
FY2021/3Q

Financial Results

NTT
docomo

February 7, 2022

FY2021/1-3Q Results Highlights

IFRS

(Billions of yen)

| | FY2020/1-3Q (cumulative) (1) | FY2021/1-3Q (cumulative) (2) | Changes (2) – (1) | Changes |
|--|------------------------------------|------------------------------------|----------------------|---------|
| Operating revenues | 3,513.1 | 3,517.5 | +4.3 | +0.1% |
| Operating profit | 821.8 | 769.6 | -52.1 | -6.3% |
| Profit attributable to shareholders of NTT DOCOMO, INC. | 566.9 | 535.9 | -31.0 | -5.5% |
| Adjusted free cash flow | 383.6 | 715.0 | +331.4 | +86.4% |
| Capital expenditures | 360.5 | 376.6 | +16.1 | +4.5% |

◆ 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.

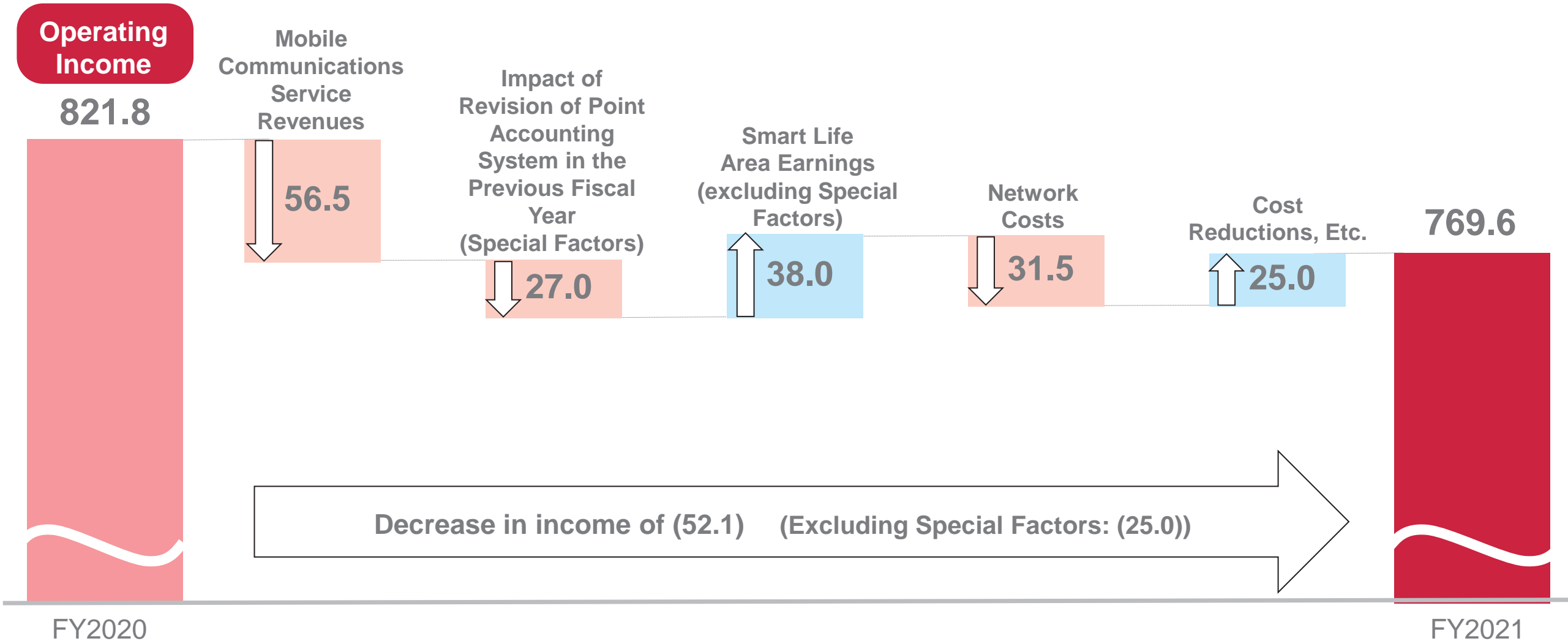
Results by Segment

IFRS

(Billions of yen)

| | | FY2020/1-3Q (cumulative) (1) | FY2021/1-3Q (cumulative) (2) | Changes (2) - (1) |
|---|--------------------|------------------------------------|------------------------------------|----------------------|
| Telecommunications business | Operating revenues | 2,735.2 | 2,731.7 | -3.5 |
| | Operating profit | 644.0 | 572.3 | -71.7 |
| Smart life business | Operating revenues | 470.6 | 466.8 | -3.8 |
| | Operating profit | 79.2 | 75.4 | -3.8 |
| Other businesses | Operating revenues | 337.4 | 349.6 | +12.2 |
| | Operating profit | 98.5 | 121.9 | +23.4 |
| <Ref.> Smart life business and Other businesses | Operating revenues | 808.0 | 816.4 | +8.4 |
| | Operating profit | 177.8 | 197.4 | +19.6 |

Key Factors behind Changes in Operating Profit



Key Operational Indicators (1)

| | FY2020/3Q | FY2021/3Q | Changes |
|---|--------------|--------------|------------|
| “d POINT CLUB” members (Million) | 79.67 | 87.21 | +9% |
| “d POINT CARD” registrants | 48.52 | 55.97 | +16% |
| “d POINTs” used (Billion points) | 182.4 | 203.4 | +18% |
| “d POINTs” used at partners’ stores, etc. | 127.9 | 155.4 | +28% |
| Mobile telecommunications service subscriptions (Million subs) | 81.75 | 83.85 | +3% |
| 5G subscriptions | 1.41 | 8.95 | - |
| (Incl.) home 5G subscriptions | - | 0.19 | - |
| Churn rate (%) | 0.47 | 0.59 | +0.12pt |
| Handset churn rate | 0.39 | 0.49 | +0.11pt |
| “docomo Hikari” subscriptions (Million subs) | 6.93 | 7.25 | +5% |

- ◆ “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 FY2021/1-3Q.
- ◆ Handset churn rate indicates the combined churn rate for smartphones and feature phones.

Key Operational Indicators (2)

| | FY2020/3Q | FY2021/3Q | Changes |
|--|-----------|-----------|---------|
| Finance/Payment transactions handled (Billions of yen) | 5,080.0 | 6,490.0 | +28% |
| “d CARD” transactions | 3,830.0 | 4,850.0 | +27% |
| “d Payment” transactions | 568.0 | 899.0 | +58% |
| “d CARD” members (Million members) | 13.91 | 15.38 | +11% |
| “d CARD GOLD” | 7.62 | 8.69 | +14% |
| “d Payment” users (Millions) | 32.55 | 41.65 | +28% |
| Locations where payment/point service can be used (Million locations) | 2.87 | 3.87 | +35% |

- ◆ The amount of transactions handled represent the cumulative amount for FY2021/1-3Q, 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.

Key Topics for FY2021/3Q

▶ Telecommunications business

■ Launch of “Economy MVNO”

- ✓ Started handling “OCN mobile ONE” provided by NTT Communications (October 2021)
- ✓ Started handling “TONE mobile for docomo” provided by freebit Group (December 2021)

▶ Smart life business

■ Entered into capital/business alliance with HIKKY Co., Ltd. toward realization of XR strategy (November 2021)

For early roll-out of business in both metaverse (VR) and physical space (AR/MR) to realize new “post-smartphone” worlds.

■ Started supporting “d Account” on the online diagnosis and drug administration guidance application, “CLINICS”, jointly operated with Medley, Inc. (December 2021)

▶ Enterprise business

■ Launched “market place” to assist operational efficiency and productivity enhancement of mid-tier companies and SMEs (December 2021)

■ Commenced 5G SA (Stand Alone) service (December 2021)

- ✓ Creating new use cases for enterprise customers

Key Topics for FY2021/4Q and Beyond

▶ Telecommunications business

■ Launch of “home Denwa” service (March 2022)

- ✓ Provision of fixed-line telephone service that uses mobile networks
- ✓ Enable use of service just by connecting customer’s home telephone to a service terminal (no installation work necessary)

▶ Smart life business

■ Launch of “docomo Denki” (March 2022) *Pre-order campaign in progress (From January 2022)

- ✓ Great value rate plan leveraging “d POINTs” (allowing users to earn “d POINTs” worth up to 10% of electricity usage fee)
- ✓ Contribute to carbon neutrality of entire society through provision of “docomo Denki Green”

▶ Enterprise business

■ Enrichment of “market place” services. 5 new services to be added.

- ✓ “Marugoto Business Support”, implemented in Kyushu/Okinawa areas ahead of other regions, to be rolled out on a nationwide scale (March 2022)

▶ New DOCOMO Group

■ Made NTT Communications and NTT COMWARE subsidiaries of NTT DOCOMO (January 2022)

■ To execute organizational restructuring of New DOCOMO Group (July 2022)

Changing worlds with you.

^{NTT}
docomo

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”

- 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.

Names of companies, products, etc., contained in this presentation are the trademarks or registered trademarks of their respective organizations.