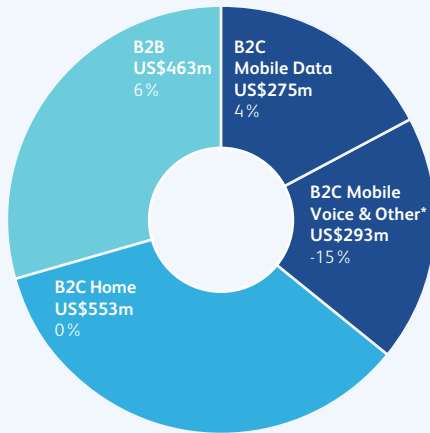


## Revenue by service



\*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

47m	Population <sup>1</sup>
US\$14,100	GDP per capita <sup>2</sup>
108%	Mobile penetration <sup>3</sup>
46%	Broadband penetration <sup>4</sup>

## Tigo facts

3	Mobile market position
2	Broadband market position
2	PayTV market position
2,357,000	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

In Colombia, our strategy has been to build for the future, enhancing our convergence capabilities to provide long-term stable growth. We are adding 4G users, building our HFC network and connecting homes, improving bundling, differentiating our brand, and improving our internal operations in order to serve our customers more efficiently.

In Mobile, we added almost a million 4G smartphone data customers, a year-over-year growth rate of 98%, an acceleration over 2016's year-over-year growth of 79%. 4G smartphone data users now represent 26% of our B2C Mobile base and have contributed to driving data use up by 39% to 1.7 GB per user.

We continue to expand the reach of our HFC network in Colombia, with just over 612,000 additional homes passed and 93,300 new homes connected. In addition, the bundling ratio of our HFC customers has risen steadily in recent years as Revenue Generating Units (RGUs) growth of 15% has outpaced the growth in homes connected.

We also launched next generation television this year. Tigo ONEtv integrates traditional linear television content with leading streaming and video on demand platforms. The service is the result of a partnership with TiVo.

Service revenue declined by 0.7% year-over-year, as we faced regulatory headwinds, but results improved in the second half, indicating that our strategy is gaining traction.

## HFC homes connected

1,108,000 As of year end 2017  
93,300 Net additions

## 4G smartphone data users

2,016,000 As of year end 2017  
999,000 Net additions

## Service revenue US\$m

2017	1,614
2016	1,580

## EBITDA US\$m

2017	469
2016	461

## EBITDA margin %

2017	27.0
2016	26.9

## Find us online and on social media:

[www.tigo.com.co](http://www.tigo.com.co)  
[www.une.com.co](http://www.une.com.co)

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



## Our people in Colombia

# 99%

Colombian employees

# 82%

Senior managers employed locally

# 43%

Women in the workforce

# 31%

Women in senior leadership

## Awards

- **Best Public Services and Communications Company** – Andesco Award for Corporate Social Responsibility (CSR).

This award acknowledges all that TigoUne has been doing in the field of CSR. This includes work in the implementation of programs to reduce our environmental impacts; training communities in responsible use of technology and managing our human talent; and guiding suppliers in sustainable, ethical and transparent practices. To date, the strategy has benefited more than 350,000 people across the country.

- **TigoUne Corporate Sustainability Program**

Area Metropolitana del Valle de Aburrá recognised our programme for our commitment to best business practices in the care of natural resources, cost reduction through improved efficiency, and training communities in responsible use of technology.

- **Award for Energy Efficiency** – Andesco

Through Green BTS, TigoUne achieved important goals in environmental and financial issues, reducing energy in 2G and 3G equipment for mobile solutions in low traffic hours.

## Telecenters

We provide public meeting and learning places to expand the opportunities for development of groups and communities, facilitating access and appropriation of information and communication technology (ITC) skills. TigoUne has two telecenters in Bogota in the areas of Suba and Kennedy. There are workshops, courses, cinema forums, and other activities on subjects such as strengthening ITC, use of office tools, and strategies for accessing ICT.

## Responsible supply chain

TigoUne constantly strives to create a more responsible supply chain by working on various fronts. Most notable is our reverse logistics program, where in 2017 we recovered and recycled more than 800,000 customer-provided equipment (CPEs) avoiding the purchases of new equipment and managing our environmental impact, thus re-using 85% of total TigoUne's e-waste produced.

A second important action is the assessment on corporate social responsibility (CSR) of all our strategic vendors through third party provider EcoVadis. In 2017 we assessed all 34 of our strategic vendors in their practices regarding environment (effective use of natural resources), social (health & safety, child labor, etc.), ethics (corruption, responsible marketing, etc.) and the CSR of their own supply chain. Vendors that don't meet a minimum qualification are required to follow an improvement plan and a re-assessment.

