

2013 Q4 Results Presentation

Hans-Holger Albrecht, President and CEO Marc Zagar, Interim CFO, EVP Controlling & Analytics Arthur Bastings, EVP Africa

Disclaimer



This presentation 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 the forward-looking statements depending on various important factors.

All forward-looking statements in this presentation 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., any 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.

Our Executive team





President and Chief
Executive Officer



Interim CFO, EVP Controlling and Analytics



Arthur Bastings

EVP Africa

Agenda



Q4 at a glance

Operational Performance

Africa in focus

Q4 Financial Results

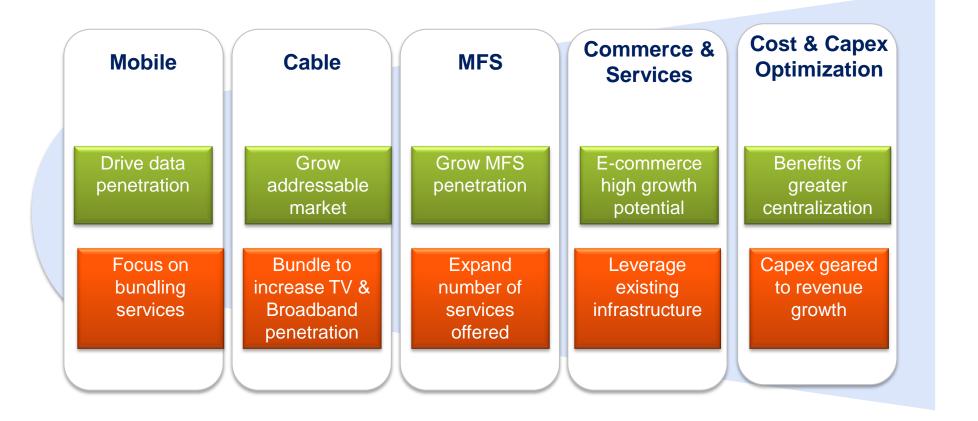
Q&A

Appendix



Strategy working to double revenues by 2017, through pursuing growth across four strategic pillars





Delivering key performance drivers



Revenues



7.3% growth¹ in 2013

9.7% growth¹ in Q4 2013

Mobile data penetration



20.2% for the group at year end

Over 13,000 new mobile data users per day in Q4

MFS penetration



15.8% reached in MFS footprint

Three established markets and four runners up

EBITDA margin²



FY 39.2% in line with guidance in an investment phase

38.2% in Q4 2013



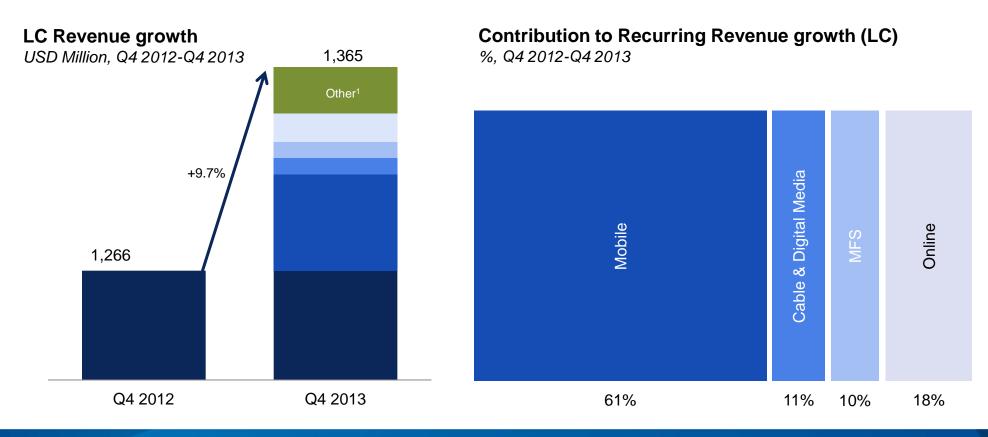


| | Central America | South America | Africa | Online | Millicom |
|--------------------------------|--------------------|------------------|--------|--------|----------|
| Mobile (\$m) | 361 | 493 | 243 | - | 1,097 |
| Cable & Digital Media (\$m) | 83 | 33 | 1 | - | 116 |
| MFS (\$m) | 1 | 7 | 15 | - | 23 |
| Online (\$m) | - | - | - | 27 | 27 |
| Others ¹ (\$m) | 34 | 55 | 10 | - | 102 |
| Millicom | 481 | 589 | 268 | 27 | 1,365 |

Pursuing growth across four strategic pillars



- Accelerating revenue growth: growth 9.7% in LC
- Mobile delivering mid-single digit growth, on the back of strong net adds in mobile data

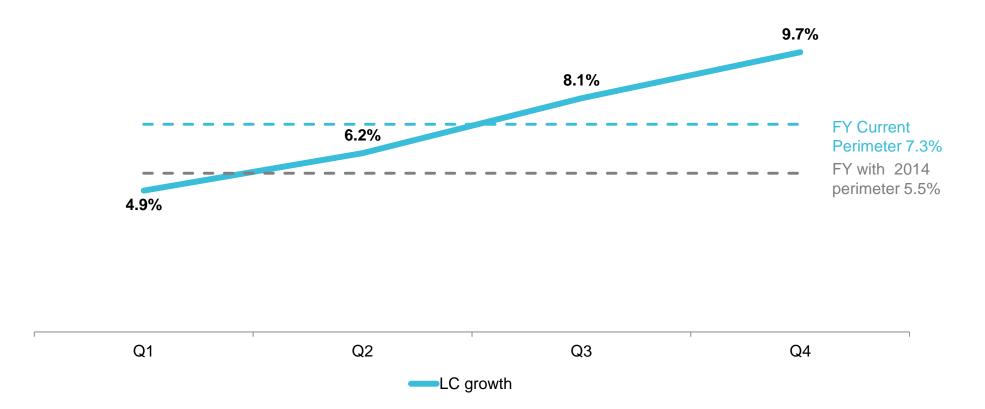






Revenue growth

LC, Q1 2013-Q4 2013

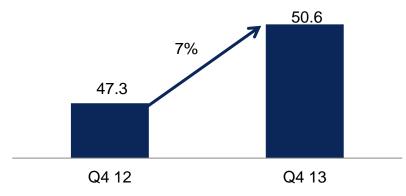


Seizing market opportunities in all directions



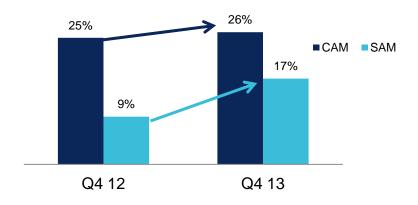
Mobile customers

% of subscribers, Q4 2012 - Q4 2013



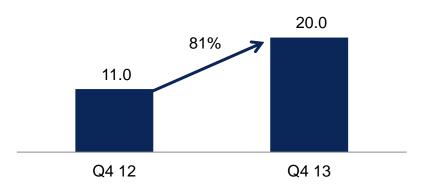
% of double play

% of subscribers, Q4 2012 - Q4 2013



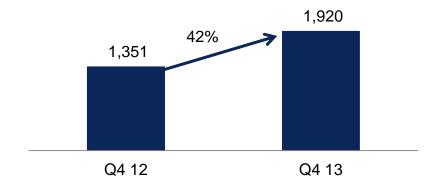
Smartphone penetration in Latin America

% of subscribers, Q4 2012 - Q4 2013



Volumes transacted by MFS (excl. self top-up)

USD Million, Q4 2012 - Q4 2013



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Q4 at a glance

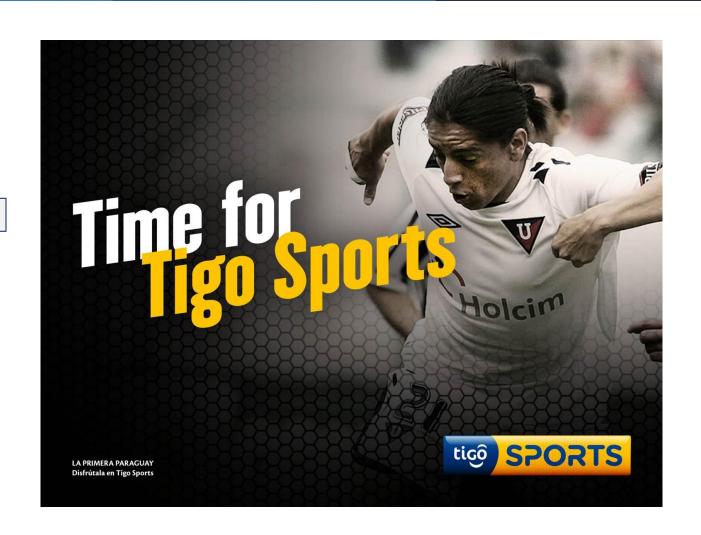
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Africa in focus

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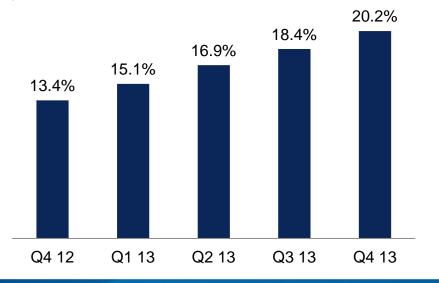


- Growing 5.5% YoY in LC and 7.4% excluding regulatory impact
- Voice and SMS users grew by 1.7 million in Q4
- Regulatory pressure stabilizing
 - 1.7 points on revenue growth (versus 1.9 points in Q3)
 - 0.7 points on EBITDA

- Mobile information growth at 29.1% supported by high net adds of close to 1.2 million in Q4
- Subsidy grew at +28% in LC with a mix moving towards lower cost devices

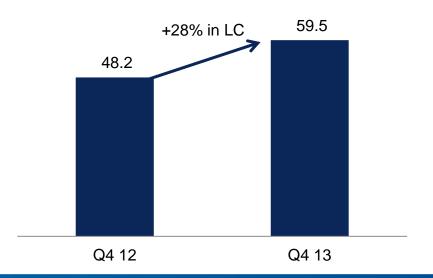
Mobile Data Penetration

%, Q4 2012-Q4 2013



Subsidies (Net)

USD Million, Q4 2012-Q4 2013

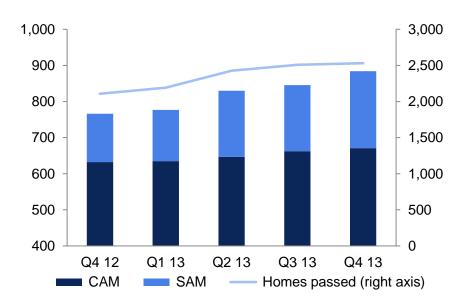






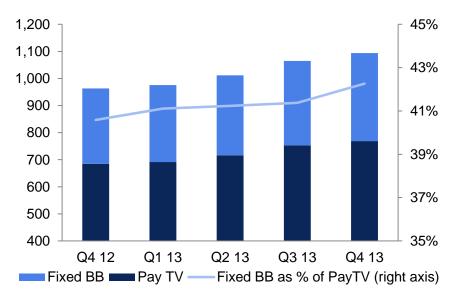
- Cable & Digital media growing at around 10% YoY
- At the end of December fixed broadband customers amounted to 42% of our pay TV customer base (up from 41% at end of September)
- Q1 2014 launches of new products and services: Tigo Star, Tigo Sports

Homes connected by region and homes passed thousands, Q4 2012-Q4 2013



Pay TV and Fixed BB RGUs

thousands and %, Q4 2012-Q4 2013



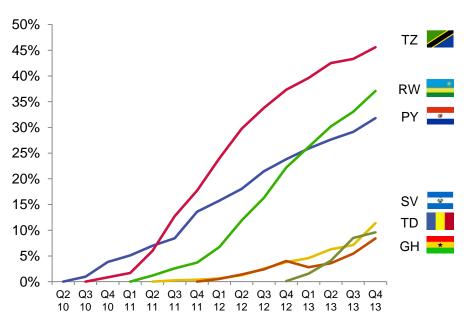




- MFS penetration at 15.8% across footprint¹, 12.4% over total mobile base
- Net additions in Q4 were 50% higher than in average for the first nine months
- ARPU at \$1.35 for users and increasing 3.2% Y-o-Y in LC

MFS Penetration

% of mobile customers, Q2 2010-Q4 2013





Online - New launches and synergies



- In Q4, the Online category generated revenue of \$27 million and EBITDA losses of \$23 million
- For FY 2013 Online achieved revenues of \$83 million and EBITDA losses of \$61 million in line with guidance
- In December we welcomed MTN to the partnership for the development of Africa Internet Holding (AIH)
- In 2014 we will equity account for our Online ventures both in Latin America and Africa

Business update

- Record quarters for
 - Kanui and Tricae in Brazil
 - Jumia in Africa
- Jumia won "Best Retailer Lauch of the Year" in October at the World Retail Awards.
- Easy Taxi available now in 8 countries and in 50 cities

New Q4 Launches

- Kaymu Online marketplace was launched in Tanzania, Rwanda, Algeria, Cameroon and Tunisia during Q4 and in Ivory Coast in January 2014
- Lamudi Real estate classifies was launched in Ghana and Tanzania during the fourth quarter and to Peru in January
- Jovago was also launched in Senegal, Ghana and South Africa
- Clickbus bus ticket booking site in Mexico.
- PricePanda price comparison site which was launched in Mexico in November

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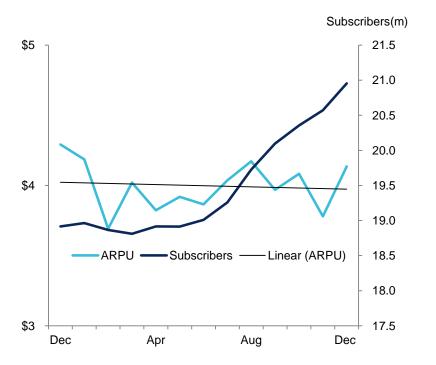




- Revenue accelerated by 9.2% in LC in Q4
- Mobile Revenue growth recovery fuelled by increasing subscribers base while maintaining ARPU

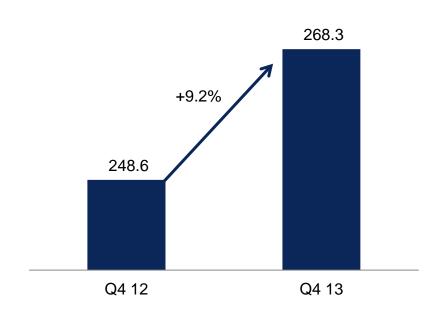
Subscribers and ARPU

Dec 2012-Dec 2013



Revenue

USD Million, Q4 2012 - Q4 2013



Positive developments in Africa



Investing in key leadership and management

- New Corporate Centre Leadership
- One third of the General Managers are new to role (2 out of 6)
- Building internal succession with African leaders in local and commercial roles

Developing Consumer insight and Brand

- Customer insights in place for first time; marketing/product strategy to be adjusted in 2014
- Current investment in rebuilding the mass market franchise.
- Consumer shift will likely take 12-18 months

3

Investing to close coverage gap

- Investment in Capex to close coverage gap is beginning to pay off with increase in subscribers
- Focus on regional investment to build national scale

MFS - Important step in diversifying the **business**

- MFS is an important driver of growth and the first digital lifestyle product to complement our voice and data offers
- Investment in network of work of agents to acquire users and build critical base
- MFS penetration at 23% across footprint in Africa

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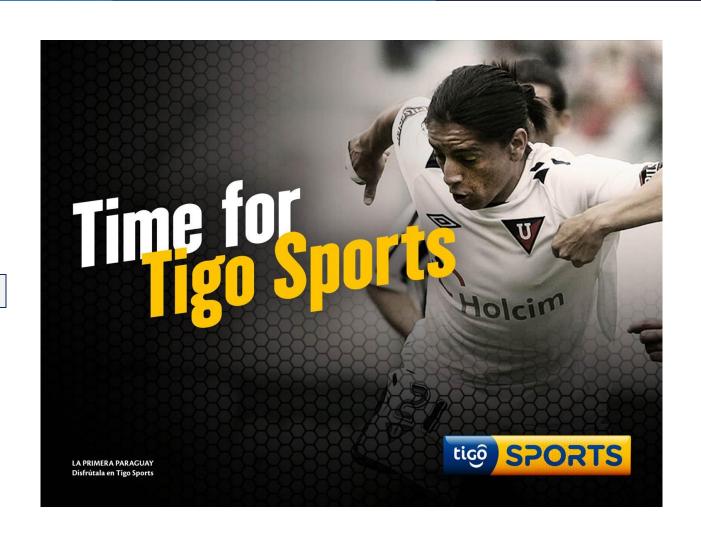


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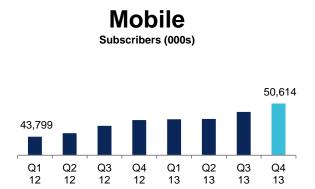
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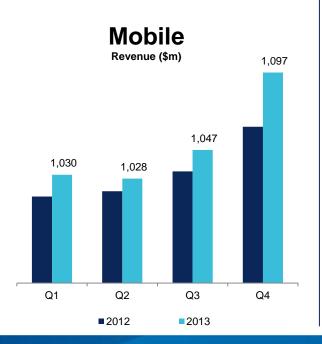
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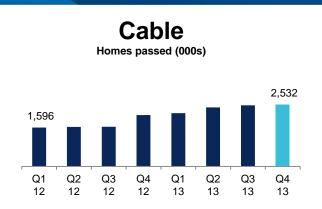


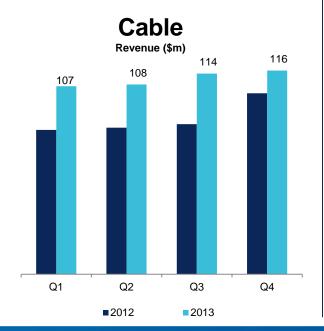










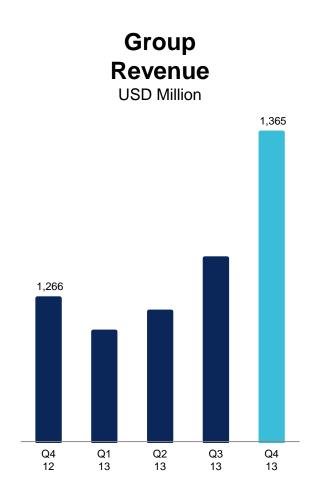


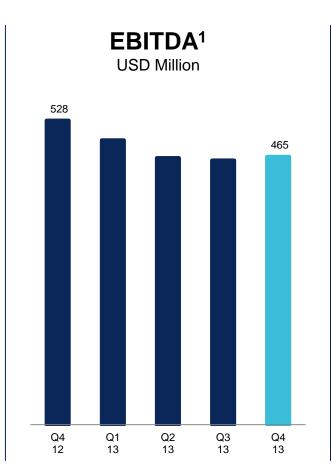


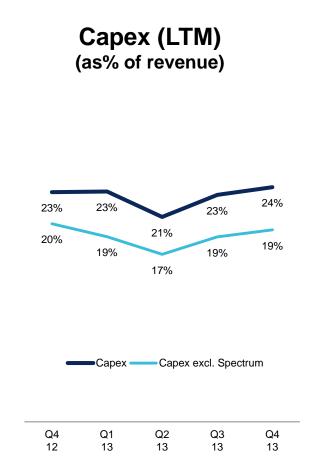


Solid growth within margin guidance







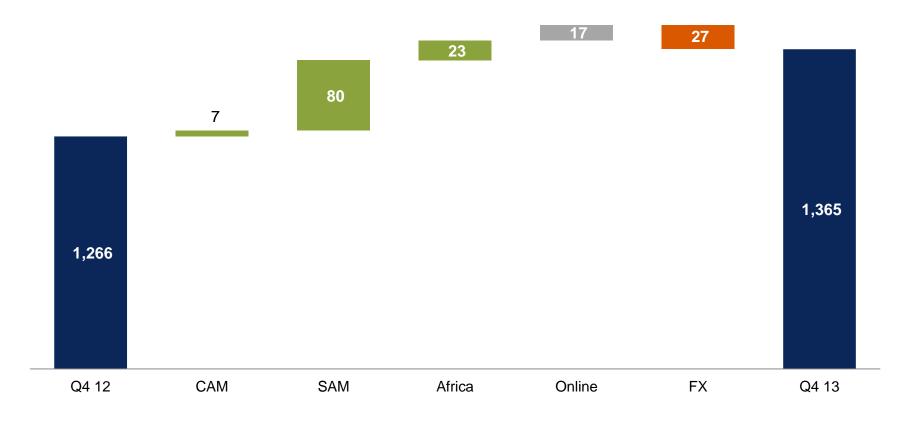






Revenue evolution by Region

USD Million, Q4 2012-Q4 2013

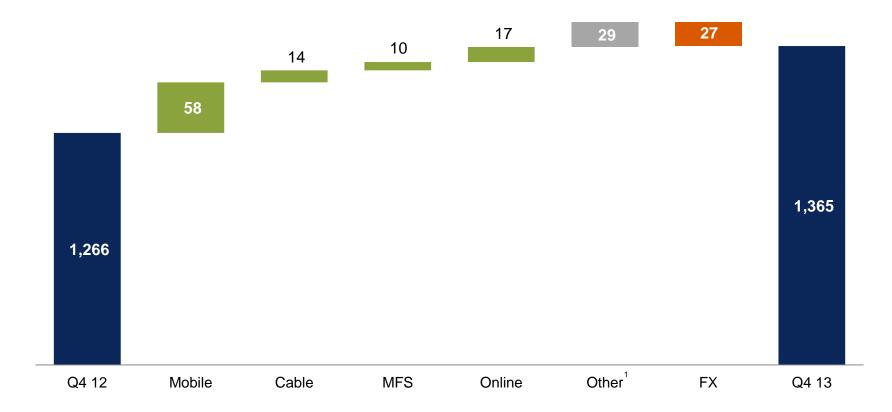






Revenue evolution by Business Unit

USD Million, Q4 2012-Q4 2013

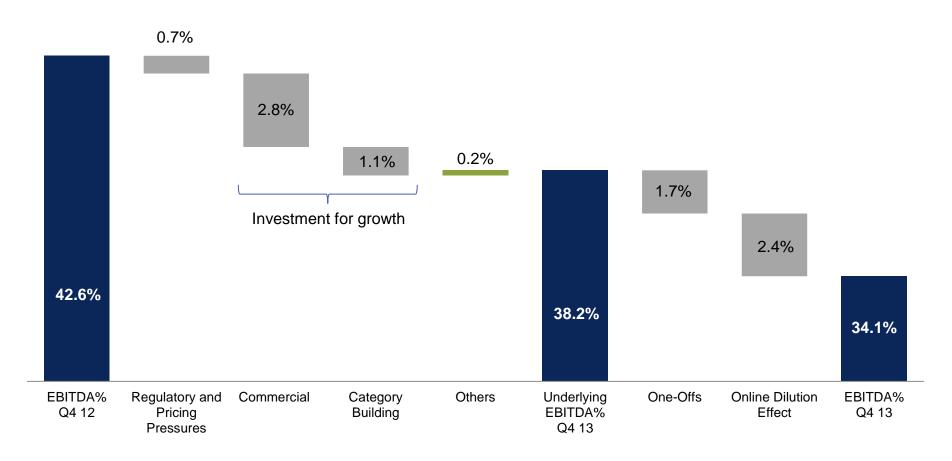






EBITDA margin

%, Q4 2012-Q4 2013

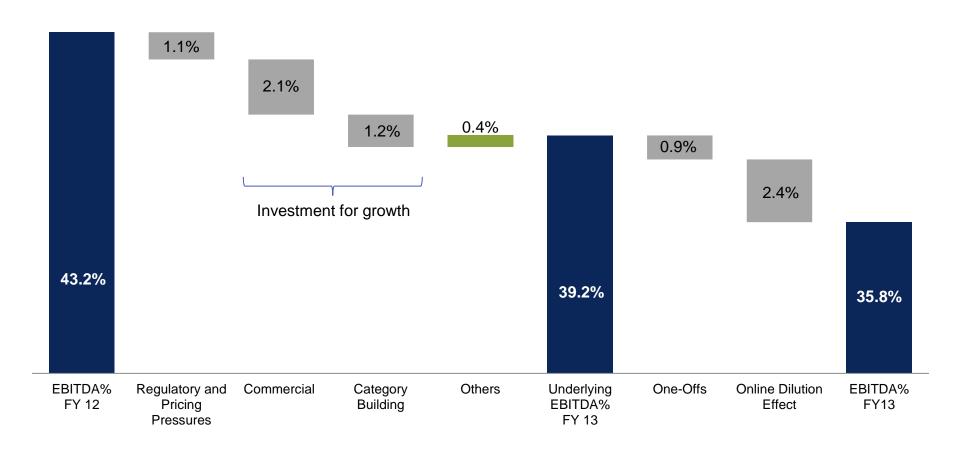






EBITDA margin

%, FY 2012- FY 2013







| | Q4 13 | Q4 12 | % growth | Remarks |
|------------------------------------|-------|-------|----------|----------------------------------|
| EBITDA | 465 | 528 | (12%) | |
| Corporate Costs | (55) | (47) | 17% | Employee related costs |
| Depreciation | (236) | (201) | 17% | Increased network amortization |
| Net Finance Costs | (67) | (57) | 18% | Gross debt increased by \$ 0.9bn |
| Taxes | (48) | (54) | (11%) | |
| Others | 36 | (14) | | |
| Normalized Net Profit ¹ | 95 | 155 | (39%) | |
| No. of shares (m) | 99.9 | 99.6 | | |
| Normalized EPS | 0.95 | 1.56 | | |

Normalized EPS down on category building, higher gross debt and network amortization





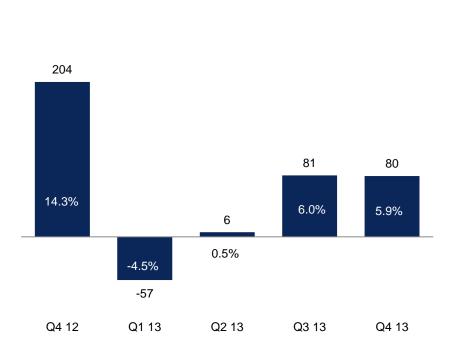
| | FY13 | FY 12 | % growth | Remarks |
|------------------------------------|-------|-------|----------|---------------------------------|
| EBITDA | 1,881 | 2,065 | (9%) | |
| Corporate Costs | (196) | (144) | 36% | Employee related costs |
| Depreciation | (875) | (792) | 10% | Increased network amortization |
| Net Finance Costs | (253) | (206) | 23% | Gross debt increased by \$0.9bn |
| Taxes | (198) | (233) | (15%) | |
| Others | 106 | (35) | na | |
| Normalized Net Profit ¹ | 465 | 655 | (29%) | |
| No. of shares (m) | 99.9 | 101.4 | | |
| Normalized EPS | 4.65 | 6.46 | | |

Normalized EPS down on category building, higher gross debt and network amortization





FCF USD m and % of revenues, Q4 2012-Q4 2013



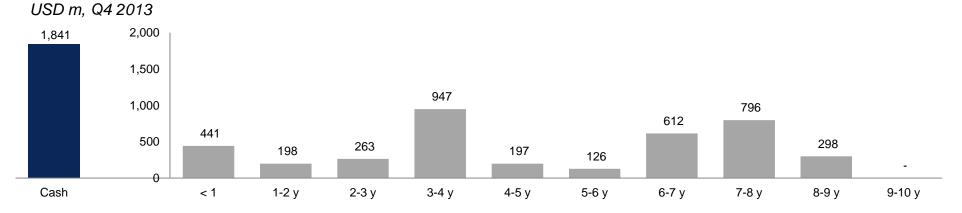
| \$ m | Q4 13 | Q4 12 | Change |
|--------------------------|-------|-------|--------|
| EBITDA | 465 | 528 | (12%) |
| Movements in WC | 164 | 154 | 6% |
| Capex (net of disposals) | (372) | (358) | 4% |
| Taxes paid | (52) | (45) | 16% |
| Corporate Costs Paid | (52) | (40) | 30% |
| OFCF (after Corp Costs) | 153 | 239 | (36%) |
| Net Interest Paid | (73) | (35) | 109% |
| FCF | 80 | 204 | (61%) |





| USD m | Q4 13 | Q3 13 |
|--|-------|-------|
| Gross Debt ¹ | 4,158 | 3,375 |
| Cash ² | 1,841 | 1,109 |
| Net Debt | 2,316 | 2,264 |
| Net Debt / EBITDA after corporate costs ³ | 1.37 | 1.29 |

Debt maturity (excluding finance leases)



Average maturity of 4.8 years (vs. 4.1 in Q3 2013)





| USD m | 2013 | +Guatemala | -Mauritius | -Online | 2013 Pro forma |
|---------------------|-------|------------|------------|---------|-------------------|
| Revenue | 5,159 | 1,167 | 88 | 83 | 5,557 |
| EBITDA before CC | 1,881 | 603 | 40 | -61 | 2,194 |
| Profit before taxes | 387 | 446 | 22 | -63 | 640 |
| Net Income | 229 | - | - | - | 229 |
| CAPEX | 1,226 | 197 | 15 | 2 | 1,305 |

2014 Guidance



- Revenue growth at constant exchange rate mid to high single digit pro forma for the new consolidation* scope (vs. 5.5% in 2013)
- Reported revenue growth at constant exchange rate vs. 2013 over 15%

■ EBITDA margin to stabilize around mid 30s% after corporate costs

 CAPEX to Revenues ratio to decrease to around 19% excluding spectrum and licenses acquisitions

Summary





- Strategy working to double revenues by 2017, through pursuing growth across four strategic pillars
- Foundations in place to exploit new digital opportunities
- Helping our customers to adopt a digital lifestyle at home or on the go

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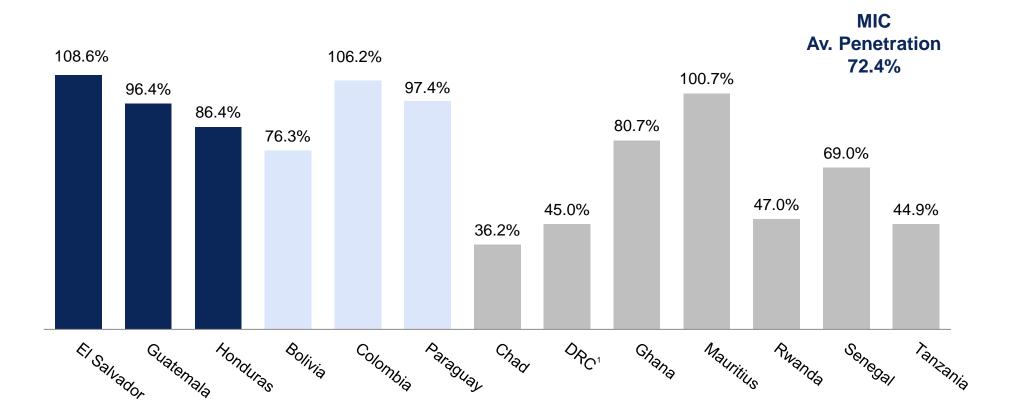
Revenues by regions and by business unit – FY 2013

| | Central America | South America | Africa | Online | Millicom |
|--------------------------------|--------------------|------------------|--------|--------|----------|
| Mobile (\$m) | 1,447 | 1,841 | 915 | - | 4,202 |
| Cable & Digital Media (\$m) | 320 | 123 | 2 | - | 446 |
| MFS (\$m) | 4 | 24 | 52 | - | 79 |
| Online (\$m) | - | - | - | 83 | 83 |
| Others ¹ (\$m) | 113 | 204 | 31 | - | 348 |
| Millicom | 1,884 | 2,192 | 1,000 | 83 | 5,159 |

Mobile Voice- Penetration rates



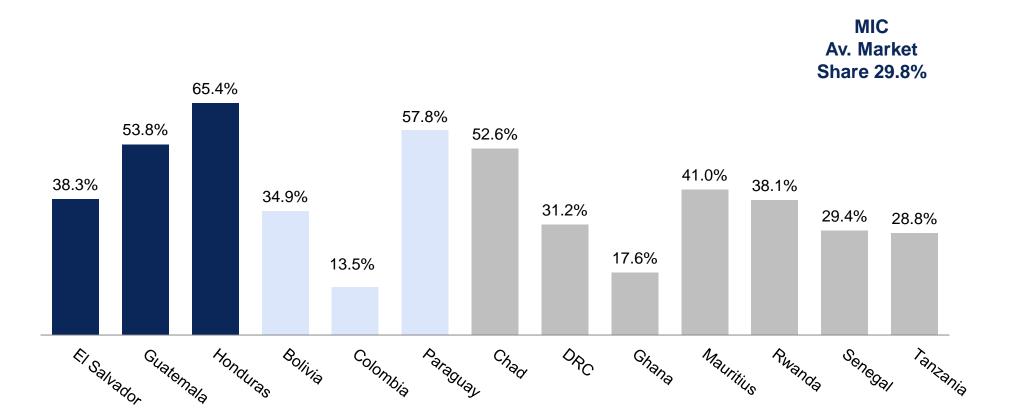
CAM Av. Penetration 96.1% SAM Av. Penetration 98.7% Africa
Av. Penetration 54.0%



Mobile Voice-Market shares



CAM Av. Market Share 53.1% SAM Av. Market Share 21.0% Africa
Av. Market Share 28.4%







| | | | Closing Rate | | | Average Rate | | | |
|--------------|-----|----------|--------------|--------|----------|--------------|--------|--|--|
| | | Q4 13 | Q3 13 | Change | Q4 13 | Q3 13 | Change | | |
| | | | | | | | | | |
| Guatemala | GTQ | 7.84 | 7.93 | (1%) | 7.89 | 7.91 | (0%) | | |
| Honduras | HNL | 20.67 | 20.62 | 0% | 20.65 | 20.57 | 0% | | |
| Nicaragua | NIO | 25.33 | 24.50 | 3% | 25.23 | 24.75 | 2% | | |
| Costa Rica | CRC | 507.90 | 505.57 | 0% | 506.33 | 505.63 | 0% | | |
| | | | | | | | | | |
| Bolivia | ВОВ | 6.91 | 6.91 | 0% | 6.91 | 6.91 | 0% | | |
| Colombia | СОР | 1,926.83 | 1,914.65 | 1% | 1,913.05 | 1,913.47 | (0%) | | |
| Paraguay | PYG | 4,585.00 | 4,441.00 | 3% | 4,476.67 | 4,442.67 | 1% | | |
| | | | | | | | | | |
| Ghana | GHS | 2.16 | 2.00 | 8% | 2.09 | 2.00 | 5% | | |
| Mauritius | MUR | 30.16 | 30.60 | (1%) | 30.30 | 30.76 | (1%) | | |
| Senegal/Chad | XAF | 477.45 | 486.28 | (2%) | 481.60 | 493.42 | (2%) | | |
| Rwanda | RWF | 676.00 | 663.08 | 2% | 673.87 | 653.83 | 3% | | |
| Tanzania | TZS | 1,590.00 | 1,611.50 | (1%) | 1,602.67 | 1,616.29 | (1%) | | |





| Millicom Regions | Central America | South America | Africa | Online | Total |
|-----------------------------|-----------------|---------------|--------|--------|--------|
| Market Overview | | | | | |
| Population (m) | 28 | 63 | 186 | | 277 |
| Mobile Penetration | 96.1% | 98.7% | 54.0% | | 72.4% |
| Dperational Data | | | | | |
| Total Mobile Customers (m) | 15.8 | 13.8 | 21.0 | | 50.6 |
| Attri. Customers (m) | 12.1 | 13.8 | 20.7 | | 46.6 |
| Capex (\$m -excl Corporate) | 101 | 296 | 155 | | 564 |
| Capex as % of revenues | 21% | 50% | 58% | | 41% |
| Cellsites | 7,596 | 6,847 | 5,486 | | 19,929 |
| Outlets (000s) | 144 | 187 | 385 | | 716 |
| Key Financials | | | | | |
| Revenues (\$m) | 481 | 589 | 268 | 27 | 1,365 |
| EBITDA (\$m) | 201 | 222 | 65 | -23 | 465 |
| EBITDA Margin | 41.8% | 37.8% | 24.3% | -84.2% | 34.1% |

Market overview – LATAM



| Central America | | | South America | | | |
|-------------------------------|---|--|--|---|---|--|
| El Salvador | Guatemala | Honduras | Bolivia | Colombia | Paraguay | |
| 100% 20y from 1998 2018 | 55% (p) 15y from 2003 2032 | 66.70% 25y from 1996 2021 | 100% 20y from 1995 2015 | 50% + 1 share 10Y from 2013 2023 | 100% 5y renewal 2016 | |
| | | | | | | |
| 6 | 14 | 8 | 10 | 46 | 7 | |
| 7,500 | 5,100 | 4,400 | 4,800 | 10,200 | 6,200 | |
| 108.6% | 96.4% | 86.4% | 76.3% | 106.2% | 97.4% | |
| 1 of 5 | 1 of 3 | 1 of 3 | 2 of 3 | 3 of 3 | 1 of 4 | |
| 38.3% | 53.8% | 65.4% | 34.9% | 13.5% | 57.8% | |
| | | | | | | |
| 2,617 | 8,343 | 4,870 | 3,139 | 6,753 | 3,937 | |
| 1,277 | 4,458 | 1,861 | 1,193 | 4,283 | 1,371 | |
| America Movil | America Movil | America Movil | Entel | America Movil | Personal | |
| Telefonica | Telefonica | Honducel | Viva | Telefonica | Vox | |
| Digicel Red | | | | | America Movil | |
| Coffee | Coffee | Coffee | Lithium | Coffee | Soy Cassava | |
| | El Salvador 100% 20y from 1998 2018 6 7,500 108.6% 1 of 5 38.3% 2,617 1,277 America Movil Telefonica Digicel Red | El Salvador Guatemala 100% 55% (p) 20y from 1998 15y from 2003 2018 2032 6 14 7,500 5,100 108.6% 96.4% 1 of 5 1 of 3 38.3% 53.8% 2,617 8,343 1,277 4,458 America Movil Telefonica Digicel America Movil Red Coffee | El Salvador Guatemala Honduras 100% 55% (p) 66.70% 20y from 1998 15y from 2003 25y from 1996 2018 2032 2021 6 14 8 7,500 5,100 4,400 108.6% 96.4% 86.4% 1 of 5 1 of 3 1 of 3 38.3% 53.8% 65.4% 2,617 8,343 4,870 1,277 4,458 1,861 America Movil Telefonica Honducel Digicel Red Coffee Coffee | El Salvador Guatemala Honduras Bolivia 100% 55% (p) 66.70% 100% 20y from 1998 15y from 2003 25y from 1996 20y from 1995 2018 2032 2021 2015 6 14 8 10 7,500 5,100 4,400 4,800 108.6% 96.4% 86.4% 76.3% 1 of 5 1 of 3 1 of 3 2 of 3 38.3% 53.8% 65.4% 34.9% 2,617 8,343 4,870 3,139 1,277 4,458 1,861 1,193 America Movil Telefonica Honducel Viva Digicel Red Coffee Coffee Lithium | El Salvador Guatemala Honduras Bolivia Colombia 100% 55% (p) 66.70% 100% 50% + 1 share 20y from 1998 15y from 2003 25y from 1996 20y from 1995 10Y from 2013 2018 2032 2021 2015 2023 6 14 8 10 46 7,500 5,100 4,400 4,800 10,200 108.6% 96.4% 86.4% 76.3% 106.2% 1 of 5 1 of 3 1 of 3 2 of 3 3 of 3 38.3% 53.8% 65.4% 34.9% 13.5% 2,617 8,343 4,870 3,139 6,753 1,277 4,458 1,861 1,193 4,283 America Movil Telefonica America Movil Honducel Entel America Movil Telefonica Telefonica Digicel Red Coffee Coffee Lithium Coffee | |





| Africa | Chad | DRC | Ghana | Mauritius | Rwanda | Senegal | Tanzania |
|---|---------------------------------|---|---|------------------------------|--|--|--|
| Shareholding Licence Date of Expiry | 100% | 100% | 100% | 50% ⁴ | 87.5% | 100% | 100% |
| | 10 y from 2004 | 12y from 2012 | 15y from 2004 | 15y from 2000 ¹ | 15y from 2008 | 16y from 2012 | 25y from 2007 |
| | 2014 | 2024 | 2019 | 2016 | 2022 | 2028 | 2032 |
| Market Overview Population (m) GDP per Pop (PPP) \$ Mobile Penetration Market Position Market Share | 11 | 76 | 25 | 1 | 12 | 13 | 48 |
| | 1,900 | 300 | 3,100 | 15,000 | 1,300 | 2,000 | 1,600 |
| | 36.2% | 45.0% | 80.7% | 100.7% | 47.0% | 69.0% | 44.9% |
| | 1 of 3 | 2 of 6 ³ | 3 of 6 | 2 of 3 | 2 of 4 | 2 of 4 | 2 of 7 |
| | 52.6% | 31.2% | 17.6% | 41.0% | 38.1% | 29.4% | 28.8% |
| Operational Data Total Customers (000s) Cell Sites ² Other Operators | 2,252 505 Bharti Salam | 3854 792 Vodacom Bharti CCT Standard Africell | 3,674 923 MTN Vodacom Bharti Glo Kasapa | 535 371 Orange MTML | 1,938 357 MTN Bharti Rwandatel | 2,700 731 Orange Expresso Kirene | 6,001 1,807 Vodacom Bharti Zantel TTLC Mobile Bol Sasatel |
| Main products exported | Petroleum | Coffee | Bauxite | Sugar | Coffee | Fish | Coffee |
| | Cotton | Diamonds | Cocoa | Tea | Natural Gas | Cotton | Cashew Nuts |





| Latin America | Q3 13 | Q4 13 | QoQ |
|---|-------|-------|---------|
| Total Data Users ¹ (m) | 6.5 | 7.0 | 9% |
| % of total customers (penetration) | 22.4% | 23.7% | 1.3 pts |
| Total data Revenue (US\$ m) | 147.4 | 157.1 | 7% |
| of which | | | |
| Handsets | 114 | 126 | 11% |
| Datacards | 33 | 31 | (6%) |
| Data Revenues as % of total mobile recurring revenues | 18.2% | 18.4% | 0.2 pts |
| Data ARPU | | | |
| Handsets (US\$) | 7.7 | 7.5 | (1%) |
| Datacards (US\$) | 15.2 | 15.4 | 1% |

Tax rate below 30%



| USD m | Q4 13 | Q3 13 | Q2 13 | Q1 13 | Q4 12 |
|--------------------------------------|-------|-------|-------|-------|-------|
| PBT | 41 | 19 | 116 | 216 | 224 |
| Normalized PBT ¹ | 159 | 162 | 186 | 189 | 222 |
| Reported Taxes | 2 | (54) | (61) | (68) | (156) |
| of which | | | | | |
| Non recurring items ¹ | 10 | (6) | (11) | (16) | (102) |
| Normalized tax expenses ² | (8) | (48) | (50) | (52) | (54) |
| Normalized tax rate | 28.6% | 29.4% | 26.8% | 27.5% | 24.4% |

¹⁾ Excluding non recurring items

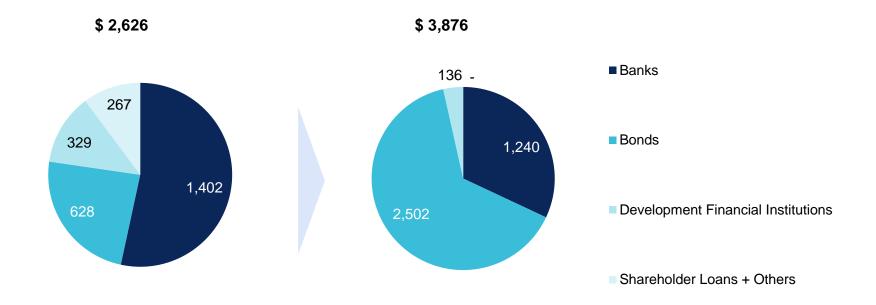
²⁾ Such as recognition of deferred tax assets and subsequent amortization Source: Millicom

Diversified debt sources



Debt Sources (excluding finance leases)

USD m, Q4 2012 USD m, Q4 2013



Public debt (bonds) is now our largest source of funding offering a better balance and improving liquidity

Growing share of corporate debt



Central America: Total debt: \$1,006m 8% guaranteed South America: Total debt: \$882m 0% guaranteed Africa: Total debt: \$199m 95% guaranteed Corporate: Total debt: \$1,791 m¹ 100% guaranteed TOTAL MIC DEBT: \$3,876m 53% guaranteed





Debt¹ management at Millicom operations provide natural hedges

| | Currency | | Interest rate | | |
|----------------------|--------------------|-----|---------------|-------------|-------|
| USD m | Local ² | USD | Fixed | Float | Total |
| Central America | 609 | 398 | 677 | 329 | 1,006 |
| % | 60% | 40% | 67% | 33% | |
| South America | 518 | 364 | 472 | 410 | 882 |
| % | 59% | 41% | 54% | 46% | |
| Africa | 29 | 170 | 62 | 138 | 164 |
| % | 15% | 85% | 31% | 69% | |
| Total MIC operations | 1,157 | 931 | 1,211 | 877 | 2,088 |
| % | 55% | 45% | 58% | <i>4</i> 2% | |

¹⁾ Excluding finance leases