16. Dialog Axiata



Left: **David Nai Pek Lau**, Chairman/ Non-Independent, Non-Executive Director. Right: **Supun Weerasinghe**, Group Chief Executive/Non-Independent, Executive Director

Amid uncertainties, Dialog remains committed to advancing the country's digital infrastructure to bridge the digital divide in society.

Performance excellence

Dialog Axiata recorded consolidated revenue of Rs.120.1 billion, a 3% YoY growth driven by all business segments, namely Mobile, Fixed, Broadband, Television, ICT, and International. On the back of stringent cost management initiatives, the Group Earnings Before Interest, Tax, Depreciation & Amortisation (EBITDA) was recorded at Rs.50.9 billion for FY 2020, representing a growth of 9% YoY.

The Group EBITDA Margin improved to 42.3%, up 2.4pp for the year. Group Net Profit After Tax (NPAT) demonstrated a growth of 12% YoY to reach Rs.12 billion for FY 2020 underpinned by solid EBITDA performance and a stable currency.

Service from the heart in response to the pandemic

The Group’s Enterprise customers impacted by the pandemic were provided with Rs.375 million worth of concessions and benefits to help sustain their operations. The Group invested Rs.200 million towards developing state-of-the-art Intensive Care Units at the Homagama Base Hospital and the Negombo District Hospital. It also provided connectivity solutions to the National Institute of Infectious Diseases (Infectious Disease Hospital) and over 110 quarantine centers while extending Dialog Television services to over 300 quarantine centers across the country. It provided telepresence and connectivity solutions to 30 hospitals and comprehensive telemedicine solutions to 16 countries. Dialog enabled the Ministry of Education to extend toll-free Distance Learning Solutions to 92 schools across the country through the toll-free hotline 1377. It facilitated free access without any data charges to all official e-Learning platforms.

Strengthening Local Livelihoods and Businesses

Dialog launched a mobile-based advisory service for dairy farmers to improve dairy production capacity, milk quality, and livestock health. To support the acceleration of Sri Lankan agriculture and the enhancement of crop quality affordable, automated agriculture kits were launched in collaboration with the University of Moratuwa and the University of Ruhuna. It also launched a free, tri-lingual, and fully-fledged SMS and Voice messages-based weather and warning service to safeguard lives of coastal fisheries communities; and launched the Disaster Emergency Warning Network (DEWN) service to deliver crucial alerts to the entire country. The timely execution of these and countless other efforts are a testament to Dialog’s corporate ethos. As the Company moves further into this new normal, it will continue to invest in critical resources and develop solutions that have a positive societal impact and empower Sri Lanka’s transformation into a digital nation.



Board of Directors

David Nai Pek Lau

Chairman/ Non-Independent,

Non-Executive Director

Supun Weerasinghe

Group Chief Executive/
Non-Independent, Executive Director

1. Dr. Hans Wijayasuriya

Non-Independent, Non-Executive Director

2. Mohamed V. Muhsin

Independent, Non-Executive Director

3. James Maclaurin

Independent, Non-Executive Director

4. Mahesh Amalean

Independent, Non-Executive Director

5. Willem Lucas Timmermans

Non-Independent, Non-Executive Director

6. Vivek Sood

Non-Independent, Non-Executive Director

7. Dato Dr Nik Ramlah Nik Mahmood

Non-Independent, Non-Executive Director

8. Azwan Khan Osman Khan

Non-Independent, Non-Executive Director

9. Dr. Indrajit Coomaraswamy

Independent, Non-Executive Director