

Millicom International Cellular S.A.

Q2 2011 Investor Presentation

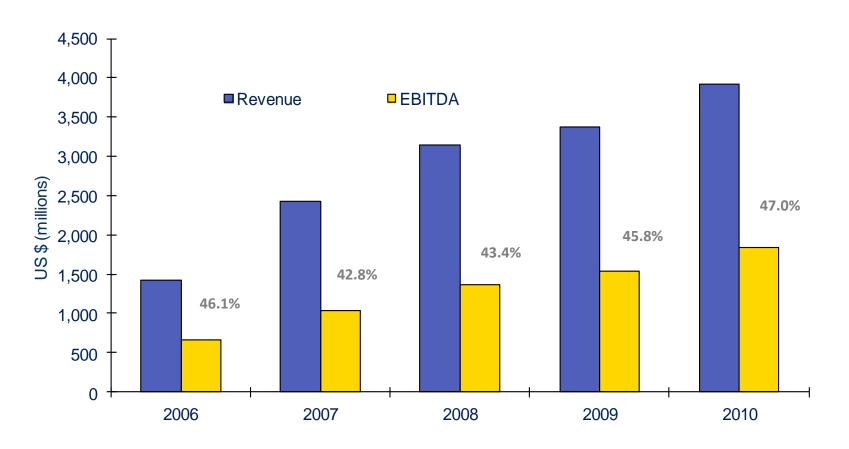
### :: Overview

#### Millicom:

- is a leading operator of mobile telephony services in emerging markets with over 40 million customers
- sees itself as an FMCG company, not a technology company
- operates in 13 countries with 265 million potential customers under license
- has strong market positions having successfully grown its market share through investment
- offers mainly pre-paid voice but is growing VAS and broadband services
- operates under the tigo brand

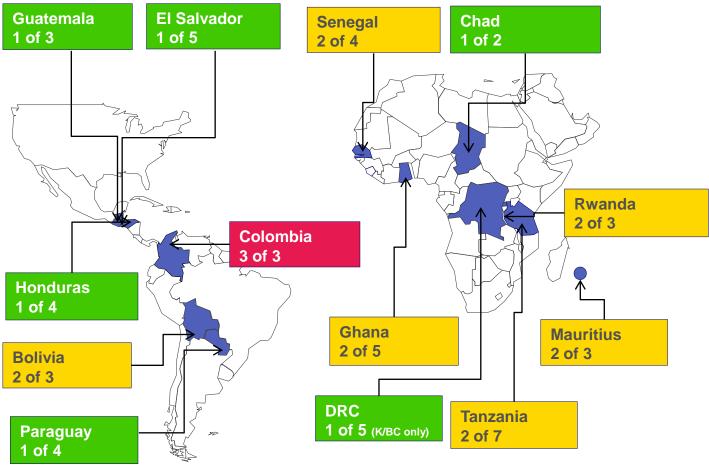


# : Proven track record of profitable growth in emerging markets





## :: Attractive market positions





## :: Three main drivers of growth

**Penetration** 

Africa:

Latin America: 90%→100%+?

45% →80%+?

Market share

Africa:

 $32\% \rightarrow ?$ 

Colombia

Innovation
(ARPU)

- Communication
- Information
- Entertainment
- Solutions



#### :: Penetration rates

CAM Avg penetration 89.6% SAM Avg penetration 90.5% Africa \*
Avg penetration
44.5%

MIC Avg penetration 64.7%





## :: Market share evolution

	Market share (%)					
	Total	Central Am.	South Am.	Africa		
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%		
Q2 10	30.0%	53.7%	17.3%	31.9%		

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



Weighted market share gains mainly in Africa and South America

#### : Innovation: Product categories and strategic focus

**Communication:** access to peers *voice calls, P2P SMS, roaming* 

**Information:** access to databases internet access, Info, SMS

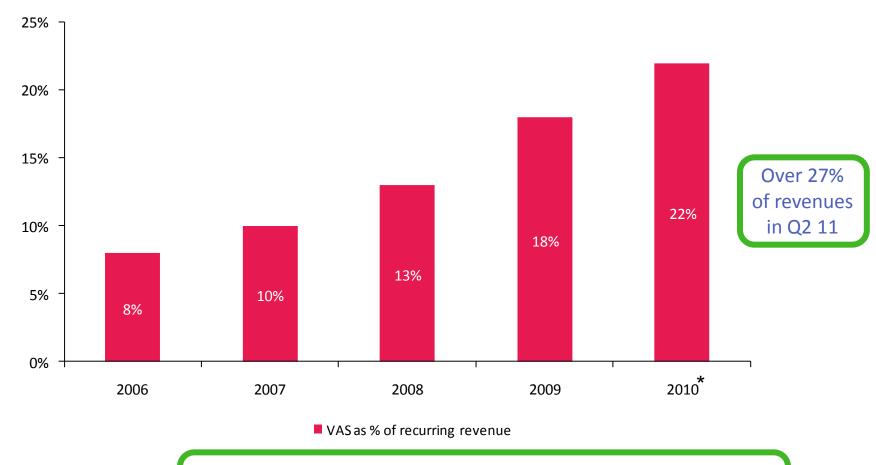
**Entertainment:** access to content, music, video downloads, Mobile TV, Cable TV

**Solutions:** access to services insurance, banking, savings, corporate

Dedicated category managers



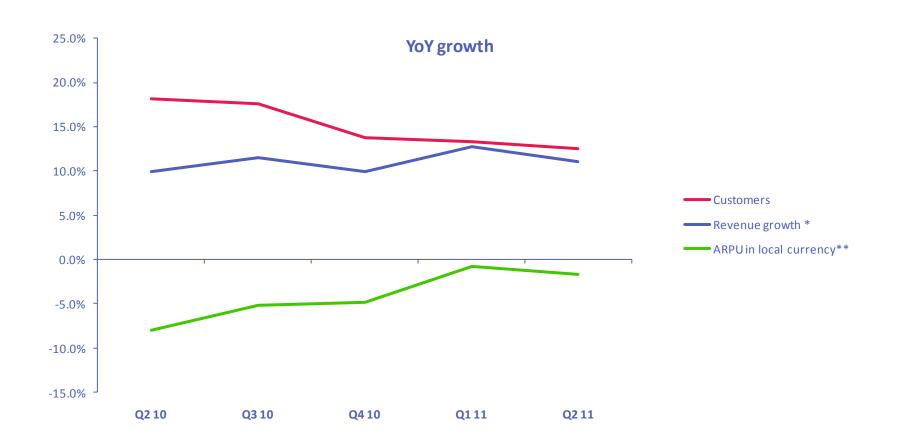
#### : Innovation is already a big part of our business



In 2010, VAS represented > 50% of total growth in recurring revenues in local currency



# : : Mobile revenue growth driven by value focus. ARPU approaching stabilization





<sup>\*\*</sup> Mobile ARPU based on total revenues excluding cable and roaming



## :: ARPU\* evolution

US\$ (constant forex)	Q2 11	YoY	Q1 11	Q4 10	Q3 10	Q2 10
Central America	11.9	+1%	12.2	12.4	11.9	11.8
South America	13.2	+3%	13.2	13.9	13.3	12.8
Africa	5.1	-6%	5.3	5.4	5.5	5.5
Total Millicom	9.4	-2%	9.6	9.9	9.7	9.6



## :: Product penetration

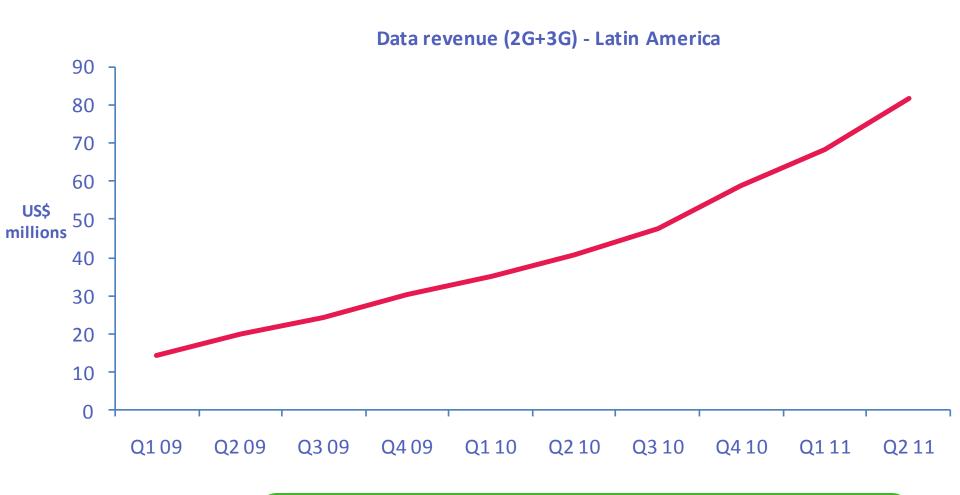
Total MIC	Q2 11	Q2 10	Change	Highest market	Lowest market	
			(pts)	Q2 11	Q2 11	
SMS (communication)	51.0%	54.3%	-3.3	76.8%	17.8%	
Ring Back Tone (entertainment)	25.4%	22.8%	+2.6	40.6%	5.3%	
Data (2G+3G)	21.8%	19.0%	+2.7	33.5%	0.4%	
out of which 3G is (information)	5.2%	3.4%	+1.8	10.3%	4.5%	
Tigo Lends You * (solutions)	34.5%	24.4%	+10.0	45.4%	11.7%	"     
Give me balance* (solutions)	20.2%	26.3%	-6.1	40.3%	3.4%	
Gift and collect* (solutions)	13.6%	27.0%	-13.4	40.3%	0.1%	 
						<b>46</b>

<sup>\*</sup>For Q2 10 Latin America only



Room for further growth through increased penetration of existing services

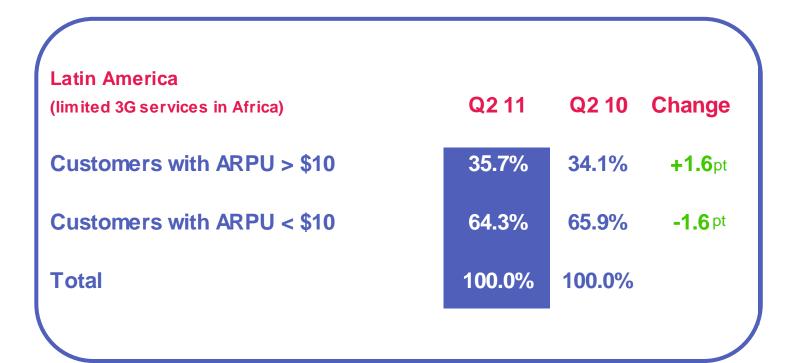
#### :: Strong growth of Data revenue (2G+3G) in Latin America





Commercial investment in 3G shows good results. Half of LATAM revenue growth coming from Data

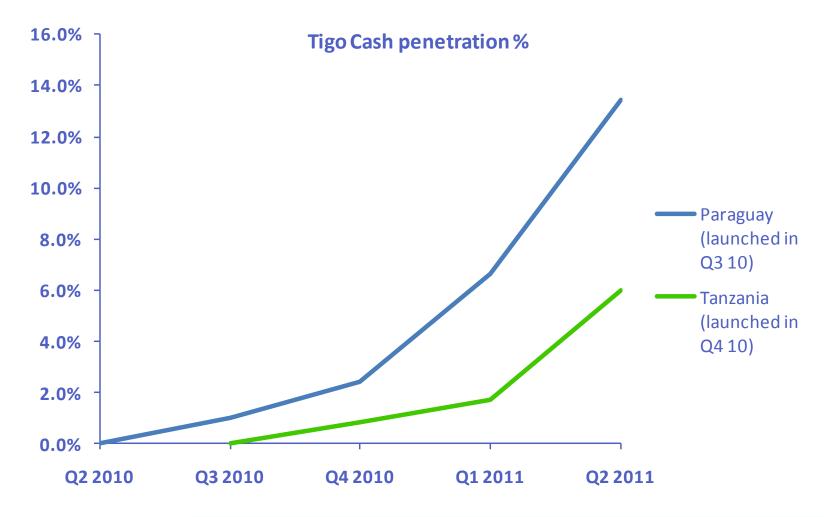
# : : Distribution of customers (prepaid and postpaid) by mobile ARPU



Focus on value customers, especially 3G



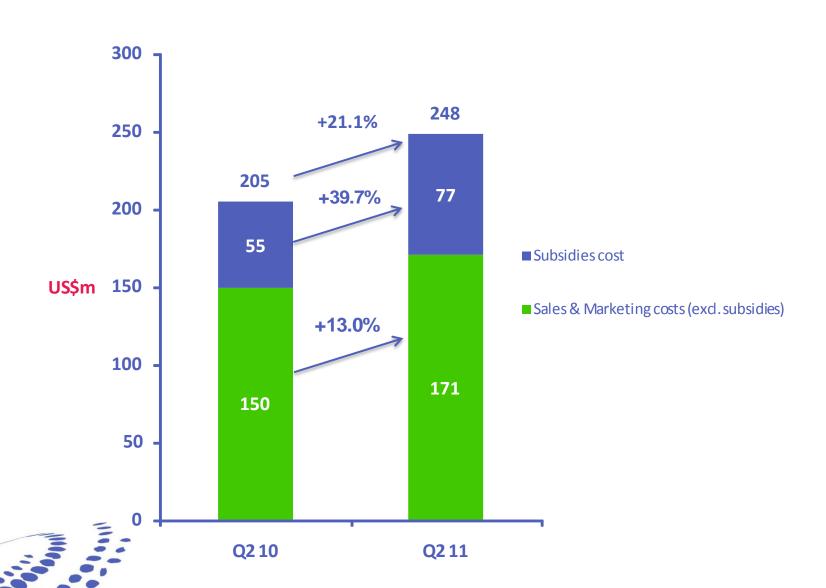
#### :: Tigo Cash gaining momentum





Tigo Cash launched in 7 operations, covering over 60% of total Millicom revenue

:: Increased commercial investment in data and services (+21.1% YoY)



## :: 2011 Roadmap

**GOAL Maintain through** Growth innovation **Balance margin** Margins improvements with top line growth Cash generation **Maintain / Grow** Asset productivity **Pursue** Asset protection / Risk management **Monitor** 

### :: Guidance for 2011

• EBITDA margin > 45%

Capex around \$ 850 million\*

 OFCF \*\* margin around 20% (previous guidance = mid-teens)



<sup>\*</sup> excluding potential new spectrum, green-field cable and capitalization of leasing costs for towers

<sup>\*\*</sup> OFCF= Operating Free Cash Flow: EBITDA - CAPEX – Working Capital movements - Taxes



## :: Q2 Highlights

- Underlying\* local currency growth at 11%
- Further improvement in ARPU, with positive growth in both Central and South America
- Continued VAS development, with almost 1/3 of revenues coming from VAS and half of revenue growth coming from Data in Latin America
- Underlying\* EBITDA margin at 46.2% despite accelerated investment in 3G and services
- Strong normalized EPS increase (+40% year-on-year)
- \$ 359 million returned to shareholders in Q2



## :: Financial Highlights Q2 YoY

US\$ million	Q2 11	Q2 10	\$ growth	Local currency	Underlying growth
Customers (million)	41.3	36.7	12%		3
Revenues	1,120	977	15%	10.2%	11.0%
EBITDA % of revenues	<b>513</b> 45.8%	<b>464</b> 47.5%	11% -1.7 <sub>pt</sub>	6.4%	<b>-1.3</b> pt
Capex % of revenues	<b>151</b> 13.4%	<b>134</b> 13.7%	<b>12%</b> -0.3pt		
Operating Free Cash Flow ** % of revenues	<b>268</b> 24.0%	<b>239</b> 24.4%	<b>12%</b> - <b>0.5</b> pt		

<sup>\*\*</sup> EBITDA - CAPEX - Working Capital movements - Taxes

Underlying\* revenue growth over 11%.
Underlying\* EBITDA margin at 46.2%
reflecting investment in 3G/services
Strong cash-flow generation



<sup>\*</sup> Underlying figures exclude exceptional items (e.g. provision for taxes, accounting adjustments)

#### :: Sustained double-digit growth

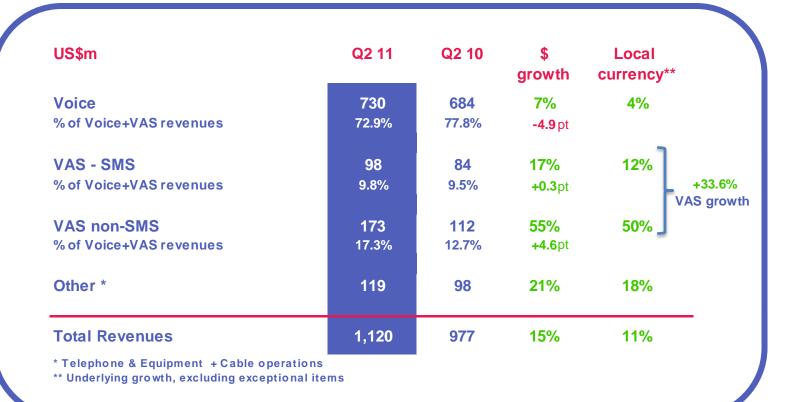
#### Revenue growth YoY - local currency





Figures restated with Honduras at 100%

## :: Revenues by service



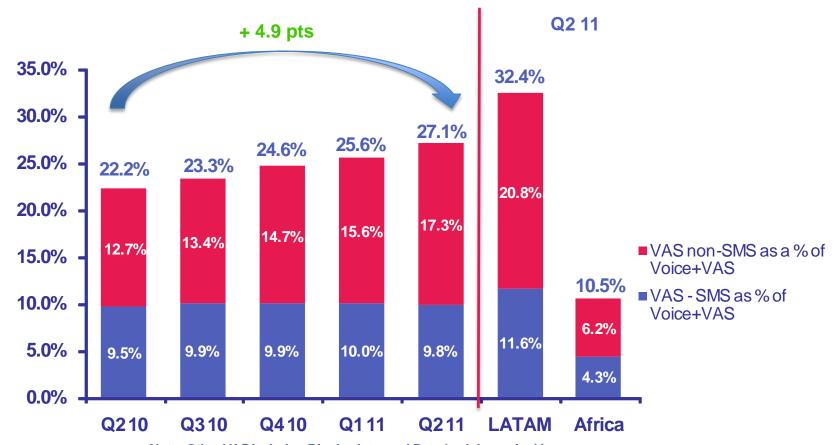
Voice growth at 4% in local currency.

Increased momentum with non-SMS VAS at +50%

VAS on track to exceed \$1 billion in 2011



#### :: VAS contributing >27% of revenues



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



In Latin America almost 1/3 of revenues are coming from VAS

## :: Revenues by category

US\$m	Q2 11	Q2 10	\$ growth	Contribution Q2 11
Communication (voice, SMS)	828	768	8%	74%
Information (Data services)	121	73	64%	11%
Entertainment (TV, Ringback tones, games)	80	70	14%	<b>7</b> %
Solutions (Tigo Cash, Tigo Lends You)	30	21	46%	3%
Others (T&E, inbound roaming, other revenues)	61	45	35%	5%
Total revenues	1,120	977	15%	100%



Information and Solutions categories developing well and contributing above 13% of total revenues

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

Latin America	Q2 2011	Q1 2011	QoQ growth
Total data users 2G+3G (millions)	7.3	7.0	4%
% of total customers	29.6%	28.9%	<b>0.7</b> pt
of which:			
3G Data users (millions)	2.0	1.9	4%
% of total customers	8.1%	7.9%	<b>0.2</b> pt
Total Data Revenue 2G+3G  of which:	81.2	68.4	19%
Handsets (US\$)	41.3	34.3	21%
Datacards (US\$)	39.9	34.2	17%
Data revenues 2G+3G as % of total mobile recurring revenues	10.7%	9.4%	<b>1.3</b> pt
Data ARPU 2G+3G			
Handsets (US\$)	2.4	2.0	<b>21</b> %
Datacards (US\$)	13.0	12.5	4%
Data ARPU 3G only			
Handsets (US\$)	6.7	4.7	40%
Datacards (US\$)	13.8	13.6	2%





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

US\$m	Q2 11	Q2 10	Reported growth	Local currency growth	Underlying growth
Customers (millions)*	14.1	13.4	5%		
Revenues	449	435	3%	1.6%	3.4%
EBITDA % of revenues	232 51.6%	<b>245</b> 56.3%	<b>-5%</b> - <b>4.7</b> pt	-7.1%	<b>-3.6</b> pt
Capex % of revenues	<b>40</b> 8.8%	<b>50</b> 11.5%	<b>-20%</b> <b>-2.7</b> pt		
Operating Free Cash Flow % of revenues	112 24.9%	113 25.9%	<b>-1%</b> -1. <b>0</b> pt		

<sup>\*</sup> Cellular only

Second quarter of positive underlying\*
revenue growth at 3.4%
Underlying\* EBITDA margin at 52.5% following increased subsidies on data/ unfavorable traffic mix



<sup>\*</sup> Underlying figures exclude exceptional items (e.g. provision for taxes, accounting adjustments)

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

US\$m	Q2 11	Q2 10	Reported growth	Local currency growth
Customers (millions)	10.7	9.2	15%	
Revenues	425	323	31%	19.5%
EBITDA % of revenues	182 42.8%	138 42.7%	<b>32%</b> +0.1 pt	18.4%
Capex % of revenues	62 14.5%	<b>42</b> 13.0%	47% +1.5 <sup>pt</sup>	
Operating Free Cash Flow % of revenues	<b>92</b> 21.6%	65 20.1%	41% +1.5pt	



Strong growth, stable margins, strong cash flow generation

#### :: Quarterly Highlights – Africa YoY

US\$m	Q2 11	Q2 10	Reported growth	Local currency growth
Customers (millions)	16.6	14.1	17%	
Revenues	246	219	12%	11.9%
EBITDA % of revenues	100 40.4%	<b>81</b> 36.9%	23% +3.5pt	22.1%
Capex % of revenues	<b>46</b> 18.5%	<b>41</b> 18.7%	<b>10%</b> - <b>0.2</b> pt	
Operating Free Cash Flow % of revenues	36 14.7%	<b>45</b> 20.5%	<b>-19%</b> -5.8 <sup>pt</sup>	



Good revenue growth and EBITDA margin

## **Financial review**





#### :: Strong normalized EPS growth in Q2 11: +40%

US\$m	Q2 11	Q2 10	\$ growth	
EBITDA	513	464	11%	
Corporate costs	-30	-22	37%	Building categories
Depreciation % of revenues	<b>-189</b> 16.9%	<b>-168</b> 17.2%	<b>13%</b> - <b>0.3</b> pt	
Net Finance Costs % of revenues	<b>-39</b> 3.5%	<b>-46</b> 4.7%	<b>-15%</b> -1.2 <sup>pt</sup>	Debt push-down
Taxes % of revenues	<b>-57</b> 5.1%	<b>-64</b> 6.5%	<b>-10%</b> -1.4pt	
Others	-13	-29		Forex impact in 2010 Colombia profit in 20
Normalized Net Profit * % of revenues	<b>183</b> 16.3%	<b>134</b> 13.7%	<b>36%</b> + <b>2.7</b> pt	22.3
No. of shares (millions)	105.4	108.8		Share buy-back
Normalized EPS	1.73	1.23	40%	

<sup>\*</sup> excluding exceptional items (e.g. provision for tax, accounting adjustments)



# :: Cash Flow generation

OFCF US\$m	Q2 11	Q2 10	Change
Central America	112	113	-1%
South America	92	65	41%
Africa	36	45	-19%
Other (incl. Corporate)	28	15	87%
OFCF	268	239	12%
% of revenues	24.0%	24.4%	<b>-0.4</b> pt



Strong cash flow despite high tax payments in Q2

### :: Free Cash Flow





US\$m	Q2 11	Q2 10	Change
OFCF	268	239	12%
Net Interest paid	-27	-55	-51%
Corporate Costs paid	-26	-19	39%
FCF	215	165	30%



#### Sustainable Free Cash Flow

<sup>\*</sup> EBITDA - Capex +/- WC -Interests - Taxes - Corporate costs

## :: Asset productivity

- Two new tower deals signed in Guatemala and Colombia complete the bulk of our tower sharing initiatives
- Over 7,000 towers in 5 markets committed to be shared
- Value creation in excess of \$600 million as a combination of:
  - Cash received on transfer of towers
  - Equity stakes in tower companies
  - Capex reductions
  - EBITDA improvements
- Further opportunities to share assets being pursued could potentially include 3G/4G networks and spectrum



## :: Share Buy Back

- 1,592,875 shares bought in Q2 at an average price of \$107.24 for a total consideration of \$170.8 million
- Share buy back executed on Nasdaq US in May + 1 day on Nasdaq OMX in June
- Remainder of the \$ 800 million program for the full year to be executed on Nasdaq OMX
- 4.2 million shares cancelled in May 2011, bringing the total number of outstanding shares to 104.9 million



# :: Leverage: low Net Debt/EBITDA

US\$m	Q2 11	Q1 11	Change
Gross Debt	2,323	2,338	-16
Cash *	1,060	1,274	-214
Net Debt	1,264	1,064	201
Net Debt/EBITDA **	0.6	0.5	<b>0.1</b> pt

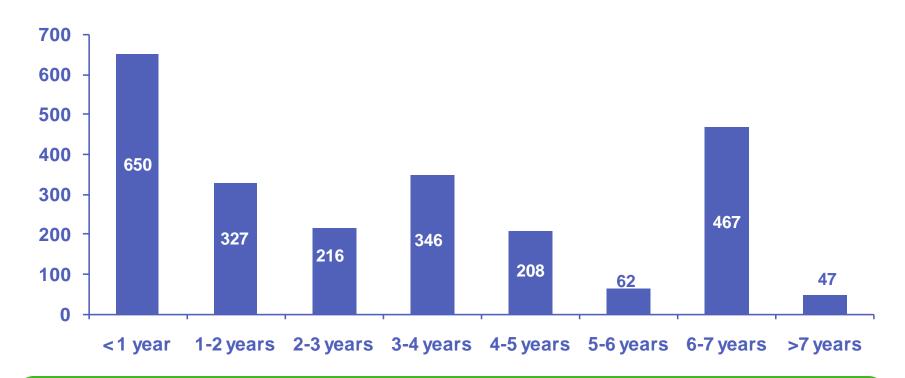
<sup>\*\* (</sup>Net Debt/4)/EBITDA

Less cash following returns to shareholders in Q2 (dividend \$ 188 million + SBB \$ 171 million)



# :: Gross Debt maturity

#### US\$m



Average maturity at 3 years and 1 month Reduced exposure to interest rate volatity with 45% of gross debt at fixed rates



# :: Listing consolidation

#### **Listing**

- Primary listing on NASDAQ OMX in Stockholm on June 3
- Nasdaq US delisting on May 27

#### Index

- Exclusion from NASDAQ100 at the end of May
- Inclusion in OMX Stockholm benchmark index from June

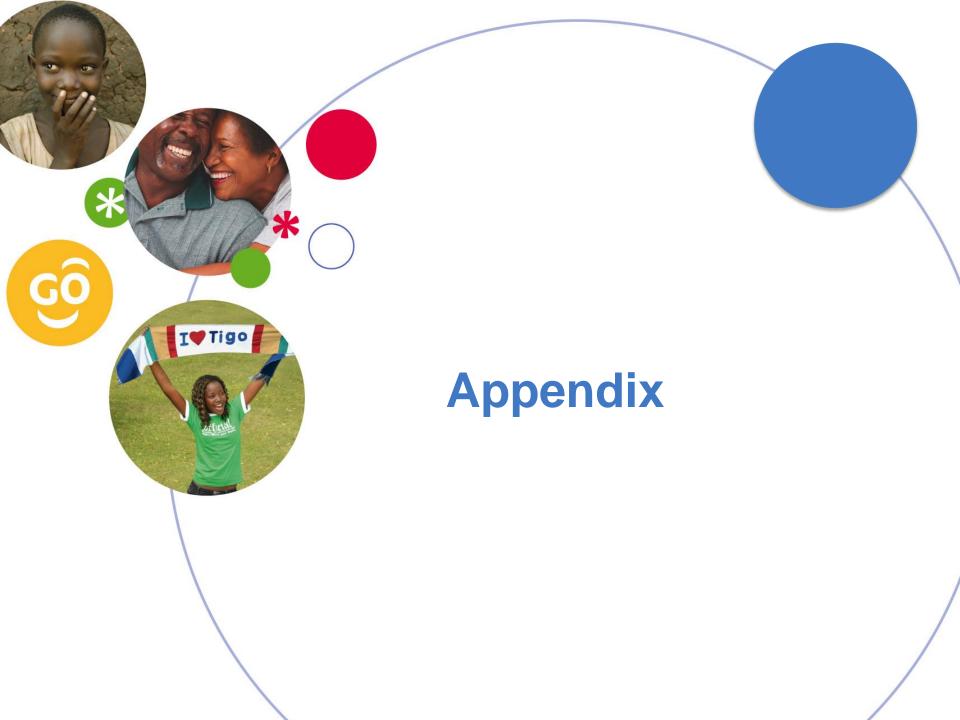
#### Conversion

- About 80% of ordinary shares have been converted into SDRs
- More than 90% of shares are now in the form of SDRs

#### **Volume**

 Above 80% of total volume on NASDAQ OMX vs. around 20% predelisting





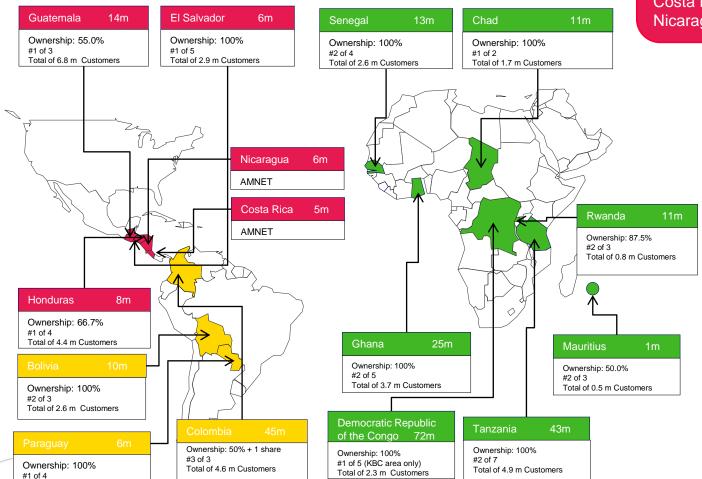
#### :: Overview

Central America: 28 m

South America: 61 m

Africa\*: 176m Mobile operations' pops under license: 265m

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



41

Total of 3.5 m Customers

# :: YoY Local currency mobile ARPU\* growth

	Year-on-Year local currency ARPU growth (%)							
	Total	Central Am.	South Am.	Africa				
Q2 11	(2%)	1%	3%	(6%)				
Q1 11	(1%)	3%	3%	(6%)				
Q4 10	(5%)	(1%)	3%	(13%)				
Q3 10	(5%)	(6%)	5%	(7%)				
Q2 10	(8%)	(11%)	3%	(7%)				

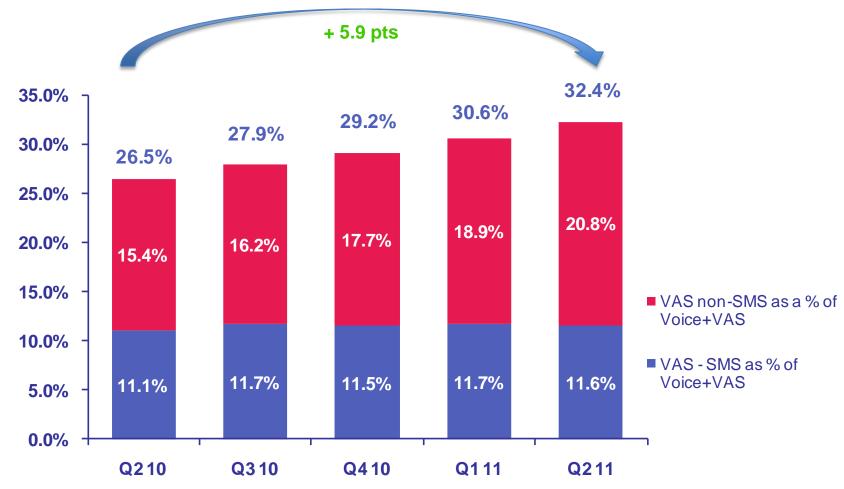
# :: Revenue split by category LATAM

US\$m	Q2 11	Q2 10	\$ growth	Local currency**
Voice	514	489	5%	<b>2</b> %
% of Voice+VAS revenues	67.6%	73.5%	<b>-5.9</b> pt	
VAS - SMS	88	74	19%	12%
% of Voice+VAS revenues	11.6%	11.1%	<b>+0.5</b> pt	+33.6%
VAS non-SMS	158	103	54%	VAS grow
% of Voice+VAS revenues	20.8%	15.4%	<b>+5.4</b> pt	-
Other *	114	92	24%	19%
Total Revenues	874	758	15%	10%

Good momentum in non-SMS VAS at +49%



## :: Revenue split evolution - LATAM



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



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

## :: Revenue split by category Africa

US\$m	Q2 11	Q2 10	\$ growth	Local currency
Voice	216	195	11%	10%
% of Voice+VAS revenues	89.5%	91.0%	<b>-1.5</b> pt	
VAS - SMS	10	10	3%	<b>6%</b> ]
% of Voice+VAS revenues	4.3%	4.7%	<b>-0.4</b> pt	+34.1 VAS gro
VAS non-SMS	15	9	61%	64%
% of Voice+VAS revenues	6.2%	4.4%	<b>+1.9</b> pt	
Other *	5	5	-1%	-5%
Total Revenues	246	219	12%	12%

Voice growth at 10% Good momentum in non-SMS VAS at +64%



# :: 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 10% of mobile revenues (Voice + VAS)

# :: Stability of underlying growth\*

	Reported growth (local currency)	Underlying growth*
Q1 11	12.7%	11.9%
Q2 11	10.2%	11.0%
H1 11	11.5%	11.5%



<sup>\*</sup> Underlying growth provides a proper reflection of the actual performance in local currency as it excludes exceptional items such as tax provisions, accounting adjustments, etc and foreign exchange impact.

# :: SIM card registration

Market	Starting date for Registration reg		% of customer base registered at June 30, 2011	% of revenues from customer base registered at June 30, 2011
Tanzania	June 1, 2009	July 15, 2010 MOAT* agreement granted extension to October 15, 2010.	95%	97%
DRC	Dec 12, 2009	Full registration mandatory for <b>all</b> customers since December 12, 2009. No formal deadline for registration.	83%	88%
Ghana**	Feb, 2010	Full registration for <b>new</b> customers since July 1, 2010. <b>Existing</b> customers must be registered by September 30, 2011 (original due date was 30 June)	90%	92%
Chad	Aug, 2010	May 11, 2011	93%	99%

<sup>\*</sup> Mobile Operators Association Tanzania



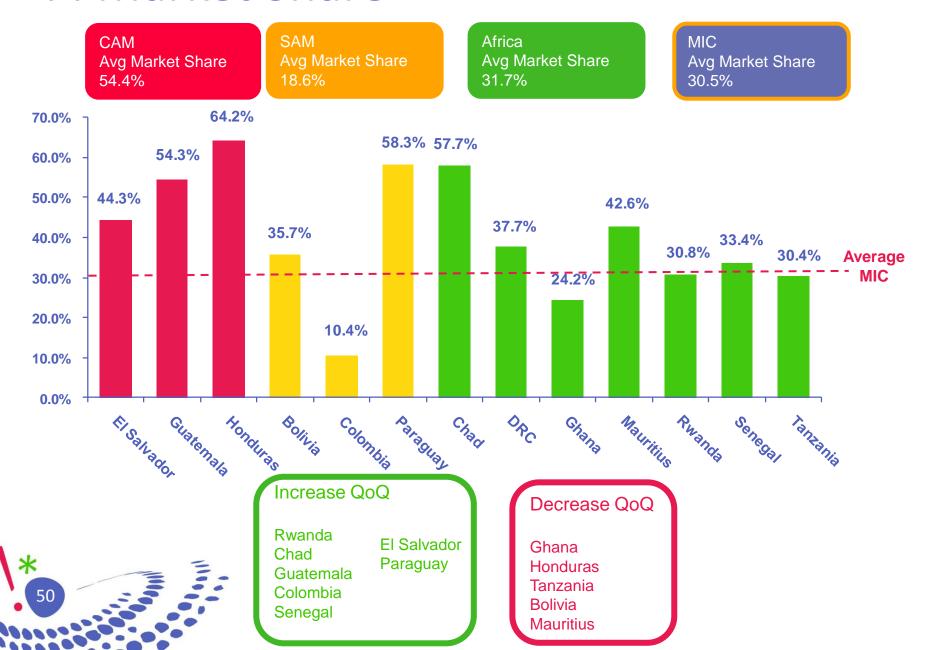
<sup>\*\*</sup> Disclosed figures refer to customers registered with valid ID

### :: Movements of currencies vs USD YoY

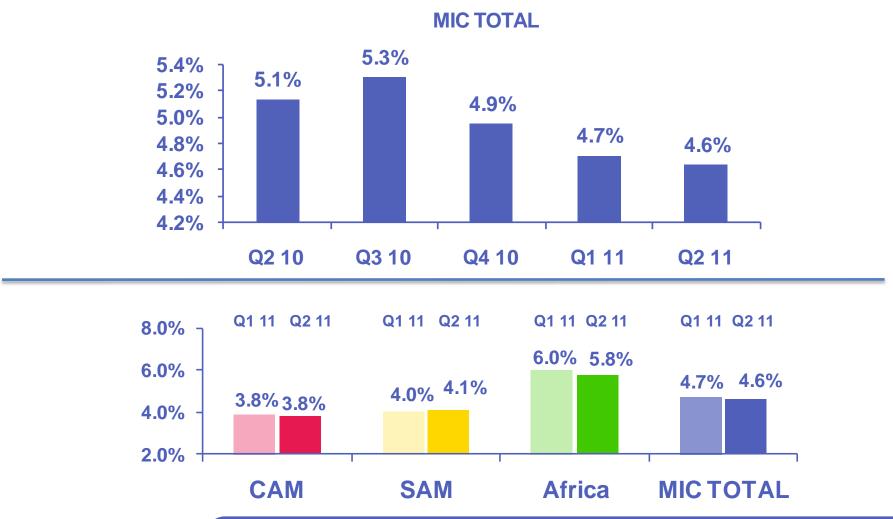
			Closing rate	Closing rate	Change	Average rate	Average rate	Change
			Q2 11	Q2 10		Q2 11	Q2 10	
	Guatemala	GTQ	7.81	8.03	3%	7.71	8.01	4%
Control Amorico	Honduras	HNL	18.90	18.90	0%	18.90	18.89	0%
Central America	Nicaragua	NIO	22.42	21.35	-5%	22.28	21.23	-5%
	Costa Rica	CRC	504.09	535.08	6%	502.25	527.06	5%
	Bolivia	ВОВ	6.93	7.02	1%	6.96	7.02	1%
South America	Colombia	COP	1,771.75	1,907.75	<b>7</b> %	1,801.95	1,946.29	<b>7</b> %
	Paraguay	PYG	3,990.00	4,765.00	16%	4,025.63	4,746.81	15%
	Ghana	GHS	1.52	1.44	-5%	1.51	1.43	-6%
	Mauritius	MUR	28.16	32.31	13%	28.16	31.94	12%
Africa	Senegal/Chad	XAF	451.65	534.84	16%	453.65	511.74	11%
	Rwanda	RWF	602.42	588.58	-2%	600.75	580.22	-4%
	Tanzania	TZS	1,614.50	1,472.50	-10%	1,538.63	1,419.81	-8%



#### :: Market Share



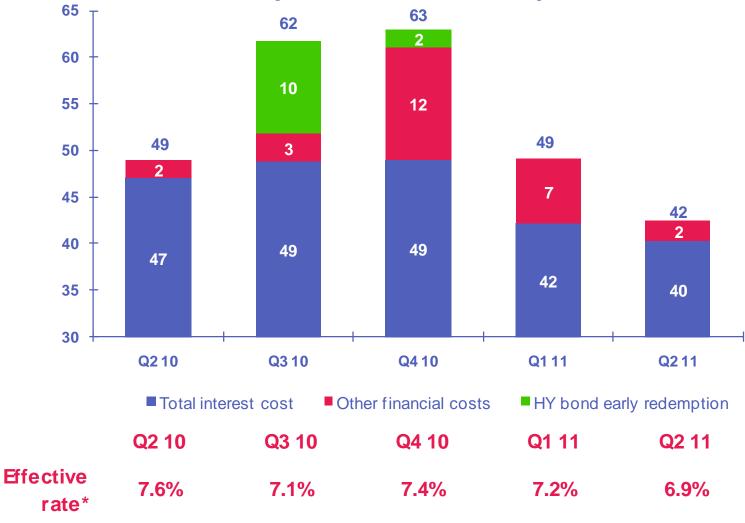
#### :: Decline in churn





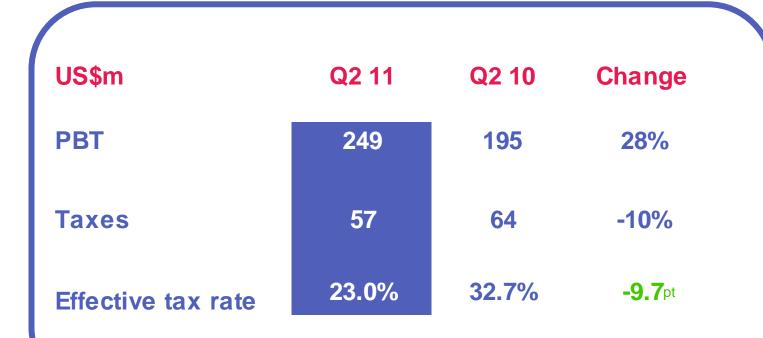
Increased loyalty through VAS development and mandatory registration

# :: Quarterly Interest expense



Effective rate calculated on loan interest expenses

#### :: Taxes



Harvesting benefits of tax planning (transfer pricing, debt push-down, etc.)
Reduction of tax rate as 3 countries reduced their loss or are now making profit



# :: Market Overview – by Segment

Millicom Segments	Central America	South America	Africa	Total
Market Overview				
Population (million)	28	61	176	265
Mobile Penetration	89.6%	90.5%	44.5%	64.7%
Operational Data				
Total Mobile customers (000)	14.1	10.7	16.6	41.3
Attrib. Customers (000)	11.0	10.7	16.3	38.0
Capex (\$m- excl Corporate)	40	62	46	148
Capex as % of revenue	8.8%	14.5%	18.5%	13.4%
Churn	3.8%	4.1%	5.8%	4.6%
Cell sites '000	5.1	4.8	4.1	14.0
Outlets 000'	132	176	391	698
Key Financials (Attributable)				
Revenue (\$m)	449	425	246	1,120
ЕВПОА (\$m)	232	182	100	513
EBITDA Margin	51.6%	42.8%	40.4%	45.8%

### :: Market Overview LATAM

Latin America		Central America	1		<b>South America</b>	
	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	104.8%	85.7%	85.0%	64.9%	96.3%	92.9%
Market Position	One of Five	One of Three	One of Four	Two of Three	Three of Three	One of Four
Market Share	44.3%	54.3%	64.2%	35.7%	10.4%	58.3%
Operational Data						
Total Customers	2,882,794	6,759,949	4,444,754	2,563,783	4,595,977	3,511,026
Cell sites	938	2,693	1,452	923	2,932	939
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
		9				

(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	25.8%	45.3%	61.9%	87.2%	23.2%	63.8%	38.0%
Market Position	One of Two	One of Five ***	Two of Five	Two of Three	Two of Three	Two of Four	Two of Seven
Market Share	57.7%	37.7%	24.2%	42.6%	30.8%	33.4%	30.4%
Operational Data							
Total Customers	1,676,912	2,319,355	3,697,318	478,691	812,569	2,627,651	4,941,187
Cell sites **	363	767	803	278	202	589	1,121
Other Operators	Bharti	Bharti Vodacom CCT Standard	MTN Vodafone Bharti Kasapa	Orange MTML	MTN Rwandatel	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

<sup>\*</sup> Amended and extended by one year in 2006

(p): proportionally consolidated

Source for population and GDP: CIA World Factbook

<sup>\*\*</sup> for DRC 555 sites are active

<sup>\*\*\*</sup> Only Kinshasa/ Bas Congo area



# thank you!

Gracias