# 14 Strengthen Core Business Even Further (2) Products/After-Sales Services

- Enrich FOMA's handset lineup/service portfolio tailored to user needs
- Reinforce after-sales support to achieve better customer satisfaction

## **Enrich handset lineup**

- High-end models
  - FOMA "902i" series







- SIMPURE series



- Respond to users' diversified needs
- Contribute to lower procurement costs by optimizing product mix

## **Concept models**

- One-segment broadcast-enabled phone: P901iTV
- Environment-friendly phone: N701iECO
- Handsets designed for child's use and safety protection: "Kids' PHÓNE" SA800i

% of new subscribers to total no. of "Kids' PHONE" sold:

90% (As of March 2006)







#### Reinforce after-sales support



Membership of DoCoMo Premier Club 38.4million (As of Mar. 31, 2006)

#### DoCoMo Premier Club Programs

- Cumulative no. of free-of-charge battery packs provided: Approx. 1.4 million (Feb. 22, 2005 ~ Mar. 31, 2006)
- Extended free warranty period of handset, etc.