

# NTT DOCOMO Group

## Summary of Selected Financial Data (FY2020～)

(Billions of yen)

IFRS	FY2020	FY2021	FY2022	FY2023
<b>Financial Results:</b>				
Operating revenues	5,880.9	5,870.2	6,059.0	6,140.0
Telecommunications services	3,707.5	3,605.8	3,534.5	3,445.3
Equipment sales	605.2	629.0	686.0	780.9
System integration services	486.0	525.2	609.5	642.2
Other operating revenues	1,082.2	1,110.2	1,229.0	1,271.6
Operating expenses	4,820.9	4,797.6	4,965.1	4,995.6
Depreciation and amortization	750.6	779.9	785.9	812.3
Operating income	1,060.0	1,072.5	1,093.9	1,144.4
Comprehensive income attributable to NTT DOCOMO, INC.	749.6	752.1	771.8	795.1
<b>Financial Position;</b>				
Total assets	9,520.9	10,356.6	10,200.4	11,842.7
Current assets	3,305.8	4,298.6	4,271.4	5,239.0
Non-current assets	6,215.1	6,058.0	5,929.0	6,603.7
Total liabilities	3,119.4	3,327.8	3,249.7	4,711.6
Current liabilities	2,169.9	2,514.3	2,483.1	3,706.2
Non-current liabilities	949.5	813.5	765.8	1,005.4
Total equity	6,401.4	7,028.8	6,950.7	7,131.0
<b>Cash Flow Overview</b>				
Net cash provided by operating activities	-	1,887.5	1,230.7	1,422.6
Net cash used in investing	-	(651.1)	(644.1)	(573.6)
Net cash used in financing activities	-	(227.1)	(1,085.8)	(880.9)
<b>Capital Investment</b>				
Capital investment	-	698.6	706.3	705.4
<b>Financial Indicators</b>				
Free cash flows excluding changes in investments for cash management purpose <sup>1</sup>	-	1,133.3	593.6	848.8
EBITDA <sup>2</sup>	-	1,746.0	1,790.9	1,867.8
Ratio of smart life plus enterprise business revenue (%) <sup>3</sup>	-	45.7%	47.5%	48.4%
Enterprise business revenue	-	1,719.5	1,850.7	1,881.7
Telecom CAPEX to Sales (%)	-	16.4%	16.7%	17.0%
ROIC (%)	-	10.8%	10.6%	10.9%
ROIC(communication business) (%) <sup>3</sup>	-	-	10.5%	10.3%

<sup>1</sup> Adjusted free cash flow is calculated excluding the effects of changes in investment derived from purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original maturities of longer than three months.

<sup>2</sup> Depreciation and amortization expense in EBITDA excludes all depreciation expense related to right-of-use assets.

<sup>3</sup> Due to the reorganization in July 2023, the accounting segments for some services were changed. Therefore, the results of FY2022 were reclassified.

# NTT DOCOMO, INC. and Consolidated subsidiaries

## Summary of Selected Financial Data (2009-2021)

(Millions of yen)

U.S.GAAP / IFRS	U.S.GAAP								
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
<b>Financial Results:</b>									
Operating revenues	4,284,404	4,224,273	4,240,003	4,470,122	4,461,203	4,383,397	4,527,084	4,584,552	4,769,409
Telecommunications services	3,462,783	3,361,235	3,334,036	3,176,931	2,963,980	2,747,155	2,815,507	2,985,094	3,137,870
Equipment sales	507,495	477,404	498,889	758,093	872,000	904,089	860,486	719,161	755,138
Other operating revenues	314,126	385,634	407,078	535,098	625,223	732,153	851,091	880,297	876,401
Operating expenses	3,450,159	3,379,544	3,365,543	3,632,942	3,642,004	3,744,326	3,744,060	3,639,814	3,796,145
Depreciation and amortization	701,146	693,063	684,783	700,206	718,694	659,787	625,934	452,341	485,502
Operating income	834,245	844,729	874,460	837,180	819,199	639,071	783,024	944,738	973,264
Net income attributable to NTT DOCOMO, INC.	494,781	490,485	463,912	491,026	464,729	410,093	548,378	652,538	744,542
Comprehensive income attributable to NTT DOCOMO, INC.	523,091	450,909	436,338	546,443	523,431	453,102	510,667	662,281	783,458
<b>Financial Position;</b>									
Total assets	6,756,775	6,791,593	6,948,082	7,169,725	7,508,030	7,146,340	7,214,114	7,453,074	7,748,290
Total interest-bearing liabilities	610,347	428,378	256,680	253,766	230,346	222,651	222,164	221,880	161,632
Total shareholders' equity	4,635,877	4,850,436	5,062,527	5,368,475	5,643,366	5,380,072	5,302,248	5,530,629	5,680,409
Shareholders' equity ratio <sup>1</sup>	68.6%	71.4%	72.9%	74.9%	75.2%	75.3%	73.5%	74.2%	73.3%
<b>Cash Flow Overview;</b>									
Net cash provided by operating activities	1,182,818	1,287,037	1,110,559	932,405	1,000,642	962,977	1,209,131	1,312,418	1,511,540
Net cash used in investing activities	(1,163,926)	(455,370)	(974,585)	(701,934)	(703,580)	(651,194)	(375,251)	(943,094)	(718,372)
Free cash flows excluding changes in investments for cash management purpose <sup>2</sup>	416,878	589,777	503,479	225,589	257,209	295,590	598,744	664,531	862,503
<b>Capital Investment</b>									
Capital investment (Billions of yen)	6,865	6,685	7,268	7,537	7,031	6,618	5,952	5,971	5,764
<b>Financial Indicators</b>									
Operating income margin <sup>3</sup>	19.5%	20.0%	20.6%	18.7%	18.4%	14.6%	17.3%	20.6%	20.4%
ROA <sup>*4</sup>	12.6%	12.3%	12.8%	11.8%	11.4%	8.8%	10.8%	12.9%	14.4%
ROE <sup>*5</sup>	11.0%	10.3%	9.4%	9.4%	8.4%	7.4%	10.3%	12.0%	13.3%
Payout ratio	43.8%	44.1%	50.1%	50.7%	53.5%	64.0%	49.5%	45.7%	49.6%
<b>Per share data (Yen)<sup>6:</sup></b>									
EPS	118.64	117.97	111.87	118.41	112.07	101.55	141.3	175.12	201.73
Cash dividends declared per share <sup>6</sup>	52	52	56	60	60	65	70	80	100
<b>Shares:</b>									
Average common shares outstanding	4,170,573,800	4,157,685,900	4,146,760,100	4,146,760,100	4,146,760,100	4,038,191,678	3,880,823,341	3,726,266,553	3,690,843,188

IFRS				
FY2017	FY2018	FY2019	FY2020	FY2021
4,762,269	4,840,849	4,651,290	4,725,214	4,713,808
3,092,739	3,130,660	3,094,278	3,127,911	3,046,631
789,845	844,428	608,228	575,729	617,966
879,685	865,760	948,784	1,021,574	1,049,211
3,775,309	3,827,204	3,796,640	3,811,988	3,785,864
486,550	470,922	580,839	606,126	622,063
986,960	1,013,645	854,650	913,226	927,944
790,830	663,629	591,524	629,029	648,042
802,460	656,026	558,130	725,794	634,339
7,654,938	7,340,546	7,535,925	7,926,272	9,297,356
-	-	-	-	-
5,665,107	5,371,853	5,249,927	5,580,386	6,750,900
74.0%	73.2%	69.7%	70.4%	72.6%
1,498,600	1,216,014	1,317,796	1,466,721	1,615,246
(705,532)	(296,469)	(354,760)	(719,912)	(492,839)
-	-	-	-	-
5,770	5,937	5,728	5,691	5,481
20.7%	20.9%	18.4%	19.3%	19.7%
10.6%	13.4%	11.7%	11.8%	10.8%
14.2%	12.0%	11.1%	11.6%	10.5%
46.7%	58.6%	66.7%	-	-
214.27	187.79	179.92	194.83	200.72
100	110	120	-	-
3,690,843,188	3,533,819,862	3,287,746,248	-	-

1    Equity attributable to shareholders of NTT DOCOMO, INC. / Total assets

2    Changes in investments for cash management purposes were derived from purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original   maturities of longer than three months.  
      Net cash used in investing activities includes changes in investments for cash management purposes for the year ended March 31, 2018 and 2019 The effect of changes in investments for cash management purposes is not taken into account  
      when we forecasted net cash used in investing activities for the year ending March 31, 2020 due to the difficulties in forecasting such effect.

3    Operating profit/ Operating revenues

4    Income before income taxes and equity in net income (losses) of affiliates / ((total assets of the end of fiscal year + total assets of the end of previous fiscal year) /2)

5    Profit attributable to shareholders of NTT DOCOMO, INC. / Equity attributable to shareholders of NTT DOCOMO, INC.

6    In the calculation of per share information, the number of treasury stocks are not included in the number of issued shares during or at the end of the year.

7    Cash dividends per share are presented in the fiscal year to which each record date for the dividends belongs.