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Determinants and impacts of financial literacy in Cambodia and Viet Nam

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ADB Working Paper Series

**DETERMINANTS AND IMPACTS
OF FINANCIAL LITERACY
IN CAMBODIA AND VIET NAM**

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and Long Q. Trinh

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Abstract

Financial literacy is gaining increasing importance as a policy objective in many countries. However, internationally comparable information on financial literacy is still scarce. The OECD/INFE survey of adult financial literacy is a standardized survey instrument, but so far has mainly been implemented in higher-income countries outside of Asia. Our paper extends the literature by conducting the survey in two relatively low-income Asian economies—Cambodia and Viet Nam—and analyzing the determinants of financial literacy and the effects of financial literacy on other behaviors.

Generally our study corroborates the findings of studies of other countries, but uncovers some differences as well. The overall scores of financial literacy in Cambodia (11.5) and Viet Nam (12.0) are at the low end of the range seen in a sample of 30 countries that have implemented the OECD/INFE survey, but they can be considered normal or even high in view of the relatively low levels of per capita income in those two countries. The main determinants of financial literacy are found to be educational level, income, age, and occupational status. Both financial literacy and general education levels are found to be positively and significantly related to savings behavior and financial inclusion, and these results hold even when correcting for possible endogeneity of financial literacy, except for financial literacy in the case of formal savings products in Viet Nam.

Keywords: financial literacy, financial behavior, financial inclusion, household saving, Cambodia, Viet Nam

JEL Classification: D14, G11, J26

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1. INTRODUCTION

In the literature, there are several widely used definitions of financial literacy. In their review article, Lusardi and Mitchell (2014, 6) define financial literacy as "...peoples' ability to process economic information and make informed decisions about financial planning, wealth accumulation, debt, and pensions." OECD/INFE (2016, 47) defines financial literacy as "... [a] combination of awareness, knowledge, skill, attitude and behaviour necessary to make sound financial decisions and ultimately achieve individual financial wellbeing." Thus, this concept of financial literacy is multidimensional, reflecting not only knowledge but also skills, attitudes, and actual behavior.

Financial literacy has gained an important position in the policy agenda of many countries and the importance of collecting informative, reliable data on the levels of financial literacy across the adult population has been widely recognized (OECD/INFE 2015b). At their summit in Los Cabos in 2012, G20 leaders endorsed the High-Level Principles on National Strategies for Financial Education developed by the Organization for Economic Cooperation and Development International Network on Financial Education (OECD/INFE), thereby acknowledging the importance of coordinated policy approaches to financial education (G20 2012). At the same time, surveys consistently show that the level of financial literacy is relatively low even in advanced economies (OECD/INFE 2016). Given the increasing need for individuals to manage their own retirement savings and pensions, resulting mainly from the trend of switching to defined-contribution from defined-benefit pension plans, this indicates that the need for high levels of financial literacy is rising.

Data on financial literacy provide information on the need for financial education or other supportive policies, and indicate which groups have the greatest needs. Preferably, the survey should be repeated to identify where improvements have been made and what more needs to be done. Use of a standardized survey instrument provides the additional benefit of being able to make cross-country comparisons on key measures of financial literacy and related variables to help identify those countries with successful financial education policies and their applicability to other countries.

To this end, OECD/INFE developed a standard survey instrument for gathering information on financial literacy and financial inclusion, the latest version of which is described in OECD/INFE (2015c). OECD/INFE (2016) provides a summary of the results of these surveys for 30 countries. However, this list includes only four Asian economies—Hong Kong, China; the Republic of Korea; Malaysia; and Thailand—and most of these have relatively high incomes. Our study of adult financial literacy in Cambodia and Viet Nam breaks new ground in two ways: (i) It marks the first implementation of the OECD/INFE survey in the so-called CLMV countries (Cambodia, Lao PDR, Myanmar, and Viet Nam); and (ii) Cambodia and Viet Nam have considerably lower levels of per capita income than do the other 30 countries in OECD/INFE (2016). In 2015 nominal per capita GDP in Cambodia was \$1,144 and in Viet Nam it was \$2,088, compared with \$3,754 for Georgia and \$3,954 for Albania, the lowest among countries previously sampled (IMF World Economic Outlook database).

In the survey, financial literacy is divided into three related aspects: financial knowledge, financial behavior, and attitudes to longer-term financial planning.

Financial knowledge helps individuals to compare financial products and services and make appropriate, well-informed financial decisions. A basic knowledge of financial concepts, and the ability to apply numeracy skills in a financial context, ensures that consumers can manage their financial affairs independently and respond appropriately to news and events that may have implications for their financial well-being. Financial literacy can be measured both objectively (through survey questions) and subjectively, i.e., by asking respondents to rate their own literacy compared with that of their peers.

Financial behavior (or financial “savvy”) means taking (or not taking) financial actions. Some types of behavior, such as putting off bill payments, failing to plan future expenditures, or choosing financial products without shopping around, may have an adverse effect on an individual’s financial situation and well-being. Financial behavior may thus differ from financial literacy, and it is important to identify their relationship.

Attitudes regarding longer-term financial planning include aspects such as individuals’ time preference and willingness to make planned savings. For example, one question asks about preferences for the short term through “living for today” and spending money. Such preferences are likely to hinder behaviors that could lead to improved financial resilience and well-being.

This paper is organized as follows. Section 2 briefly discusses the literature on determinants of financial literacy and its effects. The data collection and empirical approach are presented in Section 3. Sections 4 and 5 present the descriptive analyses and empirical results, followed by conclusions and policy implications in Section 6.

2. LITERATURE SURVEY

The literature on financial literacy focuses on two main areas: (i) the determinants of financial literacy, including age, gender, level of education, and occupation; and (ii) the effects of financial literacy on financial behavior, including saving, use of credit, and preparation for retirement.

There is already a long history of efforts to develop quantifiable measures of financial literacy based on surveys that can be subjected to empirical testing. One of the earliest examples was that of the Jump\$tart Coalition for Personal Financial Literacy program for high school and college students in the US in 1997 described in Mandell (2009). Lusardi and Mitchell (2006) added a set of financial literacy questions to the 2004 Health and Retirement Study (HRS), a survey of US persons aged 50 and older, which have served as a model for later surveys. The three core questions in the original survey were designed to assess understanding of some key financial concepts: compound interest, real rates of return, and risk diversification. Later surveys, including the OECD/INFE survey, have built on this base, but also added questions about financial attitudes, financial behavior, and financial experience. The methodology for calculating scores from the survey responses is described below in Section III.2.

Lusardi and Mitchell (2014) provide an extensive review of the literature on factors related to financial literacy. Financial literacy tends to follow a hump-shaped pattern with respect to age, first rising and then declining in old age. Interestingly, elderly persons’ confidence in their financial literacy shows no similar decline. Women generally score lower than men in financial literacy, and the reasons for this are still debated. However, women tend to be more willing to admit that they don’t know an answer than men are. Higher levels of education and higher levels of parents’ education are positively correlated with financial literacy. These findings were generally

confirmed in the analysis of the results of the OECD/INFE survey in the above-mentioned sample of 30 countries in OECD/INFE (2016).

A key question is whether financial education programs can improve financial literacy. A large number of studies have been conducted, but the results are inconclusive, and are affected by many specific aspects of the programs studied, including course content, the knowledge of the teachers, etc. Fernandes, Lynch, and Netemeyer (2014) perform a meta-analysis of 188 studies and find that financial education has a significant but very small effect of only 0.1% on downstream economic behaviors. Lusardi and Mitchell (2014) cite one study by Walstad, Rebeck, and MacDonald (2010) as an example of a careful piece of research that found significant impacts from a study program on financial literacy. However, they recognize that much further research is needed in this area. Hastings, Madrian, and Skimmyhorn (2013, 359) argue that the evidence on the effectiveness of financial education programs on financial literacy, not to mention their cost-effectiveness, is "...at best contradictory." They suggest other kinds of interventions such as designing pension plan or savings plan default enrollment options to address observed behavioral biases; strict regulation; simplified disclosure about product fees, terms, or characteristics; and incentives to take action.

There is a well-developed literature trying to link measures of financial literacy with other economic and financial behaviors, going back to Bernheim (1995, 1998) in the US, in response to the increasing shift toward defined-contribution pension plans. This area of research received a further boost after the global financial crisis of 2008–2009, which drew attention to numerous scams inflicted on individual borrowers and investors in the US and other countries. Hilgert, Hogarth, and Beverly (2003) found a strong correlation between financial literacy and daily financial management skills, while other studies found that the more numerate and financially literate are more likely to participate in financial markets and invest in stocks and make precautionary savings (Christelis, Jappelli, and Padula 2010; van Rooij, Lusardi, and Alessie 2011; de Bassa Scheresberg 2013). The more financially savvy are also more likely to undertake retirement planning, and those who plan also accumulate more wealth (Lusardi and Mitchell 2011). These results have been corroborated in a number of countries. Mahdzan and Tabiani (2013) is an example of this kind of research in Malaysia.

On the liability side of the household balance sheet, Moore (2003) found that the least financially literate are more likely to have more expensive mortgages. Campbell (2006) showed that those with lower income and less education were less likely to refinance their mortgages during periods of falling interest rates. Stango and Zinman (2009) found that those unable to correctly calculate interest rates generally borrowed more and accumulated less wealth.

3. DATA AND METHODOLOGY

3.1 Data Collection

We used the harmonized OECD/INFE questionnaire of adult financial literacy (OECD 2015c) to ensure comparability with studies of other countries. The questionnaire includes questions about individual information (such as gender, age, income, occupation, and other sociodemographic information) and questions about financial literacy as well as financial inclusion. Financial literacy questions are designed to capture the financial behavior, attitudes, and knowledge of adult people in a wide range of finance including making ends meet, long-term financial planning, and financial product selection. ADBI translated the OECD/INFE questionnaire into Khmer and

Vietnamese and conducted cross-checks with Cambodian and Vietnamese teams from Indochina Research Ltd to ensure the correctness of the translation.

The surveys were conducted by Indochina Research Ltd under the direction of the Asian Development Bank Institute. Data collection was conducted in October and November 2016. Multilevel stratification was used. Cambodia was divided into 5 geographical regions (including Phnom Penh, Coastal, Plain, Plateau and Mountain, and Tonle Sap) and Viet Nam into six geographical regions (including Northern Highland and Midland, Red River Delta, Northern and Coastal Central, Central Highland, South East, and Mekong River Delta). For Cambodia, we selected Phnom Penh plus two randomly chosen provinces from each of the other four regions. For Viet Nam, we selected Ha Noi (the capital city) and Ho Chi Minh City (the economic hub) plus two provinces each in the Red River Delta and South East areas and three provinces in other regions. In each province, the provincial city was selected to represent the urban population while we randomly selected one rural district (in Cambodia) or one or two rural districts (in Viet Nam) for the rural sample. In each district, we randomly selected the communes and individual households based on simple sampling procedures. In Cambodia, there were 1,035 respondents from nine cities/provinces, and in Viet Nam, there were 1,000 respondents from 18 cities/provinces. Details of the sample distribution are given in Appendix 1.

3.2 Construction of Financial Literacy Scores

In this paper, we follow the methodology in OECD/INFE (2015a) to calculate scores for the various indicators of financial literacy and financial inclusion. The score for financial knowledge is calculated from responses to survey questions reflecting the subject's understanding of basic knowledge (or awareness) of relating to finance such as calculating interest rates, compound interest rates, risk and return evaluation, and understanding of inflation and financial diversification. This indicator ranges between 0 and 7. Financial behavior captures "financially savvy" behavior. The score is calculated from eight questions relating to household budgeting, saving, considered purchases, bill payments, care about financial affairs, long-term financial goals, and borrowing, and ranges between 0 and 9. The score for financial attitude measures the respondent's perceptions about money, saving, and spending, and ranges from 1 to 5. A higher score represents more conservative and considered behavior. The overall score for financial literacy is the sum of three scores, and hence takes values between 1 and 21. The score for financial inclusion is calculated from seven indicators, including holdings of payment products, savings, insurance, credit products, product choice, and family financial support in case of emergency. This indicator ranges from 0 to 7.

For ease of interpretation, we converted all indicator scores into z-score values:

$$score_z = \frac{(score - \overline{score})}{score_{sd}}$$

where $score_z$ is the converted z-score, \overline{score} is the mean score, and $score_{sd}$ is the standard deviation of the score.

3.3 Methodology

In this paper, we estimate the following equations for indices related to financial literacy:

$$FL_i = \alpha_0 + \alpha_1 \ln Income_i + X_i \alpha_2 + \epsilon_i \quad (1)$$

where FL_i alternatively indicates the financial literacy, financial knowledge, financial behavior, and financial attitude of an individual i ; $\ln Income_i$ is the natural logarithm of an individual i 's household income; X_i is a vector of control variables; and ϵ_i is the identically and independently distributed (i.i.d.) error term. The control variables include individual age, education level, gender, occupation, rural versus urban residence, and province. With regards to individual age, we divide the sample into three age groups: those under 30 years old, those over 30 years old but under 60 years old, and those over 60 years old. We use the group of over-60-years-old individuals as the base group. For educational level, we combine the categories into three groups: (i) those with some primary education or who have completed primary school (called the "some primary education" group)¹; (ii) those with some secondary education or who have completed secondary school (called the "some secondary education" group); and (iii) those with at least some technical education or university-level education (called the "tertiary education" group). The last group is used as the base group. With regards to occupations, we combine those who are apprentices, unemployed workers (including voluntarily unemployed people), retired and disabled people, and students into one group of nonworking people and use this as the base group in this study. The remaining groups are self-employed people, salaried employees, and housewives.²

Effects of Financial Literacy on Saving Behavior

To quantify the effect of financial literacy on saving behavior, the following equation is estimated:

$$Save_i = \beta_0 + \beta_1 FL_i + \beta_2 \ln Income_i + X_i \beta_3 + \eta_i \quad (2)$$

where $Save_i$ is a dummy variable, taking the value of one if the individual has any types of saving products and zero otherwise.³ FL_i is the financial literacy score, and β_1 measures the effects of financial literacy on saving behavior. Other variables are defined the same as in equation (1) and η_i is the i.i.d. error term.

¹ None of the respondents has no primary education in either country.

² Housewives may also be viewed as nonworking people, but we still keep them as a separate group because they may play an important role in managing household finance.

³ The score for savings behavior in this section is identified through questions on whether the respondents hold any types of saving accounts or participate in saving clubs or not (so-called "formal way to save"). Savings, however, could take many other forms such as holding cash at home or in a wallet, building up a balance in a bank account, giving money to a family member to save, buying gold, property, or livestock, etc. We also present the estimation results using a broader definition of savings (i.e., it takes the value of one if an individual either saves in formal ways or informal ways, and zero otherwise) in Appendix 4.

Effect of Financial Literacy on Financial Inclusion

To quantify the effect of financial literacy on financial inclusion, the following equation is estimated:

$$FI_i = \gamma_0 + \gamma_1 FL_i + \gamma_2 Income_i + X_i \gamma_3 + \omega_i \quad (3)$$

where FI_i is the financial inclusion score, FL_i is the financial literacy score, and γ_1 measures the effects of financial literacy on saving behavior. Other variables are defined the same as in equation (1) and ω_i is the i.i.d. error term.

4. DESCRIPTIVE STATISTICS⁴

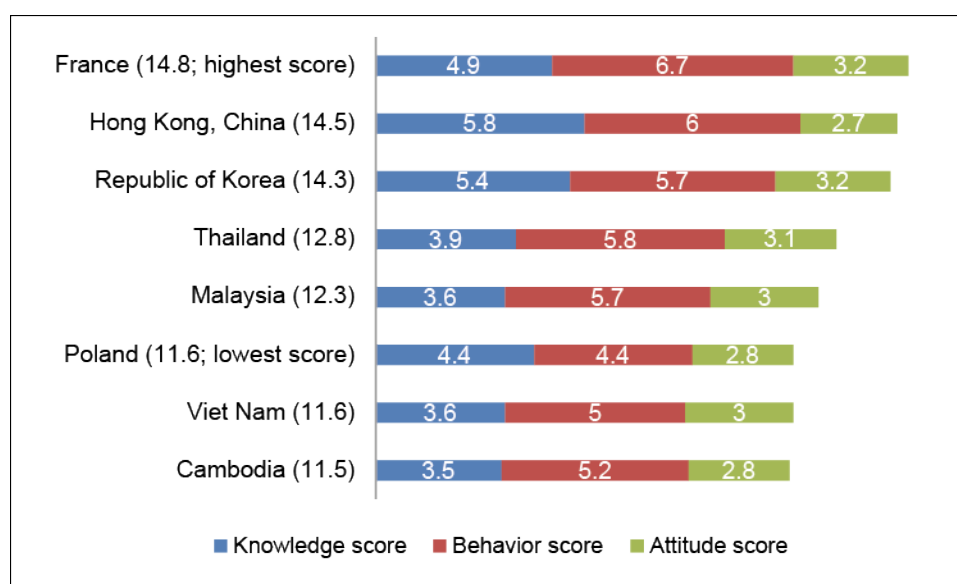
Table 1 presents the average values of the scores of financial literacy and financial inclusion in Cambodia and Viet Nam, including breakdowns by various categories. In both countries, the level of financial literacy is rather low, with that of Cambodia being the lower of the two. The financial literacy scores are only 11.5 and 12.0 in Cambodia and Viet Nam, respectively, out of a total possible score of 21. These scores are much lower than the 30-country average score of 13.3 and those of some other developing Asian economies such as Thailand (12.8) and Malaysia (12.3) (Figure 1). In fact, the scores are at the low end of the range seen in the other 30 countries, just slightly below those for Poland and Belarus. However, these results may be taken as being neutral to positive, given that the levels of per capita income in those two countries are considerably lower than those in any of the other 30 countries in OECD/INFE (2016). Figure 2 shows there is a fairly high correlation between the average financial literacy score and per capita GDP (0.72), although there is still wide variation relative to the trend line. Viet Nam's score falls almost exactly on the trend line, while Cambodia's score lies somewhat above it.

There are some differences according to the subcategories of financial literacy. The scores on financial knowledge (Cambodia, 3.5; Viet Nam, 3.7) are at the low end of those for the previous sample, although, somewhat surprisingly, about the same as for Malaysia. On the other hand, the financial "savvy" or behavior scores (Cambodia, 5.2; Viet Nam, 5.3) are higher than those of six previously sampled countries. The financial attitude scores (Cambodia, 2.8; Viet Nam, 3.0) are also at the low end, although higher than in Jordan.

Of greater concern perhaps is the fact that the share of respondents who answered correctly five out of seven financial knowledge questions, which is considered to be the minimum target level, was very low. Based on our samples, only 17.0% of people in Cambodia and 26.6% of people in Viet Nam answered correctly five or more questions. On average, this figure is 62% for the OECD countries surveyed, and 56% for the full sample of 30 countries surveyed (OECD 2016). The next lowest level was South Africa, at 30%. Again, however, this gap can be attributed to the low level of income in these two countries.

⁴ In this section and the empirical results section, we use a weighted sample. In Viet Nam, weights are calculated based on the rural-urban population distribution and economic conditions (measured by income per capita) to correct for the underrepresentation of the top 40% income groups and slight underrepresentation of the urban population in our sample (especially in the South East region). In Cambodia, weights are calculated based on economic conditions (measured by income per capita). Please refer to Appendix 2 for details.

Figure 1: Financial Literacy Scores in Selected Countries



* Note: Highest and lowest scores relative to the sample of 30 countries in OECD/INFE (2016).
 Source: OECD (2016) and authors' compilation from survey data.

Table 1: Financial Literacy and Financial Inclusion Scores in Cambodia and Viet Nam

| | All Sample | Under 30 Years | 30–60 Years | Over 60 Years | Below Median Income | Above Median Income |
|------------------------------|------------|----------------|-------------|---------------|---------------------|---------------------|
| Cambodia | | | | | | |
| Financial knowledge | 3.49 | 3.58 | 3.47 | 3.22 | 3.33 | 3.67 |
| Share of knowledgeable | 17.0% | 17.6% | 17.4% | 13.2% | 13.0% | 21.7% |
| “Financially savvy” behavior | 5.18 | 5.13 | 5.31 | 4.82 | 5.01 | 5.39 |
| Financial attitudes | 2.80 | 2.84 | 2.78 | 2.73 | 2.72 | 2.89 |
| Financial literacy | 11.47 | 11.55 | 11.56 | 10.78 | 11.06 | 11.96 |
| Financial inclusion | 1.85 | 1.78 | 2.03 | 1.26 | 1.63 | 2.10 |
| Having savings products | 11.5% | 10.9% | 12.7% | 8.6% | 7.9% | 15.8% |
| Viet Nam | | | | | | |
| Financial knowledge | 3.67 | 3.73 | 3.66 | 3.27 | 3.60 | 3.69 |
| Share of knowledgeable | 26.6% | 29.9% | 25.7% | 14.0% | 26.5% | 26.6% |
| “Financially savvy” behavior | 5.33 | 5.11 | 5.43 | 5.40 | 4.54 | 5.59 |
| Financial attitudes | 3.01 | 2.92 | 3.05 | 2.93 | 2.98 | 3.01 |
| Financial literacy | 12.00 | 11.76 | 12.13 | 11.61 | 11.12 | 12.29 |
| Financial inclusion | 2.55 | 2.50 | 2.58 | 2.41 | 2.21 | 2.66 |
| Having savings products | 23.4% | 16.5% | 25.8% | 40.3% | 13.9% | 26.5% |

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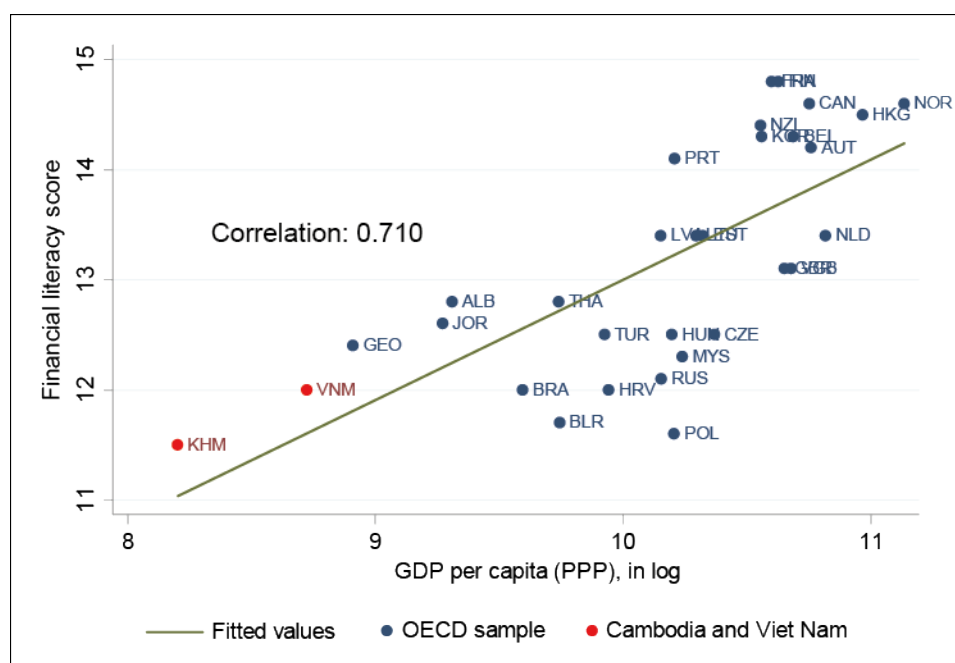
Table 1 *continued*

| | Urban | Rural | With Some Primary Education | With Some Secondary Education | With Some Tertiary Education |
|------------------------------|-------|-------|-----------------------------|-------------------------------|------------------------------|
| Cambodia | | | | | |
| Financial knowledge | 3.50 | 3.48 | 3.31 | 3.60 | 4.65 |
| Share of knowledgeable | 22.8% | 14.7% | 10.4% | 21.2% | 58.8% |
| “Financially savvy” behavior | 5.24 | 5.16 | 5.06 | 5.32 | 5.30 |
| Financial attitudes | 2.94 | 2.75 | 2.78 | 2.81 | 2.92 |
| Financial literacy | 11.68 | 11.39 | 11.15 | 11.73 | 12.87 |
| Financial inclusion | 2.05 | 1.77 | 1.63 | 2.04 | 2.51 |
| Having savings products | 13.5% | 10.8% | 7.5% | 14.7% | 30.2% |
| Viet Nam | | | | | |
| Financial knowledge | 4.11 | 3.40 | 3.36 | 3.81 | 3.86 |
| Share of knowledgeable | 36.5% | 20.4% | 15.1% | 32.3% | 33.0% |
| “Financially savvy” behavior | 5.89 | 4.97 | 4.87 | 5.31 | 5.98 |
| Financial attitudes | 3.03 | 2.99 | 2.97 | 3.00 | 3.06 |
| Financial literacy | 13.03 | 11.36 | 11.20 | 12.12 | 12.89 |
| Financial inclusion | 2.82 | 2.38 | 2.02 | 2.45 | 3.43 |
| Having savings products | 30.1% | 19.1% | 17.0% | 21.0% | 35.7% |

Note: Knowledgeable refers to those answering at least 5 out of 7 questions on financial knowledge correctly. A weighted sample is used to draw this figure. Please refer to Appendix 2 for statistics using an unweighted sample.

Source: Authors’ compilation from survey data.

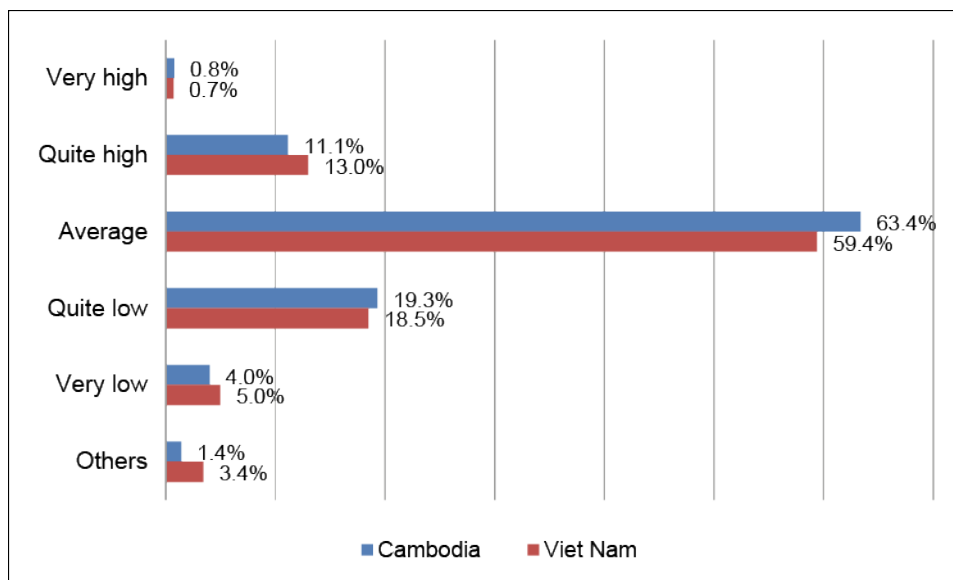
Figure 2: Financial Literacy vs. GDP per Capita (PPP, in log)



Source: OECD/INFE (2016), World Bank World Development Indicator database (<http://data.worldbank.org/indicator/NY.GDP.PCAP.PP.CD>), authors’ estimates.

These average financial literacy scores are quite consistent with individuals' self-assessment of overall knowledge about financial matters compared with other adults in each country (Figure 3). Only about 12–14 % of Cambodian and Vietnamese respondents considered themselves to have a better understanding of overall knowledge about financial matters than other adults. This is consistent with the results for other countries with relatively low financial literacy scores. About 63% in Cambodia and 59% in Viet Nam self-assessed that they have the same level as other adults.

Figure 3: Self-assessment of Overall Knowledge about Financial Matters in Cambodia and Viet Nam



Note: A weighted sample is used to draw this figure.

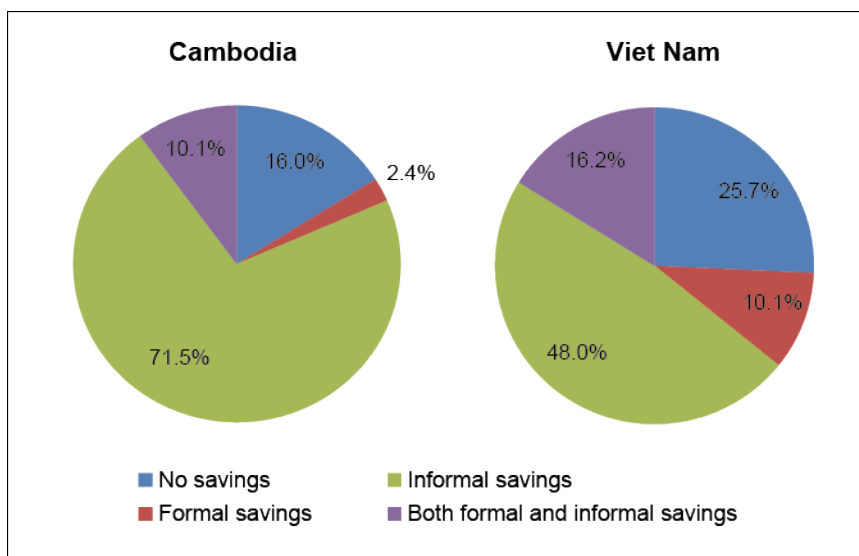
Source: Authors' compilation from survey data.

Table 1 also shows some differences among population groups in Cambodia and Viet Nam. In both countries, younger and higher-income respondents have higher financial knowledge scores. While there is no difference in financial knowledge between rural residents and urban residents in Cambodia, there is a significant gap between the two groups in Viet Nam. With regards to the financial behavior score, both Cambodian and Vietnamese respondents aged from 30 to 60 seem to be more conservative than those who are under 30 and over 60 years old. The table also shows that, in both countries, higher-income respondents and urban residents have higher financial behavior scores than their poorer and rural counterparts. While financial attitude scores do not differ greatly across age groups, they are slightly higher for higher-income respondents and rural residents. Respondents aged between 30 and 60, with a higher household income than the median income and living in urban areas, have higher financial inclusion scores. The financial literacy score shows a large difference among the educational groups. In Cambodia, the financial literacy score is high at 12.87 for those individuals with some tertiary education, but only 11.15 for those in the group of individuals with some primary education. The gap is quite similar in Viet Nam with the score for the former group being 12.89 and for the latter group 11.20. Most of these differences can be attributed to the differences in the financial knowledge score in Cambodia and the financial behavior score in Viet Nam.

With regards to savings behavior, only 11.5% of Cambodian respondents reported having savings products, while the figure is 23.4% in Viet Nam. In both countries, the percentage of richer and urban residents who have savings products is larger than that of poorer and rural residents, respectively. However, there is some difference in savings behavior by age group. While 40.3% of respondents over 60 years old in Viet Nam have a savings product, this figure is only 8.6% in Cambodia, in the lowest share in that country. In both countries, the proportion of respondents less than 30 years old with saving products is much lower than that of respondents aged from 30 to 60. Those with higher education also tend to have a higher probability of saving.

While the proportion of respondents who have formal savings products is rather low, the percentage of respondents who save in some form is much higher. In fact, people have many ways of saving, ranging from keeping money at home; to asking friends, relatives, or other family members to keep money for them (so-called “informal saving”); keeping current accounts in banks; or buying savings products (so-called “formal savings”). Figure 4 shows that only 16.0% of respondents in Cambodia and 31.6% of respondents in Viet Nam do not save in any form. The largest group of respondents in both countries uses only informal ways to save (71.5% in Cambodia and 44.7% in Viet Nam), while very few of them use only formal ways of saving (2.4% in Cambodia and 9% in Viet Nam).

Figure 4: Proportion of Individuals using Different Saving Forms



Note: A weighted sample is used to draw this figure (see Appendix 2).
 Source: Authors' compilation from survey data.

Table 2 presents the descriptive statistics of explanatory variables included in the econometric models (both unweighted and weighted samples). The average monthly household income is USD 310.0 in Cambodia and USD 420 in Viet Nam.⁵ In the Cambodian sample, 53% have only some primary education, 43% have some secondary education, while only 4.1% have some tertiary education. Although more than a quarter of the Vietnamese sample have some tertiary education, which is much higher than the Cambodian sample, the group with some secondary education

⁵ In this paper, we use household income as the independent variable since it is expected to be more related to household financial matters than individual income.

accounts for the largest proportion, at 41%. The age distribution is also slightly different. While people aged over 60 account for more than 11% of the Cambodian sample, they make up only about 3% of the Vietnamese sample. With regards to occupation, while 52% of the Cambodian sample are self-employed, this figure is only 22% in the Viet Nam sample. Salaried employees account for one-third of the Vietnamese sample, which is much higher than the Cambodian figure (16%). About 70% of Cambodian respondents live in rural areas while this figure is about 61% in Viet Nam. Due to the rather large differences in the Cambodian and Vietnamese samples, in this paper, we estimate the determinants of financial literacy and the impacts of financial literacy on financial inclusion and the savings decision separately for each country. However, we also provide results for the pooled sample in Appendix 5.

Table 2: Descriptive Statistics of Explanatory Variables

| | Unweighted Sample | | Weighted Sample | |
|---|-------------------|------------------|------------------|------------------|
| | Cambodia | Viet Nam | Cambodia | Viet Nam |
| Monthly household income (USD, mean and stand. dev.) | 314.0 (180.1) | 292.5 (187.6) | 311.0 (193.1) | 414.4 (264.0) |
| With some primary education | 52.1% | 37.2% | 52.8% | 34.1% |
| With some secondary education | 43.8% | 41.2% | 43.2% | 40.7% |
| With at least some tertiary education | 4.1% | 21.6% | 4.1% | 25.2% |
| Aged under 30 (%) | 40.5% | 36.2% | 40.1% | 31.0% |
| Aged from 30 to 60 (%) | 48.9% | 60.1% | 48.9% | 66.0% |
| Aged over 60 (%) | 10.6% | 3.7% | 11.1% | 3.0% |
| Being a male (%) | 52.2% | 49.4% | 52.3% | 46.3% |
| Self-employed (%) | 55.1% | 18.9% | 54.8% | 21.5% |
| Salaried employee (%) | 16.8% | 34.6% | 16.4% | 32.8% |
| Housewife (%) | 15.7% | 13.4% | 16.0% | 15.0% |
| Living in rural area | 71.9% | 70.0% | 72.0% | 61.4% |

Note: Share of total respondents except where noted. A weighted sample is used to draw this figure.

Source: Authors.

5. CONOMETRIC RESULTS

In this section, we estimate the determinants of financial literacy, and the effects of financial literacy on the savings decision and financial inclusion in Cambodia and Viet Nam.

5.1 Determinants of Financial Literacy

Table 3 shows ordinary least squares (OLS) regressions for the overall financial literacy score for Cambodia (columns (1) and (2)) and Viet Nam (columns (3) and (4)). Columns (2) and (4) include household income as an explanatory variable. The results indicate that, in both Cambodia and Viet Nam, people with higher education have higher scores of financial literacy. For example, in Cambodia, those with only at least some primary education or some secondary education have a lower financial literacy score than those with some tertiary education by 0.63 or 0.37, respectively. This corroborates the results of many other studies, including Bucher-Koenen and Lusardi (2011), OECD/INFE (2016), and Murendo and Mutsonziwa (2017). The coefficients on education level are slightly smaller in absolute terms in Viet Nam than in Cambodia, but

still highly significant. It should be noted that the R2 is significantly lower for Cambodia than for Viet Nam in all of the regressions.

The coefficient on income is statistically significant at the 1% level, suggesting that a higher income is associated with a higher financial literacy score. This relationship holds even when some indicators that determine the individual income such as education and occupation have been controlled for.

Table 3: Determinants of Financial Literacy Score in Cambodia and Viet Nam

| | Cambodia | | Viet Nam | |
|-------------------------------|----------------------|----------------------|----------------------|----------------------|
| | (1) | (2) | (3) | (4) |
| Income | | 0.333*** [0.055] | | 0.224*** [0.064] |
| With some primary education | -0.810*** [0.179] | -0.629*** [0.172] | -0.525*** [0.100] | -0.460*** [0.100] |
| With some secondary education | -0.496*** [0.168] | -0.370** [0.160] | -0.202** [0.083] | -0.166** [0.084] |
| Aged under 30 | 0.189 [0.121] | 0.196* [0.118] | -0.141 [0.153] | -0.147 [0.150] |
| Aged from 30 to 60 | 0.254** [0.114] | 0.269** [0.110] | -0.017 [0.148] | -0.068 [0.144] |
| Male | 0.085 [0.069] | 0.074 [0.068] | -0.043 [0.067] | -0.046 [0.066] |
| Self-employed | 0.526*** [0.112] | 0.457*** [0.111] | 0.231** [0.093] | 0.202** [0.092] |
| Salaried employee | 0.452*** [0.122] | 0.358*** [0.120] | 0.120 [0.086] | 0.120 [0.084] |
| Housewife | 0.407*** [0.135] | 0.401*** [0.131] | 0.151 [0.125] | 0.130 [0.120] |
| Living in rural area | -0.110 [0.084] | -0.120 [0.083] | -0.367*** [0.072] | -0.288*** [0.072] |
| Intercept | 0.375 [0.281] | -1.553*** [0.418] | -0.056 [0.344] | -3.608*** [1.014] |
| No. of observations | 1,035 | 1,035 | 1,000 | 1,000 |
| R squared | 0.0979 | 0.135 | 0.3325 | 0.3466 |

Note: Figures in brackets are standard deviations. ***, **, and * denote coefficients significant at the 1%, 5%, and 10% statistical levels, respectively. The dependent variable is the financial literacy z-score. Province dummies are included in all estimates. The weighted sample is used in all estimations.

Source: Authors' estimates.

It is surprising that the coefficients of the two age categories are not statistically significant for Viet Nam, suggesting that the individual age is not correlated with financial literacy, although the 30–60 age group shows a significantly higher level in Cambodia.⁶ This result is different from some previous literature such as Jappelli and Padula (2013) and OECD (2016). The correlation between age and financial literacy

⁶ In Viet Nam those who are aged 30 or over but under 60 tend to save slightly more than the other two age groups when those two groups are combined into the base group in our estimation. But this relationship is significant only at the 10% level (results upon request).

may be captured by the education variables. This could be due to the fact that both Viet Nam and Cambodia are developing economies, and thus the older generation has lower education levels than the younger generation. The coefficient for males is not significant, which shows that there is not much difference in financial literacy between women and men in Cambodia and Viet Nam. This is also different from results in other studies, where men typically score higher (Lusardi and Mitchell 2014).

The results also indicate that occupational status correlates with financial literacy. In Cambodia, the self-employed, salaried workers, and housewives have significantly higher financial literacy scores than the base group (the unemployed, retired people, students). In Viet Nam the self-employed workers have higher financial literacy scores than the base group, while the salaried workers' and housewives' scores are not statistically significantly different from the base group. Rural residents in Viet Nam have lower financial literacy scores than their urban counterparts, as expected, but no difference in financial literacy scores between rural and urban areas is observed in Cambodia.

Table 4: Determinants of Financial Knowledge Score in Cambodia and Viet Nam

| | Cambodia | | Viet Nam | |
|-------------------------------|----------------------|----------------------|----------------------|----------------------|
| | (1) | (2) | (3) | (4) |
| Income | | 0.204*** [0.057] | | -0.038 [0.075] |
| With some primary education | -1.178*** [0.165] | -1.067*** [0.170] | -0.169 [0.118] | -0.180 [0.122] |
| With some secondary education | -0.928*** [0.157] | -0.851*** [0.158] | 0.044 [0.095] | 0.038 [0.096] |
| Aged under 30 | 0.071 [0.115] | 0.075 [0.113] | 0.233 [0.150] | 0.234 [0.150] |
| Aged from 30 to 60 | 0.101 [0.109] | 0.111 [0.107] | 0.178 [0.142] | 0.187 [0.140] |
| Being a male | -0.009 [0.069] | -0.016 [0.069] | 0.157** [0.071] | 0.158** [0.071] |
| Self-employed | 0.191 [0.116] | 0.149 [0.116] | 0.080 [0.095] | 0.085 [0.096] |
| Salaried employee | 0.140 [0.134] | 0.083 [0.135] | 0.122 [0.092] | 0.122 [0.092] |
| Housewife | 0.023 [0.142] | 0.019 [0.140] | -0.002 [0.113] | 0.002 [0.113] |
| Living in rural area | -0.047 [0.079] | -0.053 [0.079] | -0.381*** [0.079] | -0.394*** [0.081] |
| Intercept | 1.165*** [0.298] | -0.014 [0.443] | 0.118 [0.299] | 0.720 [1.213] |
| N | 1,035 | 1,035 | 1,000 | 1,000 |
| R-squared | 0.073 | 0.087 | 0.2583 | 0.2587 |

Note: Figures in brackets are standard deviations. ***, **, and * denote coefficients significant at the 1%, 5%, and 10% statistical levels, respectively. The dependent variable is the financial knowledge converted z-score. Province dummies are included in all estimates. The weighted sample is used in all estimations.

Source: Authors' estimates.

Tables 4, 5, and 6 present the regression results for the determinants of the three subcomponents of the financial literacy score: financial knowledge, financial behavior, and financial attitude, respectively. In general, the estimation results show varying correlations between the covariates and each of the financial literacy subcomponents. For the Cambodian sample, only education level and income are significantly associated with financial knowledge (Table 4). For the case of Viet Nam, income, education level, and occupation are not significantly correlated with financial knowledge. Unlike the case of Cambodia, in Viet Nam men have significantly higher financial knowledge scores than do women.⁷ Rural residents also have lower financial knowledge scores than urban residents.

Table 5: Determinants of Financial Behavior Score in Cambodia and Viet Nam

| | Cambodia | | | Viet Nam | | |
|-------------------------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| | (1) | (2) | (3) | (4) | (5) | (6) |
| Financial knowledge | | | 0.185*** [0.031] | | | 0.165*** [0.035] |
| Income | | 0.207*** [0.054] | 0.191*** [0.053] | | 0.379*** [0.062] | 0.389*** [0.061] |
| With some primary education | -0.282 [0.181] | -0.169 [0.177] | 0.043 [0.168] | -0.590*** [0.102] | -0.480*** [0.098] | -0.424*** [0.100] |
| With some secondary education | -0.087 [0.173] | -0.009 [0.169] | 0.164 [0.160] | -0.294*** [0.087] | -0.234*** [0.084] | -0.224*** [0.082] |
| Aged under 30 | 0.132 [0.118] | 0.137 [0.117] | 0.134 [0.112] | -0.404* [0.223] | -0.414* [0.215] | -0.456** [0.220] |
| Aged from 30 to 60 | 0.205* [0.112] | 0.215* [0.111] | 0.196* [0.106] | -0.226 [0.220] | -0.314 [0.211] | -0.367* [0.217] |
| Being a male | 0.142** [0.067] | 0.135** [0.067] | 0.126* [0.065] | -0.200*** [0.071] | -0.206*** [0.068] | -0.237*** [0.066] |
| Self-employed | 0.466*** [0.109] | 0.423*** [0.109] | 0.411*** [0.105] | 0.242** [0.098] | 0.193** [0.095] | 0.163* [0.091] |
| Salaried employee | 0.308** [0.121] | 0.250** [0.119] | 0.267** [0.117] | 0.104 [0.086] | 0.106 [0.081] | 0.092 [0.079] |
| Housewife | 0.502*** [0.124] | 0.498*** [0.122] | 0.514*** [0.117] | 0.050 [0.127] | 0.014 [0.118] | -0.049 [0.113] |
| Living in rural area | -0.077 [0.084] | -0.083 [0.084] | -0.079 [0.083] | -0.280*** [0.072] | -0.146** [0.072] | -0.086 [0.071] |
| Intercept | -0.260 [0.272] | -1.458*** [0.416] | -1.591*** [0.407] | 0.112 [0.366] | -5.898*** [0.983] | -5.482*** [0.990] |
| N | 1035 | 1035 | 1035 | 1000 | 1000 | 1000 |
| R-squared | 0.1311 | 0.1456 | 0.193 | 0.3071 | 0.3467 | 0.3666 |

Note: Figures in brackets are standard deviations. ***, **, and * denote coefficients significant at the 1%, 5%, and 10% statistical levels, respectively. The dependent variable is the financial behavior converted z-score. Province dummies are included in all estimates. The weighted sample is used in all estimations.

Source: Authors' estimates.

⁷ However, the magnitude is only about half of that of the average coefficient for males (0.32) in the OECD's 30-country sample (OECD 2016).

Table 5 shows the regression results for the determinants of financial behavior. In columns (3) and (6), we include the financial knowledge score. The estimation results for both Cambodian and Vietnamese samples suggest that higher financial knowledge is positively associated with savvier financial behavior, and this relationship is statistically significant at the 1% level. In both countries, individuals with a higher household income show savvier behavior than those with a lower income. Higher education is only significantly correlated with higher financial behavior scores in the Vietnamese sample. Cambodian respondents who are from 30 to 60 years old and male are likely to have higher financial behavior scores, but at only the 10% level of significance. Meanwhile, in Viet Nam, the respondents aged under 30 are less savvy than those aged over 60, and those aged from 30 to 60 are not significantly different from those aged over 60 in terms of “savvy” financial behavior. Unlike the Cambodian sample, male respondents in the Vietnamese sample are less savvy than female respondents at the 1% level. In Cambodia, those who are either self-employed, salaried employees, or housewives are savvier than those in the base groups (i.e., the unemployed, retired people, and students). But among the Vietnamese, only the self-employed are more likely to be savvy in their financial behavior than individuals in other occupations.

Table 6: Determinants of Financial Attitude Scores in Cambodia and Viet Nam

| | Cambodia | | | Viet Nam | | |
|-------------------------------|---------------------|----------------------|----------------------|----------------------|---------------------|---------------------|
| | (1) | (2) | (3) | (4) | (5) | (6) |
| Financial knowledge | | | -0.044 [0.033] | | | 0.027 [0.036] |
| Income | | 0.177*** [0.057] | 0.186*** [0.057] | | -0.023 [0.073] | -0.022 [0.073] |
| With some primary education | 0.020 [0.174] | 0.116 [0.174] | 0.069 [0.175] | -0.188* [0.111] | -0.195 [0.121] | -0.190 [0.121] |
| With some secondary education | 0.057 [0.169] | 0.124 [0.168] | 0.087 [0.169] | -0.114 [0.088] | -0.118 [0.091] | -0.119 [0.091] |
| Aged under 30 | 0.086 [0.109] | 0.090 [0.108] | 0.094 [0.108] | 0.023 [0.176] | 0.024 [0.175] | 0.018 [0.176] |
| Aged from 30 to 60 | 0.005 [0.105] | 0.013 [0.104] | 0.018 [0.104] | 0.155 [0.170] | 0.160 [0.169] | 0.155 [0.169] |
| Being a male | -0.091 [0.067] | -0.097 [0.067] | -0.098 [0.067] | 0.033 [0.078] | 0.034 [0.078] | 0.029 [0.079] |
| Self-employed | 0.162 [0.100] | 0.126 [0.099] | 0.132 [0.098] | 0.114 [0.093] | 0.117 [0.095] | 0.115 [0.095] |
| Salaried employee | 0.311*** [0.115] | 0.261** [0.114] | 0.265** [0.113] | -0.043 [0.094] | -0.043 [0.094] | -0.046 [0.095] |
| Housewife | 0.156 [0.120] | 0.153 [0.118] | 0.154 [0.117] | 0.446*** [0.151] | 0.448*** [0.151] | 0.448*** [0.151] |
| Living in rural area | -0.037 [0.093] | -0.043 [0.093] | -0.045 [0.093] | 0.045 [0.082] | 0.037 [0.080] | 0.047 [0.082] |
| Intercept | -0.072 [0.248] | -1.094*** [0.420] | -1.095*** [0.421] | -0.710*** [0.214] | -0.350 [1.195] | -0.369 [1.195] |
| N | 1,035 | 1,035 | 1,035 | 1,000 | 1,000 | 1,000 |
| R-squared | 0.0723 | 0.0829 | 0.0847 | 0.2365 | 0.2367 | 0.2372 |

Note: Figures in brackets are standard deviations. ***, **, and * denote coefficients significant at the 1%, 5%, and 10% statistical levels, respectively. The dependent variable is the financial attitude converted z-score. Province dummies are included in all estimates. The weighted sample is used in all estimations.

Source: Authors' estimates.

Determinants of financial attitude are presented in Table 6. Very few covariates are correlated with financial attitude. In Cambodia, higher-income and salaried employees tend to have more conservative views on money, saving, and consumption, while that is only the case for housewives in Viet Nam. Financial knowledge is not significantly associated with financial attitude in Cambodia and has only a weak correlation among the Vietnamese.

5.2 Effect of Financial Literacy on Savings Behavior

Table 7 presents the regression results for the relation between financial literacy and savings behavior.⁸ Since our saving behavior variable is binary, we estimate the savings behavior equation using both linear probability and probit estimators. The linear probability regression results are reported in columns (1) and (2) (for Cambodia) and columns (4) and (5) (for Viet Nam) while columns (3) and (6) display the results (marginal effects) from probit estimators for each country, respectively. In both countries, financial literacy has a positive and statistically significant correlation with positive savings behavior, regardless of the estimators used. Moreover, the coefficients on financial literacy are quite similar in all estimates. A one standard deviation increase in the financial literacy score is associated with an increased probability of some savings by around 7 percentage points in Cambodia and 10 percentage points in Viet Nam. A higher income is also positively associated with the probability of saving in Cambodia, but not in Viet Nam. With regards to education, those with some primary education (in both Cambodia and Viet Nam) and some secondary education (in Viet Nam and, to some extent, in Cambodia) tend to have a lower probability of saving than those with some tertiary education (the base group). While age is not correlated with the probability of saving in Cambodia, in Viet Nam, individuals under 60 years old also tend to have a lower probability of saving than those over 60. There is no difference in savings probability between men and women in Viet Nam, but there is a weak (and positive) correlation between being a male and saving in Cambodia. This tendency is also reflected in the negative coefficient for being a housewife, i.e., housewives save less than other occupational groups.

However, the OLS estimates may be biased due to reverse causality (i.e., those with savings could improve their financial literacy), omitted variable biases, or measurement error in financial literacy. In order to address these endogeneity problems, we use an instrumental variable (IV). Following Fernandes, Lynch and Netemeyer (2014) and Murendo and Mutsonziwa (2017), we use the mean financial literacy score at the provincial level as an instrument for individual financial literacy.⁹

⁸ As mentioned in Section III, please refer to Appendix 4 for the estimation results in which a broader definition of savings is adopted.

⁹ We also used an IV probit estimator to address possible endogeneity of the financial literacy score. However, the Wald statistics indicate that the IV estimates are consistent but not efficient, so it is more appropriate to use the probit estimator.

Table 7: Financial Literacy and Saving Behavior in Cambodia and Viet Nam

| | Cambodia | | | Viet Nam | | |
|-------------------------------|----------------------|---------------------|----------------------|----------------------|----------------------|----------------------|
| | (1) | (2) | (3) | (4) | (5) | (6) |
| Financial literacy | | 0.072*** [0.012] | 0.069*** [0.011] | | 0.099*** [0.018] | 0.106*** [0.018] |
| Income | 0.063*** [0.017] | 0.039** [0.017] | 0.045** [0.018] | 0.068** [0.033] | 0.046 [0.032] | 0.047 [0.031] |
| With some primary education | -0.220*** [0.075] | -0.174** [0.071] | -0.103** [0.042] | -0.183*** [0.053] | -0.137** [0.054] | -0.120** [0.049] |
| With some secondary education | -0.143* [0.074] | -0.117* [0.071] | -0.051 [0.039] | -0.140*** [0.048] | -0.124** [0.048] | -0.103** [0.041] |
| Aged under 30 | -0.056 [0.035] | -0.070** [0.034] | -0.049 [0.037] | -0.264** [0.103] | -0.249*** [0.095] | -0.238*** [0.080] |
| Aged from 30 to 60 | 0.013 [0.032] | -0.006 [0.031] | 0.008 [0.034] | -0.175* [0.103] | -0.168* [0.095] | -0.151** [0.077] |
| Being a male | 0.043** [0.021] | 0.038* [0.021] | 0.033* [0.019] | -0.029 [0.039] | -0.025 [0.038] | -0.025 [0.035] |
| Self-employed | -0.004 [0.035] | -0.036 [0.034] | -0.050 [0.033] | 0.045 [0.058] | 0.025 [0.057] | 0.033 [0.049] |
| Salaried employee | 0.065 [0.042] | 0.039 [0.041] | 0.006 [0.034] | -0.046 [0.047] | -0.058 [0.045] | -0.042 [0.043] |
| Housewife | -0.064* [0.038] | -0.093** [0.038] | -0.111*** [0.042] | -0.103* [0.062] | -0.115* [0.061] | -0.116* [0.064] |
| Living in rural area | -0.039 [0.029] | -0.030 [0.029] | -0.035 [0.023] | -0.071* [0.038] | -0.042 [0.037] | -0.037 [0.034] |
| Intercept | 0.006 [0.145] | 0.118 [0.146] | | -0.668 [0.533] | -0.310 [0.509] | |
| N | 1,035 | 1,035 | 1,035 | 1,000 | 1,000 | 1,000 |
| R-squared | 0.0827 | 0.1272 | 0.1831 | 0.1204 | 0.1558 | 0.1487 |

Note: Figures in brackets are standard deviations. ***, **, and * denote coefficients significant at the 1%, 5%, and 10% statistical levels, respectively. The dependent variable is whether the respondent has any types of savings. Province dummies are included in all estimates. Columns (3) and (6) display the results (marginal effects) from probit estimators, other columns show linear probability regression results. The weighted sample is used in all estimations.

Source: Authors' estimates.

Columns (2) and (4) in Table 8 are the first-stage estimation results for Cambodia and Viet Nam, respectively, while columns (1) and (3) are the second-stage results, respectively.¹⁰ The first-stage results indicate that the mean financial literacy at the provincial level is highly correlated with individual financial literacy. Also, the first-stage results are not qualitatively different from the estimation results presented in Table 3 where we do not control for regional financial literacy. Underidentification statistics and weak identification tests show that in both countries our IV does not suffer from underidentification or weak instrument problems. With regards to the impact of financial literacy on individual savings behavior, the results show a positive and significant impact in both Cambodia and Viet Nam. We find that when we control for endogeneity of financial literacy, the coefficient estimate of financial literacy is higher for Cambodia than for Viet Nam. A one standard deviation increase in financial literacy increases the likelihood of having a formal saving product by 16 percentage points in Cambodia (increased from 7 percentage points if endogeneity is not controlled for) and only

¹⁰ We use GMM methods to estimate the savings behavior.

7 percentage points in Viet Nam (reduced from 10 percentage points). For the case of Cambodia, most covariates that are correlated with savings behavior as presented in Table 8 lose their significance, except for being under 30 years old and being a housewife. The coefficients on income and education become insignificant, suggesting that the correlation of this variable with the savings decision has been captured by the financial literacy score. For the case of Viet Nam, all covariates retain their impacts in determining savings behavior. Moreover, income is positively associated with the likelihood of having a formal saving product, and salaried workers are less likely to have such products than those in the base group.

Table 8: Effects of Financial Literacy on Decision to Save in Cambodia and Viet Nam (IV)

| | Cambodia | | Viet Nam | |
|---|---------------------|----------------------|----------------------|----------------------|
| | (1) | (2) | (3) | (4) |
| | 2nd Stage | 1st Stage | 2nd Stage | 1st Stage |
| Financial literacy | 0.158** [0.065] | | 0.073** [0.029] | |
| Income | 0.010 [0.027] | 0.333*** [0.050] | 0.056** [0.024] | 0.237*** [0.048] |
| With some primary education | -0.108 [0.069] | -0.576*** [0.164] | -0.152*** [0.039] | -0.416*** [0.073] |
| With some secondary education | -0.073 [0.058] | -0.340** [0.158] | -0.121*** [0.034] | -0.140** [0.069] |
| Aged under 30 | -0.089** [0.037] | 0.206* [0.107] | -0.266*** [0.077] | -0.136 [0.158] |
| Aged from 30 to 60 | -0.036 [0.038] | 0.271*** [0.101] | -0.178** [0.075] | -0.053 [0.153] |
| Being a male | 0.030 [0.022] | 0.069 [0.065] | -0.020 [0.028] | -0.050 [0.057] |
| Self-employed | -0.068 [0.042] | 0.438*** [0.099] | 0.021 [0.037] | 0.221*** [0.074] |
| Salaried employee | 0.011 [0.045] | 0.342*** [0.113] | -0.060* [0.033] | 0.130* [0.067] |
| Housewife | -0.121** [0.048] | 0.382*** [0.121] | -0.111** [0.043] | 0.134 [0.089] |
| Living in rural area | 0.015 [0.023] | -0.084 [0.068] | -0.020 [0.031] | -0.299*** [0.058] |
| Regional literacy level (IV) | | 0.867*** [0.172] | | 0.353*** [0.021] |
| Intercept | 0.234 [0.168] | -1.961*** [0.351] | -0.302 [0.392] | -7.327*** [0.839] |
| Underidentification test (LM statistic) | | 25.076 | | 218.448 |
| Weak identification test (F statistic) | | 25.401 | | 276.152 |
| N | 1,035 | 1,035 | 1,000 | 1,000 |
| R-squared | 0.1611 | | 0.3251 | |

Note: Figures in brackets are standard deviations. ***, **, and * denote coefficients significant at the 1%, 5%, and 10% statistical levels, respectively. The dependent variable is whether the respondent holds any saving product. The weighted sample is used in all estimations.

Source: Authors' estimates.

Table 9: Effect of Financial Literacy on Types of Savings

| | No Savings | Formal Savings Only | Informal Savings Only | Both Formal and Informal Savings |
|-------------------------------|----------------------|----------------------|-----------------------|----------------------------------|
| Panel A: Cambodia | | | | |
| Financial literacy | -0.124*** [0.011] | -0.004 [0.004] | 0.056*** [0.015] | 0.071*** [0.011] |
| Income (in log) | -0.002 [0.018] | 0.004 [0.008] | -0.029 [0.025] | 0.027 [0.017] |
| With some primary education | -0.000 [0.064] | -0.007 [0.024] | 0.096 [0.077] | -0.089** [0.040] |
| With some secondary education | -0.011 [0.063] | 0.009 [0.022] | 0.031 [0.073] | -0.030 [0.037] |
| Aged under 30 | -0.010 [0.036] | 0.025 [0.023] | 0.053 [0.051] | -0.068* [0.036] |
| Aged from 30 to 60 | -0.026 [0.033] | 0.027 [0.022] | 0.030 [0.048] | -0.030 [0.034] |
| Being a male | -0.031 [0.023] | 0.003 [0.010] | -0.015 [0.030] | 0.044** [0.019] |
| Self-employed | -0.028 [0.032] | -0.021 [0.014] | 0.056 [0.046] | -0.007 [0.034] |
| Salaried employee | -0.061 [0.039] | -0.011 [0.015] | 0.001 [0.052] | 0.072** [0.035] |
| Housewife | -0.003 [0.039] | -0.009 [0.018] | 0.043 [0.056] | -0.031 [0.043] |
| Living in rural area | 0.034 [0.026] | -0.009 [0.009] | -0.061* [0.032] | 0.035* [0.021] |
| Number of observations | 1,035 | 1,035 | 1,035 | 1,035 |
| Panel B: Viet Nam | | | | |
| Financial literacy | -0.168*** [0.014] | -0.003 [0.010] | 0.065*** [0.020] | 0.105*** [0.017] |
| Income (in log) | -0.092*** [0.026] | 0.025 [0.021] | 0.061 [0.038] | 0.006 [0.027] |
| With some primary education | 0.102** [0.044] | -0.109*** [0.030] | 0.107* [0.058] | -0.100** [0.042] |
| With some secondary education | 0.119*** [0.037] | -0.022 [0.029] | -0.006 [0.050] | -0.091*** [0.035] |
| Aged under 30 | 0.038 [0.071] | -0.245*** [0.058] | 0.265** [0.115] | -0.059 [0.081] |
| Aged from 30 to 60 | -0.009 [0.069] | -0.220*** [0.054] | 0.253** [0.112] | -0.024 [0.078] |
| Being a male | 0.074** [0.030] | -0.031 [0.024] | -0.027 [0.042] | -0.015 [0.030] |
| Self-employed | -0.022 [0.041] | 0.055 [0.035] | 0.017 [0.057] | -0.050 [0.044] |
| Salaried employee | -0.065** [0.033] | 0.038 [0.027] | 0.091* [0.048] | -0.064* [0.037] |
| Housewife | -0.015 [0.043] | 0.039 [0.044] | 0.008 [0.070] | -0.031 [0.054] |
| Living in rural area | -0.052 [0.034] | -0.017 [0.025] | 0.079* [0.045] | -0.010 [0.030] |
| Number of observations | 1,000 | 1,000 | 1,000 | 1,000 |

Note: Figures in brackets are standard deviations. ***, **, and * denote coefficients significant at the 1%, 5%, and 10% statistical levels, respectively. The dependent variables are categorized as: (i) no savings; (ii) only formal savings; (iii) only informal savings; and (iv) both formal and informal savings. A multinomial probit estimator is used. The weighted sample is used in all estimations.

Source: Authors' estimates.

Individuals may adopt different types of savings to mitigate the risks or maximize the returns. The multinomial probit regression estimates (marginal effect) of the effect of financial literacy on savings portfolios are presented in Table 9 (Panel A for Cambodia and Panel B for Viet Nam). In this estimation, respondents who do not save in any form comprise the base group. Column (1) reports the marginal effects of financial literacy on having no savings; columns (2) and (3) present the marginal effects of financial literacy on using only formal savings and using only informal savings, respectively. Column (4) presents the marginal effects on having saved in both formal and informal forms. The results show a negative relationship between financial literacy score and the probability of not saving. A one standard deviation increase in the financial literacy score reduces the likelihood of not saving by 12.4 percentage points in Cambodia and 16.8 percentage points in Viet Nam. Financial literacy is positively correlated with the probability of having informal savings, especially in Viet Nam. While the financial literacy score does not have a significant effect on having only formal savings, it has strong effects on having both formal and informal savings. If the financial literacy score doubles, the likelihood of having saved in both formal and informal forms increases by 7.1 percentage points in Cambodia and 10.5 percentage points in Viet Nam. Appendix 4 shows the results for having some form of savings (informal, formal, or both) using OLS, probit, and IV estimators.

5.3 Effect of Financial Literacy on Financial Inclusion

Table 10 reports our estimation results on the association between financial literacy and financial inclusion. The results show that, in both countries, financial literacy is positively associated with financial inclusion and this relationship is significant at the 1% level. A one standard deviation increase in the financial literacy score is associated with a rise in the financial inclusion score of 41.5 percentage points in Cambodia and 34.4 percentage points in Viet Nam. A higher income is also positively associated with financial inclusion in Cambodia and is also correlated with higher financial inclusion in Viet Nam, but this relationship is only significant at the 10% level. With regards to education, when financial literacy and income are controlled for, higher education levels are still significantly associated with higher financial inclusion in Viet Nam, but not in Cambodia. This may be due to the fact that the association between education and financial literacy is stronger in Cambodia than in Viet Nam, as we conjectured regarding the results in Table 3. For Viet Nam, only education level has a statistically significant effect on financial inclusion. However, for Cambodia, higher financial inclusion is also significantly related to those aged from 30 to 60, the self-employed, and salaried employees relative to the base group. Housewives and people living in rural areas have lower financial inclusion scores in Cambodia.

Similarly to the relationship between financial literacy and the savings decision, the OLS estimates may suffer from endogeneity problems. To address this, we also use the mean financial literacy score at the provincial level as an instrument for individual financial literacy. The IV estimates are presented in Table 11. Columns (2) and (4) are the first-stage estimation results for Cambodia and Viet Nam while columns (1) and (3) are the second-stage results, respectively. The first-stage results in this specification are similar to those in Table 8, since the instrumental variable is the same. The test statistics indicate that our IV does not suffer from underidentification or weak instrument problems. With regards to the impact of financial literacy on financial inclusion, the estimation results show a positive and significant impact, actually larger than that of the OLS estimates. This is consistent with all other studies that use IVs for financial literacy, such as Agnew, Bateman, and Thorp (2013), and Bucher-Koenen and Lusardi (2011). According to Lusardi and Mitchell (2014), the true effect of financial

literacy seems to be biased downward, although the larger magnitude of the IV coefficient may be attributed to either measurement errors or a larger response from those who are affected by the instruments.

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Table 10: Financial Literacy and Financial Inclusion in Cambodia and Viet Nam

| | Cambodia | | | Viet Nam | | |
|-------------------------------|----------------------|----------------------|---------------------|----------------------|----------------------|----------------------|
| | (1) | (2) | (3) | (4) | (5) | (6) |
| Financial literacy | | | 0.415*** [0.028] | | | 0.344*** [0.038] |
| Income | | 0.297*** [0.051] | 0.158*** [0.048] | | 0.202*** [0.071] | 0.125* [0.064] |
| With some primary education | -0.634*** [0.174] | -0.473*** [0.172] | -0.212 [0.148] | -0.754*** [0.118] | -0.696*** [0.124] | -0.538*** [0.118] |
| With some secondary education | -0.333* [0.170] | -0.221 [0.167] | -0.067 [0.143] | -0.541*** [0.102] | -0.509*** [0.103] | -0.452*** [0.101] |
| Aged under 30 | 0.100 [0.101] | 0.107 [0.099] | 0.026 [0.091] | -0.135 [0.197] | -0.140 [0.198] | -0.089 [0.175] |
| Aged from 30 to 60 | 0.342*** [0.098] | 0.356*** [0.096] | 0.245*** [0.088] | 0.040 [0.194] | -0.007 [0.193] | 0.017 [0.168] |
| Being a male | 0.109 [0.066] | 0.099 [0.065] | 0.068 [0.058] | 0.180** [0.085] | 0.177** [0.085] | 0.193** [0.079] |
| Self-employed | 0.482*** [0.096] | 0.420*** [0.097] | 0.231*** [0.084] | -0.082 [0.117] | -0.109 [0.117] | -0.178 [0.109] |
| Salaried employee | 0.541*** [0.111] | 0.458*** [0.112] | 0.309*** [0.101] | 0.065 [0.108] | 0.066 [0.106] | 0.024 [0.097] |
| Housewife | -0.026 [0.111] | -0.032 [0.111] | -0.198** [0.096] | -0.050 [0.137] | -0.070 [0.136] | -0.114 [0.122] |
| Living in rural area | -0.209*** [0.080] | -0.218*** [0.078] | -0.168** [0.074] | -0.196** [0.084] | -0.125 [0.079] | -0.026 [0.076] |
| Intercept | 0.230 [0.281] | -1.486*** [0.416] | -0.842** [0.378] | -0.152 [0.279] | -3.357*** [1.150] | -2.118** [1.044] |
| N | 1,035 | 1,035 | 1,035 | 1,000 | 1,000 | 1,000 |
| R-squared | 0.153 | 0.1829 | 0.3343 | 0.2187 | 0.2297 | 0.3032 |

Note: Figures in brackets are standard deviations. ***, **, and * denote coefficients significant at the 1%, 5%, and 10% statistical levels, respectively. The dependent variable is the financial inclusion converted z-score. Province dummies are included in all estimates. The weighted sample is used in all estimations.

Source: Authors' estimates.

Table 11: Effects of Financial Literacy on Financial Inclusion in Cambodia and Viet Nam (IV)

| | Cambodia | | Viet Nam | |
|---|---------------------|----------------------|----------------------|----------------------|
| | (1) | (2) | (3) | (4) |
| | 1st Stage | 2nd Stage | 1st Stage | 2nd Stage |
| Financial literacy | 0.735*** [0.187] | | 0.370*** [0.065] | |
| Income | 0.060 [0.078] | 0.333*** [0.050] | 0.126** [0.054] | 0.237*** [0.048] |
| With some primary education | -0.042 [0.197] | -0.576*** [0.164] | -0.626*** [0.085] | -0.416*** [0.073] |
| With some secondary education | 0.030 [0.165] | -0.340** [0.158] | -0.486*** [0.075] | -0.140** [0.069] |
| Aged under 30 | -0.042 [0.106] | 0.206* [0.107] | -0.095 [0.172] | -0.136 [0.158] |
| Aged from 30 to 60 | 0.165 [0.109] | 0.271*** [0.101] | 0.023 [0.167] | -0.053 [0.153] |
| Being a male | 0.029 [0.062] | 0.069 [0.065] | 0.185*** [0.062] | -0.050 [0.057] |
| Self-employed | 0.011 [0.120] | 0.438*** [0.099] | -0.242*** [0.082] | 0.221*** [0.074] |
| Salaried employee | 0.106 [0.128] | 0.342*** [0.113] | -0.007 [0.073] | 0.130* [0.067] |
| Housewife | -0.329** [0.137] | 0.382*** [0.121] | -0.177* [0.096] | 0.134 [0.089] |
| Living in rural area | -0.092 [0.067] | -0.084 [0.068] | 0.071 [0.069] | -0.299*** [0.058] |
| Regional literacy level (IV) | | 0.867*** [0.172] | | 0.353*** [0.021] |
| Intercept | -0.319 [0.480] | -1.961*** [0.351] | -1.595* [0.870] | -7.327*** [0.839] |
| Underidentification test (LM statistic) | | 25.076 | | 218.448 |
| Weak identification test (F statistic) | | 25.401 | | 276.152 |
| N | 1,035 | 1,035 | 1,000 | 1,000 |
| | 0.2065 | | 0.2483 | |

Note: Figures in bracket are standard deviations. ***, **, and * denote coefficients significant at the 1%, 5%, and 10% statistical level, respectively. The dependent variable is the financial inclusion z-score. The weighted sample is used in all estimations.

Source: Authors' estimates.

The estimated impact of financial literacy on financial inclusion is larger in Cambodia than in Viet Nam. Interestingly, for the case of Cambodia, other covariates that are correlated with financial inclusion in Table 9 lose their significance, except for the housewife variable. This suggests that the correlations of these variables with financial inclusion have been captured by the financial literacy score. For the case of Viet Nam, a lower education level is still correlated with a lower level of financial inclusion, while the coefficient for the self-employed becomes statistically significant when an instrument is used for the financial literacy. Unlike the results in Table 9, a higher income significantly affects financial inclusion in Viet Nam, but not in Cambodia.

6. CONCLUSION

Our study of adult financial literacy in Cambodia and Viet Nam breaks new ground in two ways: (i) It marks the first implementation of the OECD/INFE survey in the so-called CLMV countries (Cambodia, Lao PDR, Myanmar, and Viet Nam); and (ii) Cambodia and Viet Nam have considerably lower levels of per capita income than the other 30 countries in OECD/INFE (2016). Generally our study corroborates the findings of studies of other countries, but uncovers some differences as well. There are also significant differences between the results for Cambodia and Viet Nam, although the possible implications of these differences need to be examined further. The overall scores of financial literacy in Cambodia (11.5) and Viet Nam (12.0) are at the low end of the range seen in the other 30 countries that have implemented the OECD/INFE survey, and near those for Poland and Belarus. However, these results are, if anything, positive, given the relatively low levels of per capita income in those two countries.

Perhaps the most robust finding is that higher levels of education were generally found to be highly significantly and positively correlated with financial literacy in both Cambodia and Viet Nam. This holds for both the overall measure of financial literacy and the subscores for financial knowledge, financial behavior, and savings. This result was somewhat stronger for Viet Nam than for Cambodia. However, the education level was not significant for financial attitudes. These results were consistent with the findings for the other 30 countries reported in OECD (2016).

Respondents aged 30–60 had significantly higher overall financial literacy scores, but the effects on individual subscores were less consistent or significant. In particular, there was no significant effect of age on financial attitude. This generally corroborates the findings for the other 30 countries, where the 30-60 years age group generally had higher scores on both financial knowledge and financial behavior. Interestingly, gender seemed to have less effect on financial knowledge in Cambodia and Viet Nam than in other countries. The gender coefficient was not significant for Cambodia, while for Viet Nam it was significant, but at only about half the average magnitude of the other 30 countries (0.18 vs. 0.32) (OECD 2016). With regard to financial behavior, the results were mixed, with males scoring higher in Cambodia but lower than in Viet Nam. Gender was not significant for overall financial literacy in either country.

The results generally showed that self-employed workers and salaried workers had higher levels of financial literacy than other employment categories in both countries, and housewives had higher levels of financial literacy in Cambodia. These results were less strong for the various subscores, but generally pointed in the same direction, especially for financial behavior.

Perhaps most importantly from a macroeconomic perspective, both financial literacy and general education levels are positively and significantly related to formal and informal savings activity, and financial literacy has an independent effect even when the general education level is corrected for. This holds even when the possible endogeneity of financial literacy is corrected for by using regional average financial literacy as an instrumental variable. Thus, improving general education levels is important, but additional gains can be obtained by developing policies such as financial education programs that directly affect financial literacy. These could have important potential impacts in terms of increasing savings in those countries.

Also importantly, both financial literacy and general education levels are positively and significantly related to the measure of financial inclusion. This also holds even when the possible endogeneity of financial literacy is corrected for by using regional average financial literacy as an instrumental variable, except for financial literacy in the case of formal savings products. Therefore, increased financial inclusion holds the prospect of making increased savings more readily available for investment activity in those countries. Again, this suggests the importance of developing policies to raise both general education and financial literacy.

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APPENDIX 1: SAMPLE DISTRIBUTION BY REGION IN CAMBODIA AND VIET NAM (NUMBER OF RESPONDENTS)

| | All Sample | Urban | Rural |
|-------------------------------|------------|-------|-------|
| Cambodia | 1,035 | 291 | 744 |
| Phnom Penh | 103 | 103 | 0 |
| Coastal | | | |
| Kampot | 54 | 11 | 43 |
| Preah Sihanouk | 23 | 5 | 18 |
| Plain | | | |
| Kampong Cham | 268 | 53 | 215 |
| Takeo | 131 | 26 | 105 |
| Plateau and Mountain | | | |
| Kratie | 91 | 20 | 71 |
| Stung Treng | 34 | 8 | 26 |
| Tonle Sap | | | |
| Kampong Chhnang | 240 | 47 | 193 |
| Otdar Meanchey | 91 | 18 | 73 |
| Viet Nam | 1,000 | 309 | 700 |
| Red River Delta | | | |
| Ha Noi | 185 | 56 | 129 |
| Vinh Phuc | 30 | 9 | 21 |
| Thai Binh | 50 | 15 | 35 |
| Northern Highland and Midland | | | |
| Thai Nguyen | 30 | 8 | 22 |
| Lang Son | 20 | 6 | 14 |
| Son La | 20 | 6 | 14 |
| Northern and Coastal Central | | | |
| Da Nang | 30 | 9 | 21 |
| Phu Yen | 30 | 9 | 21 |
| Nghe An | 90 | 27 | 63 |
| Highland | | | |
| Lam Dong | 40 | 12 | 28 |
| Dak Lak | 50 | 15 | 35 |
| Gia Lai | 40 | 12 | 28 |
| South East | | | |
| HCMC | 205 | 62 | 143 |
| Ba Ria | 30 | 9 | 21 |
| Tay Ninh | 30 | 9 | 21 |
| Mekong Delta | | | |
| Can Tho | 40 | 12 | 28 |
| Ca Mau | 40 | 12 | 28 |
| Ben Tre | 40 | 12 | 28 |

APPENDIX 2: SAMPLE WEIGHT CALCULATIONS

Table A2.1: Share of Income Groups in Cambodia: Our Sample vs. Population

| Income | Our Sample (%) | 2017 Media Index (%) |
|---------------------|----------------|----------------------|
| Larger than \$500 | 14 | 16 |
| From \$351 to \$500 | 19 | 18 |
| From \$201 to \$350 | 35 | 28 |
| From \$101 to \$200 | 25 | 28 |
| Less than \$100 | 8 | 11 |

Table A2.2: Share of Income Groups in Rural and Urban Viet Nam: Our Sample vs. Population

| | Our Sample (%) | | Nielsen Monitoring (%) | |
|---------------------------------------|----------------|-------|------------------------|-------|
| | Rural | Urban | Rural | Urban |
| VND 15 Mill. or higher | 2 | 6 | 6 | 20 |
| From VND 7.5 Mill. to VND 14.99 Mill. | 11 | 22 | 22 | 38 |
| From VND 4.5 Mill. to VND 7.49 Mill. | 32 | 32 | 38 | 32 |
| From VND 3.0 Mill. To VND 4.49 Mill. | 37 | 30 | 25 | 9 |
| Less than VND 3.0 Mill | 18 | 10 | 10 | 2 |

Table A2.3: Share of Rural and Urban Population in Six Regions in Viet Nam: Our Sample vs. Population

| | Our Sample (%) | | GSO 2014 (%) | |
|-------------------------------|----------------|-------|--------------|-------|
| | Rural | Urban | Rural | Urban |
| Northern Highland and Midland | 71 | 29 | 82 | 18 |
| Red River Delta | 70 | 30 | 66 | 34 |
| Northern and Coastal Central | 70 | 30 | 72 | 28 |
| Highland | 70 | 30 | 69 | 31 |
| South East | 70 | 30 | 37 | 63 |
| Mekong Delta | 70 | 30 | 75 | 25 |

For the Cambodian sample, the weights are constructed based on income groups. We calculate the weights for the Cambodian sample as follows:

$$Weight^{KHM} = \frac{IG_{ip}}{IG_{is}}$$

where IG_{is} is the share of our sample in income group i (5 income groups as above); and IG_{ip} is the share of the population (2017 Media index) in income group i .

For the Vietnamese sample, we construct the weights based on: (i) income group in rural and urban areas and (ii) the share of rural and urban population in each region. Specifically, the weights for the Vietnamese sample are calculated as follows:

$$Weight^{VNM} = \frac{IG_{ip}^u}{IG_{is}^u} * \frac{Pop_{rp}^u}{Pop_{rs}^u}$$

where IG_{is}^u is the share of our sample in income group i (5 income groups as above) and area u (u is either rural or urban); IG_{ip}^u is the share of the population (Nielsen Monitoring data) in income group i and area u ; Pop_{rs}^u is the share of our sample in each region r (6 regions as above) and area u ; and Pop_{rp}^u is the share of the population (following GSO) in each region r and area u .

APPENDIX 3: FINANCIAL LITERACY AND FINANCIAL INCLUSION SCORES IN CAMBODIA AND VIET NAM (UNWEIGHTED SAMPLES)

| | All Sample | Under 30 Years | 30–60 Years | Over 60 Years | Below Median Income | Above Median Income |
|------------------------------|------------|----------------|-----------------------------|---------------------|---------------------|---------------------|
| Cambodia | | | | | | |
| Financial knowledge | 3.49 | 3.57 | 3.48 | 3.22 | 3.34 | 3.65 |
| Share of knowledgeable | 16.8% | 17.2% | 17.4% | 12.7% | 12.8% | 21.3% |
| “Financially savvy” behavior | 5.2 | 5.13 | 5.33 | 4.84 | 5.03 | 5.38 |
| Financial attitudes | 2.8 | 2.86 | 2.77 | 2.75 | 2.73 | 2.89 |
| Financial literacy | 11.49 | 11.56 | 11.58 | 10.81 | 11.1 | 11.92 |
| Financial inclusion | 1.87 | 1.8 | 2.06 | 1.25 | 1.68 | 2.08 |
| Having savings products | 11.6% | 10.7% | 13.0% | 8.2% | 8.1% | 15.4% |
| Viet Nam | | | | | | |
| Financial knowledge | 3.64 | 3.75 | 3.58 | 3.43 | 3.62 | 3.66 |
| Share of knowledgeable | 26.6% | 31.2% | 24.5% | 16.2% | 26.3% | 26.9% |
| “Financially savvy” behavior | 4.99 | 4.9 | 5.06 | 4.7 | 4.56 | 5.44 |
| Financial attitudes | 2.99 | 2.92 | 3.04 | 2.86 | 2.96 | 3.02 |
| Financial literacy | 11.62 | 11.57 | 11.69 | 10.99 | 11.14 | 12.12 |
| Financial inclusion | 2.46 | 2.42 | 2.50 | 2.16 | 2.26 | 2.66 |
| Having savings products | 20.4% | 14.6% | 23.3% | 29.7% | 14.3% | 26.7% |
| | Urban | Rural | With Some Primary Education | With Some Secondary | With Some Tertiary | |
| Cambodia | | | | | | |
| Financial knowledge | 3.49 | 3.49 | 3.31 | 3.60 | 4.62 | |
| Share of knowledgeable | 14.7% | 20.2% | 10.2% | 20.9% | 57.1% | |
| “Financially savvy” behavior | 5.26 | 5.17 | 5.08 | 5.33 | 5.31 | |
| Financial attitudes | 2.95 | 2.75 | 2.78 | 2.82 | 2.92 | |
| Financial literacy | 11.71 | 11.41 | 11.17 | 11.75 | 12.85 | |
| Financial inclusion | 2.07 | 1.79 | 1.67 | 2.05 | 2.48 | |
| Having savings products | 13.1% | 11.0% | 0.08 | 0.15 | 0.29 | |
| Viet Nam | | | | | | |
| Financial knowledge | 4.02 | 3.48 | 3.25 | 3.82 | 3.96 | |
| Share of knowledgeable | 35.7% | 22.7% | 15.1% | 31.8% | 36.6% | |
| “Financially savvy” behavior | 5.37 | 4.83 | 4.43 | 5.11 | 5.73 | |
| Financial attitudes | 3.02 | 2.98 | 2.96 | 3.00 | 3.03 | |
| Financial literacy | 12.41 | 11.28 | 10.64 | 11.93 | 12.72 | |
| Financial inclusion | 2.78 | 2.32 | 1.92 | 2.47 | 3.38 | |
| Having savings products | 27.7% | 17.3% | 14.5% | 18.2% | 34.7% | |

Note: Knowledgeable refers to those answering at least 5 out of 7 questions on financial knowledge correctly.

Source: Authors' compilation from survey data.

APPENDIX 4: ESTIMATES BASED ON BROADER DEFINITION OF SAVINGS

Table A4.1 reports our estimation results for a broader definition of savings that includes not only those who hold savings products (i.e., formal savings) but also those who save in other forms such as keeping money at home, asking some family members to keep money for them, etc. (i.e., informal savings). The dependent variable takes the value one if an individual has any types of savings and zero otherwise. Columns (1), (2), and (3) are the results using the Cambodian sample, while the remaining columns display the results using the Vietnamese sample. We use both the OLS estimator (columns (1) and (3)) and the probit estimator (columns (2) and (4)). Columns (3) and (6) are estimated using the GMM estimator with our conventional instrumental variables. For both countries, we report only the 2nd stage since the 1st stage is similar to the 1st stage reported in Table 8. The estimation results show an increase in the magnitude of the effect of the financial literacy score on the savings decision. A one standard deviation increase in the financial literacy score raises the likelihood of saving by about 12 percentage points among Cambodian respondents and 16 percentage points among Vietnamese respondents, which is twice as large as the effects on formal savings products alone. Similar patterns are also observed when we use the instrumental variable to address the endogeneity of the financial literacy score. Moreover, while the financial literacy score does not have a significant effect on formal savings behavior among Vietnamese respondents, it becomes a significant factor when informal savings are taken into account.

Table A4.1: Effects of Financial Literacy on Savings Behavior (Broad Definition), OLS Estimators and IV

| | Cambodia | | | Viet Nam | | |
|-------------------------------|---------------------|---------------------|----------------------|---------------------|----------------------|----------------------|
| | (1) | (2) | (3) | (4) | (5) | (6) |
| Financial literacy | 0.124*** [0.012] | 0.120*** [0.011] | 0.426*** [0.091] | 0.152*** [0.017] | 0.145*** [0.015] | 0.221*** [0.028] |
| Income (in log) | -0.000 [0.019] | 0.000 [0.017] | -0.099*** [0.038] | 0.105*** [0.027] | 0.113*** [0.024] | 0.088*** [0.023] |
| With some primary education | 0.015 [0.048] | -0.000 [0.060] | 0.204** [0.095] | -0.065 [0.040] | -0.107** [0.043] | -0.059 [0.037] |
| With some secondary education | 0.034 [0.045] | 0.025 [0.058] | 0.142* [0.080] | -0.084** [0.034] | -0.126*** [0.036] | -0.093*** [0.033] |
| Aged under 30 | 0.038 [0.042] | -0.001 [0.035] | -0.013 [0.052] | -0.063 [0.073] | -0.057 [0.066] | -0.049 [0.074] |
| Aged from 30 to 60 | 0.032 [0.040] | -0.001 [0.032] | -0.034 [0.053] | -0.001 [0.071] | -0.001 [0.065] | 0.003 [0.072] |
| Being a male | 0.029 [0.022] | 0.034 [0.022] | 0.007 [0.030] | -0.077** [0.030] | -0.078*** [0.028] | -0.066** [0.027] |
| Self-employed | 0.109*** [0.040] | 0.096*** [0.032] | -0.063 [0.058] | 0.030 [0.044] | 0.011 [0.039] | 0.029 [0.035] |

continued on next page

Table A4.1 *continued*

| | Cambodia | | | Viet Nam | | |
|------------------------|---------------------|--------------------|---------------------|----------------------|-------------------|--------------------|
| | (1) | (2) | (3) | (4) | (5) | (6) |
| Salaried employee | 0.098** [0.041] | 0.087** [0.037] | -0.034 [0.062] | 0.068* [0.036] | 0.056* [0.032] | 0.057* [0.032] |
| Housewife | 0.044 [0.046] | 0.021 [0.037] | -0.093 [0.066] | 0.010 [0.044] | 0.004 [0.042] | 0.010 [0.042] |
| Living in rural area | 0.014 [0.027] | 0.014 [0.027] | 0.007 [0.032] | 0.048 [0.032] | 0.062* [0.031] | 0.068** [0.030] |
| Intercept | 0.734*** [0.127] | | 1.301*** [0.233] | -1.127*** [0.434] | | -0.639* [0.377] |
| Number of observations | 1035 | 1035 | 1035 | 1000 | 1000 | 1000 |
| R-squared | 0.215 | 0.2751 | 0.7807 | 0.2872 | 0.2998 | 0.8068 |

Note: Figures in brackets are standard deviations. ***, **, and * denote coefficients significant at the 1%, 5%, and 10% statistical levels, respectively. The dependent variable is whether the respondent saved or not (either in formal or informal ways). Weighted samples are used for all estimations.

APPENDIX 5: ESTIMATES BASED ON COMBINED SAMPLES OF CAMBODIA AND VIET NAM

Tables A5.1 and A5.2 present our estimation results for the combined weighted Vietnamese and Cambodian samples, using the OLS estimator and the GMM estimator, respectively. The dependent variables in Appendix 5 are: financial literacy score (1), financial knowledge score (2), financial behavior score (3), financial attitude score (4), financial inclusion score (5), and savings behavior (6) and (7). The estimation results show that household income, education, and occupational status are the major determinants of the financial literacy score and its components (especially financial knowledge score and financial behavior score). The financial knowledge score is positively and significantly associated with the financial behavior score, but not with the financial attitude score. Males tend to have a higher financial knowledge score but lower financial attitude score than females.

The OLS results in Table A5.1 show that financial literacy is positively correlated with financial inclusion and saving behavior. A one standard deviation increase in the financial literacy score is associated with an increase in the financial inclusion score of 39 percentage points and in the likelihood of savings of 9 percentage points. Household income, educational level, and, to some extent, occupational statuses are also positively correlated with financial inclusion and savings behavior. While age does not show much correlation with financial literacy score and its components, individuals either under 30 years old or from 30 to 60 years old have somewhat higher financial inclusion and more savings.

As before, we attempt to control for endogeneity of the financial literacy score by using the mean financial literacy score at the provincial level. As shown in Table A5.2, the financial literacy score still has a statistically significant effect on financial inclusion. While the effect of the financial literacy score on narrowly defined savings behavior (i.e., whether the respondents hold any formal savings product) loses its significance after the endogeneity is controlled for, the financial literacy score still has a positive effect on our broader definition of savings (i.e., including those who have savings in informal forms). The latter relationship is significant at the 1% level.

The estimation results shown in Tables A5.1 and A5.2 indicate that, after controlling for household income, education, age, occupational status, and other covariates, the coefficients on the “Viet Nam” dummy variable are negative and statistically significant at the 1% level for most equations. This could be attributed to the fact that the financial literacy gap between Cambodia and Viet Nam is rather small, although Viet Nam seems to have higher values in all covariates that determine financial literacy, financial inclusion, and the saving decision. The reasons for this need to be investigated further.

Table A5.1: Determinants of Financial Literacy and Savings Behavior (Combined Sample), OLS Estimator

| Dependent Variables | (1) | (2) | (3) | (4) | (5) | (6) | (7) |
|-------------------------------|--------------------------|---------------------------|--------------------------|--------------------------|---------------------------|-----------------------|--------------------------|
| | Financial Literacy Score | Financial Knowledge Score | Financial Behavior Score | Financial Attitude Score | Financial Inclusion Score | Saving Behavior (OLS) | Saving Behavior (Probit) |
| Financial literacy | | | | | 0.387*** [0.023] | 0.085*** [0.010] | 0.089*** [0.011] |
| Financial knowledge | | | 0.164*** [0.023] | -0.012 [0.024] | | | |
| Income (in log) | 0.294*** [0.042] | 0.116** [0.047] | 0.258*** [0.042] | 0.105** [0.046] | 0.133*** [0.039] | 0.046*** [0.017] | 0.050*** [0.017] |
| With some primary education | -0.468*** [0.082] | -0.351*** [0.098] | -0.359*** [0.084] | -0.072 [0.092] | -0.439*** [0.090] | -0.148*** [0.041] | -0.104*** [0.032] |
| With some secondary education | -0.215*** [0.073] | -0.133 [0.085] | -0.231*** [0.076] | -0.012 [0.075] | -0.330*** [0.081] | -0.112*** [0.039] | -0.064** [0.028] |
| Aged under 30 | 0.147 [0.096] | 0.149 [0.094] | -0.016 [0.103] | 0.065 [0.091] | 0.037 [0.082] | -0.102*** [0.034] | -0.092** [0.036] |
| Aged from 30 to 60 | 0.220** [0.092] | 0.118 [0.089] | 0.103 [0.099] | 0.081 [0.088] | 0.209*** [0.079] | -0.034 [0.034] | -0.029 [0.035] |
| Male | 0.030 [0.044] | 0.061 [0.045] | 0.019 [0.044] | -0.090* [0.048] | 0.097** [0.044] | 0.003 [0.020] | -0.003 [0.018] |
| Self-employed | 0.300*** [0.068] | 0.100 [0.070] | 0.292*** [0.068] | 0.086 [0.066] | 0.010 [0.071] | -0.023 [0.035] | -0.020 [0.030] |
| Salaried employee | 0.185*** [0.068] | 0.093 [0.076] | 0.130* [0.068] | 0.063 [0.073] | 0.115 [0.073] | -0.031 [0.034] | -0.022 [0.028] |
| Housewife | 0.253*** [0.080] | -0.062 [0.079] | 0.351*** [0.078] | 0.231*** [0.088] | -0.253*** [0.077] | -0.093** [0.037] | -0.102*** [0.038] |
| Living in rural area | -0.193*** [0.054] | -0.192*** [0.057] | -0.108* [0.055] | 0.007 [0.061] | -0.071 [0.052] | -0.046* [0.024] | -0.038* [0.021] |
| Viet Nam | -1.854*** [0.445] | -0.977** [0.490] | -1.151*** [0.441] | -0.847* [0.481] | -1.135*** [0.428] | -0.469** [0.188] | -0.438** [0.182] |
| Intercept | -1.991*** [0.287] | -0.417 [0.314] | -2.265*** [0.288] | -0.200 [0.321] | -0.666** [0.270] | 0.067 [0.115] | |
| N | 2,035 | 2,035 | 2,035 | 2,035 | 2,035 | 2,035 | 2,015 |
| R-squared | 0.2355 | 0.1469 | 0.2573 | 0.1444 | 0.3044 | 0.155 | 0.1748 |

Note: Figures in brackets are standard deviations. ***, **, and * denote coefficients significant at the 1%, 5%, and 10% statistical level, respectively. In all estimations, province dummies are controlled for. The weighted sample is used for all estimations.

Table A5.2. Effects of Financial Literacy on Savings Behavior and Financial Inclusion (Combined Sample), IV

| | (1) | (2) | (3) | (4) |
|---|----------------------|----------------------|---------------------|----------------------|
| | 2nd Stage | | | 1st Stage |
| | Financial Inclusion | Formal Savings | Savings | |
| Financial literacy | 0.313*** [0.101] | -0.009 [0.042] | 0.316*** [0.045] | |
| Income (in log) | 0.154*** [0.045] | 0.076*** [0.019] | -0.007 [0.020] | 0.293*** [0.036] |
| With some primary education | -0.573*** [0.083] | -0.194*** [0.035] | 0.000 [0.037] | -0.517*** [0.070] |
| With some secondary education | -0.403*** [0.067] | -0.127*** [0.028] | -0.047 [0.030] | -0.262*** [0.066] |
| Aged under 30 | 0.022 [0.084] | -0.098*** [0.035] | -0.012 [0.038] | 0.113 [0.088] |
| Aged from 30 to 60 | 0.219*** [0.083] | -0.017 [0.035] | 0.011 [0.037] | 0.211** [0.084] |
| Male | 0.104*** [0.039] | 0.007 [0.016] | -0.025 [0.017] | 0.030 [0.041] |
| Self-employed | -0.040 [0.064] | -0.000 [0.027] | 0.001 [0.028] | 0.289*** [0.060] |
| Salaried employee | 0.089 [0.062] | -0.015 [0.026] | 0.029 [0.028] | 0.171*** [0.062] |
| Housewife | -0.264*** [0.071] | -0.069** [0.030] | 0.004 [0.032] | 0.208*** [0.070] |
| Living in rural area | -0.018 [0.050] | -0.038* [0.021] | 0.037 [0.023] | -0.195*** [0.046] |
| Viet Nam | -1.727*** [0.454] | -0.699*** [0.190] | -0.073 [0.204] | -2.919*** [0.365] |
| Regional literacy level (IV) | | | | 0.919*** [0.098] |
| Intercept | -0.504* [0.270] | -0.064 [0.113] | 0.894*** [0.121] | -1.498*** [0.236] |
| Underidentification test (LM statistic) | | | | 84.111 |
| Weak identification test (F statistic) | | | | 87.177 |
| N | 2,035 | 2,035 | 2,035 | 2,035 |
| R-squared | 0.2509 | 0.2342 | 0.8094 | |

Note: a: Savings is defined based on whether an individual holds any saving product (i.e., formal savings form); b: Savings is defined based on whether an individual has any savings (either in formal savings forms or informal savings forms). Figures in brackets are standard deviations. ***, **, and * denote coefficients significant at the 1%, 5%, and 10% statistical level, respectively. The weighted sample is used for all estimations.