

FY2023/1Q Financial Results

August 9, 2023

NTT DOCOMO, INC.



Changing worlds with you.

^{NTT}
docomo

**FY23/1Q
Results Highlights**

✓ Recorded year-on-year increase in both revenues and profit

IFRS

(Billions of yen)

	FY2022/1Q	FY2023/1Q	Year-on-year	
			Changes	(%)
Operating revenues	1,421.8	1,457.8	+ 36.0	+ 2.5%
Operating profit	283.7	292.7	+ 9.0	+ 3.2%
EBITDA	449.7	469.3	+19.6	+ 4.4%
Profit attributable to shareholders of NTT DOCOMO, INC.	205.1	205.5	+ 0.4	+ 0.2%
Capital expenditures	130.6	121.4	-9.2	-7.0%

FY23/1Q Results by segment

- ✓ Operating revenues: Year-on-year increase in Enterprise and Smart life
- ✓ Operating profit: Year-on-year increase in Enterprise and Consumer communications

IFRS

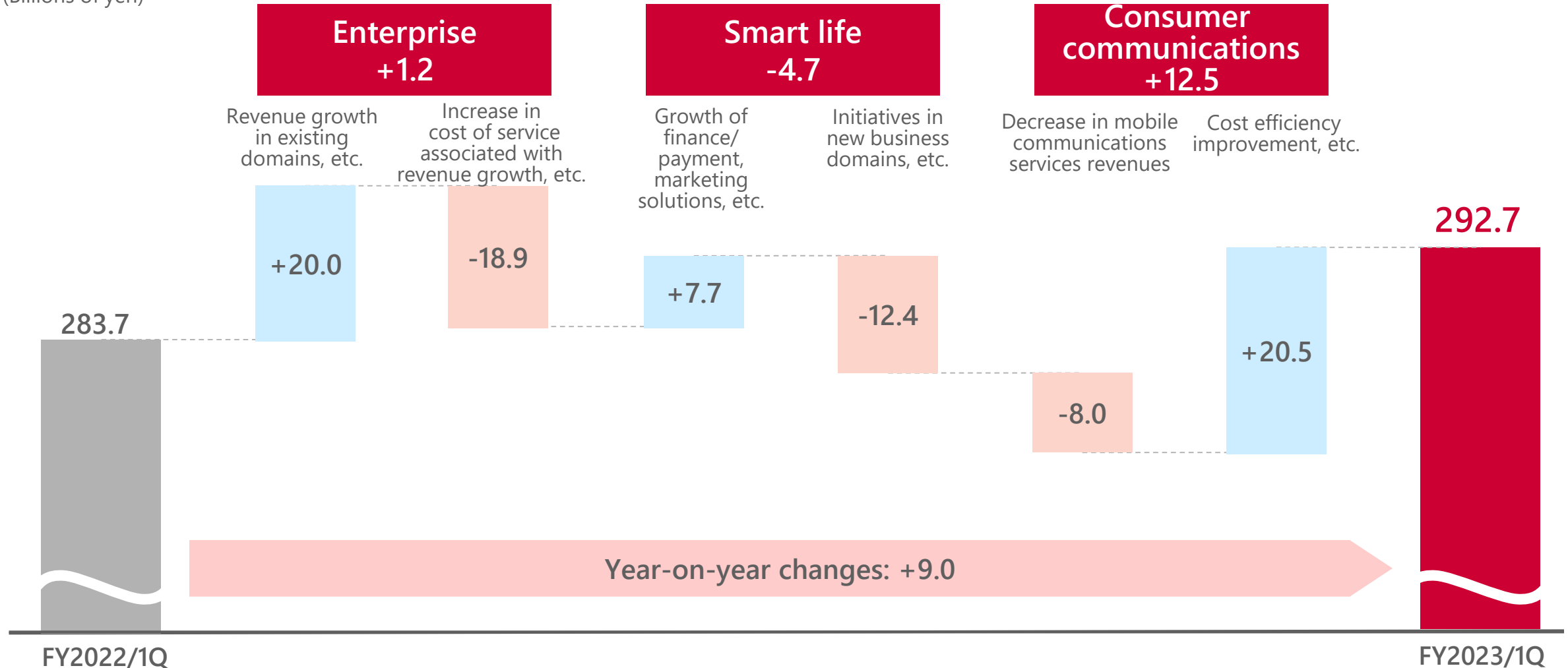
(Billions of yen)

		FY2022/1Q	FY2023/1Q	Year-on-year	
				Changes	(%)
Enterprise	Operating revenues	417.7	437.7	+ 20.0	+ 4.8%
	Operating profit	69.8	71.0	+ 1.2	+ 1.7%
Smart life	Operating revenues	240.3	266.4	+ 26.1	+ 10.9%
	Operating profit	56.9	52.3	-4.7	-8.2%
Consumer communications	Operating revenues	825.2	815.8	-9.3	-1.1%
	Operating profit	157.0	169.4	+12.5	+7.9%

Key factors behind changes in FY23/1Q operating profit

- ✓ Achieved year-on-year increase in operating profit, driven by growth in Consumer Communications and Enterprise segments, which outweighed the decrease in Smart life business resulting from growth investments

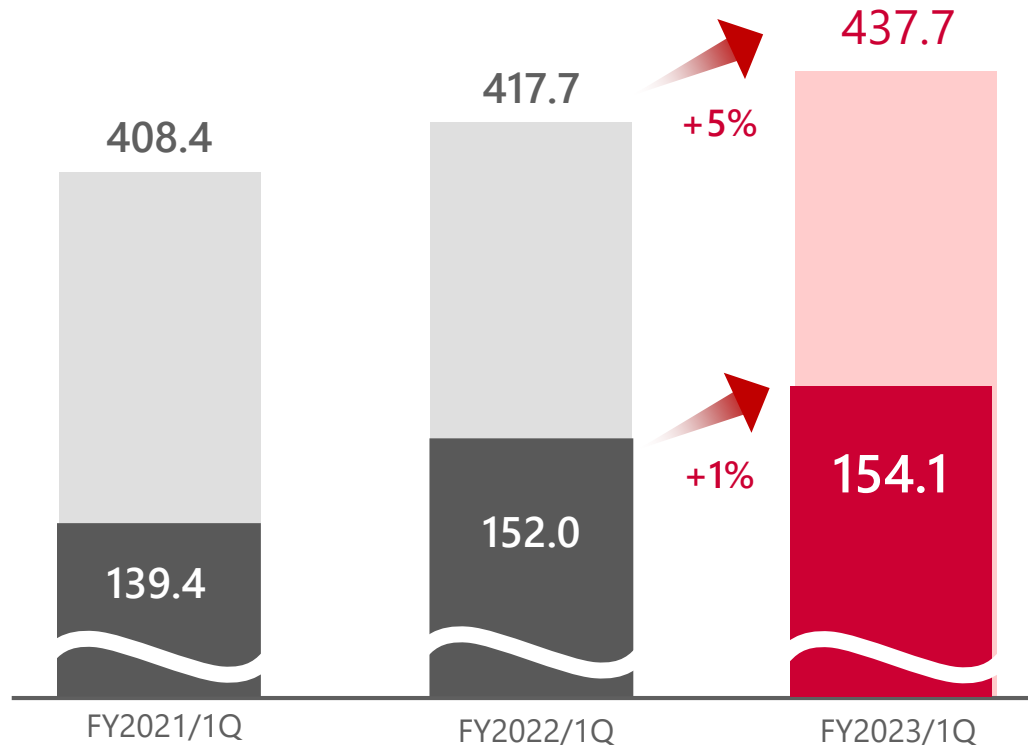
(Billions of yen)



Integrated solutions revenues

(Billions of yen)

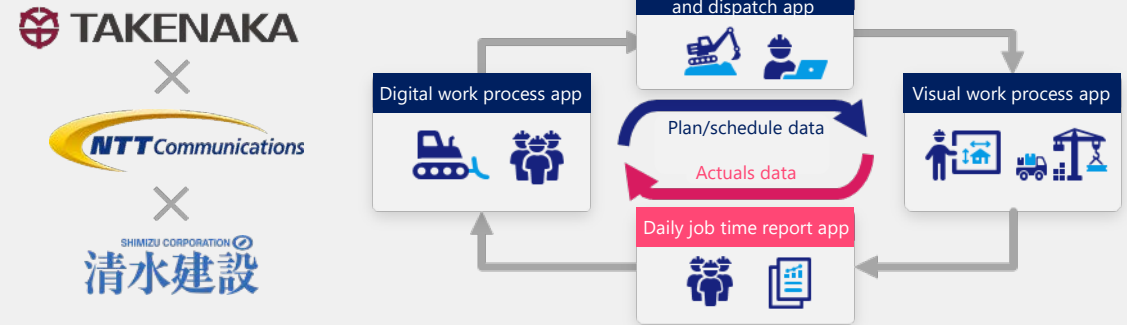
- : Enterprise business revenues
- : Integrated solutions revenues



Contribution to productivity improvement and workstyle reform through DX

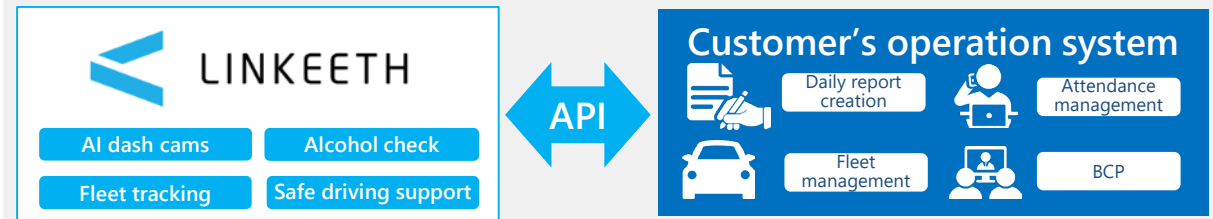
DX of construction management operations

Promote productivity improvement and workstyle reform in the overall construction sector through three-party collaboration



DX of company car fleet management

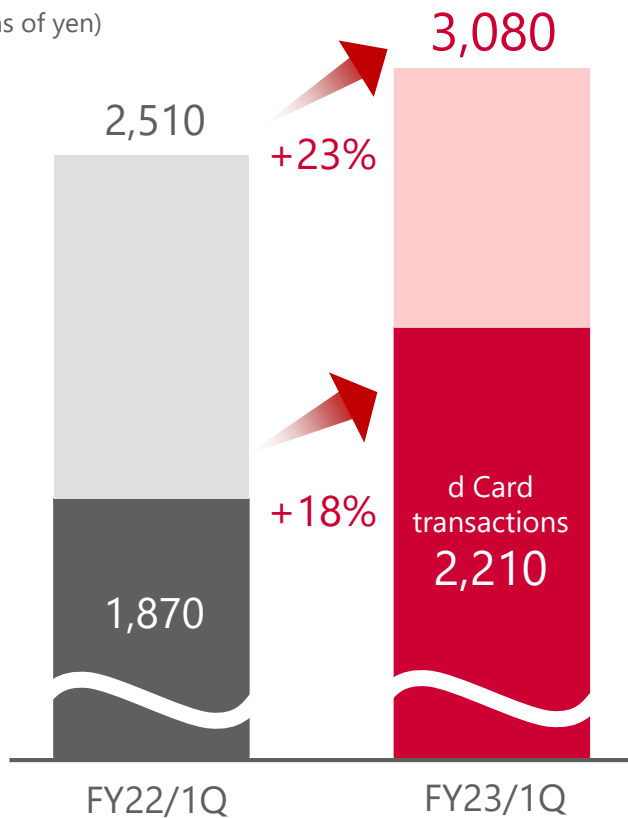
Promote operational efficiency improvement and workstyle reform of drivers leveraging next-generation telematics service, "LINKEETH"



Finance/payment

■ Finance/payment transactions

(Billions of yen)



"d Card GOLD" members:
Topped 10 million



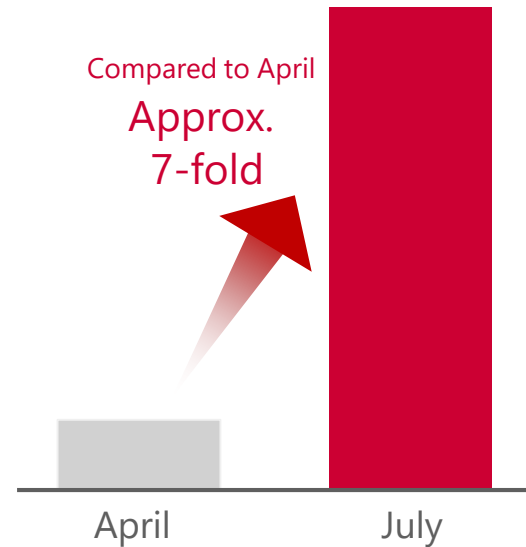
Content/lifestyle

Launched video distribution media, "Lemino," in April 2023 to deliver exclusive content such as high-profile sport events, etc.

■ Lemino MAU*

Over 5 million

Compared to April
Approx.
7-fold



Naoya Inoue World Title Fight (July)



MEIJI YASUDA J. LEAGUE WORLD CHALLENGE 2023
•Audi Football Summit (July)

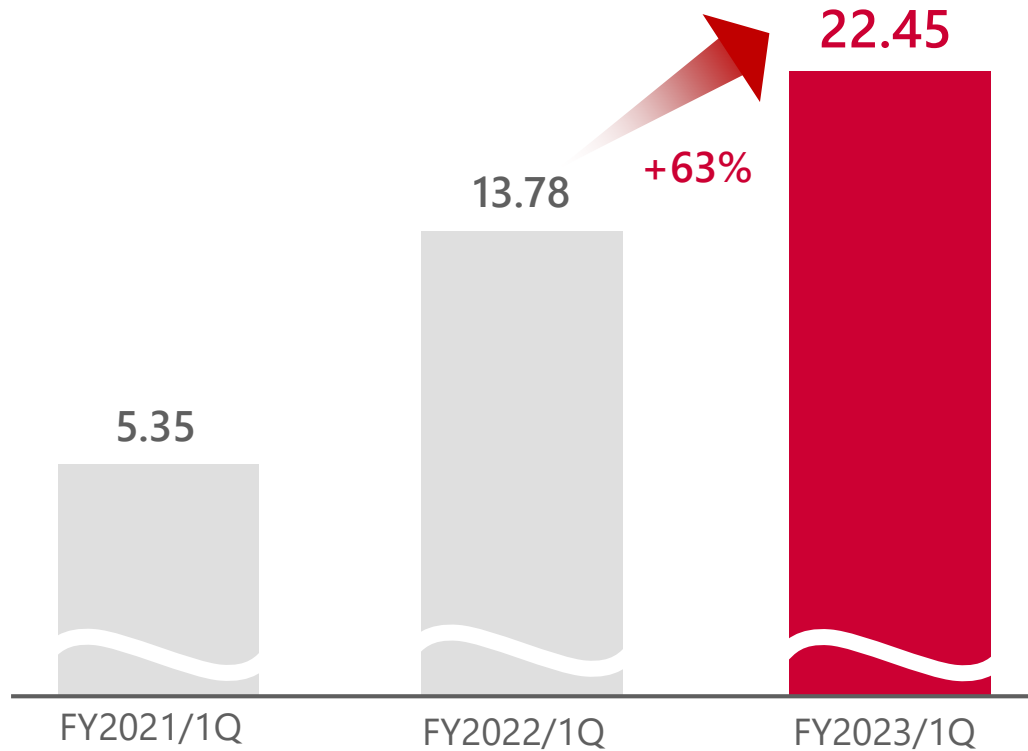
*Monthly Active User: The sum of paying and free users who have accessed the service at least once a month.

Consumer communications

- ✓ 5G subscriptions growing steadily
- ✓ Deliver compelling service mix and maximize value offered to customers

5G subscriptions

(Million subs)



Customer-oriented service mix

New

Enhance customer experience and promote upsell leveraging a one-package billing plan that covers diverse needs from small data volume to unlimited usage

New

Strengthen our offerings for the low-volume segment through the provision of a low-priced plan

Topped 5 million

Further expand user base among the youth and mid/large data-volume segments through a simple online subscription plan

Cross use

Finance/payment

Home

New ahamo光

New OCN

New home5G U29 デビュー割

Content

爆アゲ

セレブション

comotto

Initiatives undertaken

Implemented the following measures mainly in the heavily populated areas in **four districts of Tokyo (Shinjuku, Shibuya, Ikebukuro, Shimbashi)**

- ✓ Coverage adjustment of each base station
(Adjustment of angle/orientation/output power of radio signal radiation)
- ✓ Fine-tuning to eliminate disparities between different frequencies
- ✓ Equipment capacity expansion of 5G/4G base stations

Improved communication quality to a level that allows users to use service generally without any inconvenience



Areas near Shinjuku Station east exit



Areas near Shibuya Station east/west/Hachiko exits
(Improvement work at Shibuya Station Yamanote Line and Saikyo Line platforms planned in September)



Areas near Ikebukuro Station east exit



Areas near Shimbashi Station Karasumori exit

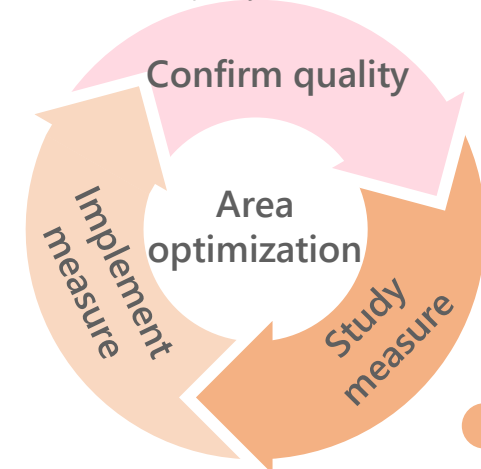
Actions for further improvement

Accelerate implementation of optimal measure based on a meticulous understanding of nationwide customer usage status

Measurement and confirmation

Confirmation of communication quality/conditions

(Customers voices on SNS, strengthening collection and analysis of communication quality data from handsets/devices)



Execute

Select most effective/efficient method
(Area tuning, facility buildup)

Study

Explore options in view of future demands

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.

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