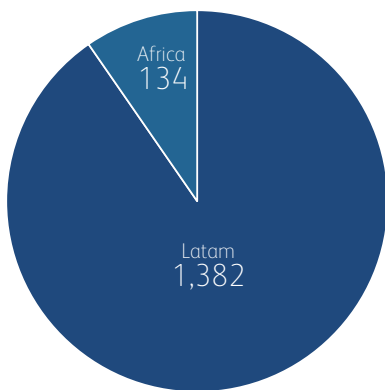


Q1 2018 Business Update

Group

(m)

Organic growth
▲ +2.9%



Revenue

Organic growth
▲ +1.5%

554
EBITDA

Contribution to service revenue

61%



B2C Mobile

Service revenue
862m
Year on Year
+0.8%

	Customers	Quarterly Net Additions	Year on Year
Customers	46.8m	+0.21m	+2.0%
4G subscribers	7.8m	+0.69m	+95.5%
MFS Customers	10.1m	-0.26m	+4.5%

21%



B2C Home

302m
Year on Year
+7.6%

	RGU/Homes connected (HFC)	Quarterly Net Additions	Year on Year
RGU/Homes connected (HFC)	1.89x		
Homes connected	3.4m	+0.09m	+8.6%
Homes passed	9.3m	+0.21m	+10.5%

17%



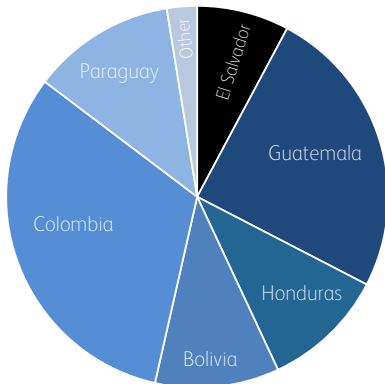
B2B

246m
Year on Year
+9.1%

Latam

(m)

Organic growth
▲ +3.0%



Revenue

Organic growth
▲ +1.3%

514
EBITDA

57%



B2C Mobile

736m
Year on Year
+0.9%

	Customers	Quarterly Net Additions	Year on Year
Customers	31.9m	-0.04m	+1.8%
4G subscribers	7.5m	+0.64m	+97.3%
MFS Customers	3.5m	-0.17m	-6.0%

23%



B2C Home

302m
Year on Year
+7.6%

	RGU/Homes connected (HFC)	Quarterly Net Additions	Year on Year
RGU/Homes connected (HFC)	1.89x		
Homes connected	3.4m	+0.09m	+8.6%
Homes passed	9.3m	+0.21m	+10.5%

19%



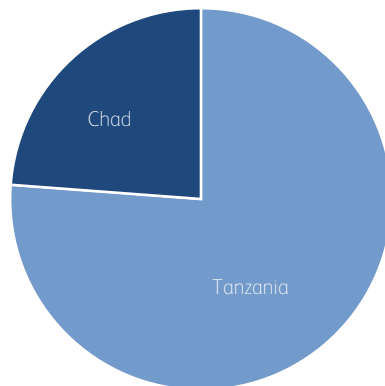
B2B

240m
Year on Year
+8.9%

Africa

(m)

Organic growth
▲ +1.6%



Revenue

Organic growth
▲ +2.2%

37
EBITDA

94%



B2C Mobile

126m
Year on Year
+0.4%

	Customers	Quarterly Net Additions	Year on Year
Customers	14.9m	+0.25m	+2.5%
4G subscribers	0.3m	+0.05m	+59.1%
MFS Customers	6.7m	-0.09m	+11.0%

5%



B2B

7m
Year on Year
+34.4%

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