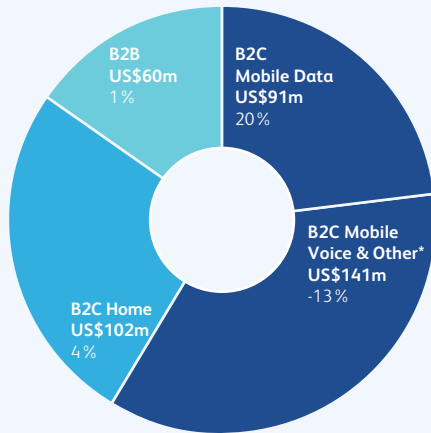




Revenue by service



*Other includes SMS, Mobile Financial Services (MFS), other VAS services and Visitors roaming revenue; DVNE, DVNO, MVNO network access revenue and other small atomized items.

Country facts

6m	Population¹
US\$8,900	GDP per capita²
150%	Mobile penetration³
27%	Broadband penetration⁴

Tigo facts

1	Mobile market position
2	Broadband market position
1	PayTV market position
439,000	HFC RGUs

(1) Population information, GDP per capita and other macroeconomic and country data have been based on the U.S. Central Intelligence Agency's The World Factbook. Population data is a 2016 estimate from The World Factbook.

(2) GDP per capita is presented on a purchasing power parity basis divided by population, based on 2016 estimates derived from the World Factbook.

(3) Mobile penetration rate represents total connections in the market divided by the total population as of December 31, 2017, as measured by GSMA.

(4) Broadband penetration rate represents the number of fixed broadband subscribers divided by total number of households as of December 31, 2017, as forecasted by Ovum.

Performance

As the leader in a country with four major operators, our focus has been on providing the highest quality mobile data experience to our customers and on expanding our HFC network.

In Mobile, we launched 4G in Q1, and it has been a success. Though the B2C subscriber base declined by 10.1%, we grew data users by 14.4% and GB per user by 63%. Most notably, we added 311,000 4G smartphone data users during the year.

In Home, our current focus on up-selling and cross-selling is working and drove HFC Revenue Generating Units (RGUs) up 4.1%, and ARPU 4.1% as well.

In B2B we have seen a surge in our small and medium-sized businesses (SMBs) customer base, making the Tigo brand an established partner to SMBs throughout El Salvador.

Overall, service revenue declined 0.6% but Mobile Data grew 20.1%, and we saw revenue growth accelerate throughout the year.

EBITDA grew 4.5% year-over-year, and the margin expanded 180 basis points to 36.6% on good cost control.

HFC homes connected

254,000 **As of year end 2017**
-12,000 **Net additions**

4G smartphone data users

311,000 **As of year end 2017**
311,000 **Net additions**

Service revenue US\$m

2017	398
2016	400

EBITDA US\$m

2017	155
2016	148

EBITDA margin %

2017	36.6
2016	34.7

Find us online and on social media:

www.tigo.com.sv

Tigo El Salvador is a subsidiary of Millicom International Cellular S.A.



Our people in El Salvador

98%

El Salvadorian employees

86%

Senior managers employed locally

39%

Women in the workforce

35%

Women in senior leadership

Awards

- Recognition of **“Friendly Company”** by SOS Children’s Villages.
- Appointment of **“Children’s Ambassadors”** by World Vision.
- Recognition **“Connectivity and Innovation”** by Fundación Salvador del Mundo (FUSALMO).
- **Great Place to Work 2017** (more than 1,000 employees) – Position 15.



Enabling a more responsible supply chain

This year we launched a corporate responsibility supply chain training initiative, involving 25 providers from various industries. Our goal was to provide them with expert face-to-face training through local organizations that offered certifications and improvement tracking. Modules included Code of Conduct, Child rights and business practices, Environment protection – Eco efficiency, Gender equality and diversity, Health and Safety, Data protection, and other relevant topics.

Closing the digital gap

We have implemented Corporate Responsibility initiatives to help close the digital and financial gap between men and women in the country. Through the “Salvadoreñas conectadas para el desarrollo” project, we will be training 100,000 women over the next three years on Internet usage, child online protection and electronic money usage. This is to support our work with the GSMA and our commitment to balance the use of the Internet among our male and female clients by 2020. The mix is now 48% women and 52% men.




“Salvadoreñas conectadas para el desarrollo”

Una iniciativa para empoderar a la mujer salvadoreña a través de la tecnología

