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ABSTRACT

The telecommunications industries have gained a huge interest of the scholars in the recent past partly to the high growth rate in the industry as well as the contribution of the industry to the development of economies of various countries because of the huge turnover characterized by the industry. In Kenya, the telecommunication market is continuously and rapidly undergoing considerable changes in the advent of increasing competition, fast developments in the mobile market as well as improved international connectivity. With the favourable revenue margins characterized by telecommunication companies, the telecommunication firms are viewed as lucrative tax space in Kenya. The telecommunication industry like other industries is subject to the fiscal policies of the country and hence are subjected to general tax payments including income taxes whereas the ICT services that the consumers purchase are subjected to VAT. The tax is paid by the consumer in the form of excise taxes, sales taxes, VAT taxes, income taxes or tariffs. The coming into effect of the Finance act 2021 further increased internet and telephone service excise taxes to 20% from 15% implying that in addition to paying the 16% VAT, the consumers are subjected to the 20% excise tax. This means that, for every amount the consumers spent on airtime, 36% is tax that goes to the government. The proposed study seeks to determine the effect of import duty on the performance financial of Kenyan telecommunication entities. The study was guided by the benefits theory and the ability to pay theory. The study adopted a causal research design in answering its research questions. The population of the study entails 26 telecommunication entities whose data is collected between the periods January 2017 to December 2022 making 156 observations. When data collection is complete, the data was cleaned and organized in an excel sheet to simplify the process of data arrangement and analysis. The data was set to panel data and analyzed using STATA version 13. The analysis of the data entailed the inferential as well descriptive statistics. The descriptive statistics involved the mean, maximum, the minimum values as well as the standard deviation. Inferential statistics involved the multivariate panel regression model. The study concluded that import duty has a positive and significant effects on the performance financially. The study recommended that KRA to regulate the taxes imposed on the telecommunication entities in Kenya.

Key words: *Financial Performance, Import Duty*

1. INTRODUCTION

Telecommunication companies in Kenya are experiencing stiff competition in the provision of both data and voice services. Some of the telecommunication firms have been recording increasing profits while others are recording declining profits (Businesswire report, 2022). In Kenya, the telecommunication industry is faced with a number of challenges that includes low subscription among customers, low quality infrastructure, poor connectivity in some parts of the country among others. This may be attributed to poor strategic plans of the companies, which in other cases has led to staff layoffs (Rahab et al., 2022). The performance of telecommunication entities like other companies in other sectors is paramount to its sustainability (Ngugi & Murugi, 2022). Though the telecommunication industry in Kenya has shown upward growth trend, the sector faces still competition and constraint by regulatory policies that include taxation policies skewed towards them.

Different parameters can be used in measuring organizational Performance, which include internal business, financial, customer, innovation and learning in order to give a true picture (Wandabwa & Kilika, 2020). Firm performance according to Mudogo (2019) focuses on three specific aspects including the market competitiveness of the firm, the profit and loss aspects of the firm and finally the shareholder returns. Good performance or bad performance of a firm is measured within the industry using specific standards set by the industry players with the assumption of fairness.

Digitization is considered as a major factor that contributes to productivity and firm performance. The main driver of digitization is the telecommunication industry, which is viewed as an important component that enhances the performance of a firm. Telecommunication industry provides both voice and data services, which are employed by the firms in the process of production. The telecommunication industry like other industries is subject to the fiscal policies of the country and hence are also subjected to general tax payments including income taxes whereas the ICT services that the consumers purchase are subjected to Value Added Tax (VAT) (Katz & Jung, 2023). Most of the telecommunication services are provided by multinational companies. As a result, taxing the profits of these companies becomes a challenge especially in those countries characterized by low capacity.

A Import Duty is levied on the services and goods purchased. The tax is paid by the consumer in the form of excise taxes, sales taxes, value added taxes, income taxes or tariffs. Import Duty form a significant source of revenues for various governments globally. In OECD countries, Import Duty contributed to about 32.3 percent of tax revenues in 2019 (Tax Foundation, 2021). Taxes on consumption are charged by the authorities for different reasons including generation of revenue for the government, discouragement of consumption of certain services and goods, stimulate growth and development of the country, control inflation rates, redistribution of income in the society among others (Omodero, 2020).

The tax application in the telecommunications industry is heterogeneous globally. Various governments have different objectives of taxation of the telecommunication industry, which may be conflicting. The reason to this is that the telecommunications industry plays huge contribution in the economic development of the various countries. Thus, due to the huge turnover that is associated with the telecommunication firms, the various governments are banking on these firms for revenue generation. The taxes that are subjected to the telecommunication firms are subject to the firms and the consumers. The governments apply two evident fiscal models in the taxation of the telecommunication firms. There are countries that have made the decision to reduce the taxes on the firms as a way of stimulating investments and adoption of the telecommunication firms while others have increased the taxation of the

telecommunication industry to maximize revenue collection that would aid in the provision of the various government services (Katz & Jung, 2023).

A section of the governments wants the telecommunication firms to increase their coverage as cheaply and widely as possible to spur growth and increase the revenue generation to the government. As a way of encouraging more investments in the technological industry, other governments go an extra mile to provide tax incentives. The governments perceive the increased coverage as being beneficial as technology is instrumental in the provision of the general services in the sectors such as health, banking and education among others (Matheson & Petit, 2017).

In the developing countries especially with the huge revenue turnover associated with the telecommunication industry, the developing countries bank on the telecommunications industry for revenue generation. However, the overreliance on the industry for revenue generation by the developing countries has led to overtaxation which affected negatively the growth of the industry by extension. A report by Deloitte (2015) indicates increasing average ration of the total indirect and direct taxes to the overall cost of ownership of the mobile phones to 21.1% from 17.4% in 2015 and 2007 respectively (Rota-Graziosi & Sawadogo, 2022).

The telecommunications industries have gain a huge interest of the scholars in the recent past partly to the high growth rate in the industry as well as the contribution of the industry to the development of the economies of various countries as a result of the huge turnover characterized by the industry. Globally, China is among the leading countries with the largest telecommunication market where the studies have indicated that an average of 1.25 million weekly cellular subscribers (Pyramid, 2018). On the other hand, India has been seen to have the fasted and competitive telecommunications market with a growth rate of 26% (PTI, 2019).

Globally, the tax application on the telecommunication entities are heterogeneous across the countries. The Chinese government has a set standard enterprise income tax (EIT) rate of 25%. The Chinese government has also considered the small-scale businesses with special tax rates of between 2.5% to 20% if the businesses meet certain requirements. In addition, the enterprises who have invested to perform qualifying outsourcing services as well as those enterprises with new and high technology status enjoy a tax rate of 15%. Those entities that have operations in some parts of China who operate in activities that are within the Chinese laws (15%) (Deloitte, 2023).

The tax policy of a country has affects the performance of companies since it affects the organizational structure as well as liquidity of a firm. Latin America is experiencing constant modifications and updates in the fiscal regulations. The tax regulations have an impact on the firm performance financially. However, the same regulations provide tax incentives and benefits where the entities can take advantage of. The burden on tax has an impact on the behaviour of different entities in the different productive sectors. The tax incentives are purposely meant to promote certain behaviours among the actors in the economy (Córdova-León et al., 2022).

Chile's main source of revenue are the Import Duties with 53.1 percent of its revenue in total collected from Import Duties. The United States government however raises 17.6 percent of the total tax revenue from Import Duties. This is an indication that the Import Duty rates in Chile are higher as compare to the Import Duty rates in US. A comparison of Import Duty rates as a measure of GDP indicates that Hungary is leading with Import Duties amounting to 16.2 percent of the GDP among the OECD countries. On the other hand, United States recorded the

lowest tax rate percentage of GDP at 4.3 percent again an indication that US has the lowest consumption rates (Tax Foundation, 2021).

In terms of the sales revenues, US is leading both in the revenues as a percentage of GDP at 2 percent and has the highest total revenue share at 8.2 percent. The OECD countries that generate revenues out of sales taxes are only 10. Spain collects less than 0.1 percent as a share a percentage of GDP or as a share of total revenue in sales taxes. Turkey raises the most from excise taxes at 14.8 percent as a share of revenue whereas New Zealand occupies the lowest category in terms of revenue generation at 2.5 percent with Estonia taking the highest generation as a share of the gross domestic product at 4 percent. The united states generation of tax revenue as a share of GDP is the lowest at 0.8 percent.

Alsarmi and Ahemed (2022) studying on VAT effects on the performance financially, found that, VAT would influence significantly of the companies operating in Kuwait and other GCC countries performance financially in the beginning of year 2018. Profitability was adopted in the study as one of the measures of performance financially of entities. Companies were also found to pass the effect of taxation to the final consumer.

The telecommunication entities in the developing countries are considered as the major avenues of generating revenues for the countries because of the turnover associated with entities as well as their formal sector status. According to Matheson and Petit (2021) the telecommunication entities face several sector specific taxes in the developing countries because the entities are characterized by huge turnovers and thus the developing country governments consider these entities as major sources of revenue (Rota-Graziosi & Sawadogo, 2022). The telecommunication industry is heavily taxed in countries such as Zambia, Chad, Congo and Guinea at 35 percent, 37 percent, 61 percent and 33 percent respectively (Statista, 2022). The total revenues generated from the telecommunication in Malawi, a country with relatively heavy telecom-specific taxes averaged 1.8 percent of GDP, in 2013-2015.

The telecommunication companies in Senegal made a contribution between 2005 and 2009 of about 20 to 30 percent of corporate income tax. More than a quarter of the sales taxes in Haiti came from the telecommunications sector in 2014. The overall taxation of the telecommunication industry has been on the rise especially in the developing countries who are seeking more revenues for service delivery. The average ratio of the indirect and direct taxes to the total cost of the mobile telecommunications rose to 20.1% from 17.4% in 2015 and 2007 respectively. The rising burden on the taxes imposed on the telecommunication industry has affected their incomes and by extension their operations and has raised concerns among policy experts regarding negative growth effects (Matheson & Petit, 2021).

In the sub-Saharan Africa, the taxes subjected on the transactions especially mobile-based that includes airtime has been increasing. An approximation of 26% of the fees and taxes paid by the telecommunication industry in 2015 in the 12 sub-Saharan countries that include South Africa, DRC, Chad, Madagascar, Guinea, Tanzania, Ghana, Rwanda, Niger, Senegal, Cameroon and Sierra Leone were classified as sector specific taxation and did not apply to all sector of the economy. In Uganda, the excise duty for the telecommunication firms is 15 percent, 12 percent in Kenya and 10 percent in Tanzania (International Centre for Tax and Development, 2022).

The Sub-Saharan countries in Africa have been increasing the rates of taxation on the telecommunications industry with a view of increasing tax revenue generation from the formal, informal enterprises as well as the households that would aid them in the provision of services to the citizens (Matheson & Petit, 2017). However, the increasing burden of taxation in the

industry has raised concerns as it has a potential negative effects on the growth of the industry and threatens the gains so far made by the entities in terms of inclusion financially especially in the countries still developing. Tax contribution of the telecommunication sector in DRC was \$352 million much higher than \$277 million which was the contribution from the general economy (Ndung'u, 2019). Furthermore, in 2015, the total contribution of the telecommunication industry in terms of sales revenue as a percentage of GDP was 3% in DRC. The contribution of mobile tax payments was at least 17% of the total government tax revenues (ogers & Pedros, 2017).

The mobile telephony and its associated financial transactions in Kenya now faces increasing taxation from tax exemption initially. The government of Kenya initially exempted the mobile devices from the VAT as a move in increase accessibility of the mobile telephony services by the citizens in 2009 (Ndung'u, 2019). This move led to an increased affordability of the mobile devices and many of the citizens acquired the handsets. During the same period, the purchases of the mobile devices increased by 200% and the penetration rates increased to 70% up from 50%. The increasing purchases and penetration rates of the mobile telephony devices accelerated other services including mobile money services. The total mobile subscribers of Kenya nearly doubled by March 2013 from 17.4 million to 29.8 million in June 2009 (Sapovadia, 2018).

The Kenyan telecommunication industry is subject to special telecom tax (International Centre for Tax and Development, 2022). When VAT act of 2013 came into effect, some of the goods that were earlier exempted by the government of Kenya including computer hardware, mobile phones and software were now subjected to taxes. The mobile phones were subjected to 16% VAT. Furthermore, airtime was also subjected to tax at the rate of 10%. An excise tax of 10% was introduced by the government of Kenya for all retail financial transactions. When the Finance act 2018 came into effect, the excise tax relating to bank transfers of money was increased to 20% from 10%, the excise tax increased to 15 % up from 10% on airtime and 15% excise tax introduced on fixed line services and internet services. As a result, these taxes have led to the rise in Import Duty (Ndung'u, 2019). The excise duty was raised by the government of Kenya to 20% from 15% in 2021 in a view of increasing revenue generation (Lane, 2022).

The telecommunication market in Kenya has been growing recently and based on the forecasts, stronger growth of the industry is expected by the year 2025. This increasing growth in the industry can be attributed to increasing adoption of the smartphones as well as the increasing population and know how. The growth can also be attributed to the robust regulatory frameworks that exist in the country. The main parts of the growth in the industry are the content services as well as the premium connectivity. Therefore, because of the increasing connectivity and adoption of the services by the firms, the firms have been realizing increasing revenue generation over time (Global monitor, 2022).

The telecommunication entities in Kenya have been flagged by the Kenya Revenue Authority (KRA) because of possible under declaration of internet, airtime and other sales relating to mobile money transactions. The telecommunication firms are expected to remit 10% duty on money transfer services, 20% excise duty on sale of data bundles and airtime.

The telecommunication industry in Kenya comprises three tier one registered telecommunication firms, which include Telkom Kenya Limited, Airtel Kenya Limited and Safaricom, PLC. These are the firms that own a network, provide voice and data services as well as host their numbers (M'Kuma et al., 2020). However, there are other telecommunications entities in Kenya classified as tier two, three and four who may not have their own network by operate their own numbering system and mostly supported by the higher tier network services

in serving their customers. Tier zero operators occupy the lowest tier classification and rely on tier four and tier one networks in the provision of their services. Their main characteristic is that they have their systems that they use in managing the users and embrace innovation in technology in a move aimed at avoiding reliance on purchase of network access from the other providers to support them (Wandabwa & Kilika, 2020). The telecommunication market in Kenya is continuously and rapidly undergoing considerable changes in the advent of increasing competition, fast developments in the mobile market as well as improved international connectivity (Mohammed & Shahin, 2020).

The mobile (SIM) penetration dropped by 2.5 percent from 65.1 million subscribers as at December 2022 to 64.9 million subscribers in 2022 and stood. Part of the reason for the decline may have been the SIM registration that is ongoing where some cards were deactivated. On the other hand, the subscriptions for mobile money however increased to 36.4 million subscriptions by March ending 2022 up from 35.2 million subscribers as at end of December 2021 thus translating to a rate of penetration of 73.8%. During the first quarter of 2022, the domestic mobile voice traffic dropped to 1.4% from 7.7% due to the conclusion of various promotions that were running during the previous quarter (Competition Authority, 2022).

2. STATEMENT OF THE PROBLEM

The Kenyan telecommunication entities are experiencing stiff competition in the provision of both data and voice services. Some of the telecommunication firms have been recording increasing profits while others are recording declining profits. The telecommunication industry like other industries is subject to the fiscal policies of the country and hence are also subjected to general tax payments including income taxes whereas consumers are subjected to VAT on the ICT services that they purchase (Katz & Jung, 2023). The telecommunication firms are viewed as lucrative tax space. The coming into effect of the Finance act 2021 further increased internet and telephone service excise taxes to 20% from 15% implying that in addition to paying the 16% VAT, the consumers are also subjected to the 20% excise tax. This means that, for every amount the consumers spent on airtime, 36% is tax that goes to the government.

Import Duty form a significant source of revenues for various governments globally. Various governments have different objectives of taxation of the telecommunication industry, which may be conflicting. The telecommunication firms especially those in the developing country governments are persieved to have a high turnover and hence these governments bank on the firms for revenue generation. The burden of taxation of these firms in the developing countries has been increasing over time. In Kenya, the taxation on the telecommunication industry has changed from tax exemption in 2009 to increasing taxation on the firms every time a new finance act comes into effect, the latest being the finance act 2021 that increased the excise duty from 15% to 20% (Ndung'u, 2019).

Though Import Duty\ remains a critical aspect of taxation affecting performance of companies, a number of studies have been conducted on the effect of Import Duty on performance of telecommunication firms. A study by Matheson and Petit (2021) indicated that taxes on the telecoms sector have placed the operations of the telecoms firms in uncertainty, high and regulatory and compliance costs. The study however, did not indicate the impact of these taxation levies on performance financially of these telecom firms indicating methodological gap. Furthermore, the study focused at all the developing countries contrasting the current study that narrows to the context of Import Duty in Kenya. Taxation policies vary from country to country and from territory to territory hence contextual gap. A study by Katz and Jung (2023) on the impact of subjecting the telecommunications industry to taxation found strong evidence that taxation affects the telecommunications investment negatively in terms of high regulatory

fees, custom duties, excise taxes and profit taxes. However, the study did not indicate how custom duties, excise taxes impact the profitability of the telecom firms. The proposed study seeks to narrow to the effect import duty, excise duty and VAT on telecom firms' performance financially in Kenya. Local studies in Kenya conducted on taxation focused at the performance of SMEs tax effects (Kamar, 2015; Ngali, 2020) or listed firms (Tirimba, et al 2016). However, no study if they exist have focused at the effect of Import Duty on the Kenyan telecommunication firms' performance financially an indication of contextual gap. Therefore, the proposed study seeks to determine the impact of Import Duty on the telecommunication entities' performance financially in Kenya. This study has been necessitated by the persistent increase in the consumption costs of the telecommunication firms as a result of the changing fiscal policies in the country.

3. OBJECTIVES

To determine the impact of import duty on the financial performance of Kenyan telecommunication companies.

2.0 LITERATURE REVIEW

In a study on the taxation effects in the telecommunications industry, Katz and Jung (2023) indicated that the prices of the telecommunication services are affected by the taxation that is subjected to the firms. The taxes effect on the incomes of the firms as well as affecting on their investments. Additionally, taxation negatively influenced investment as a result of the increase in profit taxes, regulatory fees and custom duties for equipment. Furthermore, the study concluded that value added taxes, labor taxes and other taxes negative affects the decisions on investments negatively. Broadband adoption is also directed affected if the import duties on smartphones are effected and indirectly by the taxes through the pricing of services as well as limited coverage. The current study however is focused specifically on import duty effects on the Kenyan telecommunication entities' performance financially.

Kamau (2018) did carry out a research on tax incentives effects on identified Kenyan agricultural firms' financial wellbeing. The results of this particular study pointed out that the effective tax rate had little and insignificant relationships with ROE and ROA. The results also indicated that the nexus between long-term insolvency and effective tax rate was also insignificant. Considering the study results, effective tax ratio and market price per share had little and insignificant relationship. This study was however focused on the tax incentives effects on identified agricultural firms' performance financially whereas the current investigation is focused specifically on the impact of import duty on the telecommunication entities wellbeing in terms of finance.

Organisation for Economic Cooperation and Development (2020) presented a report on broadcasting and communication services taxation in Brazil. The report underscored that Brazilian communication companies are faced with multitude of taxes some of which are specific whereas others apply to all sectors. Furthermore, the report indicated that Brazil has one of the leading tax burdens on the telecommunications industry as compared to the other countries. The high fees and taxes on the telecommunications industry if passed to the consumers would likely affect the pricing of the services and may affect the firm performance negatively. The telecommunications industry is a critical industry that supports other industries in the provision of services and goods and thus any negative effects on the firms would definitely have spillover effects.

A study on the support of competitiveness of telecommunication manufacturers through provision of tax incentives was conducted by Dezhina et al. (2020). The study pointed out that

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OECD and IMF have a widely accepted and developed tax burden calculation technique. The option of considering reducing taxation with the aim of increasing the productivity of the firms as has been adopted by China would have a significant effect in the economy. The results thus champion for a progressive policy formulation that is friendly to the traders and firms in equal measure.

3. THEORITICAL REVIEW

Benefit Theory

Benefits theory is a theory of taxation that was espoused by Knut Wicksell (1896) and Erik Lindahl (1919). The benefit theory is a principle of taxation, which postulates that the government should impose levies on individuals in accordance with the benefits accrued from such payments. One of the sources of revenue for the government is through the taxes imposed on its citizens. Thus, the more benefits the individuals derive, the more they should pay to the state. Taxes, according to this principle help determine the type of services the individuals would receive from the government (Lin et al., 2020).

Ideally, taxes on individuals reduces the income of the individuals. However, the taxes, which make up the income of the government, are returned by the government back to the community in the form of service delivery (Taghizadeh-Hesary & Yoshino, 2020). This may take the form of routine development within the community, which benefited the entire community in the end. The main justification for the principle is that taxation serves the purpose aiding in the provision of government services. Thus, citizens pay taxes in return to the services that the governments provide to them (Saez & Zucman, 2020).

The theory is of relevance because even though the Import Duty may reduce the income taxes of the telecommunication firms, the firms may benefit from these taxes through the various services provided by the government. Thus, the theory clearly presents an explanation of the role of Import Duties that the telecommunication firms are subject to. The theory has however been criticized in that one cannot point to a direct benefit the gain from the government from the taxes they pay. In addition, applying the principle means that the less endowed would have to contribute more because they are the greatest beneficiaries from the government services.

Ability to Pay Theory

The theory was espoused by Adam Smith (1776) and postulates for a progressive income taxation in that people with the ability to pay more should pay a higher percentage of the income tax. Tax payment is a legal obligation for the citizens to contribute in enhancing service delivery by the government of the day. The principle of ability to pay gives the provision for fair taxation if it comes to tax norms with fiscal substance. The rationale behind this principle is that those with higher incomes are more capable of paying more taxes (Koritnik & Podlipnik, 2017).

The government sources its main revenue from taxes on individuals and businesses. The government uses the revenue generated from taxation to fund its provision of services across the country. In order to generate substantial amount of revenue, the principle advocates for a progressive tax system when the well-endowed pay more compared to the less endowed (Clemens & Veugel, 2020). The ability-to-pay theory promotes the concept of income distribution within the society as it advocates for more revenue to be collected from those with high incomes in the society which is the spent or redistributed in the provision of services where less endowed are the most beneficiaries (Coote et al., 2019).

The ability to pay theory is of significance in the current study because it outlines a progressive method in which a government can use while implementing its taxation policies on individuals and businesses. Thus, the principle advocates that the government should adopt a system whereby individuals and businesses should pay taxes depending on their levels of income. Those on the higher income bracket are required to pay more compared to those on the lower income bracket. However, the theory has been equally criticized and the critics assert that the principle is not fair as it punishes hard work and reduces the incentive to earn more.

Conceptual Framework

It presents a diagrammatic presentation of the expected relationship between the dependent and the independent variables of the study. The independent variable comprises of the study is import duty whereas the dependent variable is financial performance of Telecommunication entities in Kenya.

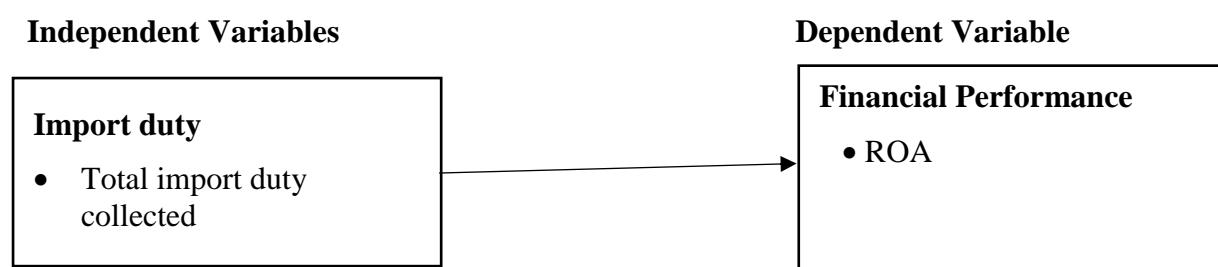


Figure 1: Conceptual Framework

4. RESEARCH METHODOLOGY

This, according to Bell et al. (2018) refers to a roadmap that is guiding the researcher in finding solutions to the statement of the problem as well as answering the research questions. The study adopted a causal research design in answering its research questions. The design can be used to give answers to the questions such as where, what, when and how (Erickson, 2017). A causal research design also referred to as an explanatory research design is carried out to provide an explanation on the nature and extent causal relationships between the variables of the study. Causal research design is useful in explaining relationship between variables, offering replication and have greater levels of internal validity. However, the design may be good in cases of coincidences and that it is hard to identify which variable is the cause and which one is the impact (Eva & Stern, 2019).

The population entails the population of interest that the research intents to study. This is the population that was used by the study in selecting a sample in cases where sampling is necessary. The population of the study involved the 26 telecommunication companies operating in Kenya as at December 2022 (List attached in appendix). The data was collected from this population for the Periods January 2017 to December 2022 on excise duty, import duty and VAT the identified telecommunication firms paid during the period under review. Furthermore, data was collected on the total assets of the firms across the study period.

The size of a sample is used to refer to the population portion of the study where the researcher deduces inferences of the research. The population of the study entails 26 telecommunication firms whose data is collected between the periods January 2017 to December 2022 making a

total of 156 observations. This data size is manageable and hence the study adopted a census method.

The accuracy and reliability of the results of a study are squarely dependent on the accuracy of the data collected. The study adopted secondary data in its analysis. The data was sourced from the financial statements of the telecommunication firms identified in the study for the period from January 2017 to December 2022. Thus, the data to be collected was specifically cover the excise duty paid by the companies, the import duty, the VAT, the total assets and finally the return on assets. The data covered the identified telecommunication entities specifically in Kenya.

When data collection is complete, the data was cleaned and organized in an excel sheet to simplify the process of data arrangement and analysis. The data was set to panel data and analyzed using STATA version 13. The analysis of the data entailed the inferential as well descriptive as the statistics. The descriptive statistics of the study involved the mean, maximum, the minimum values as well as the standard deviation. On the other hand, the inferential statistics involved the panel regression model that was estimated to determine the relationship between the dependent and the independent variables of the study.

The study adopted a multivariate model in estimating the relationship between the independent variables (excise duty, import duty and value added tax) and the dependent variable of the study (Performance financially). However, this model was estimated after running the diagnostic tests that was key in determining the suitability of the data for regression analysis. With the dynamic panel data, the population in the study is studied across the specified time period (Hsiao, 2007).

5. RESEARCH FINDINGS AND DISCUSSION

Descriptive Statistics

This entails the means of the respective variable, their SDs as well as the minimum and the maximum values. Descriptive outcomes of the study are outlined in the subsequent sections.

Table 1: Descriptive Results

Variable	Obs	Mean	Std. Dev.	Min	Max
Import Duty in billion KES	156	1.55039	6.61409	0.131	42.29
ROA	156	0.09966	0.07503	0.00025	0.34742

The mean and standard deviation values for import duty were 1.55039 and 6.61409 respectively. Its corresponding max and min values were 42.29 and 0.131 in that order.

Correlation Analysis

This was conducted to find out the relationship, direction and magnitude of the between the independent variables that import duty on performance financially.

Table 2: Correlation Results

	ROA	Import Duty
ROA	1.000	
Import Duty	-0.5075	1.000
	0.000	

The import duty strongly and negatively correlated with performance financially. The relationship was significant statistically ($r = -0.5075$, $p = 0.000 < 0.05$).

6. DISCUSSION OF THE FINDINGS

From the results, the mean and SD values for import duty were 1.55039 and 6.61409 respectively. Its corresponding maximum and minimum values were 42.29 and 0.131 in that order. In addition, the correlation between import duty and performance financially was negative, significant as well as strong ($r = -0.5075$, $p = 0.000 < 0.05$). Furthermore, the panel outcomes of regression for import duty indicate that import duty significantly and negatively affects the performance financially of Kenyan telecommunication entities ($\beta = -0.037$, $p = 0.033 < 0.05$). Thus, import duty negatively and significantly affects the financial wellbeing. These results are in tandem with the findings of Katz and Jung (2023) who pointed out that various governments perceive the telecommunication entities as one of its major sources of revenue due to its turnover as well as appreciating their role in the economic development. Thus, the telecommunication entities are subjected to numerous taxes, which have had an impact on their service prices. Dezhina et al. (2020) further argued that the option of considering reducing taxation with the aim of increasing the productivity of the firms as has been adopted by China would have a significant effect in the economy. The results thus champion for a progressive policy formulation that is friendly to the traders and firms in equal measure. However, Kamau (2018) argued that the effective tax rate had little and insignificant relationships with entity performance. The results also indicated that the nexus between long-term insolvency and effective tax rate was also insignificant. Considering the study results, effective tax ratio and market price per share had little and insignificant relationship.

7. SUMMARY, CONCLUSION AND RECOMMENDATIONS

From the results, the mean and standard deviation values for import duty were 1.55039 and 6.61409 respectively. Its corresponding maximum and minimum values were 42.29 and 0.131 in that order. In addition, the correlation between import duty and performance financially was significant statistically negative as well as strong (-0.5075 , $0.000 < 0.05$). Furthermore, the panel regression results for import duty indicate that import duty significantly and negatively affects the performance financially of Kenyan telecommunication entities ($\beta = -0.037$, $p = 0.033 < 0.05$). Thus, import duty negatively and affects significantly on the telecommunication entities performance financially in Kenya. These outcomes go in handy with the findings of Dezhina et al. (2020) who argued that the option of considering reducing taxation with the aim of increasing the productivity of the firms as has been adopted by China would have a significant effect in the economy. The results thus champion for a progressive policy formulation that is friendly to the traders and firms in equal measure.

Kenya Revenue Authority ought to regulate the import taxes levied on the telecommunication entities in Kenya. This is because increasing the import duties on the telecommunication firms negatively affects their productivity and by extension negatively affects the performance of KRA measured by the amount of taxes collected.

Taxation is a concept that is largely anchored on government laws and policies. As such, the formulation or creation, adjustment and review of Import Duty policies before being deployed has to be a collaborative policymaking process not only involving government arm through the legislature but should consider the other key players affected. In the context of this study, the government representatives ought to engage the telecom industry players in a consultative

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policymaking process of taxation policies targeting telecommunication companies. Collaborative tax making policies not only supports favourable policy for telecommunication investment but also boosts taxpaying by telecommunication companies because they feel they were part of the making of tax policies and agreement and were not just imposed to them.

Past studies including this study argues that taxes largely have deterrent negative impact on performance. For instance, in this study, excise and import duty had negative impact on performance of telecommunication firm measured using return on assets. However, this may not be the true reflection. There is also perception that tax compliance (payment) should have positive impact on performance because taxation compliance by paying taxes means abiding by legal obligation of operations. As such, well thought and collaborative taxes should exhibit positive impact on firm performance but only when there is good institutional quality existing in government. Thus, further research should focus on the effect of Import Duties on performance of telecommunication firms under mediating effect of institutional quality.

The study was confronted with one major significant methodological limitation particularly data access and availability. Some of the telecommunication companies did not post financial data and tax data on their website and for some data were missing for some years. However, this was mitigated by visiting each of the telecommunication firm and requesting for data capturing taxation made in regard to excise, import and VAT taxes. Moreover, some of the telecommunication firms were reluctant to share data regarding taxation payments for fear that the information could be used against them with the tax authorities. However, this was mitigating by assuring them that the data were meant for academic purposes only and will not be used to damage or expose any company. Furthermore, unique codes were used to identify the telecommunication firms without mentioning their name directly.

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