
FY2022/2Q Financial Results



November 8, 2022

FY2022/2Q Results Highlights

IFRS

(Billions of yen)

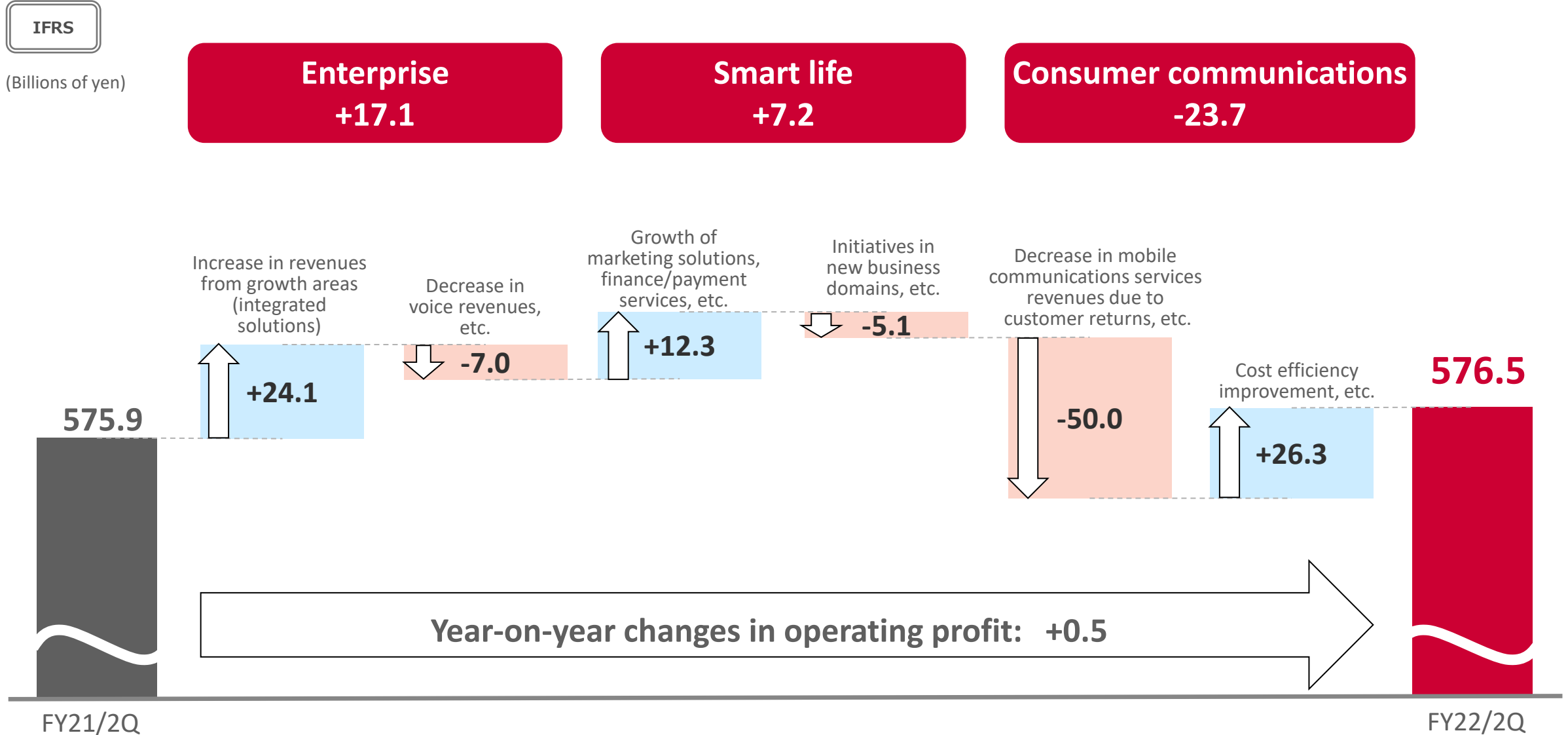
	FY2021/2Q (1)	FY2022/2Q (2)	Changes (2) – (1)	Changes
Operating revenues	2,880.7	2,899.8	+19.1	+0.7%
Operating profit	575.9	576.5	+0.5	+0.1%
Profit attributable to shareholders of NTT DOCOMO, INC.	399.2	419.8	+20.6	+5.2%
Capital expenditures	312.0	277.4	-34.6	-11.1%

* Financial figures herein are retrospectively adjusted to reflect the impact of the consolidation of NTT Communications Group and NTT Comware Group by NTT DOCOMO on January 1st, 2022, from the beginning of FY2021 ended March 31, 2022. (The same also applies to the following pages)

Results by Segment

IFRS		FY2021/2Q	FY2022/2Q	Changes
(Billions of yen)		(1) *	(2) *	(2) – (1)
Enterprise	Operating revenues	833.9	845.0	+11.1
	Operating profit	129.1	146.2	+17.1
Smart life	Operating revenues	477.2	518.4	+41.1
	Operating profit	100.1	107.3	+7.2
Consumer communications	Operating revenues	1,689.7	1,663.3	-26.3
	Operating profit	346.7	323.0	-23.7

Key Factors behind Changes in Operating Profit

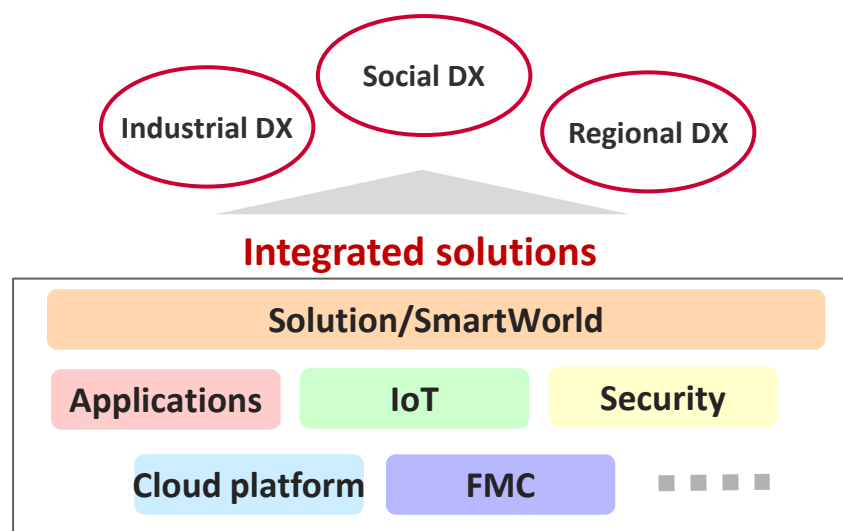


Enterprise Business

Resolve the challenges of society, industry and regional communities with “integrated solutions.”

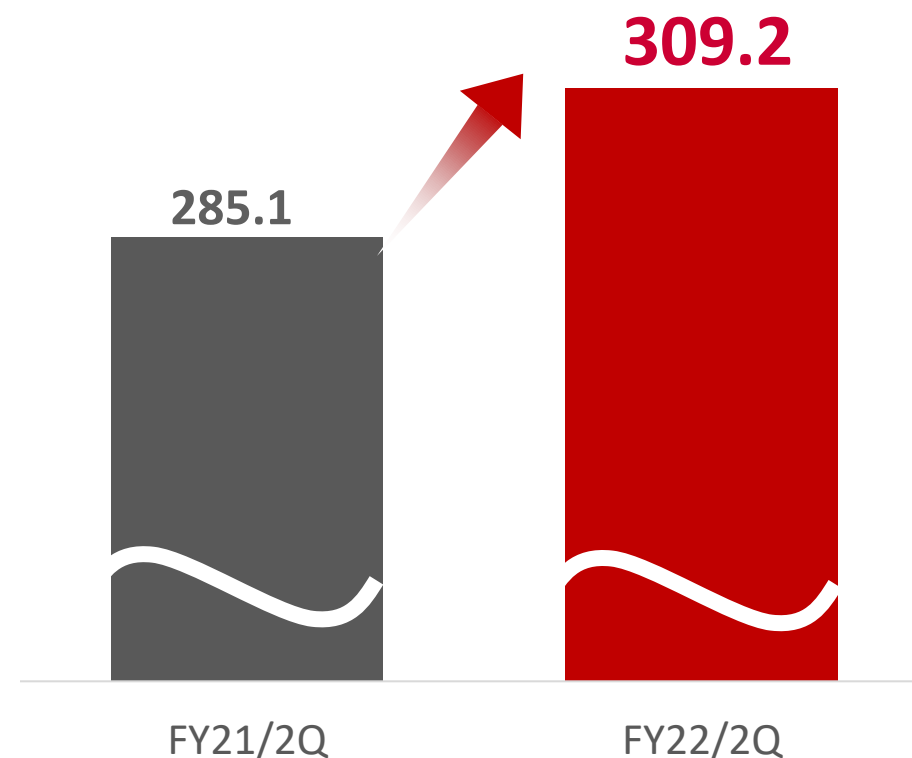
Problem solving with integrated solutions

In addition to conventional solutions, we will offer value to customers in one stop, combining mobile solutions (e.g., 5G, IoT, FMC) with applications and cloud platforms, etc.



Integrated solutions revenues

(Billions of yen)

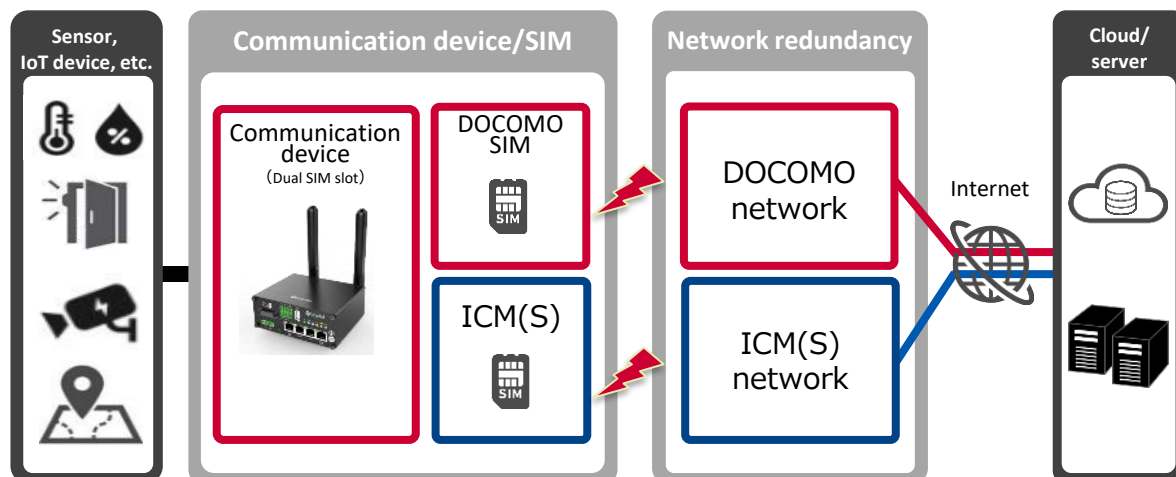


Enterprise Business

Strengthen mobile solutions that can respond to customer needs.

BCP support through network redundancy

Plan to start offering multiple mobile line redundancy solution for IoT devices from December 2022, which enables procurement and maintenance of the sub-line in one stop.



*ICM(S) : IoT Connect Mobile Type® S

Reinforced device management

Started offering from September 2022 a new device management service, “Anshin Manager NEXT,” which offers security measures for various lines and devices and enhances operational efficiency.

New features



Existing features

Central management of multiple requirements (e.g. carrier and OS)

Manage various devices

Measures against loss/theft
through handset lock and
initialization



Efficiency enhancement
through centralized setting



Restrict personal use
that are not relevant to work

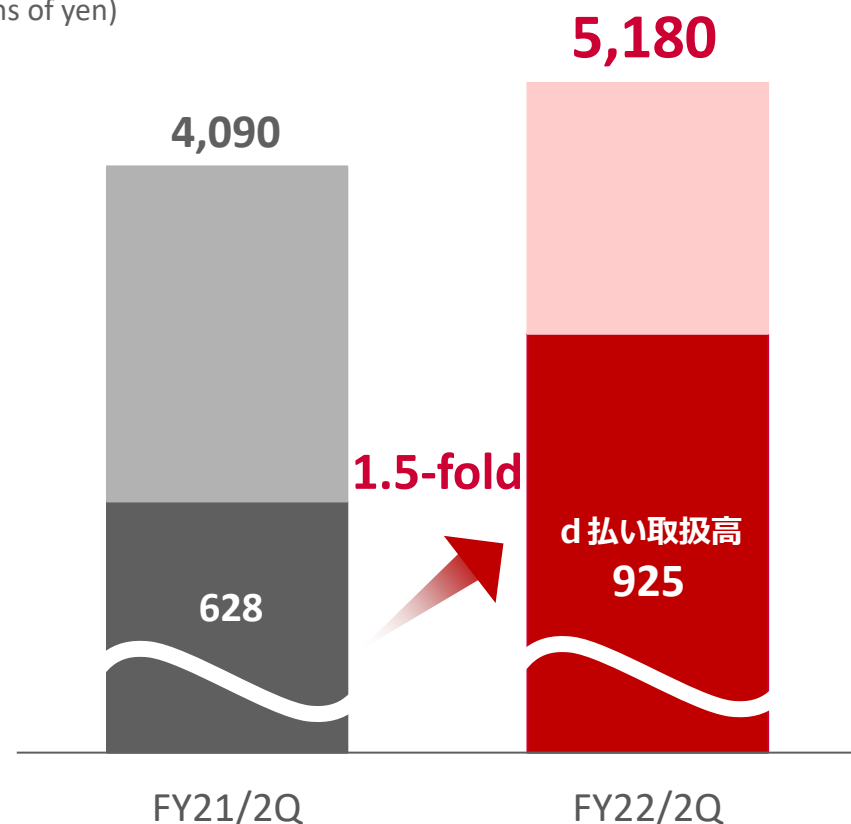


Smart Life Business

Successfully expanded finance business and marketing solutions.

Finance/payment transactions

(Billions of yen)



Marketing solutions

Working on CRM reinforcement and area marketing support for partners



SUNTORY

Steadily increased new merchants

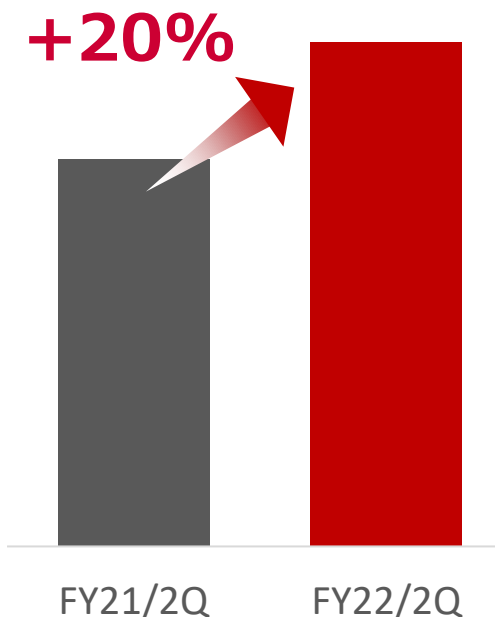
("d POINT" partners)



("d Payment" partners)



Marketing solution revenues



Smart Life Business

Accelerating new initiatives to expand business domains.

Expand finance business through entry in loan service

Launch of personal loan service

Started July 2022



Expansion of protection service to cover peripherals

DOCOMO's protection is not limited to smartphones!

Started September 2022

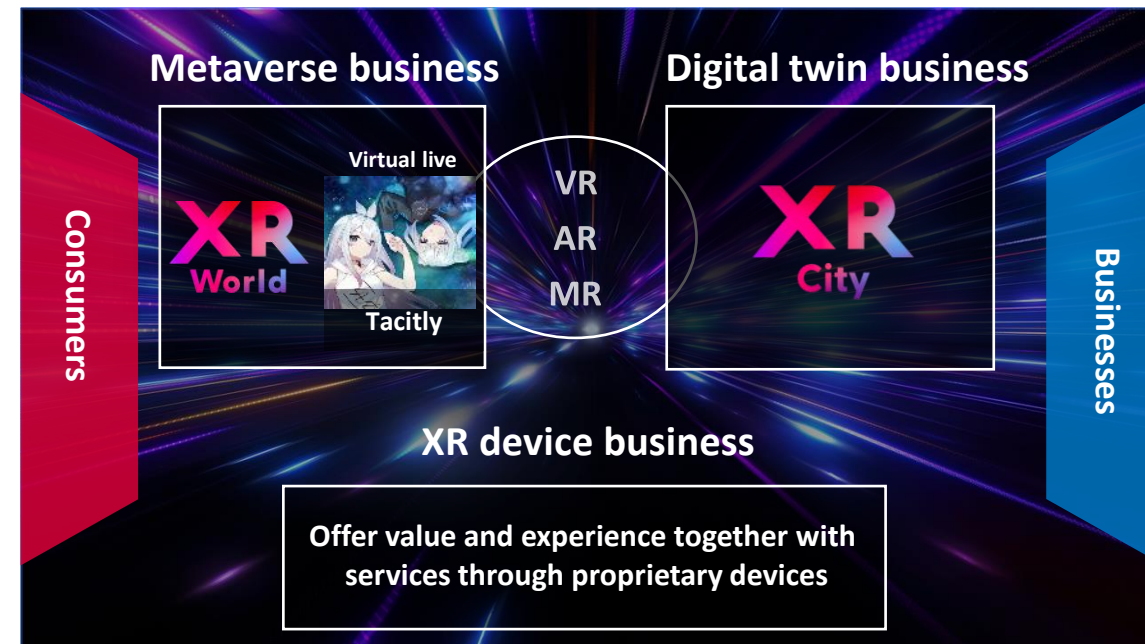
smart Anshin Protection

New

<p>Protection of devices in use</p>	<p>Protection of home devices (special privilege)</p>
<p>Protection against fraudulent payment using smartphone (special privilege)</p>	<p>Personal effects protection mini (special privilege)</p>

Step up XR-related initiatives

NTT QONQ business launched Oct. 1

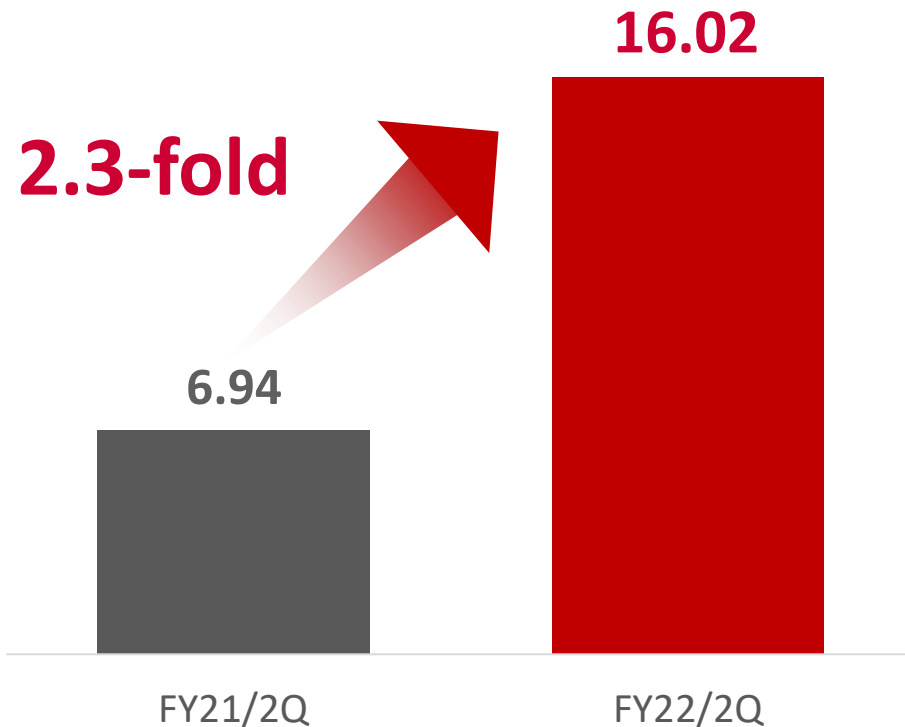


Consumer Communications Business

Approx. 30% of smartphone users have migrated to 5G service.
No. of mid/large data plan subs also growing at a favorable pace.

5G subscriptions

(Million subs)



Mid/large data plan subscriptions

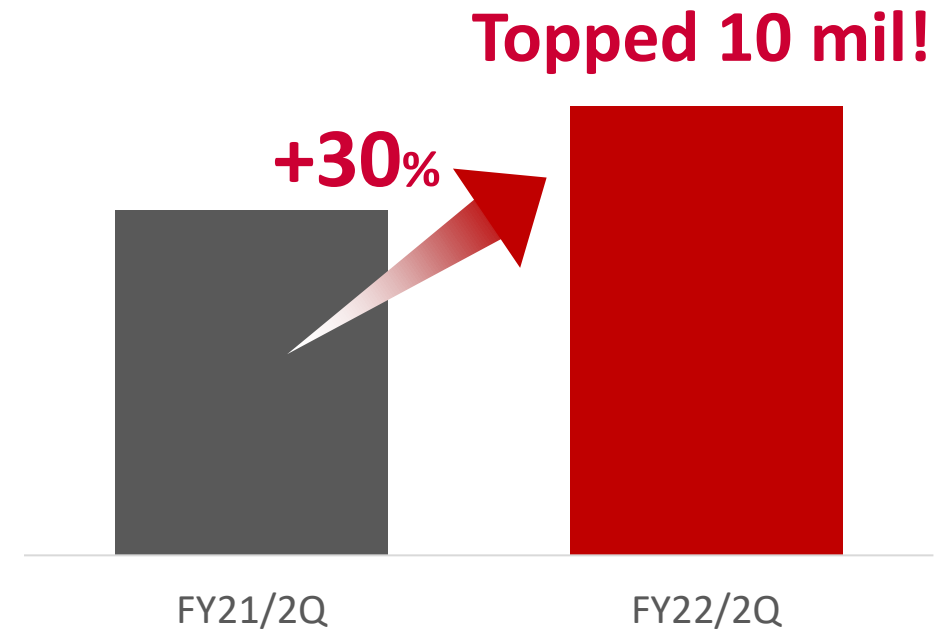
Mid/large data plans
growing favorably

»5G キガホ プレミア

Campaign offering "omori"
option practically for free

ahamo 大盛り

Thru Dec. 31



Consumer Communications Business

Channel development and device offerings catered to customer needs.

Channel initiatives

Diversified ways of receiving products purchased on online shop

Started September 2022

Receive at docomo Shops
(Delivery on the same day of purchase at the earliest)

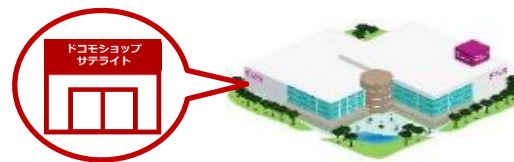


Delivery to home/
Initial handset setting support by shop staff



docomo satellite shops

Rolling out in commercial facilities and other locations convenient for customers



92 shops
(As of Oct. 31, 2022)

Device cycle initiatives

Collection

Mobile subscription not required!



Provide a wide range of options
while promoting circular economy

Secondhand sales

Replacement

docomo Certified smart あんしん補償

Trial sales started in some brick-and-mortar stores from Sept. 2022

Started September 2022

ESG Initiatives

Actions to achieve carbon neutrality in 2030.



Sustainable model

Plan to release environment-friendly “sustainable models” using recycled materials.

Planned for release February 2023

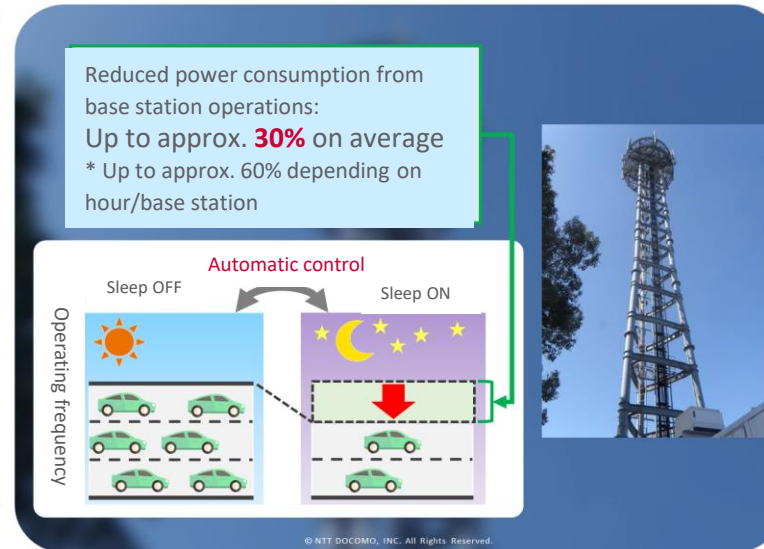


arrows N F-51C »5G

Enhanced base station sleep function

Push forward power savings of communication network by implementing sleep mode, tracking utilization status in real time based on traffic data.

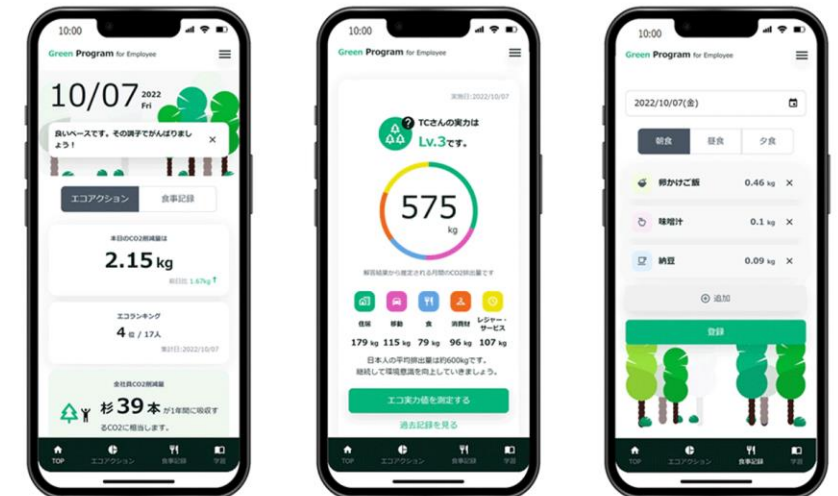
To be introduced November 2022



Green Program for Employee

A web application that encourages eco-actions by visualizing the amount of CO2 emissions from everyday activities.

To start November 2022



Web3 Enabler (group of common functions)

Blockchain wallet

Crypto asset exchange

Token issuance

Security

Take the initiative jointly with Astar Network and Accenture, and solicit the participation and collaboration from various industries/businesses through DAO approach^{*1}



- Aim to establish global de facto standard originating from Japan
- Form a new company (around FY2023)
- Investment of ¥500-600 billion (over 5-6 years)

^{*1}: Stands for Decentralized Autonomous Organization, an organization that can promote business or projects without appointing specific owners or managers. DAO is fundamentally different from conventional organizations, and is drawing attention as an organizational format that could become popular in the age when web3 is broadly adopted.

Changing worlds with you.

^{NTT}
docomo

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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