

## Millicom International Cellular S.A.

### Q1 Highlights<sup>i</sup>

- Continued delivery towards our strategic goals
  - Record 370,000 new HFC homes passed – 8.4 million total homes passed
  - 4G subscriber base grew by almost 400,000 to 3.8 million
  - Mobile data and cable in Latam generated 53.4% of total group service revenue
- Latam service revenue evolution improved significantly
  - B2C mobile data revenue grew by 20.0%<sup>ii</sup>
  - Home cable revenue grew by 7.3%<sup>ii</sup>
  - Improving trend continued in Colombia
- Weaker quarter in Africa held back Group service revenue growth<sup>ii</sup>
- Enhanced operational and capital efficiency with Tower deal in Paraguay
- Agreement signed with Airtel to combine operations in Ghana

### Summary of key financial indicators

\$m (excluding Senegal)	Q1 2017	Q1 2016	% change
Revenue	1,505	1,499	0.4%
Organic growth <sup>ii</sup>	(2.2%)	1.8%	-
Service revenue	1,421	1,408	0.9%
Organic growth <sup>ii</sup>	(1.5%)	3.7%	-
EBITDA <sup>iii</sup>	555	539	2.8%
Organic growth <sup>ii</sup>	0.0%	6.2%	-
EBITDA margin	36.8%	36.0%	-
Capex (ex spectrum)	155	193	(19.6%)
OCF (EBITDA – Capex)	399	346	15.4%
Net debt	4,201	4,419	(4.9%)

### Millicom Chief Executive Mauricio Ramos commented:

“Across Latam we are off to a good start in 2017, maintaining the rapid build-out of our HFC network and continuing to grow our 4G customer base. Our strategic focus on high-speed data, both mobile and fixed, is starting to pay off, driving improved service revenue growth for the region in the quarter.

Mobile data and cable in Latam now generate more than 53% of the group’s service revenue, and this underpins our confidence that growth should continue to improve throughout 2017 and over the medium term. Although challenges remain, I am encouraged with our results in Colombia, where service revenue growth and margins improved.

At the Group level, we added 80 basis points year-on-year to our EBITDA margin, as we continue to pursue operating efficiencies. We remain on target to deliver on our goals for 2017.

<sup>i</sup> The financial information presented in this earnings release is with Guatemala (55% owned) & Honduras (66.7% owned) as if fully consolidated. IFRS Revenue was \$1,043 million in Q1 2017; see page 21 for reconciliation with IFRS numbers. With the exception of balance sheet items, the comparative 2016 financial information in this earnings release has been adjusted for the classification of our operations in Senegal as discontinued operations (in accordance with IFRS 5).

<sup>ii</sup> Organic growth represents year-on-year growth in local currency at constant perimeter, and includes regulatory changes. See page 20 for reconciliation with reported measures. See page 19 for definition of Alternative Performance Measures.

<sup>iii</sup> We are no longer using Adjusted EBITDA as a key financial indicator as we no longer deem it relevant.

## Subsequent Events

On 26 April, 2017, we announced an agreement to sell approximately 1,400 wireless communications towers to a subsidiary of American Tower Corporation (“ATC”) in Paraguay. As a result of this transaction, Tigo Paraguay will receive approximately Gs700 billion, equivalent to US\$125 million, in cash.

## 2017 Outlook

Based on constant currency, at a constant perimeter with Guatemala and Honduras fully consolidated, and on our current assessment of the macroeconomic outlook, we currently expect for 2017:

	Outlook
Service revenue <sup>(a)</sup>	Low single-digit % organic growth
EBITDA	Mid-to-high single-digit % organic growth
Capital expenditure	In line with 2016
Operating Cash Flow <sup>(b)</sup>	Growth around 10%

<sup>(a)</sup> Service revenue is Group revenue excluding telephone and equipment sales

<sup>(b)</sup> Operating Cash Flow is underlying EBITDA less capex (excluding spectrum and license costs)

## Conference call details

A presentation and conference call to discuss these results will take place at 14.00 Stockholm / 14.00 Luxembourg / 13.00 London / 08.00 New York, on Wednesday 26 April. Dial-in numbers:

Sweden + 46 (0) 8 5065 3942

UK + 44 (0) 330 336 9411

US + 1 719 325 2385

Luxembourg + 352 2787 0187

Access code: 6804594

A live audio stream of the analyst presentation can also be accessed at [www.millicom.com](http://www.millicom.com). Please dial in / log on 10 minutes prior to the start of the conference call to allow time for registration. Slides to accompany the conference call will be available at [www.millicom.com](http://www.millicom.com).

## Financial calendar

Millicom will publish Results for 2017 Second Quarter on Wednesday 20 July 2017.

## Contacts

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## Risks and uncertainty factors

Millicom operates in a dynamic industry characterized by rapid evolution in technology, consumer demand, and business opportunities. Combined with a focus on emerging markets in various geographic locations, the Group has a proactive approach to identifying, understanding, assessing, monitoring and acting on balancing risks and opportunities. For a description of risks and Millicom's approach to risk management, please refer to the 2016 Annual Report (<http://www.millicom.com/investors/reporting-centre>).

In addition to the information in the 2016 Annual Report and the information provided in this release, please refer to Millicom's press release, dated October 21, 2015, entitled "Millicom reports to authorities potential improper payments on behalf of its Guatemalan joint venture." At this time, Millicom cannot predict the outcome or consequences of this matter.

This press release may contain certain "forward-looking statements" with respect to Millicom's expectations and plans, strategy, management's objectives, future performance, costs, revenue, earnings and other trend information. It is important to note that Millicom's actual results in the future could differ materially from those anticipated in forward-looking statements depending on various important factors, including those included in this release. All forward-looking statements in this press release are based on information available to Millicom on the date hereof. All written or oral forward-looking statements attributable to Millicom International Cellular S.A., and Millicom International Cellular S.A. employees or representatives acting on Millicom's behalf are expressly qualified in their entirety by the factors referred to above. Millicom does not intend to update these forward-looking statements.

## About Millicom

Millicom is a leading telecom and media company in Latin America and Africa. Millicom sets the pace when it comes to providing innovative and customer-centric digital lifestyle services through its principal brand, Tigo. As of December 2016, Millicom employed more than 16,000 people and provided mobile services to more than 57 million customers, with a Cable footprint of more than 8.1 million homes passed. Founded in 1990, Millicom International Cellular SA is headquartered in Luxembourg and listed on NASDAQ OMX Stockholm under the symbol MIC. In 2016, Millicom generated revenue of USD 6.25 billion and EBITDA of USD 2.22 billion.

## Group Financial Review <sup>i</sup>

US\$m	Q1 2017	Q1 2016	% change
<b>Revenue</b>	<b>1,505</b>	<b>1,499</b>	<b>0.4%</b>
Cost of sales	(387)	(390)	(0.7%)
<b>Gross profit</b>	<b>1,118</b>	<b>1,109</b>	<b>0.8%</b>
Operating expenses	(563)	(570)	(1.2%)
EBITDA	555	539	2.8%
Depreciation & amortisation	(332)	(316)	5.0%
Other operating income / (expenses), net	1	(0)	NM
<b>Operating profit</b>	<b>223</b>	<b>223</b>	<b>0.2%</b>
Net financial expenses	(118)	(106)	11.2%
Other non-operating income / (expenses), net	23	11	115.3%
Gains / (losses) from associates, net	(14)	(11)	32.2%
<b>Profit / (loss) before tax</b>	<b>114</b>	<b>117</b>	<b>(2.1%)</b>
Net tax credit (charge)	(63)	(59)	7.7%
<b>Profit / (loss) for the period from continuing ops.</b>	<b>51</b>	<b>58</b>	<b>(12.0%)</b>
Non-controlling interests	(32)	(27)	20.0%
Profit / (loss) from discontinued operations	5	7	(30.9%)
<b>Net profit / (loss) for the period</b>	<b>24</b>	<b>38</b>	<b>(37.8%)</b>
<b>Adjusted net profit (loss) for the period <sup>ii</sup></b>	<b>24</b>	<b>23</b>	<b>4.3%</b>
Adjusted earnings per share	<b>0.24</b>	<b>0.23</b>	<b>4.3%</b>

*i excluding Senegal*

*ii see page 19 for reconciliation of adjustments*

Total revenue of \$1,505 million was 0.4% above the same quarter last year as reported and 2.2% lower on an organic basis (in local currency and at constant perimeter).

Operating expenses declined 1.0% year on year, buoyed by a 6% reduction in corporate and G&A costs.

Depreciation and amortisation increased 5.0% year-on-year to \$332 million mainly due to the translation effect of a stronger Colombian Peso.

Net financial expenses increased by \$12 million year-on-year to \$118 million, mainly due to the higher levels of local currency debt, which attracts higher interest rates in nominal terms.

Other non-operating income more than doubled to \$23 million due to FX gains.

Senegal is now treated as a discontinued operation. We recorded a \$5 million profit in the quarter.

## Reconciliation from Operating Profit to EBITDA

US\$m	Q1 2017	Q1 2016
<b>Operating Profit as reported (IFRS)</b>	<b>159</b>	<b>140</b>
Impact of full consolidation of Guatemala and Honduras on operating profit	65	83
<b>Operating Profit per management reporting</b>	<b>223</b>	<b>223</b>
Depreciation and amortisation	332	316
Other operating income (expenses), net	(1)	-
<b>EBITDA</b>	<b>555</b>	<b>539</b>
<i>EBITDA margin</i>	<i>36.8%</i>	<i>36.0%</i>

EBITDA was \$555 million in the quarter, flat year-on-year on an organic basis. Included in Q1 2017 EBITDA is a \$7 million positive one-time item in Paraguay, partly offset by a smaller tax-related item in Chad.

## Free Cash Flow

US\$m	Q1 2017	Q1 2016	% change
<b>EBITDA</b>	<b>555</b>	<b>539</b>	<b>2.9%</b>
Net Cash Capex (excluding spectrum and licenses)	(274)	(332)	(17.4%)
Change in working capital and other non-cash items	(66)	(114)	(42.0%)
<b>Operating Cash Flow</b>	<b>215</b>	<b>94</b>	<b>&gt;100%</b>
Taxes paid	(33)	(38)	(13.9%)
<b>Operating Free Cash Flow</b>	<b>182</b>	<b>56</b>	<b>227.7%</b>
Interest paid, net	(126)	(92)	37.0%
<b>Free Cash Flow</b>	<b>56</b>	<b>(36)</b>	<b>&lt;(100%)</b>
Advances for dividends to non-controlling interests	(6)	(14)	(58.4%)
<b>Equity Free Cash Flow</b>	<b>50</b>	<b>(50)</b>	<b>&lt;(100%)</b>

Equity free cash flow of \$50 million in Q1 2017 represented an increase of \$100 million year-on-year due to higher EBITDA and lower capex and working capital, mostly the result of timing differences.

Capital investments in the first quarter continued to be aimed towards the strategic focus areas of 4G mobile, the HFC network rollout, and the IT infrastructure that underpins the future growth. Of total Capex in the quarter, 59% was invested in the HFC rollout, 33% was invested on mobile coverage and capacity (predominantly 4G), and 8% went to IT. The first quarter is traditionally the slowest of the year for capital deployment.

## Net Debt

US\$m	Gross Debt	Of which Finance Leases	Cash	Of which Restricted Cash	Net Debt <sup>i</sup>
<b>Latin America</b>	<b>3,165</b>	<b>183</b>	<b>678</b>	<b>36</b>	<b>2,488</b>
<i>Of which local currency</i>	<i>1,700</i>	<i>183</i>	<i>322</i>	<i>36</i>	<i>1,378</i>
<b>Africa</b>	<b>394</b>	<b>125</b>	<b>172</b>	<b>109</b>	<b>222</b>
<i>Of which local currency</i>	<i>179</i>	<i>125</i>	<i>160</i>	<i>109</i>	<i>19</i>
<b>Corporate</b>	<b>1,748</b>	<b>-</b>	<b>257</b>	<b>-</b>	<b>1,491</b>
<b>Group</b>	<b>5,307</b>	<b>309</b>	<b>1,107</b>	<b>145</b>	<b>4,201</b>
<i>o.w. Guatemala and Honduras</i>	<i>1,391</i>	<i>1</i>	<i>363</i>	<i>9</i>	<i>1,028</i>
<b>Group excluding GT &amp; HN</b>	<b>3,916</b>	<b>308</b>	<b>744</b>	<b>135</b>	<b>3,173</b>
<i>Proportionate basis</i>	<i>4,273</i>	<i>222</i>	<i>896</i>	<i>140</i>	<i>3,377</i>

*i Net debt is Gross debt (including finance leases) less cash, restricted cash, and pledged and term deposits of \$5 million.*

Gross debt at 31 March 2017, including finance leases, remained stable at \$5,307 million compared to \$5,290 million at the end of December 2016. Around 60% of group gross debt at 31 March 2017 was held in Latin America, with approximately 7% held in Africa and the remaining 33% held at the corporate level. Financial lease liabilities of \$309 million represented 5.8% of group gross debt, and around 32% of gross debt in Africa. (In 2016 finance leases were \$295 million and represented 5.6% of group gross debt.)

At 31 March 2017, 71% of group gross debt was at fixed rate and 35% was in local currency, in line with our aim of increasing the proportion of total group debt held in local currency, to mitigate the risks of currency volatility. The average maturity of our debt stood at 5 years and our average cost of debt excluding finance leases remained stable at 6.4%.

Our cash position at 31 March, excluding restricted cash but including pledged and term deposits, stood at \$962 million, of which 68% was held in US dollars. The restricted cash balance, principally comprising MFS customer account balances, was \$145 million.

Group net debt, including Guatemala and Honduras on a fully consolidated basis, was \$4,201 million at the end of March 2017. Net debt / EBITDA, based on the last twelve months EBITDA, was 1.94x at 31 March 2017, compared to 1.93x in December 2016.

Proportionate net debt as of March 2017, excluding 45% of Guatemala, 33.3% of Honduras, 50% of Colombia and 15% of Zantel, was \$3,173 million and proportionate net debt / to EBITDA was 2.17x, compared to 2.15x at the end of December 2016.

## Group Business Review

### Business Units

We are changing how we present our operational and financial performance in order to match how we manage the business internally. Rather than reporting total Fixed and total Mobile metrics, each of which included both B2C and B2B customers, we will now report three segments: B2C mobile (prepaid and postpaid mobile services and MFS for individuals); Home (BBI, TV, DTH, and fixed voice); and B2B (mobile and fixed services for corporates). For Q1 2017, we are providing numbers under both the old and the new presentations in the Financial & Operating Data file published alongside this Results Statement. In subsequent quarters, we will present numbers only in the new format.

### Latin America

#### Financial & operating data

KPI ('000)	Q1 2017	Q1 2016	YOY change
B2C Mobile customers	31,324	31,370	(0.1%)
Of which B2C mobile data customers	13,042	11,187	16.6%
Of which 4G customers	3,824	1,342	184.9%
Total homes passed	8,404	7,715	8.9%
Of which HFC homes passed	7,522	6,506	15.6%
Of which HFC homes connected	2,138	1,953	9.5%
Home – HFC revenue generating units	3,808	3,361	13.3%

All Numbers are organic stated in local currency and constant perimeter.

Further details are provided in the Financial & Operational Data excel file on our website ([www.millicom.com/investors](http://www.millicom.com/investors))

Financial	Q1 2017	Q1 2016	Organic YOY
B2C Mobile ARPU (US\$)	7.8	7.9	(4.2%)
Home ARPU (US\$)	28.5	25.9	4.6%
Total Revenue (US\$m)	1,329	1,308	(1.9%)
Service revenue (US\$m)	1,246	1,219	(1.3%)
Mobile B2C (US\$m)	735	756	(5.3%)
Of which B2C mobile data (US\$m)	309	250	20.0%
Home (US\$m)	277	245	7.3%
B2B (US\$m)	224	209	2.5%
EBITDA (US\$m)	538	525	(0.6%)
EBITDA margin %	40.5%	40.1%	0.4pt
Capex (US\$m) <sup>i</sup>	133	165	(19.4%)

i) Capex does not include spectrum and license costs

## Market environment

The generally stable macro-economic environment seen across Latin America in the second half of 2016 continued in early 2017. Pressure on government budgets remains a constant in many of the countries in which we operate, and a new fiscal regime was introduced in Colombia at the start of the year, as expected. This included higher VAT rates, but also reductions in some corporate income taxes.

The Colombian Peso gained 2% in the period and was 8% stronger relative to the first quarter of 2016. Most of the other currencies in the region were lower year-on-year, on average.

## Financials

Total revenue in Latam in Q1 declined by 1.9% year-on-year on an organic basis, to \$1,329 million, and service revenue declined by 1.3% to \$1,246 million. This was a significant improvement compared to a decline of 2.3% in the fourth quarter of 2016, mainly reflecting improved performance in all three South American countries.

B2C mobile service revenue declined by 5.3% year-on-year, to \$735 million. B2C voice and SMS service revenue continued to decline, but at a moderating rate. Meanwhile, B2C mobile data service revenue continued to grow rapidly, gaining 20% year-on-year, and accounted for almost 42% of total B2C service revenue, compared to 33% in the first quarter of last year.

B2B service revenue grew by 2.5% organically to \$224 million, with strong growth in Colombia and Paraguay partially offset by the impact of the termination of the government surveillance contract in Guatemala and the difficult operating conditions in El Salvador.

Home service revenue grew by 7.3% organically to \$277 million, with strong growth across most of the region somewhat offset by ongoing churn among legacy copper customers in Colombia.

Telephone and equipment declined by almost 11% in the quarter to \$84 million, maintaining the trend of the past two years.

EBITDA in Latam declined by 0.6 % organically in the quarter, a significant improvement on the fourth quarter of 2016. The EBITDA margin was 40.5%, up 40 basis points from 40.1% in the first quarter last year, reflecting a better performance from Colombia, as well as a \$7 million positive one-time item in Paraguay.

Capital expenditure (excluding spectrum and license costs) in the first quarter was \$133 million, 20% lower than the first quarter last year, reflecting only timing differences in what is usually a seasonally slow quarter.



## FIRST QUARTER 2017 REVIEW BY COUNTRY

## Colombia

	Q1 2017	Q1 2016	Organic YOY change
B2C Mobile customers ('000)	7,555	8,622	(12.4%)
Of which, 4G customers ('000)	1,030	626	64.6%
Total Homes connected ('000)	1,624	1,677	(3.1%)
HFC Homes connected ('000)	1,043	985	5.8%
Total revenue (US\$m)	430	397	(1.9%)
Service revenue (US\$m)	405	368	(0.3%)
EBITDA (US\$m)	130	117	0.6%
EBITDA margin %	30.2%	29.5%	0.8pt

Service revenue declined 0.3% year-on-year in local currency in Q1, compared to a decline of 1.9% in Q4 2016. Reversing the recent trend, the Colombian peso strengthened during the quarter and was approximately 8% stronger relative to the same quarter last year. As a result, total service revenue grew by 10% as reported in US\$.

The sequential improvement in organic growth was achieved despite headwinds which reduced total service revenue by approximately three percentage points. In line with undertakings given during the 2015 merger with UNE, we discontinued UNE's 4G fixed wireless service and vacated the spectrum at the end of 2016, losing customers who used this service. Our mobile business also faced cuts to termination rates in January and March. New MVNO tariffs introduced at the start of April are expected to impact service revenue growth over the rest of the year.

On the competitive front, the initial signs of stability that we saw in the mobile market towards the end of 2016 continued into 2017, with some further improvement in the pricing environment being experienced. While competition remains robust, the market in the quarter was broadly stable and we added 28,000 new mobile customers, following several quarters of net customer losses.

B2C mobile data revenue grew organically by around 11% in the quarter, slightly ahead of the growth rate in the previous quarter. Data now delivers more B2C service revenue than voice and SMS, and the rate of decline in B2C voice and SMS revenues improved sequentially in the quarter.

Our HFC network build accelerated, with 189,000 new HFC homes passed, for a total of almost 4.1 million as of the end of Q1. We connected a total of 28,000 net new HFC customers in the quarter, significantly higher than in recent quarters. However, total homes connected declined 17,000 in Q1, with strong HFC connections more than offset by churn among our copper customers. We are migrating a growing number of copper customers onto our HFC network.

Home service revenue grew 2.2% year-on-year in the quarter, somewhat slower growth than in the previous quarter, mainly reflecting the impact of VAT-related price increases, which led to higher churn in early 2017. This churn was temporary, however, and HFC net additions in March were the strongest for over a year.

B2B revenue, generated from both fixed and mobile services, grew 8.4% year-on-year in Q1, a notable improvement from 2016 levels, due to a number of major new contracts signed during the second half of last year. Our Wi-Fi Zone project helped attract new B2B customers, and we have a good pipeline of new B2B contract opportunities.

EBITDA rose 0.6% organically year-on-year to \$130 million, and the favourable currency movement delivered growth of 11% when reported in US\$. The EBITDA margin expanded to 30.2%, 80 basis points higher than in the first quarter of 2016, mainly reflecting lower operating costs, including synergies generated by the 2015 merger with UNE.

## Bolivia

	Q1 2017	Q1 2016	Organic YOY change
B2C Mobile customers ('000)	2,993	2,942	1.7%
Total Homes connected ('000)	137	108	26.3%
Total revenue (US\$m)	134	136	(1.4%)
Service revenue (US\$m)	132	131	0.5%
EBITDA (US\$m)	52	53	(1.8%)
EBITDA margin %	39.2%	39.4%	(0.2pt)

Service revenue growth improved to 0.5% compared to a decline of 0.8% in the previous quarter, driven by continued strength in mobile data and home, which offset the ongoing erosion in mobile voice and SMS revenue. Although mobile data revenue already exceeded mobile voice and SMS, mobile data growth has been accelerating over the past year.

Mobile data growth was driven by the addition 85,000 new 4G customers, with the 4G base growing to around 925,000 at the end of the quarter.

Our HFC roll-out continued, with another 40,000 homes passed in the quarter, and HFC accounting for almost 70% of our total fixed network footprint, compared to less than 40% at the end of the first quarter of 2016. Our Home revenue remains small relative to mobile, but it continues to grow rapidly.

EBITDA declined 1.8% year-on-year, and margins declined by 20 basis points, due a step up in spectrum usage fees.

## Paraguay

	Q1 2017	Q1 2016	Organic YOY change
B2C Mobile customers ('000)	3,293	3,555	(7.4%)
Total Homes connected ('000)	320	289	10.8%
Total revenue (US\$m)	159	153	1.6%
Service revenue (US\$m)	149	141	2.9%
EBITDA (US\$m)	82	70	14.2%
EBITDA margin %	51.3%	45.5%	5.7pt

Paraguay delivered service revenue growth of 2.9% in the quarter, 80 basis points better than Q4 16, with strong home, B2B and mobile data revenue more than offsetting the continuing decline in mobile voice and SMS.

On mobile, we added around 60,000 4G users during the first quarter of 2017, reaching 338,000 representing around 10% of the mobile subscriber base. 4G customer ARPU remained healthy at more than \$20, more than two times our overall ARPU in the country. Mobile B2C data revenue growth was 18.8%, in the quarter. Data faces an unfavourable comparison following the recent regulatory change allowing customers to roll over their unused data balances at the end of a month, rather than losing these. The negative net additions of 67,000 in the quarter reflected churn among low-ARPU subscribers and our continued focus on high-value customers.

Home revenues increased by 18% year-on-year, boosted in part by the acquisition of Cable Parana that added 14,000 RGUs, but also benefited from more than 40,000 organic RGU net additions in the last 12 months. Residential ARPU remaining healthy at around \$34. B2B also performed well, delivering almost 9% growth.

EBITDA in the quarter includes a benefit from a \$7 million one-time provision reversal in Paraguay. Excluding this impact, EBITDA would have grown 4.6% on an organic basis, and the EBITDA margin would have been 46.9% in the quarter, an organic improvement of 140 basis points from 45.5% in the year ago period.

### Guatemala

	Q1 2017	Q1 2016	Organic YOY change
B2C Mobile customers ('000)	9,491	8,780	8.1%
Total Homes connected ('000)	336	267	25.8%
Total revenue (US\$m)	320	320	(3.1%)
Service revenue (US\$m)	286	289	(4.3%)
EBITDA (US\$m)	161	162	(3.7%)
EBITDA margin %	50.2%	50.5%	(0.3pt)

Service revenue in Guatemala fell by 4.3% in the quarter, a slight deterioration from the decline of 3.9% reported in Q4. By business unit, revenue trends remain largely unchanged from the previous quarter, with strong home and mobile data revenue growth insufficient to offset the continued erosion in mobile voice and SMS including incoming international traffic.

Since Q3 2016, revenues in our B2B segment have been impacted by the termination of a government contract. Excluding this effect, B2B service revenue growth would have been high single-digits during Q1, and total service revenue would have declined 1.9% year-on-year.

In mobile, we added 153,000 4G subscribers during the quarter to end the period with 1.3 million, equal to roughly 14% of our total mobile subscriber base. 4G users continue to generate ARPU levels that are more than double the average ARPU for the country.

Our home segment is the fastest growing in Guatemala, but it remains small in comparison to our mobile business. After a very strong fourth quarter in terms of network expansion, our focus in Q1 was mostly to convert homes-passed into connected homes and to increase the number of RGU's per connected home.

EBITDA declined 3.7% year-on-year, and the margin declined 30 basis points to 50.2% from 50.5% in the same quarter of 2016. This reflects the ongoing revenue challenges, which were partly mitigated by cost reductions.

### Honduras

	Q1 2017	Q1 2016	Organic YOY change
B2C Mobile customers ('000)	4,737	4,530	4.6%
Total Homes connected ('000)	134	126	5.9%
Total revenue (US\$m)	147	156	(2.1%)
Service revenue (US\$m)	141	149	(1.0%)
EBITDA (US\$m)	63	67	(1.1%)
EBITDA margin %	43.2%	42.7%	0.4pt

Service revenue declined by 1.0% on the quarter, driven by lower voice and SMS revenue partially offset by growth of mobile data and cable revenue. The total mobile customer base grew by 219,000 year-on-year, and 4G customers increased by 56,000.

Voice and SMS usage and ARPU continue to hold up better in Honduras than in the other Latam markets, but data usage per customer remains below the Latam average.

The home business remains small but saw significant revenue growth in the quarter, driven mainly by residential cable ARPU growth. EBITDA declined by 1.1% organically, but margin expanded by 40 basis points to 43.2%.

### El Salvador

	Q1 2017	Q1 2016	Organic YOY change
B2C Mobile customers ('000)	3,255	2,940	10.7%
Total Homes connected ('000)	318	307	3.3%
Total revenue (US\$m)	102	108	(5.4%)
Service revenue (US\$m)	96	102	(6.4%)
EBITDA (US\$m)	34	41	(16.8%)
EBITDA margin %	33.3%	37.9%	(4.6pts)

During Q1 we added 143,000 new subscribers, including 27,000 net new 4G customers.

Conditions in El Salvador continue to be challenging, in large part due to the regulatory requirement to block mobile signals around the country's prisons - which reduced overall mobile network capacity by around 10%. As a result, mobile ARPU is down double-digits, and our B2C mobile service revenue declined 8.3% year-on-year. Despite the loss of traffic, we continue to make in-roads in mobile data, where we achieved 14.7% growth when compared to the first quarter of 2016.

EBITDA declined 16.8% year on year, and our margin contracted 4.6 points to 33.3% due to the loss of revenue.

### Costa Rica

Our fixed line business in Costa Rica saw modest service revenue growth of 1.1%, with strength in the small B2B segment partially offset by weaker growth in the much larger Home segment, where residential ARPU eroded slightly. EBITDA grew by 4.7% while EBITDA margin expanded by 1.3 points.

## Africa

### Financial & operating data

All numbers are organic stated in local currency and constant perimeter. Further details are provided in the Financial & Operational Data excel file on our website ([www.millicom.com/investors](http://www.millicom.com/investors))

KPI (excluding Senegal <sup>i</sup> ) ('000)	Q1 2017	Q1 2016	YOY change
B2C Mobile customers	21,266	21,633	(1.7%)
Of which : MFS customers	8,062	6,565	22.8%

Financial (excluding Senegal <sup>i</sup> ) (US\$)	Q1 2017	Q1 2016	Organic YOY change
B2C Mobile ARPU	2.3	2.5	(2.8%)
Total Revenue	175	191	(4.1%)
Service revenue	174	189	(3.6%)
EBITDA	53	54	1.7%
EBITDA margin %	30.2%	28.2%	2.0pts
Capex <sup>a</sup>	21	28	(25.1%)

*i As reclassified as discontinued*

### Strategic developments

On 3 March 2017, Millicom and Airtel signed an agreement to combine their operations in Ghana. Both companies will have equal ownership and governance rights in the combined entity, which will serve nearly 10 million customers, of which 5.6 million are data customers. The combined entity will cover more than 80% of Ghana's population with high speed data, providing the widest 3G coverage across the country, and have revenues close to \$300m, making it one of the largest communications companies in Ghana. The transaction is subject to obtaining approvals from the relevant authorities in Ghana and the satisfaction of customary closing conditions.

We ended the first quarter with 21.3 million mobile subscribers in Africa, losing a net 229,000 subscribers during the quarter, a slight improvement from 276,000 net disconnections during the fourth quarter, mainly due to the impact of SIM electronic registration requirements in Tanzania. We added 209,000 mobile data users in the quarter and ended the period with a total of 6.4 million mobile data customers. Total ARPU declined 2.8% in local currency terms, mostly due to the impact of higher tax in Chad.

### Financials

As mentioned earlier, following the announcement of our sale of Senegal to Wari on 8 February 2017, we now record Senegal as a discontinued operation. In Q1 we continue to include Ghana in our perimeter, but we expect to treat that business as a joint venture once regulatory approvals are received in respect of our planned merger with Airtel.

Africa saw its service revenue contract by 3.6% in Q1. The growth of Tanzania, Rwanda and Ghana was offset by Chad, where an 18% excise duty levied on telecom services had a direct impact on usage, causing a sharp revenue decline of 9.4%. The removal of Senegal from our perimeter also impacts our reported growth from the region, as it

<sup>a</sup> Capex does not include spectrum and license costs

was our fastest growing market in both 2016 and 2017. Had we continued to include the country in our Q1 2017 results, Africa would have been flat year-on-year.

Despite the challenging tax environment in Chad and intense competition in Tanzania, EBITDA in Africa grew by 1.7% with Ghana and Rwanda continuing to deliver strong results. As a consequence, we saw year-on-year EBITDA margin expansion of 200 basis points to 30.2% in the first quarter.

Capital expenditure in the quarter came in at \$21 million, with investments focused on 3G network coverage and capacity. Capex rollout has been slower than in Q1 2016, driving OCF to \$32 million, around 24% higher than a year ago.

## Corporate Responsibility (CR) highlights – Q1 2017

In Q1 2017 Millicom published its first combined financial and non-financial annual report, evolving further towards fully integrated reporting. The non-financial highlights, details of which are available on the Millicom website, included a steady increase in women in senior management for the 4<sup>th</sup> year running, reduction in absolute CO<sub>2</sub> emissions, and significant advances in supplier and anti-corruption risk management.

### Millicom joins Global Network Initiative

In March Millicom became a member of the Global Network Initiative (GNI), together with six other telecommunications companies. GNI is a 50-member multi-stakeholder coalition founded in 2008 bringing together tech companies, ethical investors, academics and human rights organizations to jointly work on solutions to complex situations in which people's fundamental rights for privacy and free expression come into conflict with government measures to protect national security and stability.

Millicom expects GNI membership will improve its issue management capability relating to these complex topics as well as contribute to strengthen stakeholder trust in its current processes through GNI's independent assessment.

### Millicom's child rights program continues momentum and gathers recognition

In March, Millicom organized its 8<sup>th</sup> Child Online Protection workshop, this time in Guatemala, bringing together government, regulator, child rights and private sector representatives to discuss priorities to better protect children in the digital world in Guatemala. Tigo Guatemala also announced its intention to eliminate the gender gap among its mobile data customers by 2020, the 8<sup>th</sup> Millicom market to commit to reduce gender inequality in mobile data or financial services under GSMA's Connected Women initiative.

Our mobile birth registration program in Tanzania expanded to two new regions in Q1 2017, and is expected to benefit 650,000 children under five bringing them essential documentation to ensure access to health care and education. 80,000 children were registered in the first three days following the launch.

In Q1 2017, we began the roll-out of an online support portal for parents to help them navigate the digital world with their children, integrated in local Tigo websites. We also began to implement voluntary blocking on child sexual abuse content in Latin America, in agreement with Interpol.

Millicom's child rights approach was showcased at the Global Child Forum in Brazil, and commended by UNICEF's Director for Private Sector Engagement, Gerard Bocquenet, in his event keynote as good practice for other companies to follow.

### Health, safety and security

We continued to build the maturity of our health and safety management systems, with our operations in Chad successfully certified to ISO 18001 and 22301 standards in Q1. Our approach towards a more aligned risk strategy for health and safety issues continued with the rollout of the Integrated Services program across Central America, ensuring health and safety are central in activities such as facilities management, fleet management, and general administration.

### Compliance and anti-corruption programme

In Q1 we continued our efforts to strengthen the Compliance framework with specific emphasis on the anti-corruption program. An important aspect of the anti-corruption program is the onboarding of a new third party due diligence and management tool. Furthermore, we launched an integrated monitoring program of key compliance risks and we are using a suite of analytics tools that further improve visibility and support management of key risks and focus areas for the Executive Committee and the Board. Finally, we increased the capacity and capability in the Global Investigations function in order to effectively support cases through to completion by bringing on a new VP of Investigations.



## Additional Information

### Alternative Performance Measures ('APMs')

In the front section of this Release, APMs are used to provide readers with additional financial information that is regularly reviewed by management and used to make decisions about operating matters. These measures are usually used for internal performance reporting and in defining director and management remuneration. They are useful in connection with discussion with the investment analyst community. However, this additional information presented is not uniformly defined by all companies including those in the Group's industry. Accordingly, it may not be comparable with similarly titled measures and disclosures by other companies. Additionally, certain information presented is derived from amounts calculated in accordance with IFRS but is not itself an expressly permitted GAAP measure. Such measures should not be viewed in isolation or as an alternative to the equivalent GAAP measure.

Definitions, use and reconciliations to the closest IFRS measures are presented in the table below and on the following pages.

APMs	Descriptions
Management reporting	The financial information presented in the front section of this Release is with Guatemala (55% owned) and Honduras (66.7% owned) as if fully consolidated, while the Group equity accounts those operations in the IFRS consolidated financial statements. See next pages for reconciliation with IFRS numbers.
Service, mobile data and cable revenue	<ul style="list-style-type: none"> <li>Service revenue is Group revenue related to the provision of ongoing services such as monthly subscription fees, airtime and data usage fees, interconnection fees, roaming fees, mobile finance service commissions and fees from other telecommunications services such as data services, short message services and other value added services excluding telephone and equipment sales;</li> <li>Mobile data revenue is Group revenue related to the provision of data. Mobile data revenue is included in Service revenue;</li> <li>Home revenue is Group revenue related to the provision of residential services such as broadband internet and TV. Home revenue is included in Service revenue.</li> </ul>
Organic growth	Organic growth represents year-on-year growth in local currency (includes regulatory changes) and constant perimeter. See next pages for reconciliation with reported numbers.
Operating profit	Operating profit is profit before taxes before results from associates, other non-operating expenses (such as foreign exchange losses and changes in fair value of derivatives) and net financial expenses.
EBITDA	EBITDA is operating profit excluding impairment losses, depreciation and amortization and gains/losses on the disposal of fixed assets.
Adjusted net profit	Adjusted net profit is net profit adjusted for non-operating items such as foreign exchange gains/losses, changes in fair value of derivatives, early redemption premium for debts and other financing, dilution gains and impairments on investments in associates and similar items classified under 'other non-operating income (expenses)' as well as excluding results from discontinued operations.
Adjusted EPS	Adjusted EPS is computed based on adjusted net profit divided by the number of shares outstanding
Return on Invested Capital	Return on Invested Capital is used to assess the Group's efficiency at allocating the capital under its control to profitable investments.
Net debt	Net debt is Gross debt (including finance leases) less cash, restricted cash and pledged deposits
Capex measures	<ul style="list-style-type: none"> <li>Capex is balance sheet capital expenditure excluding spectrum and license costs.</li> <li>Cash Capex represents the cash spent in relation to capital expenditure, excluding spectrum and licenses</li> </ul>
Cash flow measures	<ul style="list-style-type: none"> <li>Operating Cash Flow is EBITDA less capex (excluding spectrum and license costs);</li> <li>Operating Free Cash Flow is Operating Cash Flow less change in working capital and other non-cash items and taxes paid;</li> <li>Equity Free Cash Flow is Operating Cash Flow less taxes paid, interest paid (net) and advances for dividends to non-controlling interests.</li> </ul> <p>These measures allow us and third parties to evaluate our liquidity and the cash generated by our operations</p>



### Organic growth adjustments

Group Revenue	Q1 2017	Q1 2016
Prior period	1,499	1,670
Current period	1,505	1,499
Reported Growth	0.4%	(10.2)%
Local currency growth	(2.2)%	1.8%
Change in Perimeter impact	-	(0.6)%
FX impact	2.6%	(11.4)%

Group Service Revenue	Q1 2017	Q1 2016
Prior period	1,408	1,537
Current period	1,421	1,408
Reported Growth	0.9%	(8.4)%
Local currency growth	(1.5)%	3.7%
Change in Perimeter impact	-	(0.6)%
FX impact	2.5%	(11.5)%

Group EBITDA	Q1 2017	Q1 2016
Prior period	539	564
Current period	555	539
Reported Growth	2.8%	(4.4)%
Local currency growth	0.0%	6.2%
Change in Perimeter impact	-	0.0%
FX impact	2.8%	(10.6)%

### Adjusted earnings per share

US\$m	Q1 17	Q4 16	Q3 16	Q2 16	Q1 16	FY 16
<b>Net profit attributable to owners of the company</b>	<b>24</b>	<b>(129)</b>	<b>20</b>	<b>39</b>	<b>38</b>	<b>(32)</b>
Basic earnings per share (\$)	0.24	(1.29)	0.20	0.39	0.38	(0.32)
<b>Adjustments for non-operating items</b>	<b>0</b>	<b>177</b>	<b>(14)</b>	<b>(28)</b>	<b>(15)</b>	<b>120</b>
<b>Adjusted net profit attributable to owners of the company</b>	<b>24</b>	<b>48</b>	<b>6</b>	<b>11</b>	<b>23</b>	<b>88</b>
Adjusted basis earnings per share (\$)	0.24	0.48	0.06	0.11	0.23	0.88

**Foreign Exchange rates**

Average foreign exchange rate (vs. USD)		Q1 17	Q4 16	Var %	Q1 16	Var %
Guatemala	GTQ	7.43	7.52	1%	7.68	3%
Honduras	HNL	23.62	23.34	-1%	22.61	-4%
Costa Rica	CRC	565	560	-1%	543	-4%
Bolivia	BOB	6.91	6.91	0%	6.91	0%
Colombia	COP	2,928	3,003	2%	3,191	8%
Paraguay	PYG	5,662	5,721	1%	5,773	2%
Ghana	GHS	4.32	4.04	-7%	3.84	-12%
Senegal / Chad	XAF	619	611	-1%	601	-3%
Rwanda	RWF	823	815	-1%	758	-9%
Tanzania	TZS	2,220	2,182	-2%	2,178	-2%

Closing foreign exchange rate (vs. USD)		Mar-17	Dec-16	Var %	Mar-16	Var %
Guatemala	GTQ	7.34	7.52	2%	7.71	5%
Honduras	HNL	23.58	23.59	0%	22.72	-4%
Costa Rica	CRC	567	561	-1%	542	-5%
Bolivia	BOB	6.91	6.91	0%	6.91	0%
Colombia	COP	2,880	3,001	4%	3,022	5%
Paraguay	PYG	5,638	5,767	2%	5,629	0%
Ghana	GHS	4.32	4.20	-3%	3.84	-13%
Senegal / Chad	XAF	617	626	1%	579	-7%
Rwanda	RWF	826	820	-1%	768	-8%
Tanzania	TZS	2,233	2,181	-2%	2,187	-2%

**P&L reconciliation with Guatemala and Honduras as if fully consolidated vs. IFRS (unaudited)**

As previously noted, the table reconciles the Management reporting numbers which include Guatemala and Honduras on a 100% consolidation basis with the IFRS numbers which account for these businesses as joint ventures using the equity method.

\$ million	Q1 17 (i)	Guatemala and Honduras	JV	Q1 17 IFRS
<b>Revenue</b>	<b>1,505</b>	<b>462</b>		<b>1,043</b>
Cost of sales	(387)	(88)		(300)
<b>Gross profit</b>	<b>1,118</b>	<b>375</b>		<b>743</b>
Operating expenses	(563)	(158)		(405)
<b>EBITDA</b>	<b>555</b>	<b>217</b>		<b>338</b>
<b>EBITDA margin</b>	<b>36.8%</b>	<b>46.9%</b>		<b>32.4%</b>
Depreciation & amortisation	(332)	(114)		(219)
Share of net profit in joint ventures			38	38
Other operating income (expenses), net	1	1		2
<b>Operating profit</b>	<b>223</b>	<b>(102)</b>	<b>38</b>	<b>159</b>
Net financial expenses	(118)	(24)		(94)
Other non-operating income (expenses), net	23	(13)		10
Gains (losses) from associates	(14)			(14)
<b>Profit (loss) before tax</b>	<b>114</b>	<b>(92)</b>	<b>38</b>	<b>61</b>
Net tax credit (charge)	(63)	22		(42)
<b>Profit (loss) for the period</b>	<b>51</b>	<b>(70)</b>	<b>38</b>	<b>19</b>
Profit (loss) from discontinued operations	5			5
Non-controlling interests	(32)	32		(0)
<b>Net profit (loss) for the period</b>	<b>24</b>	<b>(38)</b>	<b>38</b>	<b>24</b>

(i) Management reporting as if the Honduran and Guatemalan businesses continue to be fully consolidated.

*Consolidated balance sheet (unaudited)*

US\$ millions	31 March 2017 (i)	IFRS adjustments (ii)	31 March 2017 IFRS
<b>ASSETS</b>			
Intangible assets, net	4,473	(3,159)	1,314
Property, plant and equipment, net	4,071	(1,121)	2,950
Investments in joint ventures and associates	318	2,503	2,821
Other non-current assets	266	306	572
<b>TOTAL NON-CURRENT ASSETS</b>	<b>9,127</b>	<b>(1,470)</b>	<b>7,657</b>
Inventories, net	109	(31)	78
Trade receivables, net	454	(92)	362
Other current assets	842	(221)	621
Restricted cash	145	(9)	135
Cash and cash equivalents	957	(353)	605
<b>TOTAL CURRENT ASSETS</b>	<b>2,506</b>	<b>(705)</b>	<b>1,801</b>
Assets held for sale	197	(0)	197
<b>TOTAL ASSETS</b>	<b>11,830</b>	<b>(2,176)</b>	<b>9,654</b>
<b>EQUITY AND LIABILITIES</b>			
Equity attributable to owners of the Company	3,026	191	3,217
Non-controlling interests	930	(723)	207
<b>TOTAL EQUITY</b>	<b>3,956</b>	<b>(532)</b>	<b>3,424</b>
Debt and financing	5,166	(1,332)	3,833
Other non-current liabilities	583	(51)	532
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>5,748</b>	<b>(1,383)</b>	<b>4,365</b>
Debt and financing	142	(58)	83
Other current liabilities	1,907	(202)	1,704
<b>TOTAL CURRENT LIABILITIES</b>	<b>2,049</b>	<b>(261)</b>	<b>1,788</b>
Liabilities directly associated with assets held for sale	77	(0)	77
<b>TOTAL LIABILITIES</b>	<b>7,874</b>	<b>(1,644)</b>	<b>6,230</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>11,830</b>	<b>(2,176)</b>	<b>9,654</b>

(i) Management reporting as if the Honduran and Guatemalan businesses continue to be fully consolidated.

(ii) IFRS adjustments result from the deconsolidation of the Guatemala and Honduras businesses and their reclassification as joint venture

*Consolidated statement of cash flows (unaudited)*

US\$ millions	Q1 2017 (i)	IFRS adjustments (ii)	Q1 2017 IFRS
<b>Profit (loss) before taxes from continuing operations</b>	<b>115</b>	<b>(54)</b>	<b>61</b>
Profit (loss) for the period from discontinued operations	5	0	5
<b>Profit (loss) before taxes</b>	<b>119</b>	<b>(53)</b>	<b>65</b>
<b>Net cash provided by operating activities (incl. discops)</b>	<b>332</b>	<b>(133)</b>	<b>198</b>
<b>Net cash used in investing activities (incl. discops)</b>	<b>(294)</b>	<b>74</b>	<b>(220)</b>
<b>Net cash from (used by) financing activities (incl. discops)</b>	<b>(27)</b>	<b>11</b>	<b>(16)</b>
Exchange impact on cash and cash equivalents, net	6	(2)	4
<b>Net (decrease) increase in cash and cash equivalents</b>	<b>17</b>	<b>(51)</b>	<b>(34)</b>
Cash and cash equivalents at the beginning of the year	947	(301)	646
Effect of cash in disposal group held for Sale	(7)		(7)
<b>Cash and cash equivalents at the end of the period</b>	<b>957</b>	<b>(352)</b>	<b>605</b>

(i) Management reporting as if the Honduran and Guatemalan businesses continue to be fully consolidated

(ii) IFRS adjustments result from the deconsolidation of the Guatemala and Honduras businesses and their reclassification as joint ventures