

Millicom International Cellular S.A.

# Financial results Q2 2011

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# :: 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               | \$<br>growth                  | Local currency | Underlying growth |
|---|---------------------|---------------------|-------------------------------|----------------|-------------------|
| Customers (million)                       | 41.3                | 36.7                | 12%                           | •              | 5                 |
| Revenues                                  | 1,120               | 977                 | 15%                           | 10.2%          | 11.0%             |
| EBITDA<br>% of revenues                   | <b>513</b><br>45.8% | <b>464</b><br>47.5% | 11%<br>-1.7 <sub>pt</sub>     | 6.4%           | <b>-1.3</b> pt    |
| Capex % of revenues                       | <b>151</b><br>13.4% | <b>134</b><br>13.7% | <b>12%</b><br>-0.3pt          |                |                   |
| Operating Free Cash Flow ** % of revenues | <b>268</b><br>24.0% | <b>239</b><br>24.4% | <b>12%</b><br>- <b>0.5</b> pt |                |                   |

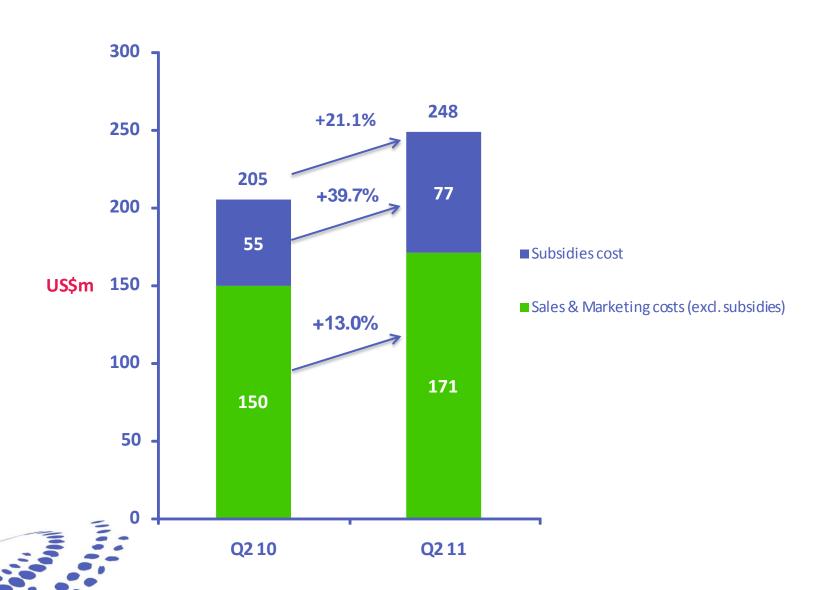
<sup>\*\*</sup> EBITDA - CAPEX - Working Capital movements - Taxes

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)

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



## :: Sustained double-digit growth

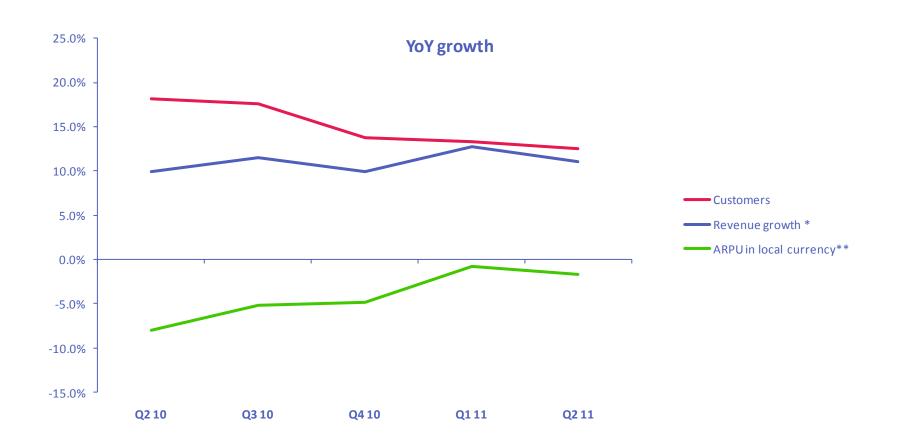
#### Revenue growth YoY - local currency





Figures restated with Honduras at 100%

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





<sup>\*</sup> Revenue = customers x ARPU in local currency Underlying growth (excluding exceptional items)

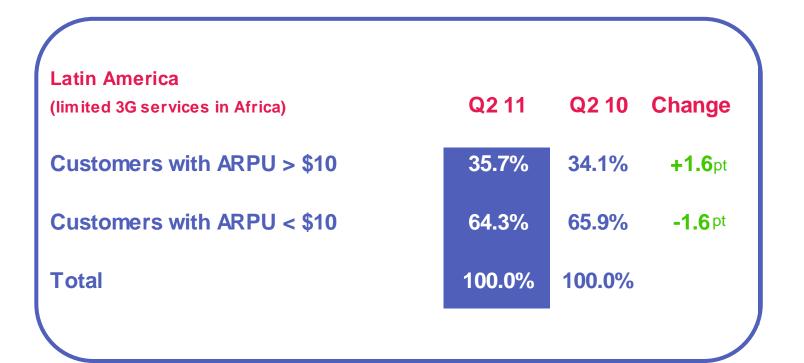
<sup>\*\*</sup> Mobile ARPU based on total revenues excluding cable and roaming

# :: ARPU\* evolution

| US\$ (constant forex) | Q2 11 | YoY | Q1 11 | Q4 10 | Q3 10 | Q2 10 |
|-----------------------|-------|-----|-------|-------|-------|-------|
| Central<br>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   |



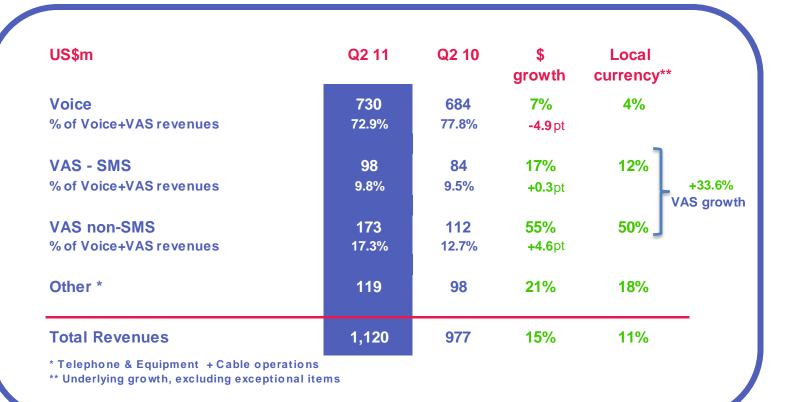
# : : Distribution of customers (prepaid and postpaid) by mobile ARPU



Focus on value customers, especially 3G



# :: Revenues by service



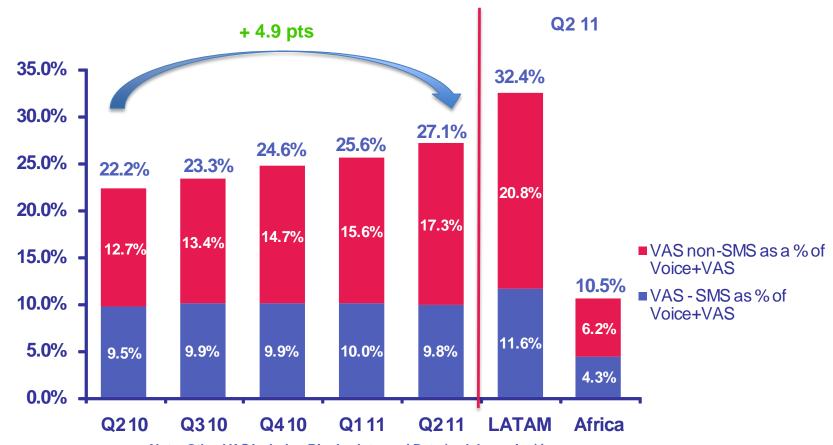
Voice growth at 4% in local currency.

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 | \$<br>growth | Contribution<br>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

# :: Product penetration

| Total MIC                        | Q2 11 | Q2 10 | Change | Highest<br>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%         | Ì           |
| Give me balance* (solutions)     | 20.2% | 26.3% | -6.1   | 40.3%             | 3.4%          | Í<br>I<br>I |
| Gift and collect* (solutions)    | 13.6% | 27.0% | -13.4  | 40.3%             | 0.1%          |             |
|                                  |       |       |        |                   |               |             |

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

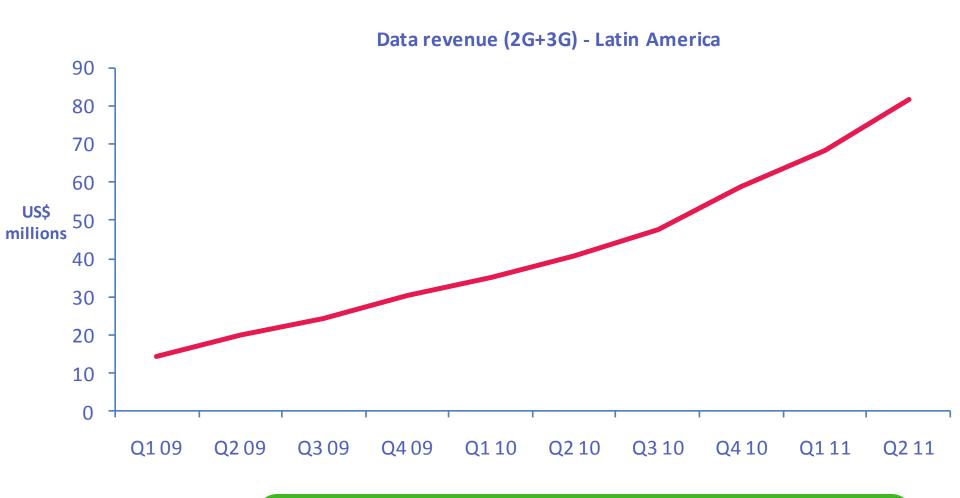


Room for further growth through increased penetration of existing services

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

| Latin America   | Q2 2011 | Q1 2011 | QoQ<br>growth |
|---|---------|---------|---------------|
| Total data users 2G+3G (millions)                           | 7.3     | 7.0     | 4%            |
| % of total customers of which:                              | 29.6%   | 28.9%   | <b>0.7</b> pt |
| 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    | <b>17</b> %   |
| 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     | 21%           |
| 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%            |

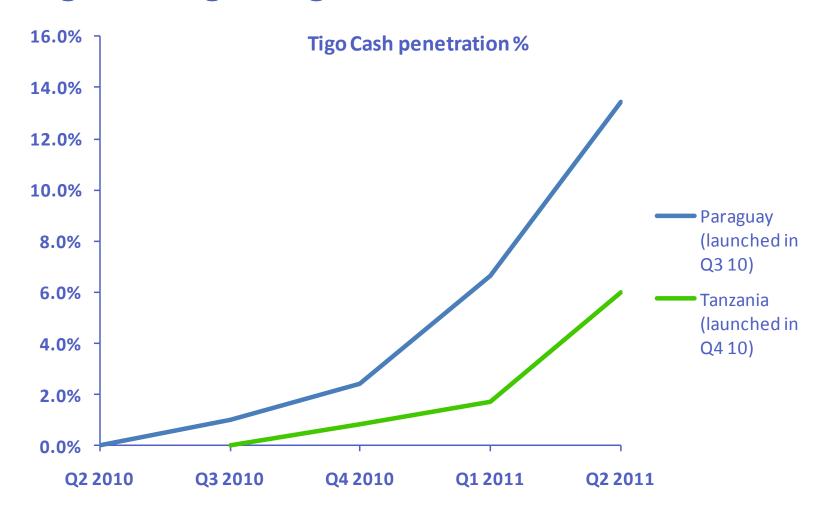
#### :: Strong growth of Data revenue (2G+3G) in Latin America





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

#### :: Tigo Cash gaining momentum





## :: Market share evolution

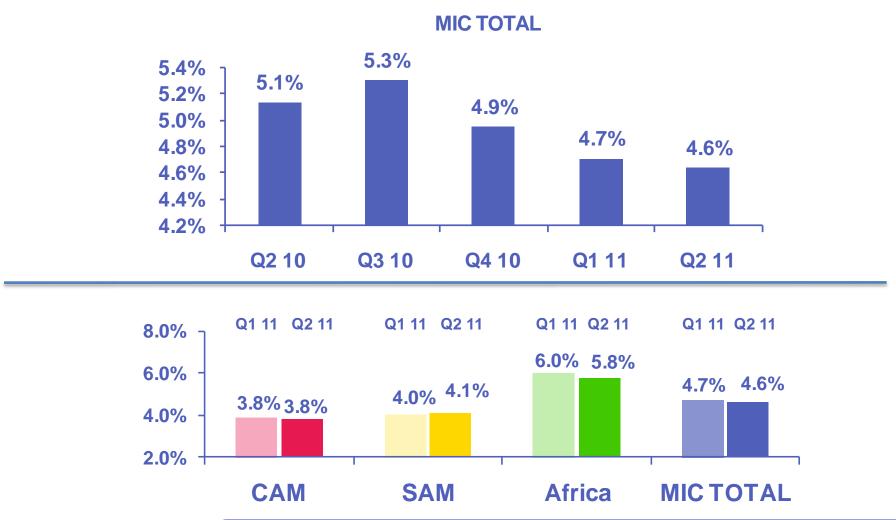
|       | Market share (%) |             |           |        |  |  |
|-------|------------------|-------------|-----------|--------|--|--|
|       | Total            | Central Am. | South Am. | Africa |  |  |
| Q2 11 | 30.5%            | 54.4%       | 18.6%     | 31.7%  |  |  |
| Q1 11 | 29.9%            | 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

#### :: Decline in churn





Increased loyalty through VAS development and mandatory registration



#### :: 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<br>% of revenues                | <b>232</b><br>51.6% | <b>245</b> 56.3%   | <b>-5%</b><br><b>-4.7</b> pt              | -7.1%                 | <b>-3.6</b> pt    |
| Capex % of revenues                    | <b>40</b><br>8.8%   | <b>50</b><br>11.5% | <b>-20%</b><br><b>-2.7</b> pt             |                       |                   |
| Operating Free Cash Flow % of revenues | 112<br>24.9%        | 113<br>25.9%       | <b>-1%</b><br>-1. <b>0</b> P <sup>t</sup> |                       |                   |

<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<br>% of revenues                | 182<br>42.8% | 138<br>42.7%       | <b>32%</b><br>+0.1 <sup>pt</sup> | 18.4%                 |
| Capex<br>% of revenues                 | 62<br>14.5%  | <b>42</b><br>13.0% | 47%<br>+1.5 <sup>pt</sup>        |                       |
| Operating Free Cash Flow % of revenues | 92<br>21.6%  | 65<br>20.1%        | 41%<br>+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<br>40.4%       | <b>81</b><br>36.9% | 23%<br>+3.5pt                     | 22.1%                 |
| Capex % of revenues                    | <b>46</b><br>18.5% | <b>41</b><br>18.7% | <b>10%</b><br>- <b>0.2</b> pt     |                       |
| Operating Free Cash Flow % of revenues | 36<br>14.7%        | <b>45</b><br>20.5% | <b>-19%</b><br>-5.8 <sup>pt</sup> |                       |



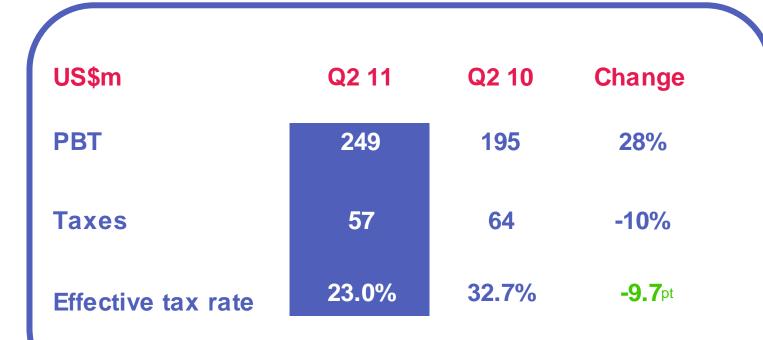
Good revenue growth and EBITDA margin

# **Financial review**





#### :: 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



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

| US\$m                                 | Q2 11                | Q2 10                | \$<br>growth                      |   |
|---------------------------------------|----------------------|----------------------|-----------------------------------|---|
| EBITDA                                | 513                  | 464                  | 11%                               |   |
| Corporate costs                       | -30                  | -22                  | 37%                               | Building categories                           |
| Depreciation<br>% of revenues         | <b>-189</b><br>16.9% | <b>-168</b><br>17.2% | <b>13%</b><br>- <b>0.3</b> pt     |   |
| Net Finance Costs % of revenues       | <b>-39</b><br>3.5%   | <b>-46</b><br>4.7%   | <b>-15%</b><br>-1.2 <sup>pt</sup> | Debt push-down                                |
| Taxes<br>% of revenues                | <b>-57</b><br>5.1%   | <b>-64</b><br>6.5%   | <b>-10%</b><br>-1.4pt             |   |
| Others                                | -13                  | -29                  |                                   | Forex impact in 2010<br>Colombia profit in 20 |
| Normalized Net Profit * % of revenues | <b>183</b><br>16.3%  | <b>134</b><br>13.7%  | <b>36%</b><br>+2.7pt              |   |
| 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<br>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 |

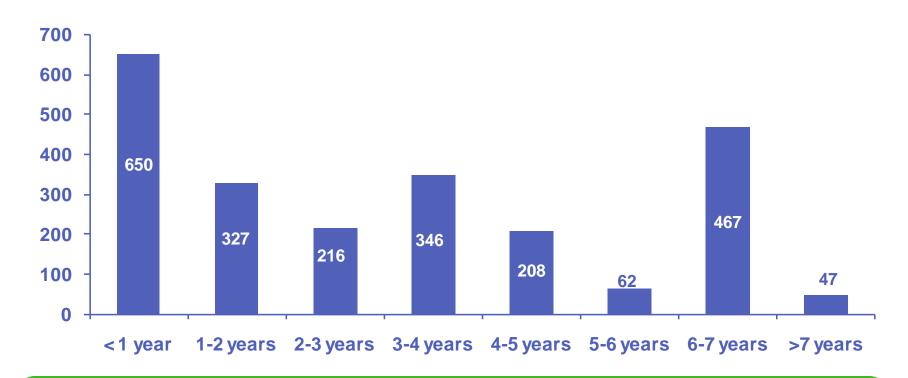
Less cash following returns to shareholders in Q2 (dividend \$ 188 million + SBB \$ 171 million)



\*\* (Net Debt/4)/EBITDA

# :: 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



## :: Guidance for 2011

• EBITDA margin > 45%

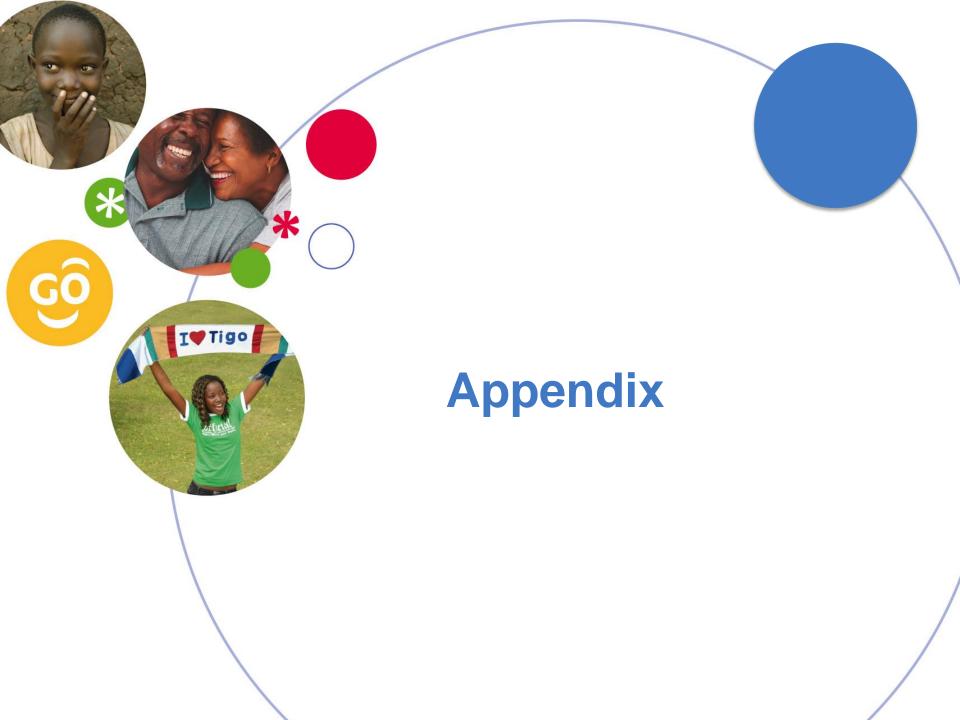
Capex around \$ 850 million\*

 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



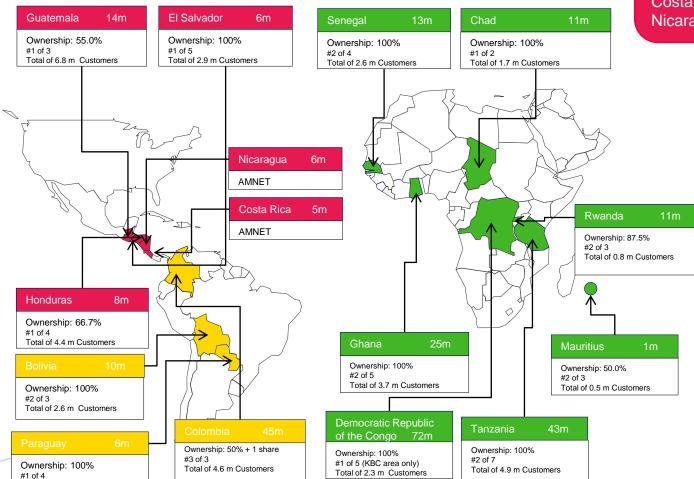
#### :: Overview

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



35

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%)   |  |

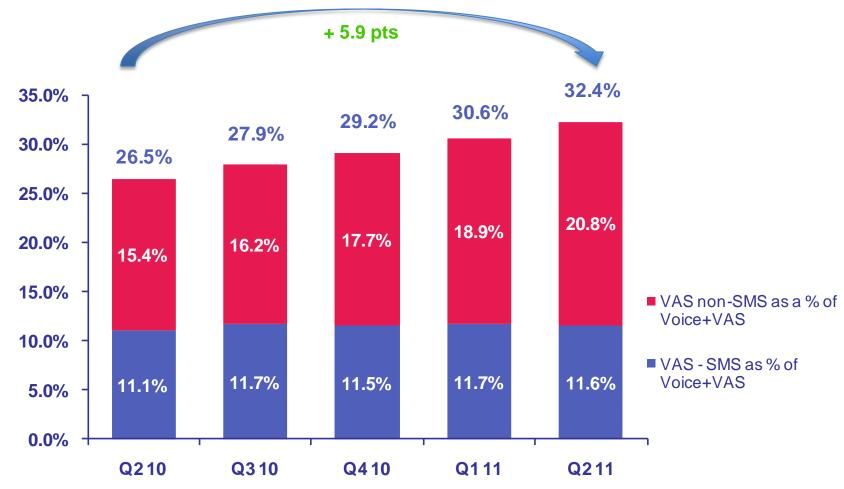
# :: Revenue split by category LATAM

| US\$m                   | Q2 11 | Q2 10 | \$<br>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)

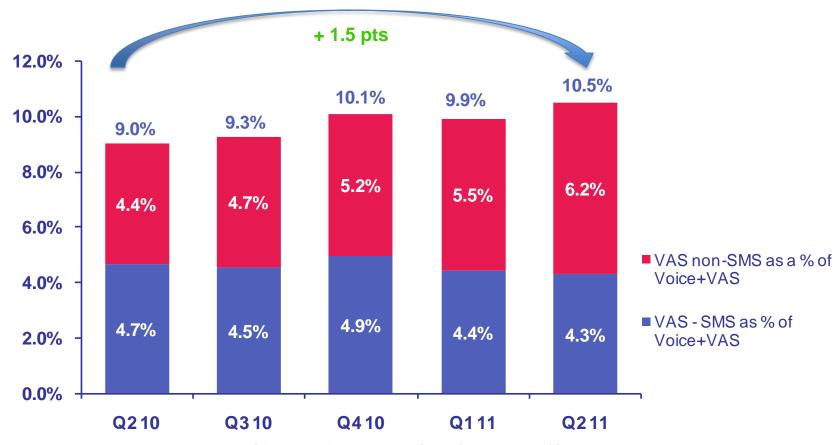
## :: Revenue split by category Africa

| US\$m                   | Q2 11 | Q2 10 | \$<br>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%             | 6%]            |
| % of Voice+VAS revenues | 4.3%  | 4.7%  | <b>-0.4</b> pt | +34.<br>VAS gr |
| 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 | Registration<br>deadline  | % of customer base registered at June 30, 2011 | % of revenues from<br>customer base<br>registered at<br>June 30, 2011 |
|----------|--------------------------------|---|--|---|
| Tanzania | June 1, 2009                   | July 15, 2010<br>MOAT* agreement granted<br>extension to October 15,<br>2010.   | 95%  | 97%   |
| DRC      | Dec 12, 2009                   | Full registration mandatory<br>for <b>all</b> customers since<br>December 12, 2009.<br>No formal deadline for<br>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

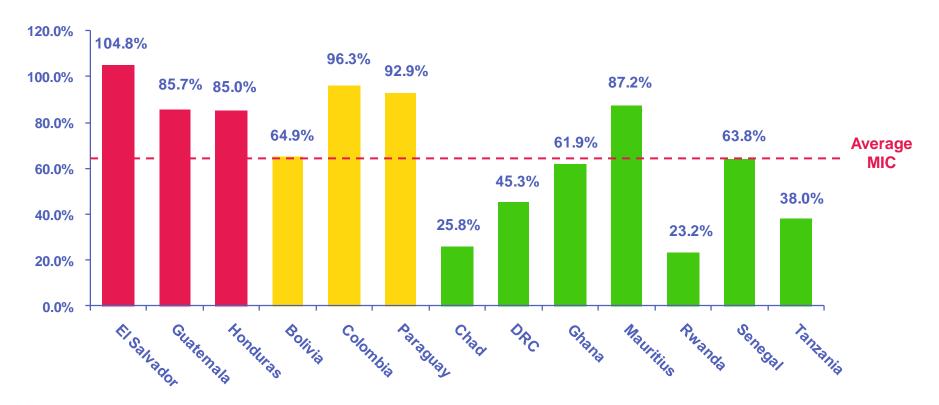


<sup>\*\*</sup> Disclosed figures refer to customers registered with valid ID

#### :: Penetration rates

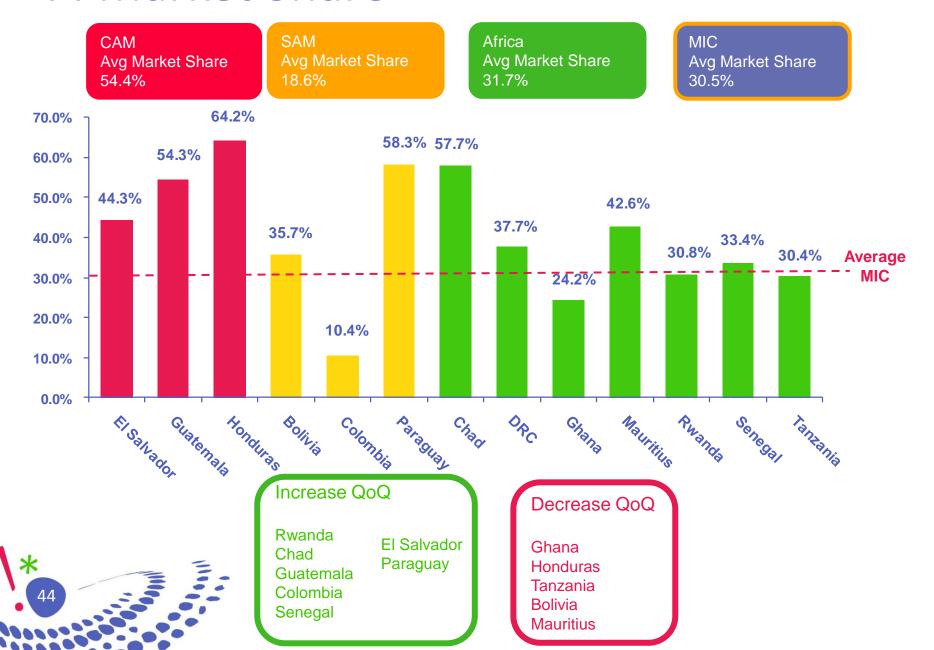
CAM Avg penetration 89.6% SAM Avg penetration 90.5% Africa \*
Avg penetration
44.5%

MIC Avg penetration 64.7%





#### :: Market Share

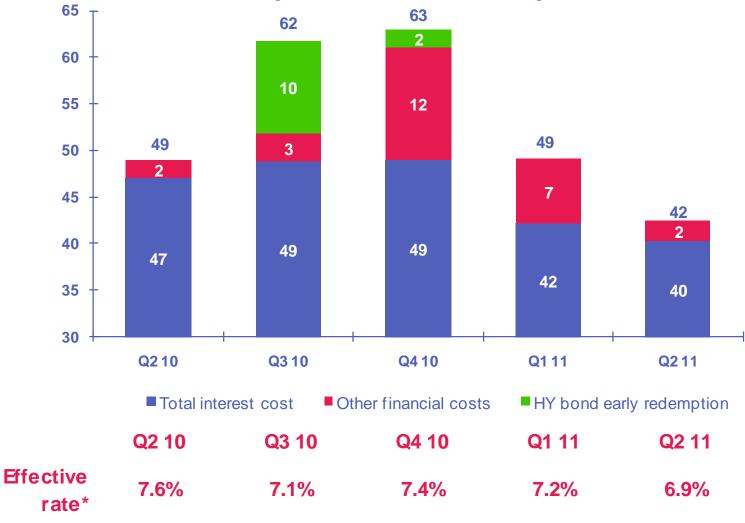


#### :: Movements of currencies vs USD YoY

|                 |              |     | Closing rate<br>Q2 11 | Closing rate<br>Q2 10 | Change     | Average rate<br>Q2 11 | Average rate<br>Q2 10 | Change     |
|-----------------|--------------|-----|-----------------------|-----------------------|------------|-----------------------|-----------------------|------------|
|                 | Guatemala    | GTQ | 7.81                  | 8.03                  | 3%         | 7.71                  | 8.01                  | 4%         |
| Central America | 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                 | <b>12%</b> |
| 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%        |



## :: Quarterly Interest expense



Effective rate calculated on loan interest expenses



# :: Market Overview – by Segment

| Millicom Segments             | Central<br>America | South<br>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 |                |                | <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       |

(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          | MTN            | Orange          | MTN            | Orange         | Vodacom            |
|                           |                | Vodacom         | Vodafone       | MTML            | Rwandatel      | Expresso       | Bharti             |
|                           |                | CCT             | Bharti         |                 |                | Kirene         | Zantel             |
|                           |                | Standard        | Kasapa         |                 |                |                | TTCL Mobile<br>BOL |
|                           |                |                 |                |                 |                |                | Sasatel            |
| Main commodities exported | Petroleum      | Coffee          | Bauxite        | Sugar           | Coffee         | Fish           | Coffee             |
|                           | Cotton         | Diamonds        | Cocoa          | Tea             | Natural gas    | Cotton         | Cashew nuts        |

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

by one year in 2006 (p): proportionally consolidated

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

Source for population and GDP: CIA World Factbook

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



# thank you!

**Gracias**