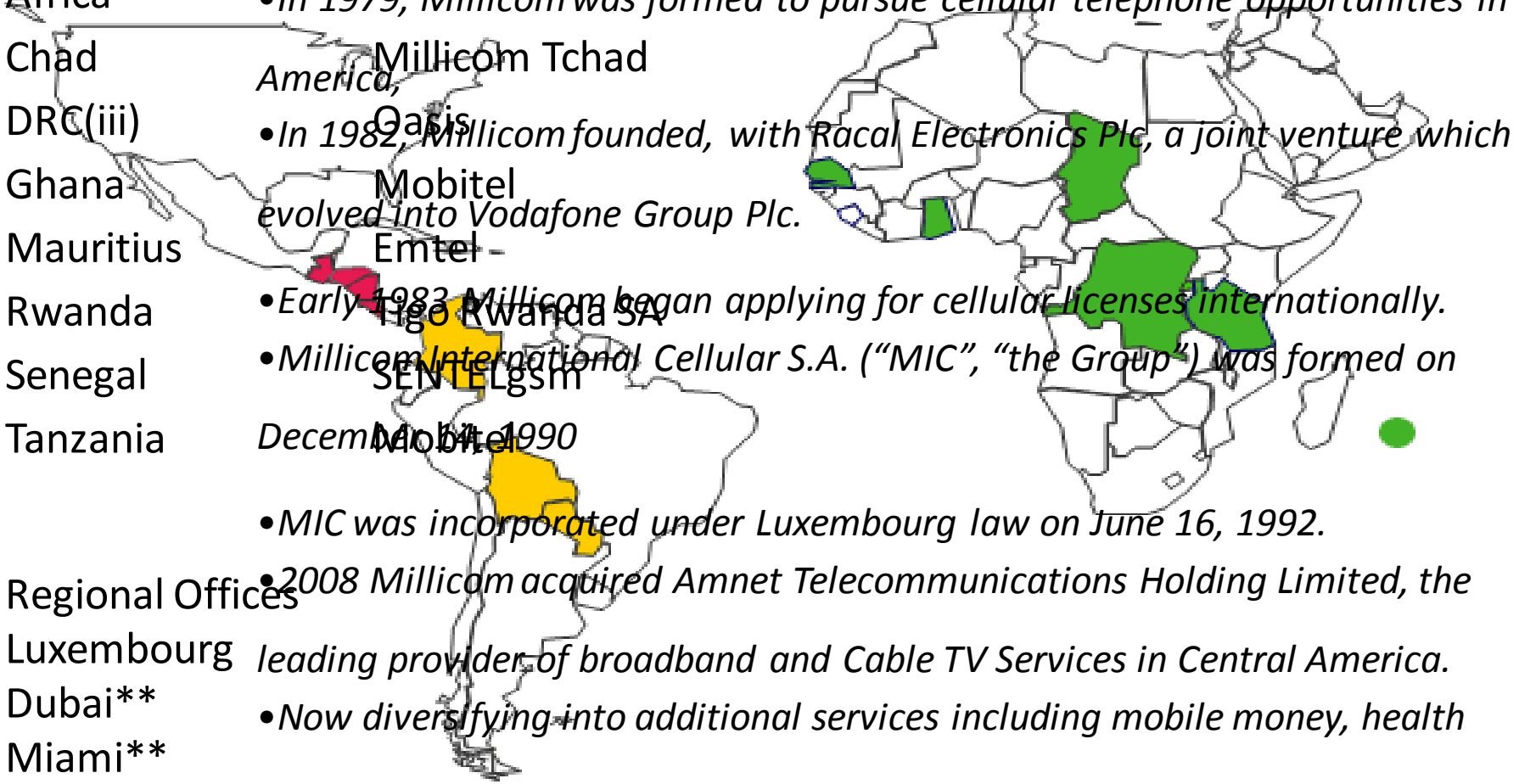
GSMA Conference
Ghana
November 2012

Global Presence

Africa
Chad
DRC(iii)
Ghana
Mauritius
Rwanda
Senegal
Tanzania

Millicom Tchad
Oasis
Mobitel
Emtel
Tigo Rwanda SA
SENTELgsm
Mobitel

Regional Offices
Luxembourg
Dubai**
Miami**
London**



- *In 1979, Millicom was formed to pursue cellular telephone opportunities in America,*
- *In 1982, Millicom founded, with Racal Electronics Plc, a joint venture which evolved into Vodafone Group Plc.*
- *Early 1983 Millicom began applying for cellular licenses internationally.*
- *Millicom International Cellular S.A. ("MIC", "the Group") was formed on December 1990*
- *MIC was incorporated under Luxembourg law on June 16, 1992.*
- *2008 Millicom acquired Amnet Telecommunications Holding Limited, the leading provider of broadband and Cable TV Services in Central America.*
- *Now diversifying into additional services including mobile money, health and farming as well as expanding cable TV and market share where possible.*

Our Roadmap

2011

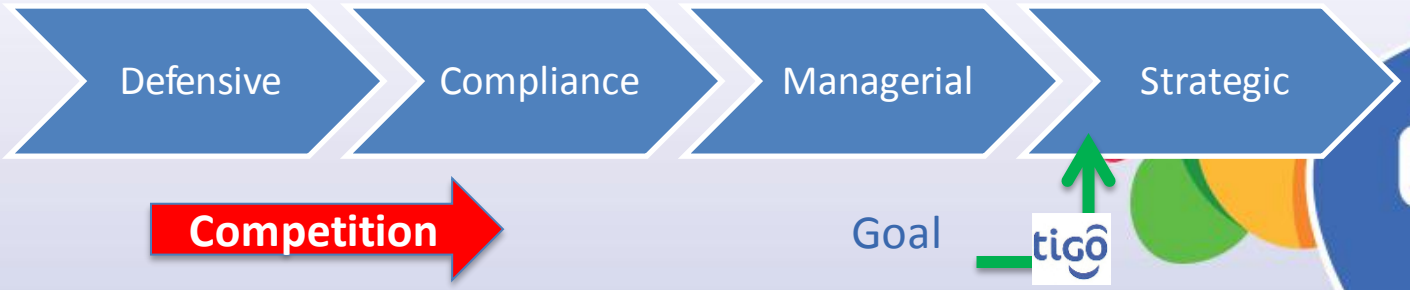
We comply with applicable laws and company policy

2013

Beyond Compliance:
We strive to minimize the social and environmental impact of our activities

2016

We seek social return on corporate investment as a desired by-product of our financial investment



Our Guiding Principles

United Nations Global Compact

Human Rights

- Businesses should **support and respect** the protection of internationally proclaimed human rights; and
- make sure that they are **not complicit** in human rights abuses.

Labor standards

- Businesses should uphold **the freedom of association** and the effective recognition of the right to **collective bargaining**;
- the elimination of all forms of **forced and compulsory labor**;
- the effective **abolition of child labor;** and
- the elimination of all forms of **discrimination** in employment and occupation.

Environment

- Businesses should support a precautionary approach to environmental challenges;
- undertake initiatives to promote greater environmental responsibility; and
- encourage the development and diffusion of environmentally friendly technologies.

Anti-Corruption

- Businesses should work against corruption in all its forms.

Our Strategy

RISK & COST MANAGEMENT STRATEGY

-**Risk prevention** and management
-**Reduction of fines** and sanctions (Compliance)
-**Energy saving** and other environmentally sound practices
-**Community relations management** (goodwill and commitment within the community)

SETTING OURSELVES APART FROM OUR COMPETITORS

- **CSR activities** as part of our broader business strategy (Accessibility, Affordability, Availability, Affinity)
- **Socially responsible brand** to recruit and retain talent
- Corporate philanthropy initiatives aligned with our core competencies

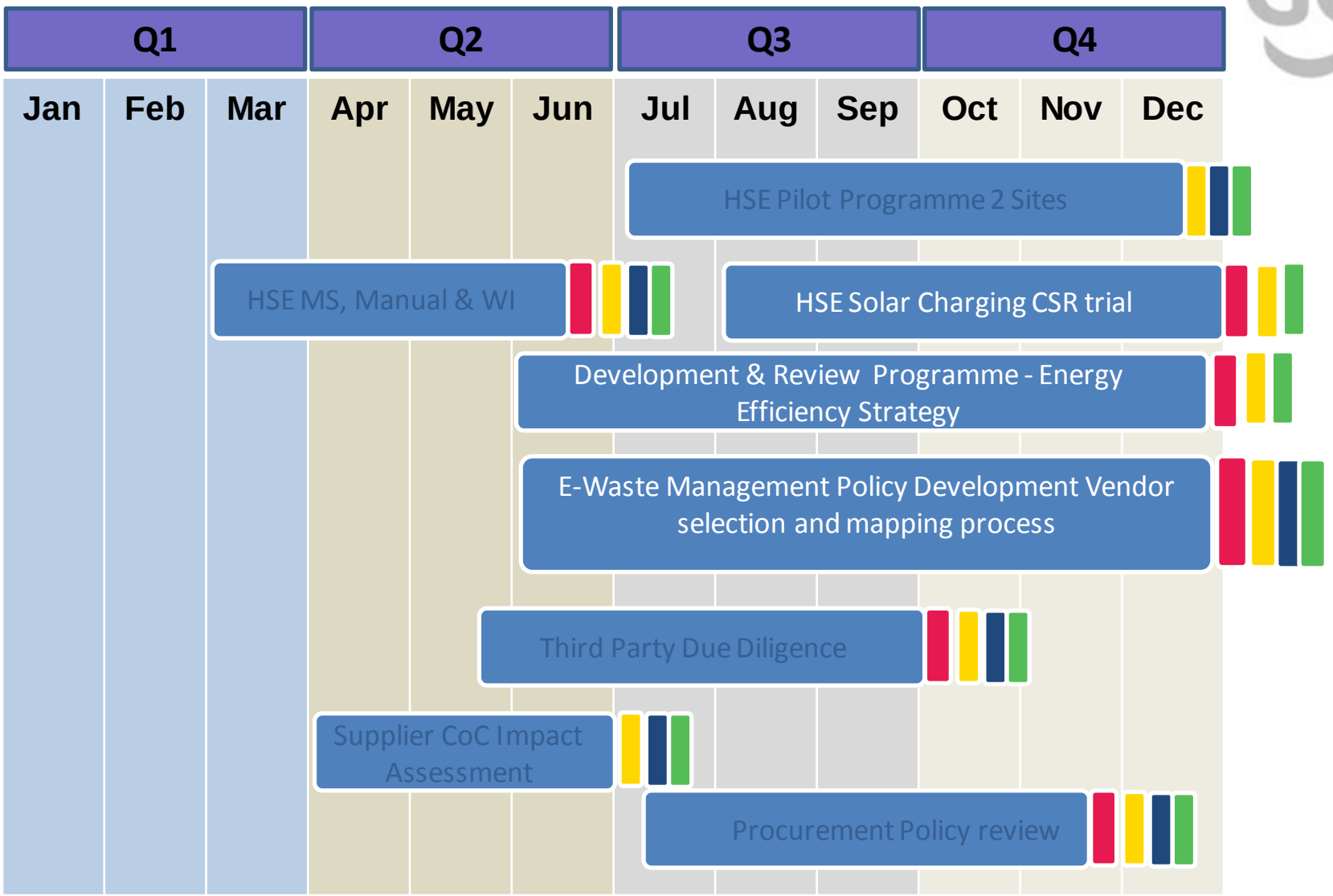
OUR ACTIVITIES FIT THE CULTURES WHERE WE OPERATE

•Community relations and relevant **Stakeholder Engagement** to understand expectations
•Disclosure and transparency **reporting**
•Internal and external **communication**

RECONCILE STAKEHOLDER DEMANDS

• Turn a social problem (e.g. lack of adequate resources & services in communities) into **an economic opportunity** and economic benefit
•**Social Entrepreneurship** initiatives
•**Innovation**

HSE Road Map

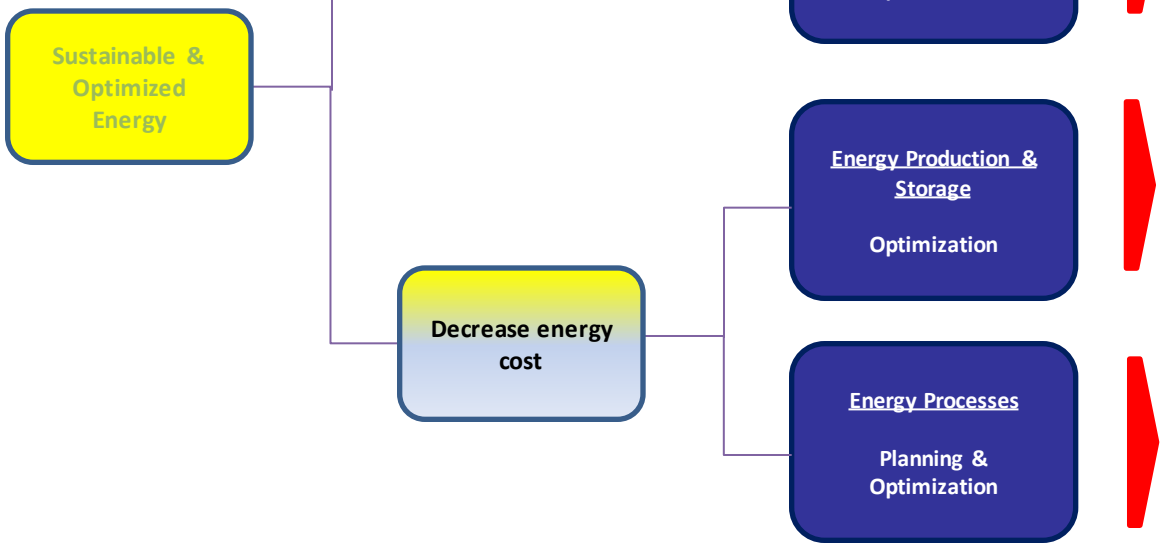


Cost and risk | Reputational capital | Competitive advantage | Value Creation

Plan

High Level Energy Efficiency Strategy

Reducing cost and risk



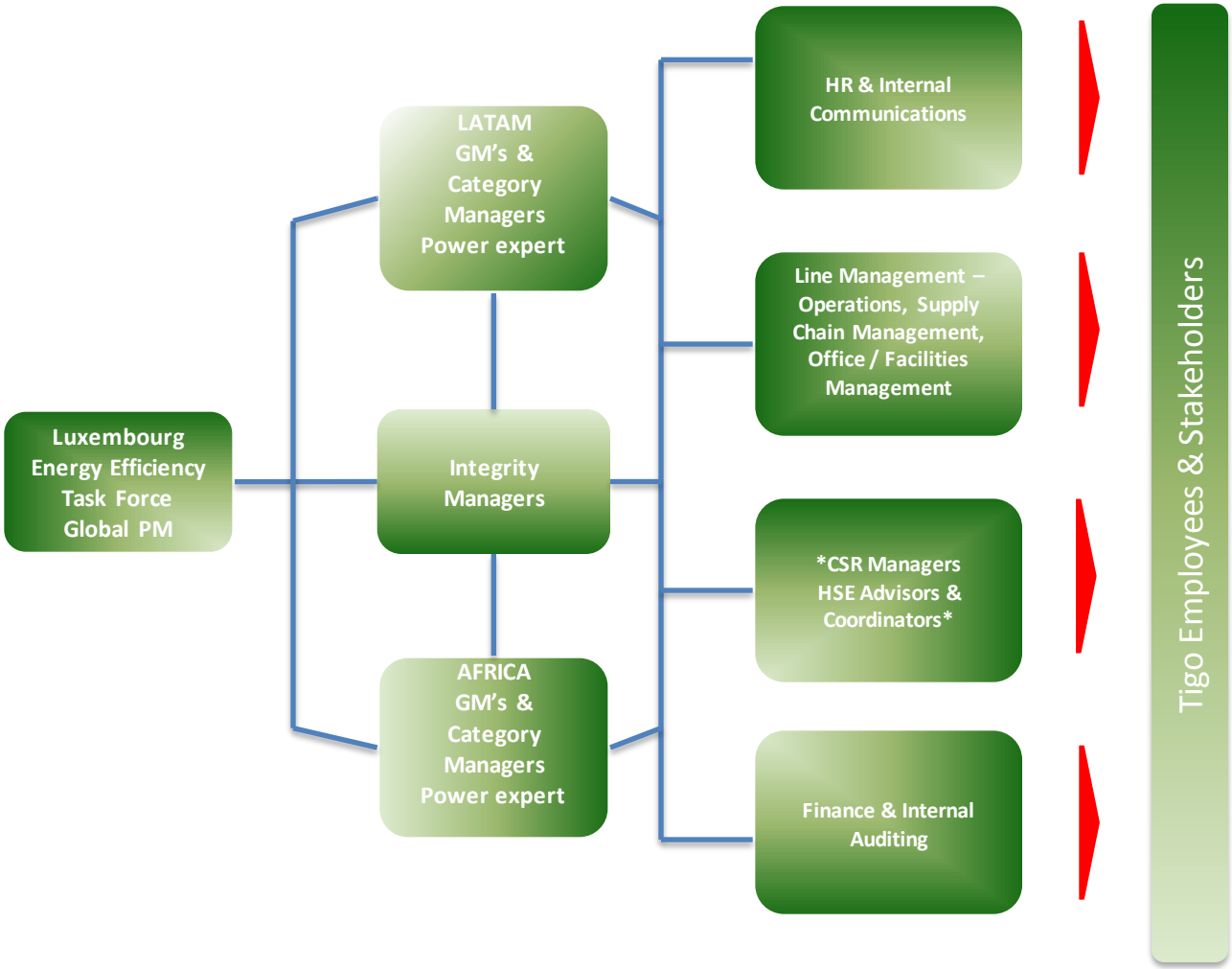
- Tune/upgrade/phase out Access equipments
- Implement innovative equipments designed to be more energy efficient
- Consolidated / Phased out legacy switching equipments.

- Implement innovative cooling system for switching sites, data centers and Access sites
- Optimize power plant overall electrical design

- Engage substitution for fuel on off-grid & poor grid sites (deep cycle batteries, alternative energy, hybrid systems…)

- Implement Energy Operating Support System:
  - to improve energy operational processes and Carbon footprint collection
  - to plan & optimize the energy design and capacity vs. telecom traffic.

High Level Energy Efficiency Communication & Implementation Strategy



- Clear Policy & Guidance as directed by legislation, best practice, industry working groups & NGO's;
- Integrity Managers – Workshops;
- Internal communication - Posters, Bulletins, Newsletters & Comics, Intranet/blog;
- HSE / CSR Focus days and Campaigns starting April 2012;
- E-learning and face-to-face structured learning, currently reviewing elearning material;
- Line Managers tool-box-talks;
- Procurement / supply chain management efficient equipment based upon technical & GSMA recommendations for sustainable growth – Operation;
- Targets established from known and calculated data from specific operational snap shot taken by GSMA sustainable solutions;
- Internal & external auditing of compliance, certification and awards;
- Finance to ensure budgetary performance indicators are met;
- External communication and focus groups, industry & professional bodies, public press and advertising sustainable growth for our customers & clients

General Projects

- Energy Reduction
  - Solar / hybrid solutions
  - Optimization and reduction of equipment
  - Programmed equipment upgrades to more efficient models
  - Complete network upgrades Senegal & Mauritius
  - E-waste management review
- Community Solutions
  - Seeking funding to power 1000 houses in Tz
  - Solar charging stations with PoS (social entrepreneur)
  - Mobiles with built solar charging panels
  - Offsetting via community projects (transfer knowledge & RFA farming & maintenance)

Questions

Solar Charging





•Solar Sister eradicates energy poverty by empowering women with economic opportunity.

•We combine the breakthrough potential of solar technology with a deliberately woman-centered direct sales network to bring light, hope and opportunity to even the most remote communities in rural Africa.

•The Solar Sister Entrepreneurs provide green mobile charging solutions for their communities through charging services and by selling micro-solar mobile chargers.

•Light and connectivity powered by clean energy enhances education, improves health and safety and provides economic opportunity.

•Through economic opportunity and the transforming benefits of solar technology, women are able to lift themselves, their families and their communities out of poverty

Maturity of Enterprise

Solar Sister has 148 Solar Sister Entrepreneurs and distributed clean energy products that benefit over 20,000 people.

Typical Outlay

- $50 (install fee)
- $5/wk Total: ~$22/month

Example Income

20 charges/day * $0.20 = $4/day = $24/wk
Total: ~$100/month

PROFIT = $80/month

Community Power







Expected benefits of community power

Increasing economic activity

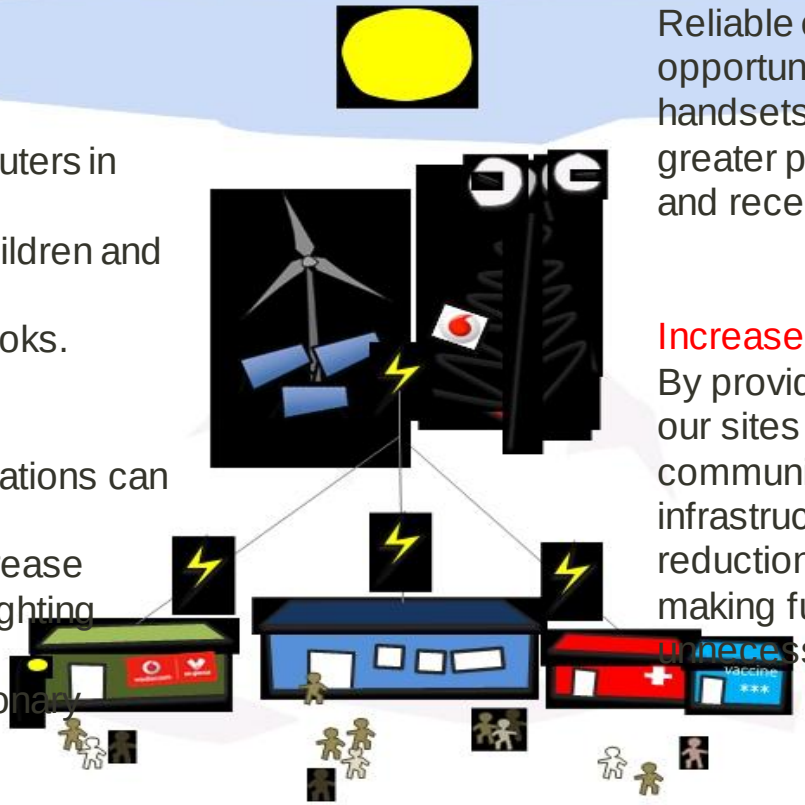
Lighting can enable businesses to operate longer hours, power machinery and computers and street lighting can make streets safe for customers. And increased access to power should mean greater use of mobile.

Improving education

Power for lighting and computers in school
increase opportunities for children and access
to Webboxs can widen outlooks.

Improving health care

Electricity from solar base stations can be directed to clinics to refrigerate vaccines and increase operating hours. Domestic lighting also means less reliance on kerosene, that causes pulmonary disease.



Reducing Opex

Reduction in diesel consumption as sites are converted to run on renewableS

Increasing traffic

Reliable electricity means increased opportunity for customers to charge handsets and therefore greater potential to make and receive calls and SMS.

Increase site security

By providing the community with power, our sites become a key part of community infrastructure leading to reduction in vandalism and making fuel/solar panel theft unnecessary.

Community Power

- Price of equipment
  - Although prices for solar equipment have gone down significantly the price is still rather high, which generates risk. So far phone charging businesses seem to have the most suitable payback period (around 2 months), but for households it's more difficult. If you compare their current monthly cost of lighting (kerosene) with the cost of solar equipment, the break even is still more than 12 months. This makes it difficult for Telco's to make a profit on the equipment
  - Pricing model difficult to establish
  - Funding / loans/ investment
- Change in business model
  - While telecom is mainly a digital business, off-grid electricity is a retail business which requires certain amount of inventory.
  - Need for a distribution and maintenance organization
  - Especially maintenance is challenging. If you roll out the equipment in high volumes you also would need to build a maintenance/support organization. This requires trained technician.
- Overall the most important thing is whether Telco's want to stay to their core business or are willing to set up a new retail business model, which is completely new to them. This is a decision that we in Tigo are also struggling with. Perhaps the best solution would be to partner with existing retail businesses and only use the Telco's sales network. This does mean that the income from equipment sales will be lower, but at least the Telco's can still benefit from the increase in phone usage due to access to electricity.

Community Power

- Identified 3 models: buy directly, rent or lease (buy to own):
  - Buying the equipment is for many households and SME's too expensive as $150-500 is a huge amount for many people in these countries
  - Rent would be a solution, but this means that the rental company builds a big "fleet" of equipment, which is expensive, requires a lot of working capital, maintenance, etc.. Secondly the payback period is too high. Overall renting is rather risky.
  - Leasing seems to be the solution most companies are looking at. The customer pays a down payment when receiving the equipment and pay the remaining in several months. After a certain period they own the equipment. Drawback is that you still need a lot of working capital, but less than in the rent model.

Questions