

## Millicom International Cellular S.A

**Q2 2009 Investor Presentation** 

#### :: Overview

#### Millicom is:

- A leading operator of mobile telephony services in emerging markets with 31m customers
- Operating in 13 countries with 260 million potential customers under license
- Strong market positions having successfully grown its market share through investment
- Mainly pre-paid voice but growing VAS and broadband services
- Success based on 3A's Strategy by focusing on Affordability, Accessibility and Availability
- The Tigo brand

#### :: Overview

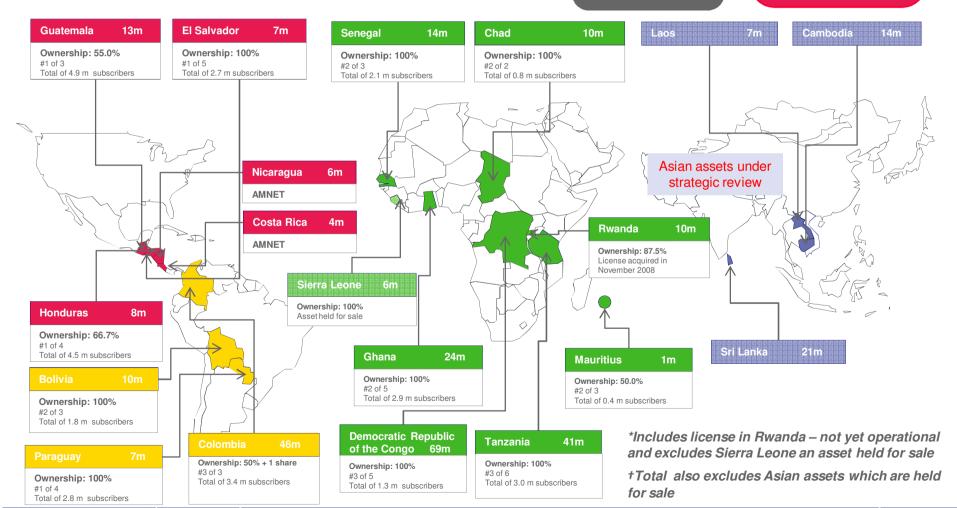
Central America: 28 m

South America: 63 m

Africa\*: 169 m

Mobile operations' pops under license\*†: 260m

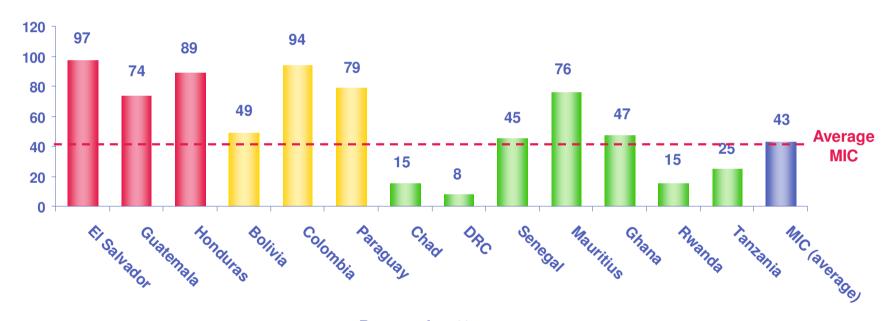
Amnet: 38m
Guatemala 13m
El Salvador 7m
Honduras 8m
Costa Rica 4m
Nicaragua 6m



#### :: Penetration rates

CAM Avg penetration 83% SAM Avg penetration 85% Africa
Avg penetration
21%

MIC Avg penetration 43%



**Penetration %** 

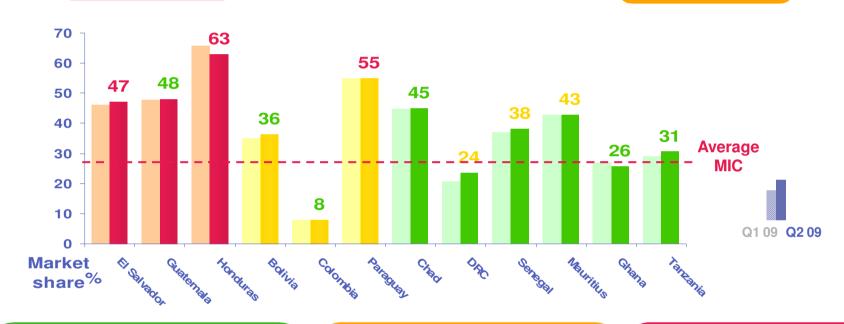
Low penetration in Africa = future growth opportunities

#### :: Market share evolution QoQ

CAM
Avg Market Share
52.4%

SAM Avg Market Share 15.4% Africa
Avg Market Share
30.2%

MIC Avg Market Share 27.9%



#### Increase

El Salvador (market leader)
Guatemala (market leader)
Bolivia
Chad
DRC
Senegal
Tanzania

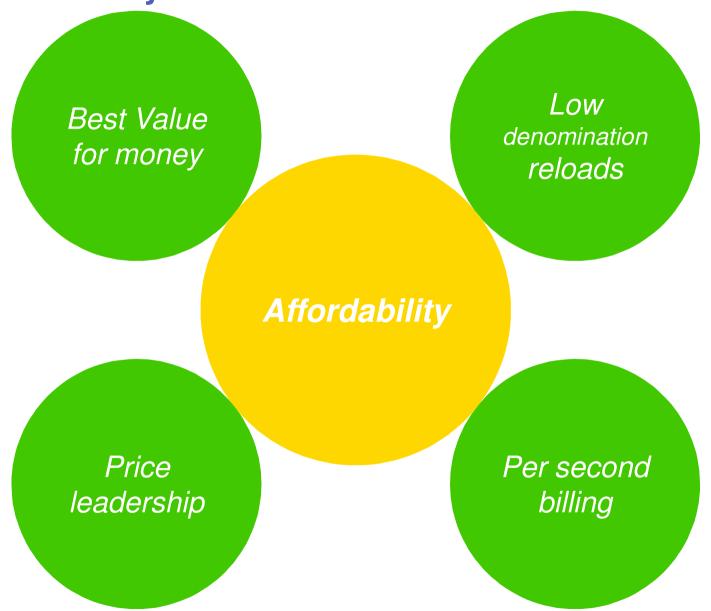
#### Stable

Colombia
Paraguay (market leader)
Mauritius

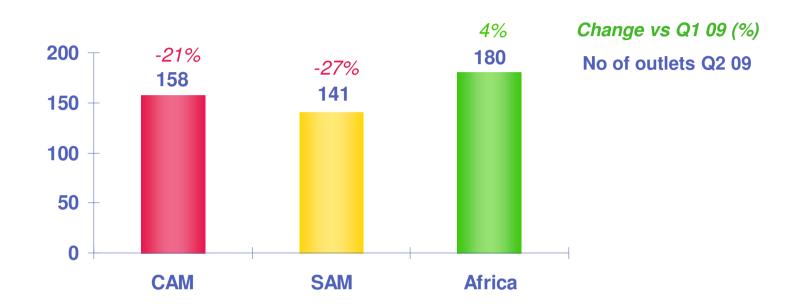
#### **Decrease**

Honduras (market leader)
Ghana

### :: Affordability



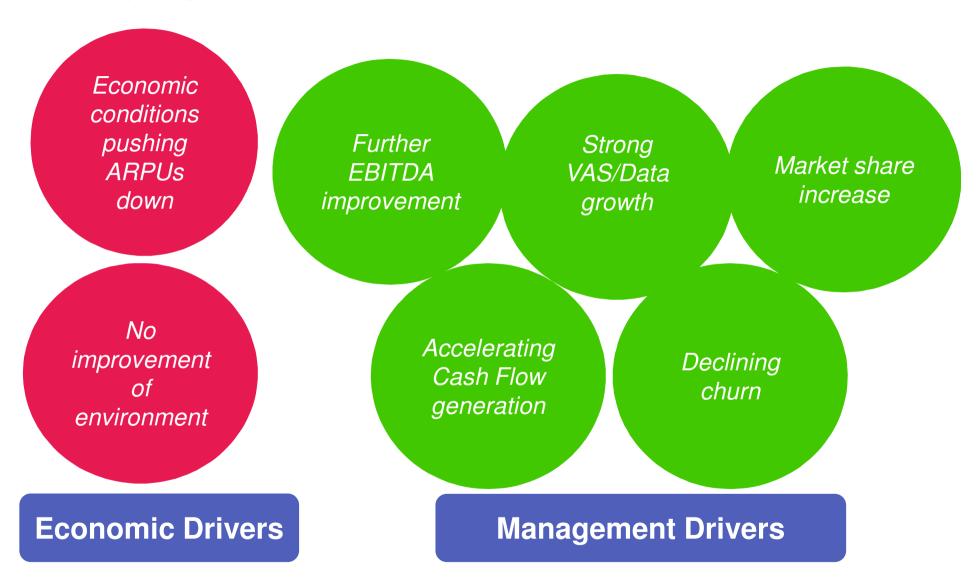
### :: Number of Outlets ('000)



**Total number of Outlets: 561 K** 

**New Distribution Management System under implementation in Central and South America** 

## :: Highlights



## :: Financial Highlights YoY

US\$m	Q2 09	Q2 08	Change YoY				
Subscribers ('000)	30,758	24,664	25%				
Revenues	814	774	5%				
EBITDA % of revenues	<b>371</b> 45.6%	<b>326</b> 42.2%	14% +340	bp			
Net Profit	114	132	-13%				
Capex % of revenues	<b>157</b> 19%	<b>342</b> 44%	-54%				
Operating Free Cash Flow * % of revenues	<b>120</b> 14.7%	<b>-88</b> -11.4%					
Free Cash Flow ** % of revenues	<b>59</b> 7.2%	<b>-130</b> -16.8%					
* EBITDA - CAPEX - WC movements - Taxes  ** OFCF - Interest - Corporate costs							

Improvement of EBITDA margin by 340 bp Strong Cash Flow generation

### :: Revenue growth – Forex impact

US\$m



Revenue growth from underlying performance of 11%

Forex loss of 12%

### :: Revenue growth – Forex effect by region

US\$m	Revenue Q2 08	Local currency growth	Forex growth	Acquisitions growth	Revenue Q2 09	Growth
Central America	342	0%	-3%		332	-3%
South America	254	16%	-18%		249	-2%
Africa	178	23%	-20%		183	3%
Non Cellular				6%	50	
Total MIC	774	11%	-12%	6%	814	5%

Strong growth in South America (+16%) and Africa (+23%) in local currency

Significant Forex impact in South America and Africa

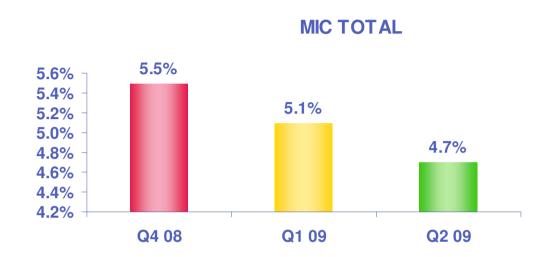
### :: Revenue split by category

US\$m	Q2 09	Q2 08	\$ growth	Local currency growth
Airtime % of Mobile Revenues	<b>572</b> 82%	<b>598</b> 86%	-4%	<b>7</b> %
VAS/SMS/3G % of Mobile Revenues	130 18%	<b>100</b> 14%	30%	47%
Other *	112	76	48%	63%
Total Revenues	814	774	5%	11%
* Telephone & Equipment + Amnet	-Navega			

VAS/SMS/3G revenue 18% of mobile revenue

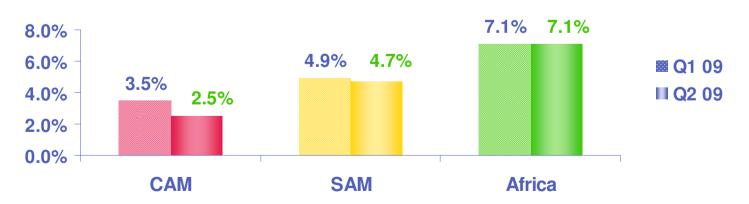
VAS/SMS/3G revenue growth of 47% YoY in local currency

#### :: Churn evolution



Churn decreasing by 0.4%

#### **Churn by Region QoQ**



### :: Impact of economic crisis

#### **EM Economies affected:**

- slow-down of remittances in Central America (-13% in Q2 09 YoY)
- decline in tourism
- return of inflation (Ghana)

#### Change in consumer behavior:

- more on-net calls
- fewer cross-net calls
- less roaming
- reduced incoming international calls
- more buying on promotion
- increase in multiple SIM usage



### :: Managing through the crisis

- increased customer understanding and segmentation
- secure affordability
- review cost structure
- adapt Capex to reduced needs

# **Quarterly Highlights**





## :: Quarterly Highlights – Central America YoY

US\$m	Q2 09	Q2 08	\$ growth	Local currency growth
Subscribers ('000)	12,123	10,276	18%	
Revenues	332	342	-3%	0%
EBITDA % of revenues	<b>187</b> 56%	187 55%	0% 190	<b>3</b> % bp
Capex % of revenues	<b>20</b> 6%	<b>93</b> 27%	-79%	
Operating Free Cash Flow % of revenues	<b>100</b> 30%	<b>20</b> 6%	400%	

## :: Quarterly Highlights – South America YoY

US\$m	Q2 09	Q2 08	\$ growth	Local currency growth
Subscribers ('000)	8,060	6,912	17%	
Revenues	249	254	-2%	16%
EBITDA	97	82	17%	41%
% of revenues	39%	32%	641	bp
Capex	45	110	-59%	
% of revenues	18%	43%		
Operating Free Cash Flow	48	-19		
% of revenues	19%	-7%		

## :: Quarterly Highlights – Africa YoY

US\$m	Q2 09	Q2 08	\$ growth	Local currency growth
Subscribers ('000)	10,575	7,476	41%	
Revenues	183	178	3%	23%
EBITDA % of revenues	<b>62</b> 34%	<b>57</b> 32%	<b>9</b> % 189	<b>35%</b> bp
Capex % of revenues	<b>72</b> 39%	139 78%	-48%	
Operating Free Cash Flow % of revenues	1 1%	<b>-70</b> -39%		

## :: Quarterly Highlights – Amnet + Navega

US\$m	Q2 09	Q1 09	Growth	
			QoQ	
Gross Revenues Intercompany revenues	<b>53</b> -3	<b>44</b> -1	20%	
Net Revenues	50	43	16%	
EBITDA	25	17	44%	
% of revenues *	47%	38%	850	bp
Capex **	20	18	10%	
% of revenues	38%	41%		
Operating Free Cash Flow	-9	1		
% of revenues	-17%	2%		
* EBITDA margin includes intercom	pany revenue			
** High Capex level due to phasing	-			

### :: Amnet - Highlights

Revenue Generating Units +87K (+18%) vs Q2 08

Broadband revenues up by 24% vs Q2 08

Homes passed growth of 12% vs Q2 08

Cable revenues up by 5% vs Q2 08

# Financial review

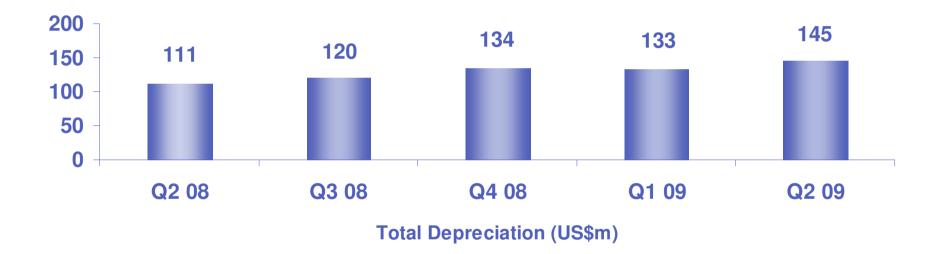


### :: Quarterly Capex

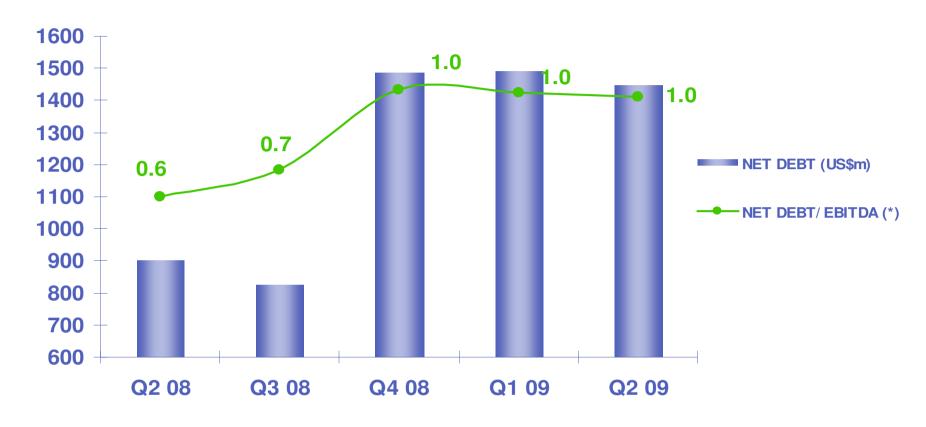


### **CAPEX** adjusted to growth

### :: Quarterly Depreciation



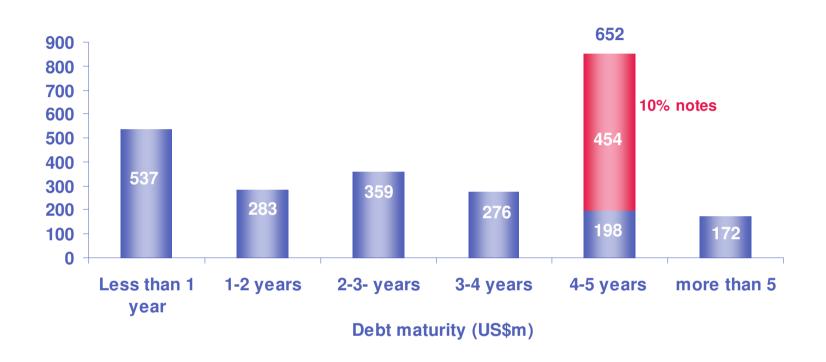
### :: Quarterly Net Debt/EBITDA ratio



(\*) Net Debt/EBITDA= Closing Net Debt/(Q2\*4)
Not restated for Asian disposal

Stabilization of debt at low level

### :: Debt maturity as at 30.06.2009

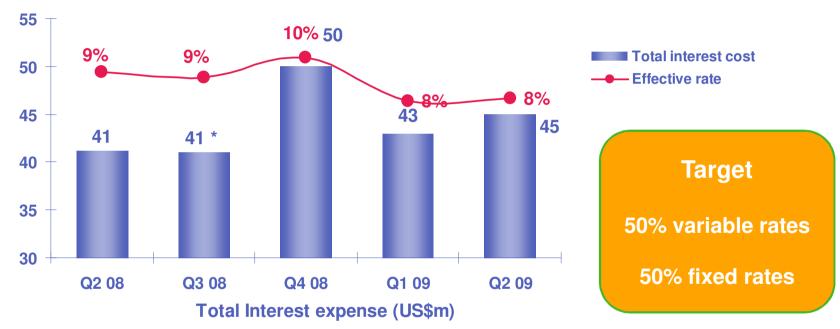


**Average maturity above 3 years** 

Post-closing, commitment from 4 banks to refinance Amnet bridge.

Documentation in progress.

### :: Quarterly Interest expense

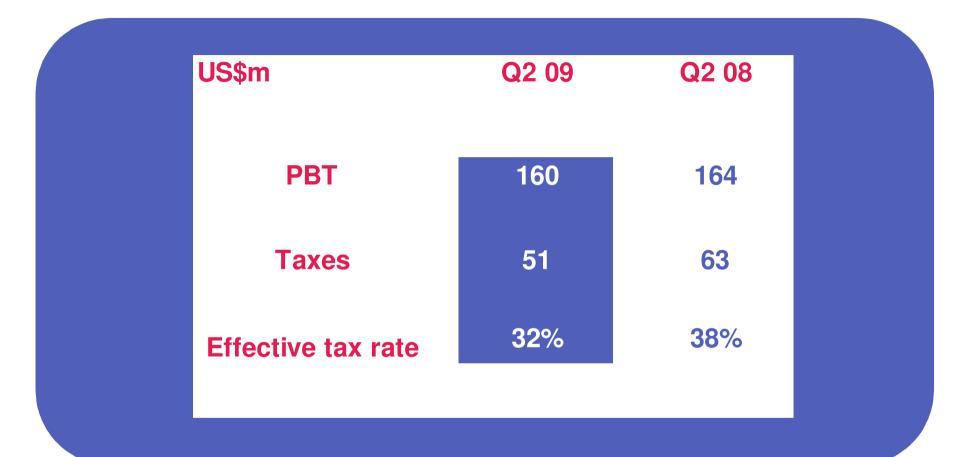


\* Of which 13 m due to change of estimate of HY notes early redemption costs

Not restated for Asian disposal

Benefit of declining rates on variable rate debt portion

#### :: Taxes



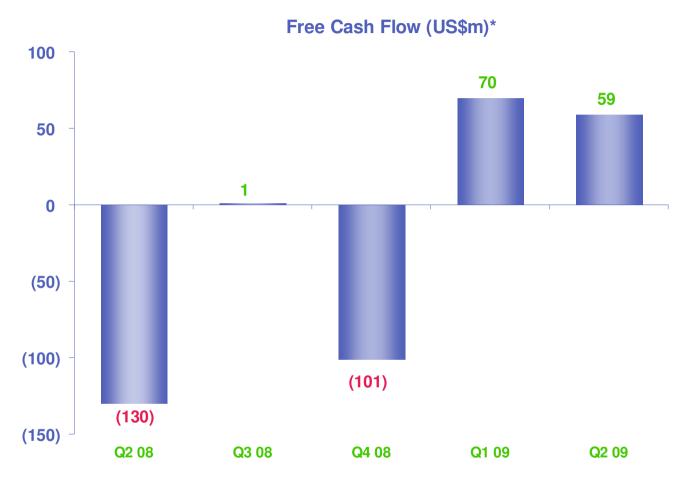
Increased tax rate due to zero tax base in Colombia and DRC

### :: Quarterly EPS

■ EPS
■ Normalized EPS \*



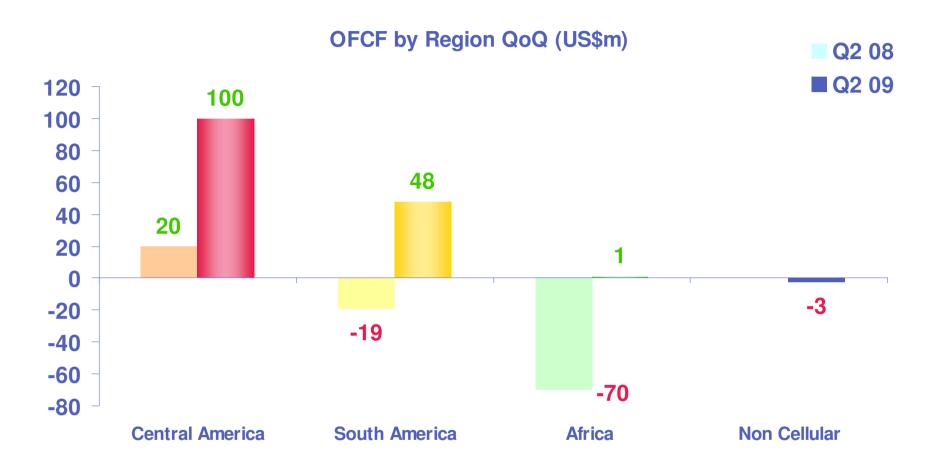
#### :: Free Cash flow



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

Positive Free Cash Flow: 14% of revenues in Q2 09

### :: Operating Free Cash Flow by region



Positive OFCF in Central America, South America and Africa

### :: Cash flow

US\$m	H1 09	H1 08
Net cash provided by operating activities	559	456
Cash used by investing activities	-492	-553
Cash (used) provided by financing activities	126	-156
Net cash from continuing operations	193	-253
Discontinued operations	-32	-29
Exchange rate changes	-2	11
Net (decrease) increase in cash and cash equivalents	159	-271
Cash and cash equivalents, ending	833	904
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#### :: Outlook Full Year 2009

Stabilization of EBITDA Margin at current level

Capex around
US\$m
750 (adjusted
for Asia around
100m)

OFCF\* as a % of revenue in mid-teens

\* OFCF= Operating Free Cash Flow (before Interests and Corporate Costs)

:: Asia

Sales process of Asia in progress

Completion expected by Q1 2010

### :: Use of cash proceeds from Asia

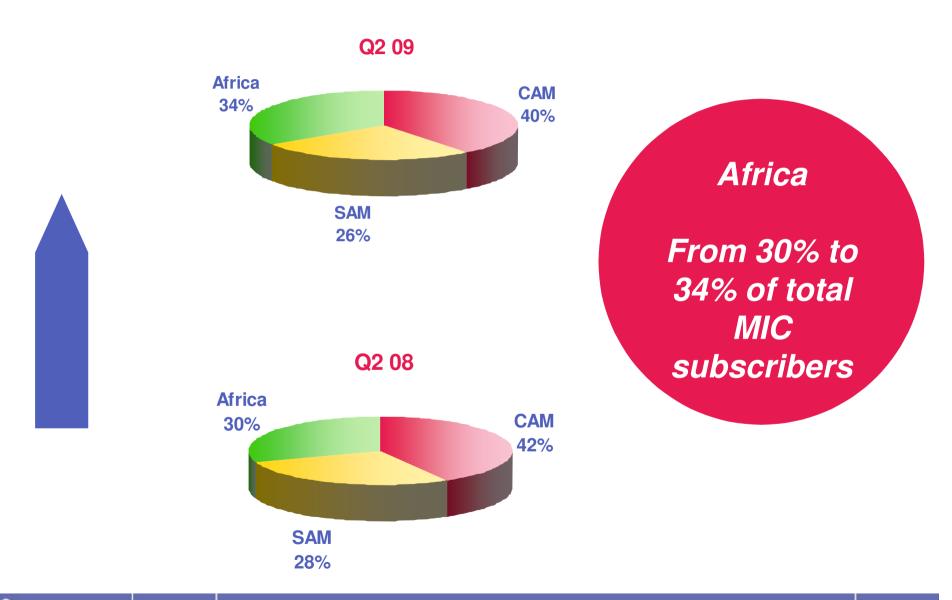
leadership (# 1-2) **Analysis of external** growth options **Medium term return** (ROIC > WACC) **Redeem HY bond** If no attractive targets available in short term **Return funds to shareholders** 

# **Appendix**

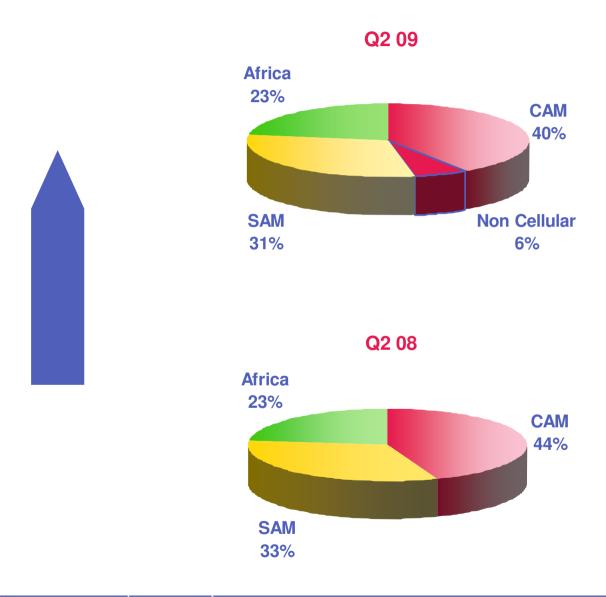




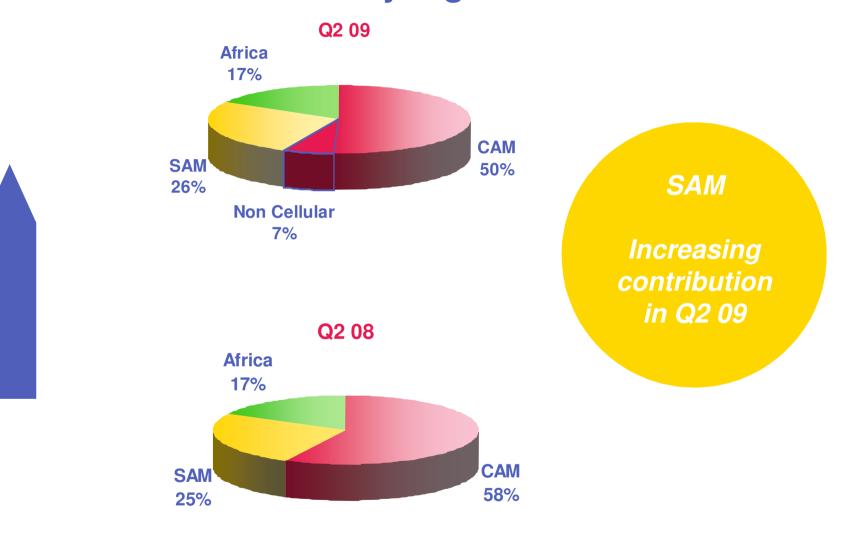
### :: Subscribers contribution by region



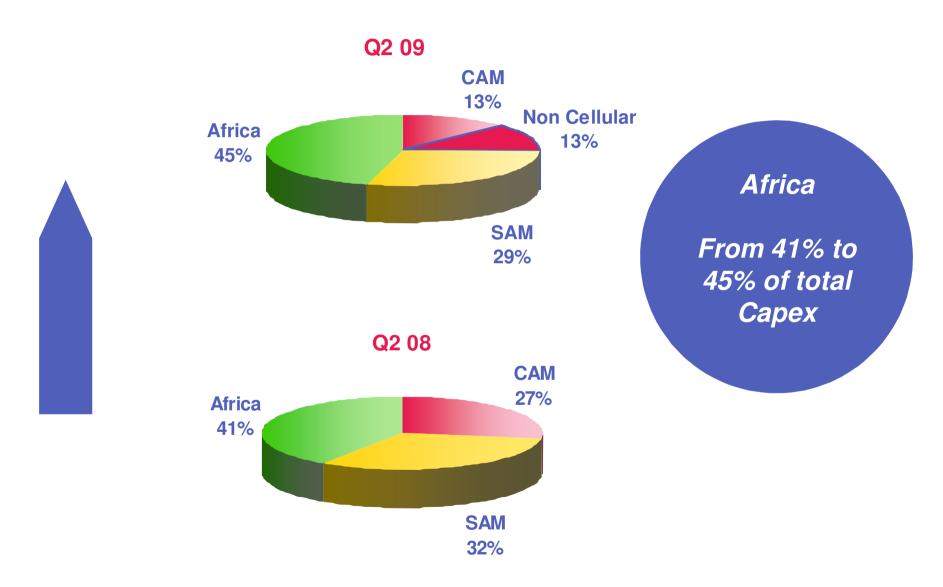
## :: Revenue contribution by region



## :: EBITDA contribution by region



### :: Capex contribution by region



## :: Q2 09 Market Overview – by Segment

Millicom Segments	Central America	South America	Africa†	Amnet/ Navega	Total
Market Overview					
Population (million)*	28	63	169		260
Mobile Penetration**	83%	85%	21%		45%
Operational Data					
Total Subs. (000)	12,122	8,060	10,575		30,758
Attributable Sub (000)	8,410	8,060	10,534		27,004
Capex	20	45	72	20	157
Churn	2.5%	4.7%	7.1%		4.7%
Cell sites (Jun-09)	4,212	4,187	3,540		11,939
Outlets 000' (Jun-09)	185	157	219		561
Key Financials (Attributable)					
Revenue (\$m)	332	249	183	50	814
EBITDA (\$m)	187	97	62	25	371
EBITDA Margin	56%	39%	39%	45%	45.6%

<sup>\*</sup>Population figures - CIA The World Fact Book (2007 est.) \*\* Penetration based on interconnect † includes Rwanda

## :: Market Overview – by Country

Latin America		Central Ameri	ca	AMNET		South Americ	а
	El Salvador	Guatemala	Honduras		Bolivia	Colombia	Paraguay
Shareholding	100.0%	55% (p)	66.7% (p)	100.0%	100.0%	50% + 1 share	100.0%
License Period (yrs)	20 yrs fr 1998	15 yrs fr 2003	25 yrs fr 1996		20 yrs fr 1995	10 yrs fr 2003	5 yrs renewa
Date of Expiry	2018	2018	2021		2015	2013	2011
Market Overview							
Population (M)	7	13	8	38	10	46	7
GDP per Pop (PPP) \$	6,200	5,200	4,400		4,500	8,900	4,200
Mobile Penetration	97%	74%	89%		49%	94%	79%
Market Position	One of Five	One of Three	One of Four		Two of Three	Three of Three	One of Four
Market Share	47%	48%	63%		36%	8%	55%
Operational Data							
Total Subscribers / RGUs		4,912,434	4,507,953	582,996		3,436,192	2,817,093
Cell sites at Jun 09	852	1983	1377		657	2736	794
011	Distant	A	1 A N 4 1		Fotol	A A	D I
Other Operators	Digicel		I America Mov		Entel	America Movil	
	America Movil	Telefonica	Digicel		Viva	Telefonica	America Movil
	Telefonica Red		Honducel				Vox

(p): proportionally consolidated

## :: Market Overview - by Country

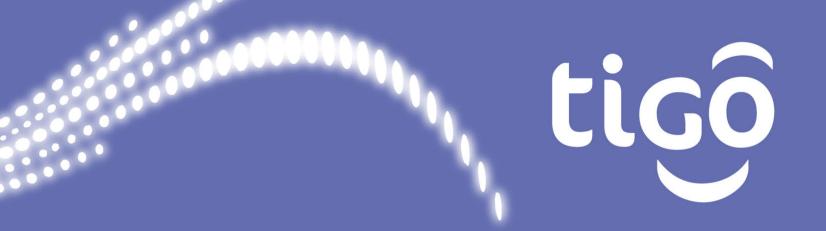
Africa	Chad	DRC	Ghana	Mauritius	Rwanda	Senegal	Tanzania
Shareholding	100.0%	100.0%	100.0%	50% (p)	87.5% (p)	100.0%	100.0%
License Period (yrs)				15 yrs fr 2000*			
Date of Expiry	2014	2017	2019	2016	2022	2018	2032
Market Overview							
Population (million)	10	69	24	1	10	14	41
GDP per pop (PPP) \$	1,600	300	1,500	12,100	900	1,600	1,300
Mobile Penetration	15%	8%	47%	76%	15%	45%	25%
Market Position	Two of Two	Three of Five	Two of Five	Two of Three	Not launched	Two of Three	Two of Six
Market Share	45%	24%	26%	43%	Not launched	38%	31%
Operational Data							
Total Subscribers	801,442	1,267,860	2,896,251	415,038		2,112,598	3,082,260
Cell sites at Jun 09	271	687	746	208		583	939
Other Operators	Zain	Zain	MTN	Orange	MTN	Orange	Vodacom
Strict Sporators	2011	Vodacom	Zain	MTMC	Rwandatel	Expresso	Zain
		CCT	Vodafone	WITHOU	riwanaator	Ελρισσσσ	Zantel
		Standard	Kasapa				TTCL Mobile
			, tabapa				BOL

(p): proportionally consolidated

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

This presentation may contain certain "forward-looking statements" with respect to Millicom's expectations and plans, strategy, management's objectives, future performance, costs, revenues, earnings and other trend information. It is important to note that Millicom's actual results in the future could differ materially from those anticipated in the forward-looking statements depending on various important factors. Please refer to the documents that Millicom has filed with the U.S. Securities and Exchange Commission under the U.S. Securities Exchange Act of 1934, as amended, including Millicom's most recent annual report on Form 20-F, for a discussion of certain of these factors.

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