

Millicom International Cellular S.A.

Investor Presentation

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tigo



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Millicom:

- is an emerging markets telecoms group with operations in Latin America and Africa
- operates under the Tigo brand
- positions itself as an FMCG company, not a technology company
- offers first pre-paid mobile voice but is developing VAS and broadband services
- has leading market positions (n 1/2) in over 90% of its markets
- is focused on finding the right balance between profitable revenue growth, sustainable cash generation and ROIC

:: Overview



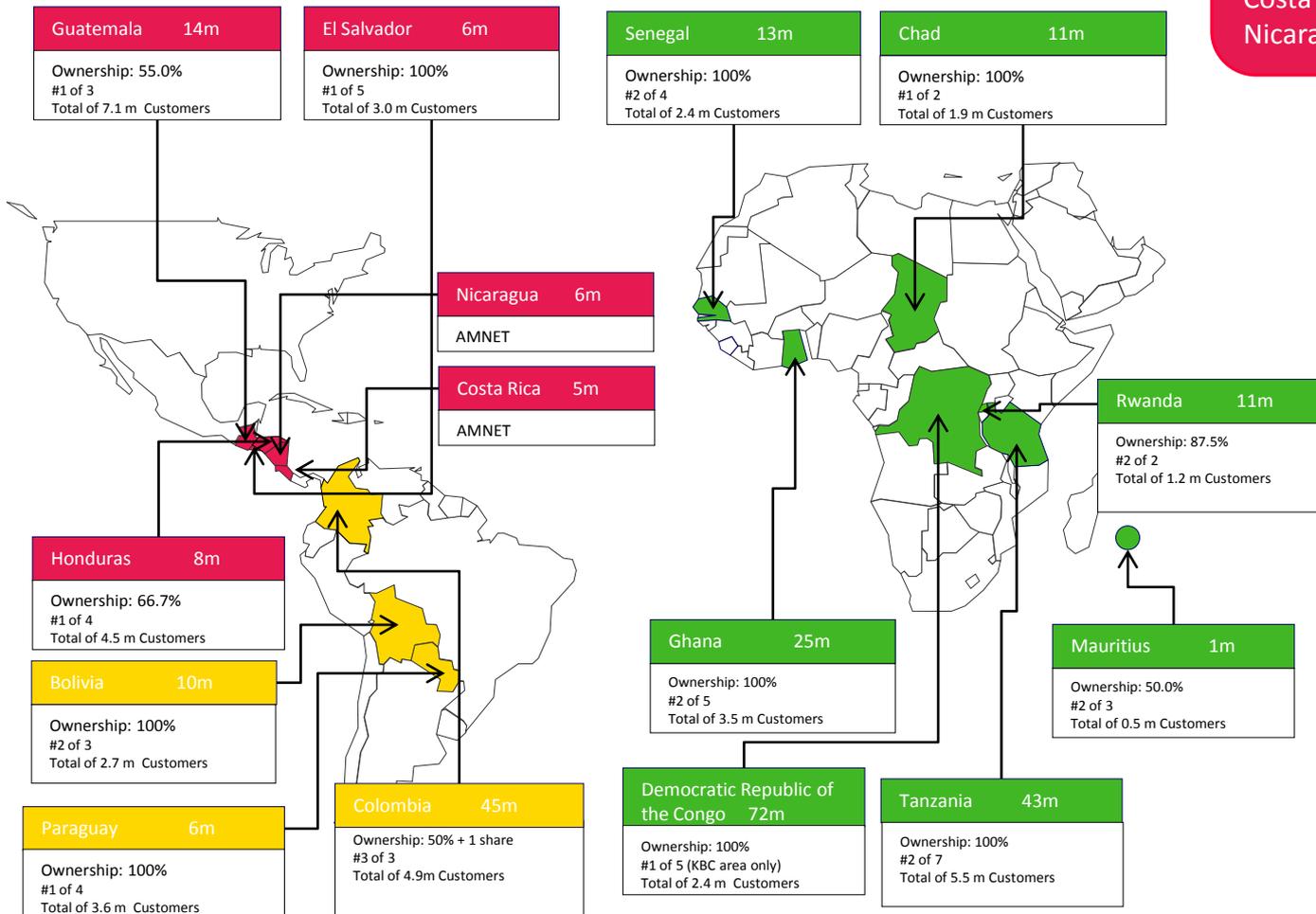
Central America:
28m

South America:
61m

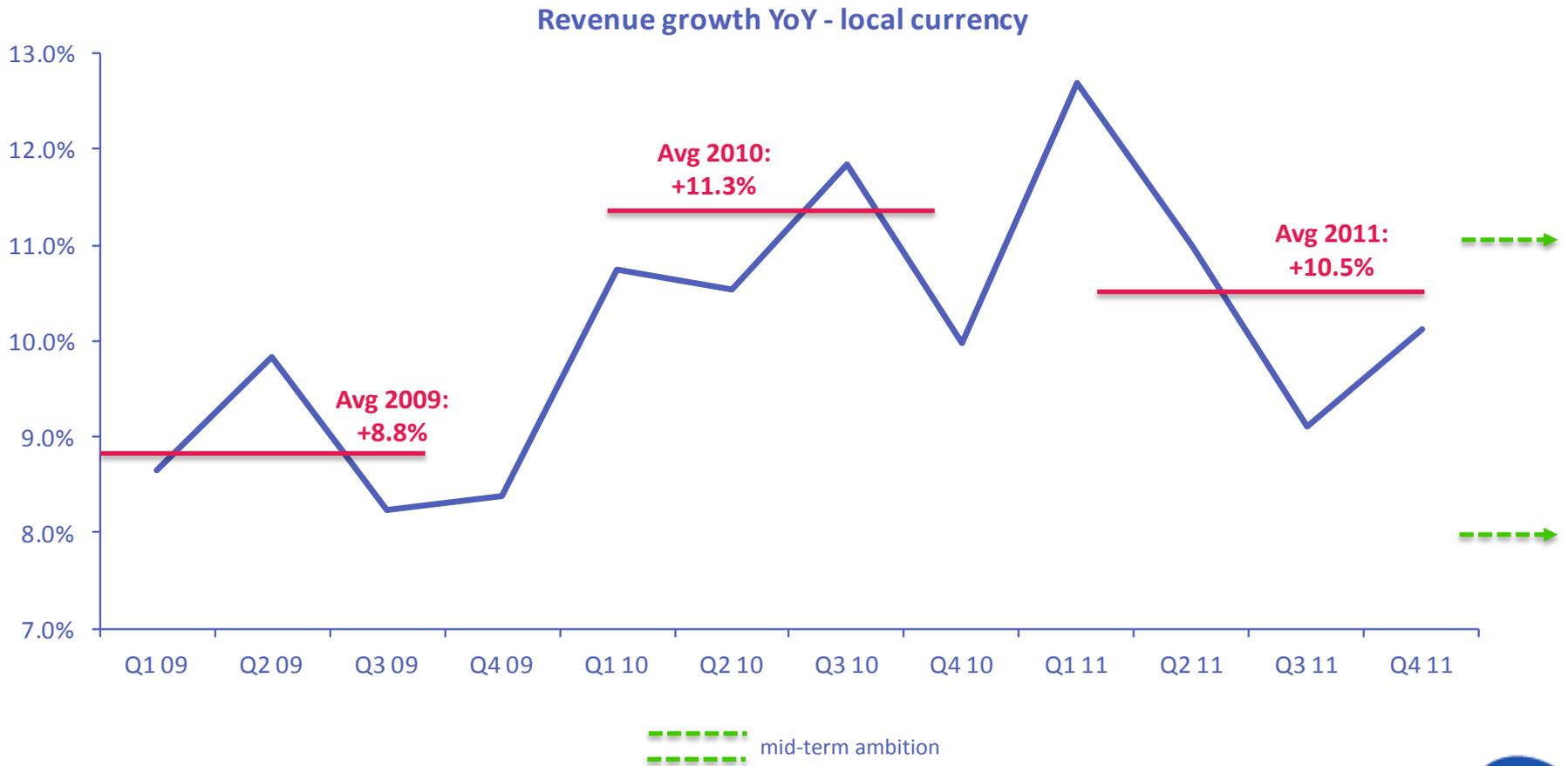
Africa*:
176m

Mobile operations' pops under license:
265m

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



Sustainable revenue growth



Figures restated with Honduras at 100%

Revenues by service



US\$m	Q4 11	Q4 10	\$ growth	Local currency	
Voice % of Voice+VAS revenues	746 71.5%	725 75.4%	3% -3.9pt	3.6%	
VAS - SMS % of Voice+VAS revenues	105 10.0%	95 9.9%	10% +0.1pt	8.0%	+24.4% VAS growth
VAS-non SMS % of Voice+VAS revenues	193 18.5%	141 14.7%	37% +3.8pt	35.5%	
Other *	134	109	23%	23.0%	
Total Revenues	1,177	1,069	10%	10.1%	

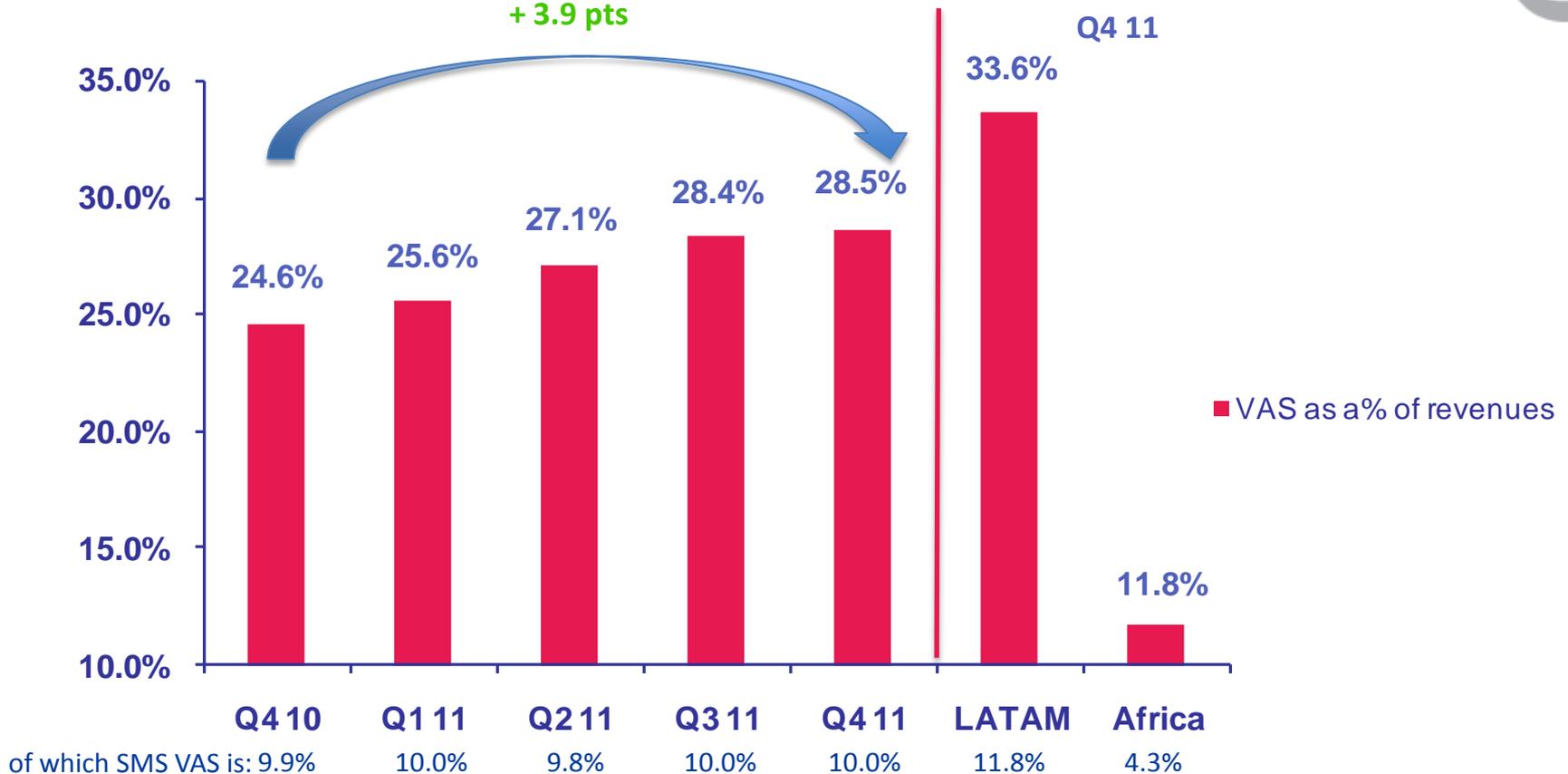
Resilient voice growth at +4% in local currency
 Non-SMS VAS growing strongly at +36%
 SMS continues to grow
 VAS exceeding \$1.1 billion in 2011

* Telephone & Equipment + Cable revenues

VAS contributing >28% of revenues



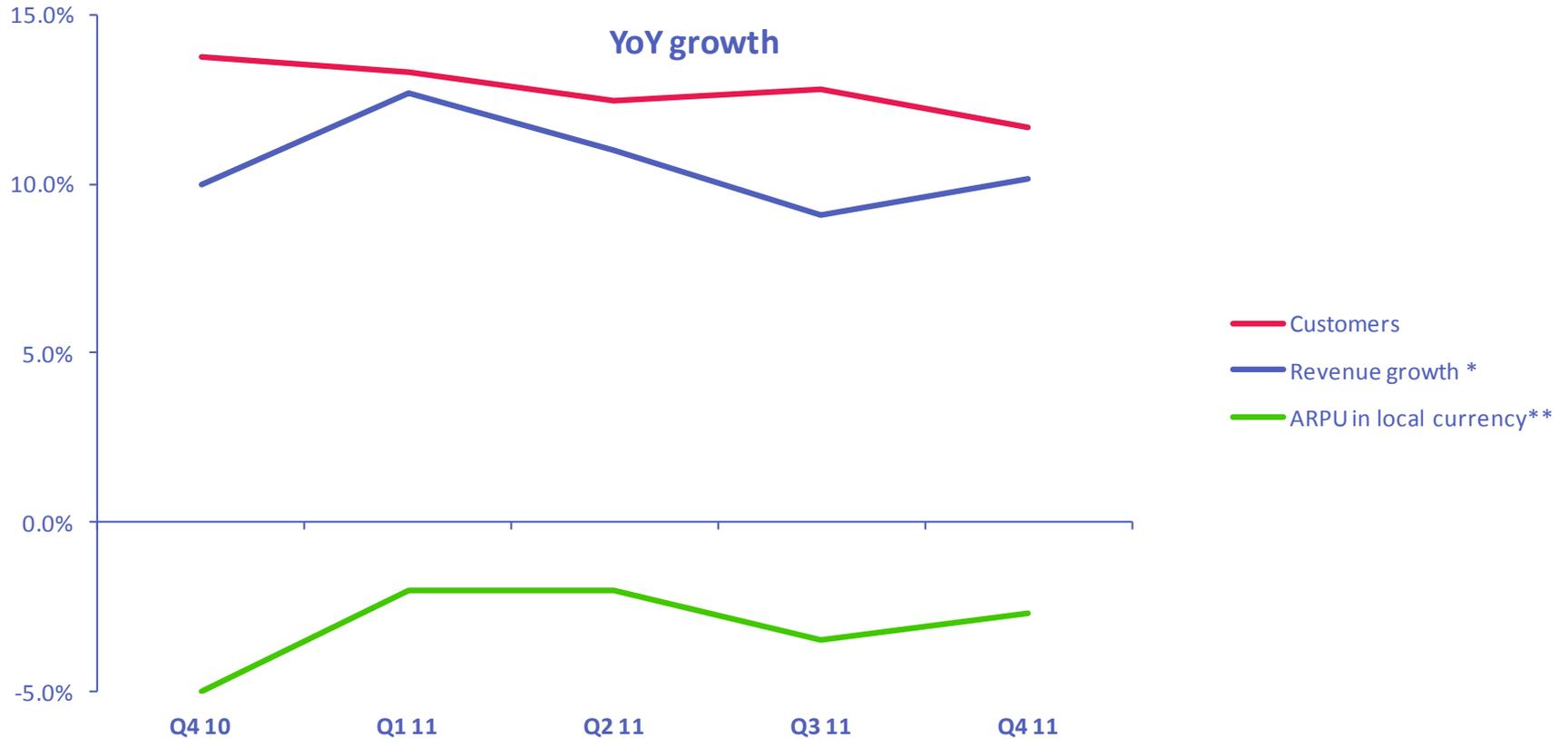
+ 3.9 pts



In Latin America more than 1/3 of revenues come from VAS

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

Mobile revenue growth driven by value focus



* Revenue = customers x ARPU in local currency

** Mobile ARPU based on total revenues excluding cable and roaming

ARPU* evolution



US\$	Q4 11	YoY**	Q3 11	Q2 11	Q1 11	Q4 10
Central America	12.0	-2.6%	11.8	11.9	12.1	12.2
South America	13.4	+2.2%	13.5	13.2	12.3	12.7
Latin America	12.7	-0.1%	12.7	12.5	12.2	12.5
Africa	4.8	-5.5%	4.9	5.1	5.2	5.4
Total Millicom	9.3	-2.7%	9.3	9.4	9.3	9.5

Stable ARPU in Latin America

Lower decline in Africa despite continuous focus on affordability

*Mobile ARPU based on total revenues excluding cable and roaming

** Growth in Local Currency

38% of customers generating 86% of revenues in Latin America



Distribution of revenue share* by mobile ARPU

	Revenue share Latin America			# customers (millions)	
	Q4 11	Q4 10	Change	Q4 11	%
ARPU > \$10	86.4%	85.7%	+0.7pt	9.7	37.7%
ARPU < \$10	13.6%	14.3%	-0.7pt	16.1	62.3%
Total	100.0%	100.0%		25.8	100.0%

Focus on high value customers producing good results

*pre and post paid customers

New organization structure



- New organization structure introduced with 3 key components:
 - 14 in-market organizations
 - 5 Global Categories (Communication, Information, Entertainment, Solutions and MFS)
 - Global Support Functions
- Objective to accelerate the development of new products in our categories, deepen consumer understanding skills and innovate Go-To-Market strategies
- Implementation throughout 2012

Guidance for 2012



- 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

Shareholder remuneration 2012



- \$2.4 dividend per share to be paid in 2012 will be proposed to the AGM on May 29 (33% growth in ordinary dividend).
- Share buy back program of up to \$300m to be executed in Stockholm, in the US or through MTFs
- Excess cash to be returned to shareholders
- Revised Dividend Policy:
 - At least \$2 per share (up from \$1.2 per share)
 - At least 30% dividend payout, based on Normalized Net Profit (up from 25%)

Financial Flexibility/uses of Cash



- **Low leverage**
 - Net debt: EBITDA: 0.7x as at YE2011
 - Comfortable gearing at 1x, up to 2x for an acquisition opportunity
- **Strong cash flow generation**
 - OFCF margin guidance for 2012 around 20%
- **Investment focus on current footprint**
 - Organic growth opportunities and potential cable acquisitions in existing markets
 - M&A prospects in Latin America / Africa
- **Strict returns criteria on investments**
 - Capex in existing markets: IRR > 20%
 - Acquisitions of existing businesses:
 - Existing or potential market leading position (# 1 or 2)
 - IRR > country WACC over time (7-10 years)
- **Attractive shareholder returns**
 - Sustainable cash return through regular dividends
 - Excess cash to be returned to shareholders



Category review

Revenues by category



US\$m	Q4 11	Q4 10	Local currency growth	Contribution to recurr. rev.* growth Q4 11
Communication (voice, SMS)	851	820	4%	33%
Information (Data services)	137	95	43%	46%
<i>of which Mobile Data</i>	98	61	58%	40%
Entertainment (TV, Ringback tones, games)	84	78	8%	7%
Solutions (Tigo Lends You, Give me balance)	31	23	32%	9%
MFS (Tigo Cash)	4.6	0.4	na	5%
Others (T&E, inbound roaming, other revenues)	69	53	29%	
Total revenues	1,177	1,069	10%	

100%

Focus on new categories is delivering growth with >15% of recurring revenues derived from Information, Solutions and MFS

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

Good growth in data revenue in Latin America (2G+3G)



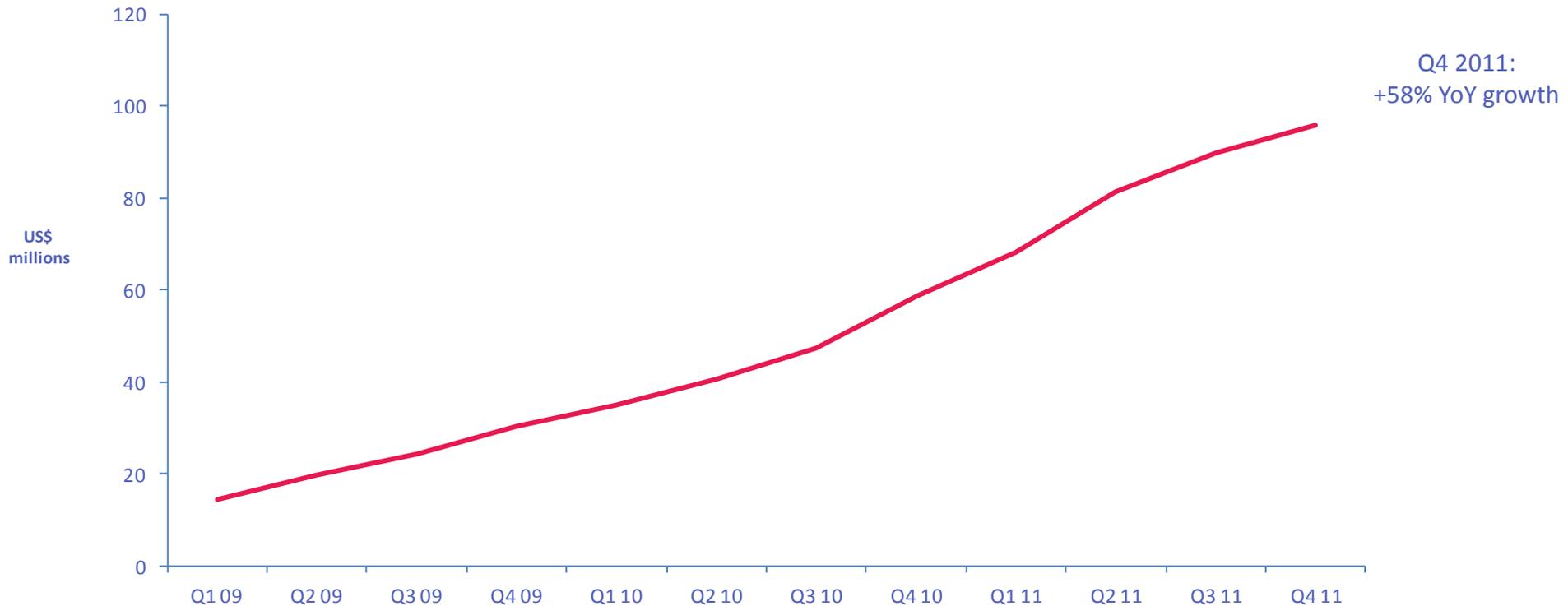
Latin America	Q4 2011	Q3 2011	QoQ growth
Total data users* 2G+3G (millions)	3.9	3.7	6%
% of total customers	15.6%	14.7%	0.9pt
<i>of which:</i>			
3G Data users* (millions)	1.9	1.7	14%
% of total customers	7.7%	6.8%	1.0pt
Total Data Revenue 2G+3G	93.0	89.1	4%
<i>of which:</i>			
Handsets (US\$)	50.5	45.8	10%
Datcards (US\$)	42.5	43.3	-2%
Data revenues 2G+3G as % of total mobile recurring revenues	11.8%	11.3%	0.5pt
Data ARPU 2G+3G			
Handsets (US\$)	6.4	6.5	-1%
Datcards (US\$)	15.9	16.6	-4%
Data ARPU 3G only			
Handsets (US\$)	10.3	11.0	-6%
Datcards (US\$)	16.1	17.1	-6%

**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*

Strong growth of mobile data revenue (2G+3G) in Latin America

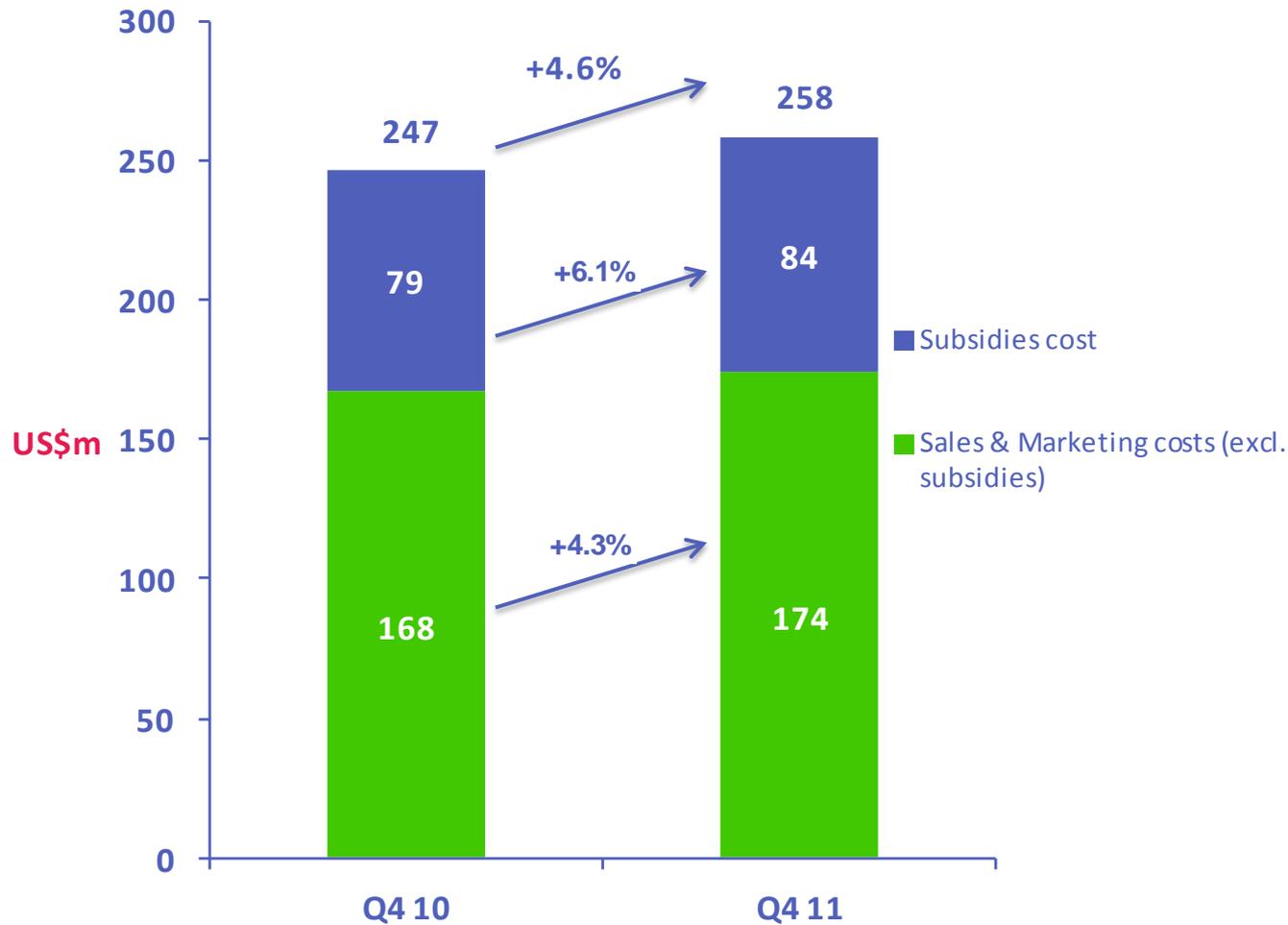


Data revenue (2G+3G) - Latin America



Commercial investment in 3G shows good results
47% of LATAM's recurring revenue growth
coming from mobile data

Selective commercial investments



Lower growth of subsidies due to: 1) focus on ROIC, 2) tighter control procedures in place & 3) entry-level handsets increasingly available

Product penetration



Total MIC	Q4 11	Q4 10	Change (pts)	Highest market Q4 11	Lowest market Q4 11
SMS (communication)	56.0%	58.0%	-1.9	88.4%	22.5%
Ring Back Tone (entertainment)	25.0%	25.4%	-0.3	38.4%	6.1%
Data (2G+3G)	11.8%	8.2%	+3.7	27.8%	0.1%
out of which 3G (information)	6.3%	4.3%	+2.1	13.2%	0.8%
Tigo Lends You (solutions)	38.1%	32.4%	+5.7	60.7%	20.3%
Tigo cash (MFS)	6.5%	na	na	20.2%	0.4%

Room for further growth through increased penetration of existing services

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

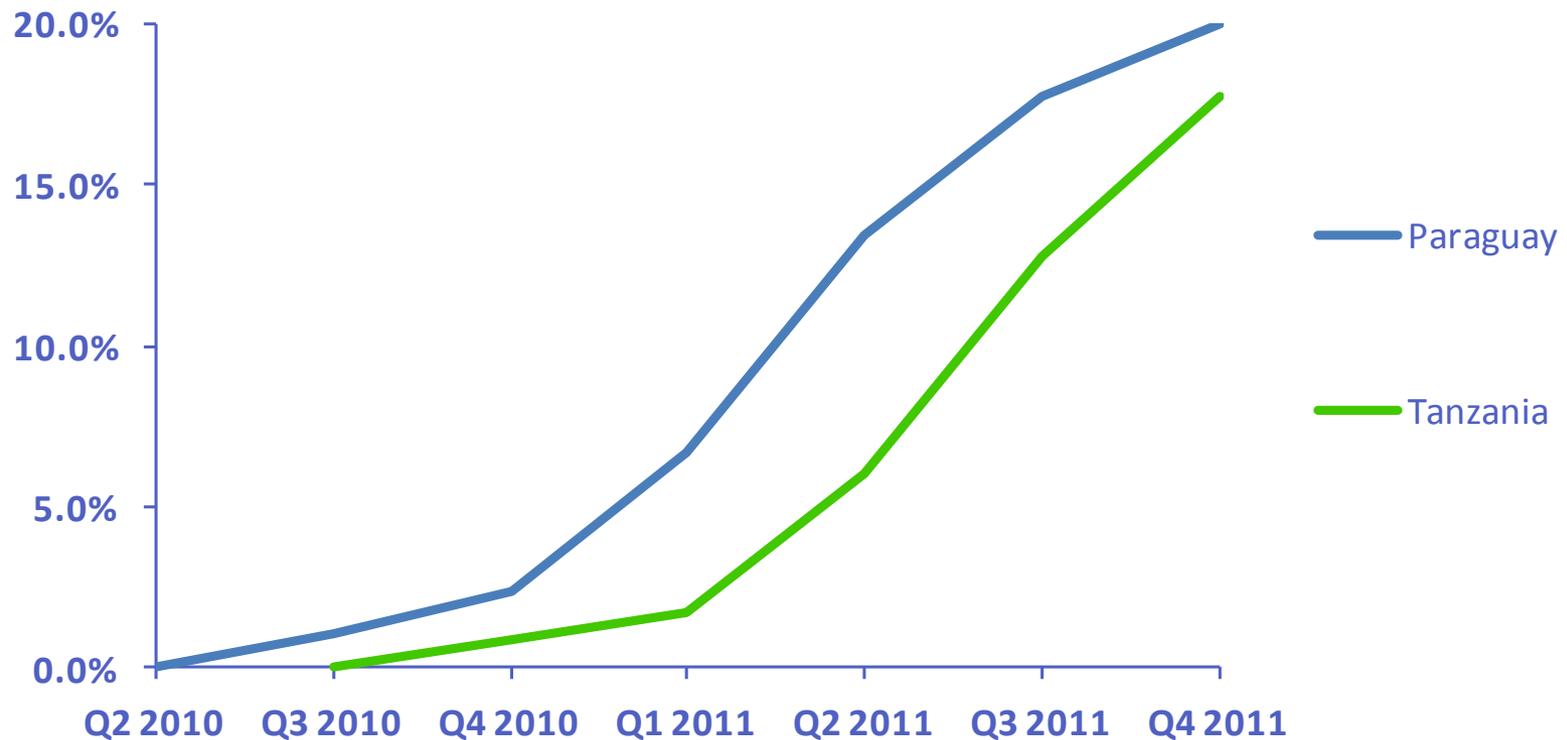
Data: Starting from Q3 11 (previous periods reported on comparable basis), to better reflect real consumption of data, a data user is defined as a customer who has used at least 250Kb of capacity over the last 30 days

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

Tigo Cash gaining momentum



Tigo Cash penetration %
in first 2 markets launched
(as a % of mobile customers)



Tigo Cash launched in 7 markets,
3 more launches planned in 2012 (Bolivia, Chad and DRC)



Regional review

Quarterly Highlights – Central America YoY



US\$m	Q4 11	Q4 10	Reported growth	Local currency growth
Mobile customers (millions)	14.6	13.5	8%	
Mobile ARPU (US\$)	12.0	12.2	-2%	-2.6%
Revenues	478	447	7%	6.2%
EBITDA	245	229	7%	6.3%
% of revenues	51.3%	51.3%	+0.0pt	
Capex	90	82	9%	
% of revenues	18.8%	18.3%	+0.5pt	
Operating Free Cash Flow	131	186	-30%	
% of revenues	27.3%	41.5%	-14.2pt	

Revenue growth at 6.2% in LC, up from 4.9% in Q3
 Stable EBITDA margin at 51% with controlled subsidiaries
 Solid cash flow generation

Quarterly Highlights – South America YoY



US\$m	Q4 11	Q4 10	Reported growth	Local currency growth
Mobile customers (millions)	11.2	10.1	10%	
Mobile ARPU (US\$)	13.4	12.7	5%	2.2%
Revenues	450	383	18%	14.4%
EBITDA	189	168	12%	7.5%
% of revenues	41.9%	43.9%	-2.0pt	
Capex*	160	112	43%	
% of revenues	35.6%	29.2%	+6.4 pt	
Operating Free Cash Flow	92	69	33%	
% of revenues	20.4%	18.0%	+2.4 pt	

Margin erosion with additional subsidies and one-off items
Strong cash flow generation

* Excluding capitalization of leasing costs for existing towers

Revenue by service - LATAM



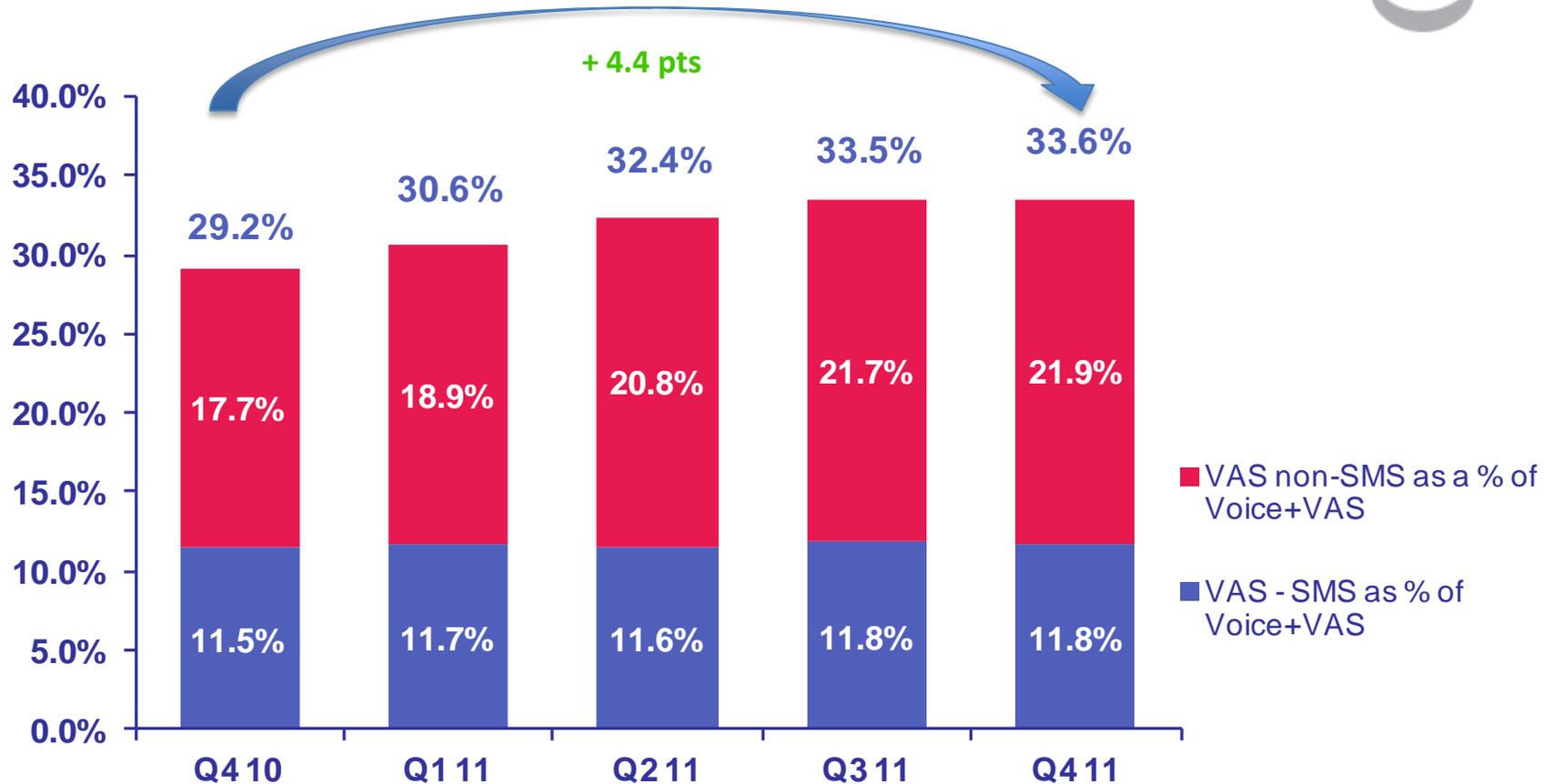
US\$m	Q4 11	Q4 10	\$ growth	Local currency
Voice % of Voice+VAS revenues	532 66.4%	515 70.8%	3% -5.6 pt	2%
VAS - SMS % of Voice+VAS revenues	94 11.8%	83 11.5%	13% +0.1 pt	9%
VAS non-SMS % of Voice+VAS revenues	175 21.9%	129 17.7%	36% +5.5 pt	33%
Other *	127	103	23%	23%
Total Revenues	928	830	12%	9%

+23.7% VAS growth

Good momentum in non-SMS VAS growth at +33%
Growth of SMS +9%

* Telephone & Equipment + Cable revenues

Revenue by service evolution - 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

Quarterly Highlights – Africa YoY



US\$m	Q4 11	Q4 10	Reported growth	Local currency growth
Mobile customers (millions)	17.3	15.0	16%	
Mobile ARPU (US\$)	4.8	5.4	-11%	-5.5%
Revenues	249	239	4%	10.6%
EBITDA	102	100	2%	9.2%
% of revenues	41.0%	41.7%	-0.7 pt	
Capex*	145	78	85%	
% of revenues	58.1%	32.7%	+25.4 pt	
Operating Free Cash Flow	83	72		
% of revenues	33.3%	30.3%	+2.9 pt	

Back to double-digit growth

Corrective actions taken in Ghana and Senegal

High Capex in the quarter due to phasing, FY in line with our targets

* Excluding capitalization of leasing costs for existing towers

Revenue split by service - Africa



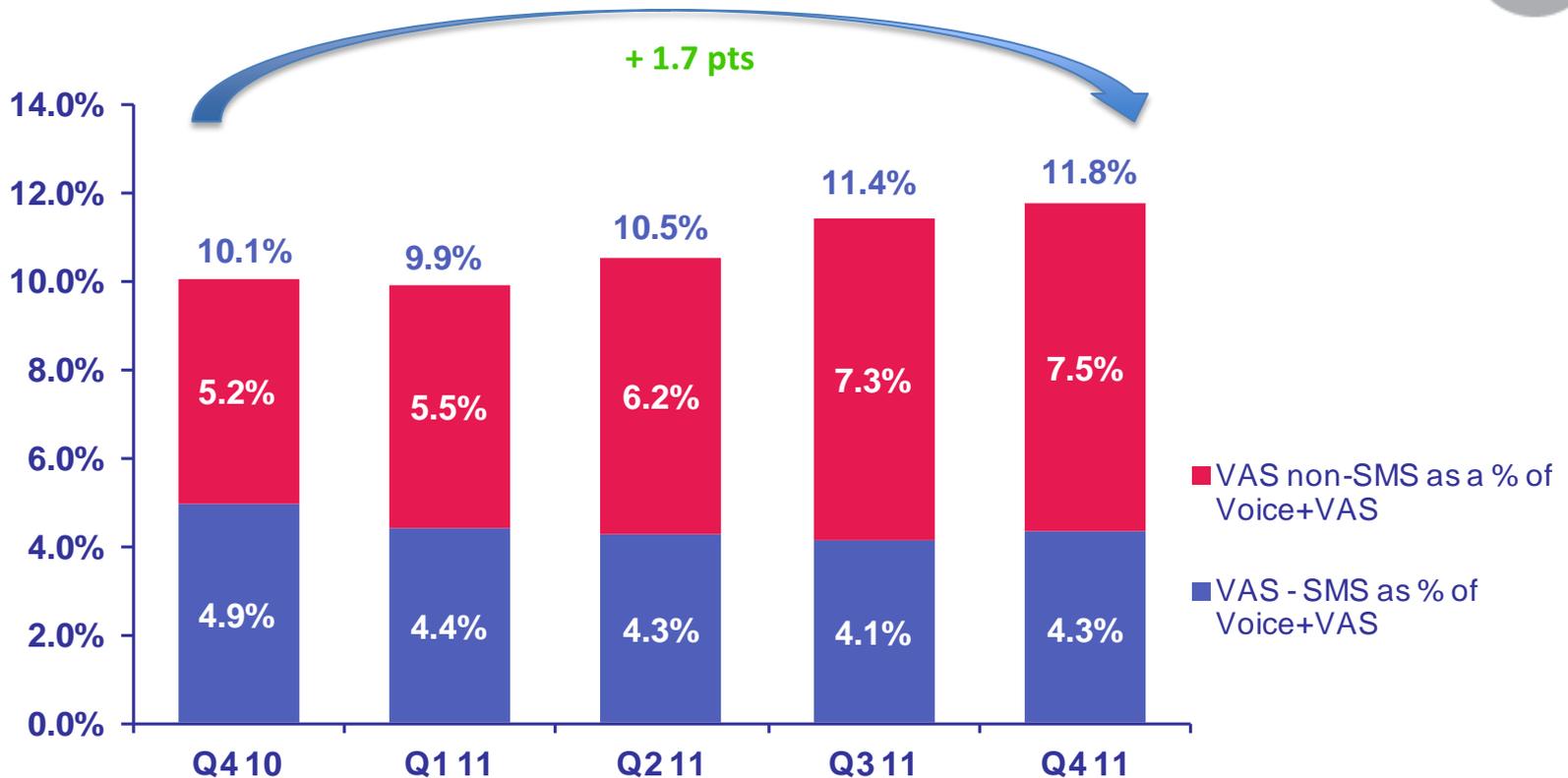
US\$m	Q4 11	Q4 10	\$ growth	Local currency
Voice % of Voice+VAS revenues	214 88.2%	210 89.9%	2% -1.7pt	8%
VAS - SMS % of Voice+VAS revenues	10 4.3%	12 4.9%	-10% -0.6pt	-2%
VAS-non SMS % of Voice+VAS revenues	18 7.5%	12 5.2%	51% +2.3pt	62%
Other *	7	5	19%	21%
Total Revenues	249	239	4%	11%

} +31.0%
VAS growth

Voice growth at 8%
Good momentum in non-SMS VAS growth at +62%

* Telephone & Equipment + Cable revenues

Revenue split evolution - Africa



VAS revenue almost 12% of mobile revenues
(Voice + VAS)

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



Financial review

Q4 Highlights



- Revenue growth in local currency of 10.1%
- Successful focus on high value customers: 80% of revenues generated from 30% of customers (ARPU > \$10)
- Mobile data grew by 58% year on year in Latin America, while the contribution to growth from MFS doubled versus Q3 2011
- EBITDA margin at 45.5% slightly diluted by mix effect, with faster growth in geographies and categories with lower margins
- Normalized EPS growth of 9%
- \$436m returned to shareholders through an extraordinary dividend and share buyback

Financial Highlights Q4 YoY



US\$ million	Q4 11	Q4 10	\$ growth	Local currency
Mobile customers (millions)	43.1	38.6	12%	
Mobile ARPU (US\$)	9.3	9.5	-3%	-2.7%
Revenues	1,177	1,069	10%	10.1%
EBITDA	536	497	8%	7.3%
% of revenues	45.5%	46.5%	-1.0 pt	
Capex*	396	272	45%	
% of revenues	33.6%	25.5%	8.0 pt	
Operating Free Cash Flow **	300	310	-3%	
% of revenues	25.4%	29.0%	-3.5 pt	

Revenue growth at 10.1%
EBITDA margin at 45.5% impacted by revenue mix

*Excluding capitalization of leasing costs for existing towers

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

Full Year 2011 Highlights



- Revenue growth in local currency of 10.5%
- VAS exceeded \$1.1 billion and reached 28.5% of revenues
- EBITDA margin still at 46.1% despite accelerated investment in 3G and services
- Strong normalized EPS increase (+26% year-on-year)
- Close to \$1 billion returned to shareholders
- Proposed shareholder remuneration for 2012:
 - dividend of \$2.40 per share (33% yoy increase)
 - share buy back of up to \$ 300m
 - excess cash to be returned to shareholders
- ROIC reached 28% in 2011, versus 26% in 2010

Financial Highlights Full Year



US\$ million	FY 11	FY 10	\$ growth	Local currency
Mobile customers (millions)	43.1	38.6	12%	
Mobile ARPU (US\$)	9.4	9.4	0%	-2.4%
Revenues	4,530	4,018	13%	10.5%
EBITDA	2,087	1,896	10%	7.5%
% of revenues	46.1%	47.2%	-1.1 pt	
Capex*	848	704	20%	
% of revenues	18.7%	17.5%	+1.2 pt	
Operating Free Cash Flow **	1,204	1,047	15%	
% of revenues	26.6%	26.0%	+0.5 pt	

Revenue growth at 10.5% and EBITDA margin at 46.1%
 Increased investments in commercial activities and capex year on year
 Record cash-flow generation > \$1 billion OFCF for the 2nd year in a row

*Excluding capitalization of leasing costs for existing towers

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

2010 restated with Honduras at 100%

Evolution of taxes



US\$m	Q4 11	Q3 11	Q2 11	Q1 11
PBT	243	304	214	311
Reported taxes	-9	166	-57	-82
of which:				
<i>Non recurring items *</i>	57	231	0	0
Normalized tax expenses**	-66	-64	-57	-82
Normalized tax rate	27.4%	21.2%	26.8%	26.4%

Normalized tax rate in 2011 at 25.2% (27% in 2010)

* DTA Colombia

**Excluding non recurring items

EPS growth of 9% in Q4 11 partly impacted by forex



US\$ million	Q4 11	Q4 10	\$ growth	
EBITDA	536	497	8%	
Corporate costs	-35	-30	16%	Building categories
Depreciation	-185	-167	11%	Positive adj. Colombia Q410
Net Finance Costs	-45	-57	-21%	Debt at operating level
Taxes	-66	-52	27%	Excluding DTA recorded in Colombia
Forex gain/loss	-12	2		
Others	-17	-23		Minorities
Normalized Net Profit *	176	170	4%	
No. of shares (millions)	102.3	106.9		Share buy-back
Normalized EPS	1.72	1.59	9%	

* Excluding exceptional items

Strong normalized EPS growth in 2011: +26%



US\$ million	FY 11	FY 10	\$ growth	
EBITDA	2,087	1,896	10%	
Corporate costs	-113	-106	7%	
Depreciation	-739	-691	7%	Higher capex
Net Finance Costs	-172	-204	-16%	Debt at operating level
Taxes	-270	-242	12%	
Forex gain/loss	-29	-30	-5%	
Others	-26	-17		Minorities
Normalized Net Profit *	738	607	22%	
No. of shares (millions)	104.2	108.2		Share buy-back
Normalized EPS	7.09	5.61	26%	

*Excluding exceptional items

2010 restated with Honduras at 100%

Cash Flow generation



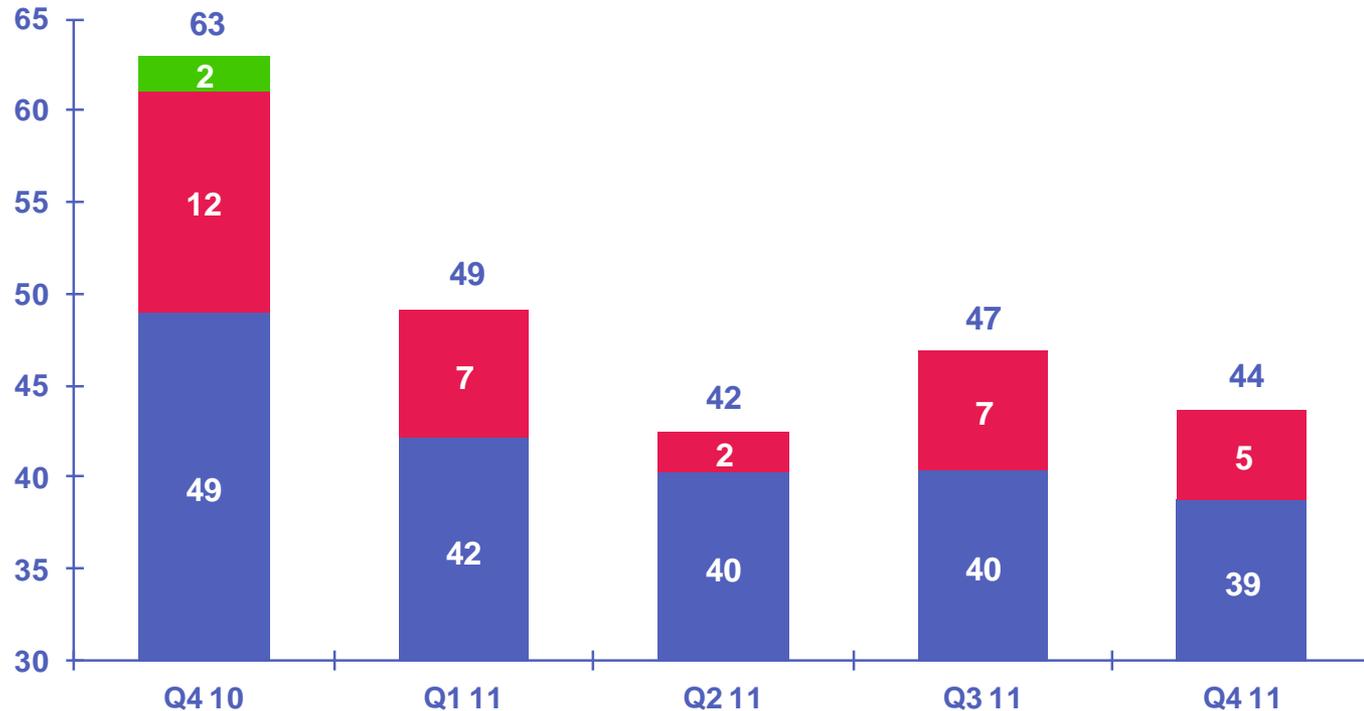
OFCF
in m\$

	Q4 11	Q4 10	Change
Central America	131	186	-30%
South America	92	69	33%
Africa	83	72	15%
Other (incl. Corporate)	-6	-16	
Millicom	300	310	-3%
% of revenues	25.5%	29.0%	-3.5 pt

Sustainable cash flow generation



Quarterly Interest expense



■ Total interest cost ■ Other financial costs ■ HY bond early redemption

Q4 10 **Q1 11** **Q2 11** **Q3 11** **Q4 11**

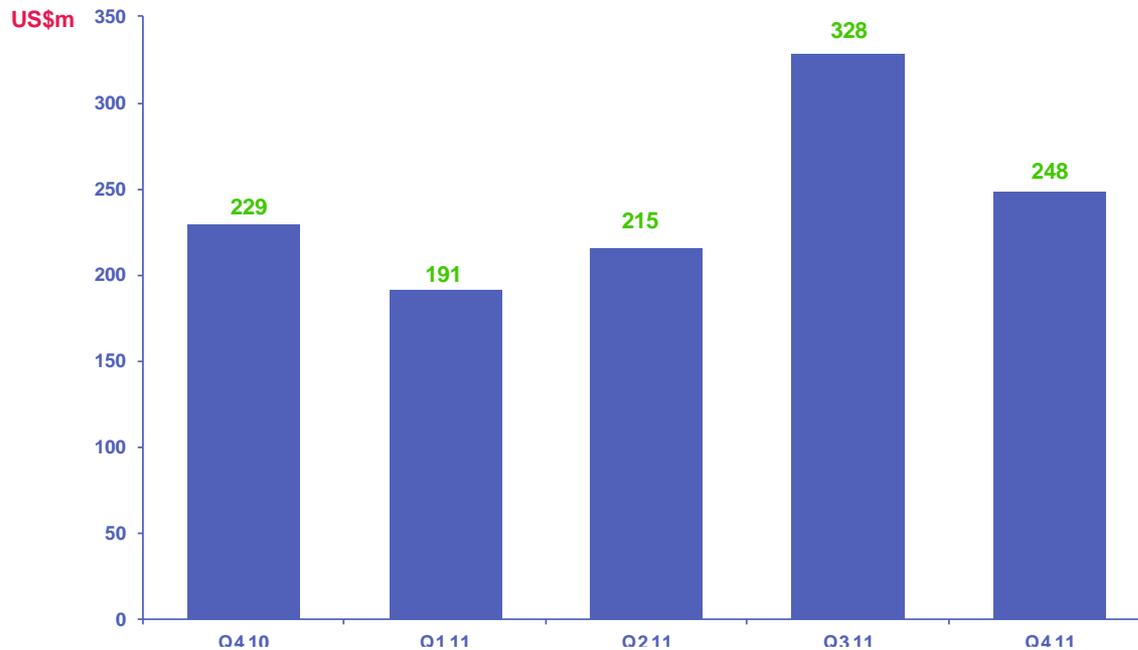
Effective rate*

7.4% **7.2%** **6.9%** **7.1%** **6.5%**

Average effective interest rate of 6.9% in 2011

* Effective rate calculated on loan interest expenses

Free Cash Flow



US\$m	Q4 11	Q4 10	Change
OFCF	300	310	-3%
Net Interest paid	-23	-56	-60%
Corporate Costs paid	-29	-25	17%
FCF	248	229	8%

	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11
FCF* as % of revenue	21.5%	17.7%	19.2%	28.5%	21.0%

Record FCF in 2011 (21.7% of revenues)

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

Leverage: Net Debt/EBITDA

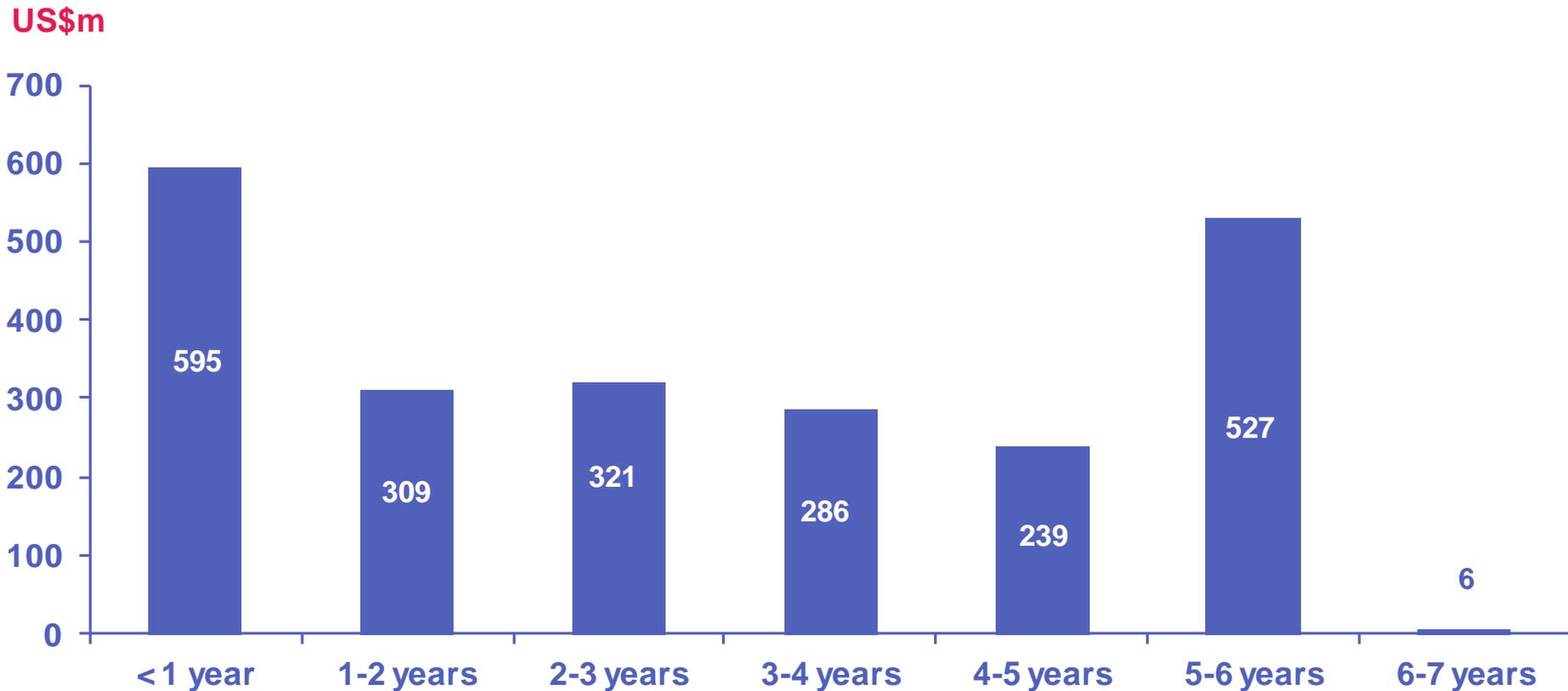


US\$m	Q4 11	Q3 11	Change
Gross Debt	2,438	2,209	229
Cash *	931	1,054	-123
Net Debt	1,507	1,157	350
Net Debt/EBITDA	0.7	0.5	

Some re-leverage following shareholder returns in 2011

* Including pledged deposits and time deposits

Gross Debt maturity*



Average maturity at 3 years
48% of gross debt at fixed rates

* Excluding finance leases

Asset productivity - Towers



- Full completion of tower transaction in Ghana
- Further closings in Tanzania and Colombia in Q4 11 with approx 2/3rds of committed towers in each market transferred by YE11
- First closing in DRC in Q4 11 - around 50% of towers transferred by YE11.
- Acquisition of a 40% minority equity interest in “ATC Infraco” in Colombia (JV with American Towers)

⇒ **Total cash proceeds expected \$ 333m 2011-13**

⇒ \$163 million received in 2011

⇒ \$ 140 million expected in 2012

⇒ \$ 30 million expected in 2013



Appendix

Penetration rates

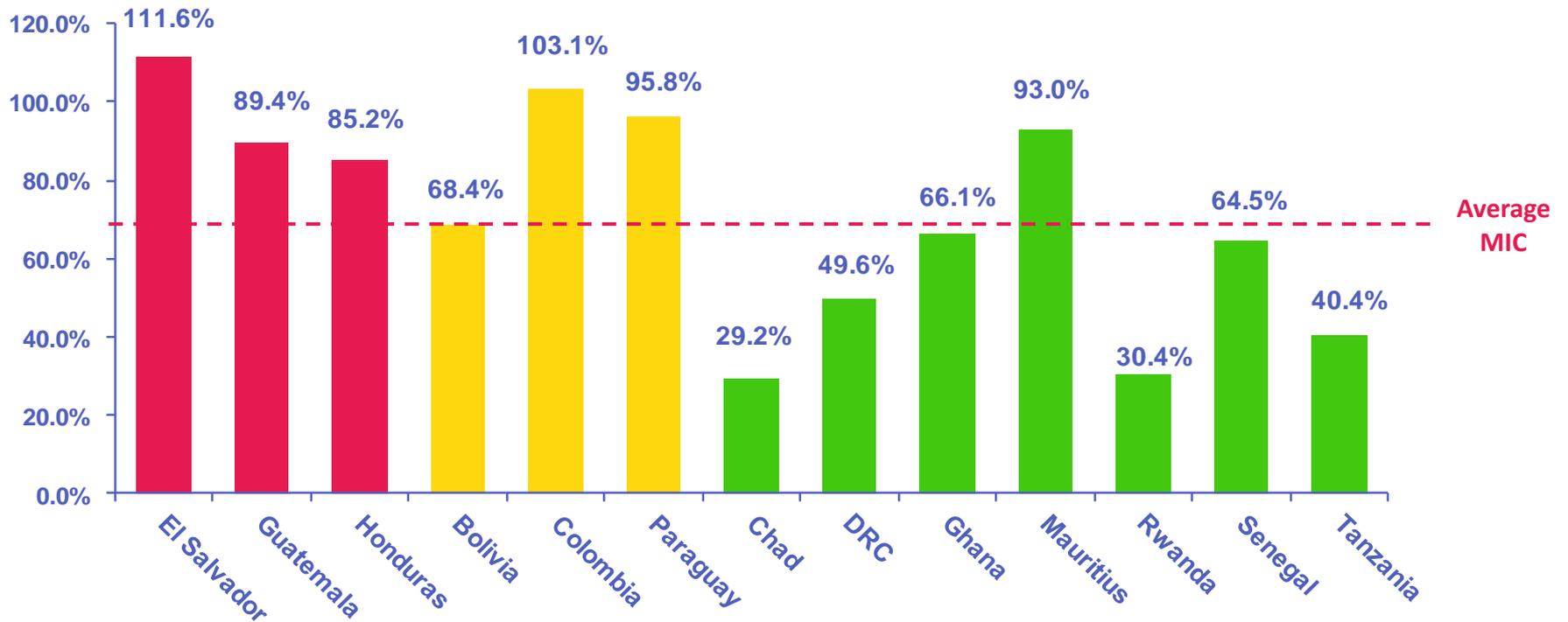


CAM
Avg penetration
92.9%

SAM
Avg penetration
96.2%

Africa *
Avg penetration
47.9%

MIC
Avg penetration
68.8%



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

Market Share

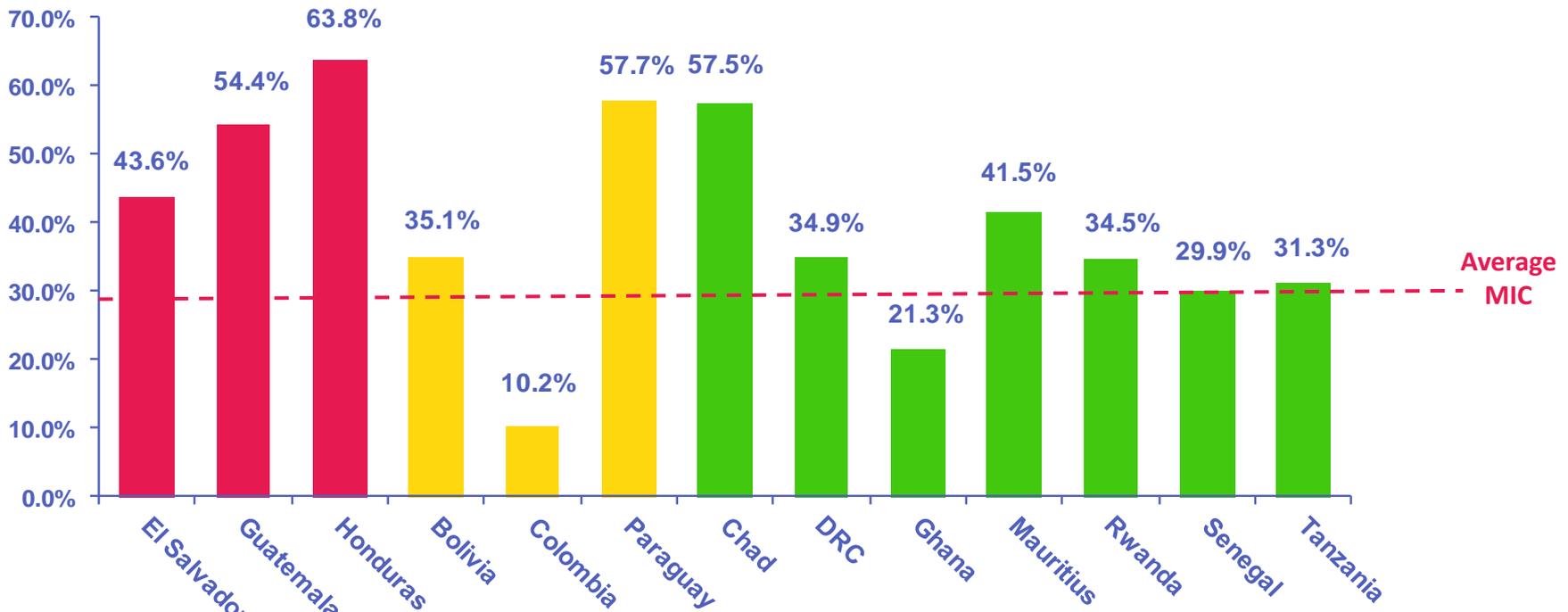


CAM
Avg Market Share
54.1%

SAM
Avg Market Share
18.1%

Africa
Avg Market Share
30.6%

MIC
Avg Market Share
29.7%



Increase QoQ

- Honduras
- Chad
- Rwanda
- Tanzania

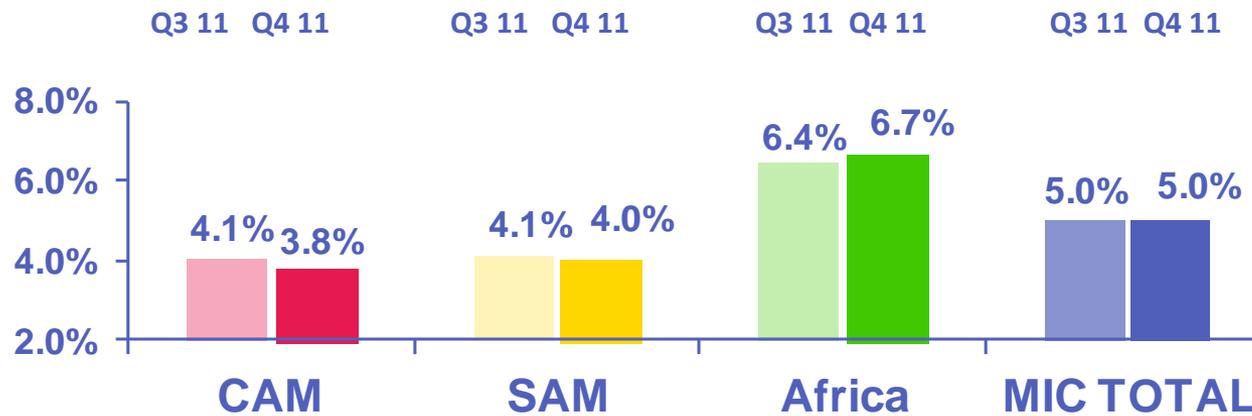
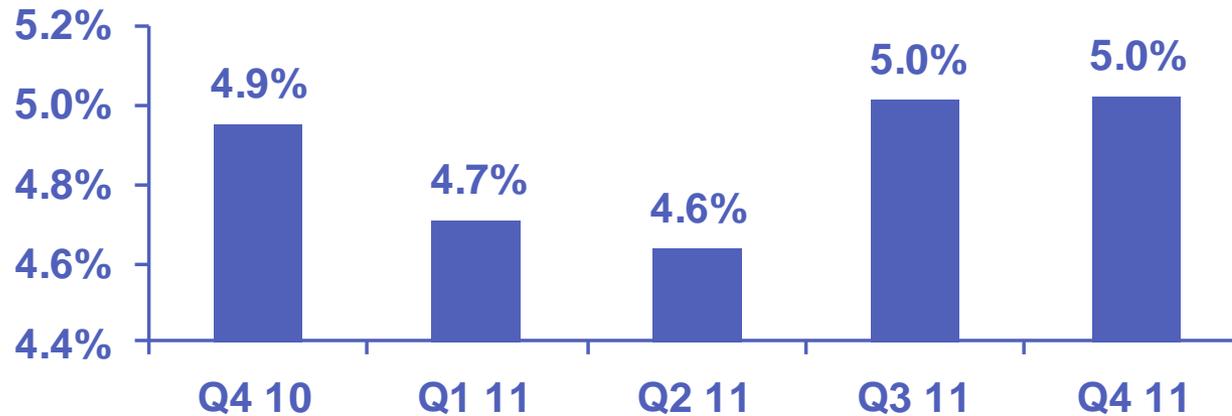
Decrease QoQ

- El Salvador
- Guatemala
- Bolivia
- Colombia
- Paraguay
- DRC
- Ghana
- Mauritius
- Senegal

Stable churn



MIC TOTAL



Market share evolution



	Market share* (%)			
	Total	Central Am.	South Am.	Africa
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%
Q4 10	29.8%	53.8%	18.1%	31.1%

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 Q4 11	Closing rate Q4 10	Change	Average rate Q4 11	Average rate Q4 10	Change
Central America	Guatemala	GTQ	7.81	8.02	3%	6.92	8.03	14%
	Honduras	HNL	19.12	18.90	-1%	18.97	18.89	0%
	Nicaragua	NIO	22.97	21.88	-5%	22.84	21.75	-5%
	Costa Rica	CRC	511.84	512.97	0%	511.99	510.41	0%
South America	Bolivia	BOB	6.91	6.99	1%	6.92	7.01	1%
	Colombia	COP	1,942.70	1,918.75	-1%	1,926.42	1,880.98	-2%
	Paraguay	PYG	4,478.00	4,645.00	4%	4,315.50	4,797.58	10%
Africa	Ghana	GHS	1.64	1.49	-10%	1.60	1.45	-11%
	Mauritius	MUR	29.33	30.45	4%	29.00	30.29	4%
	Senegal/Chad	XAF	506.99	489.70	-4%	489.51	486.91	-1%
	Rwanda	RWF	604.14	594.00	-2%	602.16	591.81	-2%
	Tanzania	TZS	1,578.15	1,459.50	-8%	1,672.76	1,487.60	-12%

For El Salvador and DRC, functional currency is USD

Market Overview – by Segment



Millicom Segments	Central America	South America	Africa	Total
Market Overview				
Population (million)	28	61	176	265
Mobile Penetration	92.9%	96.2%	47.9%	68.8%
Operational Data				
Total Mobile customers (000)	14.6	11.2	17.3	43.1
Attrib. Customers (000)	11.4	11.2	17.1	39.6
Capex (\$m- excl Corporate)	90	160	145	395
Capex as % of revenue	18.8%	35.6%	58.1%	33.5%
Churn	3.8%	4.0%	6.7%	5.0%
Cell sites '000	5.6	5.1	4.3	14.9
Outlets 000'	133	177	371	682
Key Financials (Attributable)				
Revenue (\$m)	478	450	249	1,177
EBITDA (\$m)	245	189	102	536
EBITDA Margin	51.3%	41.9%	41.0%	45.5%

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	6
GDP per Pop (PPP) \$	7,300	5,200	4,200	4,800	9,800	4,900
Mobile Penetration	111.6%	89.4%	85.2%	68.4%	103.1%	95.8%
Market Position	One of Five	One of Three	One of Four	Two of Three	Three of Three	One of Four
Market Share	43.6%	54.4%	63.8%	35.1%	10.2%	57.7%
Operational Data						
Total Customers	3,026,854	7,122,987	4,476,593	2,686,504	4,854,354	3,613,754
Cell sites	1,048	2,981	1,536	982	3,095	983
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	72	25	1	11	13	43
GDP per pop (PPP) \$	1,800	300	1,600	13,500	1,100	1,900	1,500
Mobile Penetration	29.2%	49.6%	66.1%	93.0%	30.4%	64.5%	40.4%
Market Position	One of Three	One of Five ***	Two of Five	Two of Three	Two of Two	Two of Four	Two of Seven
Market Share	57.5%	34.9%	21.3%	41.5%	34.5%	29.9%	31.3%
Operational Data							
Total Customers	1,894,278	2,381,987	3,508,372	497,882	1,192,259	2,378,500	5,450,766
Cell sites **	377	774	812	290	261	619	1,173
Other Operators	Bharti Salam	Bharti Vodacom CCT Standard	MTN Vodafone Bharti Expresso	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 564 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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