
FY2021/1Q

Financial Results

NTT
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FY2021/1Q Results Highlights

IFRS

(Billions of yen)	FY2020/1Q (1)	FY2021/1Q (2)	Changes (2) – (1)	Changes (%)
Operating revenues	1,098.2	1,159.6	+61.5	+5.6%
Operating profit	280.5	244.4	-36.1	-12.9%
Profit attributable to shareholders of NTT DOCOMO, INC.	195.3	171.5	-23.8	-12.2%
Adjusted free cash flow	-54.0	11.0	+65.0	—
Capital expenditures	90.8	122.7	+31.9	+35.1%

◆ 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.

Results by Segment

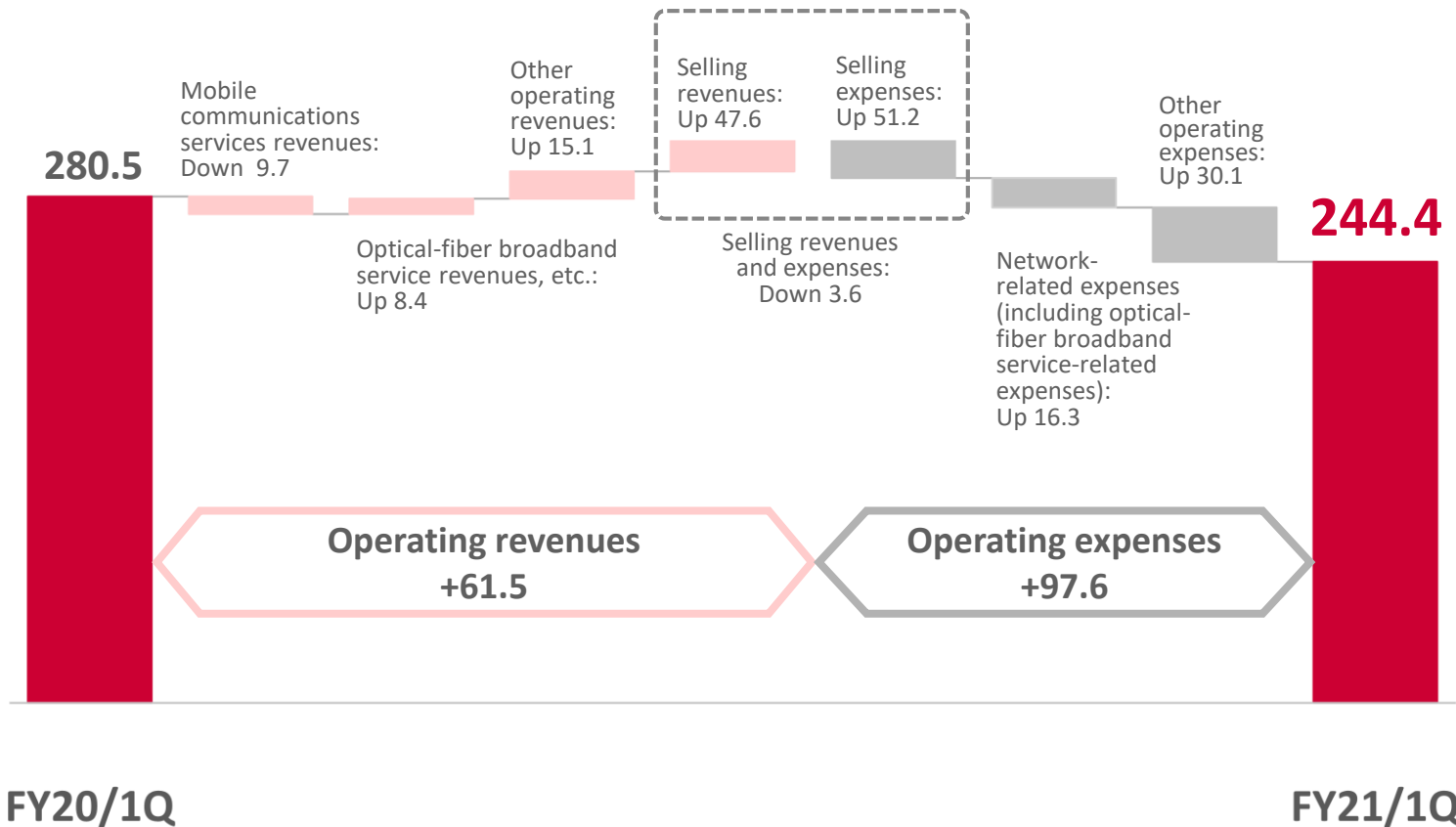
IFRS

(Billions of yen)		FY2020/1Q (1)	FY2021/1Q (2)	Changes (2) – (1)
Telecommunications business	Operating revenues	851.8	904.1	+52.3
	Operating profit	219.4	184.5	-34.9
Smart life business	Operating revenues	145.0	150.1	+5.1
	Operating profit	28.3	23.2	-5.1
Other businesses	Operating revenues	110.4	115.4	+4.9
	Operating profit	32.8	36.7	+3.8
<Ref.> Smart life business and Other businesses	Operating revenues	255.5	265.5	+10.0
	Operating profit	61.2	59.9	-1.3

Key Factors behind Changes in Operating Profit

IFRS

(Billions of yen)



- ◆ Selling expenses represent the sum of cost of equipment sold and commissions to agent resellers.
- ◆ Network-related expenses represent the sum of depreciation/amortization, loss on disposal of property, plant and equipment and intangible assets, and communication network charges.

Status of Key Operations

Steadily expanded customer base through strategic launch of new rate plans

▶ Mobile subscriptions

Net additions and MNP subscriber acquisitions trending favorably as a result of strategic launch of new rate plans (e.g., “ahamo” “Gigaho Premier”).

Plan to provide customer returns worth over ¥250 billion in FY2021.

▶ 5G

5G subscriptions recorded a steadfast increase to 5.35 million, making favorable progress toward fiscal year-end target of 10 million.

Total no. of Lightning Speed 5G base stations topped 10,000 in June. Aim to grow the number to 20,000 by Mar. 31, 2022.

▶ Membership base

Both “d POINT CLUB” members and “d POINTs” used expanded at a favorable pace driven by increased usage at partners’ stores, etc. Aim to grow membership base to 100 million as early as possible.

▶ Finance/Payment

Finance/payment transactions handled grew steadily to ¥2.0 trillion as a result of stepped up efforts for new merchant acquisition and boosting everyday usage.

▶ Enterprise solutions

A total of 35 5G solutions have been offered for commercial use, garnering some 300 cases of actual adoption.

Key Operational Indicators (1)

	FY2020/1Q	FY2021/1Q	Changes
“d POINT CLUB” members (Million)	76.57	83.73	+9%
“d POINT CARD” registrants	44.72	52.57	+18%
“d POINTS” used (Billion points)	57.1	69.7	+22%
“d POINTS” used at partners’ stores, etc.	40.3	52.7	+31%
Mobile telecommunications service subscriptions (Million subs)	80.61	82.92	+3%
5G subscriptions	0.15	5.35	—
Churn rate (%)	0.42%	0.58%	+0.15pt
Handset churn rate	0.34%	0.48%	+0.15pt
“docomo Hikari” subscriptions (Million subs)	6.66	7.14	+7%

- ◆ “d POINT CARD” registrants indicate the no. of users who can earn and use “d POINTS” at participating stores by registering their personal information.
- ◆ “d POINTS” used and churn rate represent the cumulative data for FY2020/1Q.
- ◆ Handset churn rate indicates the combined churn rate for smartphones and feature phones.

Key Operational Indicators (2)

	FY2020/1Q	FY2021/1Q	Changes
Finance/Payment transactions handled (Billions of yen)	1,500.0	2,000.0	+33%
“d CARD” transactions	1,140.0	1,500.0	+32%
“d Payment” transactions	153.0	266.0	+74%
“d CARD” members (Million members)	13.18	14.76	+12%
“d CARD GOLD”	7.04	8.23	+17%
“d Payment” users (Millions)	27.27	37.35	+37%
Locations where payment/point service can be used (Million locations)	1.94	3.52	+81%

- ◆ The amount of transactions handled represent the cumulative amount for FY2021/1Q, which includes the transactions handled with "d CARD," "iD," "d Payment," direct carrier billing and "DOCOMO Mobile Payment Service," etc.
- ◆ The amount of transactions processed with "d Payment" represents the cumulative amount of payments made with "d Payment" (code and online payment) and "d Payment (iD)".
- ◆ The number of "d Payment" users represents the sum of total number of "d Payment" app downloads and "d Payment (iD)" members.
- ◆ Locations where payment/point service can be used represents the combined no. of locations where "d POINT," "iD," and "d Payment" (code and online payment) services can be used.

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Appendix

Principal Services, etc., Included in Each Reportable Segment

Telecommunications business

Mobile communications services

• 5G services • LTE (Xi) services • FOMA services (3G) • International services • Sales of handset/equipment for each service etc.

Optical fiber broadband service and other telecommunications services

• Optical-fiber broadband services • Satellite communications services etc.

Smart life business

Content/ Lifestyle services

• “dTV” “d hits” “d magazine” “d shopping” “d healthcare” etc.

• NTT Plala Inc. • Oak Lawn Marketing, Inc. • Tower Records Japan Inc. etc.

Finance/Payment services

• d CARD • d CARD GOLD • iD • d Payment • Fintech etc.

Other businesses

Support services for customers peace of mind

• “Mobile Device Protection Service” • “Anshin Remote Support” etc.

Enterprise solutions

• Enterprise IoT solutions • System development/sales/maintenance services etc.

Special Note Regarding Forward-Looking Statements

All forward-looking statements and projected figures concerning our future performance contained or referred to in this document are based on a series of assumptions, projections, estimates, judgments and beliefs of the management that have been made in light of the information currently available to it. Some of the projected numbers in this report were derived using certain assumptions that were indispensable for making such projections in addition to historical facts. These projections and estimates may be affected by our future business operations, the state of the economy in Japan and abroad, possible fluctuations in the securities markets or other changes in circumstances that could cause the actual results to differ materially from the forecasts contained or referred to herein.

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