



Millicom International Cellular S.A.

Financial results Q4 09

10th February, 2010

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:: Disclaimer

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:: Caveat

All figures presented exclude discontinued operations (Cambodia, Laos, Sri Lanka and Sierra Leone), except where otherwise stated.

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



:: Q4 Highlights

- Record EBITDA margin at 46.6%
- Record Cash Flow (FCF at 23.8% of revenues)
- Consistent revenue growth in local currency at +9.5%
- VAS/3G revenue exceeding 21% of recurring revenue
- Completion of two Asian disposals
- Introduction of a dividend policy reflecting sustainable cash generation
- No material improvement of trading conditions



:: Financial Highlights Q4 YoY

US\$m	Q4 09	Q4 08	Change YoY
Customers ('000)	33,920	27,691	22%
Revenues	924	841	10%
EBITDA % of revenues	431 46.6%	382 45.4%	13% +1.2pt
Capex % of revenues	252 27.3%	423 50.3%	-40% -23.0pt
Operating Free Cash Flow * % of revenues	290 31.4%	-44 -5.3%	+36.7pt

* EBITDA - CAPEX - WC movements - Taxes



Improvement of EBITDA margin by 1.2 % points
Strong cash flow generation

:: Financial Highlights Full Year

US\$m	FY 09	FY 08	Change YoY
Customers ('000)	33,920	27,691	22%
Revenues	3,373	3,151	7%
EBITDA % of revenues	1,545 45.8%	1,366 43.4%	13% +2.4pt
Capex % of revenues	737 21.9%	1,277 40.5%	-42% -18.6pt
Operating Free Cash Flow * % of revenues	658 19.5%	-42 -1.3%	+20.9pt

* EBITDA - CAPEX - WC movements - Taxes



2009: year of margin improvement (+2.4 points EBITDA) and strong CF generation

:: Customers: from quantity to quality

Focus on customer quality

ARPU	Prepaid customers 09		QoQ
	Q3	Q4	
> \$ 20	13.3%	14.0%	+0.7 pt
\$ 5-20	29.8%	32.0%	+2.2 pt
<\$5	56.9%	54.0%	-2.9 pt
	100.0%	100.0%	

Arpu in Local Currency

	QoQ
Q1	-8.5%
Q2	-2.4%
Q3	-1.4%
Q4	+1.4%

Improved quality of revenues



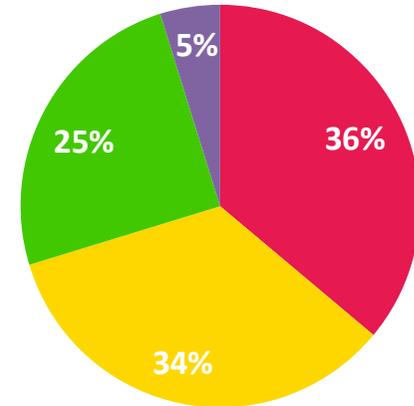
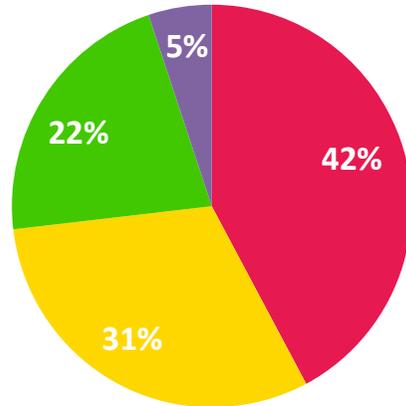
:: More balanced regional portfolio

Q4 08

Revenues

Q4 09

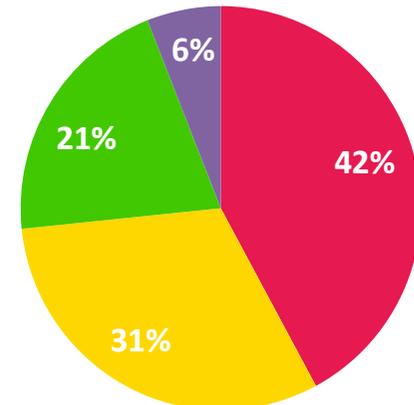
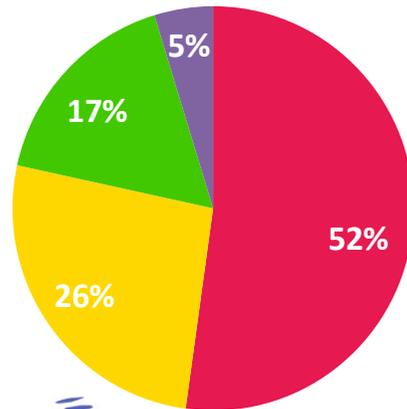
- CAM
- SAM
- Africa
- Cable



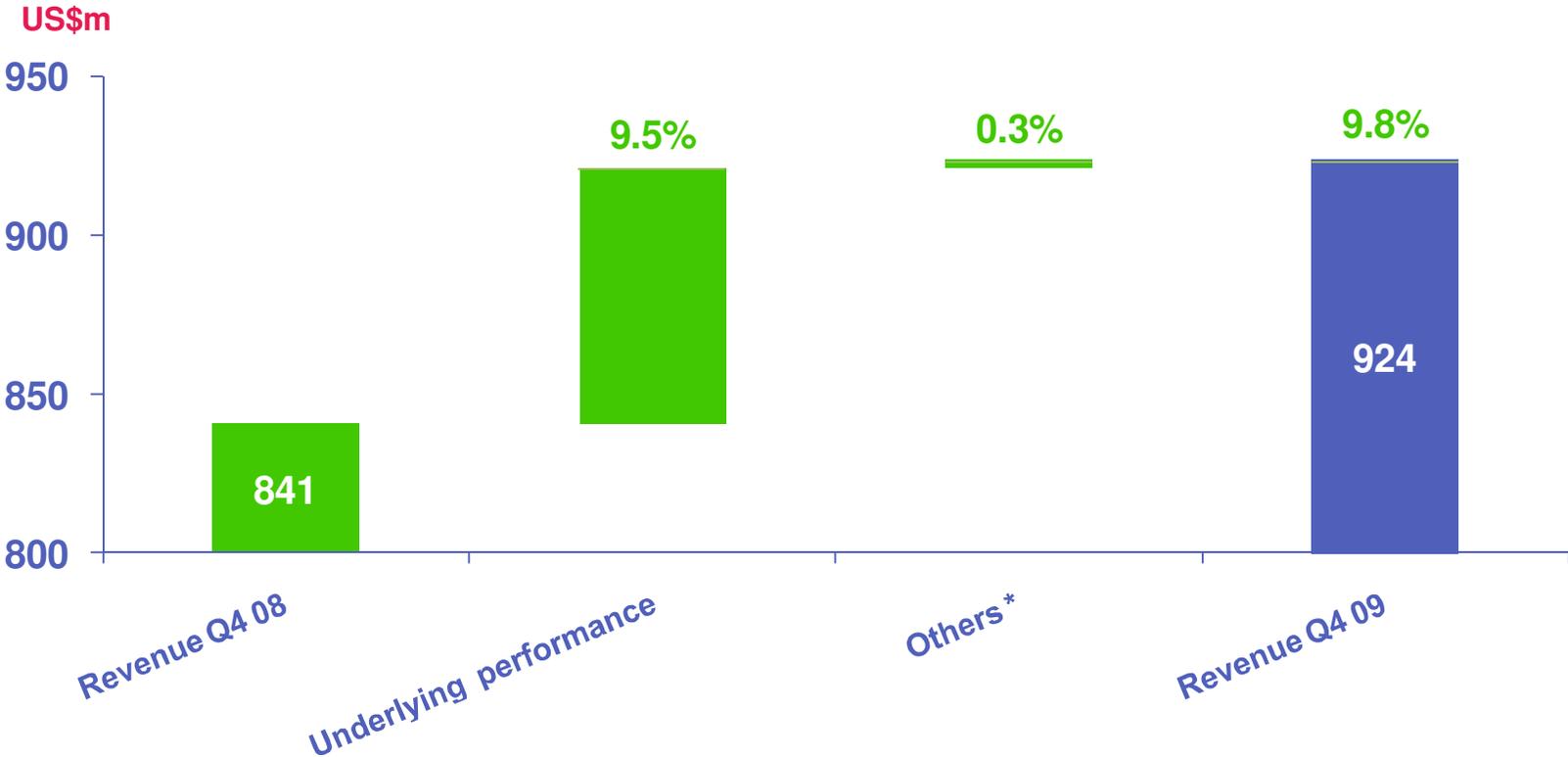
Q4 08

EBITDA

Q4 09



:: Revenue growth – limited Forex impact in Q4

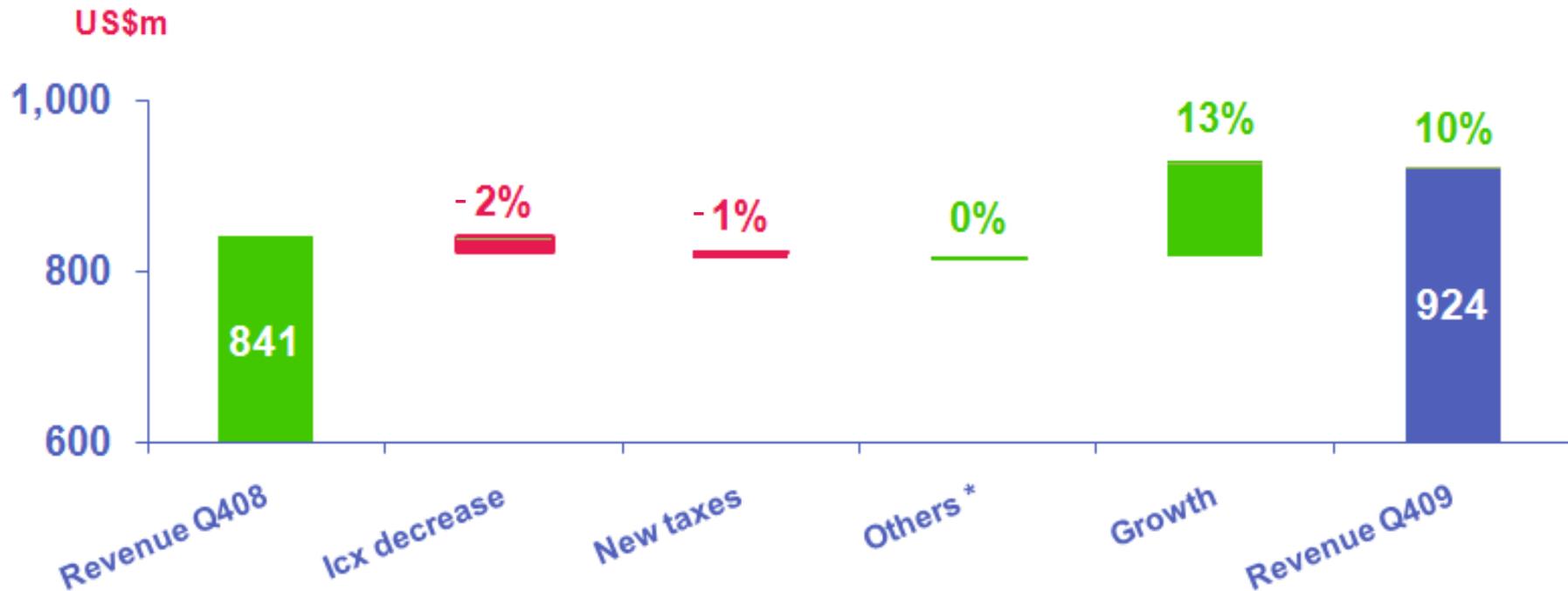


* Including Navega and Forex impact

Revenue growth from underlying performance of 9.5%



:: Revenue growth – external factors Q4



* Including Navega and Forex impact

External factors such as new taxes and ICX cuts putting pressure on top line growth

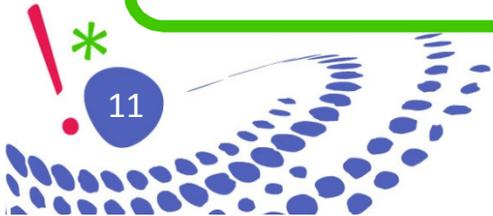


:: Revenue split by category

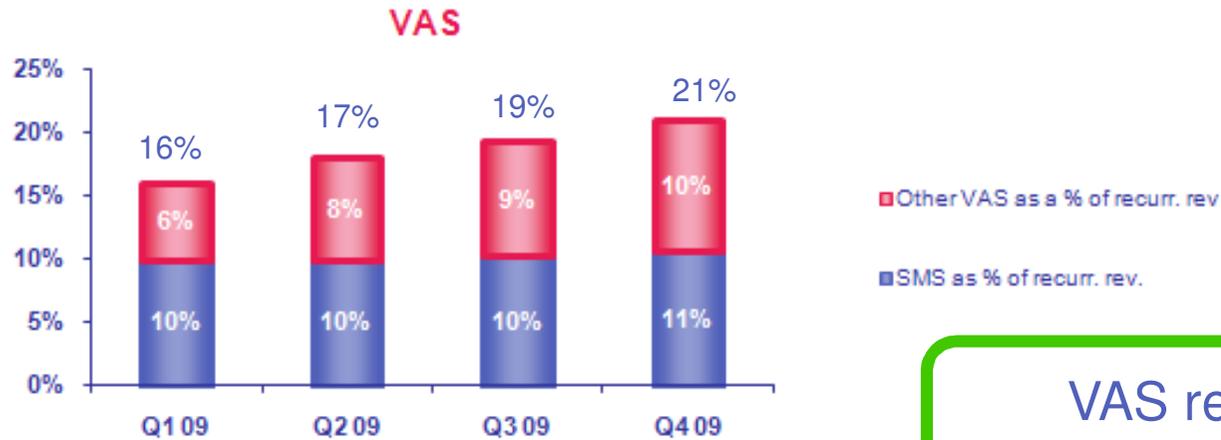
US\$m	Q4 09	Q4 08	\$ growth	Local currency
Airtime %of recurring mobile revenues	628 78.9%	600 83.9%	5%	5%
VAS/SMS/3G %of recurring mobile revenues	168 21.1%	115 16.1%	45%	47%
Other *	127	125	1%	3%
Total Revenues	924	841	10%	10%

* Telephone & Equipment + Amnet-Navega

VAS/SMS/3G revenues >21% of recurring mobile revenues

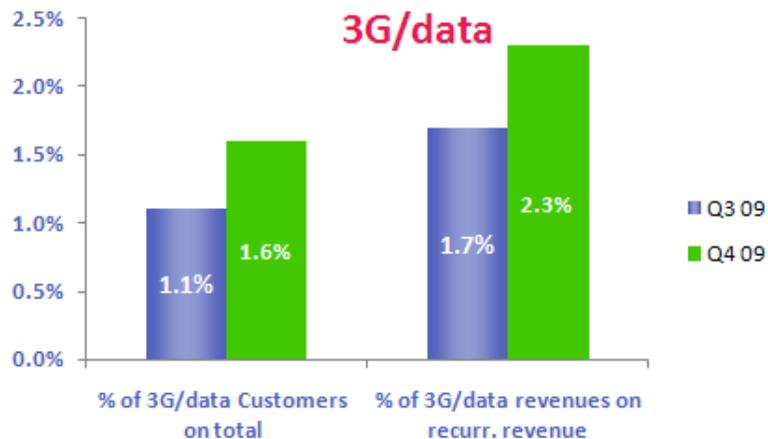


:: VAS and 3G/data revenue growing



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

VAS revenue 21.1% of recurring mobile revenues

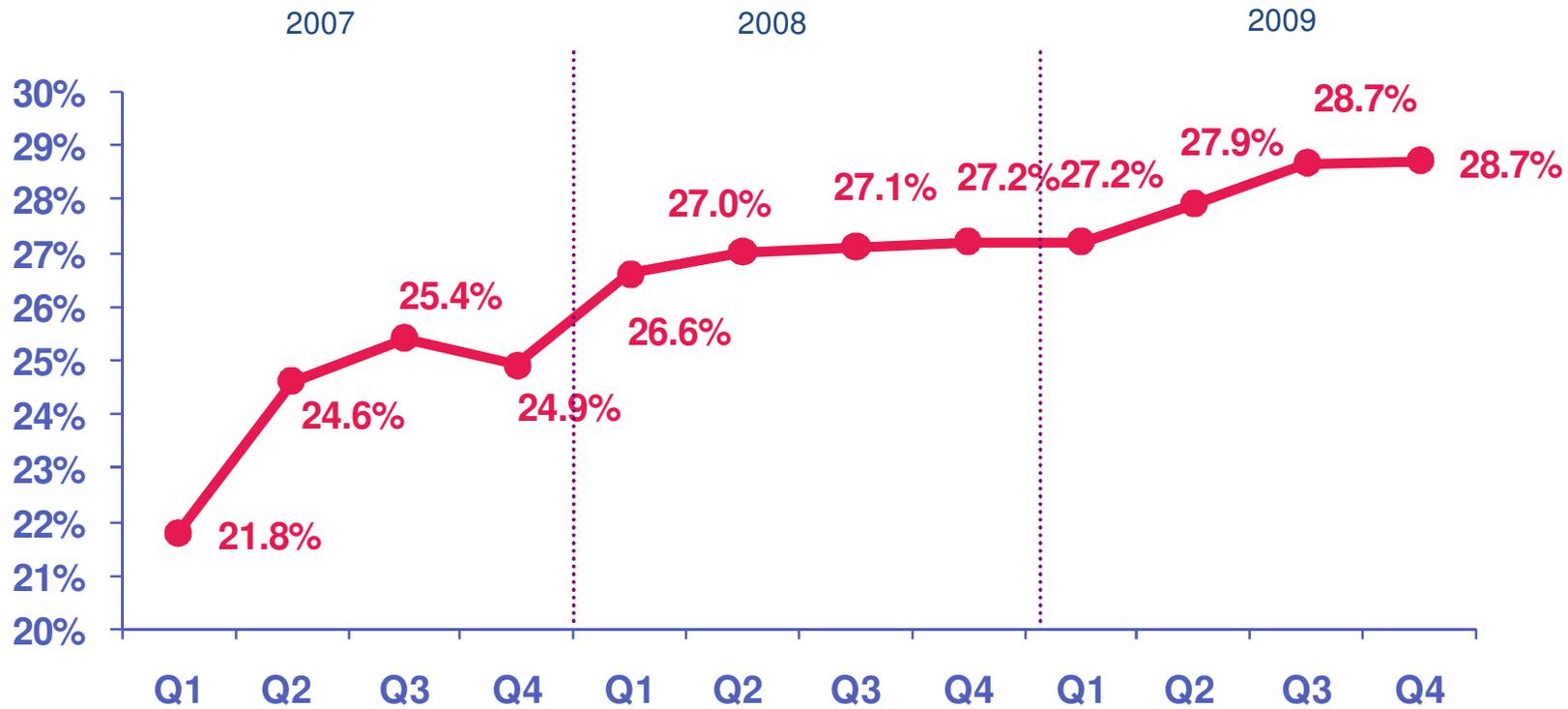


Latin America – 3G/data

- 1.6% of mobile customers using data
- 2.3% of recurring mobile revenues



:: Market share evolution



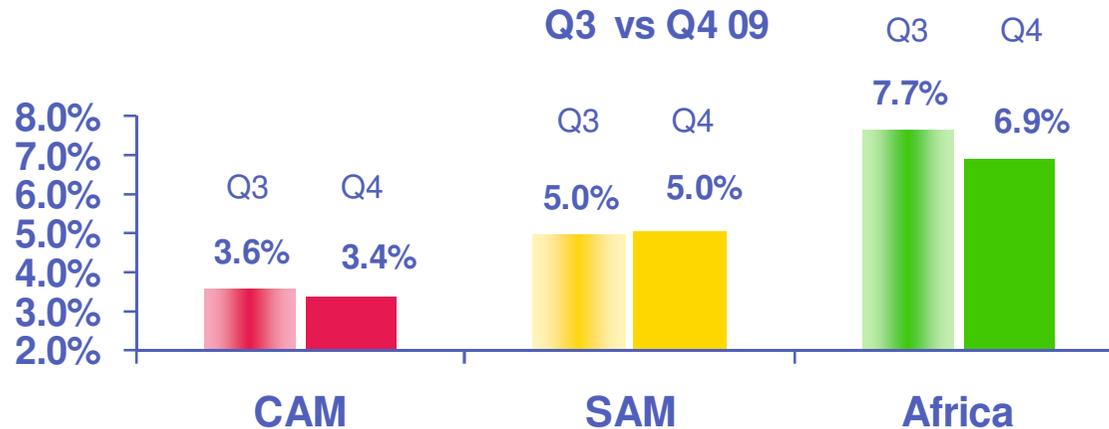
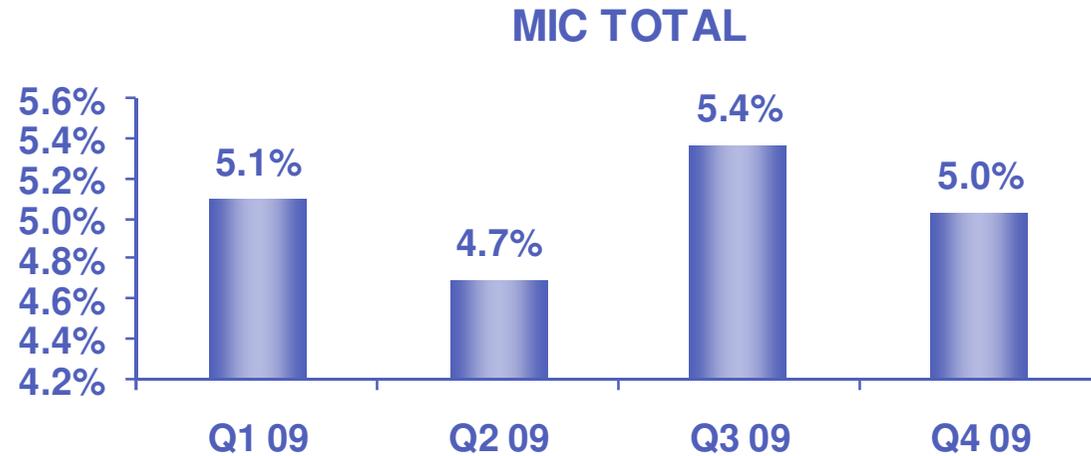
MIC Market Share *

* for DRC , Market Share of Kinshasa/ BAS Congo, only region where Millicom operates

Stable market share



:: Churn evolution



Focus on higher quality customers and loyalty

Regional review



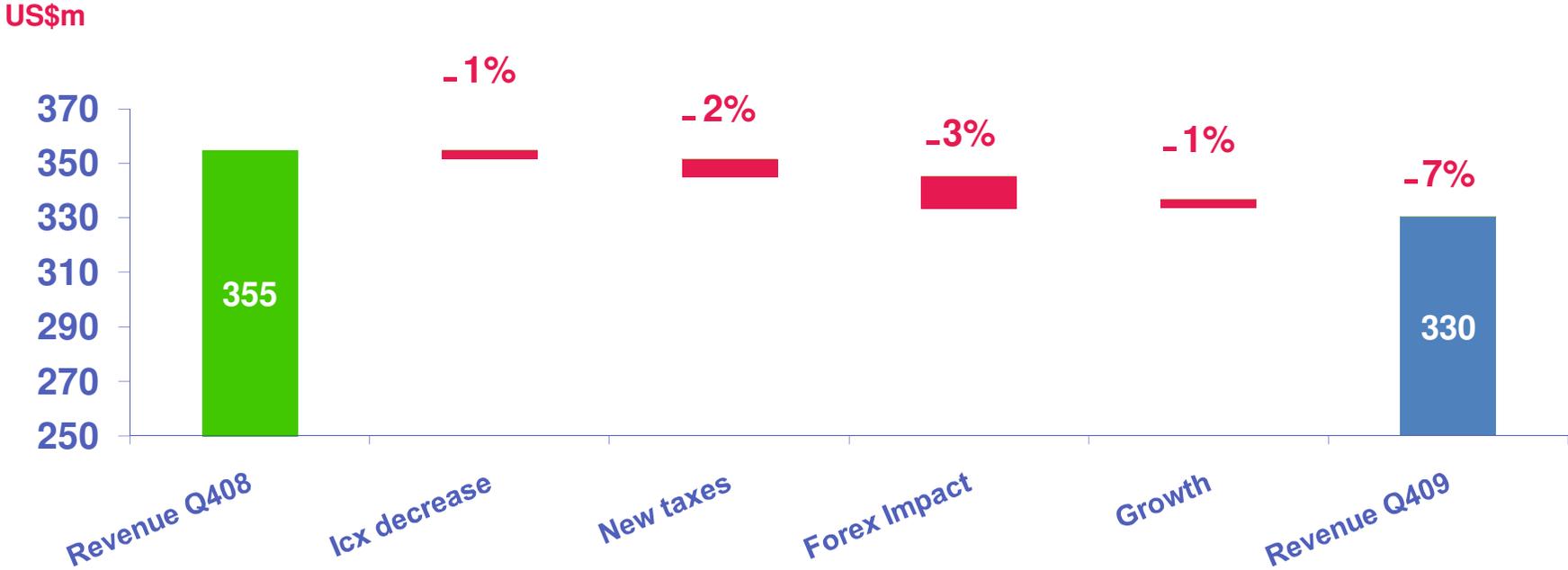
:: Quarterly Highlights – Central America YoY

US\$m	Q4 09	Q4 08	Reported growth	Local currency growth
Customers ('000)	12,902	11,181	15%	
Revenues	330	355	-7%	-4%
EBITDA % of revenues	181 54.9%	199 56.1%	-9% -1.2pt	-6%
Capex % of revenues	45 13.7%	87 24.5%	-48% -10.8pt	
Operating Free Cash Flow % of revenues	152 46.1%	180 50.8%	-16% -4.7pt	

Negative impact of new taxes and ICX rate declines



:: Revenue growth – external factors CAM Q4



Declining revenues because of new taxes and reduction of interconnect rates in Honduras and El Salvador



:: Quarterly Highlights – South America YoY

US\$m	Q4 09	Q4 08	Reported growth	Local currency growth
Customers ('000)	8,815	7,461	18%	
Revenues	313	260	20%	15%
EBITDA % of revenues	135 43.0%	100 38.5%	34% +4.5pt	32%
Capex % of revenues	52 16.5%	100 38.6%	-49% -22.1pt	
Operating Free Cash Flow % of revenues	109 34.9%	8 3.2%	+31.6pt	

Growth, margin improvement, strong cash flow generation



:: Quarterly Highlights – Africa YoY

US\$m	Q4 09	Q4 08	Reported growth	Local currency growth
Customers ('000)	12,203	9,049	35%	
Revenues	227	183	24%	27%*
EBITDA	89	64	39%	42%
% of revenues	39.3%	35.2%	+4.1 pt	
Capex	137	224	-39%	
% of revenues	60.3%	122.3%	-62.0 pt	
Operating Free Cash Flow	20	-180		
% of revenues	8.6%	-98.4%	+107.0pt	

* including Rwanda

Strong profitable growth (margin > 39%)
Positive Cash Flow



:: Quarterly Highlights – Amnet

US\$m	Q4 09	Q4 08	Reported growth	Local currency growth
Revenue Generating Units	631	534	18%	
Revenues	47	43	9%	11%
EBITDA % of revenues	18 39.3%	18 42.0%	2% -2.6 pt	5%
Capex % of revenues	8 18.0%	12 26.8%	-27% -8.8 pt	
Operating Free Cash Flow % of revenues	0 -0.3%	-29 -67.4%	+67.1 pt	



Good revenue growth in a weak economic environment

:: Amnet

Confirmed growth opportunity in a difficult environment

- GDP Honduras/Costa Rica/ El Salvador
- Mobile Millicom Central America Local Currency
- Amnet Total
- Residential broadband



“Tigotization” well advanced

- Tigo brand in El Salvador
- Focus on marketing , distribution and customer service
- Broadband penetration of base up 8 pts in 2009 to 32%

Cash generating business

Positive OFCF in H209 (following initial Capex post acquisition to reach Millicom standards)

Financial review



:: Quarterly EPS – increasing EPS

US\$m	Q4 09	Q4 08	Change	
EBITDA	431	382	13%	
Depreciation % of revenues	-178 19.3%	-134 15.9%	33% +3.4pt	High Capex for growth
Finance Costs % of revenues	-46 5.0%	-48 5.7%	-5% -0.8pt	Benefit of variable rates
Interest and other financial income	4	7	-51%	
One-off Items	309	-45		Asia disposal (09) DTA Colombia (08)
Taxes % of revenues	-44 4.8%	-47 5.6%	-6% -0.8pt	
Others	-22	-49	-56%	Forex losses in 2008
Net Profit	454	66		
Net Profit excluding one-off items % of revenues	145 15.7%	111 13.2%	30% +2.5pt	
EPS excluding one-off items	1.34	1.03	31%	Increasing EPS



:: Full Year EPS

US\$m	FY 09	FY 08	Change	
EBITDA	1,545	1,366	13%	
Depreciation	-611	-464	32%	High Capex for growth
% of revenues	18.1%	14.7%	+3.4pt	
Finance Costs	-173	-165	5%	Higher Debt (Amnet)
% of revenues	5.1%	5.2%	-0.1 pt	
Interest and other financial income	12	33	-64%	
One-off Items	341	-16		Asia disposal (09) DTA Colombia (08)
Taxes	-188	-178	5%	
% of revenues	5.6%	5.7%	-0.1 pt	
Others	-75	-58	30%	
Net Profit	851	518		
Net Profit excluding one-off items	509	534	-5%	
% of revenues	15.1%	17.0%	-1.9 pt	
EPS excluding one-off items	4.69	4.93	-5%	



EPS marginally declining following increased depreciation to cater for future growth

:: Low leverage

US\$m **31.12.09**

Gross Debt **2,347**

Cash * **(1,614)**

Net Debt **732**

Net Debt/Ebitda **0.5**

* including pledged deposits and time deposits



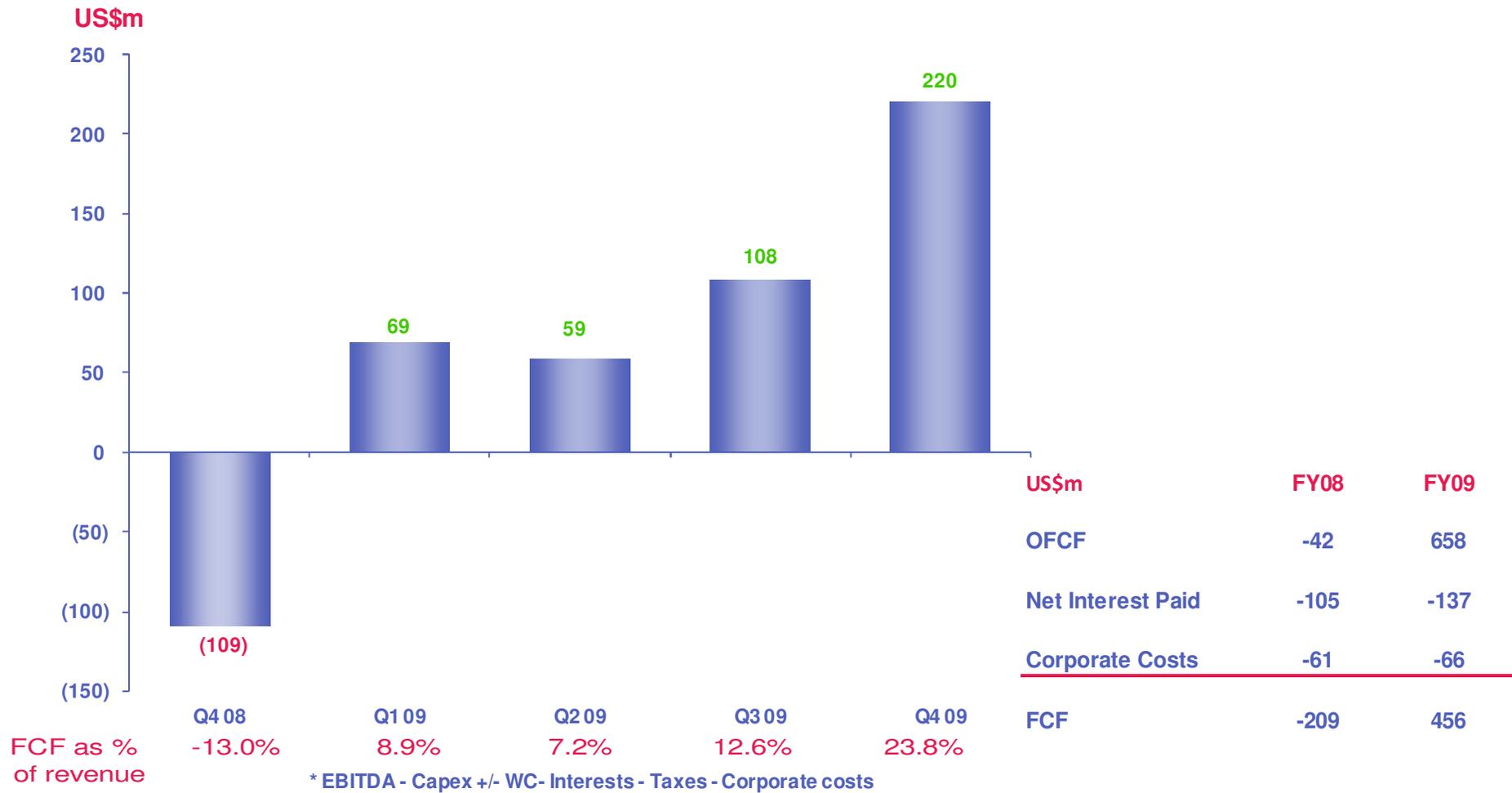
:: More balanced Cash Flow generation

OFCF US\$m	Q4 09	Q4 08	Change
Central America	152	180	-28
South America	109	8	+101
Africa	20	-180	+200
Cable	-8	-29	+21
Other (incl. Corporate)	17	-24	+42
Total	290	-44	335



Positive Cash Flow for all cellular regions in Q4 09
Less dependence on Central America

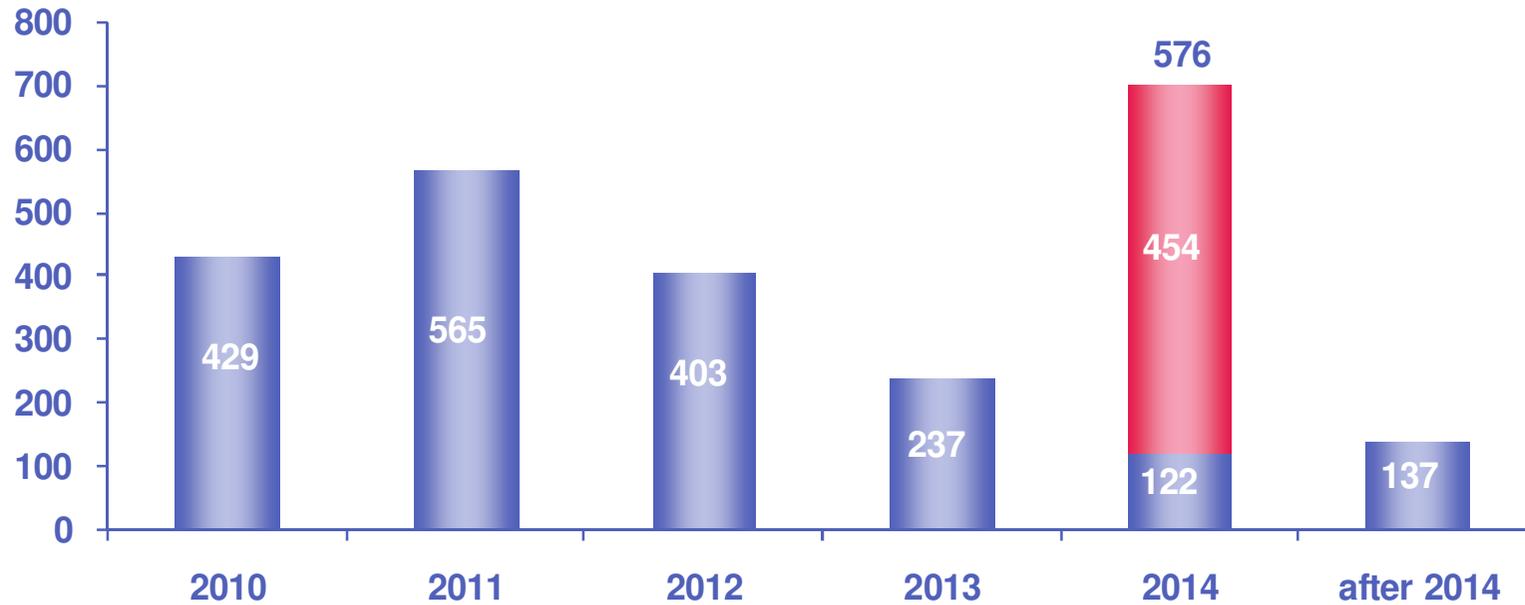
:: Free Cash Flow*



Increasing Free Cash Flow: 23.8% of revenues in Q4 09

:: Gross Debt maturity as at 31.12.09

US\$m



Average maturity at 2 years and 9 months



:: Asset productivity

Ghana

- Transaction signed in January 2010
- Sale and lease-back of 742 towers to a JV with Helios, with a minority stake for Millicom

Benefits

- Cash upfront
 - Opex savings
 - Capex reduction
 - Equity
- } NPV > \$100m

Similar tower transactions targeted in other markets in 2010



:: Outlook 2010

*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

:: Use of Cash

- Excess cash of \$1.1b (with \$500m of liquidity)
- Millicom Board proposes a dividend* of \$1.40 per share
 - \$152m to be paid in May after AGM approval
 - payout of 30%
 - +12.9% increase over 2008 dividend
- Millicom is well positioned in the short term to pursue external growth opportunities; capital structure will continue to evolve with a view to enhancing shareholders returns

* Subject to final approval of financial statements by the Board



Appendix



:: Overview

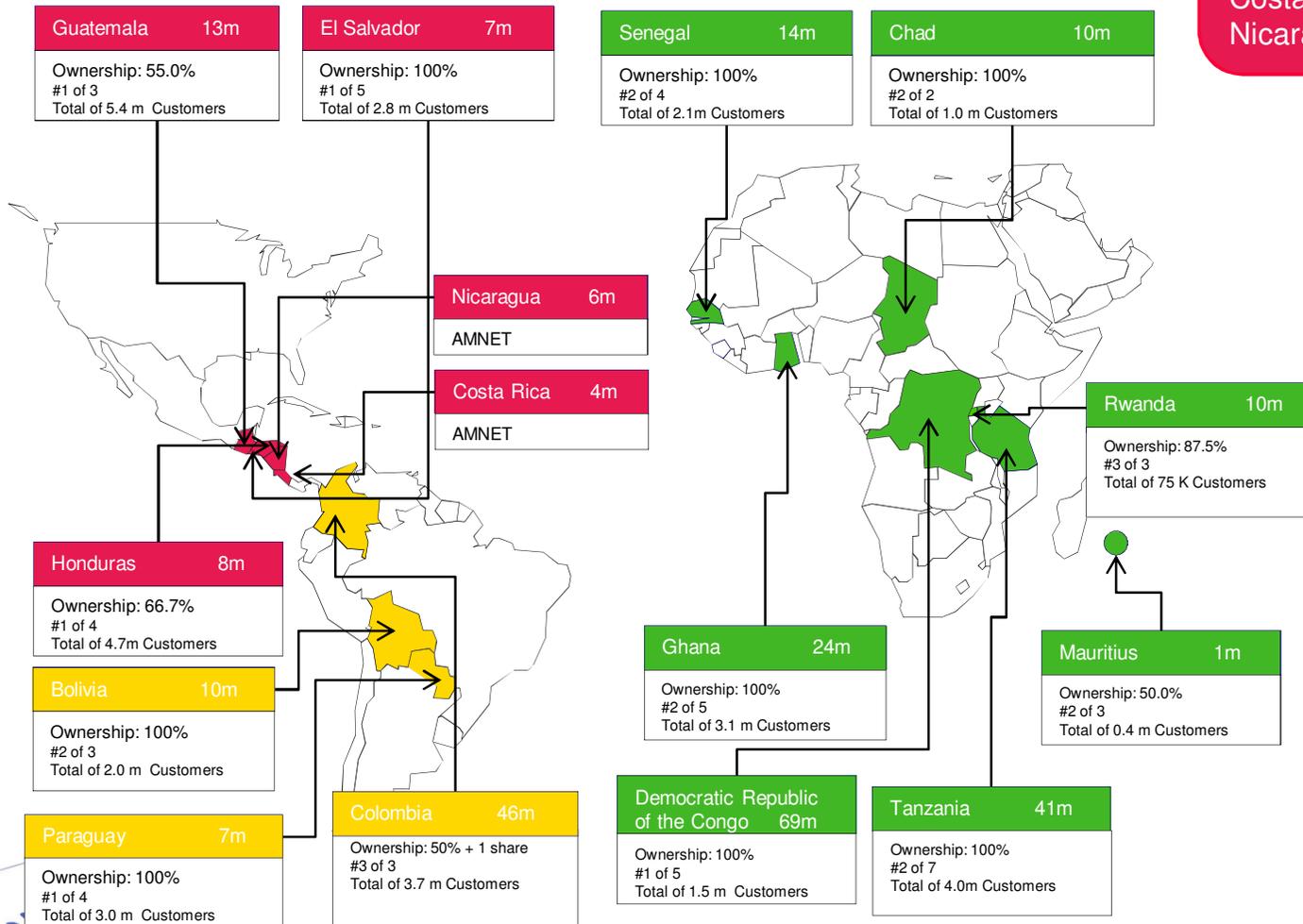
Central America:
28 m

South America:
63 m

Africa*:
169 m

Mobile operations' pops under license*†:
260m

Amnet: 38m
Guatemala 13m
El Salvador 7m
Honduras 8m
Costa Rica 4m
Nicaragua 6m



*†Total excludes Laos, the sale of which is subject to completion



:: ARPU in Local currency

	Currency	Q4 09	Q3 09	Change QoQ
Central America				
El Salvador	USD	12	12	0.0%
Guatemala	GTQ	104	113	-8.0%
Honduras	HNL	197	194	1.5%
South America				
Bolivia	BOB	82	77	6.5%
Colombia	COP	22,632	21,541	5.1%
Paraguay	PYG	53,699	51,464	4.3%
Africa				
Chad	XAF	4,787	4,342	10.2%
DRC	USD	7	7	0.0%
Ghana	GHS	8	8	0.0%
Mauritius	MUR	394	415	-5.1%
Senegal	XOF	2,991	2,707	10.5%
Tanzania	TZS	7,425	7,339	1.2%

:: QoQ Local currency ARPU growth

Quarter-on-quarter local currency ARPU growth (%)				
	Total	Central Am.	South Am.	Africa
Q4 09	1%	(1%)	5%	3%
Q3 09	(1%)	(5%)	2%	3%
Q2 09	(2%)	(2%)	(2%)	0%
Q1 09	(9%)	(8%)	(7%)	(9%)
Q4 08	1%	1%	6%	(4%)

:: Mobile revenues at constant Forex rates

US\$m	Q4 08	Q4 09	growth %
El Salvador	116	105	-9.3%
Guatemala	130	140	7.2%
Honduras	108	98	-9.4%
Central America	355	343	-3.3%
Bolivia	55	70	27.6%
Colombia	101	116	14.4%
Paraguay	104	113	8.8%
South America	260	299	14.9%
Chad	14	27	97.3%
DRC	24	28	17.0%
Ghana	56	63	12.0%
Mauritius	8	10	15.0%
Rwanda	0	1	
Senegal	36	37	4.3%
Tanzania	45	66	46.8%
Africa	183	232	27.0%
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Millicom Mobile	798	874	9.6%

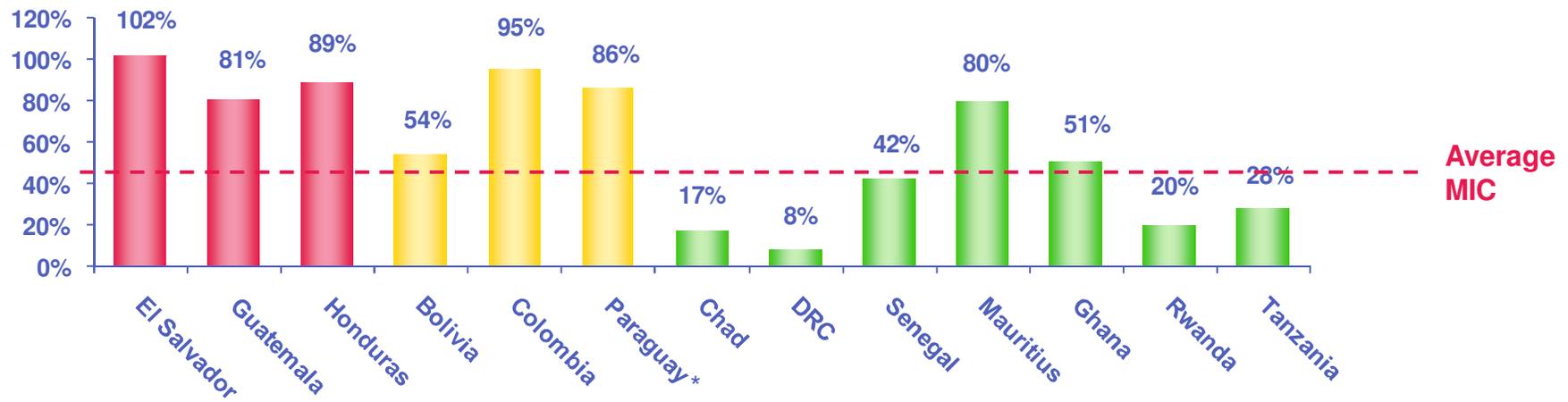
:: Penetration rates

CAM
Avg penetration
87.6%

SAM
Avg penetration
87.7%

Africa
Avg penetration
23.8%

MIC
Avg penetration
45.5%



* Population adjusted in Oct 09

Low penetration in Africa = future growth opportunities



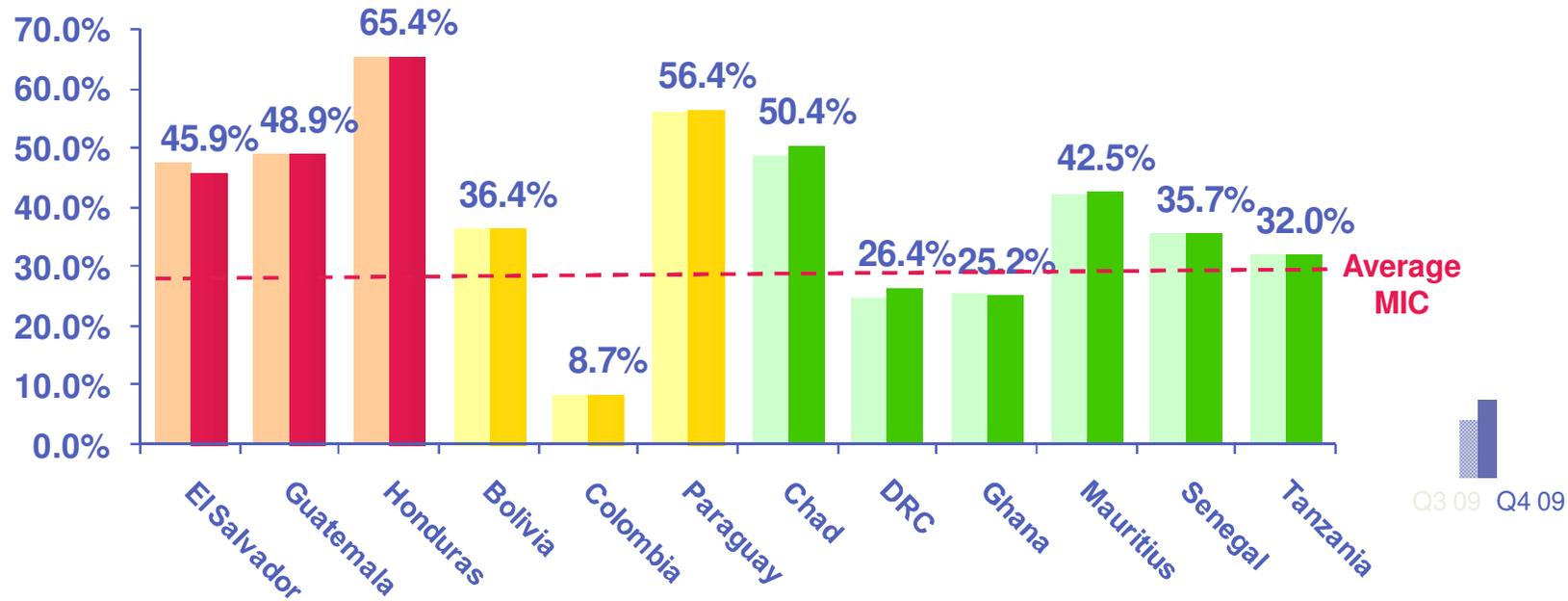
:: Market Share evolution QoQ

CAM
Avg Market Share
53.0%

SAM
Avg Market Share
16.3%

Africa
Avg Market Share
30.7%

MIC
Avg Market Share
28.7%



Increase (>0.2%)

Honduras
Paraguay
Chad
DRC
Mauritius

Stable

Guatemala
Bolivia
Colombia
Senegal
Tanzania

Decrease (< -0.2%)

El Salvador
Ghana



:: Movements of main currencies vs USD YoY

			Closing rate Q4 09	Closing rate Q4 08	Change
Central America	Guatemala	GTQ	8.35	7.78	-7%
	Honduras	HNL	18.90	18.90	0%
South America	Bolivia	BOB	7.02	7.03	0%
	Colombia	COP	2,043.00	2,249.50	9%
	Paraguay	PYG	4,695.00	4,885.00	4%
Africa	DRC	CDF	907.19	640.29	-42%
	Ghana	GHS	1.43	1.27	-12%
	Mauritius	MUR	30.01	31.62	5%
	Chad/Senegal	XAF	457.26	471.84	3%
	Tanzania	TZS	1,339.50	1,317.50	-2%



:: Q4 09 Market Overview – by Segment

Millicom Segments	Central America	South America	Africa	Amnet/ Navega	Total
Market Overview					
Population (million)*	28	63	169		260
Mobile Penetration**	87.60%	87.70%	23.80%		45.50%
Operational Data					
Total Customers (000)	12,902	8,815	12,203		33,920
Attrib. Customers (000)	8,900	8,815	11,984		29,715
Capex (\$m- excl Corporate)	47	52	137	12	248
Capex as % of revenue	14.3%	16.5%	60.3%	21.9%	26.8%
Churn	3.4%	5.0%	6.9%		5.0%
Cell sites	4,513	4,408	3,740		12,661
Outlets 000'	167	176	223		566
Key Financials (Attributable)					
Revenue (\$m)	330	313	227	53	924
EBITDA (\$m)	181	135	89	25	431
EBITDA Margin	54.9%	43.0%	39.3%	47.7%	46.6%

:: 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) \$	6,200	5,300	4,400		4,500	9,200	4,200
Mobile Penetration	102%	81%	89%		54%	95%	86%
Market Position	One of Five	One of Three	One of Four		Two of Three	Three of Three	One of Four
Market Share	46%	49%	65%		36%	9%	56%
Operational Data							
Total Customers / RGUs	2,780,229	5,379,467	4,742,014	631,017	2,023,412	3,743,671	3,048,134
Cell sites	900	2194	1419		777	2816	815
Other Operators	Digicel America Movil Telefonica Red	America Movil Telefonica	Digicel America Movil Honducel		Entel Viva	America Movil Telefonica	Personal America Movil Vox

(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% (p)	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)	10	69	24	1	10	14	41
GDP per pop (PPP) \$	1,600	300	1,500	12,100	900	1,600	1,400
Mobile Penetration	17%	8% ***	51%	80%	20%	42%	28%
Market Position	Two of Two	One of Five	Two of Five	Two of Three	Three of Three	Two of Four	Two of Seven
Market Share	50%	26% ***	25%	43%		36%	32%
Operational Data							
Total Customers	1,017,159	1,511,105	3,094,176	437,428	74,785	2,090,067	3,978,457
Cell sites **	312	742	767	229	111	589	990
Other Operators	Zain	Zain Vodacom CCT Standard	MTN Vodafone Zain Kasapa	Orange MTML	MTN Rwandatel	Orange Expresso Kirene	Vodacom Zain Zantel TTCL Mobile BOL Sasatel

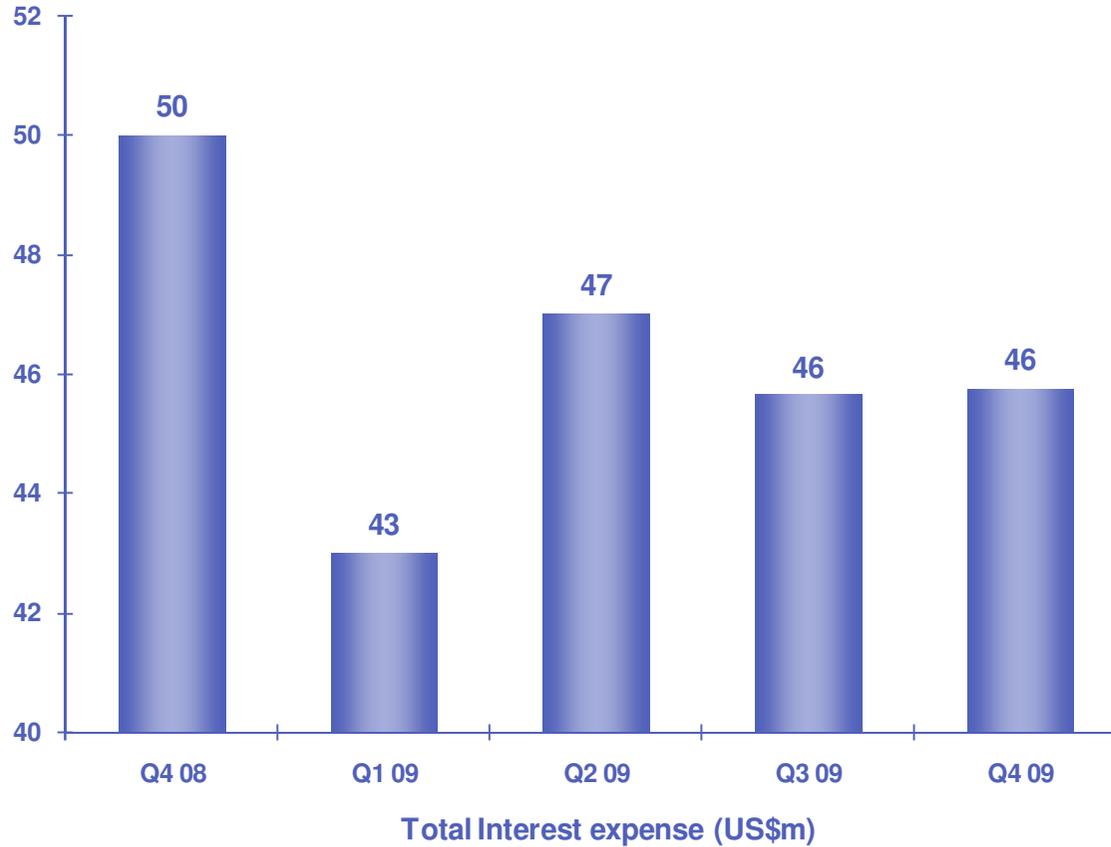
* Amended and extended by one year in 2006

(p): proportionally consolidated

** for DRC 544 sites are active

*** Only Kinshasa/ Bas Congo area

:: Quarterly Interest expense



Effective rate **10.0%** **7.9%** **8.4%** **7.9%** **7.8%**

Not restated for Asian disposal

26% fixed rate
74% variable rate
Interest rate hedging in progress

Benefit of declining variable rates

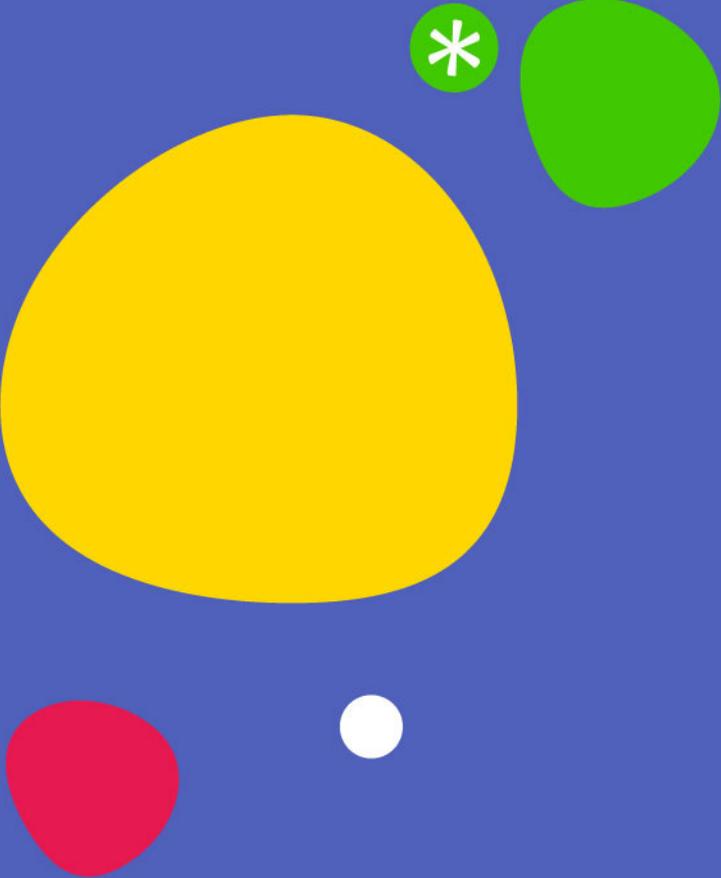


:: Taxes

US\$m	Q4 09	Q4 08	2009 FY	2008 FY
PBT	181	159	691	671
Taxes (*)	44	47	188	178
Effective tax rate	24.4%	29.7%	27.2%	26.6%

(*) for 2008 excluding Colombian Deferred Tax Asset

Marginal increase in 2009 tax rate due to higher remittances (withholding tax on dividends)



thank
you!



Gracias