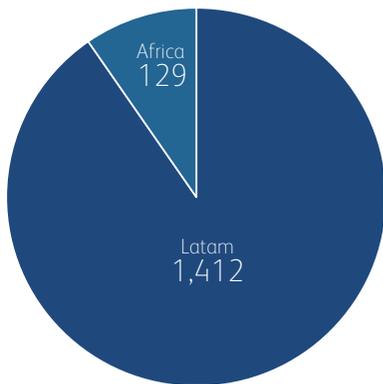


Q2 2018 Business Update

Group

(m)

Organic growth
▲ +4.2%



Revenue

Organic growth
▲ +4.6%

551

EBITDA

Contribution to service revenue

60%



B2C Mobile

Service revenue

859m

Year on Year

+2.1%

Customers
4G subscribers
MFS Customers

47.2m
8.3m
10.0m

Quarterly Net Additions

+0.47m
+0.49m
-0.13m

Year on Year

+2.0%
+67.1%
+2.9%

22%



B2C Home

319m

+12.6%

RGU/Homes connected (HFC)
Homes connected
Homes passed

1.89x
3.5m
9.6m

+0.14m
+0.36m

+11.4%
+12.1%

17%



B2B

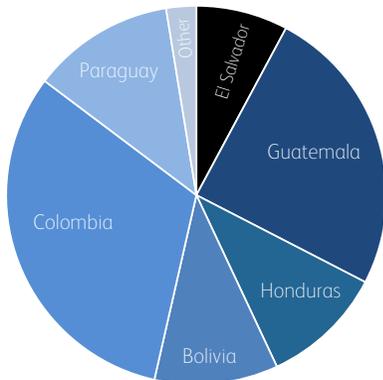
246m

+7.7%

Latam

(m)

Organic growth
▲ +4.3%



Revenue

Organic growth
▲ +4.4%

514

EBITDA

56%



B2C Mobile

738m

+2.1%

Customers
4G subscribers
MFS Customers

31.8m
8.0m
3.4m

-0.08m
+0.43m
-0.10m

+0.3%
+68.5%
-8.5%

24%



B2C Home

319m

+12.6%

RGU/Homes connected (HFC)
Homes connected
Homes passed

1.89x
3.5m
9.6m

+0.14m
+0.36m

+11.4%
+12.1%

18%



B2B

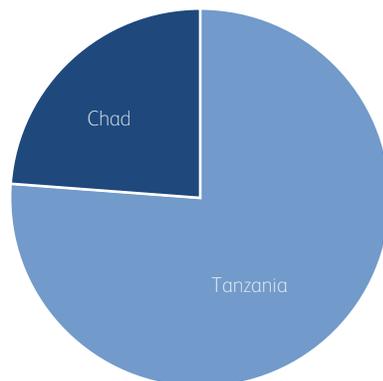
239m

+7.1%

Africa

(m)

Organic growth
▲ +2.9%



Revenue

Organic growth
▲ +5.0%

32

EBITDA

94%



B2C Mobile

121m

+2.1%

Customers
4G subscribers
MFS Customers

15.4m
0.4m
6.6m

+0.55m
+0.06m
-0.02m

+5.8%
+40.3%
+9.8%

5%



B2B

7m

+31.7%

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