

Millennial Investment Decision Analysis

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ABSTRACT

In managing finances, each aims to be able to generate income for himself. Investment is one of the individual decisions to increase the assets owned by allocating a certain amount of funds, time, and assets that are considered to generate returns. Millennial investors are the government's main target through financial literacy education that the Financial Services Authority has promoted in encouraging an increase in stock investment by the public. However, many factors influence investors to invest, including the environment and the investor's personal experience. The purpose of this study is to analyze the factors that influence the investment decisions of millennial private investors, including financial literacy, perceptions of risk and return, financial technology, family background, and income. The data taken for this study is primary data obtained through online questionnaires to people who are currently investing in the age range of 20-40. The number of samples of this study was 224 respondents through data collection using google form for two months. The research data were analyzed using SPSS 26 software. By using descriptive statistical data, validity and reliability tests, classical assumption tests such as autocorrelation, multicollinearity, heteroscedasticity. The results showed that financial literacy, perceptions of risk and return, financial technology, family background, and income influence millennial investor investment decisions. The implication of this result shows that parents should start to provide basic investment knowledge to teenagers as soon as possible, and the firm can invest more in financial technologies to serve young customers.

Keywords: Financial Literacy, Financial Technology, Investment Decision, Perceptions of Risk & Return.

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INTRODUCTION

The growth of investors themselves in Indonesia is not too much and is based on data obtained from online print media. We can see that the number of investors in the capital market sector or financial investment has only reached 2.4 million people out of a population of approximately 260 million people in Indonesia (OJK, 2019). We can see that the Indonesian people are still few in investing, especially in the capital market sector. Compared to other countries, almost 30% of the population from Singapore has invested in the capital market sector ("Kumparan.com," 2017). According to OJK, Indonesian people are reluctant to invest in stocks, one of which is due to the low level of financial literacy of the Indonesian people ("OJK," 2017). This is reinforced based on the results of research conducted by the Financial Services Authority, which shows that only 29.7% of the public understand financial literacy ("Kompas.com," 2017). Many people already have access to finance but are not equipped with adequate financial understanding. Increased understanding of financial literacy will improve people's habits to save and invest.

Financial literacy can be interpreted as each individual's experience in managing their finances; in financial management, each individual has different backgrounds such as in planning investments, pension funds, insurance, and credit based on research by Putri and Rahyuda(2017). According to a study by Bellofatto, D'Hondt, and Winne (2018), investors who report higher levels of financial literacy tend to invest smarter. In particular, they invest heavily in stocks and complex instruments. Research conducted by Mouna and Anis(2017) explains that financial literacy and economic education significantly impact a person's investment behavior; it also affects a person's ownership of a company's shares. The results show that someone who does not understand economics and finance is the biggest obstacle for owning shares, and low literacy is an obstacle for someone to participate in the stock market.

In investing, there is risk; according to Jorion(2006), the risk is the volatility of an unexpected outcome, generally the value of assets or liabilities from interest. In general, according to OJK, there are three risk profiles for investors, namely the first is Conservative, namely investors who avoid high risk. Instruments suitable for investors with a conservative profile are "safe" instruments with an increasing value that tends to be stable, not volatile, but guaranteed. Appropriate instruments include fixed income mutual funds, money market mutual funds, time deposits, government bonds. Furthermore, there is what is called Moderate, namely investors who can still tolerate some of the risks of declining investment values. Investors want to be safe, but at the same time, do not want to get too little profit. Moderate investors can still accept a decrease in investment value to a certain level because the costs arising from possible losses are higher than the conservative profile but still tend to be safe, likewise, with the return it may obtain. Finally, there is what is called Aggressive, namely investors who seek to increase the value of their investments in the long term. Suitable investors are young investors because young investors have more time if their profits are not according to plan. Investors with this risk profile can tolerate significant declines in the value of their investments. Risk is the magnitude of the deviation between the expected return and the actual rate of return. The risk itself is divided into two. Systematic risk is a risk that cannot be eliminated by

diversification. Unsystematic risk is a risk that can be eliminated by diversification. The perception of risk and return of each investor will vary depending on the understanding of each individual himself. ("OJK," 2019). Furthermore, research conducted by Aren and Zengin(2016) stated that perceptions of risk and the level of financial literacy affect a person's choice in making investments. Risk-averse investors are more inclined to choose deposits, while investors with a high tendency to take risks prefer foreign exchange and foreign exchange and buy equity.

According to the research results of YurttadurdanOzcelik(2019), individual investors generally have investments as a result of information based on the internet, newspapers, and television and their evaluations. So we can see that the internet has an impact on someone to invest. The presence of financial technology facilitates today's investment behavior. Financial technology results from a combination of financial services and technology; it changes the business model from conventional to moderate. Which initially had to pay face-to-face and carry a certain amount of cash, now can carry out long-distance transactions by making payments that it can make in just seconds. Until now, there are not too many researches on financial technology, so there are few references.

Furthermore, the factors that can encourage investor behavior in terms of demographics. Demographics can be seen in terms of the family environment and age group of a person. According to the results of research conducted by Barnea,Cronqvist, and Siegel (2010)that the family environment, namely nurture, has a significant effect on the investment behavior of young individuals, but this effect does not last in the long term (unless the individual lives and has frequent, continuous contact) which can disappear when the individual is gain his own investment experience

Based on the above background, researchers are interested in combining one study, namely the factors that influence the investment decisions of millennial investors in making investments. Researchers want to know more about whether the variables studied affect the investment decisions of millennial investors. The thing that distinguishes this research from others is looking at millennial investors (17-40 years old), then the variables seen are from the Financial Technology side. This study will look further into whether Financial Technology is one factor that encourages millennial investor behavior to invest.

LITERATURE REVIEW

Behavioral Finance

Behavioral finance is a new approach that has emerged to explain where aspects of human behavior influence investment decisions, even in the case of professional investors. Several psychological and emotional biases strongly influence individual investment behavior. Emotional factors such as beliefs, preferences, and psychological biases can play a significant role in making each investor's investment decision (Baker & Ricciardi, 2014). Behavioral finance is concerned with the study of investor psychology and its role in financial decision-making. This field loosens the assumptions of rationality that emerge in standard economic theory and explains that their psychological biases influence investors.

These biases are translated into their behavior so that they can make sub-optimal decisions. Such decisions, on a large scale, can disrupt the market and are known as market anomalies. This anomaly hurts the financial health of individuals and the entire economy, so prevention is necessary. It can do prevention only by increasing practitioners' awareness about their psychological and behavioral limitations (Kapoor & Prosad, 2017).

Financial Literacy

Financial literacy is the ability to process financial information and make informed decisions about financial planning, wealth accumulation, debt, and retirement (A. Lusardi & Mitchell, 2014). Financial literacy is the ability to process financial information to become financial knowledge and its application in making safe decisions in financial management, personally (Huston, 2010; Lusardi, A., & Mitchell, 2007; Saito, Ferreira Savoia, & De Angelis Santana, 2007). In measuring financial literacy, three aspects can be combined, namely financial behavior, attitudes, and knowledge (Potrich, Vieira, Coronel, & Bender Filho, 2015). Financial knowledge is a special kind of human ability acquired during life by learning from problems that affect the ability to effectively manage income, expenses, and savings (Delavande, Rohwedder, & Willis, 2008). Financial behavior is an essential element of financial literacy and is considered the most important. Financial attitudes are determined through the economic and non-economic beliefs that decision-makers hold about the outcomes of certain behaviors and are therefore a critical factor in the personal decision-making process.

High financial literacy and personality are essential factors in developing risk perception (Canikli & Aren, 2019). Furthermore, based on the results of the 2013 Financial Services Authority survey, the level of financial literacy of the Indonesian population is divided into four parts, namely: Well-literate: have knowledge and belief about financial service institutions and financial service products, including features, benefits, and risks, rights, and obligations related to financial products and services, and have skills in using financial products and services. Sufficient literate: have knowledge and belief about financial service institutions and financial products and services, including features, benefits, and risks, rights, and obligations related to financial products and services. Less literate: only know financial service institutions, financial products, and services. Not literate: do not have knowledge and confidence in financial service institutions and financial products and services, and do not have skills in using financial products and services.

The research was also conducted by MounadanAnis(2017)in Tunisia. They examine the factors that determine financial literacy and its impact on investment behavior. The research was performed using the dependent variable financial literacy, stockholding, and the independent variables economic education and daily use of economics, using the variables of age, gender, education level, marital status, annual income, and employment status to assess the respondent's profile. The results show a strong impact of financial literacy and economic education on investment behavior and a weak effect on basic financial requirements. This study

identifies the main factors that cause a person to become a shareholder. Financial literacy affects a person's stock ownership. This study shows that a person's lack of understanding of economics and finance is a significant barrier to participating in the stock market.

Risk & Return

Risk is the magnitude of the deviation between the expected return and the actual rate of return. The risk itself is divided into two. Systematic risk is a risk that cannot be eliminated by diversification. Unsystematic risk is a risk that can be eliminated by diversification. The perception of risk and return of each investor will vary depending on the understanding of each individual himself ("OJK," 2019).

ArendanZengin(2016) examine which variables affect the investment preferences of individual investors. This study uses the variables of personality, risk, financial literacy, and investment choices and variables such as gender, age, education level, and spouse status as demographics. The results showed that there was no relationship between personality traits and investment choices in one's hands. On the other hand, risk perception and level of financial literacy influence individual investment preferences. Risk-averse investors prefer to deposit, and investors with a high tendency to take risks to choose a foreign exchange, equity, and portfolios. There is a significant relationship between financial literacy and investment preferences from this study. If a person's level of financial literacy is low, they tend to choose deposit and foreign currency. In addition, when a person's level of financial literacy increases, investors tend to make portfolios or buy equity.

Financial Technologies

Financial technology or FinTech refers to the use of technology to deliver financial solutions. Since 2014 this sector has attracted the attention of regulators, related industries, and consumers. FinTech today is often seen as an amalgamation of financial services and information technology (Arner, Barberis, & Buckley, 2015). However, institutions in the new financial sector slowly participate in this new technological innovation (Brandl & Hornuf, 2017)

FinTech companies have the opportunity to take over some of the critical functions of traditional banks (Li, Spigt, & Swinkels, 2017). In other words, FinTech companies tend to trigger a substitution effect, where banks tend to hand over some business activities to FinTech (Phan, Narayan, Rahman, & Hutabarat, 2018). The main feature that is a crucial feature of FinTech companies is being able to apply innovative technology to carry out tasks previously performed by banks, such as lending, payments, or investment (Brandl & Hornuf, 2017; Chisti & Barberis, 2016; Puschmann, 2017). Recently, FinTech companies have developed application practices to improve the efficiency of financial services in various services such as investment and financial advisory services (Villeroy de Galhau, 2016)

Investment Decision

In investing, two basics make someone make investment decisions, first, the level of one's expectations of the return obtained. As an individual who runs the economy, one tends to look for the one that gives the most optimal return. Second, the rate of return on investment is usually associated with risk. In general, the higher the risk in investment, the higher the return value.

The main factor for someone making investment decisions is the tendency of risk, describing the problems to be faced, information asymmetry, and a person's perception of risk (Hunjra, Qureshi, & Riaz, 2016). A person's investment choices do not differ according to age and marital status but vary between gender and educational status. Men prefer investing in stocks, while women prefer deposits (Canikli & Aren, 2019). One's investment decisions are influenced by one's level of financial literacy, which is shown that investors will make good investment decisions for individuals who have a high level of financial literacy. On the other hand, when investors do not have basic information about financial instruments, they are not in a position to make good investment decisions (Khan, 2016).

Similar research on investor behavior was conducted by Barnea, Cronqvist, and Siegel (2010). They examine whether individual investment behavior is influenced by nature, such as genetic variation between individuals versus nurture or other environmental treatments to explain the heterogeneity of investment decisions. Overall, the evidence suggests that an individual's genetic composition is what drives a person's investment behavior. Subsequent results show that the family environment or nurture affects the behavior of young individuals. Still, these effects do not last long and can disappear as the experience gained by the individual.

Research on the relationship between personal financial literacy, which is self-reported by investors, and stock trading behavior was conducted by Bellofatto, D'Hondt, De Winne (2018). The study uses the level of financial knowledge and experience reported in the MiFID test by retail investors. Personal financial literacy helps to explain cross-sectional variance in retail investor behavior. They characterize trading behavior into three aspects: experience and familiarity with financial markets, diversification, and performance. For personal financial literacy alone, the results show that investors who report a high literacy level in one MiFID test are much more likely to have the same impact in the next test. Retail investors are consistent when self-reporting their financial literacy online. Next, investors who report high levels of financial literacy tend to invest more intelligently. Specifically, they trade more stocks and complex instruments, and they are less exposed to disposition effects, where the more experienced, the more consistent.

GambettidanGiusberti(2019) conducted a study to determine the relationship between personality, decision-making style, and investment decision-making. Control variables gender, income, and experience are factors that regularly predict perceptions and decisions about investment. The results show that the control variables are demographics and financial experience, personality traits except tough-mindedness indicate investment decisions. In particular, the results show that individuals who have anxiety, classified according to their high levels of stress, tension, and alertness, are less likely to invest or save money. The

following results show that someone with high self-control, self-discipline (low impulsiveness), practical, and solution-oriented tends to invest their money in various stocks, industries, and government bonds. Furthermore, the result shows a specific aspect of extroversion: activeness, which predicts investment decisions. These results confirm that optimistic extroverts tend to make financially risky decisions and take the initiative to start investing (Oehler, Wendt, Wedlich, & Horn, 2017)

The Effect of Financial Literacy on Millennial Investors' Investment Decisions

The level of financial literacy influences a person's investment choices and decisions (Canikli & Aren, 2019). Someone who has financial literacy, such as basic information about the sale and purchase of shares and information on various other types of finance in other instruments, will provide good investment decisions (Khan, 2016).

H1: Financial literacy has a positive effect on investment decisions.

The Influence of Perceived Risk and Return on Millennial Investors' Investment Decisions

Risk is a significant factor in finance; investors have different attitudes in dealing with risk. Risk has an impact on investment decisions. Investors' perceptions of risk are different, some are willing to take risks, and some are risk-averse. Both of these perceptions will influence investment decisions (Khan, 2016). The relationship between the level of risk and return runs linearly, so the greater the risk, the greater the return (Gitman & Zutter, 2015).

H2: Perceptions of risk and return have a positive impact on investment decisions.

The Effect of Financial Technology on Millennial Investors' Investment Decisions

When viewed with the rapid development of technology, it will provide the possibility that FinTech generally replaces the traditional financial sector. Especially in the investment sector with the existing ease and efficiency (Villero de Galhau, 2016)

H3: Financial technology has a positive effect on investment decisions.

Effect of Control Variables on Millennial Investors' Investment Decisions

There is no difference for someone who makes investment choices based on age and marital status, but if they are differentiated by gender and educational level, there is a difference. Men prefer investment decisions in stocks, while women prefer deposits. A similar academic status also influences investment choices (Canikli & Aren, 2019).

Investors who have low incomes will be afraid to lose their money, and investors who do not have the proper knowledge about finance do not know how, where, and what investment products to invest in (Khan, 2016). Furthermore, the investor's personality and social situation, investment preferences and level of

knowledge, and general factors (government policies, economic stability, income level, and experience) will influence investment decisions (Divanoglu & Bagci 2018).

The family environment impacts the investment behavior of young individuals. Still, this effect does not last in the long term (except frequent direct contact) because, over time and experience, this impact will disappear (Barnea et al., 2010). According to Mouna & Anis (2017), it was found that annual income is an essential predictive component of someone to participate in the stock market.

H4: The family background has a positive effect on investment decisions.

H5: Income has a positive effect on investment decisions.

The research model is described as follows:

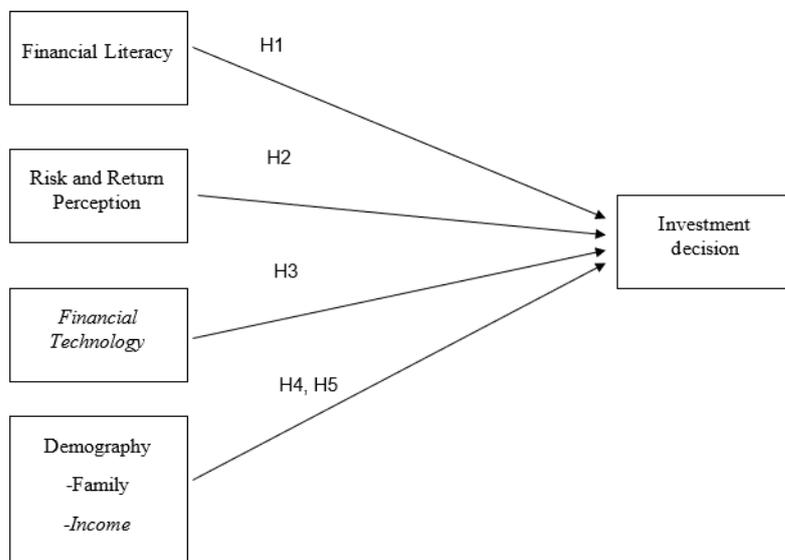


Figure 1. Research Model

METHODS

This research data collection was carried out by distributing online questionnaires using Microsoft Forms. Questionnaires were distributed to 224 millennial respondents who invest through social media such as Line, Whatsapp, and Instagram. The population in this study are millennial investors born from 1980-2000 who have invested in either fixed assets or financial assets. The number of samples is determined based on the technique presented by Hair, Anderson Black & Babin (2016). We can determine the minimum selection for research by multiplying five to ten by the number of indicators in the study. The minimum number of research samples required is 210 samples (respondents), and the maximum number of research samples is 420 samples (respondents) with research indicators of 42.

The research was conducted using three independent variables: financial literacy, perceptions of risk and return, financial technology, and one dependent variable, namely investment behavior. The above variables were measured using

indicators that were used as statements in the questionnaire. The population in this study are millennial investors born from 1980-2000 who have invested in either fixed assets or financial assets.

The data analysis method used in this study is Descriptive Data Analysis, Reliability and Validity Test for pre-test, Autocorrelation Test, Multicollinearity Test, Normality Test, Heteroscedasticity Test, Coefficient of Determination Test (R²), Simultaneous Significant Test (F), and Test Statistics t (Anderson, Sweeney, Williams, Camm, & Cochran, 2016).

RESULT AND DISCUSSION

Descriptive Data Analysis Results

Table 1 Results of Overall Mean Score

Variable	Code	Mean Score	Interval	Information
<i>Financial Literacy</i>	Overall Mean Score	4,81	4,36 - 5,19	High
Risk and return perception	Overall Mean Score	4,09	3,52 - 4,35	Quite high
<i>Financial Technology</i>	Overall Mean Score	4,39	4,36 - 5,19	High
Investment decision	Overall Mean Score	4,63	4,36 - 5,19	High

Source: Researcher test results

Based on table 1, the overall mean value of the financial literacy variable is 4.81, and It can interpret that the respondents have a high level of financial literacy. Furthermore, for the perception of risk and return variables, the overall mean value is 4.09. It can interpret that the respondents think they have a relatively high understanding of the perception of risk and return. The overall mean score of the financial technology variable produces a value of 4.39, and It can interpret that respondents consider financial technology to be easy and efficient in making investments. Finally, the investment decision variable has an overall mean score of 4.63, which means that respondents consider a high level of investment decision-making.

Reliability Test Results

Table 2 Reliability Test

Variable	Cronbach Alpha
Financial Literacy – Financial Attitudes	0.818
Financial Literacy – Financial Behavior	0.903
Financial Literacy – Financial	0.706

Variable	Cronbach Alpha
Knowledge	
Perceived Risk & Return	0.772
Financial Technology	0.777
Investment Decision	0.812

Source: Researcher test results

The reliability test results show that the Cronbach Alpha value of each variable exceeds 0.7, which means that all indicators used are reliable.

Validity Test Results

Table 3 Validity Test

Variable	Pearson Correlation	Sig Value
Financial Literacy – Financial Attitudes	0.7326	0.000
Financial Literacy – Financial Behavior	0.7554	0.000
Financial Literacy – Financial Knowledge	0.6207	0.000
Perceived Risk & Return	0.5539	0.000
Financial Technology	0.7308	0.000
Investment Decision	0.8513	0.000

Source: Researcher test results

The validity test results show that all indicators used are valid because they have a significant value below 0.05 and a Pearson Correlation value greater than 0.4.

Classic assumption test

Autocorrelation Test

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.540 ^a	.292	.282	2.148	2.089

a. Predictors: (Constant), FINANCIAL TECHNOLOGY, FINANCIAL LITERACY, PERSEPSI RISK DAN RETURN

b. Dependent Variable: KEPUTUSAN INVESTASI

Figure 2 Autocorrelation Test Results

The results from figure 2 show that there is no autocorrelation because the Durbin-Watson statistic show > 2 , which is $2,089 > 2$.

Multicollinearity Test

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	3.113	1.182		2.634	.009		
	FINANCIAL LITERACY	.059	.014	.258	4.072	.000	.803	1.246
	PERSEPSI RISK DAN RETURN	.095	.021	.286	4.436	.000	.775	1.290
	FINANCIAL TECHNOLOGY	.065	.028	.153	2.346	.020	.760	1.315

a. Dependent Variable: KEPUTUSAN INVESTASI

Figure 3 Multicollinearity Test Results

The results of the multicollinearity test in figure 3 show that the tolerance for the independent variable has a value of no more than 0.9. The VIF value is less than 10, so it can be concluded that there is no multicollinearity between the independent variables.

Normality test

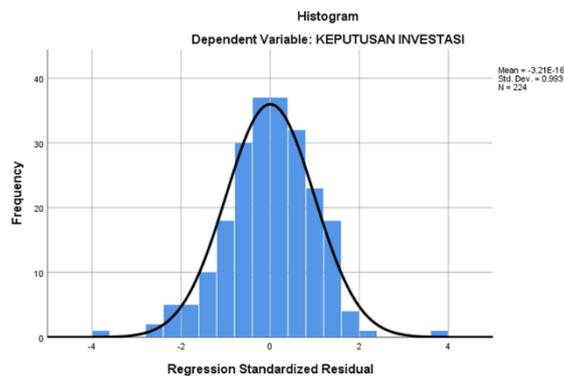


Figure 4 Normality Test Histogram

The normality test results show that the histogram of the study forms a standard curve so that the residuals can be said to be normally distributed.

Heteroscedasticity Test

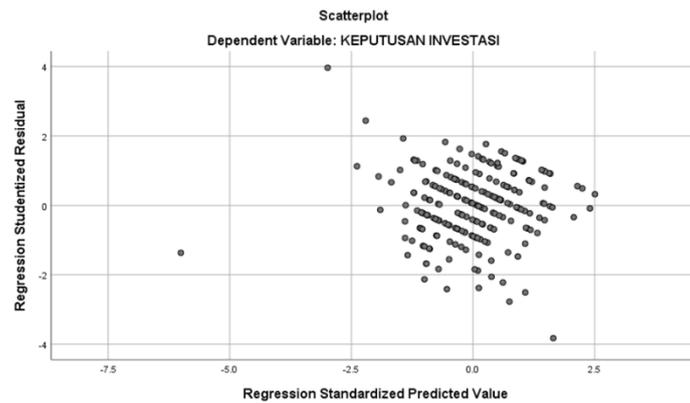


Figure 5 Scatterplot Graph

The results of the heteroscedasticity test show that the points spread randomly and are above the number 0 or below the number 0 on the Y axis, so It can say that there is no heteroscedasticity. This model is feasible to use for research.

**Multiple Regression Analysis Test
Coefficient of Determination Test**

Table 4 Results of the Coefficient of Determination

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.540 ^a	.292	.282	2.148

a. Predictors: (Constant), FINANCIAL TECHNOLOGY, FINANCIAL LITERACY, RISK AND RETURN PERCEPTION
Source: Researcher test results

Based on the results of SPSS output in table 4, it can see that the adjusted R2 is 0.282. So It can conclude that 28.2% of investment decision variables can be explained by financial literacy variables, perceptions of risk and return, and financial technology. In comparison, the remaining 71.8% is explained by other reasons outside the research model.

Simultaneous Significant Test

Table 5 Simultaneous Significant Test Results

ANOVA^a						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	418.842	3	139.614	30.250	.000 ^b
	Residual	1015.368	220	4.615		
	Total	1434.210	223			

a. Dependent Variable: KEPUTUSAN INVESTASI

b. Predictors: (Constant), FINANCIAL TECHNOLOGY, FINANCIAL LITERACY, RISK AND RETURN PERCEPTION

Source: Researcher test results

Based on the F statistical test in table 5, the calculated F value is 30.250 with a significance of 0.000. Because the significance value is smaller than (5%), the regression model can be used to predict the investment decisions of millennial investors. It can say that financial literacy, perceptions of risk and return, financial technology simultaneously affect the investment decisions of millennial investors.

Test Statistics t

Table 6 t statistic test results

Model	Unstandardized Coefficients		Standardized Coefficients		
	B	Std. Error	Beta	t	Sig.
(Constant)	3.113	1.182		2.634	.009
FINANCIAL LITERACY	.059	.014	.258	4.072	.000
RISK AND RETURN PERCEPTION	.095	.021	.286	4.436	.000
FINANCIAL TECHNOLOGY	.065	.028	.153	2.346	.020

a. Dependent Variable: INVESTMENT DECISION

Source: Researcher test results

Based on table 6, It can see that the significance value for the variables of financial literacy, perception of risk and return, and financial technology is 0.020. The three variables have a value of less than (5%). It shows that the variables of financial literacy, perceptions of risk and return, and financial technology have a significant and separate effect on the investment decisions of millennial investors.

Discussion

The Effect of Financial Literacy on Millennial Investors Investment Decisions (Hypothesis 1)

In this study, the results of the multiple regression test showed that the financial literacy variable had a significant influence on investment decisions. These results follow research by Aren and Zengin(2016) that financial literacy has a positive effect on investment decisions which results in that increasing financial literacy will affect investment decisions taken and tend to choose stock investments. Researchers see that most of the respondents (57.59%) invest in stocks and is the highest type of investment among other types of investment. In addition, the results of the CSO show that the financial literacy aspect of the financial attitude has the highest score of 5.42 and is included in the very high category. It means that respondents feel that their literacy level is classified as well literate, with

knowledge, confidence, and skills, especially in planning future finances. Overall, financial literacy shows high results. In making investment decisions, a person needs to process financial information and make the right decisions about financial planning, wealth accumulation, and debt to support the right investment decisions. It is also classified as sufficient literate with high results where respondents have knowledge and beliefs about financial service institutions and financial products and services, including features, benefits, risks, rights, and obligations related to financial products and services.

The Influence of Perceived Risk and Return on Investment Decisions of Millennial Investors (Hypothesis 2)

The regression test results indicate that the perceived risk and return variables have a significant effect on investment decisions. The study results are supported by research conducted by Khan (2016) that the perception of risk and return significantly impacts investment decisions. The perception of risk has a clear relationship with investment decisions. Based on the results of CSOs, perceptions of risk and return are in the high category, which means that one's understanding of risk and return will affect the extent to which investment decisions are taken. Based on the data processing results, It can also see that respondents who have a high level of perception of risk and return will make the respondent more daring in spending funds for investment. So It can conclude that a person in making investment decisions must understand the extent to which he is tolerant of risk and the size to which the understanding of the return that It will obtain in the type of investment that It will take.

The Effect of Financial Technology on Millennial Investors Investment Decisions (Hypothesis 3)

In this study, the results showed that financial technology affected investment decisions. It can be seen from the high CSO for financial technology, which explains that using financial services for investment whenever and wherever when using FinTech will affect one's investment decisions. With the convenience of FinTech, it makes it easier for someone to carry out financial activities, especially in investing with the features present in FinTech.

The Effect of Control Variables on Millennial Investors' Investment Decisions (Hypothesis 4 and 5)

Table 7 Family Background - Investment

There are already families who make investments		
Yes	175	78.1%
No	49	21.9%
Total	224	100%

Source: Researcher test results

Table 8 Family Background - knowledge

Family Provides Information / Knowledge About Investment		
Yes	121	69.1%
No	54	30.9%
Total Families Already Have Invest	175	100%

Source: Researcher test results

In this study, the results show that family background has a positive effect on investment decisions. The results obtained based on data processing show that most respondents, namely 175 respondents (78.1%), said that there were family members who made investments. Of the 175 respondents, it is further divided that 69.1% of family members provide information or knowledge about investment. It is reinforced by research conducted by Barnea et al. (2010), which shows that the family environment affects the behavior of young individuals. It is said that one's environment affects one's development, way of thinking, and way of acting.

Table 9 Income – Investment Decision

Income Affects Investment Decisions		
Yes	210	93.8%
No	14	6.3%
Total	224	100%

Source: Researcher test results

Table 10 Investment Amount

Investment Amount of Income/Pocket Money per Month		
< 10% of income	71	31.7%
10 -30% of income	101	45.1%
30 - 50% of income	35	15.6%
> 50% of income	17	7.6%
Total	224	100%

Source: Researcher test results

Furthermore, the results of this study indicate that income has a positive effect on the investment decisions of millennial investors. It can be seen from the respondents who feel that their income affects the investment decisions made, namely 210 respondents (93.8%). This is reinforced by research conducted by Mouna and Anis (2017) that annual income is an essential component of a person's participation. Agnew and Szykman (2005) explain that experienced investors have high incomes.

CONCLUSION

From the data analysis conducted, it can be concluded that financial literacy has a positive effect on millennial investors' investment decisions; perceptions of risk and return have a positive effect on millennial investors' investment decisions, and financial technology has a positive effect on millennial investors' investment decisions, and control variables consisting of family background and income positively affect millennial investors' investment decisions.

For parents who have made investments, they can start to provide basic investment knowledge to children who are teenagers. For teenagers who already know how to manage finances well, they can find out how to invest properly by attending financial literacy seminars, investment seminars and reading information about economics and finance every day so that they can add insight.

Companies to be able to improve financial literacy to the public as well as for companies engaged in financial institutions can improve their financial technology because of current technological advances.

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