

Millicom International Cellular S.A.

Q1 2011 Investor Presentation

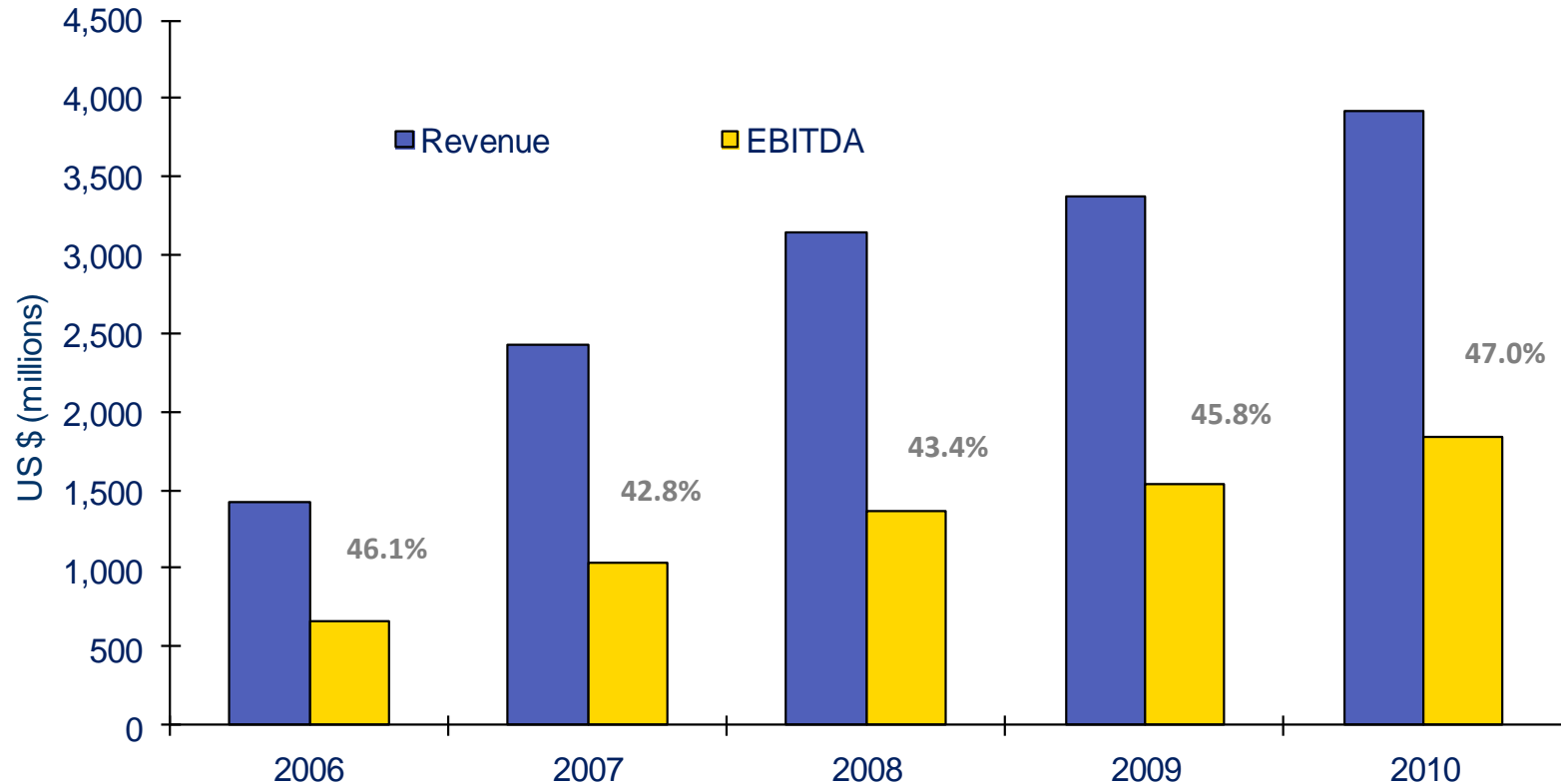
:: Overview

Millicom:

- is a leading operator of mobile telephony services in emerging markets with around 40 million customers
- sees itself as an FMCG company, not a technology company
- operates in 13 countries with 260 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



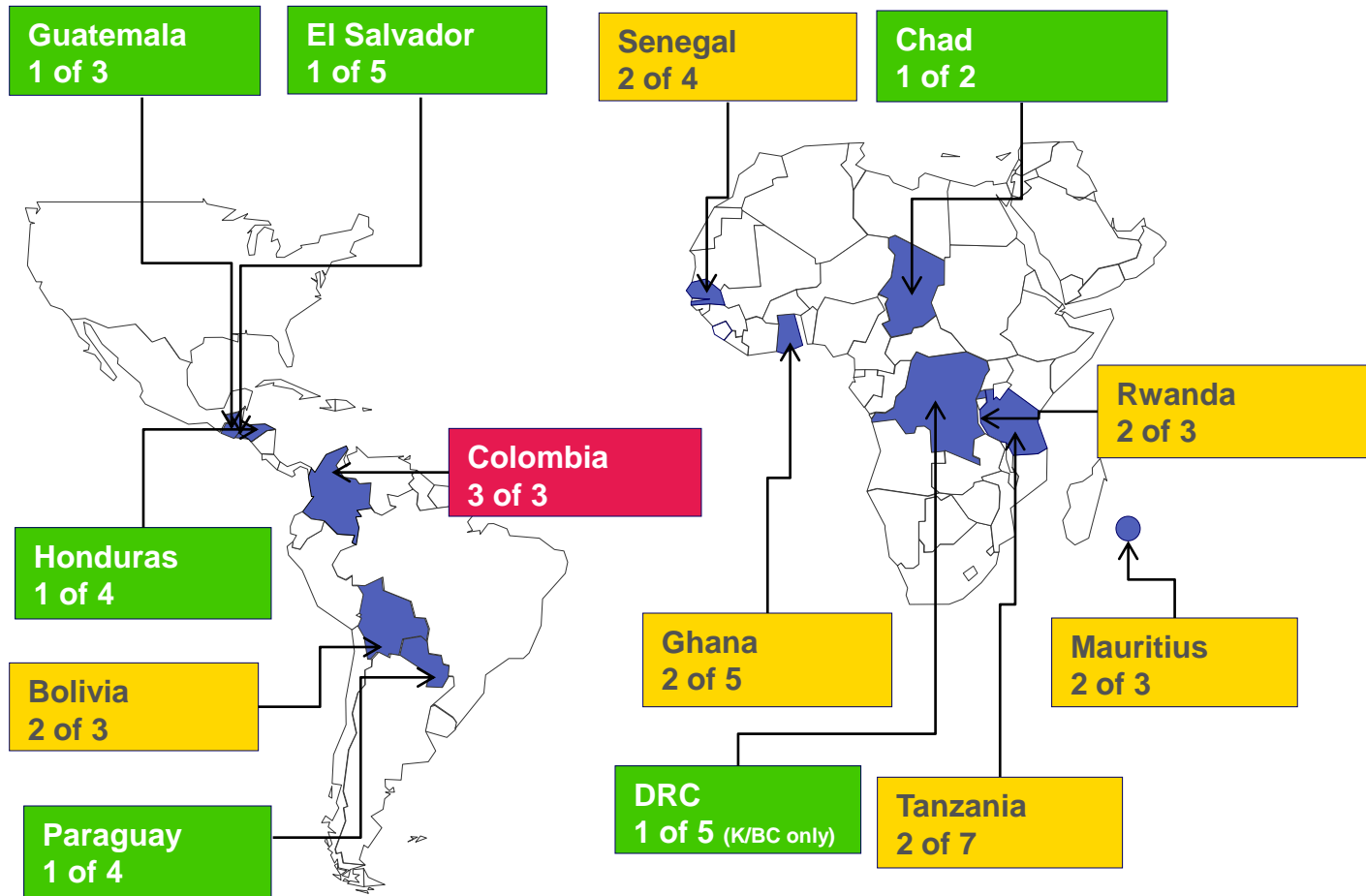
: : Proven track record of profitable growth in emerging markets



EBITDA margin of 47.0% for 2010



: : Attractive market positions



Number 1 and 2 market positions are key to profitability

: : Three main drivers of growth

Penetration

Africa:
43% → 80%+?

Latin America:
90% → 100%+?

Market share

Africa:
31% → ?

Colombia

Innovation (ARPU)

- Communication
- Information
- Entertainment
- Solutions

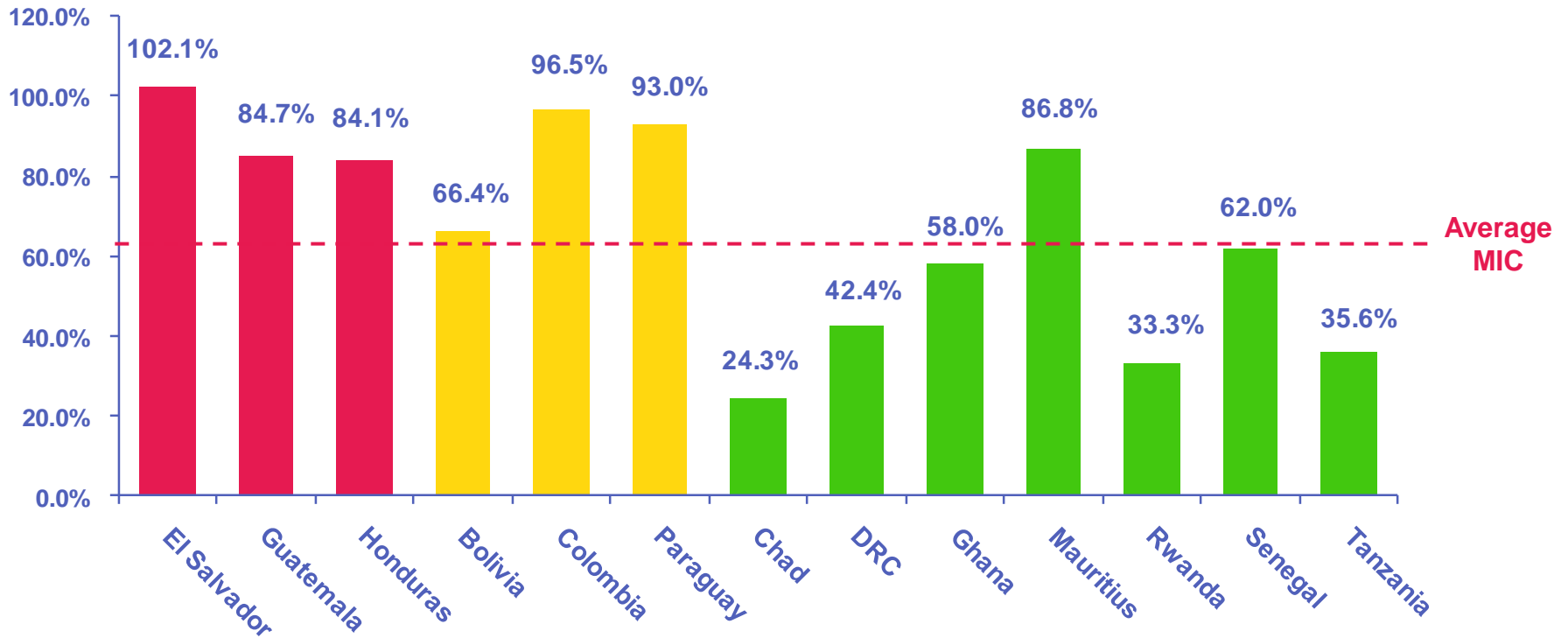
:: Penetration rates

CAM
Avg penetration
88.3%

SAM
Avg penetration
91.1%

Africa *
Avg penetration
43.2%

MIC
Avg penetration
63.9%



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



:: Market share evolution

	Market share (%)			
	Total	Central Am.	South Am.	Africa
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%
Q1 10	29.6%	53.4%	16.8%	32.4%

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

Stable weighted market share



: : Innovation: Product categories and strategic focus

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

Information: access to databases
internet access, Info, SMS

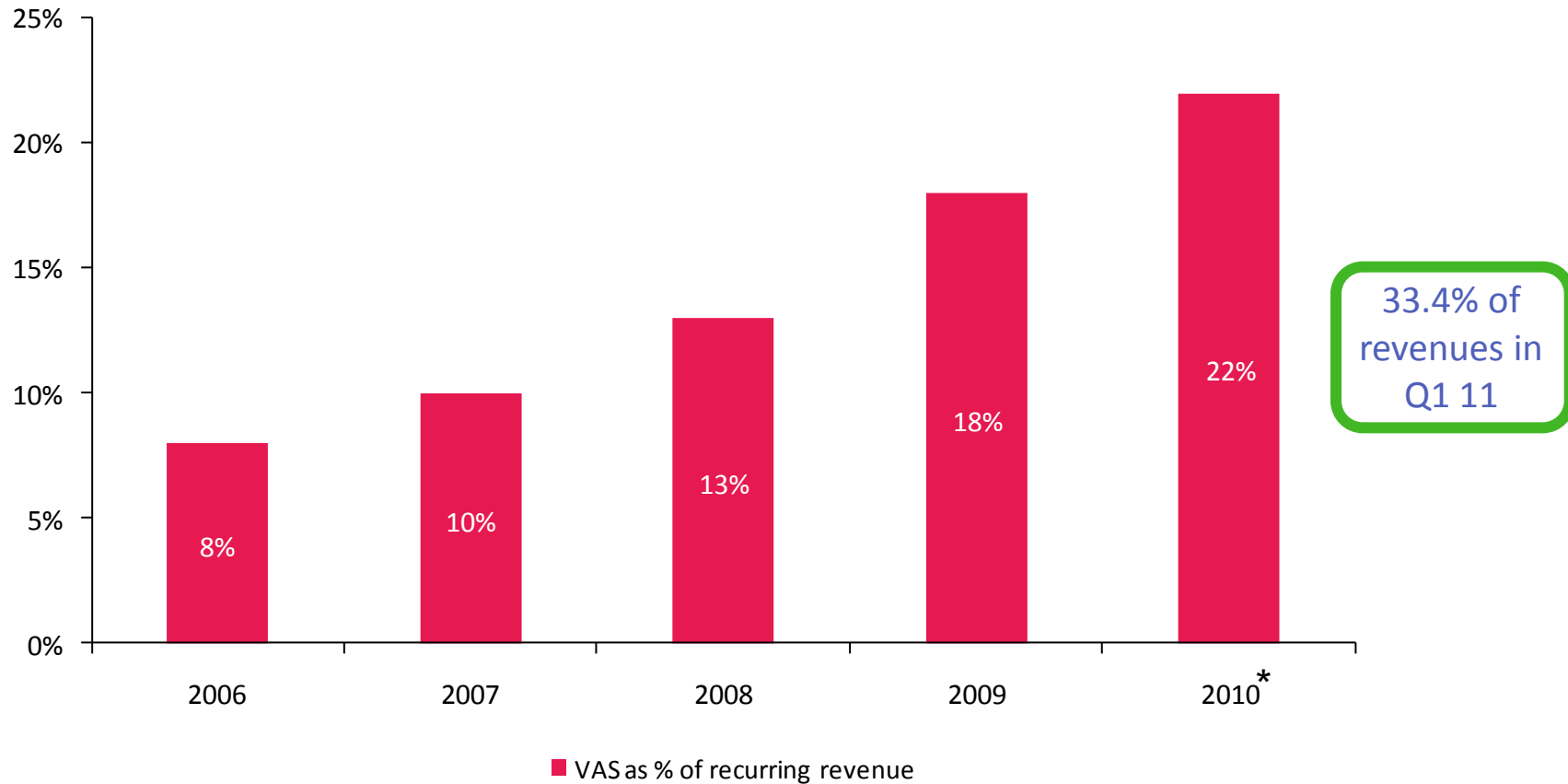
Entertainment: access to content,
music, video downloads, Mobile TV, Cable TV

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

**Dedicated
category
managers**



: : Innovation is already a big part of our business

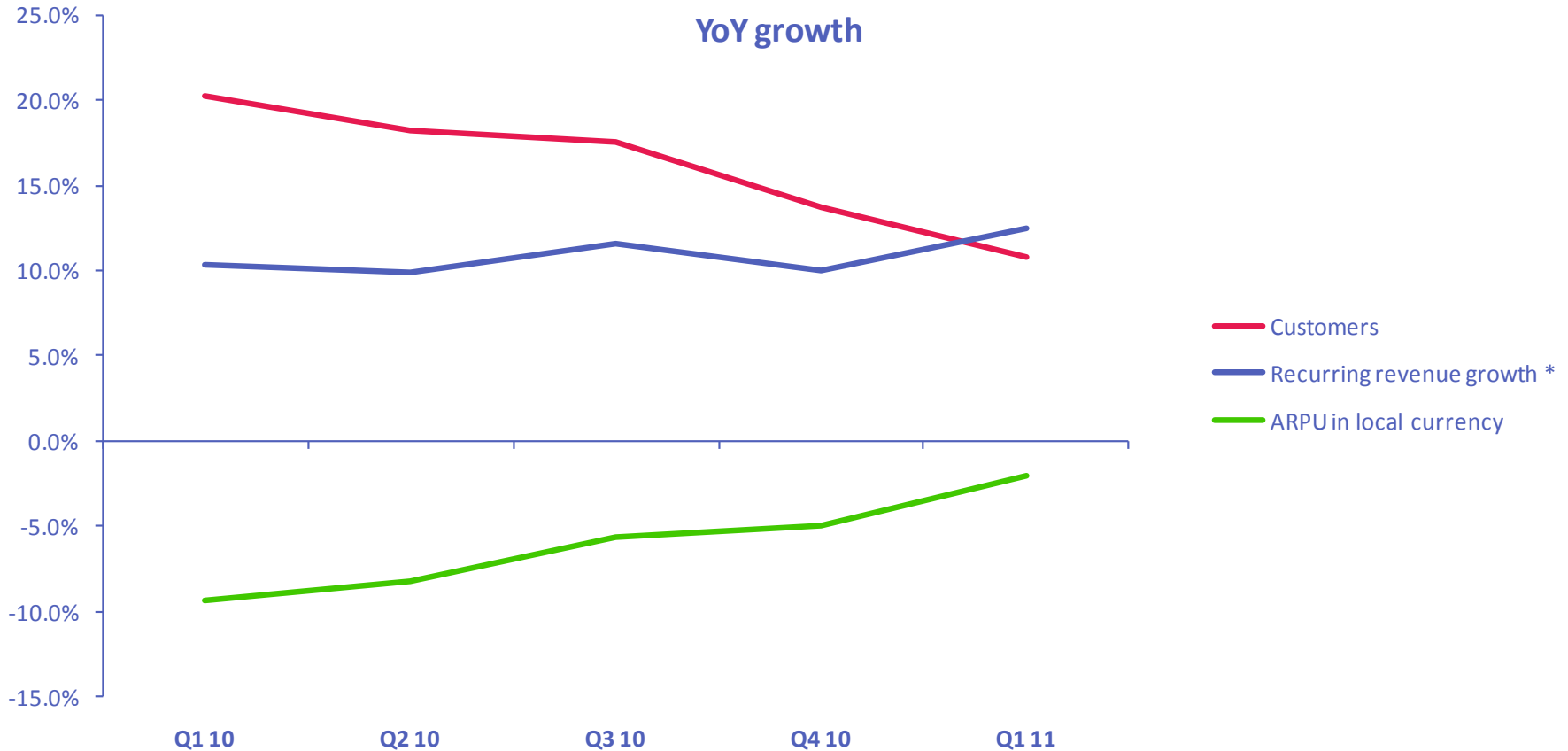


In 2010, VAS represented > 50% of total growth in recurring revenues in local currency

* Attributable consolidation for Honduras for H1, full consolidation for H2.



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



* Recurring revenue = customers x mobile ARPU in local currency



:: Product penetration

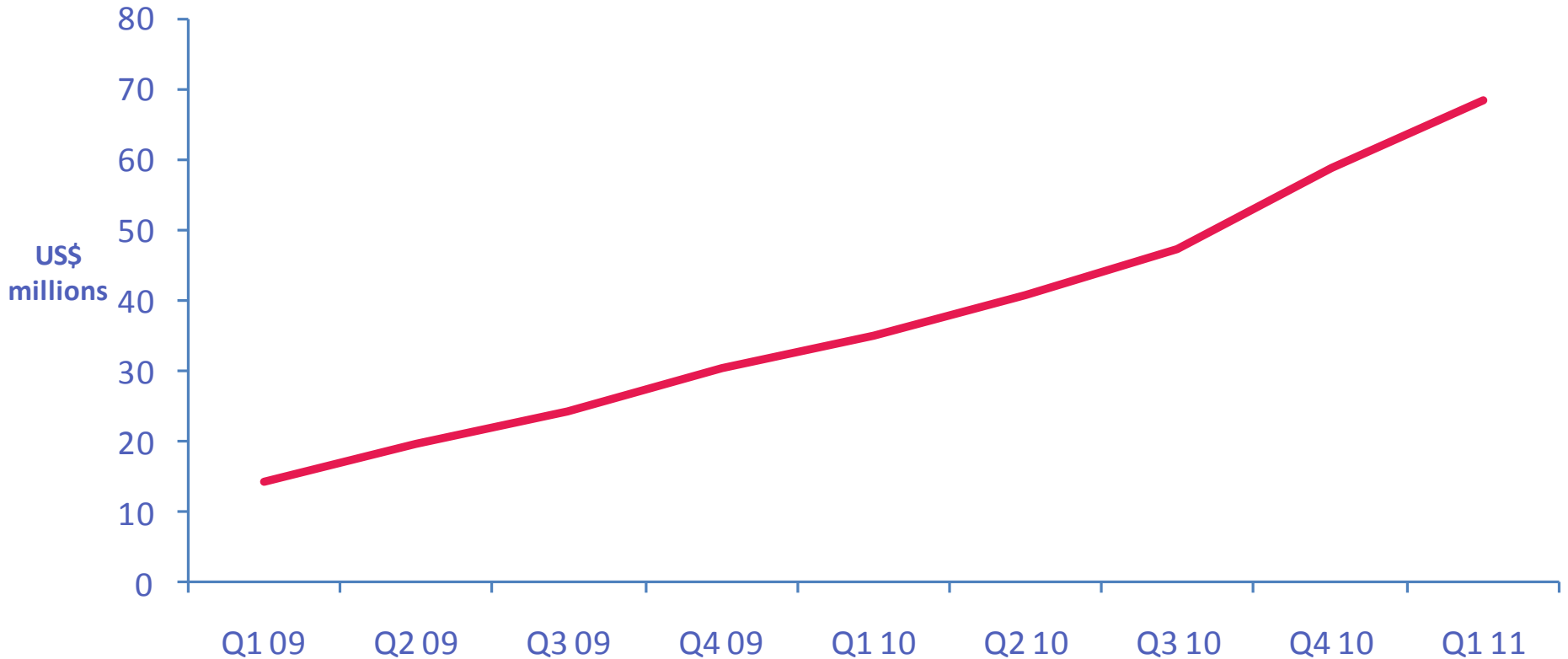
	Q1 11	Q1 10	Change (pts)	Highest market Q1 11	Lowest market Q1 11
SMS (communication)	52.5%	52.9%	-0.4	78.9%	23.4%
Ring Back Tone (entertainment)	26.6%	21.6%	+5.0	42.5%	5.5%
Data (2G+3G) out of which 3G is (information)	21.6%	18.4%	+3.2	34.9%	0.4%
	5.2%	3.1%	+2.1	11.7%	1.7%
Tigo Lends You (solutions)	34.1%	14.4%	+19.7	50.3%	4.6%
Give me balance * (solutions)	23.3%	26.3%	-3.0	42.0%	4.3%
Gift and collect * (solutions)	23.1%	27.0%	-3.9	41.8%	13.5%

* Latin America only

Room for further growth through increased penetration of existing services

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

Data revenue (2G+3G) - Latin America



Commercial investment in 3G shows good results. Data represents the largest growth opportunity for Millicom in the next three years



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

Latin America

(limited 3G services in Africa)

	Q1 11	Q1 10	Change
Customers with ARPU > \$10	37.0%	35.8%	+1.2pt
Customers with ARPU < \$10	63.0%	64.2%	-1.2pt
Total	100.0%	100.0%	

Focus on value customers, especially 3G

:: Successful innovation: Tigo Lends You

- Lending of airtime to pre-paid customers (\$0.45 on average)
- Airtime recovered and fee for the service taken when customer reloads
- Low default rate: around 1%
- Penetration rate: 34% of customers
- Positive impact on churn and revenues

:: Launch of Tigo Cash (domestic money transfer services)



Paraguay **Q3 10**

Tanzania **Q4 10**

Ghana **Q4 10**

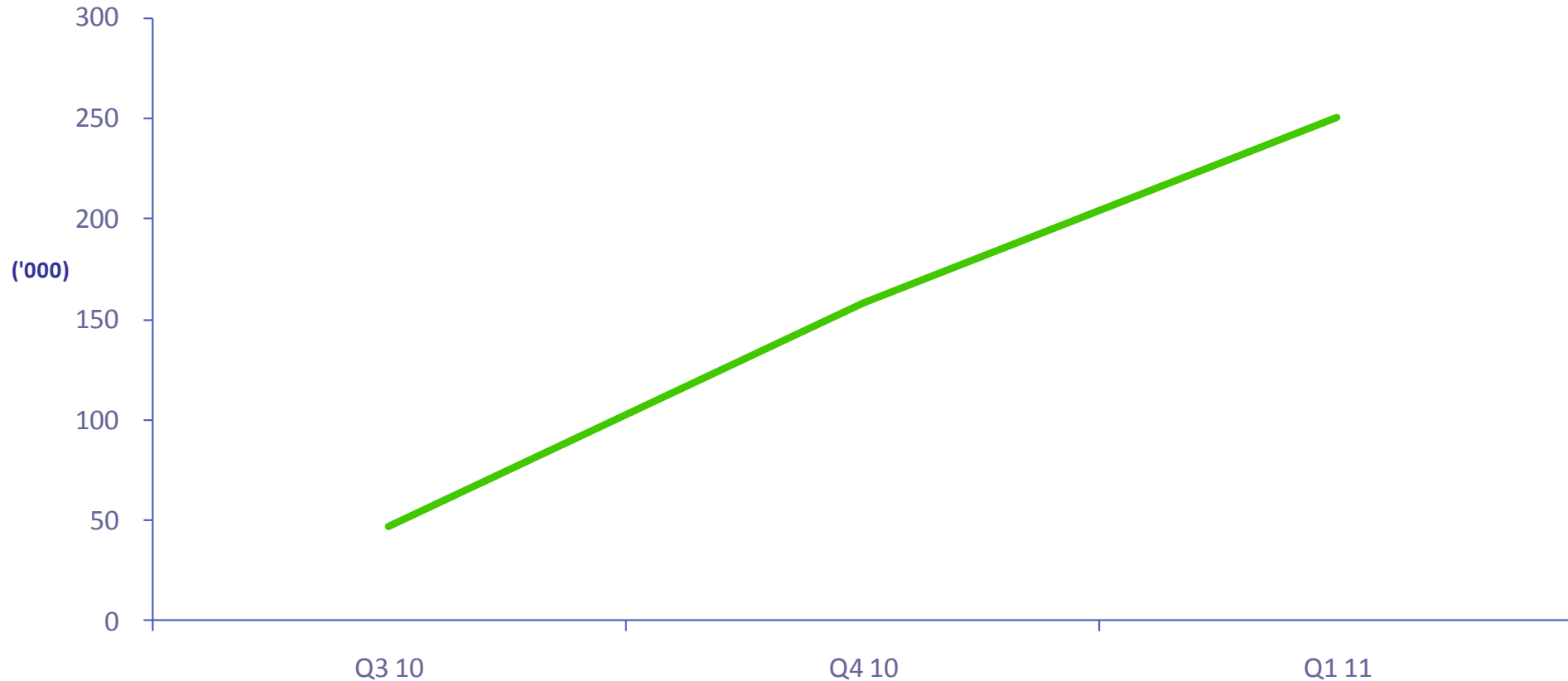
Guatemala **Q1 11**

Honduras **Q1 11**



:: Tigo Cash Paraguay (launched in Q3 2010)

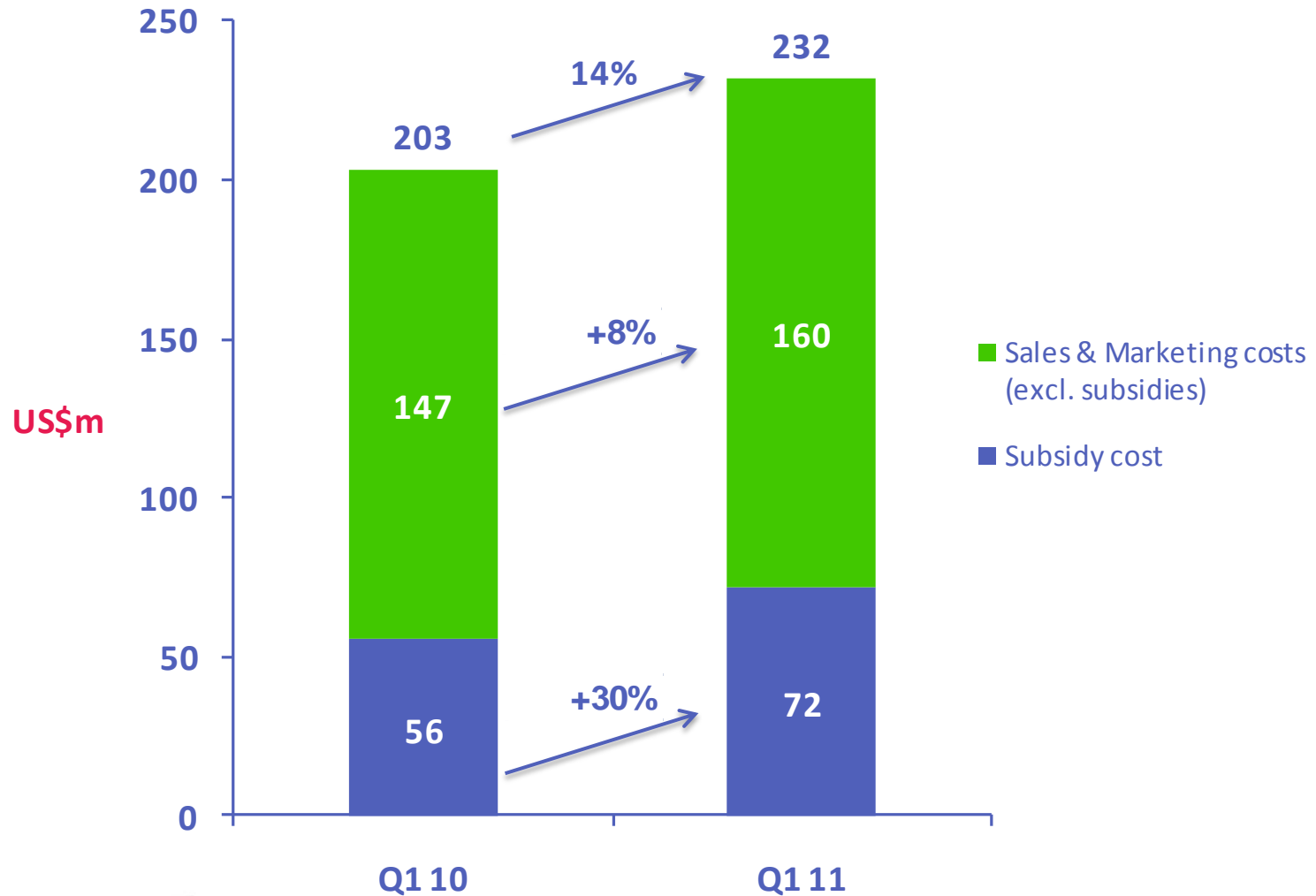
Tigo Cash no. of transactions ('000) by quarter - Paraguay



Successful innovative service with strong growth
(no. of transactions +57.8% Q1 11 vs. Q4 10)



:: Increased commercial investment in 3G and services (+14% YoY)



:: 2011 Roadmap

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



: : Guidance raised for 2011


	Original guidance	New guidance
EBITDA margin	mid 40s	> 45%
Capex *	above \$ 800 million	around \$ 850 million
OFCF** margin (as a % of revenues)	mid-teens	high teens

* excluding potential new spectrum, greenfield cable and capitalization of leasing costs for towers

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

The Tigo logo is a blue circle containing the word "tigo" in white lowercase letters with a curved line underneath the "o".

tigo

A large green circle containing white text.

Review for the
period ended
31/03/11



:: Q1 Highlights

- Highest revenue growth since beginning of 2008: 12.7% in local currency
- Strong margin (47.1% EBITDA) despite accelerated investment in 3G and services
- Further improvement in ARPU, with positive growth in both Central and South America
- Strong normalized EPS increase (+33% year-on-year)
- Increased share buy back: \$ 800 million for 2011

:: Financial Highlights Q1 YoY

US\$ million

	Q1 11	Q1 10	\$ growth	Local currency
Customers (million)	39.8	35.1	13%	
Revenues	1,081	954	13%	12.7%
EBITDA % of revenues	509 47.1%	451 47.3%	13% -0.2pt	12.4%
Capex * % of revenues	81 7.5%	101 10.6%	-20% -3.1pt	
Operating Free Cash Flow ** % of revenues	249 23.0%	253 26.5%	-1% -3.5pt	

* Excluding capitalization of leasing costs for towers (\$4 million)

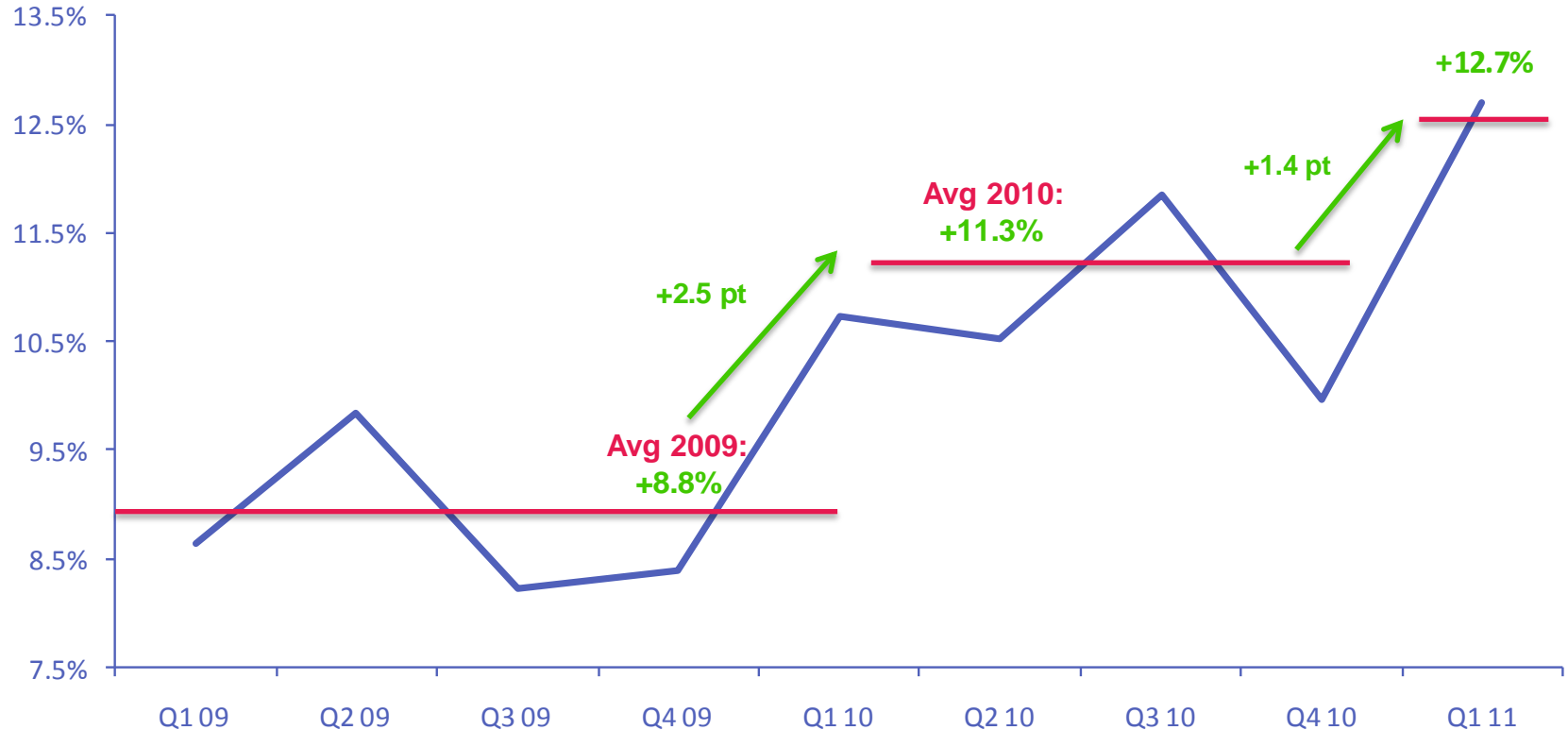
** EBITDA - CAPEX - WC movements - Taxes

Accelerated double-digit revenue growth,
stable margin despite higher Sales & Marketing
costs for 3G data / services



: : Sustained double-digit growth with some volatility by quarter

Mobile revenue growth YoY - local currency



2009, Q1 and Q2 2010 comparable, restated with Honduras at 100%



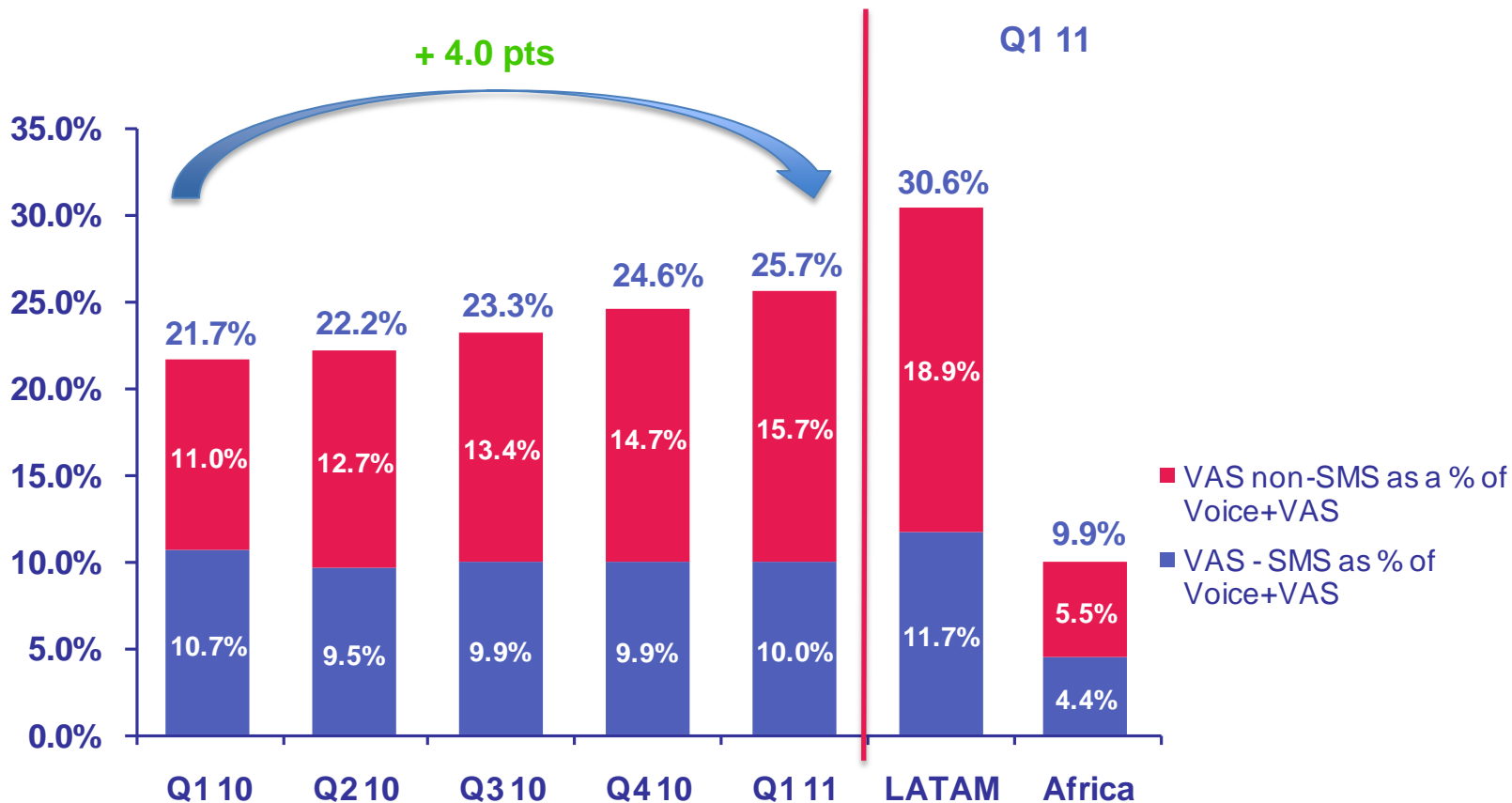
:: Revenue by service

US\$m	Q1 11	Q1 10	\$ growth	Local currency	
Voice % of Voice+VAS revenues	720 74.4%	674 78.3%	7% -3.9pt	7%	
VAS - SMS % of Voice+VAS revenues	97 10.0%	92 10.7%	5% -0.7pt	4%	} +33.4% VAS growth
VAS non-SMS % of Voice+VAS revenues	152 15.6%	95 11.0%	60% +4.6pt	62%	
Other *	112	93	20%	17%	
Total Revenues	1,081	954	13%	13%	

* Telephone & Equipment + Cable operations

Solid voice growth at 7%
Increased momentum with non-SMS VAS at +62%

:: VAS crossed the 25% revenue contribution landmark



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

In Latin america more than 30% of revenues are coming from VAS



:: Revenue by category

US\$m	Q1 11	Q1 10	\$ growth	Contribution Q1 11
Communication (voice, SMS)	819	768	7%	76%
Information (Data services)	106	66	61%	10%
Entertainment (TV, Ringback tones, games)	77	76	1%	7%
Solutions (Tigo Cash, Tigo Lends You)	24	2	n/a	2%
Others (T&E, inbound roaming, other revenues)	55	42	31%	5%
Total revenues (mobile+cable operations)	1,081	954	13%	100%

Information and Solutions categories developing well

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

Latin America	Q1 2011	Q4 2010	QoQ growth
Data users over handsets 2G+3G (millions)	5.8	6.0	-3%
Datcards users (millions)	1.2	0.9	24%
Total data users 2G+3G (millions)	7.0	6.9	2%
% of total customers	28.9%	29.2%	-0.3pt
<i>of which:</i>			
3G Data users (millions)	1.9	1.8	9%
% of total customers	7.9%	7.5%	0.4pt
Data revenues 2G+3G as % of total mobile recurring revenues	9.4%	7.8%	1.6pt
3G data revenues as % of total mobile recurring revenues	6.4%	5.3%	1.1pt
Data ARPU 2G+3G			
Handsets (US\$)	2.0	1.7	21%
Datcards (US\$)	12.5	12.6	-1%
Data ARPU 3G only			
Handsets (US\$)	4.7	3.9	21%
Datcards (US\$)	13.6	13.8	-2%

The Tigo logo is a blue circle containing the word "tigo" in white lowercase letters with a white smile-like curve under the 'o'.

tigo

The text "Regional review" is written in white inside a large green circle. The background of the slide features a family of five smiling and holding blue Tigo SIM cards. There are also several decorative elements: a blue circle with a white asterisk, a red circle, a yellow circle, and a white circle, all connected by a thin blue line. In the top left corner, there are three small circular inset images: one showing a group of people, one showing a young child on a phone, and one showing a man and woman.

Regional
review

:: Quarterly Highlights – Central America YoY

US\$m	Q1 11	Q1 10	Reported growth	Local currency growth
Customers (millions)*	13.8	13.2	5%	
Revenues	455	424	7%	5.3%
EBITDA	246	236	4%	3.0%
% of revenues	54.1%	55.6%	-1.5pt	
Capex	26	35	-25%	
% of revenues	5.7%	8.3%	-2.6pt	
Operating Free Cash Flow	130	169	-23%	
% of revenues	28.6%	39.8%	-11.2pt	

* Cellular only

Better growth through significant commercial investment in 3G/VAS. OFCF decline linked to timing of payments



:: Quarterly Highlights – South America YoY

US\$m	Q1 11	Q1 10	Reported growth	Local currency growth
Customers (millions)	10.4	9.0	16%	
Revenues	387	312	24%	20.0%
EBITDA % of revenues	165 42.6%	132 42.4%	25% +0.2 ^{pt}	20.7%
Capex % of revenues	28 7.2%	22 7.1%	25% +0.1 ^{pt}	
Operating Free Cash Flow % of revenues	102 26.4%	74 23.8%	38% +2.6 ^{pt}	

Strong growth, rising margins
and cash flow generation



:: Quarterly Highlights – Africa YoY

US\$m	Q1 11	Q1 10	Reported growth	Local currency growth
Customers (millions)	15.5	12.8	21%	
Revenues	239	217	10%	15.0%
EBITDA % of revenues	98 40.9%	83 38.4%	17% +2.5 pt	22.8%
Capex* % of revenues	26 11.0%	43 20.0%	-39% -9.0 pt	
Operating Free Cash Flow % of revenues	33 13.6%	17 7.9%	90% +5.7 pt	

* Excluding capitalization of leasing costs for towers (\$4 million)

Mid-teens revenue growth,
rising EBITDA margin



Financial review



:: Strong normalized EPS growth in Q1 11: + 33%

US\$m	Q1 11	Q1 10	\$ growth	
EBITDA	509	451	13%	
Corporate costs	-22	-17	27%	
% of revenues	2.0%	1.8%	+0.2pt	
Depreciation	-178	-173	3%	
% of revenues	16.4%	18.1%	-1.7pt	
Net Finance Costs	-45	-42	5%	
% of revenues	4.1%	4.5%	-0.4pt	
Taxes	-82	-66	24%	Colombia one off tax
% of revenues	7.6%	6.9%	+0.7pt	
Others	20	3		Forex gain in 2011
Normalized Net Profit *	202	156	30%	
% of revenues	18.7%	16.3%	+2.4pt	
No. of shares (millions)	106	109		
Normalized EPS	1.91	1.43	33%	

Focus on EPS starting to deliver
(management of finance costs and tax + share buy back)

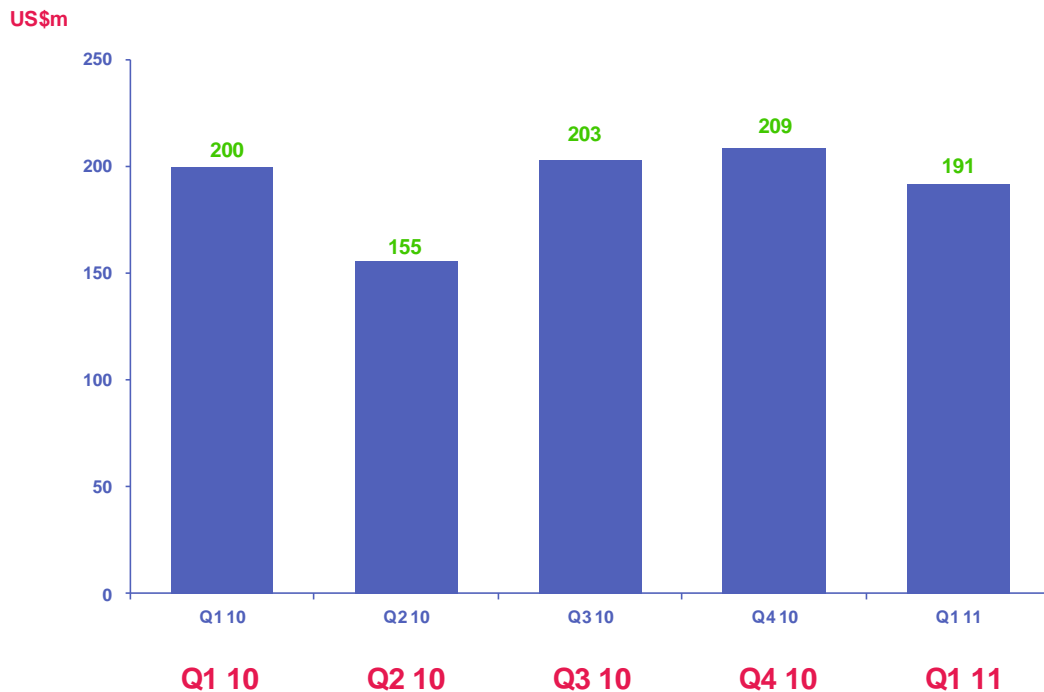
: : Strong Cash Flow generation

OFCF

US\$m

	Q1 11	Q1 10	Change
Central America	130	169	-23%
South America	102	74	38%
Africa	33	17	90%
Other (incl. Corporate)	-16	-7	
OFCF	249	253	-1%
% of revenues	23.0%	26.5%	-3.5 pt

:: Free Cash Flow



US\$m	Q1 11	Q1 10	Change
OFCF	249	253	-1%
Net Interest paid	-39	-20	96%
<u>Corporate Costs paid</u>	<u>-18</u>	<u>-14</u>	<u>30%</u>
FCF	191	200	-4%

FCF* as % of revenue

Quarter	FCF* as % of revenue
Q1 10	21.0%
Q2 10	15.9%
Q3 10	19.9%
Q4 10	19.5%
Q1 11	17.7%

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



Sustainable Free Cash Flow

:: Share buy back

- No purchases in Q1
- Program raised to \$ 800 million for full year 2011
 - Active shareholder remuneration policy
 - Excess cash
 - Disposal of Laos and towers

:: Leverage: low Net Debt/EBITDA

US\$m	Q1 11	Q4 10	Change
Gross Debt	2,338	2,352	-15
Cash *	1,274	1,076	199
Net Debt	1,064	1,276	-211
Net Debt/EBITDA **	0.5	0.6	-0.1pt

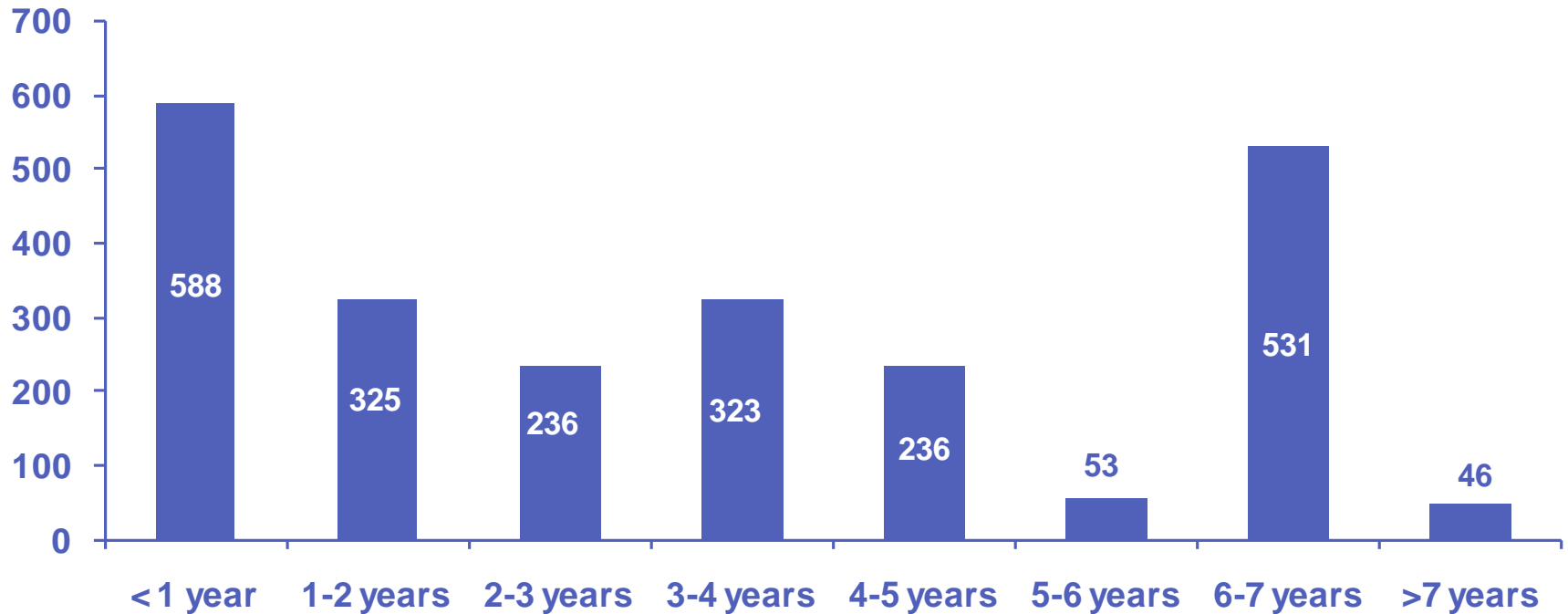
* including pledged deposits (non current) and time deposits

** (Net Debt/4)/EBITDA

Low leverage triggers higher returns to shareholders

:: Gross Debt maturity

US\$m



Average maturity at 3 years and 4 months
38% of debt at fixed rates



: : Consolidation of listing onto a single exchange

Rationale

- No need for a dual listing in today's globalized trading environment
- Simplification of listing obligations
- Additional management focus on business growth

Implications

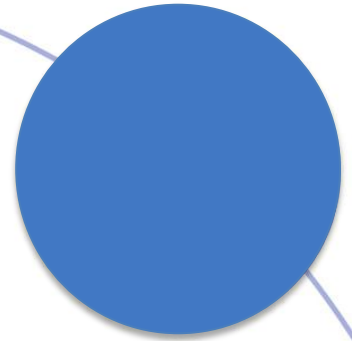
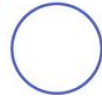
- Nasdaq OMX in Stockholm retained as single and primary listing
- Delisting from Nasdaq US
- Holders of ordinary shares invited to convert their shares to SDRs
- Company strategy, profile, communication and IR activity unchanged
- High standards of corporate governance of internal control maintained

: : Consolidation of listing onto a single exchange

Timing:

Announcement of listing consolidation	April 19, 2011
Nasdaq US delisting becomes effective	May 30, 2011 or thereafter
Nasdaq OMX becomes primary listing	May 30, 2011 or thereafter
Ability to seek deregistration from the SEC	From September 2012





Appendix

:: Overview

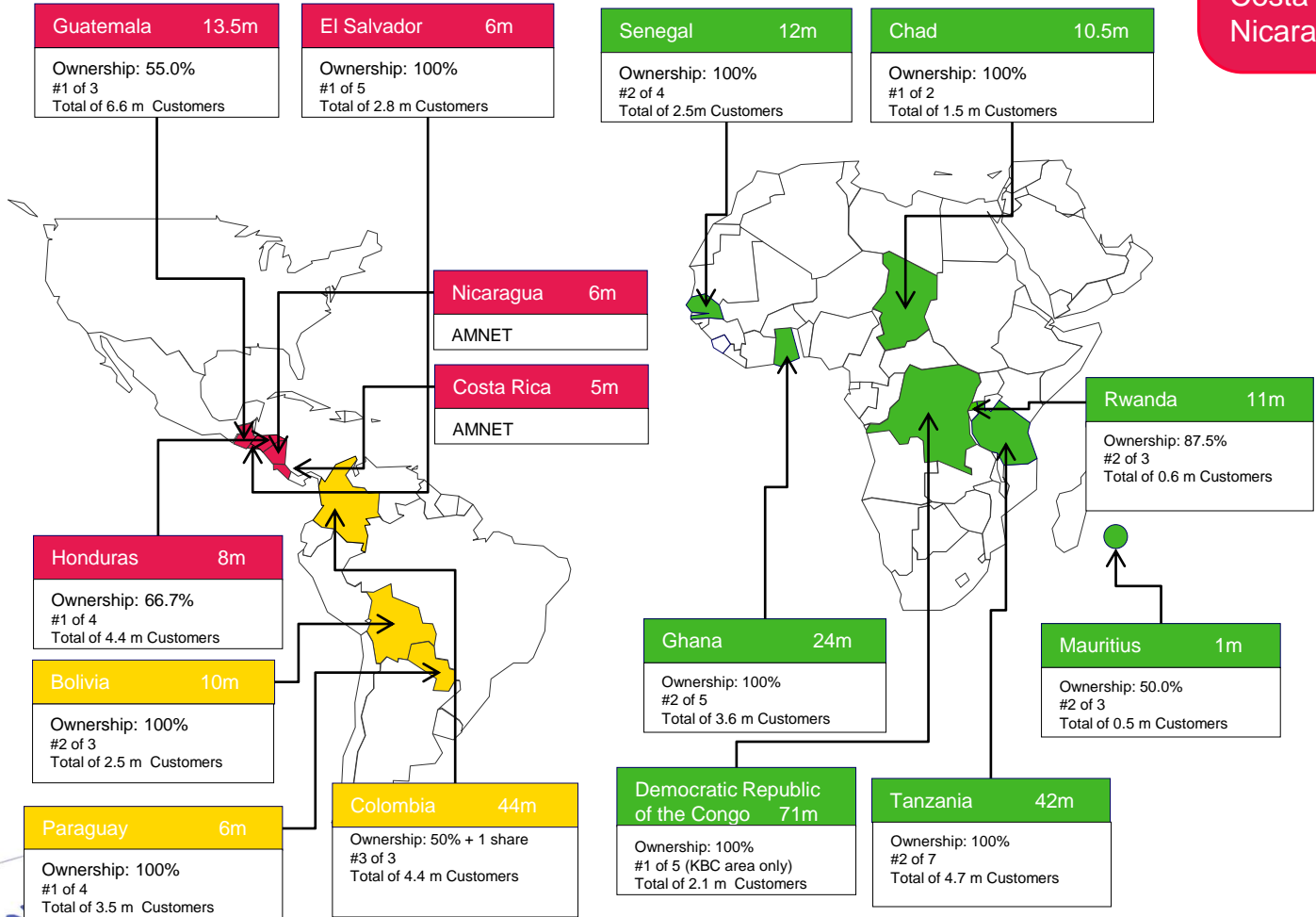
Central America:
28 m

South America:
60 m

Africa*:
172 m

Mobile operations' pops under license:
260m

Amnet: 38m
Guatemala 14m
El Salvador 6m
Honduras 8m
Costa Rica 4.5m
Nicaragua 6m



:: Mobile ARPU in local currency

US\$ (constant forex)	Q1 11	Q4 10	Q3 10	Q2 10	Q1 10
Central America	11.7	11.9	11.6	11.5	11.5
South America	11.4	11.7	11.4	11.1	11.2
Africa	5.3	5.4	5.5	5.5	5.6
<hr/>					
Total Millicom	9.1	9.3	9.2	9.2	9.3



:: YoY Local currency mobile ARPU growth

Year-on-Year local currency ARPU growth (%)				
	Total	Central Am.	South Am.	Africa
Q1 11	(2%)	1%	3%	(6%)
Q4 10	(5%)	(2%)	1%	(11%)
Q3 10	(6%)	(8%)	3%	(7%)
Q2 10	(8%)	(11%)	2%	(7%)
Q1 10	(9%)	(13%)	0%	(3%)

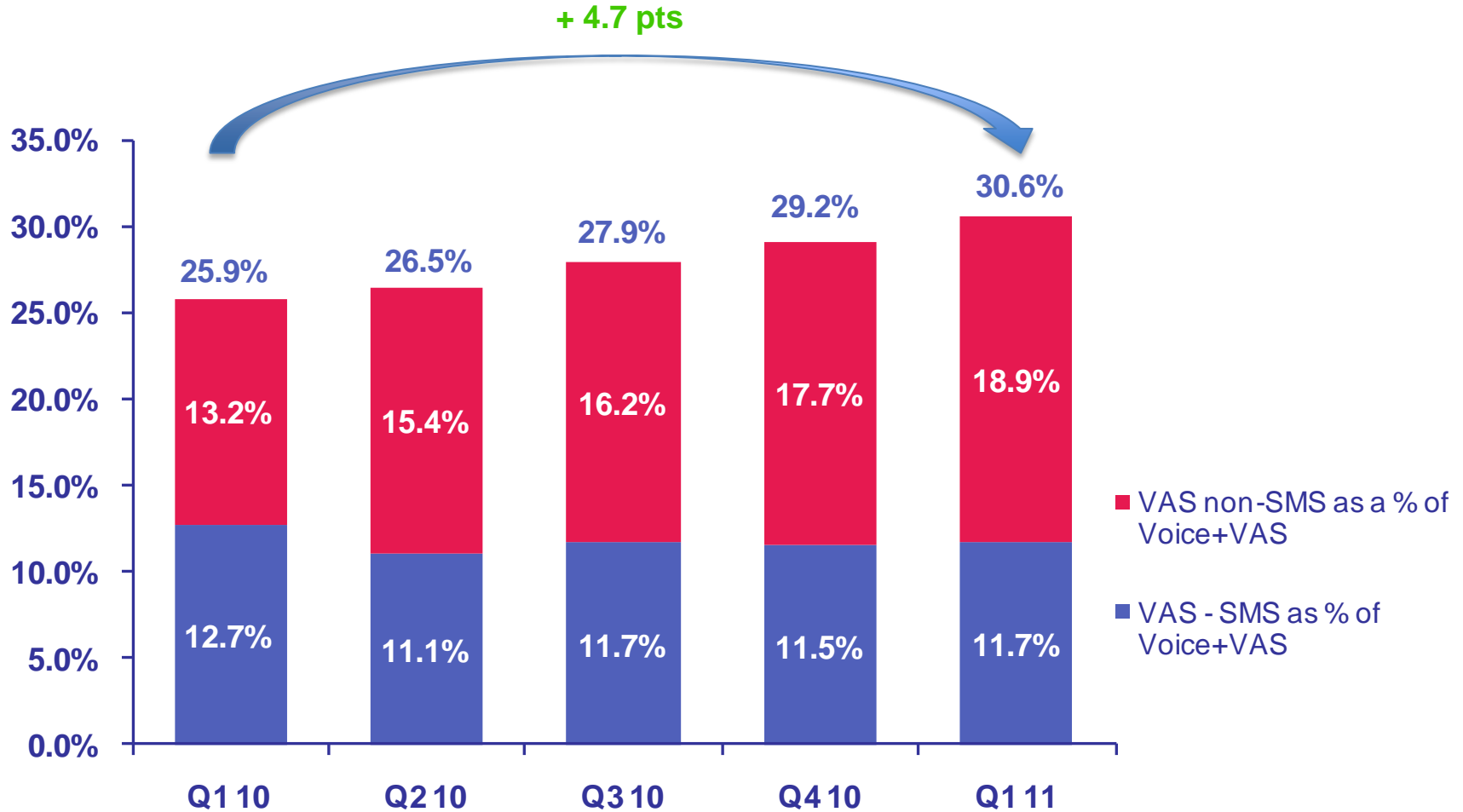
:: Revenue split by category LATAM

US\$m	Q1 11	Q1 10	\$ growth	Local currency	
Voice % of Voice+VAS revenues	511 69.4%	481 74.1%	6% -4.7pt	4%	
VAS - SMS % of Voice+VAS revenues	86 11.7%	82 12.7%	5% -1.0pt	2%	} +33.4% VAS growth
VAS non-SMS % of Voice+VAS revenues	139 18.9%	85 13.2%	62% +5.7pt	63%	
Other *	106	88	21%	28%	
Total Revenues	842	736	14%	13%	

* Telephone & Equipment

Positive growth in voice at +4% in Q1
Good momentum in non-SMS VAS at +63%

:: LATAM



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

VAS revenue 30.6% of mobile revenues (Voice + VAS)



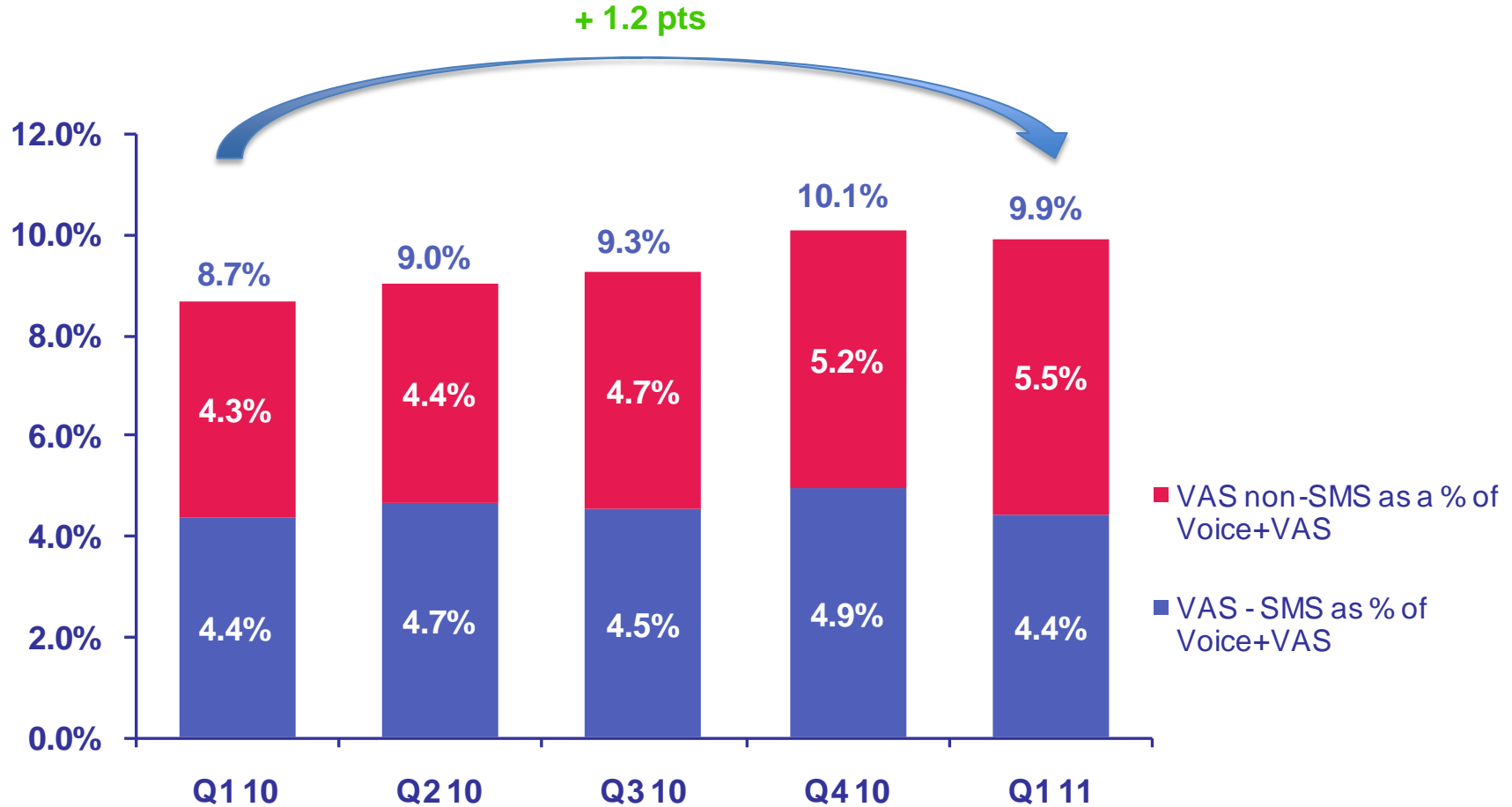
:: Revenue split by category Africa

US\$m	Q1 11	Q1 10	\$ growth	Local currency	
Voice % of Voice+VAS revenues	210 90.1%	193 91.3%	9% -1.2	13%	
VAS - SMS % of Voice+VAS revenues	10 4.4%	9 4.4%	11% +0.0pt	19%	} +33.5% VAS growth
VAS non-SMS % of Voice+VAS revenues	13 5.5%	9 4.3%	40% +1.2pt	48%	
Other *	6	6	10%	13%	
Total Revenues	239	217	10%	15%	

* Telephone & Equipment

Voice growth at 13%
Good momentum in non-SMS VAS at +48%

:: Africa



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

VAS revenue 9.9% of mobile revenues (Voice + VAS)



:: SIM card registration

Market	Starting date for registration	Registration deadline	% of customer base registered at March 31, 2011	% of revenues from customer base registered at March 31, 2011
Tanzania	June 1, 2009	July 15, 2010 MOAT* agreement granted extension to October 15, 2010.	96%	99%
DRC	Dec 12, 2009	Full registration mandatory for all customers since December 12, 2009. No formal deadline for registration.	91%	85%
Ghana**	Feb, 2010	Full registration for new customers since July 1, 2010. Existing customers must be registered by June 30, 2011.	74%	71%
Chad	Aug, 2010	May 11, 2011	65%	81%

* Mobile Operators Association Tanzania

** 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
			Q1 11	Q1 10		Q1 11	Q1 10	
Central America	Guatemala	GTQ	7.66	7.99	4%	7.83	8.22	5%
	Honduras	HNL	18.90	18.90	0%	18.90	18.90	0%
	Nicaragua	NIO	22.15	21.09	-5%	22.01	20.96	-5%
	Costa Rica	CRC	499.00	523.65	5%	505.19	550.57	8%
South America	Bolivia	BOB	7.01	7.02	0%	6.99	7.02	0%
	Colombia	COP	1,873.20	1,920.35	2%	1,891.70	1,961.05	4%
	Paraguay	PYG	4,115.00	4,745.00	13%	4,497.50	4,736.43	5%
Africa	Ghana	GHS	1.52	1.42	-7%	1.52	1.43	-6%
	Mauritius	MUR	28.84	30.84	6%	29.69	30.45	2%
	Senegal/Chad	XAF	462.40	484.55	5%	477.05	474.74	0%
	Rwanda	RWF	600.53	573.52	-5%	598.38	572.43	-5%
	Tanzania	TZS	1,505.00	1,359.50	-11%	1,485.69	1,349.13	-10%



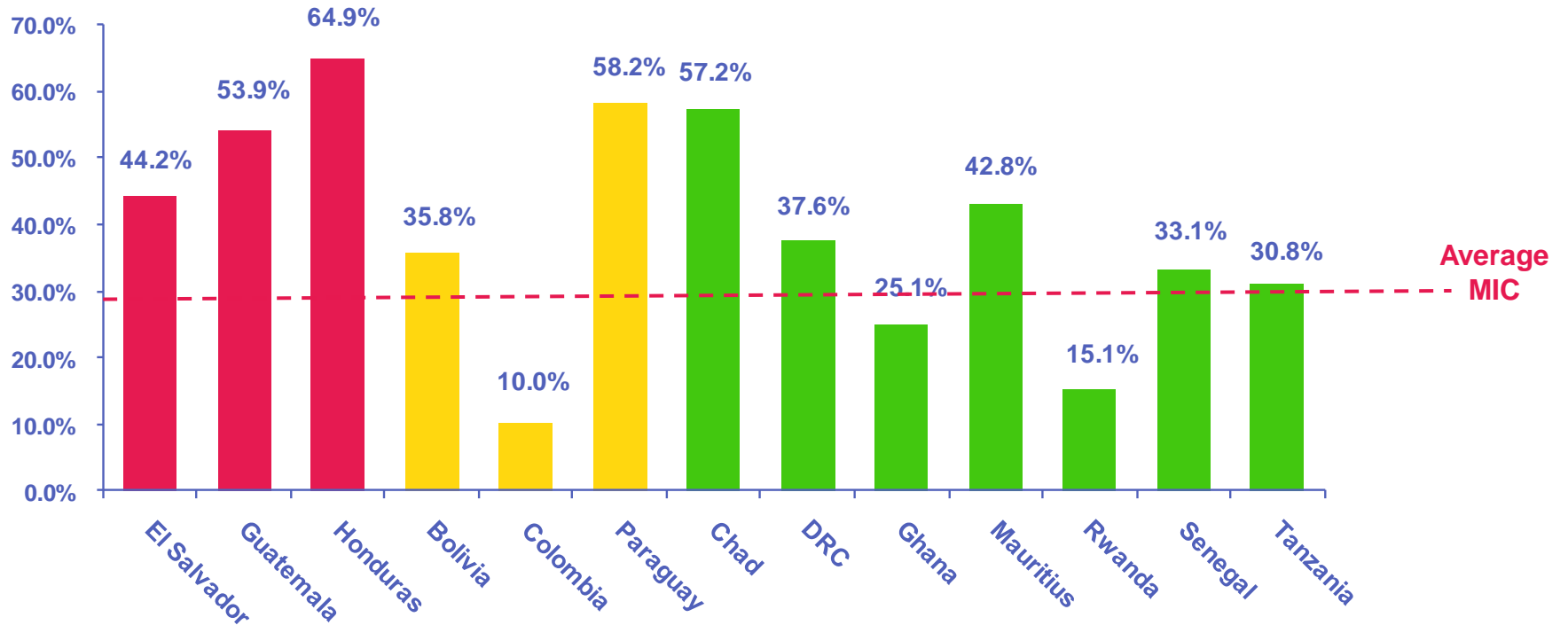
:: Market Share

CAM
Avg Market Share
54.4%

SAM
Avg Market Share
18.2%

Africa
Avg Market Share
30.8%

MIC
Avg Market Share
29.9%



Increase QoQ

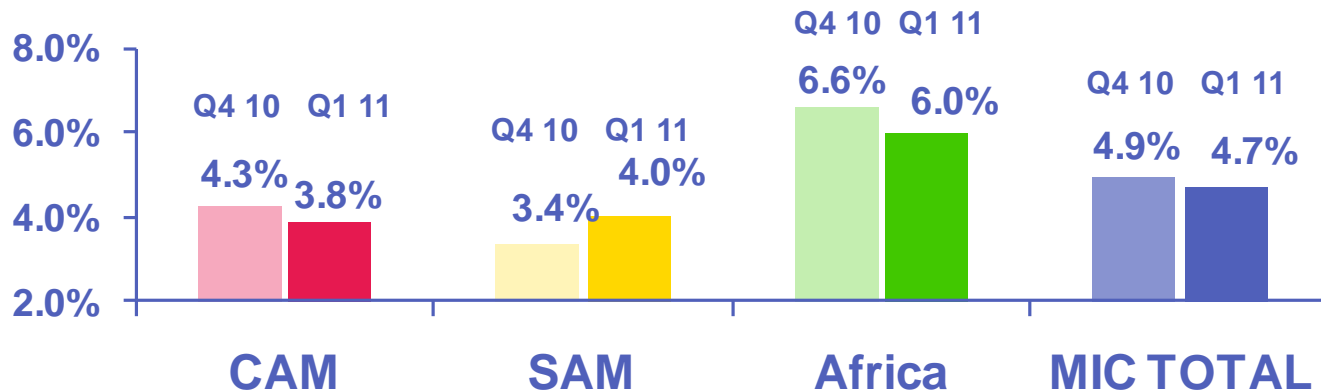
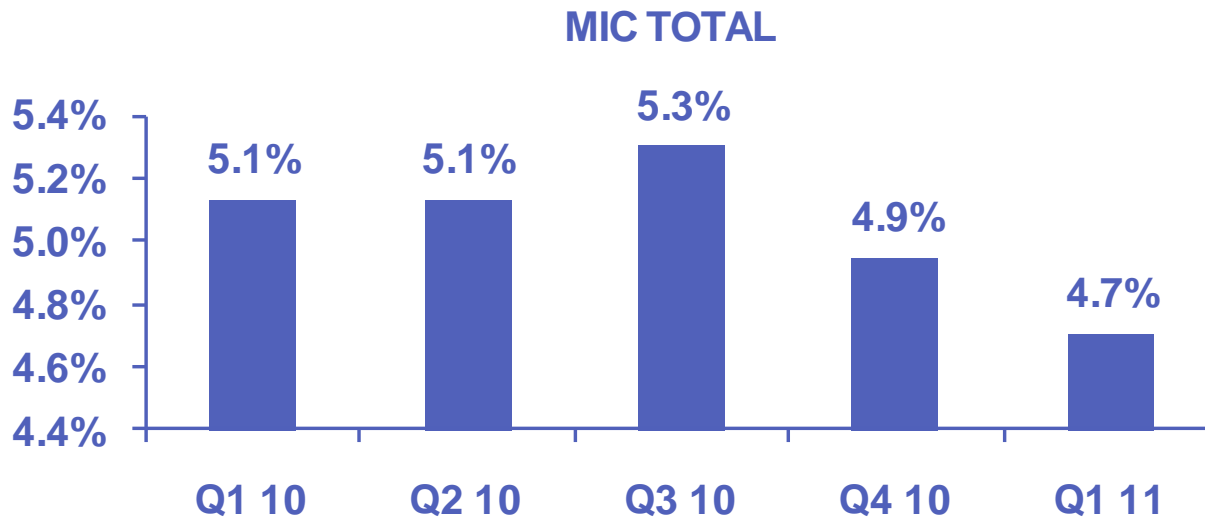
Guatemala
Honduras
Senegal
Chad
Paraguay
Mauritius
Colombia
Bolivia
Rwanda

Decrease QoQ

DRC
Tanzania
El Salvador
Ghana

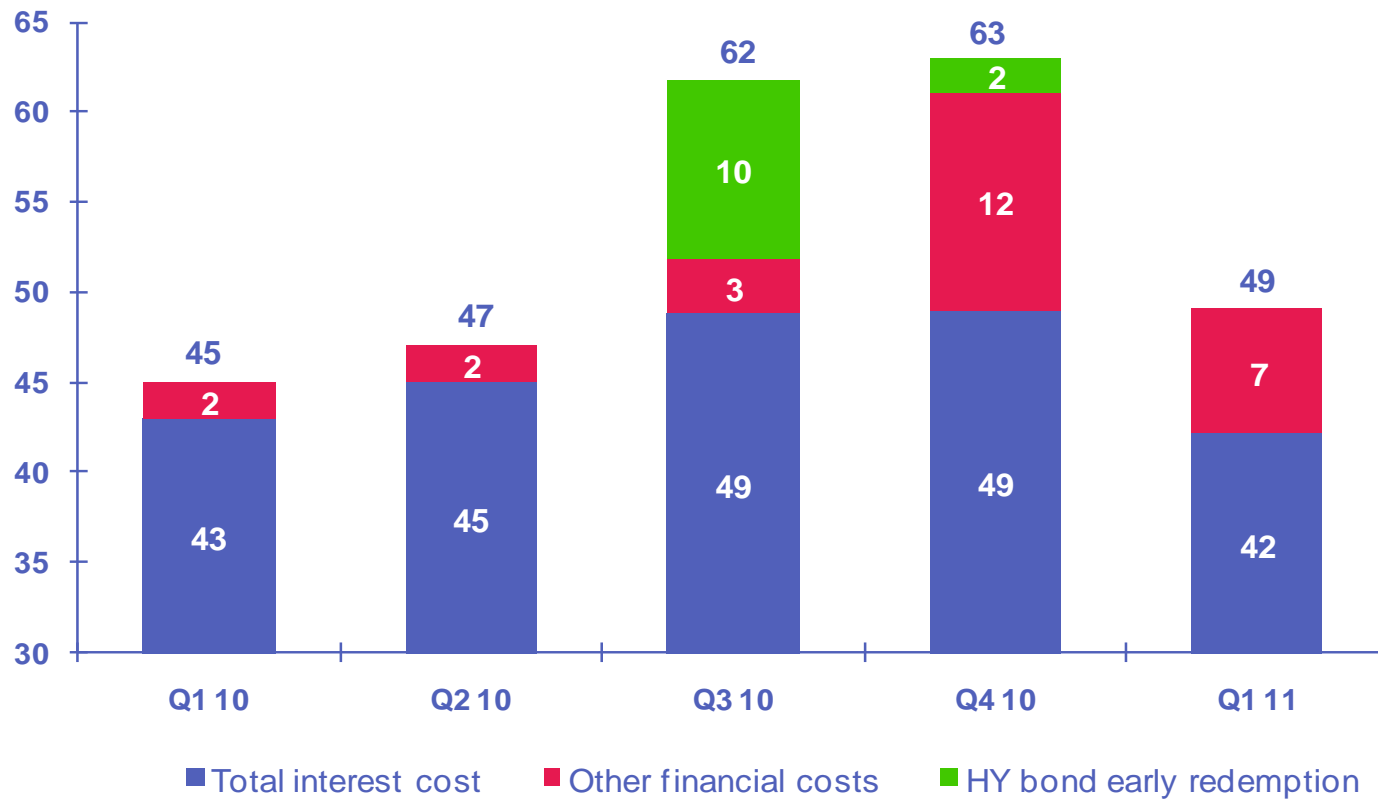


:: Decline in churn



Increased loyalty through VAS and mandatory registration

:: Quarterly Interest expense



	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11
Effective rate	7.2%	7.3%	7.1%	7.4%	7.2%

Effective rate calculated on loan interest expenses

Stable finance costs.
 Main benefit of debt restructuring appears in tax line



:: Taxes

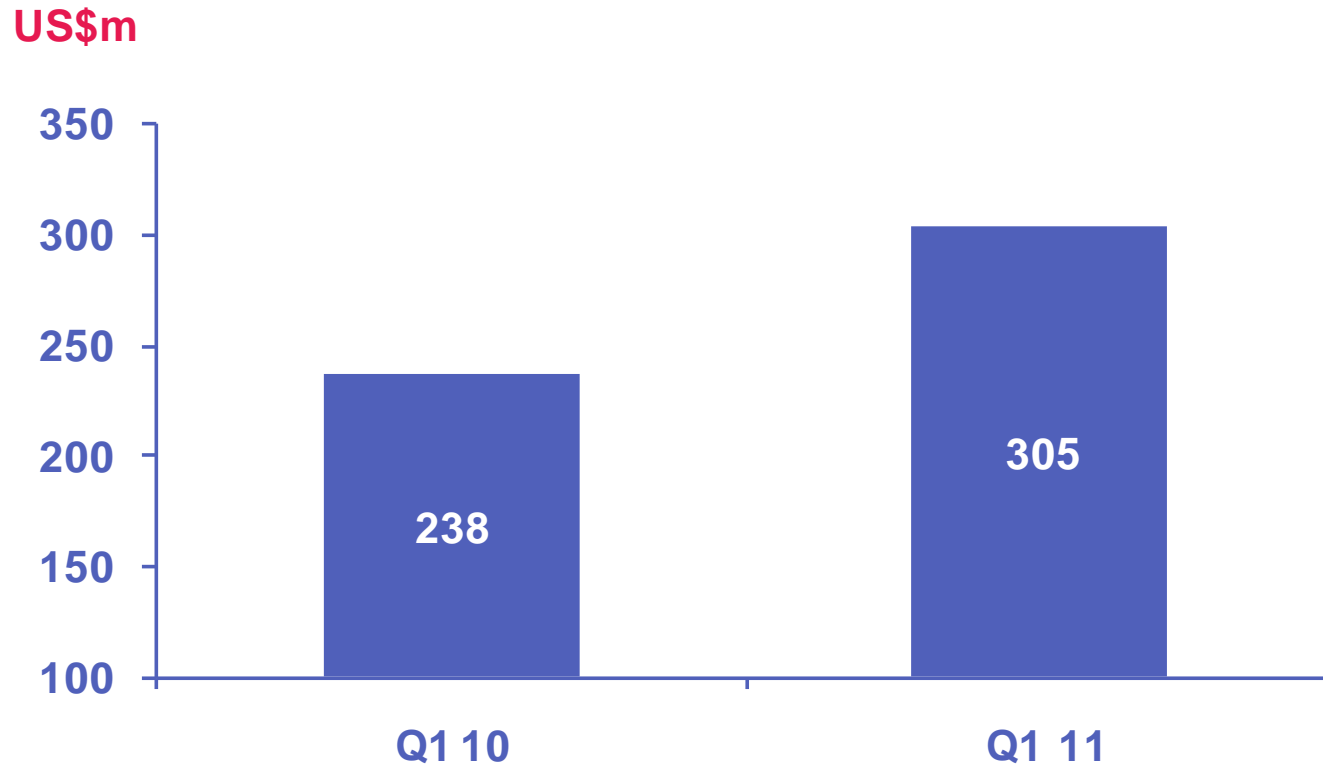
US\$m	Q1 11	Q1 10	Change
PBT	281	221	28%
Taxes	82	66	24%
Effective tax rate *	24.3%	29.9%	-5.6 pt

* for Q1 11 excluding one-off tax in Colombia (\$14 million)

Initial benefits of tax planning
(transfer pricing, debt push-down, etc.)

: : Increased cash repatriation

Net cash upstream



Cash upstream > FCF



:: Market Overview – by Segment

Millicom Segments	Central America	South America	Africa	Total
Market Overview				
Population (million)	28	60	172	260
Mobile Penetration	88.3%	91.1%	43.2%	63.9%
Operational Data				
Total Mobile customers (000)	13.8	10.4	15.5	39.8
Attrib. Customers (000)	10.8	10.4	15.3	36.6
Capex (\$m- excl Corporate)	26	28	26	81
Capex as % of revenue	5.7%	7.2%	11.0%	7.5%
Churn	3.8%	4.0%	6.0%	4.7%
Cell sites '000	5.0	4.7	4.1	13.7
Outlets 000'	149	172	352	673
Key Financials (Attributable)				
Revenue (\$m)	455	387	239	1,081
EBITDA (\$m)	246	165	98	509
EBITDA Margin	54.1%	42.6%	40.9%	47.1%

:: Market Overview LATAM

Latin America	Central America			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	44	6
GDP per Pop (PPP) \$	7,300	5,200	4,200	4,800	9,800	4,900
Mobile Penetration	102.1%	84.7%	84.1%	66.4%	96.5%	93.0%
Market Position	One of Five	One of Three	One of Four	Two of Three	Three of Three	One of Four
Market Share	44.2%	53.9%	64.9%	35.8%	10.0%	58.2%
Operational Data						
Total Customers / RGUs	2,792,615	6,595,740	4,428,227	2,501,488	4,441,762	3,491,363
Cell sites	935	2,607	1,445	913	2,860	896
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

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	71	24	1	11	12	42
GDP per pop (PPP) \$	1,800	300	1,600	13,500	1,100	1,900	1,500
Mobile Penetration	24.3%	42.4%	58.0%	86.8%	33.3%	62.0%	35.6%
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	57.2%	37.6%	25.1%	42.8%	15.1%	33.1%	30.8%
Operational Data							
Total Customers	1,544,550	2,149,947	3,572,507	477,923	569,556	2,526,432	4,671,263
Cell sites **	361	764	803	274	181	589	1,101
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

** for DRC 552 sites are active

*** Only Kinshasa/ Bas Congo area

(p): proportionally consolidated

Source for population and GDP: CIA World Factbook



Merci

thank
you!



Gracias