



MILlicom
THE DIGITAL LIFESTYLE

2013 Q1 Results Presentation

Hans-Holger Albrecht, President and CEO

François-Xavier Roger, CFO

We believe in better. We believe in **tigo**

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Agenda for today

Results at a glance

- Key Events
- Highlights

Operational Performance

- Mobile
- Home
- Mobile Financial Services
- Online

Financial Results

Closing remarks

Q&A

Our success will rest on five pillars

Mobile

From Volume to Value

Building a sophisticated, value-oriented mobile access business

Cable & Digital Media

Building a \$2bn Business

Tapping into unique LatAm TV and Broadband opportunity

MFS

Creating a Blockbuster

Leveraging consumer reach to lead in high growth mobile financial services

Online

Investing in Growth

Investing in high growth internet models in the developing world

Cost & Capex Optimization

Maximizing efficiency

Relentless focus on streamlining opex & capex at central and country level

Results at a glance

Maintaining momentum, building foundations

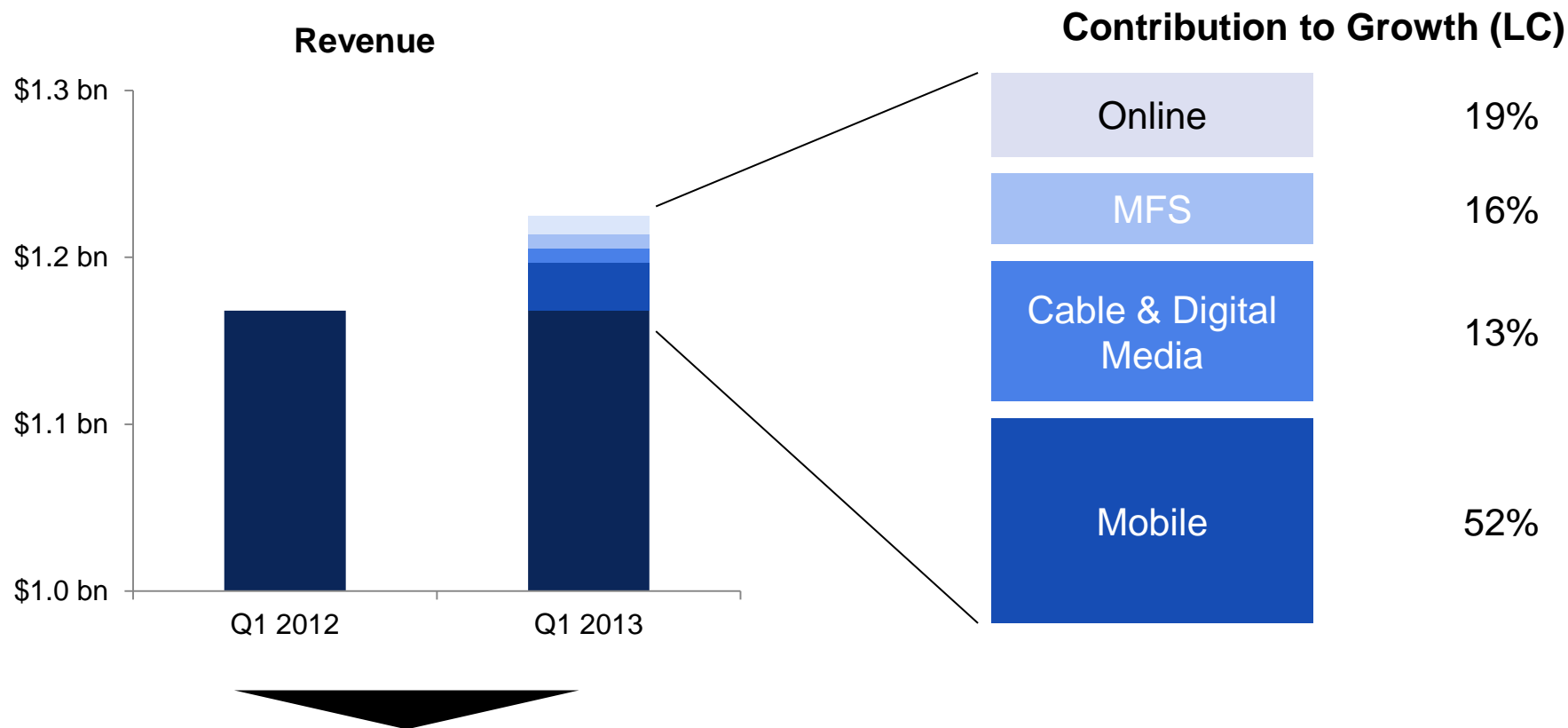
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Q1 2013 – Maintaining momentum, building foundations

- **Maintaining momentum: Like-for-like* revenue growth at 8.3% YoY**
- In line with expectations: EBITDA margin of 39.7%, 40.5% excluding Online
- Mobile growth at 1.3% in LC, marked regulatory pressure (like-for-like growth at 4.6%)
 - Mobile Data: Q1 a record quarter for new customers recruited
- **New categories are increasingly contributing:**
 - **Cable & Digital Media- Exclusive Negotiations with EPM in Colombia progressing well** to create an integrated leader in Colombia.
 - **MFS- significant milestones achieved**
 - Total cash transferred through MFS exceeded \$500 million in March
 - 12.6% MFS penetration in markets live for over a quarter
 - **First synergies platform between Online & MFS in Ghana**

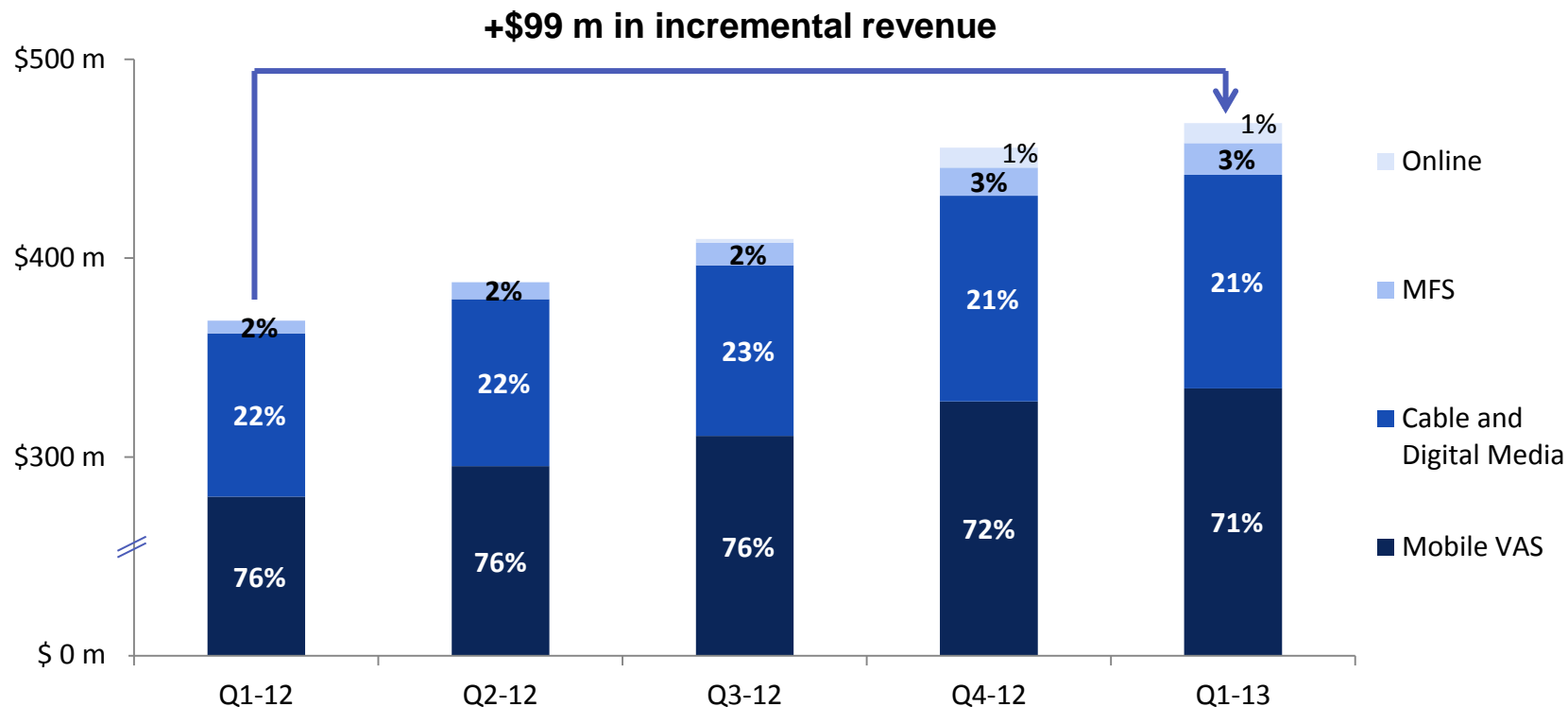
*Like-for-like adjusts for 1 less working day vs. Q1-12, regulatory impacts and one-offs.

8.3% Like-for-like revenue growth



- **Like-for-Like growth at 8.3% was an acceleration versus Q4**
- Reported growth negatively impacted by Easter season, February impact and high regulatory pressure

Digital contributing to close to 40% of recurring revenues

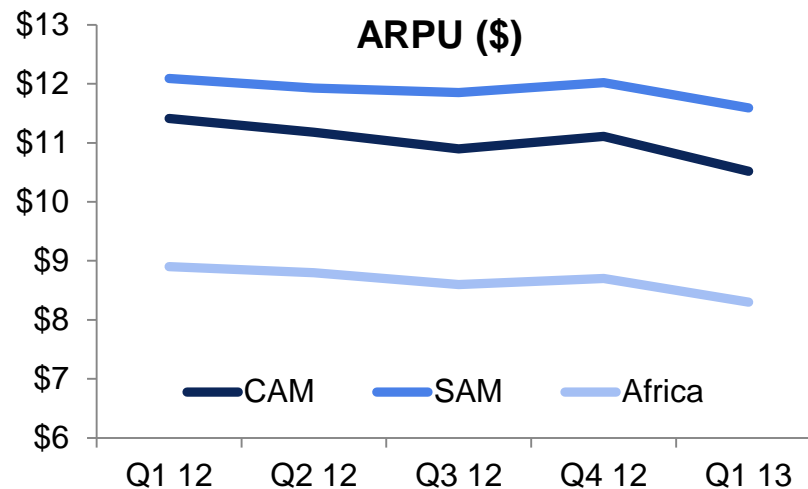
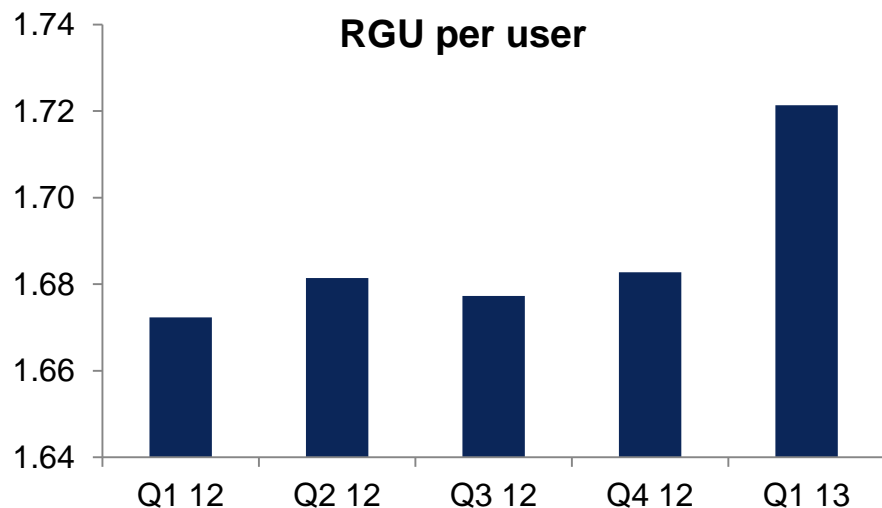


- Close to 40% of recurring revenues come from VAS
- Increasing contribution from Cable & Digital Media, MFS and Online

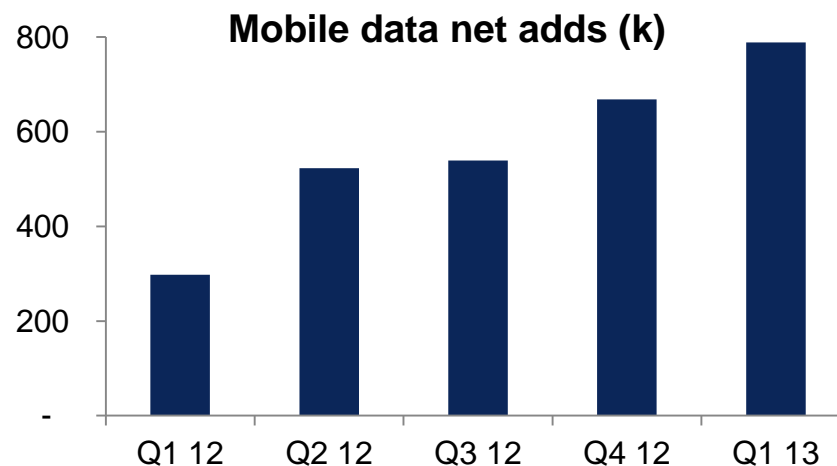
Operational performance

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Mobile: acceleration in transition from voice to data

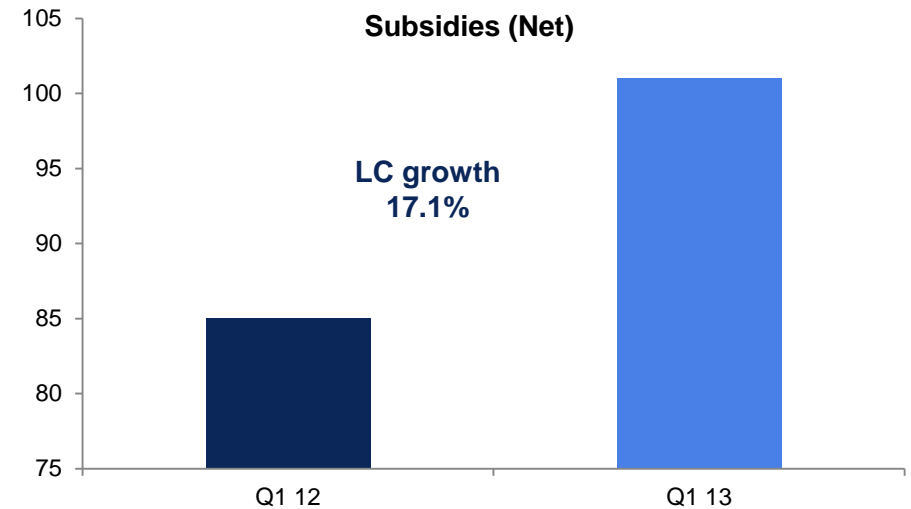
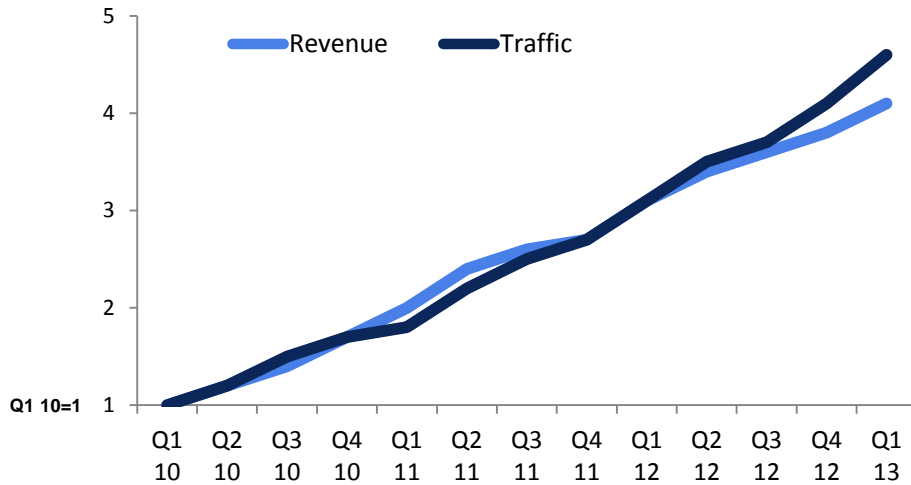


- Mobile revenues growing 1.3% YoY in LC and 5% on a like-for-like basis (MTR cuts in Tanzania, DRC, Honduras and Colombia)
- Highest ever mobile data net adds
- ARPU declined by 6.8%, excluding regulatory impacts the decline would have been 3.3%



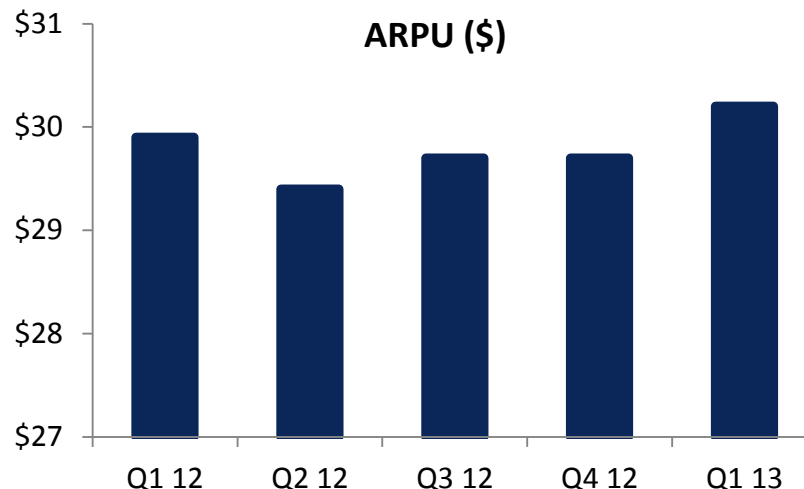
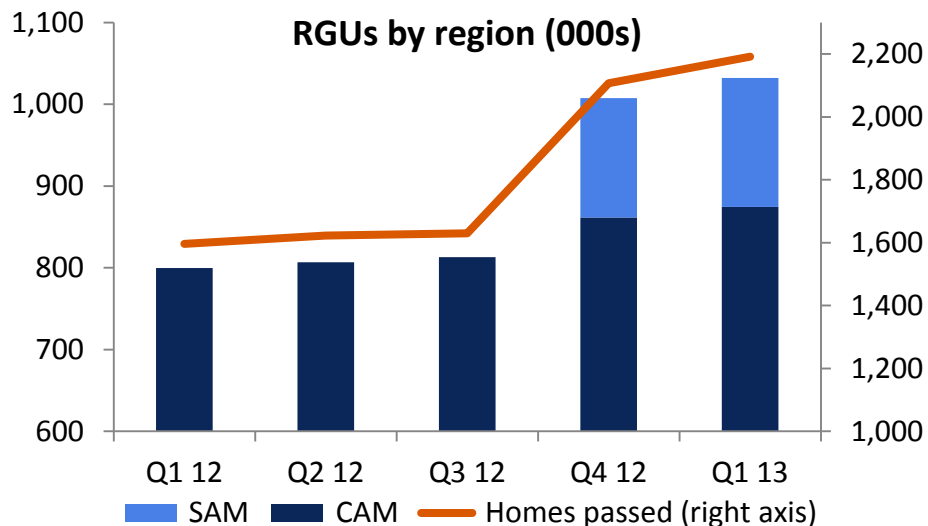
Strong growth in mobile data traffic and revenues

Traffic growth (x factor)



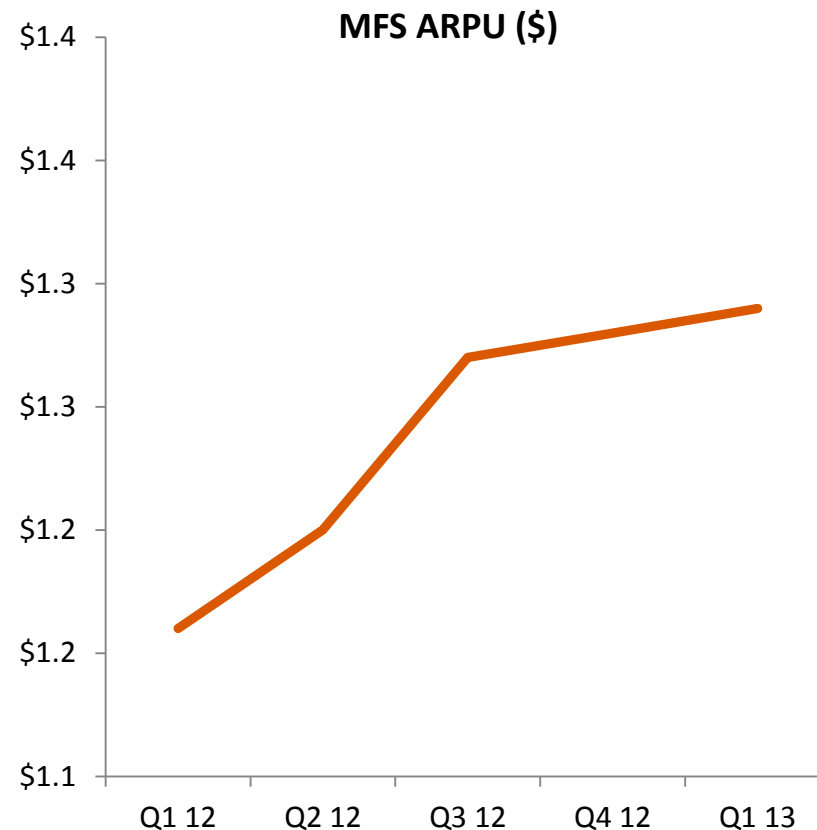
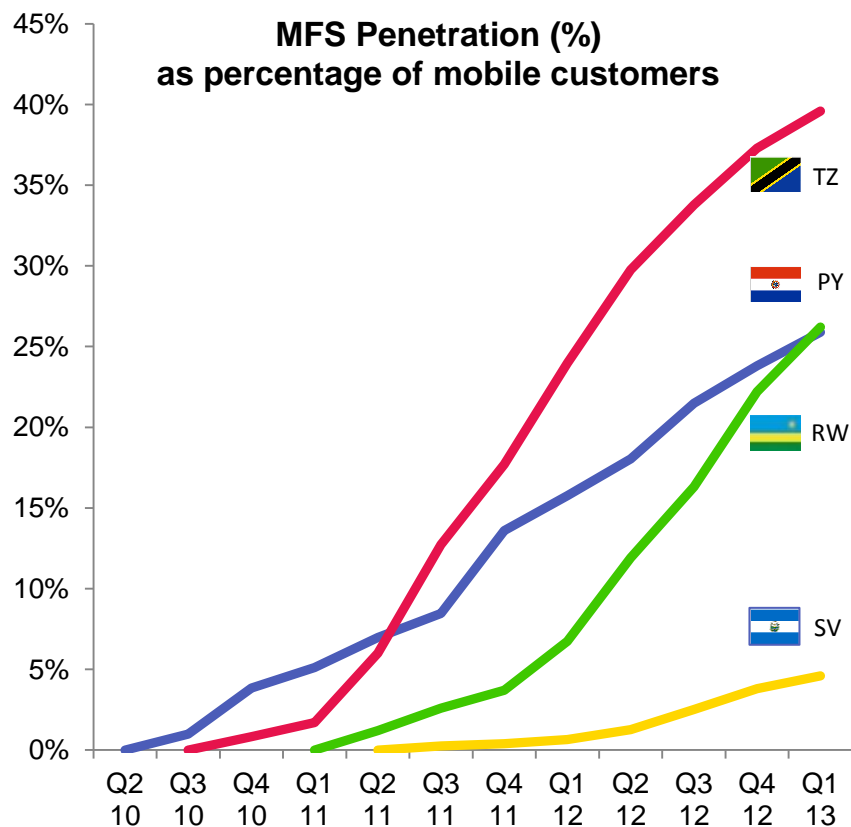
- Revenue and traffic growth highly correlated
- Increase of traffic growth supported by decline in production costs
- Mobile information growth at 35%, with Latin America growing around 30% while Africa has achieved 115% YoY growth

Cable & digital media – Building momentum



- Cable & Digital media growing at around 10% YoY (excluding the Cablevision acquisition)
- 10,000 new cable customers and 85,000 new homes passed in Q1 2013
- Growth accelerated in Paraguay following the Q4 rebranding to Tigo
- Ongoing exclusive negotiations with EPM in Colombia – outcome expected for Q2 2013

MFS- Transfer of over \$500m of cash through our networks



- MFS penetration at 12.6% across footprint*
- ARPU at \$1.29 for users and increasing 10.3% Y-o-Y in LC

* Footprint: Paraguay, El Salvador, Guatemala, Tanzania, Rwanda, Ghana, and Chad and excludes countries where the service is not yet available or has just been launched

Online- New launches and first synergies

- In Q1, the Online category generated revenue of \$10.7 million and EBITDA losses of \$6.2 million.
- **Business update:**
 - Both Kanui and Tricae in Brazil continued to perform strongly.
 - Jumia in Nigeria has also performed very well and has early taken a strong position in the attractive Nigerian Online market.
- **New Q1 Launches:**
 - Easy Taxi in Venezuela, Chile, Argentina and Peru
 - Hellofood in Venezuela, Brazil and Argentina
 - Jumia (e-commerce for general merchandise) in Kenya
 - Kaymu (marketplace) and Vamido (real estate classifieds) in Nigeria
- **Synergies Abound:** during Q1 it became possible to pay with Tigo Cash when buying on Hellofood in Ghana.

Financial results

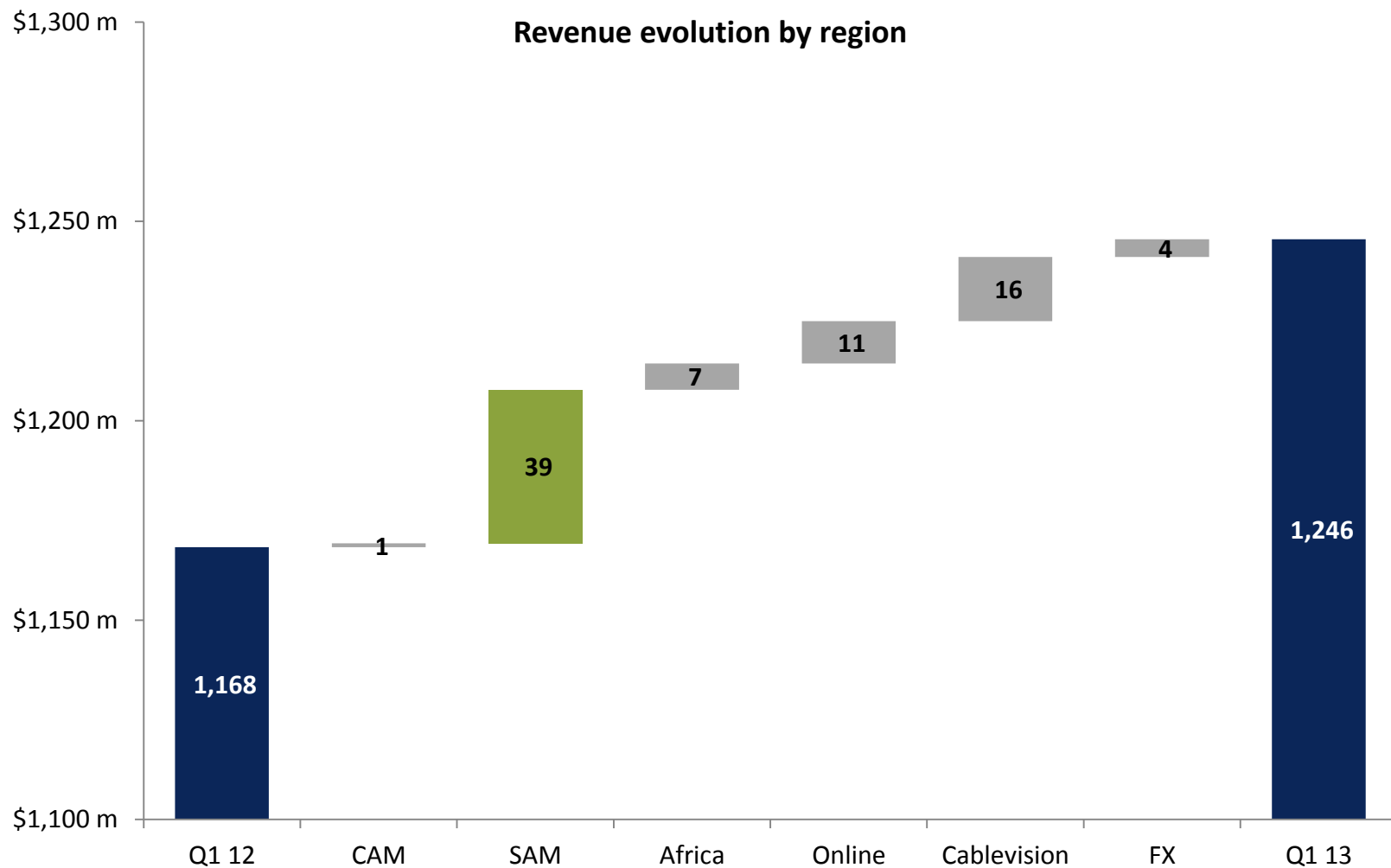
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Financial results in line with the guidance

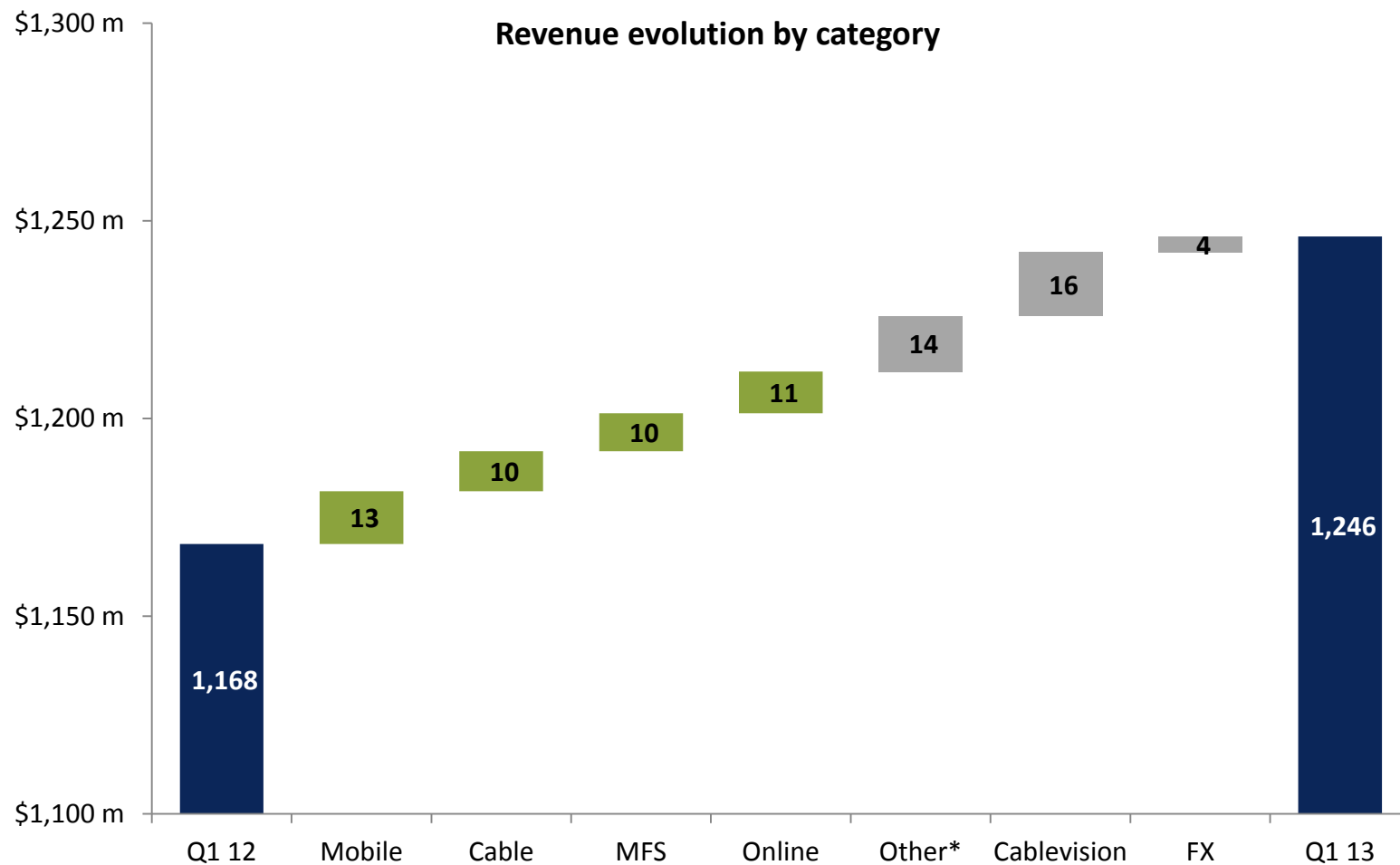
		Q1 13	Q1 12	\$ growth	Like-for-like growth
Customers (000s)	Mobile	47,404	43,798	8%	
	Cable & Digital Media	796	594	34%	
	MFS	4,352	2,901	50%	
ARPU (\$)	Mobile	7.9	8.5	(6.8%)	(3.3%)
	Cable & Digital Media	32.8	31.8	3.1%	(1.1%)
	MFS	1.3	1.2	8.3%	10.3%
Revenue (\$m)		1,246	1,168	6.6%	8.3%
EBITDA (\$m)		494	517	(4.4%)	(7.2%)
	<i>as a % of Revenues</i>	39.7%	44.2%	(4.5 pt)	
Capex (\$m)		193	172	12.2%	
	<i>as a % of Revenues</i>	15.5%	14.7%	0.8 pt	

- 8.3% revenue growth like-for-like, 6.6% reported revenue growth
- EBITDA Margin in line with guidance

Regional growth driven by South America in Q1

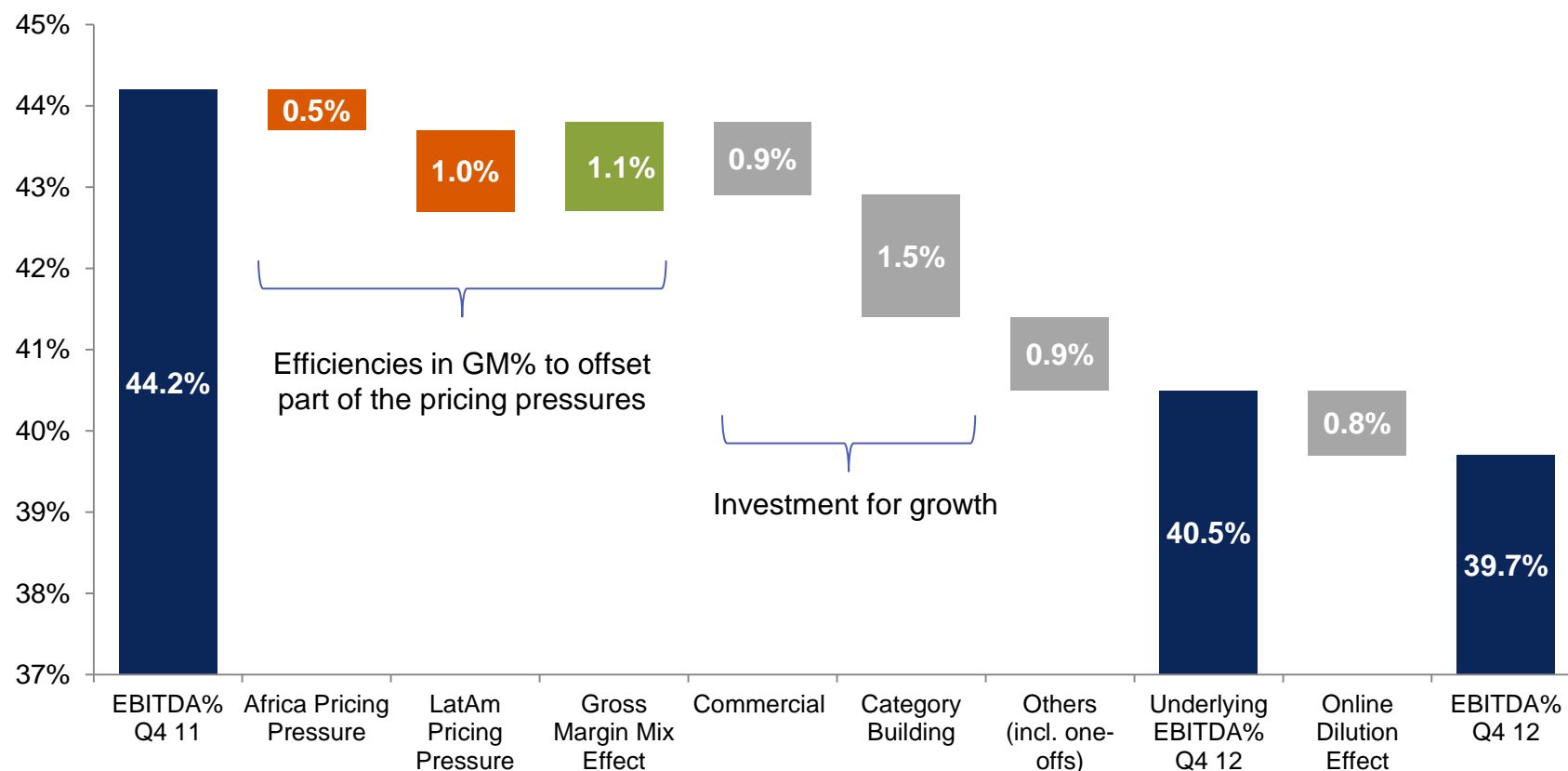


Growth resting equally on our four pillars



*includes visitor roaming, MVNO/DVNO, and Telephone and Equipment

EBITDA margin in line with expectations



Other includes a legal case in Bolivia (-0.3 pt)

- Investments for growth and regulatory items driving pressure on margin

Normalized EPS Q4

	Q1 13	Q1 12	\$ growth	
EBITDA	494	517	(8%)	
Corporate Costs	(45)	(27)	70%	Category building
Depreciation	(209)	(196)	7%	Increased network amortization – Cablevision
Net Finance Costs	(61)	(43)	42%	Releverage
Taxes	(52)	(70)	(40%)	
Others	(17)	6		
Normalized Net Profit*	143	175	(18%)	
No. of shares (m)	100	102		Share buyback 2012
Normalized EPS	1.43	1.72	(17%)	

* Excluding exceptional items (such as: recognition of deferred tax assets and subsequent amortization, revaluation of assets and/or potential goodwill write downs, FX gains and losses on debt, and potentially any non cash item that is by nature non-recurring.)

- Normalized EPS down on category building, higher gross debt and network amortization

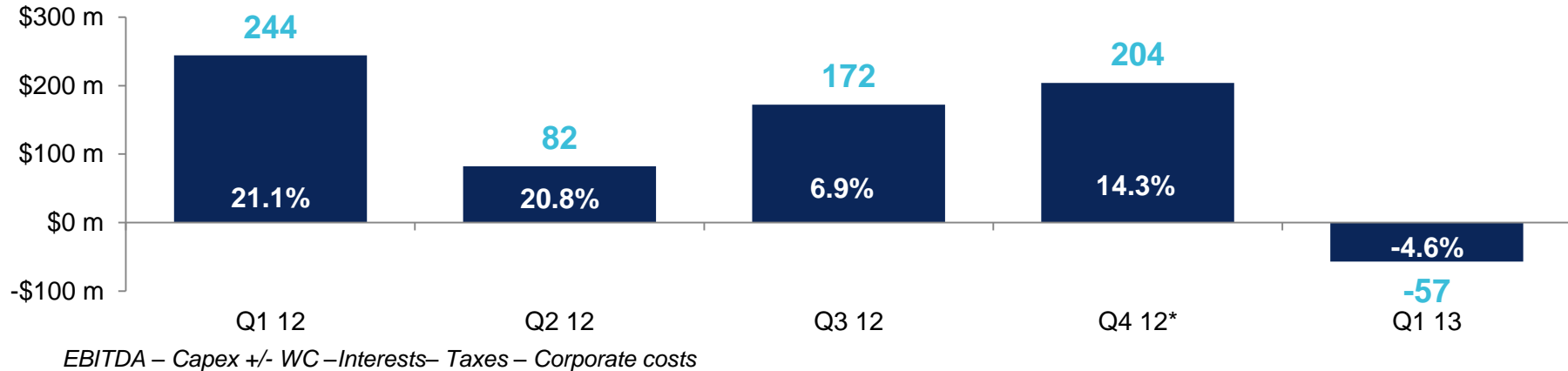
Sustained tax rate well below 30%

\$ m	Q1 13	Q4 12	Q3 12	Q2 12	Q1 12
PBT	218	224	179	294	200
Normalized PBT**	195	223	231	242	262
Reported Taxes	(68)	(156)	(60)	(85)	(91)
<i>of which</i>					
<i>Non recurring items*</i>	(16)	(102)	(5)	(30)	(21)
Normalized tax expenses**	(52)	(54)	(55)	(55)	(70)
Normalized tax rate	26.5%	24.3%	23.8%	22.7%	26.8%

* Such as recognition of deferred tax assets and subsequent amortization

**Excluding non recurring items

Free cash flow* negatively impacted by increased seasonality in working capital changes



\$ m	Q1 13	Q1 12	Change
OFCF	36	310	-88%
Net Interest Paid	-53	-44	20%
Corporate Costs Paid	-40	-22	82%
FCF	-57	244	-123%

Net Debt/EBITDA stable at around 1x

\$ m	Q1 13	Q1 12
Gross Debt*	3,303	2,478
Cash**	1,228	1,170
Net Debt	2,075	1,308
Net Debt / EBITDA***	1.0	0.6

* Including mark to market of bonds

**Including pledged deposits, time deposits and restricted cash

*** Net Debt / LTM EBITDA

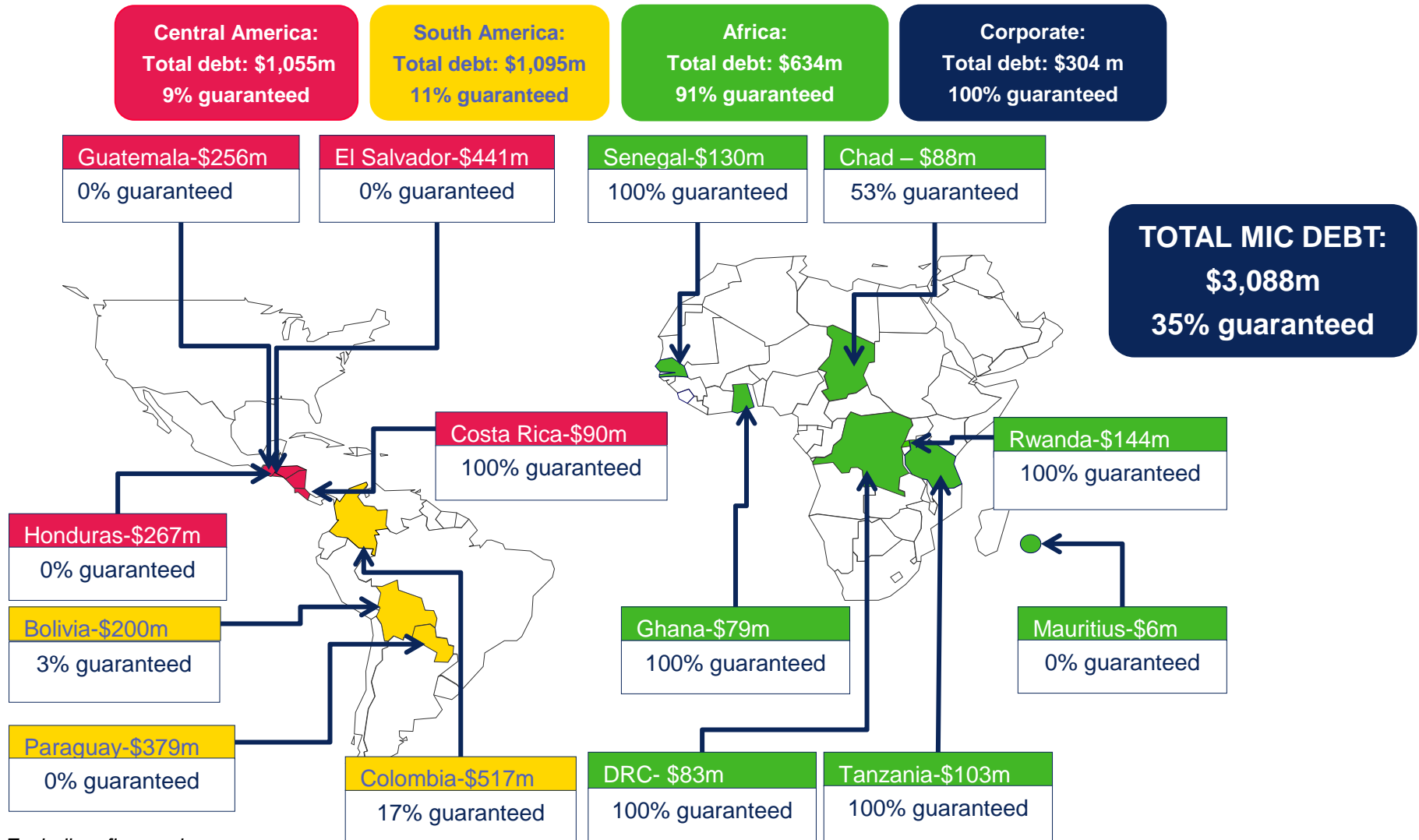
Debt* management provides natural hedges

US\$ m	Currency		Interest rate		Total
	Local**	USD	Fixed	Float	
Central America	610	445	718	336	1,055
%	58%	42%	68%	32%	
South America	669	425	519	576	1,095
%	61%	39%	47%	53%	
Africa	166	469	213	421	635
%	26%	74%	33%	66%	
Corporate	304		304		304
%	100%		100%		
Total MIC	1,750	1,339	1,755	1,333	3,088
%	57%	43%	57%	43%	

* Excluding finance leases

**Local Currency defined as not subject to forex exposure (El Salvador & DRC are dollarized economies)

Limited share of guaranteed debt



* Excluding finance leases

2013 Guidance fully reiterated

- 2013 Group EBITDA margin expected to be above 40% (excluding Online) and to decline at a lower rate than over the past twelve months
- Capex / revenues to peak around 20% (not including spectrum or asset acquisitions)
- Online division expected to deliver in excess of \$100 million of revenues and EBITDA losses to be in the range of \$125-200 million. Losses will be on the higher side of the range if we see an opportunity to accelerate growth and ramp up launches

Shareholder remuneration for 2013

- AGM will take place on May 28, 2013 in Luxembourg
- To the AGM a dividend of USD2.64/ share will be proposed:
 - Shares to trade ex-dividend on May 29
 - Dividend to be paid on June 7, 2013
- We reiterate our dividend policy going forward:
 - Progressive dividend
 - No less than \$2/share
 - No less than 30% of Normalized Net Income

Closing remarks

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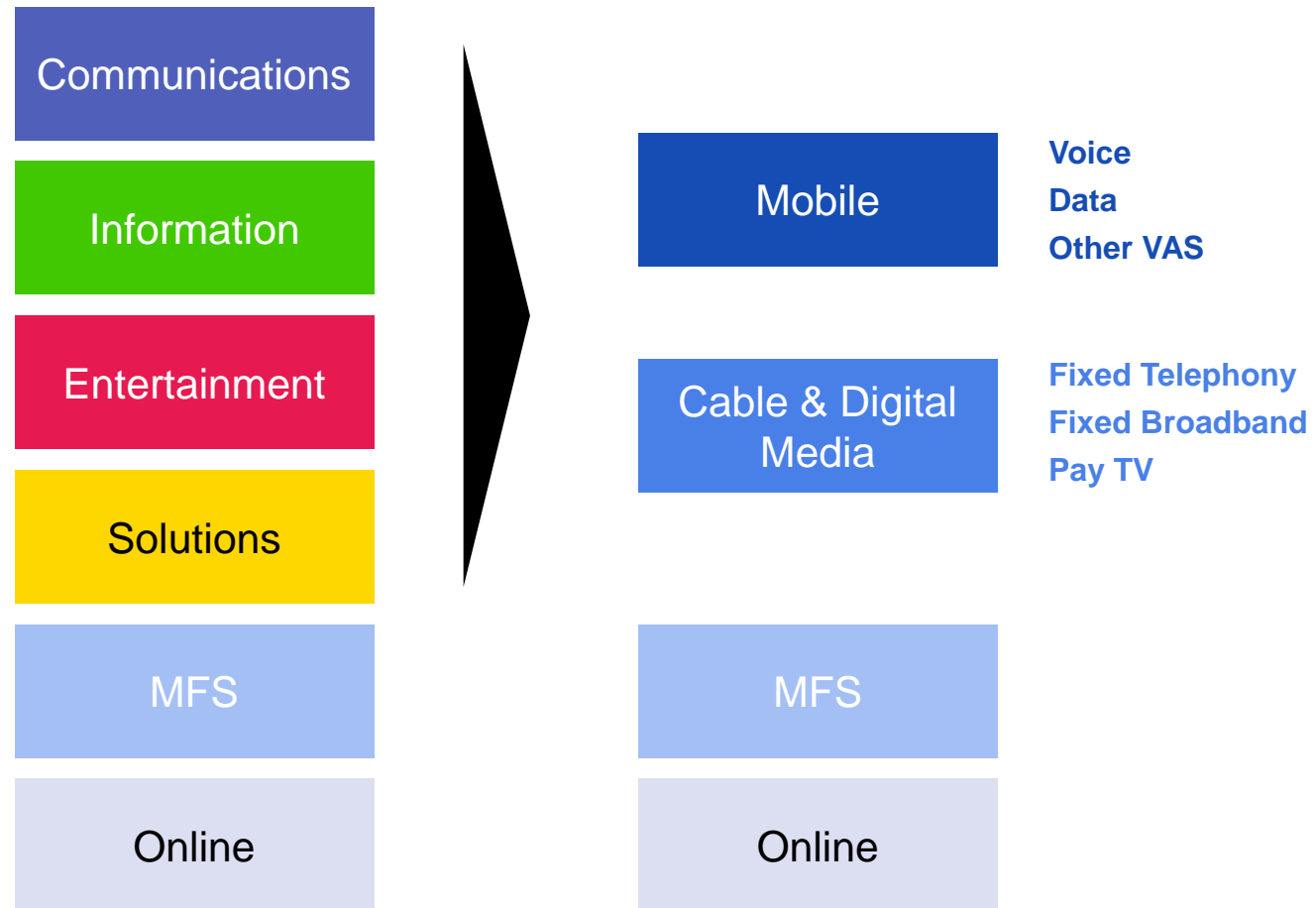
Q&A

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Thank You

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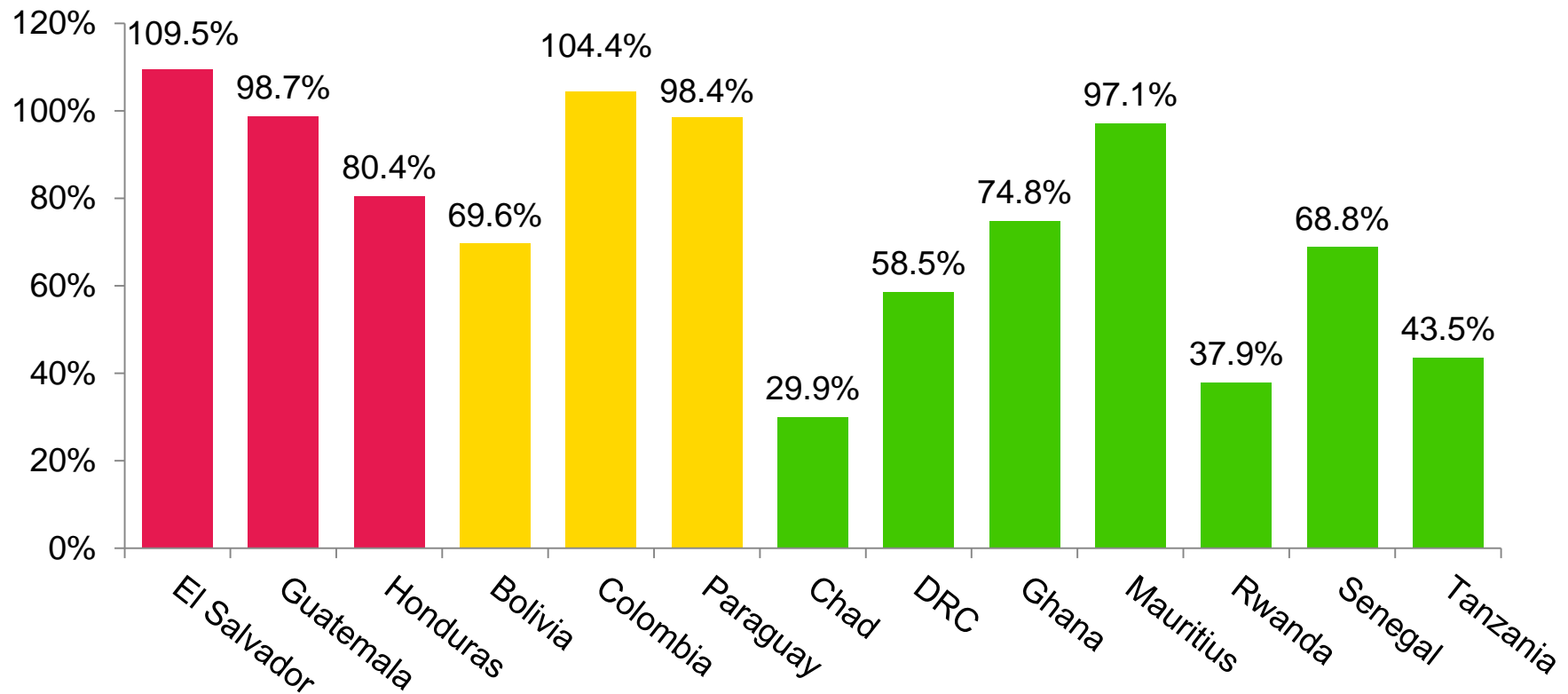
New reporting structure



BU by region

\$m	Central America	South America	Africa	Online	Millicom
Mobile	363	446	222		1,031
Cable & Digital Media	78	29	1		108
MFS	1	5	10		16
Online				11	11
Others	26	39	6		71
Millicom	468	519	239	11	1,236

Penetration rates



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

Market share

CAM

**Av. Market Share
53.6%**

SAM

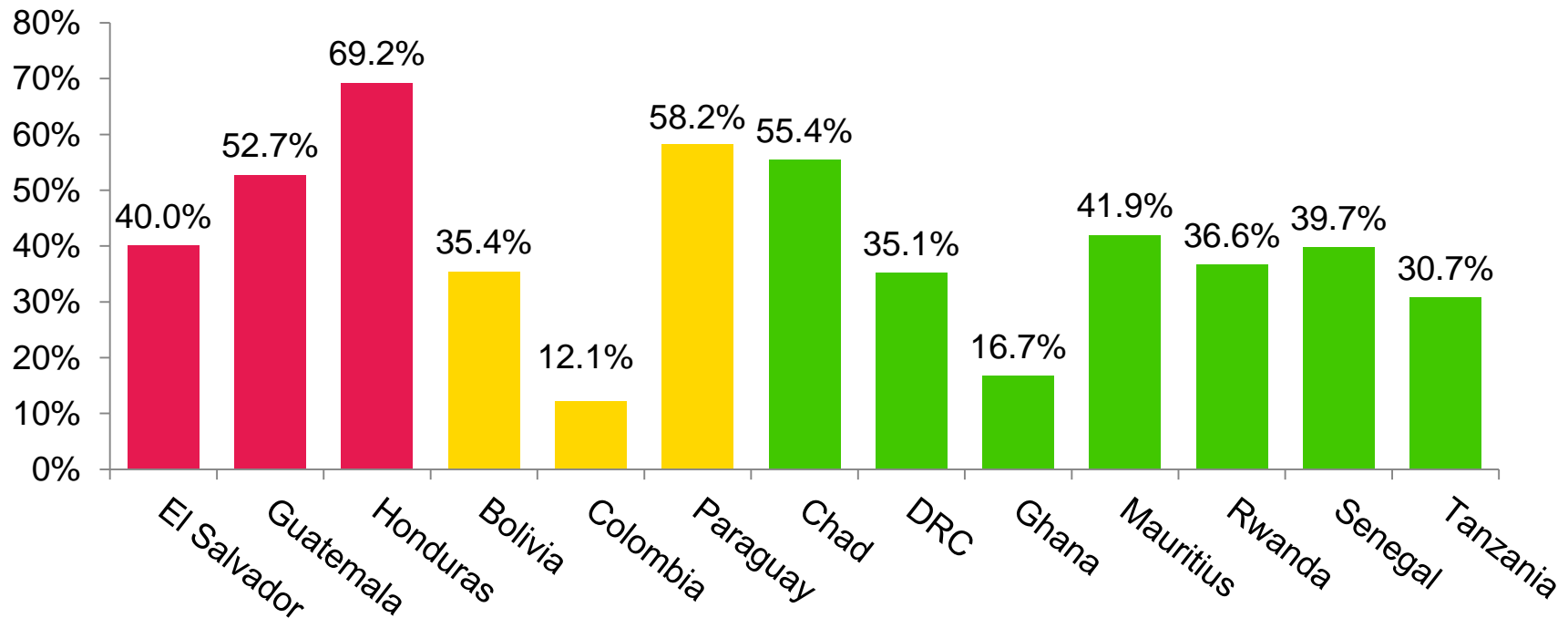
**Av. Market Share
19.9%**

Africa

**Av. Market Share
28.9%**

MIC

**Av. Market Share
29.8%**



Movements of currencies vs USD YoY

		Closing Rate			Average Rate		
		Q1 13	Q4 12	Change	Q1 13	Q4 12	Change
Guatemala	GTQ	7.78	7.90	-2%	7.84	7.90	-1%
Honduras	HNL	20.25	20.03	1%	20.14	19.92	1%
Nicaragua	NIO	24.41	24.13	1%	24.27	23.98	1%
Costa Rica	CRC	504.65	514.32	-2%	508.20	506.01	0%
Bolivia	BOB	6.91	6.91	0%	6.91	6.91	0%
Colombia	COP	1,832	1,768	4%	1,798	1,804	0%
Paraguay	PYG	4,007	4,224	-5%	4,084	4,394	-7%
Ghana	GHS	1.94	1.88	3%	1.91	1.89	1%
Mauritius	MUR	30.98	30.54	1%	30.59	30.60	0%
Senegal / Chad	XAF	511.79	497.50	3%	498.42	504.39	-1%
Rwanda	RWF	635.75	631.46	1%	633.40	627.78	1%
Tanzania	TZS	1,615	1,581	2%	1,609	1,586	1%

For El Salvador and DRC, functional currency is USD

Market overview – by region

Millicom Segments	Central America	South America	Africa	Total *
Market Overview				
Population (million)	28	63	187	278
Mobile Penetration	95.1%	99.3%	52.8%	72.7%
Operational Data				
Total Mobile customers (million)	15.8	12.8	18.8	47.4
Attrib. Customers (million)	12.1	12.8	18.5	43.4
Capex (\$m- excl Corporate)	46	115	31	192
Capex as % of revenue	9.9%	21.6%	12.9%	28.3%
Cell sites ('000)	6.8	6.1	4.4	17.3
Outlets ('000)	132	184	331	647
Key Financials (Attributable)				
Revenue (\$m)	467	529	239	1,266
EBITDA (\$m)	226	196	78	528
EBITDA Margin	48.5%	37.0%	32.8%	40.5%

*Excludes Online

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 2013	5 yrs renewal
Date of Expiry	2018	2018	2021	2015	2023	2016
Market Overview						
Population (M)	6	14	8	10	46	7
GDP per Pop (PPP) \$	7,500	5,100	4,400	4,800	10,200	6,200
Mobile Penetration	109.5%	98.7%	80.4%	69.6%	104.4%	98.4%
Market Position	One of Five	One of Three	One of Three	Two of Three	Three of Three	One of Four
Market Share	40.9%	52.7%	69.2%	35.4%	12.1%	58.2%
Operational Data						
Total Customers ('000)	2,754	7,873	4,733	2,862	5,968	3,931
Cell sites ('000)	1.2	3.9	1.8	1.1	3.7	1.2
Other Operators	America Movil Telefonica Digicel Red	America Movil Telefonica	America Movil Honducel	Entel Viva	America Movil Telefonica	Personal Vox America Movil
Main commodities exported	Coffee Sugar	Coffee Sugar	Coffee Bananas	Lithium Natural gas	Coffee Oil	Soy 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	12 yrs fr 2012	15 yrs fr 2004	15 yrs fr 2000*	15 yrs fr 2008	16 yrs fr 2012	25 yrs fr 2007
Date of Expiry	2014	2024	2019	2016	2022	2028	2032
Market Overview							
Population (million)	11	76	25	1	12	13	48
GDP per pop (PPP) \$	1,900	300	3,100	15,000	1,300	2,000	1,600
Mobile Penetration	29.9%	58.5%	74.8%	97.1%	37.9%	68.8%	43.5%
Market Position	One of Three	One of Six ***	Two/Three of Six	Two of Three	Two of Four	Two of Four	Two of Seven
Market Share	55.4%	35.1%	16.7%	41.9%	36.6%	39.7%	30.7%
Operational Data							
Total Customers ('000)	1,955	2,936	3,185	526	1,471	2,654	6,068
Cell sites ('000) **	0.4	0.6	0.8	0.3	0.3	0.6	1.3
Other Operators	Bharti Salam	Vodacom Bharti CCT Standard Africell	MTN Vodafone Bharti Glo Kasapa	Orange MTML	MTN Bharti 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

* Amended and extended by one year in 2006

(p): proportionally consolidated

** for DRC active sites

*** Only Kinshasa/ Bas Congo area

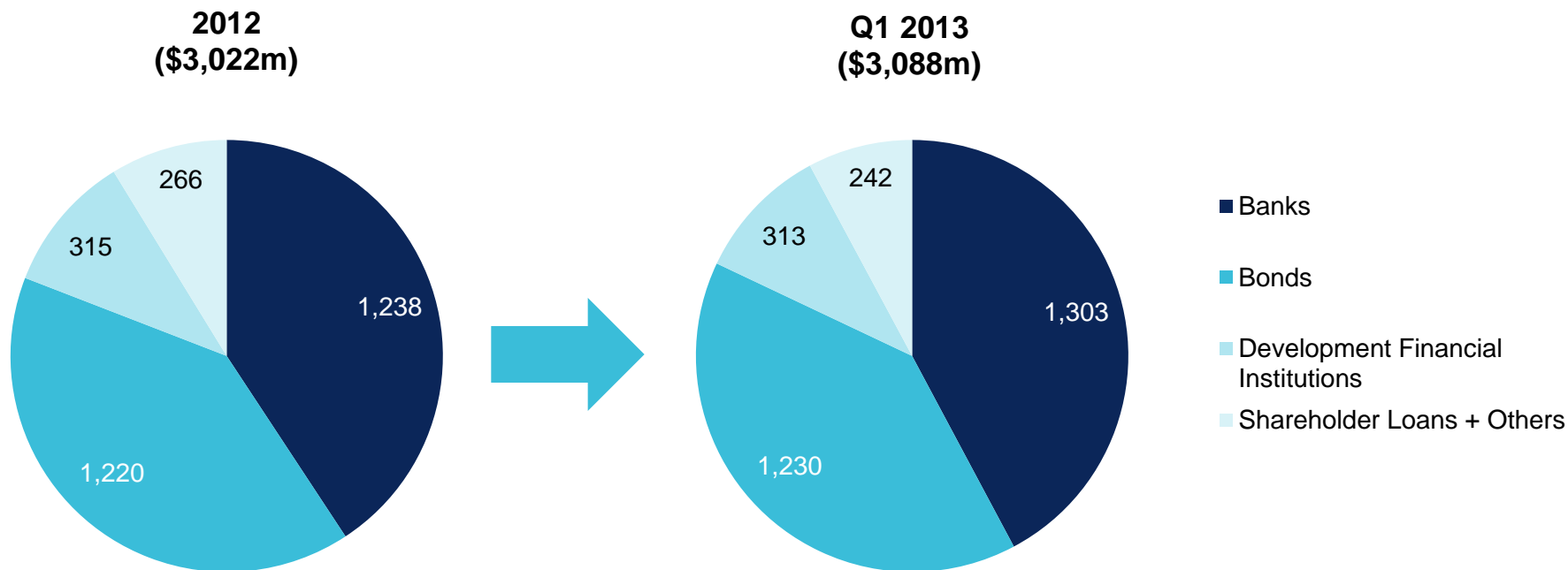
Source for population and GDP: CIA World Factbook

Information- Increasing usage & penetration

Latin America	Q4 12	Q1 13	QoQ
Total Data Users* 2G+3G (m)	4.9	5.5	12%
% of total customers (penetration)	17.3%	19.1%	+1.8 pt.
Total data Revenue 2G+3G (US\$ m)	128	138	8%
<i>of which</i>			
Handsets	86	99	15%
Datacards	42	39	(5%)
Data Revenues 2G+3G as % of total mobile recurring revenues	15.1%	17.1%	+2.0 pt.
Data ARPU 2G+3G			
Handsets (US\$)	8.0	8.0	0%
Datacards (US\$)	16.6	16.3	(2%)

**To better reflect real consumption of data, from Q3 2011 onwards, a data user is defined as a customer who has used at least 250Kb of capacity over the last 30 days*

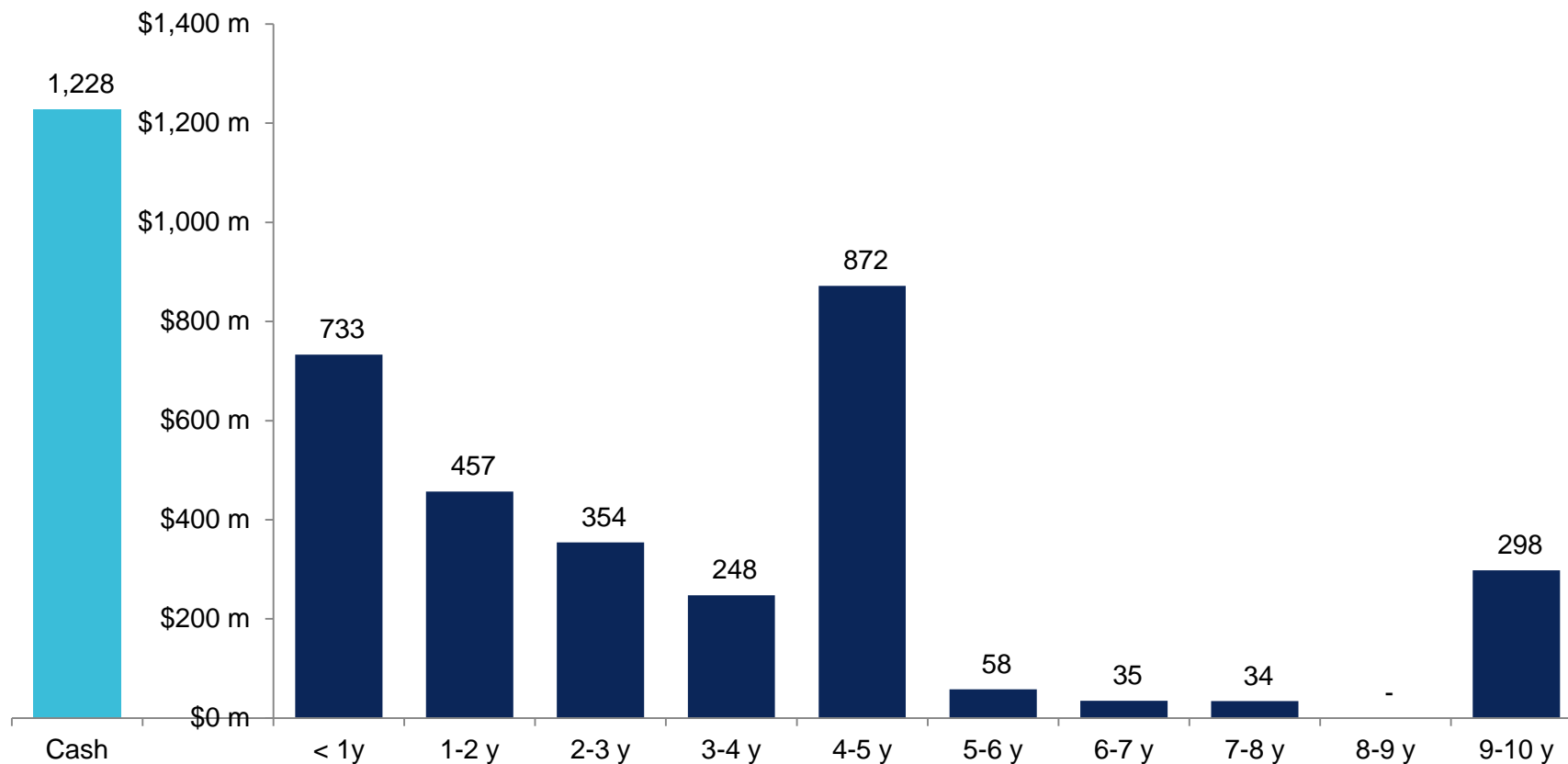
Diversified debt sourcing



- Current focus on growing the share of public debt (bonds) at operating level to improve liquidity

* Excluding finance leases

Extended maturity with recent bond issuances



■ Average maturity of 3.4 years

* Excluding finance leases