* Financial figures in this presentation are prepared for internal management purposes and are provided as unaudited reference information.
<table>
<thead>
<tr>
<th></th>
<th>FY2021/3Q (1)</th>
<th>FY2022/3Q (2)</th>
<th>Changes (2) –(1)</th>
<th>Changes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating revenues</td>
<td>4,360.7</td>
<td>4,424.4</td>
<td>+63.7</td>
<td>+1.5%</td>
</tr>
<tr>
<td>Operating profit</td>
<td>885.9</td>
<td>888.8</td>
<td>+2.9</td>
<td>+0.3%</td>
</tr>
<tr>
<td>Profit attributable to shareholders of NTT DOCOMO, INC.</td>
<td>621.7</td>
<td>643.5</td>
<td>+21.8</td>
<td>+3.5%</td>
</tr>
<tr>
<td>Capital expenditures</td>
<td>473.0</td>
<td>448.4</td>
<td>-24.6</td>
<td>-5.2%</td>
</tr>
</tbody>
</table>

* 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**

<table>
<thead>
<tr>
<th></th>
<th>FY2021/3Q (1)</th>
<th>FY2022/3Q (2)</th>
<th>Changes (2) — (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Enterprise</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating revenues</td>
<td>1,246.5</td>
<td>1,295.8</td>
<td>+49.3</td>
</tr>
<tr>
<td>Operating profit</td>
<td>194.5</td>
<td>222.5</td>
<td>+28.0</td>
</tr>
<tr>
<td><strong>Smart life</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating revenues</td>
<td>722.2</td>
<td>798.4</td>
<td>+76.2</td>
</tr>
<tr>
<td>Operating profit</td>
<td>162.7</td>
<td>178.5</td>
<td>+15.8</td>
</tr>
<tr>
<td><strong>Consumer communications</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating revenues</td>
<td>2,561.8</td>
<td>2,518.1</td>
<td>-43.6</td>
</tr>
<tr>
<td>Operating profit</td>
<td>528.7</td>
<td>487.7</td>
<td>-41.0</td>
</tr>
<tr>
<td>Segment</td>
<td>FY21/2Q</td>
<td>FY22/2Q</td>
<td>Change</td>
</tr>
<tr>
<td>---------------------------------</td>
<td>---------</td>
<td>---------</td>
<td>--------</td>
</tr>
<tr>
<td><strong>Enterprise</strong></td>
<td>+28.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Increase in</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>integrated solutions</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>revenues</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Smart life</strong></td>
<td>+15.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Growth of marketing solutions</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>finance/payment services, etc.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Consumer communications</strong></td>
<td></td>
<td>-41.0</td>
<td></td>
</tr>
<tr>
<td>Decrease in mobile</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>communications services</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>revenues due to</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>customer returns, etc.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Key Factors behind Changes in Operating Profit**

**Increase in**
- integrated solutions

**Others**
- Growth of marketing solutions, finance/payment services, etc.
- Initiatives in new business domains, etc.

**Decrease in**
- mobile communications services
  - revenues due to customer returns, etc.
- Cost efficiency improvement, etc.

**Year-on-year changes in operating profit:**  

*IFRS (Billions of yen)*

FY21/3Q: 885.9

FY22/3Q: 888.8

Change: +2.9
Stepped up IoT initiatives with the aim of expanding integrated solutions.

Enterprise Business

Synergies of integration further strengthened our solution offering capabilities. Promoting horizontal deployment in various industry sectors.

Enterprise business revenues

(Billions of yen)

FY21/3Q FY22/3Q

1,246.5 1,295.8

+4%

466.8

Integrated solutions revenues:

431.0

+8%

IoT solutions

Public safety (Crime prevention, AI camera)

Automotive (Mobility)

Real estate/construction (Gate/elevator/lighting)

Energy (Smart meter)

Security (Home/office security)

Logistics (Business use Tablets)

Retail (Business use tablets)

Large enterprises

Global companies

SMEs
Finance business and marketing solutions continue to expand steadily.

**Finance/payment transactions**

- **FY21/3Q**: 6,490.0
- **FY22/3Q**: 8,140.0 (+25%)
- "dPayment" transactions ***1,503.0*** (+47%)

**Marketing solutions**

Accumulate data through joint initiatives with partners and offer data-driven solutions

- Roll out joint initiatives with manufacturers in various industries at stores of multiple merchant partners

- **DOCOMO’s customer base (93 million)**

- Utilize DOCOMO data
  - Analyze customers with high probability of purchase
  - Direct approach to customers in collaboration with partners

- **Marketing solution revenues**
  - **FY21/3Q**: 1,022.0
  - **FY22/3Q**: 1,374.0 (+23%)
Consumer Communications Business

Enriched range of options of rate plans/after-sales support for customers.

**Growth of 5G subscriptions**

- FY21/3Q: 8.95
- FY22/3Q: 18.22 (2-fold)

**Promotion of device reuse/recycle**

- **Immediate repair**
  - Repair completed at earliest in **60 minutes**
  - At docomo Shops*1 (From Sept. 2022)
  - At customer’s preferred location*2 (To start spring 2023*3)
  - On-the-spot repair possible
  - No need to transfer data

- **Sale of reused products**
  - docomo Certified

- **Device collection**
  - Trade-in program
  - “Itsudemo Kaedoki” program

*1: At limited stores only.
*2: Excluding certain inaccessible locations
*3: To start from certain areas in Tokyo/Okinawa

*The car picture is only for illustration purpose and actual one may differ.*
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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