

Millicom International Cellular S.A.

Financial results Q1 2012

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Mikael Grahne
François –Xavier Roger





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Q1 Highlights



- Revenue growth in local currency of 8.4%
- Focus on new categories is yielding strong results: over 80% of growth is derived from products and services that did not exist three years ago
- Sustained high single digit growth from Latin America but slow-down of growth in Africa due to pricing pressure
- EBITDA margin at 44.2% diluted by voice pricing in Africa and El Salvador, and accelerated investments in new categories and network
- Reiterated FY outlook and mid term growth ambitions

Financial Highlights Q1 YoY



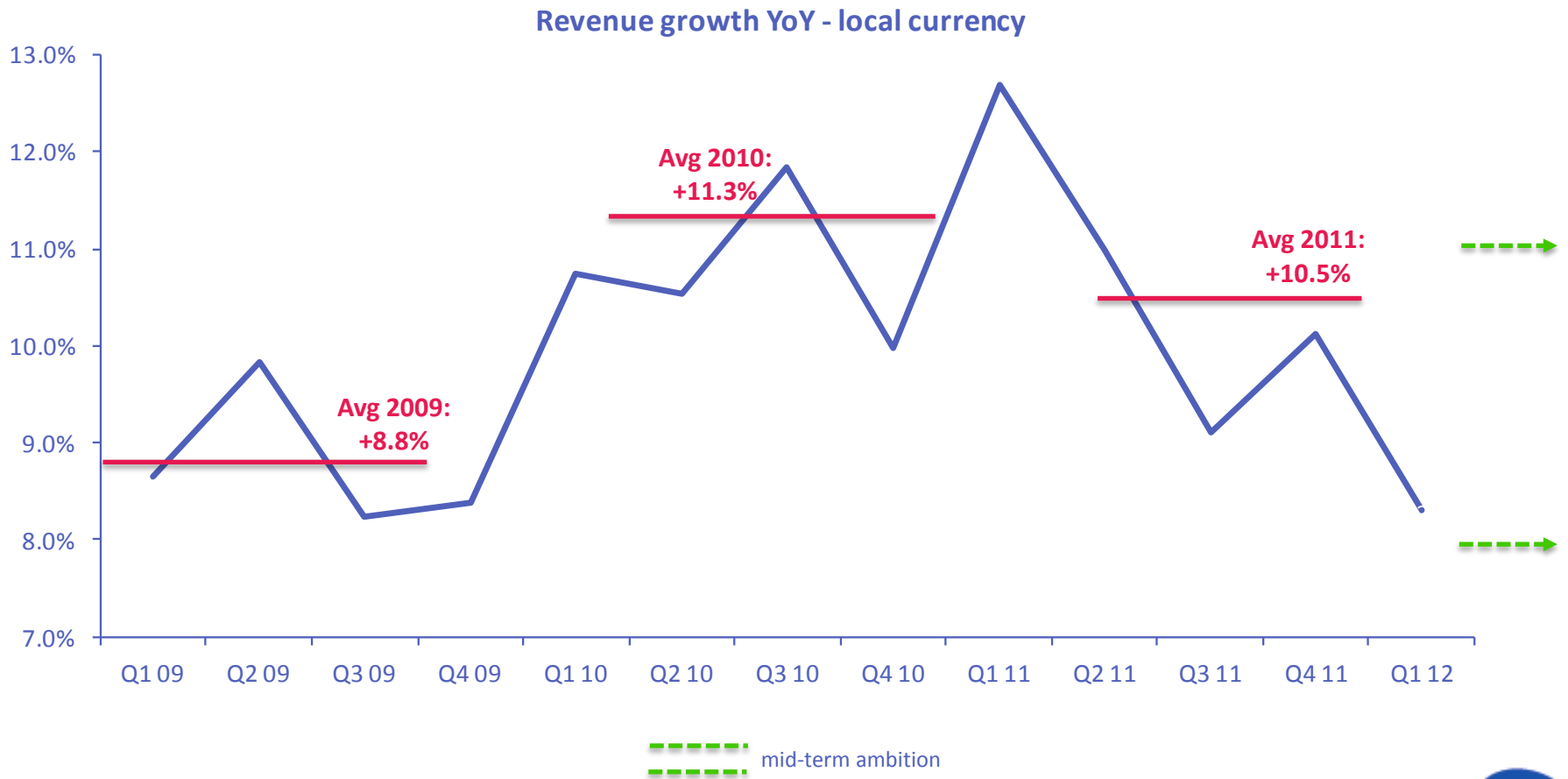
US\$ million	Q1 12	Q1 11	\$ growth	Local currency
Mobile customers (million)	43.8	39.8	10.1%	
Mobile ARPU (US\$)	9.0	9.3	-2.8%	-2.6%
Revenues	1,168	1,081	8.0%	8.4%
EBITDA % of revenues	517 44.2%	509 47.1%	1.4% -2.9 pt	2.2%
Capex* % of revenues	172 14.7%	85 7.9%	101.5% 6.8 pt	
Operating Free Cash Flow ** % of revenues	310 26.6%	249 23.0%	24.6% +3.5 pt	

Revenue growth at 8.4% in local currency over record 12.7% in Q1 2011
 EBITDA margin at 44.2% impacted by African pricing and accelerated investments
 Strong cash flow generation

*Excluding capitalization of leasing costs for existing towers

** EBITDA - CAPEX + proceeds from disposal of infrastructure - Taxes +/- Working Capital movements

Average revenue growth



Figures restated with Honduras at 100%

ARPU* evolution



US\$	Q1 12	YoY**	Q4 11	Q3 11	Q2 11	Q1 11
Central America	11.6	-4.8%	12.0	11.8	11.9	12.1
South America	13.1	+3.7%	13.4	13.5	13.2	12.3
Latin America	12.3	-0.4%	12.7	12.7	12.5	12.2
Africa	4.6	-6.8%	4.8	4.9	5.1	5.2
Total Millicom	9.0	-2.6%	9.3	9.3	9.4	9.3

Stable ARPU in Latin America
Decline in Africa to support affordability

*Mobile ARPU based on total revenues excluding cable and roaming

** Growth in Local Currency



Category review

Revenues by category-MIC



US\$m	Q1 12	Q1 11	Local currency growth	Contribution to recurr. rev.* growth Q1 12	
Communication (voice, SMS)	827	818	1.9%	12%	} 100%
<i>Voice</i>	723	721	1.1%	3%	
<i>SMS</i>	104	97	7.8%	10%	
Information (Data services)	150	106	38.8%	56%	
<i>of which Mobile Data</i>	110	72	51.0%	49%	
Entertainment (TV, Ringback tones, games)	87	78	12.5%	13%	
Solutions (Tigo Lends You, Give me balance)	33	23	40.0%	12%	
MFS (Tigo Cash)	6.4	0.7	na	7%	
Others (T&E, inbound roaming, other revenues)	65	55	14.1%		
Total revenues	1,168	1,081	8.4%		

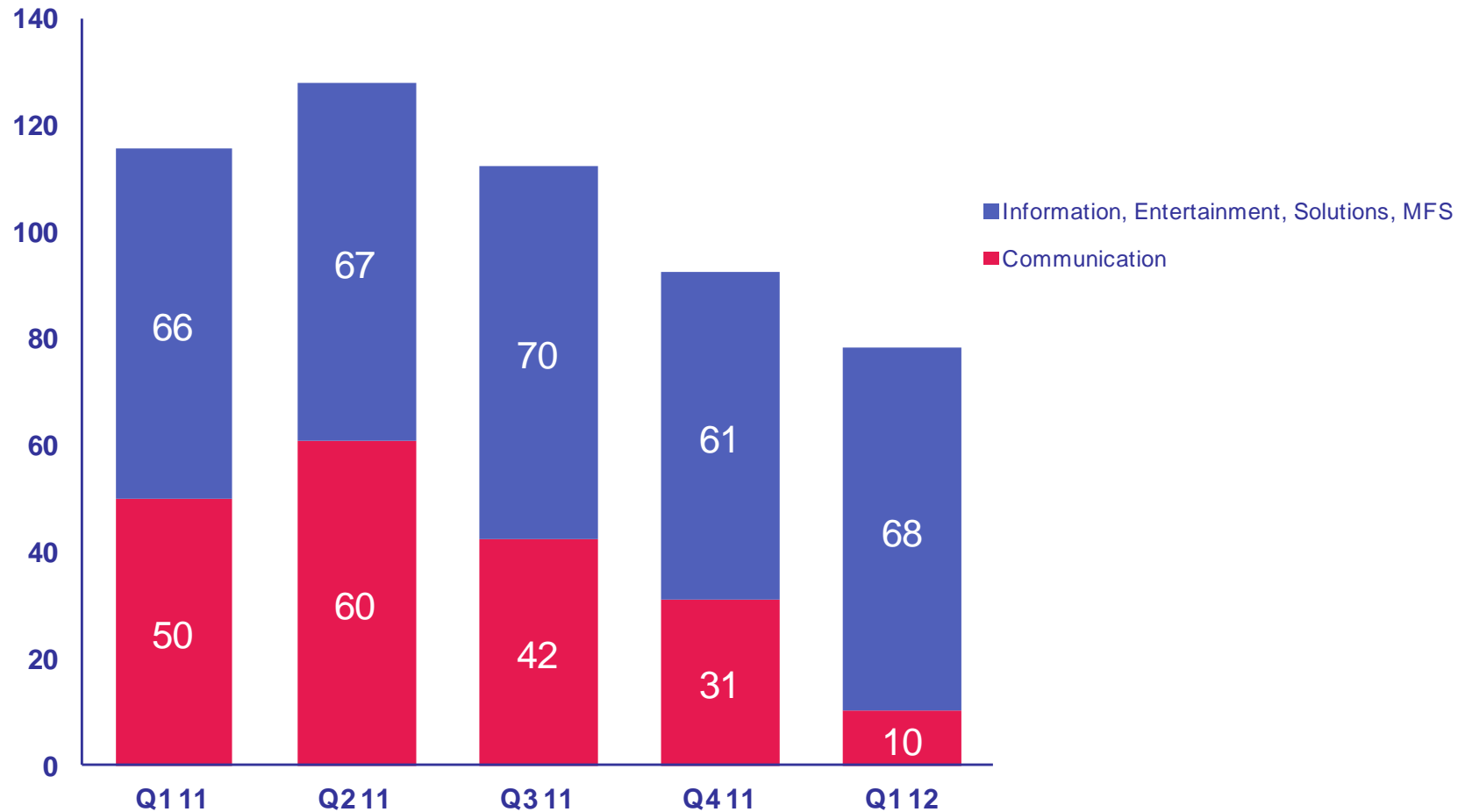
Revenues outside Communication category grew 29% in LC in Q1, contributing to 88% of recurring revenue growth
Voice and SMS remained resilient

* recurring revenues= Communication+ Information+ Entertainment+ Solution+ MFS revenues

88% of recurring revenue growth from new categories



Recurring revenues growth (US\$M)



Innovation in products & services delivering growth
Communication resilient despite pressures in Africa this quarter

VAS contributing >30% of revenues



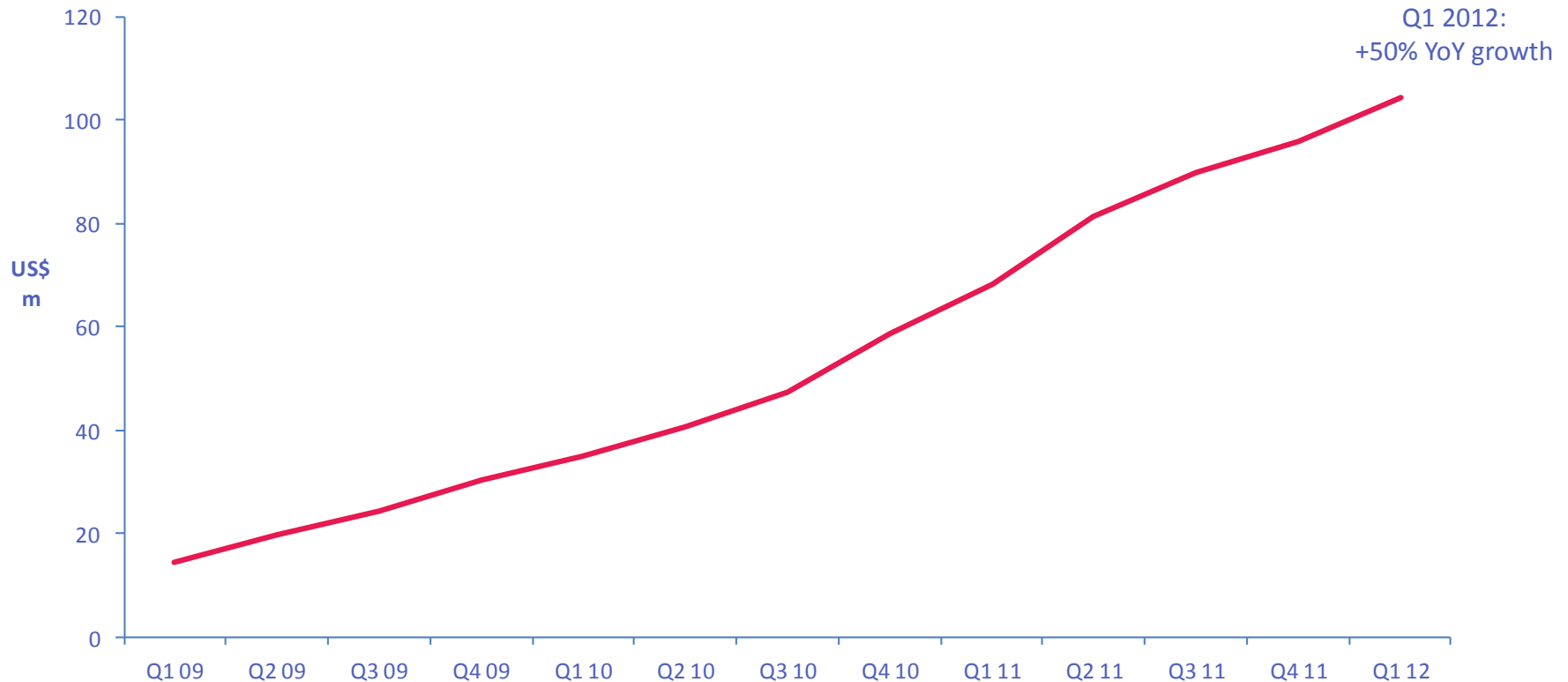
Over 30% of revenues coming from non voice services in Q1 2012
Over 35% in Latin America, on track to reach 50% by 2015

Note: non-SMS VAS includes Ringback tones / Data (web browsing)/ Content (Premium SMS, daily services like horoscopes) / Tigo Lends You/ Financial services

Strong growth of mobile data revenue in Latin America

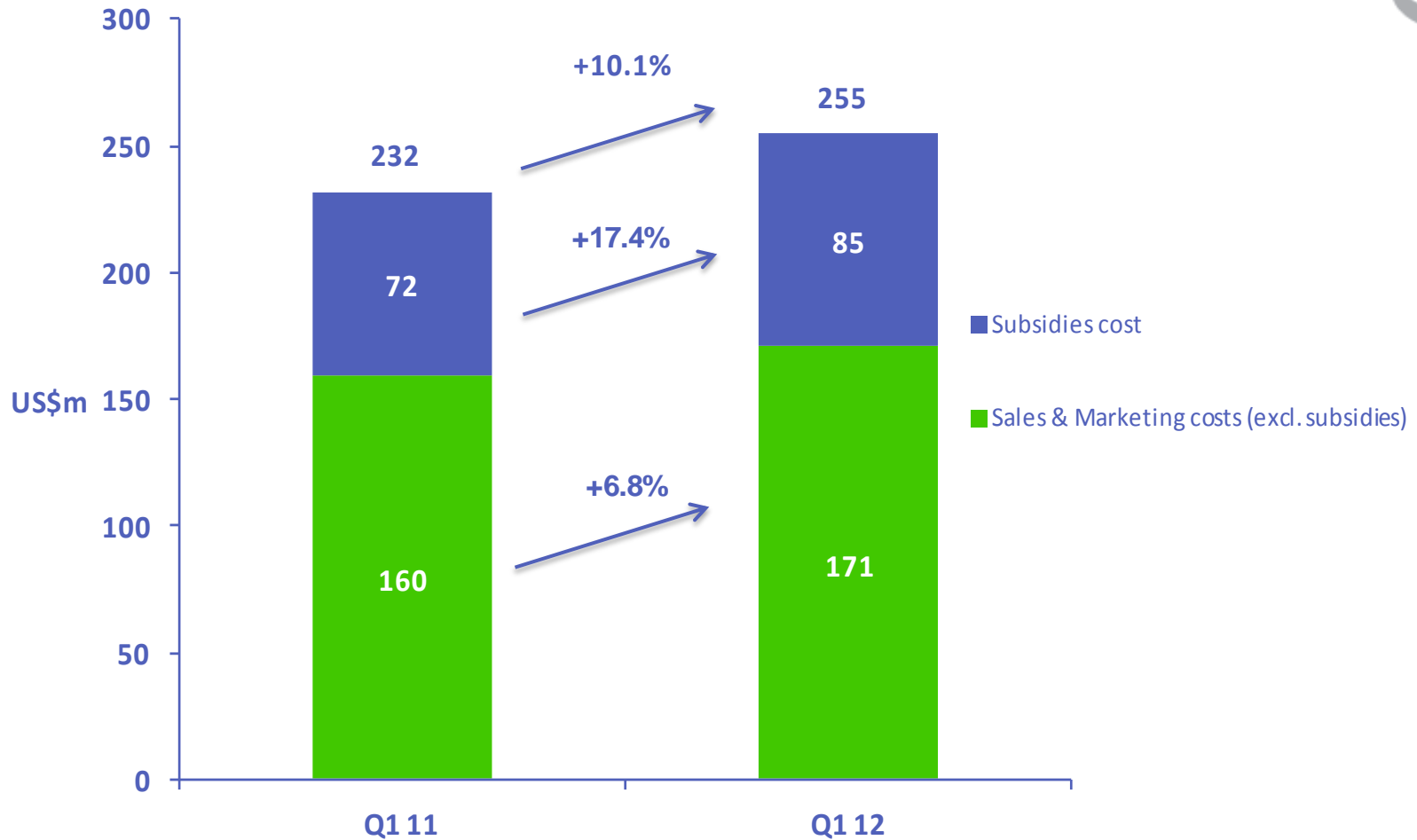


Data revenue (2G+3G) - Latin America



Commercial investment in mobile data shows good results
42% of LATAM's recurring revenue growth
coming from mobile data

Commercial investment to accelerate growth of data services



Subsidies increasing at twice the rate of revenues to seize growth opportunities

Good growth in data revenue in Latin America



Latin America (2G+3G)	Q1 2012	Q4 2011	QoQ growth
Total data users* 2G+3G (million)	3.8	3.5	9%
% of total customers	14.2%	13.5%	0.8pt
Total Data Revenue 2G+3G	104.0	93.0	12%
<i>of which:</i>			
Handsets (US\$M)	59.9	50.5	19%
Datacards (US\$M)	44.1	42.5	4%
Data revenues 2G+3G as % of total mobile recurring revenues	13.0%	11.8%	1.2pt
Data ARPU 2G+3G among data users			
Handsets (US\$)	7.9	7.3	8%
Datacards (US\$)	15.7	15.6	0%

**To better reflect real consumption of data, from Q3 2011 a data user is now defined as a customer who has used at least 250Kb of capacity over the last 30 days*

Product penetration



Total MIC	Q1 12	Q1 11	Change (pts)	Highest market* Q1 12	Lowest market* Q1 12
SMS (communication)	54.0%	51.7%	2.4	80.1%	18.9%
Ring Back Tone (entertainment)	25.6%	27.5%	-1.9	37.9%	6.3%
Data (2G+3G) (information)	10.7%	8.0%	+2.7	21.7%	0.2%
Tigo Lends You (solutions)	37.6%	34.2%	+3.4	55.3%	20.8%
Tigo cash (MFS)	7.3%	1.1%	+6.1	24.0%	0.3%

Room for further growth through penetration of existing services
 SMS still growing
 Power of lending products

SMS/Ring Back Tone: Starting from Q1 11 (previous periods reported on comparable basis), an SMS/ Ring Back Tone user is defined as a customer who used SMS peer-to-peer/RBT services over the last 30 days

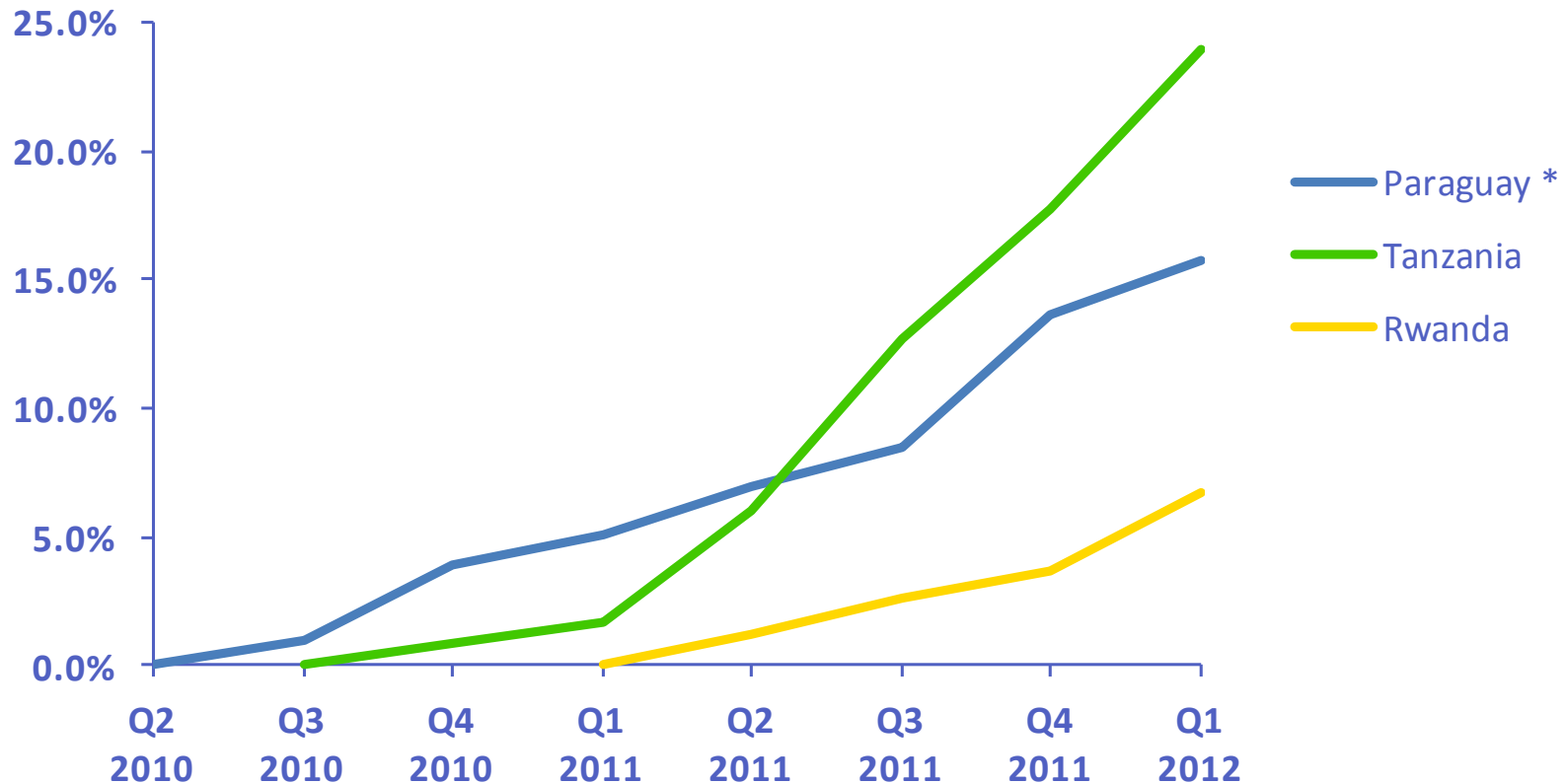
Data: Starting from Q3 11 (previous periods reported on comparable basis), to better reflect real consumption of data, a data user is defined as a customer who has used at least 250Kb of capacity over the last 30 days

Tigo cash: Based on the 7 markets where Tigo Cash has been launched

Tigo Cash gaining momentum



Tigo Cash penetration %
(as a % of mobile customers)



Tigo Cash launched in 7 markets,
International remittances launched in Paraguay

* Restated to align Tigo Cash users definition



Regional review

Revenues by category-Latin America



US\$m	Q1 12	Q1 11	Local currency growth	Contribution to recurr. rev.* growth Q1 12	
Communication (voice, SMS)	616	598	2.0%	24%	} 100%
<i>Voice</i>	523	511	1.1%	15%	
<i>SMS</i>	93	86	7.3%	9%	
Information (Data services)	144	103	37.7%	54%	
<i>of which Mobile Data</i>	104	72	50.1%	42%	
Entertainment (TV, Ringback tones, games)	79	71	11.8%	11%	
Solutions (Tigo Lends You, Give me balance)	29	22	32.3%	9%	
MFS (Tigo Cash)	2.5	0.6	na	3%	
Others (T&E, inbound roaming, other revenues)	58	49	17.4%		
Total revenues	929	842	9.2%		

Information, Solutions and MFS growth > 30%
 Mobile data growing in excess of 50% again in Q1 2012

* recurring revenues= Communication+ Information+ Entertainment+ Solution+ MFS revenues

Quarterly Highlights – Central America YoY



US\$m	Q1 12	Q1 11	Reported growth	Local currency growth
Mobile customers (million)	15.1	13.8	9.0%	
Mobile ARPU (US\$)	11.6	12.1	-4.5%	-4.8%
Revenues	474	455	4.3%	4.7%
EBITDA	241	246	-2.1%	-1.1%
% of revenues	51.0%	54.1%	-3.2pt	
Capex	51	26	94.5%	
% of revenues	10.8%	5.7%	+5.1pt	
Operating Free Cash Flow	121	130	-7.3%	
% of revenues	25.6%	28.6%	-3.0pt	

Revenue growth at 4.7% in LC
 Declining EBITDA margin due to accelerating network investment and as a result of pricing pressure on voice in El Salvador

Quarterly Highlights – South America YoY



US\$m	Q1 12	Q1 11	Reported growth	Local currency growth
Mobile customers (million)	11.5	10.4	10.5%	
Mobile ARPU (US\$)	13.1	12.3	6.4%	3.7%
Revenues	455	387	17.4%	14.4%
EBITDA	186	165	12.6%	10.4%
% of revenues	40.9%	42.6%	-1.7pt	
Capex*	69	28	na	
% of revenues	15.2%	7.2%	+8.0pt	
Operating Free Cash Flow	131	102	28.1%	
% of revenues	28.8%	26.4%	+2.4pt	

Strong revenue growth in all 3 markets

Margin erosion with additional subsidies and tax on revenues in Bolivia

Strong cash flow generation

* Excluding capitalization of leasing costs for existing towers

Revenues by category- Africa



US\$m	Q1 12	Q1 11	Local currency growth
Communication (voice, SMS)	212	220	1.5%
<i>Voice</i>	201	210	2.0%
<i>SMS</i>	11	10	12.0%
Information (Data services)	6	3	73.9%
<i>of which Mobile Data</i>	5	3	69.0%
Entertainment (TV, Ringback tones, games)	8	8	18.7%
Solutions (Tigo Lends You, Give me balance)	4	2	131.3%
MFS (Tigo Cash)	3.8	0.1	na
Others (T&E, inbound roaming, other revenues)	5	6	-11.8%
Total revenues	239	239	5.4%

Slow down of voice growth in Africa compensated by non-voice services gaining momentum

* recurring revenues= Communication+ Information+ Entertainment+ Solution+ MFS revenues

Quarterly Highlights – Africa YoY



US\$m	Q1 12	Q1 11	Reported growth	Local currency growth
Mobile customers (million)	17.2	15.5	10.9%	
Mobile ARPU (US\$)	4.6	5.2	-11.7%	-6.8%
Revenues	239	239	-0.1%	5.4%
EBITDA % of revenues	90 37.5%	98 40.9%	-8.4% -3.4pt	-3.5%
Capex* % of revenues	42 17.4%	26 11.0%	57.5% +6.4pt	
Operating Free Cash Flow % of revenues	66 27.4%	33 13.6%	101.4% +2.9pt	

Revenue growth and margins negatively impacted by pricing pressure in 3 markets

* Excluding capitalization of leasing costs for existing towers



Financial review

Evolution of taxes



US\$m	Q1 12	Q4 11	Q3 11	Q2 11	Q1 11
PBT	200	243	304	214	311
Reported taxes	-91	-9	166	-57	-82
of which:					
<i>Non recurring items *</i>	-30	49	251	-12	10
Normalized tax expenses**	-61	-58	-84	-45	-92
Normalized tax rate	30.6%	24.0%	27.7%	21.1%	29.7%

Normalized tax rate at 30.6% impacted by higher withholding tax on upstreamed cash

* such as recognition of deferred tax assets and subsequent amortization

**Excluding non recurring items

Normalised EPS

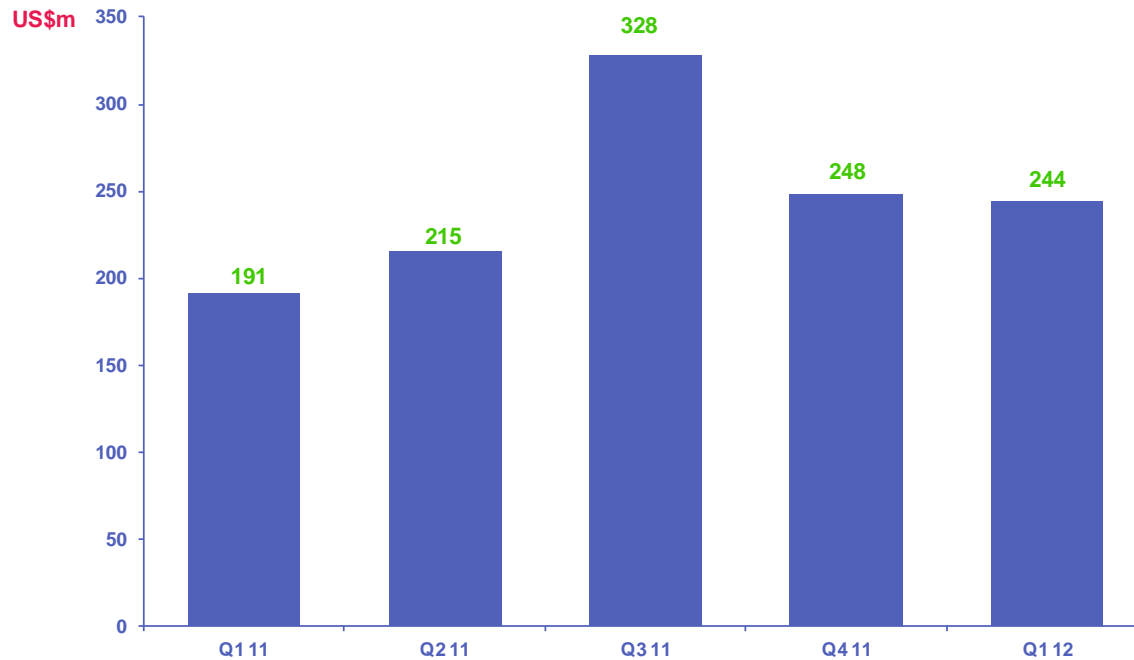


US\$ million	Q1 12	Q1 11	\$ growth	
EBITDA	517	509	1%	
Corporate costs	-27	-22	23%	Building categories
Depreciation	-196	-178	10%	
Net Finance Costs	-43	-45	-4%	
Taxes	-86	-82	5%	
Others	-6	1		Minorities
Normalized Net Profit *	159	183	-13%	
No. of shares (million)	101.7	105.8		
Normalized EPS	1.56	1.73	-9%	

Normalized EPS negatively impacted by higher depreciation

* Excluding exceptional items (such as: recognition of deferred tax assets and subsequent amortization, revaluation of assets and/or potential goodwill write downs, FX gains and losses on debt, and potentially any non cash item that is by nature non-recurring.)

Free Cash Flow



US\$m	Q1 12	Q1 11	Change
OFCF	310	249	25%
Net Interest paid	-44	-40	12%
Corporate Costs paid	-22	-18	20%
FCF	244	191	28%

	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12
FCF* as % of revenue	17.7%	19.2%	28.5%	21.0%	20.9%

Sustainable free cash flow generation

* EBITDA – Capex +/- WC – Interests – Taxes – Corporate costs

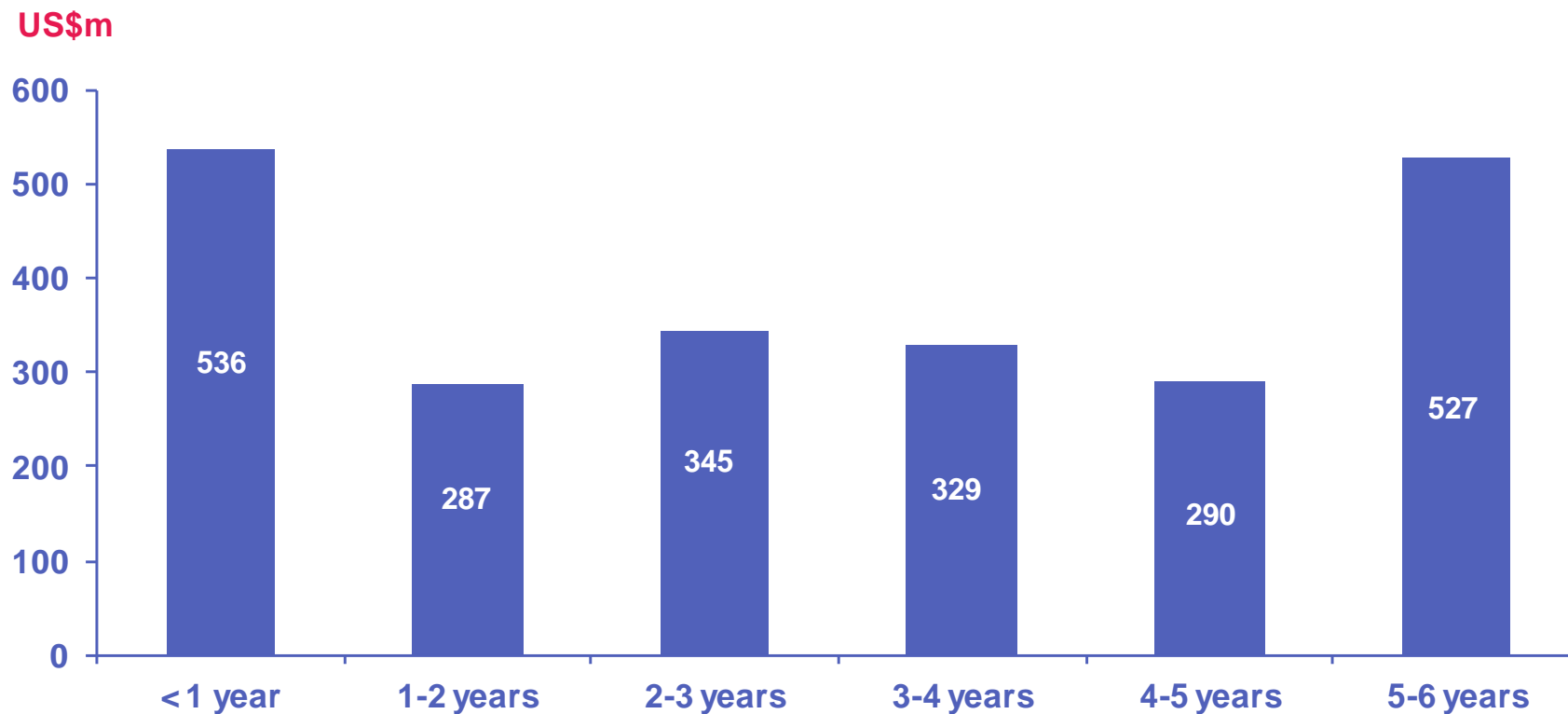
Leverage: Net Debt/EBITDA



US\$m	Q1 12	Q4 11
Gross Debt	2,478	2,438
Cash	1,117	881
Pledged/time deposits	53	50
Net Debt	1,308	1,507
Net Debt/EBITDA	0.6	0.7

Stable Net Debt/EBITDA ratio

Gross Debt maturity*



Average maturity of 3 years
49% of gross debt at fixed rates

* Excluding finance leases

Guidance for 2012 (confirmed)



- EBITDA margin around mid 40s
- Capex not to exceed 20% of revenues
- OFCF margin around 20%

Capex excluding potential new spectrum, green-field cable and capitalization of leasing costs for towers transferred to tower companies

OCF= Operating Free Cash Flow:

EBITDA - CAPEX – Taxes +/- Working Capital movements

OCF margin excluding payments for potential spectrum acquisitions



Appendix

Overview



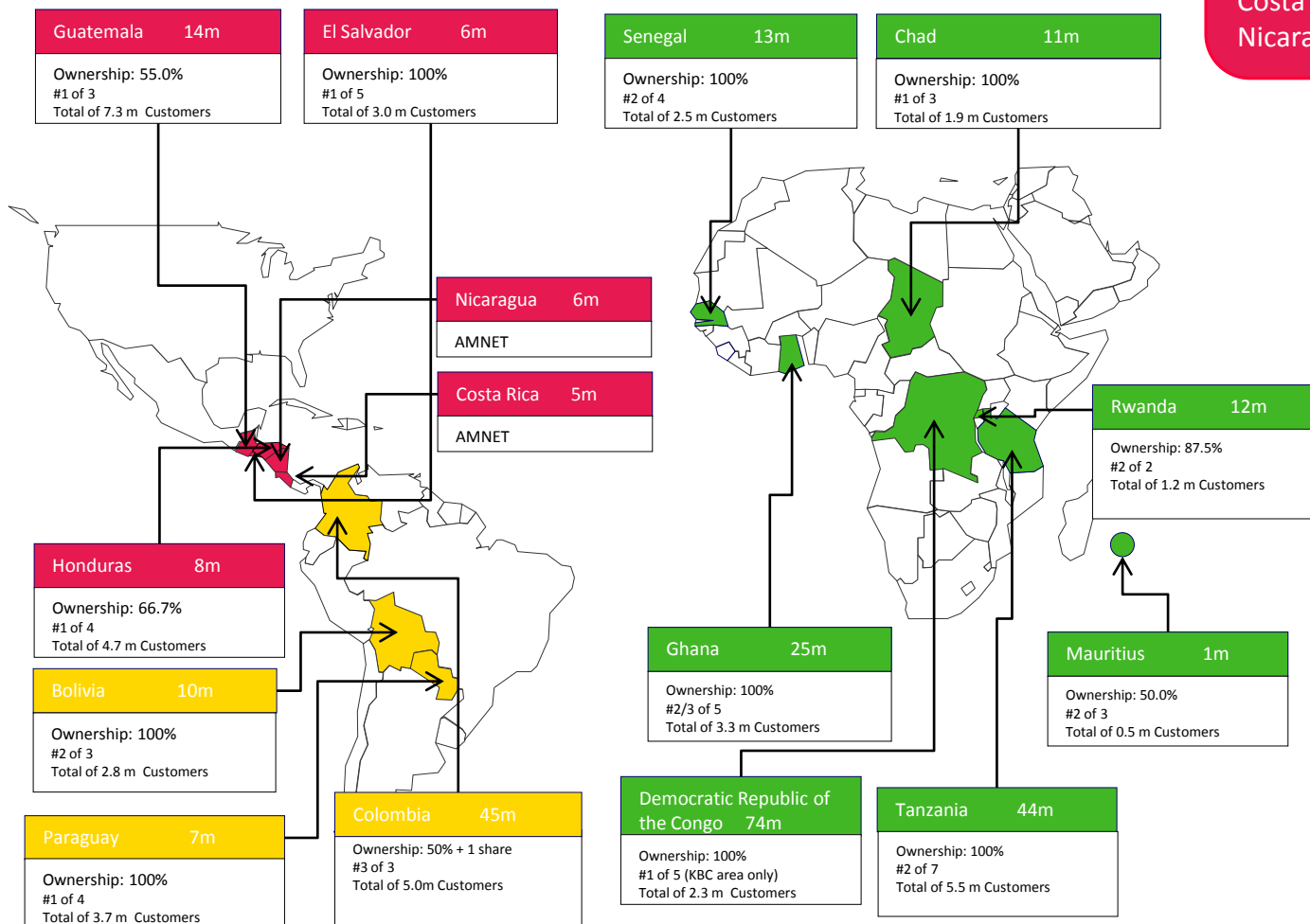
Central America:
28m

South America:
62m

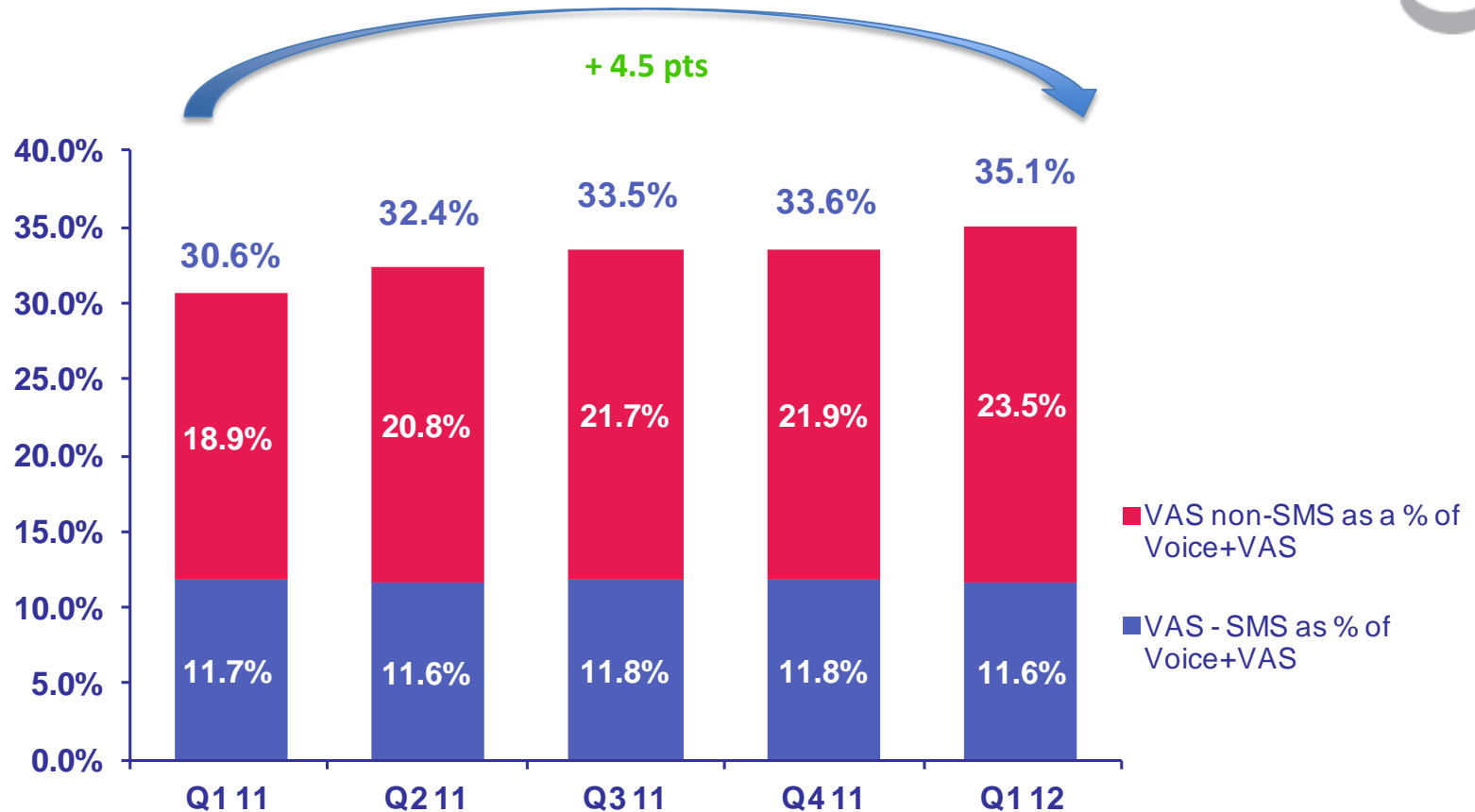
Africa*:
180m

Mobile operations'
pops under
license: 270m

Amnet: 39m
Guatemala 14m
El Salvador 6m
Honduras 8m
Costa Rica 5m
Nicaragua 6m



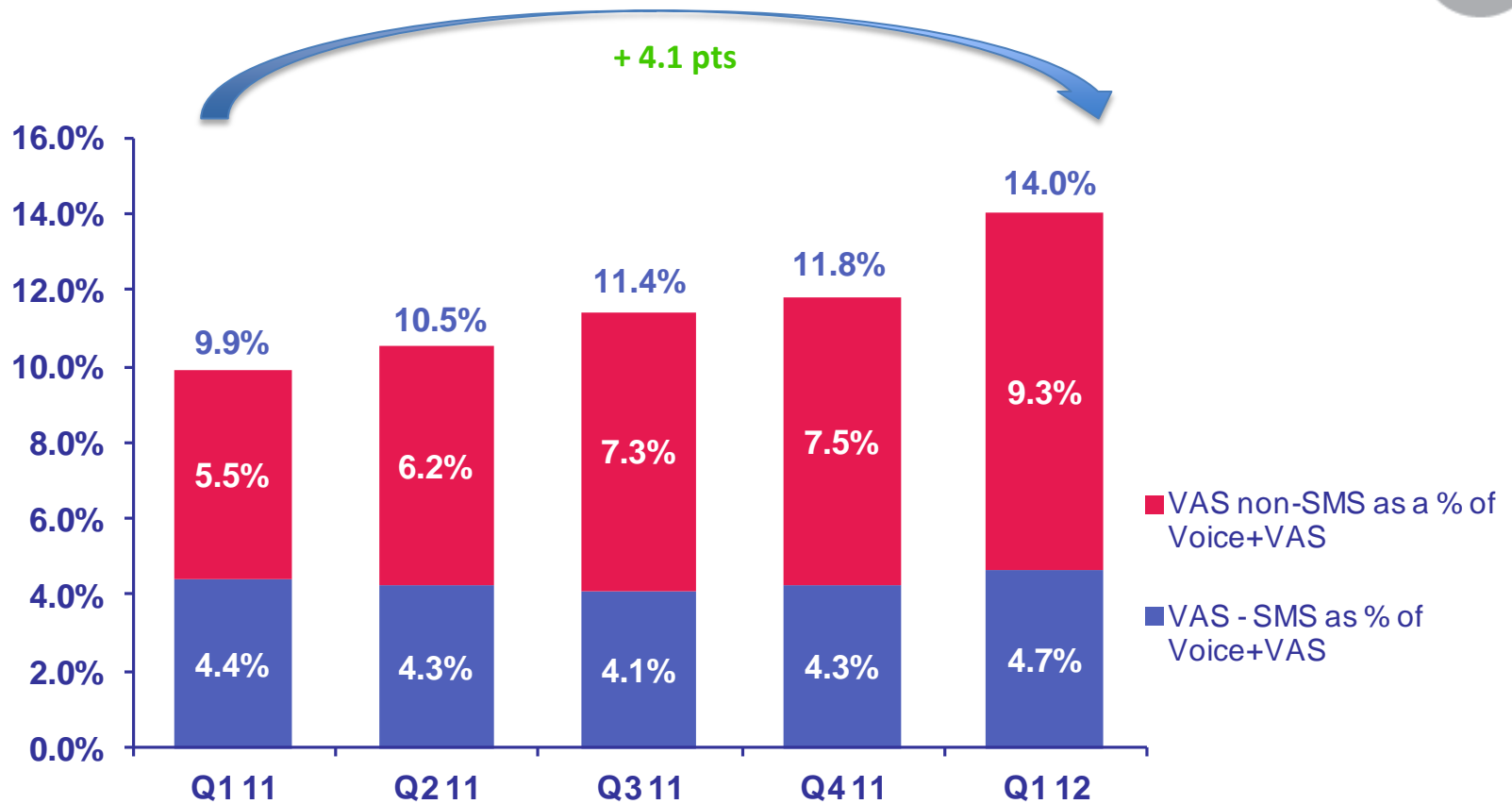
Revenue by service - LATAM



VAS revenue above 1/3 of mobile revenues
(Voice + VAS)

Note: VAS non SMS includes Ringback tones / Data (web browsing)/ Content (Premium SMS, daily services like horoscopes) /Financial services

Revenue by service - Africa



VAS revenue 14% of mobile revenues
(Voice + VAS)

Note: VAS non SMS includes Ringback tones / Data (web browsing)/ Content (Premium SMS, daily services like horoscopes) /Financial services

Penetration rates

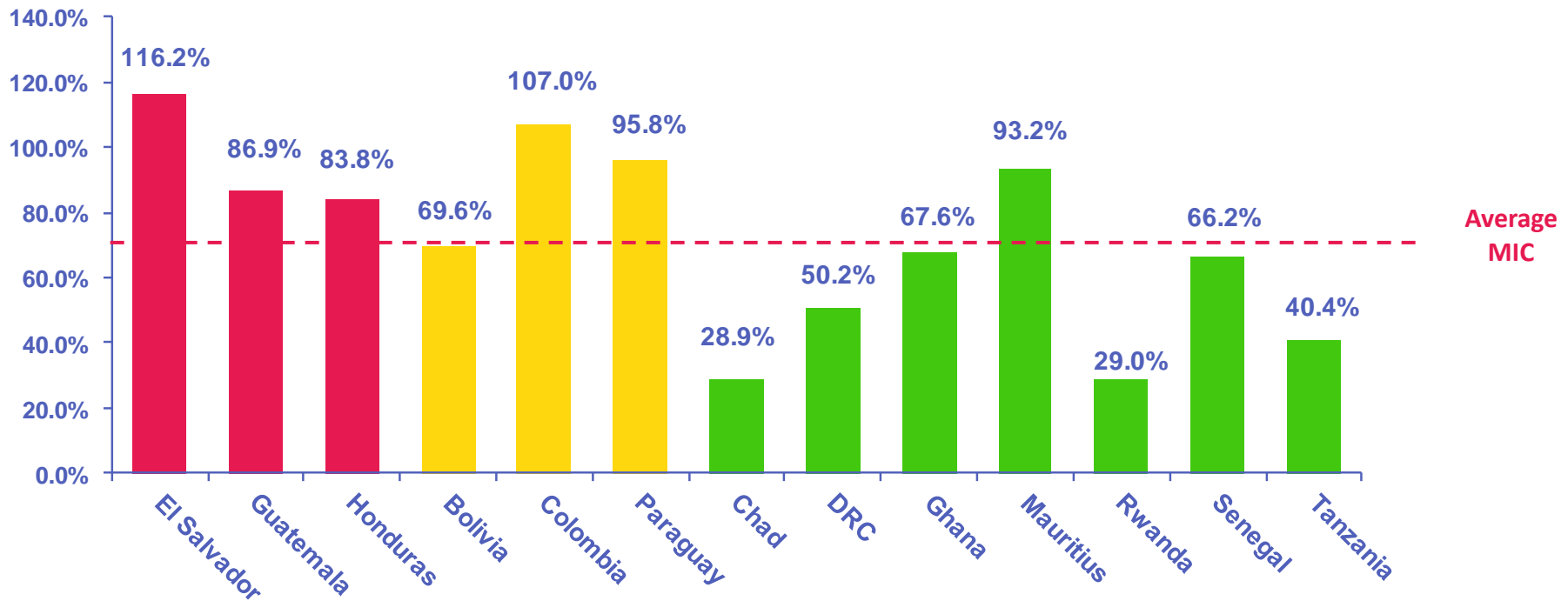


CAM
Avg penetration
92.2%

SAM
Avg penetration
99.3%

Africa *
Avg penetration
48.4%

MIC
Avg penetration
69.8%



* For DRC , only penetration in Kinshasa-BAS Congo area is considered

Market Share



CAM
Avg Market Share
55.1%

SAM
Avg Market Share
18.1%

Africa
Avg Market Share
29.8%

MIC
Avg Market Share
29.5%



Increase QoQ

- Bolivia
- Chad
- Guatemala
- Honduras
- Mauritius
- Paraguay
- Rwanda
- Tanzania

Decrease QoQ

- Colombia
- DRC
- El Salvador
- Ghana
- Senegal

Market share evolution



	Market share* (%)			
	Total	Central Am.	South Am.	Africa
Q1 12	29.5%	55.1%	18.1%	29.8%
Q4 11	29.7%	54.1%	18.1%	30.6%
Q3 11	30.4%	54.3%	18.7%	31.3%
Q2 11	30.5%	54.4%	18.6%	31.7%
Q1 11	29.9%	54.4%	18.2%	30.8%

Focus on high value customers triggers decrease in customer market share

* Comparable market share (i.e. for DRC only Kinshasa-Bas Congo area considered)

Movements of currencies vs USD YoY

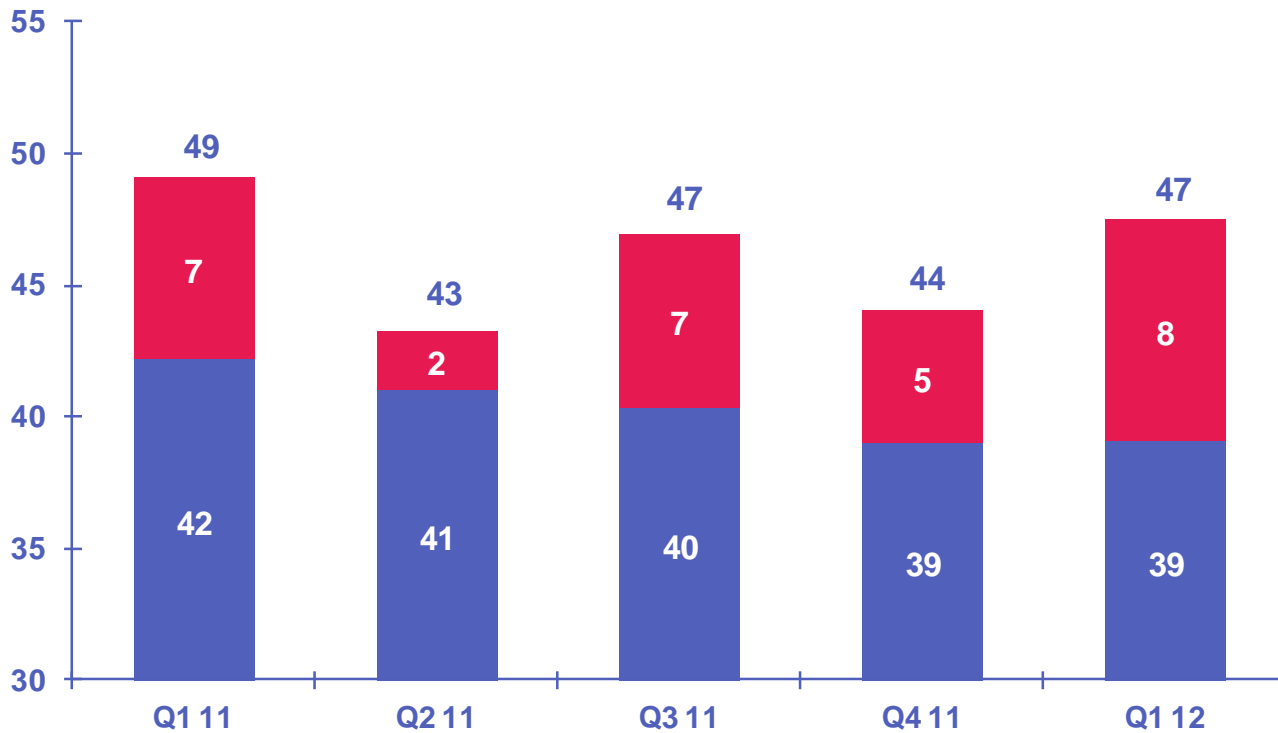


			Closing rate Q1 12	Closing rate Q1 11	Change	Average rate Q1 12	Average rate Q1 11	Change
Central America	Guatemala	GTQ	7.69	7.66	0%	7.77	7.83	1%
	Honduras	HNL	19.35	18.90	-2%	19.22	18.90	-2%
	Nicaragua	NIO	23.25	22.15	-5%	23.12	22.01	-5%
	Costa Rica	CRC	513.58	499.00	-3%	514.32	505.19	-2%
South America	Bolivia	BOB	6.91	7.01	1%	6.91	6.99	1%
	Colombia	COP	1,792.07	1,873.20	4%	1,829.42	1,891.70	3%
	Paraguay	PYG	4,324.00	4,115.00	-5%	4,450.50	4,497.50	1%
Africa	Ghana	GHS	1.76	1.52	-16%	1.70	1.52	-12%
	Mauritius	MUR	28.94	28.84	0%	29.04	29.69	2%
	Senegal/Chad	XAF	491.92	462.40	-6%	498.51	477.05	-4%
	Rwanda	RWF	607.20	600.53	-1%	605.45	598.38	-1%
	Tanzania	TZS	1,596.00	1,505.00	-6%	1,591.54	1,485.69	-7%

For El Salvador and DRC, functional currency is USD



Quarterly Interest expense



■ Total interest cost

■ Other financial costs

	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12
Effective rate*	7.2%	6.9%	7.1%	6.5%	6.4%

* Effective rate calculated on loan interest expenses

Market Overview – by Segment



Millicom Segments	Central America	South America	Africa	Total
Market Overview				
Population (million)	28	62	180	270
Mobile Penetration	92.2%	99.3%	48.4%	69.8%
Operational Data				
Total Mobile customers (million)	15.1	11.5	17.2	43.8
Attrib. Customers (million)	11.8	11.5	17.0	40.3
Capex (\$m- excl Corporate)	51	69	42	162
Capex as % of revenue	10.8%	15.2%	17.4%	33.6%
Cell sites ('000)	5.8	5.2	4.4	15.4
Outlets ('000)	133	177	371	682
Key Financials (Attributable)				
Revenue (\$m)	474	455	239	1,168
EBITDA (\$m)	241	186	90	517
EBITDA Margin	51.0%	40.9%	37.5%	44.2%

Market Overview – LATAM



Latin America	Central America			South America		
	El Salvador	Guatemala	Honduras	Bolivia	Colombia	Paraguay
Shareholding	100.0%	55% (p)	66.7%	100.0%	50% + 1 share	100.0%
License Period (yrs)	20 yrs fr 1998	15 yrs fr 2003	25 yrs fr 1996	20 yrs fr 1995	10 yrs fr 2003	5 yrs renewal
Date of Expiry	2018	2018	2021	2015	2013	2016
Market Overview						
Population (M)	6	14	8	10	45	7
GDP per Pop (PPP) \$	7,300	5,200	4,200	4,800	9,800	4,900
Mobile Penetration	116.2%	86.9%	83.8%	69.6%	107.0%	95.8%
Market Position	One of Five	One of Three	One of Four	Two of Three	Three of Three	One of Four
Market Share	42.0%	55.4%	68.0%	36.1%	10.1%	58.7%
Operational Data						
Total Customers ('000)	3,046	7,300	4,712	2,832	5,002	3,697
Cell sites ('000)	1.1	3.2	1.6	1.0	3.1	1.0
Other Operators	Digicel America Movil Telefonica Red	America Movil Telefonica	Digicel America Movil Honducel	Entel Viva	America Movil Telefonica	Personal America Movil Vox
Main commodities exported	Coffee Sugar	Coffee Sugar	Coffee Bananas	Lithium Natural gas	Coffee Oil	Soy Cassava

(p): proportionally consolidated

Source for population and GDP: CIA World Factbook

Market Overview – Africa



Africa	Chad	DRC	Ghana	Mauritius	Rwanda	Senegal	Tanzania
Shareholding	100.0%	100.0%	100.0%	50% (p)	87.5%	100.0%	100.0%
License Period (yrs)	10 yrs fr 2004	20 yrs fr 1997	15 yrs fr 2004	15 yrs fr 2000*	15 yrs fr 2008	20 yrs fr 1998	25 yrs fr 2007
Date of Expiry	2014	2017	2019	2016	2022	2018	2032
Market Overview							
Population (million)	11	74	25	1	12	13	44
GDP per pop (PPP) \$	1,800	300	1,600	13,500	1,100	1,900	1,500
Mobile Penetration	28.9%	50.2%	67.6%	93.2%	29.0%	66.2%	40.4%
Market Position	One of Three	One of Five ***	Two/Three of Five	Two of Three	Two of Two	Two of Four	Two of Seven
Market Share	58.5%	33.1%	19.8%	41.8%	34.8%	28.9%	31.4%
Operational Data							
Total Customers ('000)	1,903	2,307	3,334	503	1,180	2,484	5,498
Cell sites ('000) **	0.4	0.8	0.8	0.3	0.3	0.6	1.2
Other Operators	Bharti Salam	Bharti Vodacom CCT Standard	MTN Vodafone Bharti Kasapa	Orange MTML	MTN	Orange Expresso Kirene	Vodacom Bharti Zantel TTCL Mobile BOL Sasatel
Main commodities exported	Petroleum Cotton	Coffee Diamonds	Bauxite Cocoa	Sugar Tea	Coffee Natural gas	Fish Cotton	Coffee Cashew nuts

* Amended and extended by one year in 2006

** for DRC 0.6K sites are active

*** Only Kinshasa/ Bas Congo area

(p): proportionally consolidated

Source for population and GDP: CIA World Factbook

Merci!

Gracias!

Thank you!

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