

Griffith Business School

Libyan Attitudes towards Islamic Methods of Finance: An Empirical Analysis of Retail Consumers, Business Firms and Banks

Submitted in fulfilment of the requirements of the degree of

Doctor of Philosophy

By

Alsadek Hesain Abdelsalam Gait

February 2009

Libyan Attitudes towards Islamic Methods of Finance: An Empirical Analysis of Retail Consumers, Business Firms and Banks

Alsadek Hesain Abdelsalam Gait BAcc (GU, Libya) MB&F (AHD, Libya)

Department of Accounting, Finance and Economics Griffith Business School Griffith University

Submitted in Fulfilment of the Requirements of the Degree of Doctor of Philosophy

February 2009

DECLARATION

I certify that the ideas, research work, results, analyses and conclusions reported in this dissertation are entirely my own effort, except where otherwise acknowledged. I also certify that the substance of this thesis has not already been submitted for any degree and is not currently being submitted for any other degree.

Alsadek Hesain Gait

ABSTRACT

Libya is a predominately Muslim country where Islamic finance has not yet been established. However, given the current extensive program of financial reform in Libya and the rapid growth and appeal of Islamic finance in comparable economies, there is growing pressure for a system of Islamic finance to be provided. There is then a pressing need for research into the prospects for Islamic finance from a consumer and provider perceptive to inform this debate and thereby meet the needs of policymakers, financial service providers and prospective users. Accordingly, this study of Libyan attitudes towards Islamic methods of finance, the first study attempted in the Libyan context and one of few studies globally, applies a model derived from the Theory of Reasoned Action to analyse attitudes towards Islamic finance. The particular focus is to understand how the Theory of Reasoned Action can be used for predicting and understanding attitudes towards the potential use of Islamic methods of finance by Libyan retail consumers, business firms and banks. Four main research questions are posed to address this objective. First, does awareness of Islamic methods of finance influence attitudes towards the use of Islamic finance? Second, do socioeconomic, demographic and other factors influence attitudes towards Islamic finance? Third, what are the principal motivating factors towards the potential use of Islamic finance? Finally, is religion the major influence on the likelihood of engaging in Islamic finance? Three surveys of 385 retail consumers, 296 business firms and 134 bank managers in Libya are conducted in 2007/08 to achieve this objective. Descriptive analysis and multivariate statistical analysis (including factor analysis, discriminant analysis and binary logistic regressions) are used to analyse the data. The principal findings are that awareness of Islamic methods of finance and socioeconomic, demographic and business characteristics are key determinants of the likelihood of the use of Islamic finance. Further, religion plays a key, though not the only, role in influencing these attitudes. The thesis findings are of key importance in informing future financial industry practice and financial policy formation in Libya.

ACNOWLEDGEMENT

Firstly, I would like to express my profound thanks to my team of supervisors, Professor Andrew Worthington (Griffith University), Professor Mokhtar Metwally (University of Wollongong) and Dr Helen Higgs (Griffith University). However, as I commenced my doctorate with Professor Andrew Worthington as my supervisor at the University of Wollongong and then at Griffith University, it is with him that I have necessarily had the most contact, and would therefore like to express special thanks to him. He is my valued supervisor, co author and friend and has provided special advice and support for me to help complete this thesis. I am especially grateful for his comprehensive assessment of my drafts.

I would also like to thank those persons who helped me in an informal manner, including Ahmad Ganaw and Kalied Aborwise. They have played a special role in completing my data collection. I am especially thankful to Dr Mahmud Delahma who has been a good supporter of my statistical analysis and provided me with useful advice regarding my research.

Finally, I would like to thank my parents, brothers and sisters in Libya who have supported this research with their encouragement from distance. I would also like to thank my wife, and our three children, Abdelmunaim, Abdelhamed and Aya, who have smilingly sacrificed my company and waited for me until late at night. I can never repay my wife for her unceasing support, endless supply of love and encouragement during the difficult times of my survey and thesis writing. To them, I can only say that I love you all.

TABLE OF CONTENTS

PRELMINARIES	I
DECLARATION	I
ABSTRACT	II
ACKNOWLEDGEMENT	III
TABLE OF CONTENTS	IV
LIST OF FIGURES	
LIST OF TABLES	X
CHAPTER 1. INTRODUCTION	1
1.1 Background	
1.2 Research Issues	2
1.3 Research Objectives	2
1.4 Research Questions and Hypotheses	
1.5 Research Contribution	
1.6 Thesis Structure	
CHAPTER 2. THE LIBYAN FINANCIAL SYSTEM	
2.1 Introduction	6
2.2 The Libyan Economy	6
2.2.1 Historical Background	
2.2.2 Economic Development	8
2.3 Structure of the Libyan Financial System	12
2.3.1 Banking and Non-Banking Institutions	13
2.3.1.1 Insurance Companies	13
2.3.1.2 Social Security Funds	14
2.3.1.3 National Investment Corporation	14
2.3.1.4 The Foreign Exchange and Financial Services Company	15
2.3.1.5 Libyan Securities Exchange	15
2.3.2 Other Financial Institutions	15
2.3.2.1 The Libyan Arab Foreign Investment Company	15
2.3.2.2 The Libyan Arab African Investment Company	16
2.4 Structure of the Libyan banking System	17
2.4.1 Central Bank of Libya	18
2.4.2 Commercial Banks	18
2.4.2.1 State Commercial Banks	19
2.4.2.2 Private Commercial Banks	20
2.4.2.3 Regional Banks	21
2.4.3 Libyan Foreign Bank	21

2.4.4 Specialised Banks	21
2.4.4.1 Agriculture Bank	22
2.4.4.2 Saving and Investment Real Estate Bank	22
2.4.4.3 Development Bank	22
2.4.4.4 Rural Bank	23
2.5 Evaluation of the Libyan Banking System	24
2.5.1 The Internal Assessment	24
2.5.2 Libyan Banking System versus other Arabic Banking Systems	26
2.6 Concluding Remarks	27
CHAPTER 3. ISLAMIC METHODS OF FINANCE	28
3.1 Introduction	28
3.2 Definition of Islamic Finance	28
3.3 Historical and Religious Background	29
3.4 The Principles of Islamic Finance	30
3.4.1 The Prohibition of <i>Riba</i> (Usury or Interest)	31
3.4.2 The Prohibition of <i>Gharar</i>	34
3.4.3 The Prohibition of <i>Maysir</i>	35
3.4.4 The Prohibition of Using or Dealing in Certain Forbidden Commodities	36
3.4.5 Share Profits and Risks in the Business	36
3.4.6 Payment and Collection of Zakah	36
3.4.7 Takaful (Islamic Insurance)	38
3.5 Misconceptions about Islamic Finance	39
3.5.1 Islamic Finance is Communist in Nature	39
3.5.2 Unfair Islamic Lending	40
3.5.3 Without Interest there will be no Investment	40
3.5.4 Innovation and Development	40
3.6 Islamic Methods of Finance	41
3.6.1 Mudarabah (Capital Trust)	41
3.6.2 Musharakah (Full Partnership)	42
3.6.3 Murabaha (Mark-up on Sale)	44
3.6.4 Bai Muajjall (Deferred Payment)	45
3.6.5 Bai Salam (Prepaid Purchase)	45
3.6.6 Istisna (Manufacturing)	46
3.6.7 <i>Ijarah</i> (Lease Financing)	46
3.6.8 Quard Hassan (Benevolent Loans)	47
3.7 Islamic Banking	48
3.7.1 A Brief History	48
3.7.2 Objectives of Islamic Banks	49
3.7.3 Types of Islamic Banks	49
3 7 3 1 Islamic Social Ranks	10

3.7.3.2 Islamic Development Banks	50
3.7.3.3 Islamic Commercial Banks	50
3.7.3.4 Islamic Holding Banks	50
3.7.4 Islamic Banking Operations	50
3.7.4.1 Deposit Accounts	51
3.7.4.1.1 Current Accounts	51
3.7.4.1.2 Saving Accounts	
3.7.4.1.3 Investment Accounts	
3.7.4.2 Methods of Financing (Use of Funds)	
3.7.4.3 Services	
3.7.5 Contributions of Islamic Banking	
3.7.5.1 Relations with Depositors	
3.7.5.2 Closing the Financing Gap	
3.7.5.3 Ethics and Banking	
3.8 Concluding Remarks	
CHAPTER 4. LITERATURE REVIEW	55
4.1 Introduction	55
4.2 Retail Consumers' Attitudes towards Islamic Banking	55
4.3 Business Firms' Attitudes towards Islamic Banking	70
4.4 Financial Institutions' Attitudes towards Islamic Banking	
4.5 Concluding Remarks	79
CHAPTER 5. THEORETICAL PERSPECTIVE AND EMPIRICAL	
METHODOLOGY	
5.1 Introduction	
5.2 Theoretical Framework and Hypotheses	80
5.2.1 Important of the TRA	
5.2.2 Conceptual Model, Research Questions and Hypotheses	84
5.2.2.1 Hypotheses for Libyan Retail Consumers	85
5.2.2.2 Hypotheses for Libyan Business Firms	
5.2.2.3 Hypotheses for Libyan Banks	
5.2.3 Hypothesised Relationships in the Theoretical Framework	
5.2.3 Variables Specification	
5.3 Research Framework	89
5.4 Survey Design and Questionnaires	93
5.4.1 The Survey Instrument	93
5.4.2 Validity and Reliability	95
5.4.3 Conduct of Survey	97
5.5 Sampling	98
5.6 Analytical Techniques	100
5.6.1 Discriminant Analysis Technique	100

5.6.2 Factor Analysis Technique	103
5.6.3 Binary Logistic Regression Technique	106
5.7 Concluding Remarks	108
CHAPTER 6. EMPIRICAL RESULTS	109
6.1 Introduction	109
6.2 Empirical Results for Libyan Retail Consumers	109
6.2.1 The Main Characteristics of the Sample for Libyan Retail Consumers	109
6.2.2 Awareness of Islamic Methods of Finance	110
6.2.3 Impact of Demographic and Socioeconomic Profiles	111
6.2.4 Motivating Factors for Potential Use of Islamic Methods of Finance	116
6.2.5 Important Factors for the Potential Use of Islamic Methods of Finance	119
6.2.6 Potential Use of Islamic Methods of Finance	123
6.2.7 The Probability of Applying Islamic Methods of Finance	124
6.3 Empirical Results for Libyan Business Firms	126
6.3.1 The Main Characteristics of the Sample for Libyan Business Firms	127
6.3.2 Awareness of Islamic Methods of Finance	128
6.3.3 Impact of Demographic and Socioeconomic Profiles	129
6.3.4 Motivating Factors for Potential Use of Islamic Methods of Finance	133
6.3.5 Important Factors for the Potential Use of Islamic Methods of Finance	137
6.3.6 Potential Use of Islamic Methods of Finance	
6.3.7 The Probability of Applying Islamic Methods of Finance	
6.4 Empirical Results for Libyan Banks	144
6.4.1 The Main Characteristics of the Sample for Libyan Banks	144
6.4.2 Awareness of Islamic Methods of Finance	
6.4.3 Impact of Demographic and Socioeconomic Profiles	146
6.4.4 Motivating Factors for Potential Use of Islamic Methods of Finance	
6.4.5 Important Factors for the Potential Use of Islamic Methods of Finance	
6.4.6 Potential Use of Islamic Methods of Finance	
6.4.7 The Probability of Applying Islamic Methods of Finance	
6.5 Concluding Remarks	159
CHAPTER 7. CONCLUSION	161
7.1 Introduction	161
7.2 Summary	161
7.3 Research Contributions	168
7.4 Research Limitations	170
7.5 Areas for Further Investigation	171
7.6 Concluding Remarks	
BIBLIOGRAPHY	
APPENDICES	185

Appendix A Ethical Clearance	185
Appendix B Libyan Retail Consumers' Questionnaire in English	186
Appendix B Libyan Retail Consumers' Questionnaire in Arabic	188
Appendix C Libyan Business Firms' Questionnaire in English	191
Appendix C Libyan Business Firms' Questionnaire in Arabic	194
Appendix D Libyan Banks' Questionnaire in English	197
Appendix D Libyan Banks' Questionnaire in Arabic	199

LIST OF FIGURES

Figure 2.1 Structure of the Libyan Financial System	13
Figure 2.2 Structure of the Libyan Banking System	17
Figure 3.1 Bank Finances Mudarabah for Client	42
Figure 3.2 Client Finances Mudaraba for Bank	42
Figure 3.3 Musharakah between Bank and Client	43
Figure 3.4 Declining Musharakah between Bank and Client	43
Figure 5.1 Fishben and Ajzen's (1975) TRA Framework	81
Figure 5.2 Ajzen and Fishbein's (1980) TRA Framework	82
Figure 5.3 The Modified and Proposed Theoretical Framework	83
Figure 5.4 Hypothesised Relationships among the Determinants of Libyan Retail	
Consumers, Business Firms and Banks towards Islamic Methods of Finance	88
Figure 5.5 Research Framework	91

LIST OF TABLES

Table 4.1 A literature summary of individual customers' attitudes towards Islamic methods of finance 64
Table 4.2 A literature summary of business customers' attitudes towards Islamic methods of finance 74
Table 4.3 A literature summary of financial institutions' attitudes towards Islamic methods of finance 78
Table 6.1 The main characteristics of the sample for Libyan retail consumers110
Table 6.2 Libyan retail consumers' awareness of Islamic methods of finance 111
Table 6.3 Group statistics, tests of equality of group means and pooled within-groups
matrices
Table 6.4 Test results and log determinants
Table 6.5 Eigenvalues and Wilks' Lambda 113
Table 6.6 Standardized canonical discriminant function coefficients, structure matrix,
functions at group centroids and classification results
Table 6.7 Descriptive statistics 116
Table 6.8 Eigenvalues and total variance explained
Table 6.9 Rotated factor matrix 118
Table 6.10 Group statistics, tests of equality of group means and pooled within-groups
matrices
Table 6.11 Test results and log determinants 121
Table 6.12 Eigenvalues and Wilks' Lambda 121
Table 6.13 Standardized canonical discriminant function coefficients, structure matrix
and classification results
Table 6.14 Libyan retail consumers' potential use of Islamic methods of finance124
Table 6.15 Logistic regression prediction of the potential use of Islamic methods of
finance
Table 6.16 The main characteristics of the sample for Libyan business firms127
Table 6.17 Libyan business firms respondents' awareness of Islamic methods of
finance
Table 6.18 Group statistics, tests of equality of group means and pooled
within-groups
Table 6.19 Test results and log determinants 131
Table 6.20 Eigenvalues and Wilks' Lambda 131

Table 6.21 Standardized canonical discriminant function coefficients, structure matrix,
functions at group centroids and classification results
Table 6.22 Descriptive statistics 134
Table 6.23 Eigenvalues and total variance explained 135
Table 6.24 Rotated factor matrix 136
Table 6.25 Group statistics, tests of equality of group means and pooled within-groups
matrices
Table 6.26 Test results and log determinants 139
Table 6.27 Eigenvalues and Wilks' Lambda 139
Table 6.28 Standardized canonical discriminant function coefficients, structure matrix
and classification results
Table 6.29 Libyan business firms' potential use of Islamic methods of finance 141
Table 6.30 Logistic regression prediction of the potential use of Islamic methods of
finance
Table 6.31 The main characteristics of the sample for Libyan banks 144
Table 6.32 Libyan banks respondents' awareness of Islamic methods of finance145
Table 6.33 Group statistics, tests of equality of group means and pooled
within-groups
Table 6.34 Test results and log determinants 14°
Table 6.35 Eigenvalues and Wilks' Lambda 148
Table 6.36 Standardized canonical discriminant function coefficients, structure matrix,
functions at group centroids and classification results
Table 6.37 Descriptive statistics 150
Table 6.38 Eigenvalues and total variance explained 151
Table 6.39 Rotated factor matrix 152
Table 6.40 Group statistics, tests of equality of group means and pooled within-groups
matrices
Table 6.41 Test results and log determinants 154
Table 6.42 Eigenvalues and Wilks' Lambda 155
Table 6.43 Standardized canonical discriminant function coefficients, structure matrix
and classification results
Table 6.44 Libyan banks' potential use of Islamic methods of finance 157
Table 6.45 Logistic regression prediction of the potential use of Islamic methods of
finance