of security are likely to increase confidence and encourage the adoption of mobile apps. Thus, the following hypothesis is proposed.

*H<sub>2</sub>: Perceived security significantly influences mobile apps adoption in SMEs.*

### 3.3 Competitive Pressure

Competitive pressure is a critical environmental factor within the TOE framework that shapes technology adoption decisions in organizations. Firms operating in highly competitive markets are often compelled to innovate and adopt digital solutions to sustain profitability and efficiency (Li et al., 2023). Several empirical studies have confirmed the positive role of competitive pressure in technology adoption. For example, Aligarah et al. (2023) demonstrated that competitor pressure significantly influenced cloud computing adoption among Indonesian MSMEs. Similarly, Marei et al. (2023) reported a positive relationship between competitive pressure and fintech adoption, which in turn enhanced the financial performance of Jordanian banks. Abbasi et al. (2022) also found that competitive industrial dynamics strongly influenced the adoption of social media marketing among Malaysian SMEs. In addition, Ali et al. (2023) demonstrated that competitive pressure drives blockchain adoption in halal food SMEs, while Kwarteng et al. (2024) highlighted its role in fostering digitization intentions among European SMEs. These findings collectively suggest that SMEs operating in competitive environments are more likely to adopt mobile apps to enhance efficiency, customer engagement, and market responsiveness. Based on this empirical evidence, the following hypothesis is proposed:

*H<sub>3</sub>: Competitive Pressure significantly influences mobile apps adoption in SMEs.*

### 3.4 Compatibility

Compatibility refers to the extent to which an innovation aligns with the values, experiences, and needs of potential adopters, thereby influencing its acceptance (Shahadat et al., 2023). The Diffusion of Innovation (DOI) theory posits that technologies perceived as more compatible with existing practices are adopted more readily. Prior studies highlight compatibility as a critical determinant in the adoption of digital technologies by SMEs. For instance, Ahani et al. (2017) found that compatibility was the most influential factor in the adoption of social CRM among SMEs in Malaysia. Similarly, Al-Shboul (2019) emphasized compatibility as a significant driver of cloud ERP adoption in emerging countries. Kumar et al. (2021) also reported a positive effect of technological compatibility on the adoption of blockchain by SMEs in their supply chains. In addition, Santini et al. (2023) found, through a meta-analysis of IT adoption studies, that compatibility was the strongest predictor among antecedents. Likewise, Bag et al. (2023) emphasized the importance of compatibility in blockchain adoption and its impact on the performance of SMEs. Drawing on these findings, this study proposes that compatibility plays a crucial role in influencing the adoption of mobile apps among SMEs and presents the following hypothesis.

*H<sub>4</sub>: Compatibility significantly influences mobile apps adoption in SMEs.*

### 3.5 Organizational Readiness

Organizational readiness has been widely recognized as a crucial determinant of technology adoption in firms, particularly among SMEs. It refers to the preparedness and capability of organizations to embrace new technological innovations, encompassing aspects such as infrastructure, leadership, culture, and strategic alignment (Clohessy & Acton, 2019; Yoon et al., 2020). Prior studies have consistently demonstrated a positive relationship between organizational readiness and technology adoption. For example, Urumsah et al. (2022) revealed that organizational readiness significantly facilitates fintech adoption, while Lutfi (2022) confirmed its influence on the adoption of cloud-based accounting systems in SMEs. Similarly, Wani and Aligarh (2024) found that organizational readiness is a strong predictor of cloud computing adoption in MSMEs, underscoring its enabling role. Furthermore, Al-Ma'aitah et al. (2024) demonstrated that organizational readiness enhances the adoption of Big Data Analytics, highlighting its relevance across diverse technologies. Collectively, these findings suggest that SMEs with higher levels of organizational readiness are more likely to adopt mobile apps for financial transactions and business operations. Therefore, the following hypothesis is proposed.

*H<sub>5</sub>: Organizational readiness significantly influences mobile apps adoption in SMEs.*

### 3.6 Moderating Role of Digital Financial Literacy

Recent empirical evidence highlights the crucial role of financial literacy and digital literacy in influencing the adoption of fintech and mobile financial services among SMEs and organizational contexts. Studies in South Asia and beyond indicate that these literacies not only directly influence adoption but can also interact with technological, organizational, and environmental factors to determine adoption outcomes. For example, Islam and Khan (2024) found that financial literacy, digital literacy, and financial self-efficacy significantly enhanced fintech adoption in Bangladeshi SMEs, highlighting the contextual importance of knowledge and skills in developing economies. Similarly, Hidayat et al. (2025) demonstrated that financial literacy moderated the relationships among digital transformation, fintech adoption, and firm performance in Pakistani banks, suggesting that financial literacy can amplify or constrain the effects of organizational and technological enablers. Zaimovic et al. (2025) further emphasized that digital financial literacy mediates the effect of business experience on fintech adoption, underscoring its pivotal role in bridging capability gaps. Although Wibowo et al. (2025) found no moderation effect of financial literacy in Indonesia, the context-specific nature of literacy effects indicates that its moderating role should be tested within Bangladeshi SMEs. Given these findings, digital financial literacy is expected to strengthen or weaken the relationships between key TOE-based antecedents and SMEs' adoption of mobile apps. Hence, the proposed hypothesis is:

*H<sub>6</sub>-H<sub>10</sub>: Digital financial literacy moderates the relationship between relative advantage, perceived security, competitive pressure, compatibility, organizational readiness, and the adoption of mobile apps in SMEs in Bangladesh.*

## 4. Research Methodology

The population for this study consisted of all SMEs in Bangladesh. According to the SME Foundation in Bangladesh, there are approximately 7.9 million SMEs in the country (Dhaka Tribune, 2022). This study employed a probability-stratified random sampling process within the specified sampling frame. Since data were collected from owners, managers, and representatives across different SME sectors, this approach minimized sampling bias and enhanced representativeness. By dividing the population into homogeneous strata based on characteristics such as industry type and location, the method ensured an accurate reflection of population diversity. This technique is widely recommended for improving reliability and reducing sampling error (Pallant, 2020; Zikmund et al., 2012).

For data collection, a five-point Likert scale, ranging from 1 (strongly disagree) to 5 (strongly agree), has been used to collect responses to each question. The study employed digital questionnaires distributed via popular social messaging platforms like WhatsApp and LINE, as well as social media platforms such as Instagram and Facebook groups dedicated to SMEs. A panel of experts reviewed the questionnaire prior to pre-testing, and any recommended modifications were incorporated based on their feedback. The constructs' items were incorporated from well-established scales to measure perceived security (Moreira-Santos et al., 2022), relative advantages, competitive pressure, compatibility (Shahadat et al., 2023), organizational readiness (Urumsah et al., 2022), digital financial literacy (Setiawan et al., 2023), and mobile apps adoption (Khayer et al., 2020). In this study, SPSS 26.0 was used to examine and prepare the data, and SmartPLS 4.0 was used for data analysis. The data were analyzed using a two-stage procedure. First, the measurement model's content, convergence, and validity were evaluated, followed by an examination of the model's hypotheses.

## 5. Findings, Analysis, and Discussions

### 5.1 Demographic Profile

The table presents the demographic and organizational characteristics of respondents for this study. The respondents primarily hold key decision-making positions, including Owner-Managers (52.6%), Managers/Heads of Units (24.2%), and Managing Directors/CEOs (8.3%). This ensures that insights are collected from individuals who directly influence financial and technological adoption decisions within SMEs. In terms of gender, the majority are male (76.8%), which reflects the male-dominated SME sector in Bangladesh. The age distribution shows that most respondents are relatively young to middle-aged, with 39.1% aged 30 years and below and 39.7% aged 31–40 years, indicating that technologically adaptive groups are well represented.

**Table 1: Demographic Profile of the Respondents**

| Demographics             | Categories                                 | Frequency | Percentage (%) |
|--------------------------|--------------------------------------------|-----------|----------------|
| Gender                   | Male                                       | 232       | 76.8           |
|                          | Female                                     | 70        | 23.2           |
| Age Range                | 30 years and below                         | 118       | 39.1           |
|                          | 31 to 40 years                             | 120       | 39.7           |
|                          | 41 to 50 years                             | 48        | 15.9           |
|                          | 51 to 60 years                             | 11        | 3.6            |
|                          | Above 60 years                             | 5         | 1.7            |
| Marital Status           | Single                                     | 96        | 31.8           |
|                          | Married                                    | 206       | 68.2           |
| Education                | Secondary                                  | 21        | 7              |
|                          | Higher Secondary                           | 21        | 7              |
|                          | Bachelor's Degree                          | 96        | 31.8           |
|                          | Master's Degree                            | 105       | 34.8           |
|                          | Others                                     | 59        | 19.5           |
| Location                 | Dhaka Metropolitan                         | 81        | 26.8           |
|                          | Chattogram Metropolitan                    | 26        | 8.6            |
|                          | Rural area of Dhaka Division               | 46        | 15.2           |
|                          | Rural area of Chattogram Division          | 149       | 49.3           |
| Position in this company | Owner-Manager                              | 159       | 52.6           |
|                          | Manager/ Head of unit                      | 73        | 24.2           |
|                          | Managing Director/ Chief Executive Officer | 25        | 8.3            |
|                          | Others                                     | 45        | 14.9           |

Education levels are relatively high, with 66.6% of respondents holding bachelor's or master's degrees, indicating that they possess the academic background necessary to understand and evaluate mobile payment systems. Geographically, the sample is diversified, with a significant proportion (49.3%) from rural

Chattogram Division, highlighting the inclusion of SMEs operating in non-metropolitan areas. Regarding business profile, 32.8% of firms are relatively new (3–5 years old), while 16.6% have been established for more than 25 years, ensuring representation across different business life cycles. Turnover data shows that SMEs vary widely in size: 23.2% generate more than BDT 18 million annually, while 17.2% earn less than BDT 500,000. Overall, the table demonstrates that the study's respondents are diverse in terms of demographic and organizational characteristics, strengthening the validity of findings on mobile payment adoption among SMEs.

## 5.2 Reliability and Validity Test

Table 2 presents the results of the reliability and validity assessment of the study's measurement model. Reliability ensures that items consistently measure a construct, while validity indicates how accurately the construct is captured.

**Table 2: Reliability and Validity Test**

| Construct/Item | Loadings | Cronbach Alpha | CR    | AVE   |
|----------------|----------|----------------|-------|-------|
| RA1            | 0.842    | 0.846          | 0.853 | 0.684 |
| RA2            | 0.856    |                |       |       |
| RA3            | 0.784    |                |       |       |
| RA4            | 0.826    |                |       |       |
| PS1            | 0.752    | 0.779          | 0.792 | 0.599 |
| PS2            | 0.794    |                |       |       |
| PS3            | 0.803    |                |       |       |
| PS4            | 0.746    |                |       |       |
| CP1            | 0.787    | 0.763          | 0.774 | 0.579 |
| CP2            | 0.726    |                |       |       |
| CP3            | 0.766    |                |       |       |
| CP4            | 0.761    |                |       |       |
| COM1           | 0.82     | 0.721          | 0.762 | 0.539 |
| COM2           | 0.656    |                |       |       |
| COM3           | 0.773    |                |       |       |
| COM4           | 0.675    |                |       |       |
| OR1            | 0.84     | 0.78           | 0.817 | 0.600 |
| OR2            | 0.857    |                |       |       |
| OR3            | 0.652    |                |       |       |
| OR4            | 0.732    |                |       |       |
| DFL1           | 0.814    | 0.866          | 0.868 | 0.714 |
| DFL2           | 0.852    |                |       |       |
| DFL3           | 0.878    |                |       |       |
| DFL4           | 0.834    |                |       |       |
| MAA1           | 0.754    | 0.813          | 0.814 | 0.642 |
| MAA2           | 0.839    |                |       |       |
| MAA3           | 0.828    |                |       |       |
| MAA4           | 0.78     |                |       |       |

The standardized factor loadings for most items exceed the recommended threshold of 0.70, confirming item reliability. Cronbach's alpha values for all constructs are above 0.70, further indicating internal consistency. Composite Reliability (CR) values also exceed the benchmark of 0.70 (Hair et al., 2017), confirming strong construct reliability. Additionally, Average Variance Extracted (AVE) values are greater than 0.50 for all constructs, indicating convergent validity and confirming that the items effectively explain

their respective constructs (Nabi et al., 2025). Among the constructs, Digital Financial Literacy (CR = 0.868, AVE = 0.714) shows the strongest measurement quality, while Compatibility (CR = 0.762, AVE = 0.539) is comparatively lower but still acceptable. Overall, the results confirm that the measurement model is both reliable and valid for further PLS-SEM structural analysis.

### 5.3 Discriminant Validity and Correlation

Table 3 presents the discriminant validity of the constructs using the Heterotrait-Monotrait Ratio (HTMT). Discriminant validity ensures that constructs are statistically distinct from one another, thereby avoiding measurement redundancy. According to Henseler et al. (2015), HTMT values below 0.85 (strict) or 0.90 (liberal) indicate acceptable discriminant validity. In this study, most inter-construct correlations fall within the acceptable threshold, confirming that the constructs measure unique aspects of mobile payment adoption. The results show moderate to strong correlations among specific constructs. For example, Compatibility (COM) and Competitive Pressure (CP) exhibit a high correlation ( $r = 0.862$ ), suggesting conceptual closeness. At the same time, Perceived Security (PS) and CP show the highest correlation (0.962), suggesting overlapping constructs that warrant careful interpretation. Digital Financial Literacy (DFL) shows moderate correlations with organizational readiness (OR = 0.700) and CP (0.774), underscoring its role as a moderator of both organizational and technological factors. Moreover, Mobile Apps Adoption (MAA) shows significant relationships with OR ( $r = 0.790$ ) and CP ( $r = 0.668$ ), underscoring its importance in adoption decisions. In contrast, Relative Advantage (RA) maintains comparatively lower correlations with other constructs (e.g., RA–DFL = 0.341, RA–PS = 0.453), confirming its conceptual independence. Overall, the HTMT results validate discriminant reliability, supporting the robustness of the measurement model.

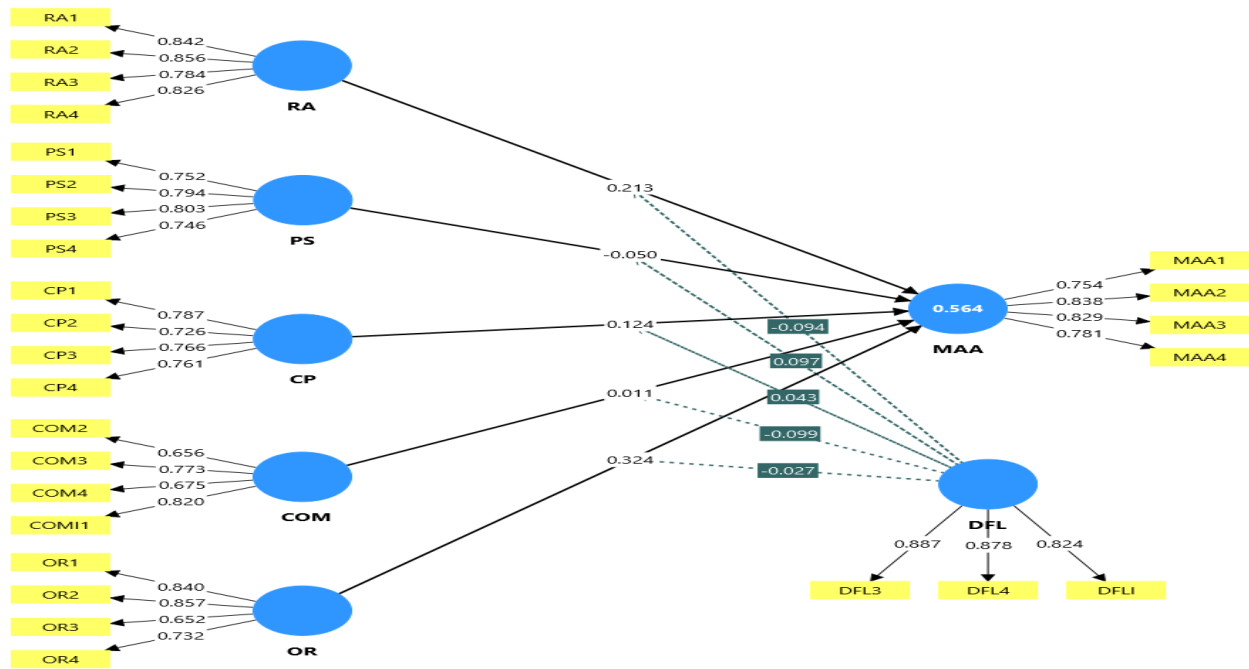
**Table 3: Discriminant validity-HTMT.**

|     | COM   | CP    | DFL   | MAA   | OR    | PS    |
|-----|-------|-------|-------|-------|-------|-------|
| COM |       |       |       |       |       |       |
| CP  | 0.862 |       |       |       |       |       |
| DFL | 0.698 | 0.774 |       |       |       |       |
| MAA | 0.621 | 0.668 | 0.664 |       |       |       |
| OR  | 0.782 | 0.756 | 0.7   | 0.79  |       |       |
| PS  | 0.8   | 0.962 | 0.685 | 0.55  | 0.694 |       |
| RA  | 0.47  | 0.541 | 0.341 | 0.627 | 0.555 | 0.453 |

Source: Author's calculation

### 5.4 Structural Model

The structural model in Figure 2 illustrates the relationships among the latent variables that influence Mobile Apps Adoption (MAA) by SMEs in Bangladesh, as analyzed using PLS-SEM. The model indicates that Relative Advantage (RA) has a positive direct effect on MAA ( $\beta = 0.213$ ), underscoring its pivotal role in adoption decisions. Perceived Security (PS), however, demonstrates an insignificant negative relationship with MAA ( $\beta = -0.050$ ), suggesting that security concerns may not substantially influence adoption intentions in this context. Competitive Pressure (CP) has a small positive effect ( $\beta = 0.124$ ), while Compatibility (COM) exerts a marginally positive but insignificant effect ( $\beta = 0.011$ ). Organizational Readiness (OR) has the most substantial positive impact on MAA ( $\beta = 0.324$ ), indicating that SMEs with adequate resources and preparedness are more likely to adopt mobile payments. Furthermore, the model includes Digital Financial Literacy (DFL) as a moderating variable. The interaction paths (e.g., CP–MAADFL = 0.097; COM–MAADFL = -0.099) show mixed results, with some positive and others negative, though none appear strongly significant. Overall, the model confirms that RA and OR are the most influential factors, while DFL's moderating role remains limited.



### 5.5 Multicollinearity Test

Table 4 presents the Variance Inflation Factor (VIF) values, which are used to examine potential multicollinearity among predictors in the structural model. Multicollinearity occurs when independent variables are highly correlated, which can distort regression coefficients and compromise the reliability of the findings. According to Hair et al. (2017), a VIF value above five signals severe multicollinearity, while values exceeding 3.3 are considered more conservative warning thresholds. The results indicate that all VIF values fall well below the critical threshold, ranging between 1.475 and 3.493. The highest VIF is observed for the  $DFL \times COM \times MAA$  interaction (3.493), which is slightly above the conservative cut-off but still acceptable. Similarly, other interaction terms such as  $DFL \times OR$  (3.323) and  $DFL \times CP$  (3.097) remain within safe limits. The lowest VIF is for RA (1.475), demonstrating minimal collinearity. Overall, these results confirm that the predictors and moderating constructs are statistically independent and contribute uniquely to the model. Thus, the structural model is free of serious multicollinearity, ensuring the robustness and reliability of subsequent path analyses.

**Table 4: Collinearity Statistics (VIF)**

| Construct        | VIF   |
|------------------|-------|
| COM -> MAA       | 2.16  |
| CP -> MAA        | 2.948 |
| DFL x COM -> MAA | 3.493 |
| DFL x CP -> MAA  | 3.097 |
| DFL x OR -> MAA  | 3.323 |
| DFL x PS -> MAA  | 2.604 |
| DFL x RA -> MAA  | 2.903 |
| OR -> MAA        | 2.225 |
| PS -> MAA        | 2.435 |
| RA -> MAA        | 1.475 |

## 5.6 Results of Hypothesis

The results presented in Table 5 reveal mixed findings regarding the hypothesized relationships between the constructs and mobile app adoption (MAA). First, compatibility (COM  $\rightarrow$  MAA) is found to have an insignificant effect ( $\beta = 0.002$ ,  $t = 0.028$ ,  $p = 0.128$ ). Although the path coefficient is very close to zero, the extremely low t-value suggests weak explanatory power, implying that compatibility does not play a notable role in predicting MAA in this context. Conversely, Competitive Pressure (CP  $\rightarrow$  MAA) demonstrates a significant positive relationship ( $\beta = 0.126$ ,  $t = 1.688$ ,  $p = 0.041$ ). This suggests that lower levels of competitive pressure enhance adoption, supporting the notion that when systems are easier to navigate, individuals are more inclined to adopt them, aligning with Rogers' Diffusion of Innovation theory.

**Table 5: Test of Hypotheses**

| Hypotheses                  | Path Coefficient | T-Values | P values |
|-----------------------------|------------------|----------|----------|
| COM $\rightarrow$ MAA       | 0.002            | 0.028    | 0.128    |
| CP $\rightarrow$ MAA        | 0.126            | 1.688    | 0.041    |
| OR $\rightarrow$ MAA        | 0.299            | 4.891    | 0.000    |
| PS $\rightarrow$ MAA        | -0.046           | 0.658    | 0.511    |
| RA $\rightarrow$ MAA        | 0.213            | 4.138    | 0.000    |
| DFL x COM $\rightarrow$ MAA | 0.117            | 1.726    | 0.084    |
| DFL x CP $\rightarrow$ MAA  | 0.073            | 0.748    | 0.024    |
| DFL x OR $\rightarrow$ MAA  | -0.028           | 0.298    | 0.046    |
| DFL x PS $\rightarrow$ MAA  | 0.108            | 1.287    | 0.198    |

Organizational readiness (OR  $\rightarrow$  MAA) is also significant ( $\beta = 0.299$ ,  $t = 4.891$ ,  $p = 0.000$ ), highlighting that resource availability and preparedness strongly facilitate adoption. Similarly, relative advantage (RA  $\rightarrow$  MAA) exhibits a robust positive impact ( $\beta = 0.213$ ,  $t = 4.138$ ,  $p < 0.001$ ), reinforcing the idea that perceived benefits relative to existing solutions strongly encourage adoption decisions. In contrast, perceived security (PS  $\rightarrow$  MAA) is insignificant ( $\beta = -0.046$ ,  $t = 0.658$ ,  $p = 0.511$ ), indicating that security concerns do not significantly determine adoption behavior in this setting. Regarding moderating effects, only the interactions of digital financial literacy (DFL) with complexity ( $\beta = 0.073$ ,  $t = 0.748$ ,  $p = 0.024$ ) and organizational readiness ( $\beta = -0.028$ ,  $t = 0.298$ ,  $p = 0.046$ ) are significant, albeit with relatively weak coefficients. This suggests that digital financial literacy has a slight moderating effect on these relationships, although the direction of this moderation may vary. Overall, organizational readiness and relative advantage emerge as the strongest determinants of MAA, while other factors demonstrate weaker or nonsignificant effects.

## 6. Implications of the Study

This research contributes to the body of knowledge by extending the Technology-Organization-Environment (TOE) framework through the inclusion of digital financial literacy as a moderating variable. By doing so, it demonstrates how behavioral and technological factors interact with financial literacy to influence the adoption of mobile payment systems by SMEs in Bangladesh. The findings confirm that relative advantage, competitive pressure, and organizational readiness are critical determinants, while compatibility and perceived security do not exert significant influence. This nuanced understanding enhances theoretical perspectives on technology adoption in developing economies, showing that financial literacy plays a central role in bridging the gap between intention and actual adoption. From a practical standpoint, the study provides valuable insights for policymakers, financial institutions, and mobile payment service providers. It highlights the importance of designing training and awareness programs to strengthen digital financial literacy among SMEs. By enhancing literacy, SMEs can better recognize benefits, cope with competitive pressure, and effectively integrate mobile payment systems, thereby accelerating financial inclusion and digital transformation in Bangladesh.

## 7. Conclusions

This study set out to investigate the determinants of mobile payment system adoption by SMEs in Bangladesh, with a specific focus on the moderating role of digital financial literacy (DFL). By collecting and analyzing 302 responses from SMEs in both urban and semi-urban areas of Chattogram and Cumilla, the study provides valuable insights into how behavioral and technological dimensions shape adoption intentions. The findings highlight that relative advantage, competitive pressure, and organizational readiness have a significant influence on SMEs' behavioral intentions to adopt mobile payment systems. These results emphasize that SMEs are more likely to embrace such technologies when they perceive clear benefits, face competitive market demands, and possess the necessary organizational resources. In contrast, compatibility and perceived security were found to have no significant effect, suggesting that SMEs prioritize tangible advantages and readiness over perceived alignment or security concerns. Notably, the study reveals that DFL moderates the relationship between competitive pressure, compatibility, and adoption, underscoring the importance of financial literacy in enabling SMEs to evaluate and adopt digital financial solutions effectively. Theoretically, this research extends the TOE framework by incorporating DFL as a moderator. Practically, the findings provide crucial guidance for policymakers and service providers to develop strategies and training programs that strengthen DFL and accelerate mobile payment adoption among SMEs in Bangladesh.

## 7. Limitations and Suggestions for Future Research

Although this study provides valuable insights into the determinants of SMEs' adoption of mobile payment systems in Bangladesh, it has certain limitations. First, the data were collected only from two cities, Chattogram and Cumilla, along with their semi-urban areas. This limited geographical coverage may not fully reflect the experiences of SMEs operating in other regions of Bangladesh, particularly in rural areas, where digital infrastructure and financial literacy levels may differ significantly. Second, the study employed a cross-sectional design, which restricts the ability to observe changes in adoption behavior over time. Third, the reliance on self-reported survey data may have introduced response bias, as participants could have overstated or understated their perceptions and intentions. Finally, only a limited set of constructs from the extended TOE framework was considered, leaving room for additional variables that may influence mobile payment adoption.

Future research could address these limitations by expanding the sample to include SMEs from other regions, such as rural areas, to provide more generalizable findings. Longitudinal studies are recommended to capture dynamic changes in adoption behavior. Additionally, incorporating qualitative methods, such as interviews, may offer deeper insights into the contextual challenges. Future studies may also explore additional moderating variables, such as government support, cultural orientation, and trust in technology, to further enrich the TOE framework.

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