Growth and Returns Q3 2011 Investor Presentation

tigo

Millicom International Cellular S.A.

:: Overview

Millicom:



- is an emerging markets telecoms group with operations in Latin America and Africa
- operates under the Tigo brand
- sees itself as an FMCG company, not a technology company
- offers mainly pre-paid mobile voice but is developing VAS and broadband services
- has strong market positions having successfully grown its market share through investment
- is focused on finding the right balance between profitable revenue growth, sustainable cash generation and ROIC

:: Revenue growth of around 10% for 2011

Revenue growth YoY - local currency



Figures restated with Honduras at 100%

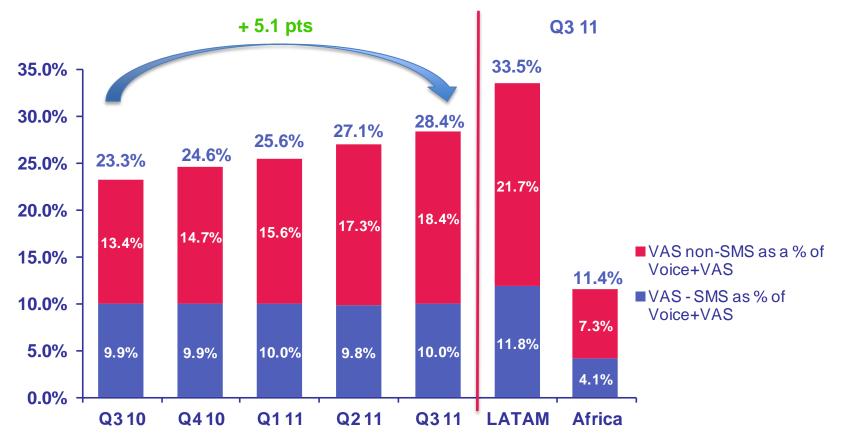


:: Revenues by service

*

US\$m	Q3 11	Q3 10	\$ growth	Local currency
Voice	736	706	4%	1%
% of Voice+VAS revenues	71.6%	76.7%	-5.1 pt	
VAS - SMS	103	91	13%	6%
% of Voice+VAS revenues	10.0%	9.9%	+0.1 pt	+28.9% VAS growth
VAS non-SMS	189	123	53%	46%
% of Voice+VAS revenues	18.4%	13.4%	+5.0 pt	
Other *	123	97	27%	24%
Total Revenues	1,151	1,018	13%	9%
* Telephone & Equipment + Cable operations		I		

Voice growth at +1% in local currency Strong momentum with non-SMS VAS at +46% SMS continues to grow VAS on track to exceed \$1.1 billion in 2011 :: VAS contributing >28% of revenues



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



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

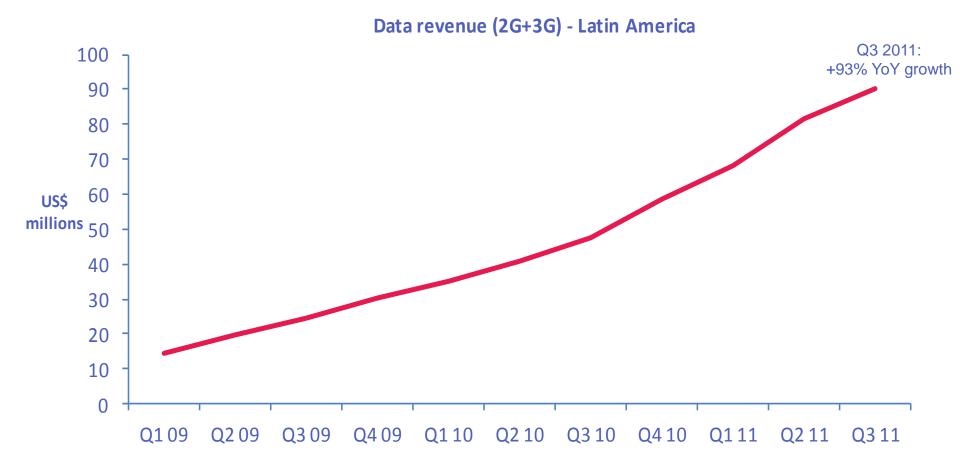
:: Revenues by category

US\$m	Q3 11	Q3 10	\$ growth	Local currency	Contribution on recurr. rev.** Q3 11
Communication (voice, SMS)	840	798	5%	2%	77%
Information (Data services) *	131	85	54%	48%	12%
Entertainment (TV, Ringback tones, games)	84	70	20%	17%	8%
Solutions (Tigo Cash, Tigo Lends You)	34	24	42%	34%	3%
Others (T&E, inbound roaming, other revenues)	62	41	51%	45%	
Total revenues	1,151	1,018	13%	9%	
*of which Mobile Data	95	47	102%	94%	9%
** recurring revenues= Communication+Information+En	tertainment+So	lution reven	ues		



Information and Solutions categories developing well and contributing >15% of recurring revenues Mobile Data growing at 94%

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



Commercial investment in 3G shows good results 48% of LATAM's recurring revenue growth coming from Mobile Data

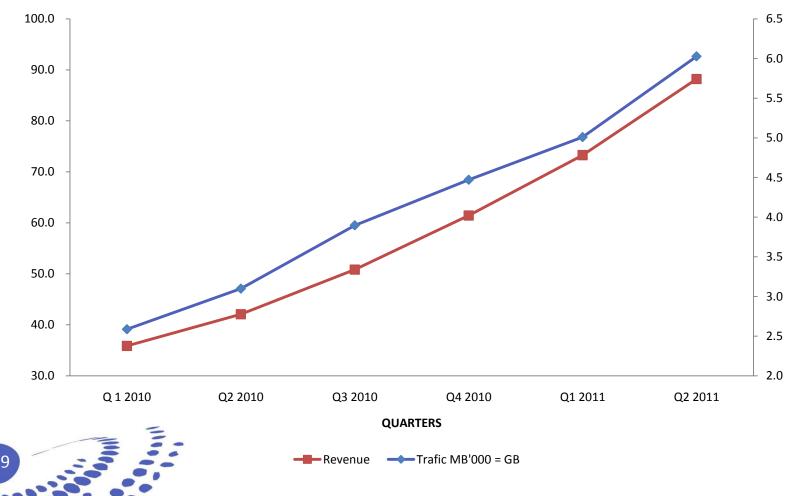
:: Good growth of data revenue in Latin America (2G+3G)

Latin America	Q3 2011	Q2 2011	QoQ growth
Total data users [*] 2G+3G (millions)	3.7	3.3	12%
% of total customers of which:	14.7%	13.3%	1.4 pt
3G Data users [*] (millions)	1.6	1.4	13%
% of total customers	6.5%	5.9%	0.6 pt
Total Data Revenue 2G+3G of which:	89.1	81.2	10%
Handsets (US\$)	45.8	41.3	11%
Datacards (US\$)	43.3	39.9	9%
Data revenues 2G+3G as % of total mobile recurring revenues	11.3%	10.7%	0.6 pt
Data ARPU 2G+3G			
Handsets (US\$)	6.6	6.8	-3%
Datacards (US\$)	16.2	15.5	5%
Data ARPU 3G only			
Handsets (US\$)	12.5	12.8	-3%
Datacards (US\$)	16.7	16.1	4%

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

: : Data in LatAm - revenue vs. traffic growth:

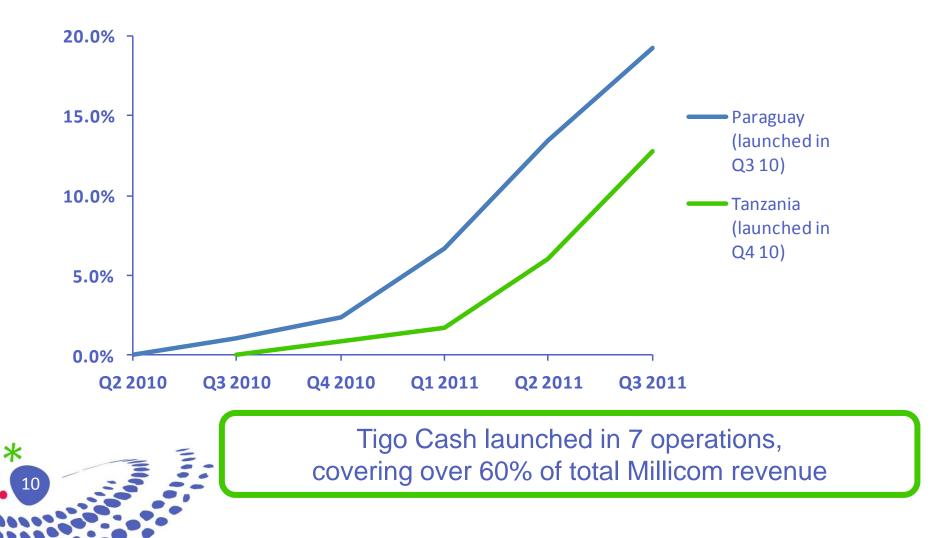
Pay-for-use to control capex and preserve margins



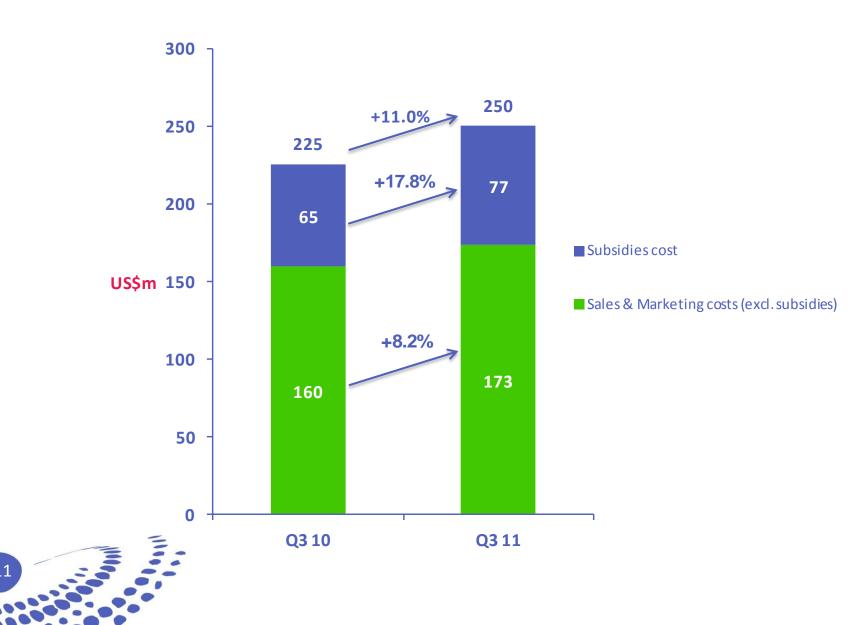
Revenue vs Traffic Growth

:: Tigo Cash gaining momentum

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



:: Increased commercial investment in data and services (+11.0% YoY)



:: Product penetration

Total MIC	Q3 11	Q3 10	Change	Highest market	Lowest market
			(pts)	Q3 11	Q3 11
SMS (communication)	54.3%	56.6%	-2.3	85.0%	16.6%
Ring Back Tone (entertainment)	25.7%	23.5%	+2.2	38.5%	5.0%
Data (2G+3G)*	13.3%	7.8%	+5.5	25.8%	0.1%
out of which 3G (information)	5.3%	3.1%	+2.2	9.6%	1.3%
Tigo Lends You (solutions)	36.6%	25.8%	+10.8	56.2%	19.0%
Give me balance (solutions)	24.6%	23.9%	0.7	49.8%	2.7%
Gift and collect (solutions)	20.3%	23.9%	-3.6	39.4%	0.1%

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

Room for further growth through increased penetration of existing services

:: Evolution of ARPU

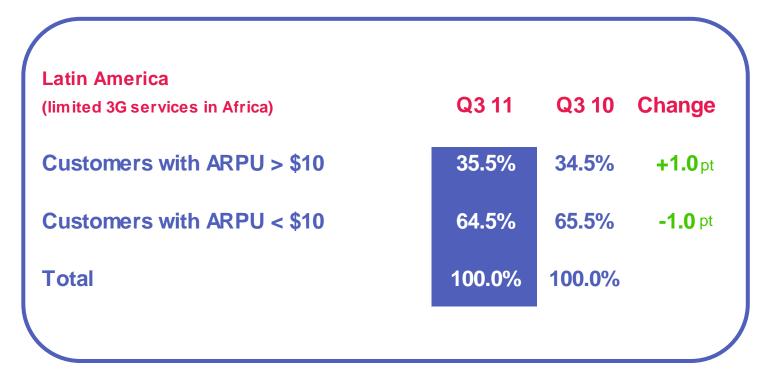
*

13

	Local	currency	y mobil	e ARPU*	in USS	and Yo	Y grow	rth (%)
	Тс	otal	Central Am.		m. South Am.		Am. Africa	
	US\$ (constant forex)	YoY Growth	US\$ (constant forex)	YoY Growth	US\$ (constant forex)	YoY Growth	US\$ (constant forex)	YoY Growth
Q3 11	9.3	(3.5%)	11.8	(0.3%)	13.5	0.4%	4.9	(9.7%)
Q2 11	9.4	(2%)	11.9	1%	13.2	3%	5.1	(6%)
Q1 11	9.6	(1%)	12.2	3%	13.2	3%	5.3	(6%)
Q4 10	9.9	(5%)	12.4	(1%)	13.9	3%	5.4	(13%)
Q3 10	9.7	(5%)	11.9	(6%)	13.3	5%	5.5	(7%)

*Mobile ARPU based on total revenues excluding cable and roaming

: : Distribution of customers (prepaid and postpaid) by mobile ARPU





:: Mobile revenue growth driven by value focus

Stable ARPU in Latin America



* Revenue = customers x ARPU in local currency

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

:: Growth drivers

Contribution to growth in points

	2010	H1 2011	Indicative Annual growth in points (2012-2013)
Communication	5.1%	4.0%	~ 3pts
Information	3.1%	4.2%	3-4 pts
Entertainment	-0.1%	0.4%	0-1 pts
Solutions	1.8%	1.7%	2-3 pts
Other	1.3%	1.1%	
Total	11.2%	11.4%	Around 10 pts Range: 8-11 pts

Annual growth indicated above does not constitute formal guidance



:: Financial flexibility / uses of cash

Low leverage

- Net debt: EBITDA: 0.6x as at September 30, 2011
- Comfortable gearing at 1x, up to 2x for an acquisition opportunity

Strong cash flow generation

• OFCF* margin guidance for 2011 close to 25%

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:
- Acquisitions of existing businesses:
- IRR> 20%
 - existing or potential market leading position (# 1 or 2)
 - IRR> country WACC over time

Securing attractive shareholder returns

- Sustainable cash return through regular dividends
- Excess cash returned through share buy backs

:: Guidance for 2011

• EBITDA margin > 45%

 Capex around \$820 million* below previous guidance at around \$850 million

• OFCF ** margin close to 25%*** (previous guidance = around 20%)

- * excluding potential new spectrum, green-field cable and capitalization of leasing costs for towers
- ** OFCF= Operating Free Cash Flow:
- EBITDA CAPEX Taxes +/– Working Capital movements
- * excluding payments for potential spectrum acquisitions

:: Management focus

- Profitable Revenue Growth
- Sustainable Cash Generation
- Return on Invested Capital (ROIC)

Critical to find the right balance between the 3 components rather than prioritizing any one single component

Select the quality of the growth on the basis of attractive cash generation and ROIC



Review for the period ended 30/09/11 tiçô

tiçô

*

tiçô

tio

ticô

:: Q3 highlights

- Revenue growth in local currency of 9.1%
- ARPU stabilization in LATAM, decline in Africa to maintain affordability
- Continued VAS development (+29%), with over 1/3 of revenues coming from VAS and half of recurring revenue growth coming from Mobile Data in Latin America
- EBITDA margin at 46.0% despite accelerated investment in 3G and services
- Strong normalized EPS increase (+30% year-on-year)
- Commitment to return \$1 billion to shareholders in 2011, with a proposed exceptional dividend of \$3 per share to be paid in December 2011

:: Financial highlights Q3 YoY

US\$ million	Q3 11	Q3 10	\$ growth	Local currency
Customers (million)	42.2	37.4	13%	
Revenues	1,151	1,018	13%	9.1%
EBITDA	529	484	9%	3.6%
% of revenues	46.0%	47.5%	-1.5 pt	
Capex	217	196	11%	
% of revenues	18.8%	19.3%	-0.5 pt	
Operating Free Cash Flow *	387	245	58%	
% of revenues	33.6%	24.1%	+9.5pt	

* EBITDA - CAPEX - Taxes +/- Working Capital movements

Revenue growth at 9.1% EBITDA margin at 46.0% reflecting investment in 3G/services Strong cash-flow generation

:: Quarterly highlights – Central America YoY

US\$m	Q3 11	Q3 10	Reported growth	Local currency growth
Customers (millions)*	14.2	13.1	8%	
Revenues	460	432	6%	4.9%
EBITDA	235	239	-2%	-2.8%
% of revenues	51.0%	55.2%	-4.2 pt	
Capex	66	55	20%	
% of revenues	14.4%	12.7%	+1.7 ^{pt}	
Operating Free Cash Flow	168	148	14%	
% of revenues	36.5%	34.2%	+2.3 ^{pt}	

Acceleration of revenue growth at 4.9% in LC EBITDA margin at 51% following increased subsidies on data/ lower share of international traffic Solid cash flow generation

:: Quarterly highlights – South America YoY

US\$m	Q3 11	Q3 10	Reported growth	Local currency growth
Customers (millions)	10.9	9.7	12%	
Revenues	444	356	25%	15.2%
EBITDA	190	151	26%	13.4%
% of revenues	42.9%	42.4%	+0.5 ^{pt}	
Capex	74	<mark>68</mark>	9%	
% of revenues	16.6%	19.1%	-2.5 pt	
Operating Free Cash Flow	139	103	35%	
% of revenues	31.3%	29.0%	+2.3 ^{pt}	



Solid growth, stable margins, strong cash flow generation

:: Quarterly highlights – Africa YoY

US\$m	Q3 11	Q3 10	Reported growth	Local currency growth
Customers (millions)	17.2	14.6	17%	
Revenues	247	230	7%	7.8%
EBITDA % of revenues	104 42.1%	94 40.7%	11% +1.4 ^{pt}	4.0%
Capex % of revenues	76 30.9%	73 31.7%	5% -0.8 pt	
Operating Free Cash Flow % of revenues	116 47.2%	1 0.2%	+46.9 pt	

• Growth slow down driven by affordability initiatives in Ghana and capacity constraints in Senegal

Some cash from towers in Tanzania

:: Revenue split by service - LATAM

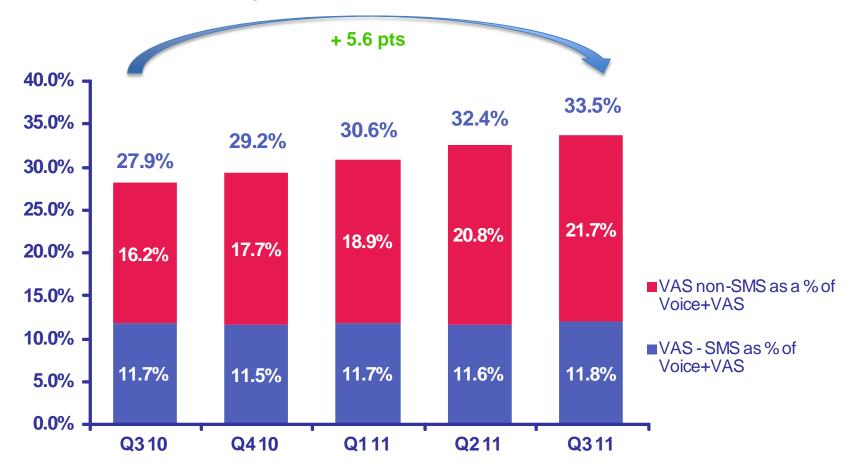
US\$m	Q3 11	Q3 10	\$ growth	Local currency
Voice % of Voice+VAS revenues	523 66.5%	499 72.1%	5% -5.6 ^{pt}	1%
VAS - SMS % of Voice+VAS revenues	93 11.8%	81 11.7%	15% +0.1 ^{pt}	7% +28.4% VAS grov
VAS non-SMS % of Voice+VAS revenues	171 21.7%	113 16.2%	52% +5.5 ^{pt}	44%_
Other *	117	95	23%	20%
Total Revenues	904	788	15%	9%

Good momentum in non-SMS VAS at +44%. Growth of SMS +7%

*

26

:: Revenue split evolution - LATAM



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



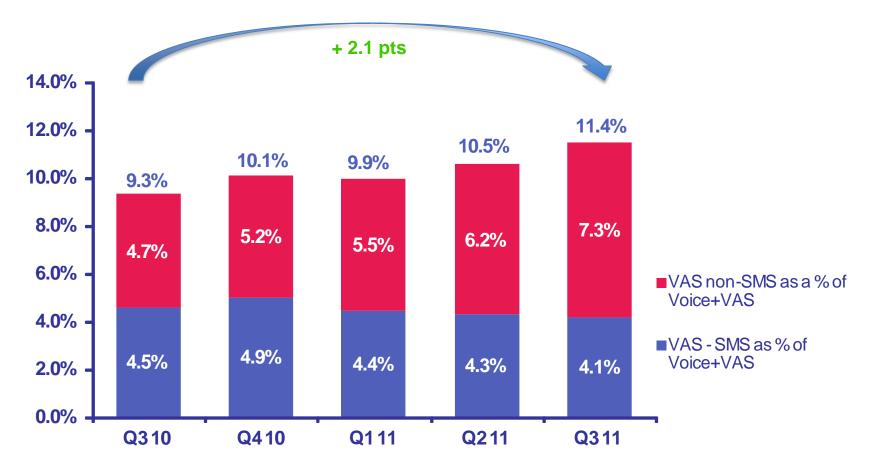
VAS revenue above 1/3 of mobile revenues (Voice + VAS)

:: Revenue split by service - Africa

*

US\$m	Q3 11	Q3 10	\$ growth	Local currency
Voice	213	207	3%	3%
% of Voice+VAS revenues	88.6%	90.7%	-2.1 pt	
VAS - SMS	10	10	-4%	-1%
% of Voice+VAS revenues	4.1%	4.5%	- 0.4 pt	+33.8 VAS grov
VAS non-SMS	18	11	63%	67%
% of Voice+VAS revenues	7.3%	4.7%	+2.6pt	2
Other *	6	1	358%	349%
Total Revenues	247	230	7%	8%

Voice growth at 3% impacted by ghana and Senegal Good momentum in non-SMS VAS at +67% :: Revenue split evolution - Africa



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



VAS revenue over 11% of mobile revenues (Voice + VAS)





US\$m	Q3 11	Q3 10	Change		
PBT	247	205	20%		
Taxes*	64	60	8%		
Effective tax rate	26.0%	29.1%	-3.1 pt		
*Excluding DTA positive ad	justment in Colo	mbia (Q311)			

Harvesting benefits of tax planning Reduction of tax rate as 3 additional countries are now profit making



: : Deferred tax asset in Colombia

Colombia in a sustainable net profit situation

 Recognition of a Deferred Tax Asset (DTA) for \$231 million (one-off non-cash item)

• DTA will be amortized over the period 2012-2015 when income taxes will start to be paid



:: Strong normalized EPS growth in Q3 11: +30%

US\$ million	Q3 11	Q3 10	\$ growth	
EBITDA	529	484	9%	
Corporate costs	-26	-36	-28%	LTIP adjustment in 2010
Depreciation % of revenues	-187 16.2%	-184 18.0%	2% -1.8pt	Tower outsourcing
Net Finance Costs % of revenues	-43 3.8%	-58 5.7%	-26% - 2.0 pt	Debt push-down
Taxes* %of revenues	-64 5.6%	-60 5.9%	8% - 0.3 pt	
Forex gain/loss	-29	-2		
Others	2	1		
Normalized Net Profit * % of revenues	180 15.7%	145 14.3%	24% +1.5 ^{pt}	
No. of shares (millions)	103.7	108.5		Share buy-back
Normalized EPS	1.74	1.34	30%	

*excluding exceptional items (e.g. DTA recognition in Colombia)

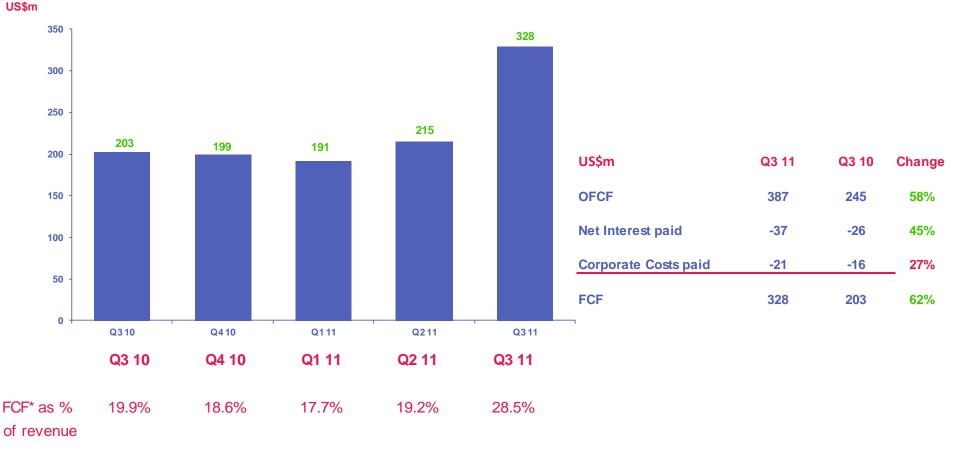
33



:: Cash Flow generation

Central America	168	148	14%
Central America	100	140	1470
South America	139	103	35%
Africa	117	1	
Other (incl. Corporate)	-38	-7	
OFCF	387	245	58%
% of revenues	33.6%	24.1%	9.5 pt

:: Free Cash Flow



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



Low capex payment due to phasing and tower proceeds supported exceptionally cash flow

:: Asset productivity - towers

- First closing of Tanzania in Q3 2011
- Further closings in Ghana (92% of towers completed as of 30th September 2011)
- First closing for DRC and Colombia expected in Q4 2011
- Expected total cash proceeds for tower deals in 2011: \$205 million of which \$65 million already cashed-in year to date*

* \$140 million expected to be cashed-in during Q4 2011



:: Shareholders' remuneration

- Shareholder return commitment of \$1 billion in 2011 will be met.
 - \$368 million share buy back to-date.
 - \$189 million ordinary dividend paid in Q2
- Exceptional dividend of \$3 per share to be paid in December 2011 (around \$310 million), subject to EGM approval.
- Balance of 2011 shareholder remuneration to be executed as share buy back in Q4 (mainly Stockholm and US OTC for 5K shares per day maximum) – around \$130 million
- \$1 billion equally distributed between dividends and share buy back



:: Leverage: low Net Debt/EBITDA

US\$m	Q3 11	Q2 11	Change
Gross Debt	2,210	2,323	-114
Cash *	1,028	1,060	-31
Net Debt	1,183	1,264	-80
Net Debt/EBITDA **	0.6	0.6	

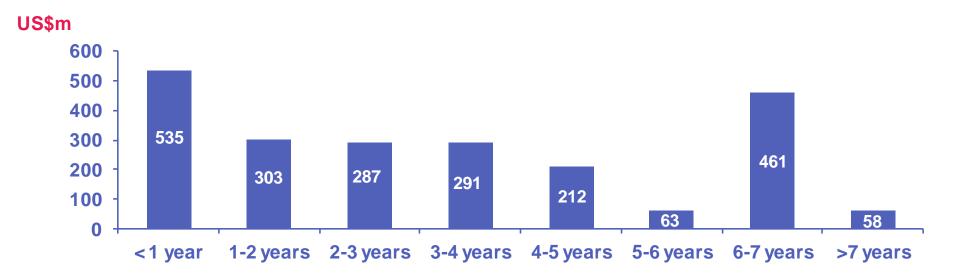
Expected ND/EBITDA of 0.7 at year-end



:: Gross debt maturity

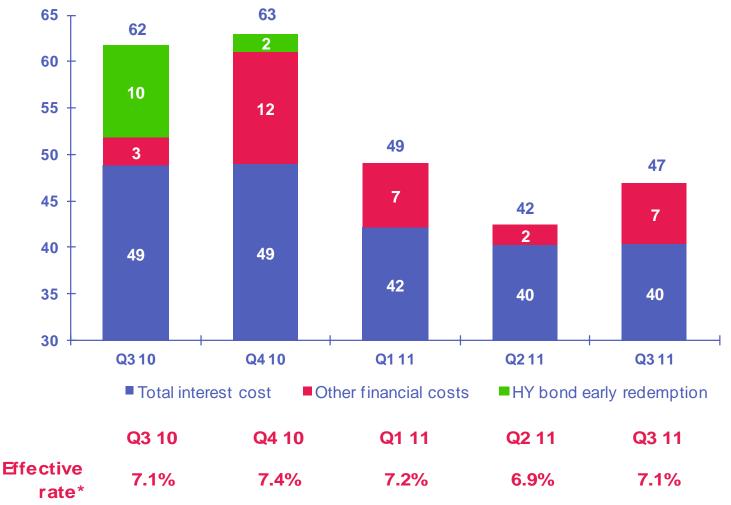
*

39



Average maturity at 3 years and 2 months 45% of gross debt at fixed rates

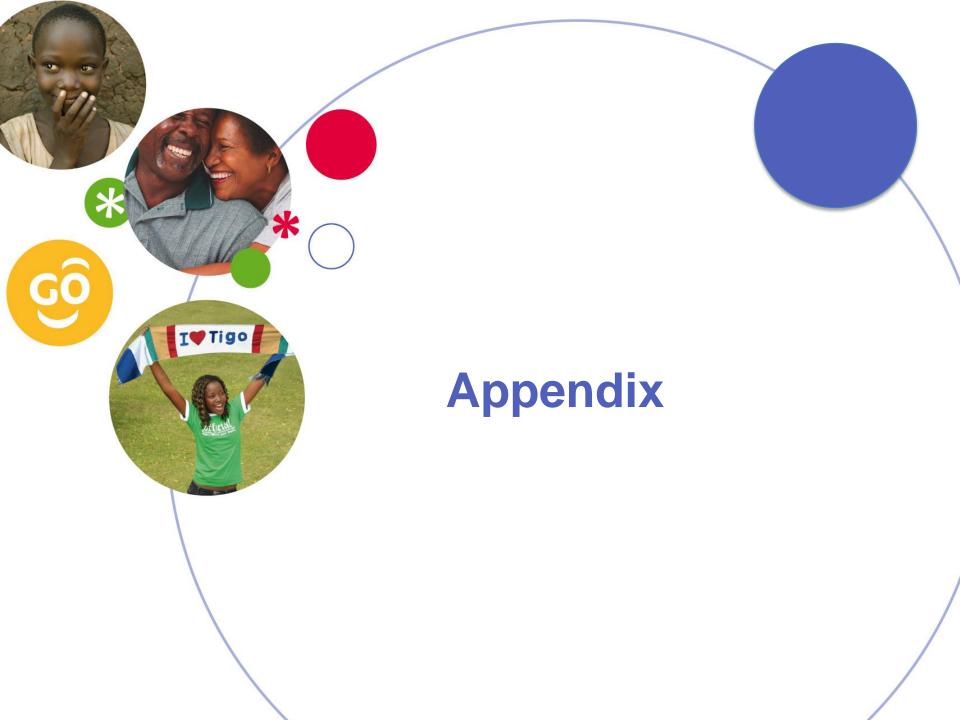
:: Quarterly interest expense



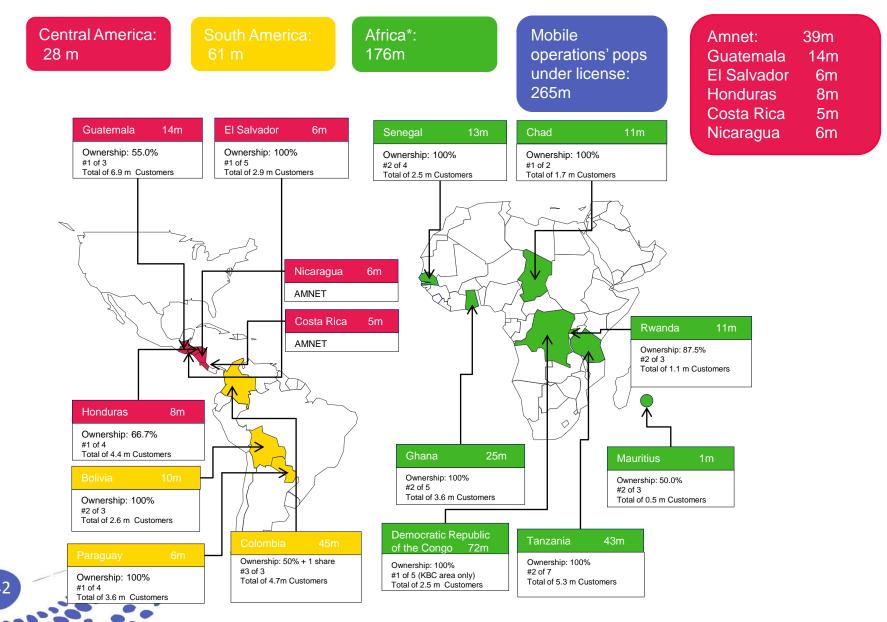
* Effective rate calculated on loan interest expenses

40

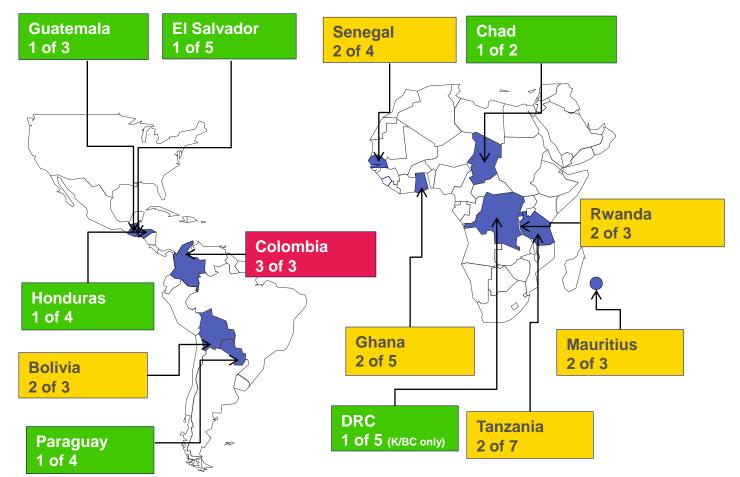
Financial cost marginally impacted by tower leasing costs



:: Overview



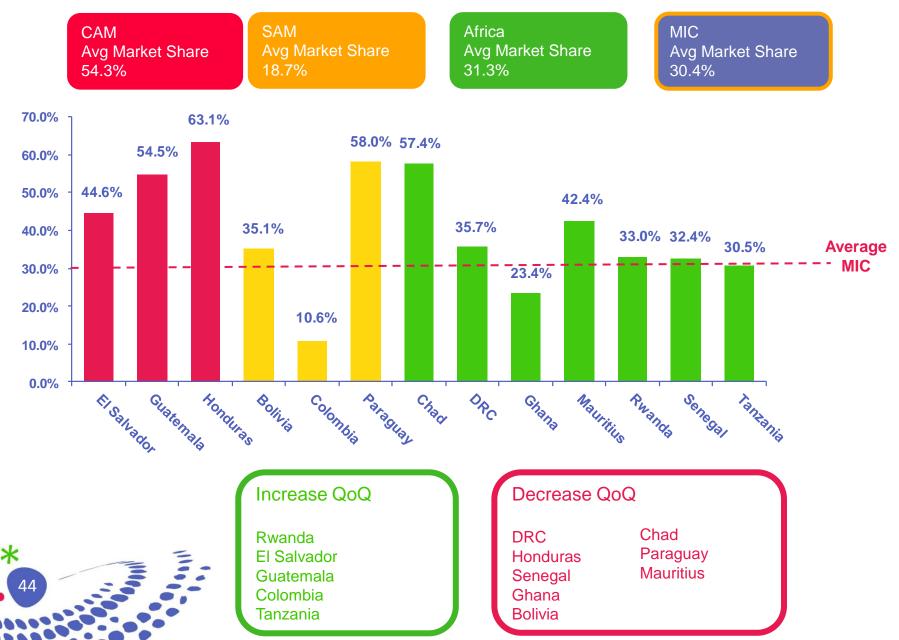
:: Attractive market positions



* 43

Number 1 and 2 market positions are key to profitability

:: Market share



:: Market share evolution

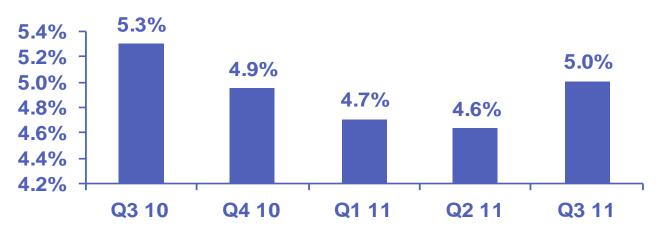
	Market share* (%)					
	Total	Central Am.	South Am.	Africa		
Q3 11	30.4%	54.3%	18.7%	31.3%		
Q2 11	30.5%	54.4%	18.6%	31.7%		
Q1 11	29.9%	54.4%	18.2%	30.8%		
Q4 10	29.8%	53.8%	18.1%	31.1%		
Q3 10	29.8%	53.8%	17.4%	32.1%		

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



Stable market share

:: Churn partially linked to seasonal impacts



MIC TOTAL



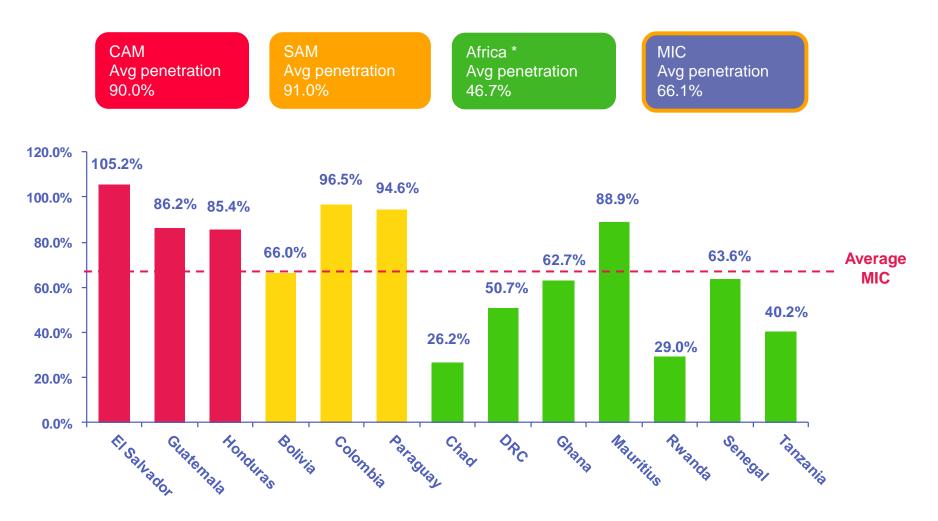


: : Movements of currencies vs USD YoY

			Closing rate Q3 11	Closing rate Q3 10	Change	Average rate Q3 11	Average rate Q3 10	Change
	Guatemala	GTQ	7.87	8.14	3%	7.83	8.06	3%
Central America	Honduras	HNL	18.90	18.90	0%	18.87	18.90	0%
Central America	Nicaragua	NIO	22.70	21.62	-5%	22.56	21.49	-5%
	Costa Rica	CRC	514.12	507.75	-1%	508.68	517.36	2%
	Bolivia	BOB	6.92	7.02	1%	6.92	7.02	1%
South America	Colombia	COP	1,925.45	1,801.18	-7%	1,814.11	1,840.89	1%
	Paraguay	PYG	4,131.00	4,820.00	14%	3,955.25	4,784.27	17%
	Ghana	GHS	1.60	1.43	-12%	1.54	1.43	-8%
	Mauritius	MUR	28.89	30.31	5%	28.26	30.94	9%
Africa	Senegal/Chad	XAF	488.95	482.68	-1%	463.39	509.24	9%
	Rwanda	RWF	599.98	589.86	-2%	600.39	588.37	-2%
	Tanzania	TZS	1,660.00	1,505.00	-10%	1,622.50	1,508.33	-8%

:: Penetration rates

48



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

:: Market overview – by segment

Millicom Segments	Central America	South America	Africa	Total
Market Overview				
Population (million)	28	61	176	265
Mobile Penetration	90.0%	91.0%	46.7%	66.1%
Operational Data				
Total Mobile customers (000)	14.2	10.9	17.2	42.2
Attrib. Customers (000)	11.1	10.9	16.9	38.9
Capex (\$m-excl Corporate)	66	74	76	216
Capex as % of revenue	14.4%	16.6%	30.9%	13.4%
Churn	4.1%	4.1%	6.4%	5.0%
Cell sites '000	5.3	4.9	4.2	14.4
Outlets 000'	135	178	361	674
Key Financials (Attributable)				
Revenue (\$m)	460	444	247	1,151
EBITDA (\$m)	235	190	104	529
EBITDA Margin	51.0%	42.9%	42.1%	46.0%

49

:: Market overview - LATAM

Latin America		Central America	1	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	2011	
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	105.2%	86.2%	85.4%	66.0%	96.5%	94.6%	
Market Position	One of Five	One of Three	One of Four	Two of Three	Three of Three	One of Four	
Market Share	44.6%	54.5%	63.1%	35.1%	10.6%	58.0%	
Operational Data							
Total Customers	2,912,640	6,864,930	4,410,167	2,580,129	4,713,058	3,573,992	
Cell sites	954	2,870	1,491	947	3,020	967	
Other Operators	Digicel	America Movil	Digicel	Entel	America Movil	Personal	
	America Movil	Telefonica	America Movil	Viva	Telefonica	America Movil	
	Telefonica		Honducel			Vox	
	Red						
Main commodities exported	Coffee	Coffee	Coffee	Lithium	Coffee	Soy	
	Sugar	Sugar	Bananas	Natural gas	Oil	Cassava	

(p): proportionally consolidated Source for population and GDP: CIA World Factbook

50

:: 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	26.2%	50.7%	62.7%	88.9%	29.0%	63.6%	40.2%
Market Position	One of Two	One of Five ***	Two of Five	Two of Three	Two of Two	Two of Four	Two of Seven
Market Share	57.4%	35.7%	23.4%	42.4%	33.0%	32.4%	30.5%
Operational Data							
Total Customers	1,691,655	2,474,447	3,628,340	486,195	1,089,424	2,539,717	5,263,330
Cell sites **	369	766	803	280	223	591	1,142
Other Operators	Bharti	Bharti	MTN	Orange	MTN	Orange	Vodacom
		Vodacom	Vodafone	MTML		Expresso	Bharti
		CCT	Bharti			Kirene	Zantel
		Standard	Kasapa				TTCL Mobile
							BOL
							Sasatel
Main commodities exported	Petroleum	Coffee	Bauxite	Sugar	Coffee	Fish	Coffee
	Cotton	Diamonds	Cocoa	Tea	Natural gas	Cotton	Cashew nuts

* Amended and extended by one year in 2006

** for DRC 556 sites are active

(p): proportionally consolidated Source for population and GDP: CIA World Factbook

*** Only Kinshasa/ Bas Congo area



thank vou! Gracias