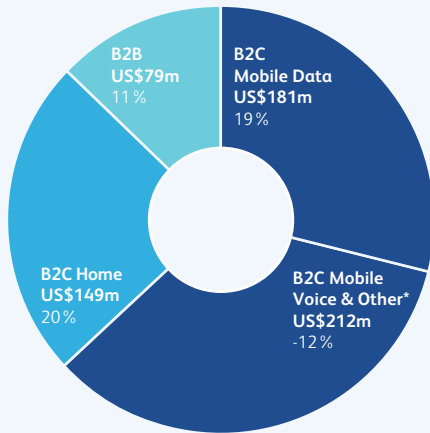


Revenue by service



*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

7m	Population ¹
US\$9,500	GDP per capita ²
114%	Mobile penetration ³
15%	Broadband penetration ⁴

Tigo facts

1	Mobile market position
1	Broadband market position
1	PayTV market position
394,000	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 market leader in a growing economy we are moving quickly to meet growing demand while keeping control of quality and a firm focus on meeting or exceeding customer expectations.

In Mobile, revenue grew more than 20%, as a result of our strategy to accelerate the transition from voice and SMS to data. We added another 388,000 subscribers to our growing 4G customer base – a rise of 139% on last year – and boosted mobile service revenue by 5.7%.

Meanwhile in Home, we increased the number of HFC homes passed by 20.7% and grew service revenue by 20.2%, driven by strong pent-up demand for our services.

In B2B, we successfully launched the Tigo Money suite for Businesses which includes a 360° solution for small and medium-sized business (SMBs) collection and payments needs, including Bulk Payments, Merchants app, mPOS and Payment Gateway.

Our priority now is to increase usage of our digital channels for top up and bill payment. P2P Interoperability is on its way to be launched in Q2 with the cooperation of the Central Bank and all wallet companies.

HFC homes connected

255,000 As of year end 2017
49,000 Net additions

4G smartphone data users

666,000 As of year end 2017
388,000 Net additions

Service revenue US\$m

2017	622
2016	583

EBITDA US\$m

2017	318
2016	289

EBITDA margin %

2017	48.0
2016	46.4

Find us online and on social media:

www.tigo.com.py

Tigo Paraguay is a subsidiary of Millicom International Cellular S.A.



Our people in Paraguay

98%

Paraguayan employees

97%

Senior managers employed locally

44%

Women in the workforce

27%

Women in senior leadership

Delivering the digital highway in Paraguay

As part of Tigo's goal to transform lives by enabling better connectivity for all, we have committed to invest US\$11 million over five years as part of our "4G for All" campaign. The money will be used to:

- provide mobile 4G notebooks and connections for thousands of university students and higher teacher training institutes throughout the country;
- install desktop computers and fixed 4G LTE connections for hundreds of public institutions;
- create new telecenters for school; and
- promote the development and wellbeing of our society through better online access.

Awards

- **Top of Mind award in Mobile Communications and Internet Service provider**, awarded by 5 Días newspaper.
- **Brand Preference Survey award** in Mobile Communications and Internet Service provider awarded by the "Paraguay Advertisers Organization" (Cámara de Anunciantes del Paraguay).
- **Employer of the Year award** by 5 Días newspaper.
- **Great Place To Work award**, obtained 2nd place nationally in 2017.



Premios Tigo Conecta

Our Tigo Conecta Awards encourage digital solutions to social problems designed by groups of young people in Paraguay. This social innovation contest is held in conjunction with Koga Impact Lab. So far, almost 2,000 young people from all over the country have participated in the awards and every year three teams receive a prize valued at US\$20,000: US\$6,000 in cash plus the necessary advice for the successful incubation of the project for six months. Also, a member of each team gets a ticket to stay in Santiago de Chile and attend the SIEF (International Festival of Social Innovation) event.

