

Millicom International Cellular S.A. **Financial results Q1 10** 20<sup>th</sup> April, 2010

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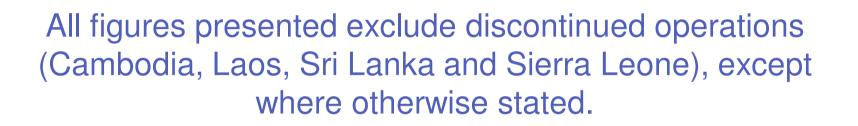
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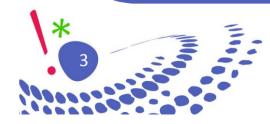
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Historical figures have been restated to provide a comparable base, where necessary.



# :: Q1 Highlights

- Group revenues up 16%
- Constant currency revenue growth accelerating to +11.5%
- Further market share gains
- New record level for EBITDA at 46.8%
- Continued strong cash flow generation
- Solid EPS growth +11%
- Exceptional dividend and share buy back plan confirm strong commitment to shareholder return



# :: Financial Highlights Q1 YoY

US\$m	Q1 10	Q1 09	\$ growth	Local currency
Customers ('000)	35,094	29,082	21%	
Revenues	905	779	16%	11.5%
EBITDA % of revenues	<b>424</b> 46.8%	<b>352</b> 45.2%	20% +1.6 pt	
Capex % of revenues	<b>99</b> 11.0%	185 23.8%	-46% -12.8pt	
<b>Operating Free Cash Flow</b> * % of revenues	<b>234</b> 25.8%	<b>105</b> 13.5%	123% +12.3pt	

\* EBITDA - CAPEX - WC movements - Taxes



Improvement of EBITDA margin by 1.6 % points Acceleration of revenue growth

### :: Stabilization of customer growth



Stable customer growth when excluding the seasonal effects and the volatility introduced by compulsory SIM registration in 4 markets



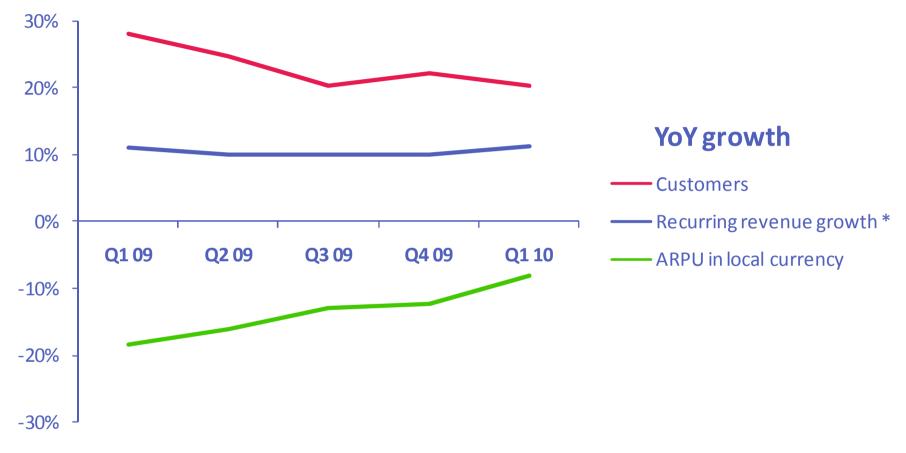
# :: Financial Highlights Q1 10 vs Q4 09

JS\$m	Q1 10	Q4 09	\$ growth	Local currency
Customers ('000)	35,094	33,920	3%	
Revenues	905	924	-2%	-1.7%
EBITDA	<b>424</b>	<b>431</b>	-2%	
% of revenues	46.8%	46.6%	+0.2 pt	
Capex	99	<b>252</b>	-60.5%	
% of revenues	11.0%	27.3%	-16 pt	
Operating Free Cash Flow *	<b>234</b>	<b>290</b>	-19%	
% of revenues	25.8%	31.4%	-5.6 pt	

Revenues at -2% due to seasonality (higher Q4 with festive season) Further EBITDA margin growth by 0.2 points High Capex payments in Q1 10



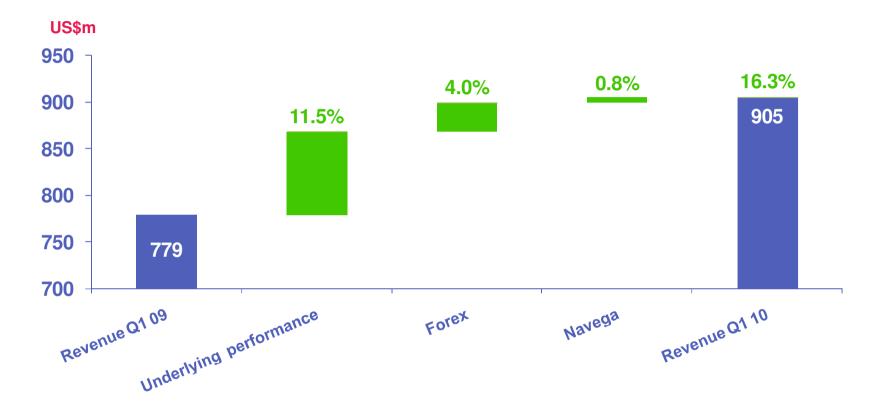
#### :: ARPU decline reducing steadily quarter on quarter



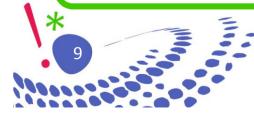
\* Recurring revenue = customers x ARPU in local currency



#### :: Revenue growth – positive Forex impact in Q1



Local currency growth at 11.5% despite additional taxes in Central America and Africa



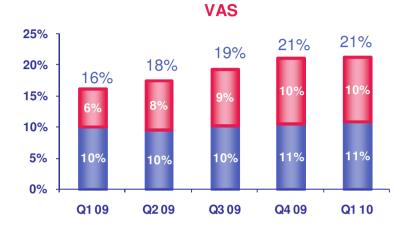
### :: Revenue split by category

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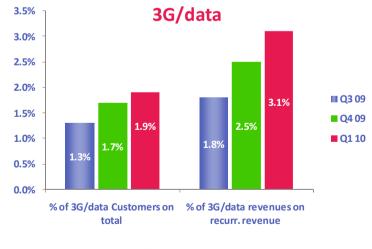
US\$m	Q1 10	Q1 09	\$ growth	Local currency
<b>Airtime</b> % of recurring mobile revenues	613 78.7%	<b>561</b> 83.2%	9%	5%
VAS % of recurring mobile revenues	166 21.3%	<b>114</b> 16.8%	<b>47%</b> +4.5 pt	40%
Other *	126	104	21%	18%
Total Revenues	905	779	16%	11%

Continued solid momentum of VAS revenues with a 40% growth in local currency

# :: VAS and 3G/data revenue growing



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

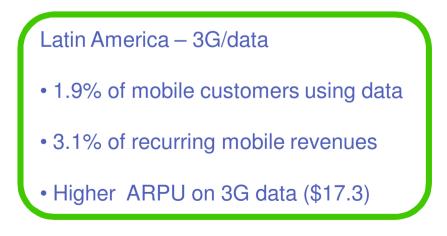




Other VAS as a % of recurr. rev

SMS as % of recurr. rev.

VAS revenue 21.4% of recurring mobile revenues



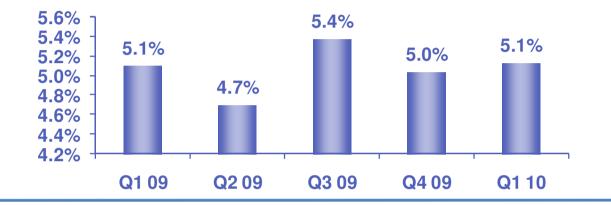
### :: Market share evolution





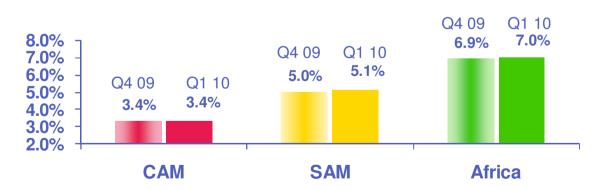
Further market share growth in all regions

#### :: Stable churn



**MIC TOTAL** 

Q409 vs Q110





Stabilization of churn in all clusters

# **Regional review**



#### :: Quarterly Highlights – Central America YoY

US\$m	Q1 10	Q1 09	Reported growth	Local currency growth
Customers ('000)	13,221	11,534	15%	
Revenues	322	326	-1%	0%
EBITDA % of revenues	182 56.7%	<b>182</b> 55.8%	0% +0.8pt	1%
Capex %of revenues	<b>23</b> 7.0%	<b>23</b> 7.0%	-1% +0.0pt	
Operating Free Cash Flow % of revenues	<b>142</b> 44.1%	<b>135</b> 41.4%	5% +2.7pt	



Stabilization of Central American operations

#### :: Quarterly Highlights – South America YoY

US\$m	Q1 10	Q1 09	Reported growth	Local currency growth
Customers ('000)	9,027	7,735	17%	
Revenues	312	237	32%	17%
EBITDA	<b>132</b>	<b>94</b>	<b>41%</b>	<b>29%</b>
% of revenues	42.4%	39.5%	+2.9 pt	
Capex	<b>22</b>	<b>37</b>	<b>-40%</b>	
%of revenues	7.2%	15.7%	-8.5 pt	
Operating Free Cash Flow	<b>74</b>	<b>32</b>	<b>130%</b>	
% of revenues	23.8%	13.7%	+10.1 pt	



Growth, margin improvement, strong cash flow generation

#### :: Quarterly Highlights – Africa YoY

US\$m	Q1 10	Q1 09	Reported growth	Local currency growth
Customers ('000)	12,846	9,813	31%	
Revenues	217	171	27%	<b>26%</b>
EBITDA % of revenues	<b>83</b> 38.4%	<b>59</b> 34.4%	<b>41%</b> +4.0pt	47%
Capex % of revenues	<b>43</b> 20.0%	<b>107</b> 62.3%	<b>-59%</b> -42.3pt	
Operating Free Cash Flow % of revenues	<b>17</b> 7.9%	-51 -29.7%	+37.6pt	



Strong profitable growth Africa now positive in Cash Flow

#### :: Quarterly Highlights – Cable YoY

US\$m	Q1 10	Q1 09	Reported growth	Local currency growth
Revenues	54	44	-	
- Amnet	47	43	9%	<b>9%</b>
- Navega	7	1		
EBITDA	26	17		
- Amnet	18	16	14%	14%
- Navega	8	1		
% of revenues	47.7%	38.9%	+8.8pt	
Capex	10	18	-45%	
% of revenues	18.5%	41.0%	-22.5pt	
<b>Operating Free Cash Flow</b>	8	-2		
% of revenues	14.0%	-5.3%	+19.3pt	



Profitable growth and Cash Flow generation in a weak economic environment

# **Financial review**

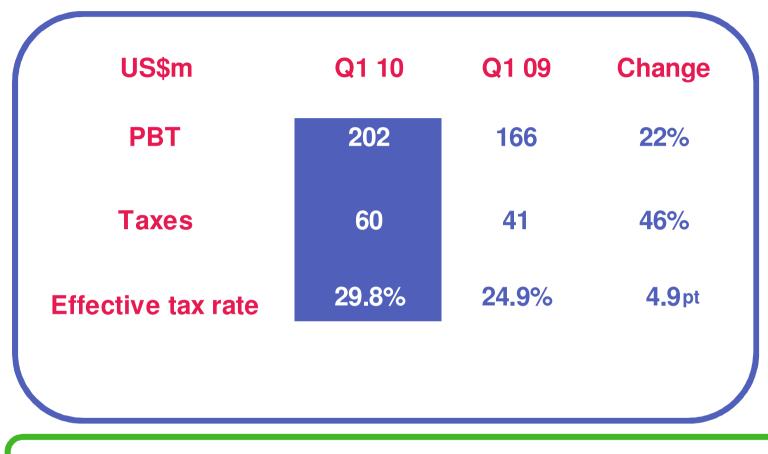


# :: Quarterly EPS – solid EPS growth

US\$m	Q1 10	Q1 09	\$ growth
EBITDA	424	352	20%
Depreciation	-166	-133	<b>24%</b> High Capex for gro
% of revenues	18.3%	17.1%	+1.2pt
Net Finance Costs	-41	-37	10%
% of revenues	4.5%	4.8%	-0.3pt
Taxes	-60	-41	46% Higher WHT on stro
% of revenues	6.6%	5.3%	46% cash upstream
Others	-1	-1	
Net Profit	156	140	11%
EPS	1.43	1.29	11%



#### :: Taxes



Higher tax rate in Q1 due to withholding tax on stronger cash upstream (\$246m vs \$86m in Q1 09)



### :: Low leverage





ND/EBITDA will remain less than 1 after dividend payment and share buy back completion

### :: All regions Cash Flow positive

OFCF US\$m	Q1 10	Q1 09	Change
<b>Central America</b>	142	135	7
South America	74	32	42
Africa	17	-51	68
Cable	8	-2	10
Other (incl. Corporate)	-7	-9	2
OFCF	234	105	129



Positive Cash Flow for all cellular clusters in Q1 10 Less dependence on Central America

:: Free Cash Flow\*





Strong Free Cash Flow: 22% of revenues in Q1 10

:: Gross Debt maturity



### :: 2010 guidance confirmed

Capex around \$700m Stabilization of EBITDA margin at mid 40's

OFCF\* as a % of revenue in mid-teens

•OFCF= Operating Free Cash Flow: EBITDA - CAPEX - WC movements - Taxes



- :: Capital structure
  - \$800m returned to shareholders with \$500m as exceptional dividends (on top of the normal dividend) and up to \$300m of share buy back
  - Exceptional dividend of \$4.60 to be paid in June (+ \$1.40 of regular dividend)
  - Share repurchase to be executed on Nasdaq by year end 2010
  - Capital structure and cash flow generation leaves appropriate room for any further external opportunities if needed

Note: Subject to AGM approval

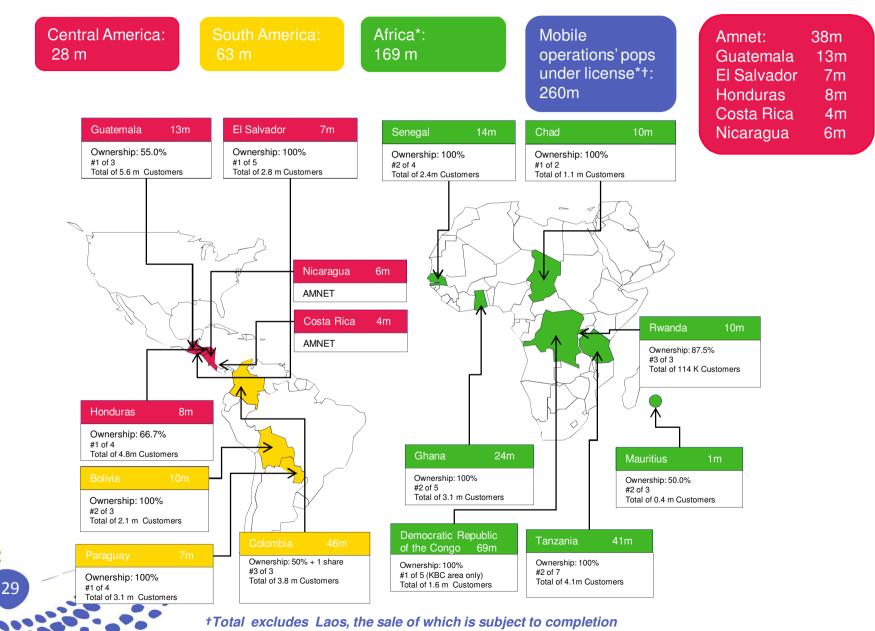


# Appendix



### :: Overview

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#### :: ARPU in Local currency

\*

	Q1 10	Q4 09	Q3 09	Q2 09
Central America				
El Salvador	11	12	12	13
Guatemala	104	104	113	115
Honduras	190	197	194	216
South America				
Bolivia	76	82	77	75
Colombia	22,159	22,632	21,541	21,488
Paraguay	49,557	53,699	51,464	49,301
frica				
Chad	4,176	4,787	4,342	4,686
DRC	6	7	7	6
Ghana	7	8	8	8
Mauritius	375	394	415	336
Senegal	2,829	2,991	2,707	2,821
Tanzania	6,689	7,425	7,339	7,093

### :: YoY Local currency ARPU growth

	Year-on-	Year local curr	ency ARPU gro	owth (%)
	Total	Central Am.	South Am.	Africa
Q1 10	(9%)	(13%)	0%	(3%)
Q4 09	(10%)	(20%)	(4%)	(9%)
Q3 09	(12%)	(19%)	(3%)	(15%)
Q2 09	(16%)	(20%)	(3%)	(23%)
Q1 09	(19%)	(24%)	(4%)	(23%)



#### :: Mobile revenues in local currency

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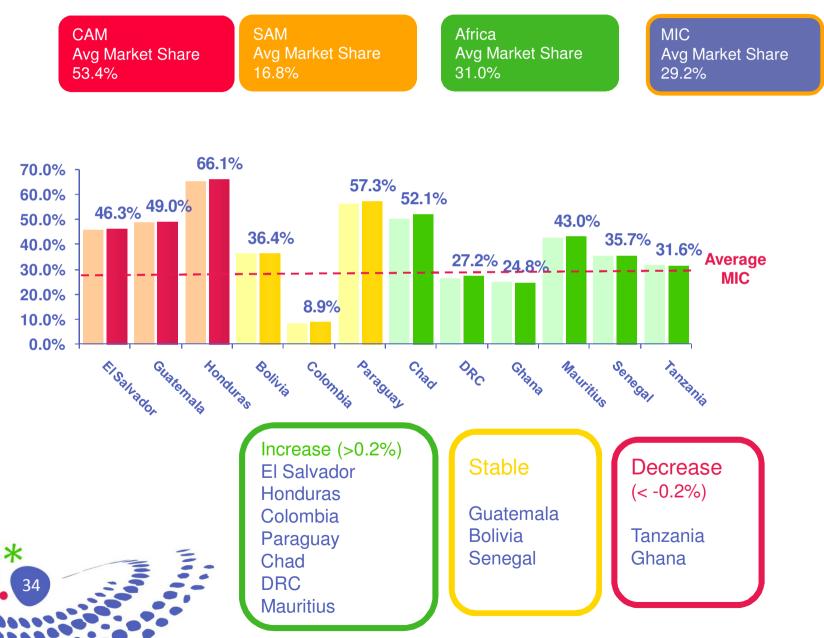
LC million	Q1 10	Q1 09	Growth %
<b>Central America</b>			
El Salvador	98	103	-5.1%
Guatemala	1,891	1,762	7.3%
Honduras	2,770	2,877	-3.7%
South America			
Bolivia	483	378	28.0%
Colombia	267,738	225,640	18.7%
Paraguay	506,372	463,011	9.4%
Africa			
Chad	13,504	8,552	57.9%
DRC	29	23	29.9%
Ghana	66	62	6.5%
Mauritius	604	525	15.1%
Rwanda	789	0	
Senegal	19,589	17,697	10.7%
Tanzania	81,296	56,014	45.1%

### :: Penetration rates





### :: Market Share evolution QoQ



#### :: Movements of currencies vs USD YoY

			Closing rate Q1 10	Closing rate Q1 09	Change	Average rate Q1 10	Average rate Q1 09	Change
	Guatemala	GTQ	7.99	8.11	2%	8.22	7.98	-3%
Central America	Honduras	HNL	18.90	18.90	0%	18.90	18.89	0%
	Nicaragua	NIO	21.09	20.09	-5%	20.96	19.96	-5%
	Costa Rica	CRC	523.65	564.19	7%	550.57	561.98	<b>2%</b>
	Bolivia	BOB	7.02	7.02	0%	7.02	7.03	0%
South America	Colombia	COP	1,920.35	2,555.32	<b>25%</b>	1,961.05	2,455.03	<b>20%</b>
	Paraguay	PYG	4,745.00	5,120.00	7%	4,736.43	5,062.27	<b>6%</b>
	Ghana	GHS	1.42	1.41	-1%	1.43	1.36	-5%
	Mauritius	MUR	30.84	33.35	8%	30.45	32.89	7%
Africa	Chad/Senegal	XAF	484.55	495.57	2%	474.74	503.25	<b>6%</b>
	Rwanda	RWF	573.52	569.16	-1%	572.43	564.91	-1%
	Tanzania	TZS	1,359.50	1,327.50	-2%	1,349.13	1,320.15	<b>-2%</b>



### :: Q1 10 Market Overview – by Segment

Millicom Segments	Central America	South America	Africa	Amnet/ Navega	Total
Market Overview					
Population (million)	28	63	169		260
Mobile Penetration	88.7%	86.8%	25.7%		47.9%
Operational Data					
Total Customers (000)	13,221	9,027	12,846		35,094
Attrib. Customers (000)	9,102	9,027	12,622		30,751
Capex (\$m- excl Corporate)	23	22	43	10	98
Capex as % of revenue	7.0%	7.2%	20.0%	18.5%	11.0%
Churn	3.4%	5.1%	7.0%		5.1%
Cell sites	4,618	4,369	3,789		12,776
Outlets 000'	171	184	221		576
Key Financials (Attributable)					
Revenue (\$m)	322	312	217	54	905
EBITDA (\$m)	182	132	83	26	424
EBITDA Margin	56.7%	42.4%	38.4%	47.7%	46.8%

### :: Market Overview LATAM - Amnet

Latin America	Central America			AMNET	South America		
	El Salvador	Guatemala	Honduras		Bolivia	Colombia	Paraguay
Shareholding	100.0%	55% (p)	66.7% (p)	100.0%	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	2011
Market Overview							
Population (M)	7	13	8	38	10	46	7
GDP per Pop (PPP) \$	7,100	5,200	4,200		4,600	9,200	4,100
Mobile Penetration	102%	81%	92%		56%	94%	86%
Market Position	One of Five	One of Three	One of Four		Two of Three	Three of Three	One of Four
Market Share	46.3%	49.0%	66.1%		36.4%	8.9%	57.3%
Operational Data							
Total Customers / RGUs	2,815,991	5,580,337	4,825,034	645,301	2,084,659	3,814,513	3,127,516
Cell sites	912	2282	1424		789	2759	821
Other Operators	Digicel	America Movil	Digicel		Entel	America Movil	Personal
	America Movil	Telefonica	America Movil		Viva	Telefonica	America Movi
	Telefonica		Honducel				Vox
	Red						

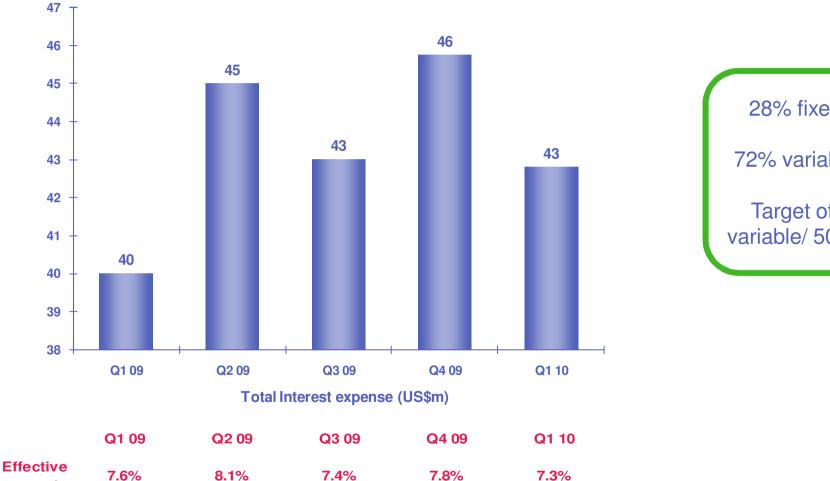
(p): proportionally consolidated

\*

## :: 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%
_icense 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 200
Date of Expiry	2014	2017	2019	2016	2022	2018	2032
Market Overview							
Population (million)	10	69	24	1	10	14	41
GDP per pop (PPP) \$	1,600	300	1,500	12,400	900	1,600	1,400
Nobile Penetration	20%	9%	52%	80%	21%	48%	32%
Market Position	One of Two	One of Five ***	Two of Five	Two of Three	Three of Three	Two of Four	Two of Sever
Market Share	52.1%	27%	24.8%	43.0%	n/a	35.7%	31.6%
Operational Data							
Fotal Customers	1,128,632	1,604,591	3,100,252	446,738	114,468	2,375,532	4,075,672
Cell sites **	320	742	782	229	126	589	1001
Other Operators	Zain	Zain	MTN	Orange	MTN	Orange	Vodacom
		Vodacom	Vodafone	MTML	Rwandatel	Expresso	Zain
		ССТ	Zain			Kirene	Zantel
		Standard	Kasapa				TTCL Mobile
							BOL
							Sasatel
* Amended and extended	l by one year in 20	006 (p): pr	roportionally c	onsolidated			
** for DRC 530 sites are a	active						
*** Only Kinshasa/ Bas C	ongo area						

# :: Quarterly Interest expense







rate

