

FY2023/2Q Financial Results

November 7, 2023

NTT DOCOMO, INC.



Changing worlds with you.

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FY23/2Q
Results Highlights

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

IFRS

(Billions of yen)

	FY2022/1H	FY2023/1H	Year-on-year	
			Changes	(%)
Operating revenues	2,899.8	2,946.4	+ 46.5	+ 1.6%
Operating profit	576.5	580.8	+ 4.3	+ 0.7%
EBITDA	908.8	929.5	+20.7	+ 2.3%
Profit attributable to shareholders of NTT DOCOMO, INC.	419.8	404.4	-15.4	- 3.7%
Capital expenditures	277.4	260.1	-17.3	-6.2%

FY23/2Q
Results by segment

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

IFRS

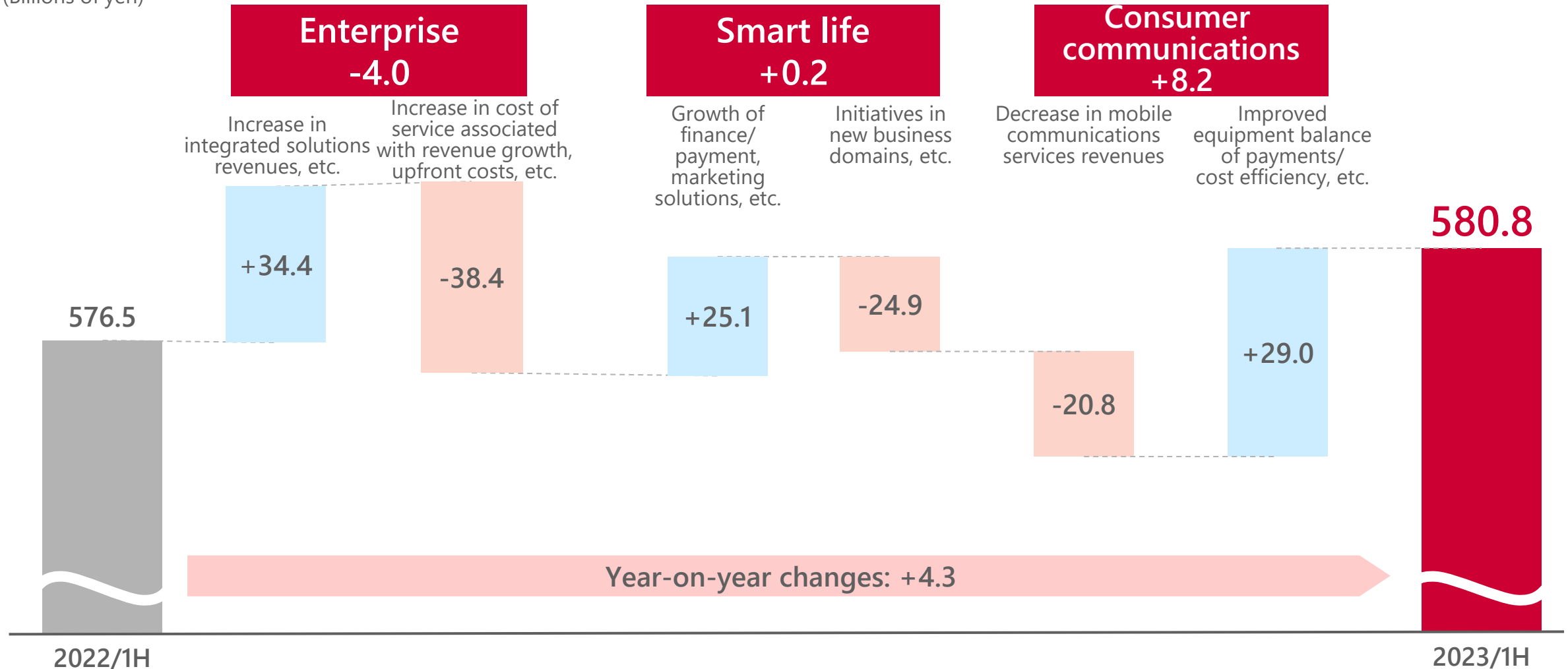
(Billions of yen)

		FY2022/1H	FY2023/1H	Year-on-year	
				Changes	(%)
Enterprise	Operating revenues	845.0	879.4	+ 34.4	+ 4.1%
	Operating profit	146.2	142.1	-4.0	-2.8%
Smart life	Operating revenues	497.4	521.0	+ 23.5	+ 4.7%
	Operating profit	103.2	103.4	+ 0.2	+ 0.2%
Consumer communications	Operating revenues	1,684.3	1,670.3	-14.0	-0.8%
	Operating profit	327.1	335.3	+8.2	+2.5%

Key factors behind changes in FY23/2Q operating profit

- ✓ Achieved year-on-year increase in operating profit driven by growth in Consumer communications and Smart life businesses, which outweighed the decrease in Enterprise segment.

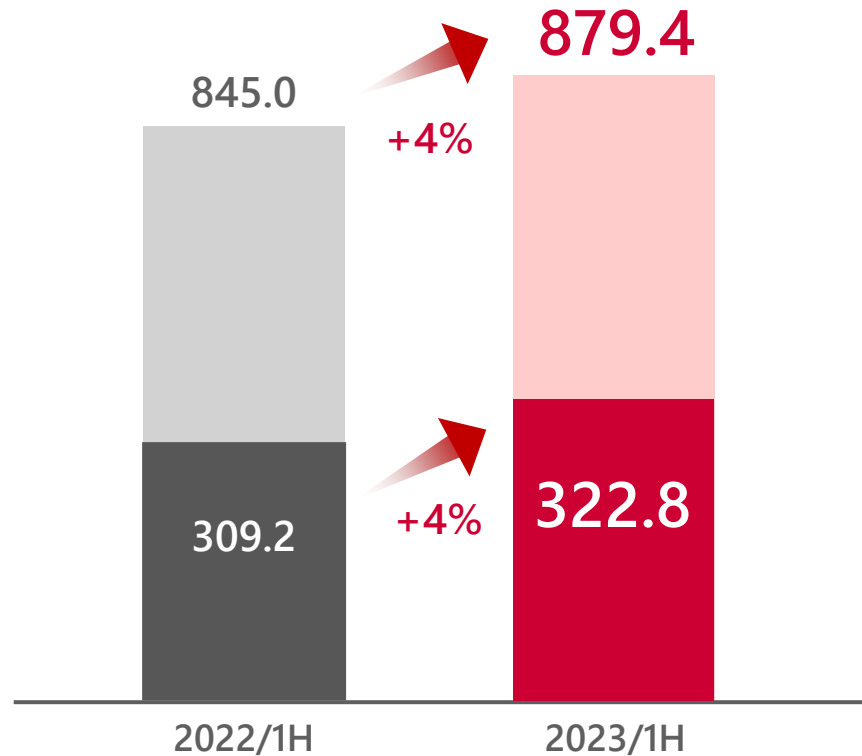
(Billions of yen)



Integrated solutions revenues

(Billions of yen)

■ : Enterprise business revenues
 ■ : Integrated solutions revenues



Provision of highly demanded SASE solutions as a service

Speedily construct secure ICT environments and realize total cost reduction through the provision of integrated network services that combine mobile (5G-compatible), fixed-line communications and cloud-based security.



IoT solutions

Achieved good progress in delivering integration effects, with increased number of industry-specific IoT solution projects. Aim to further promote IoT solutions inside and outside Japan.

Railway industry



Projects for railway industry increasing, such as network surveillance camera with built-in LED lights



Automobile industry



Entered into an agreement with BMW group for global provision of mobile connectivity to vehicles

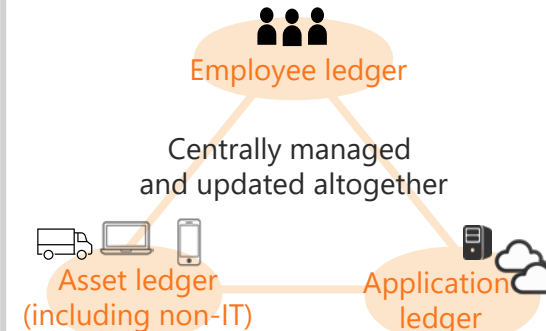
ICT environment support

Further contributed to solving ICT talent shortage problem of SMEs by newly adding IT asset management and security consultation services to "Total Business Support," our comprehensive support service for ICT-related challenges.



Launched September 2023

"IT Asset Management by Josys"
Centrally manages IT assets to realize operational efficiency improvement, cost optimization and security enhancement



Launched October 2023

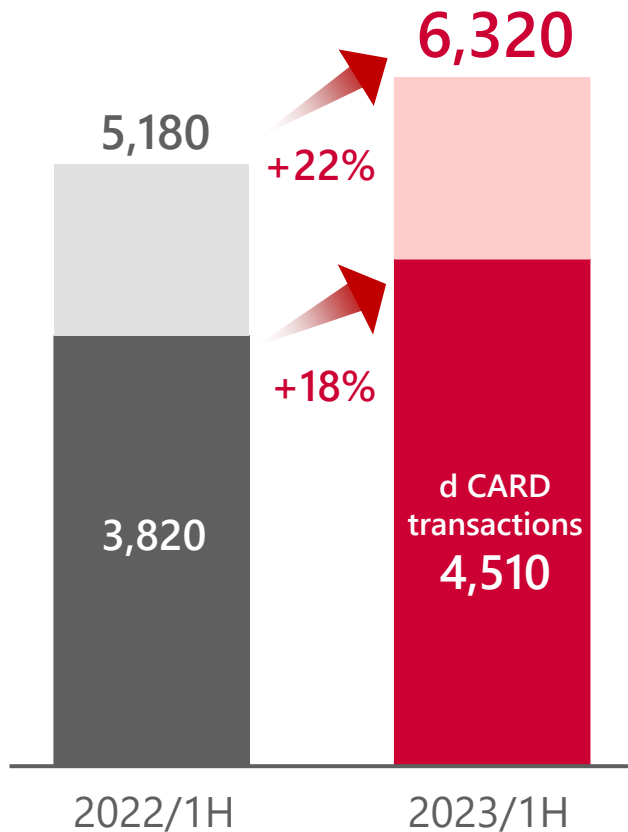
"Security consultation"
Visualizes cyber security risks and proposes proper countermeasures



- ✓ Finance/payment transactions increasing steadily
- ✓ Accelerate business growth through service reinforcement and data utilization

Finance/payment transactions

(Billions of yen)



Reinforcement of finance services

Timely proposal of financial products most suited for each customer leveraging data

Improve attractiveness of user touchpoints



Boost usage through cross use

Investment

Oct. 2023

Concluded capital/business alliance agreement with **MONEX**

- Easy and hassle-free asset building service
- Optimal product proposal leveraging data owned by two companies
- Investment tips and financial education content
- AI-based customer support
- Next-generation financial products

Loan

Jul. 2023



- Cumulative amount of loans drawn under "d Smartphone Loan" program topped ¥20 billion after its service launch in July 2022.

Insurance



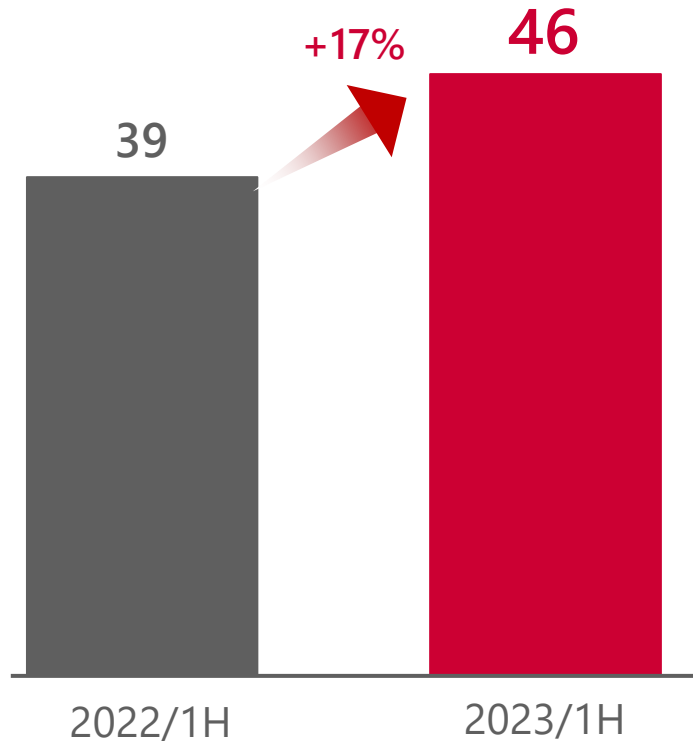
- Launched life insurance product that offers "d POINTs" in collaboration with Hanasaku Life Insurance. Aug. 2023
- Newly created an insurance service portal on our "d Payment" app. Oct. 2023

Smart life business

- ✓ Marketing solutions revenues growing favorably
- ✓ Aim to solve partners' issues through DX support for entire value chain

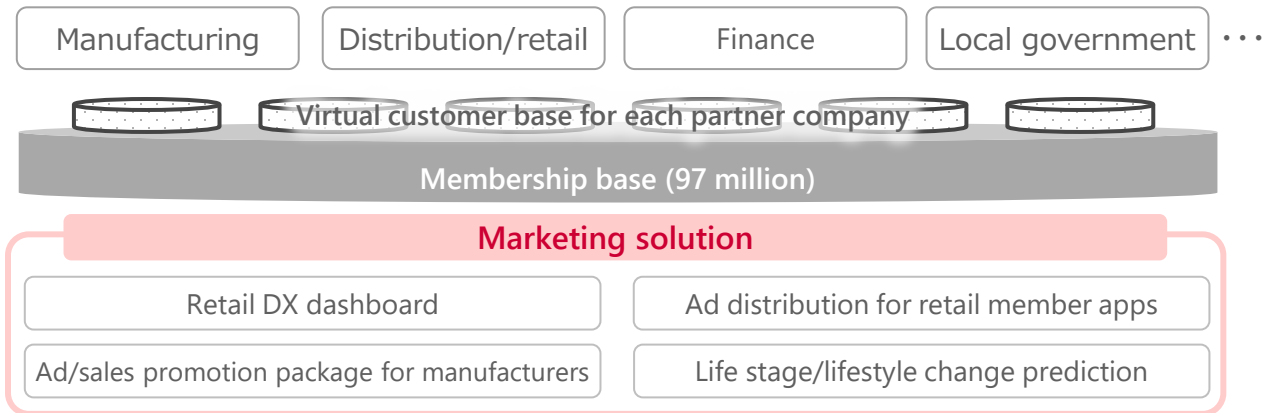
Marketing solutions revenues

(Billions of yen)



Solve partners' issues through DX support for entire value chain

Roll out sector/business-specific solutions and steadily expand business



Enhance value proposition through capital/business alliance with INTAGE HOLDINGS

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intage group
Know today, Power tomorrow

Client base

Data analysis capability

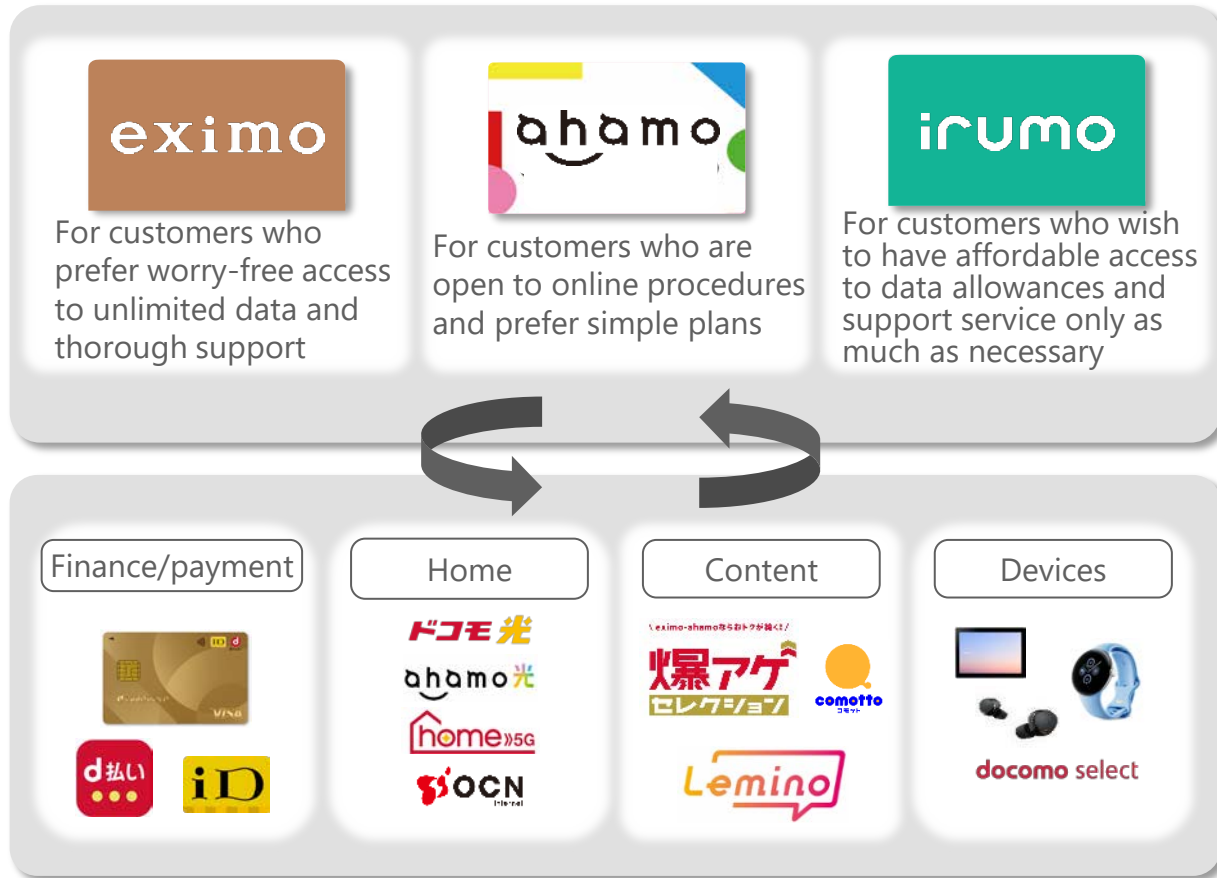
Overall value chain support for consumer goods manufacturers

Enhanced analysis/sales promotion support for distribution/retail sector

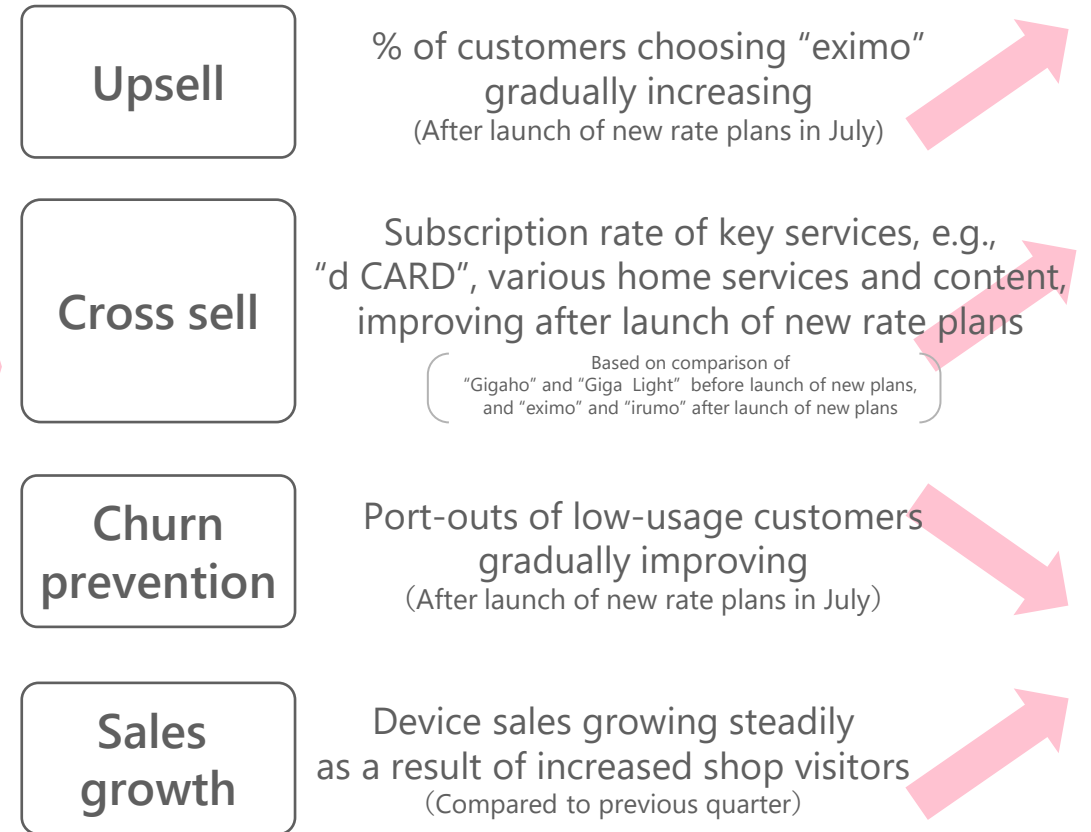
Deployment in other industries e.g., durable goods manufacturers

- ✓ Improved upsells and cross-sells, etc., by strengthening service mix proposals suited to customers' lifestyle and launching "eximo" "irumo" rate plans

Reinforcement of service mix proposals



Effects of new rate plans and service mix proposals



✓ Continued efforts for network advancement

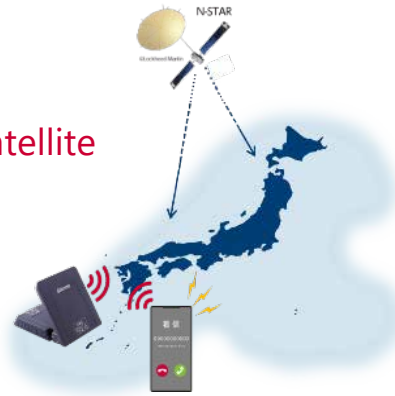
Non-terrestrial network

Provide services and coverage through the best mix with terrestrial networks, leveraging geostationary satellites (GEO) and low earth orbiting satellites (LEO)

“Widestar III”

Launched Oct. 2023

- Nationwide coverage provided through GEO satellite operated by DOCOMO.
- Max. downlink speed of 1.5Mbps (Max. 3Mbps in CA-area*1)
- Service accessible via an ordinary smartphone with no need for a dedicated handset



- Covers whole land of Japan, including coastal waters of approx. 200 nautical miles
- Possible to send/receive calls using cell phone number (starting with 0A0)
- Emergency calls also supported (110/118/119)

To start within CY2023

“Starlink Business”

STARLINK

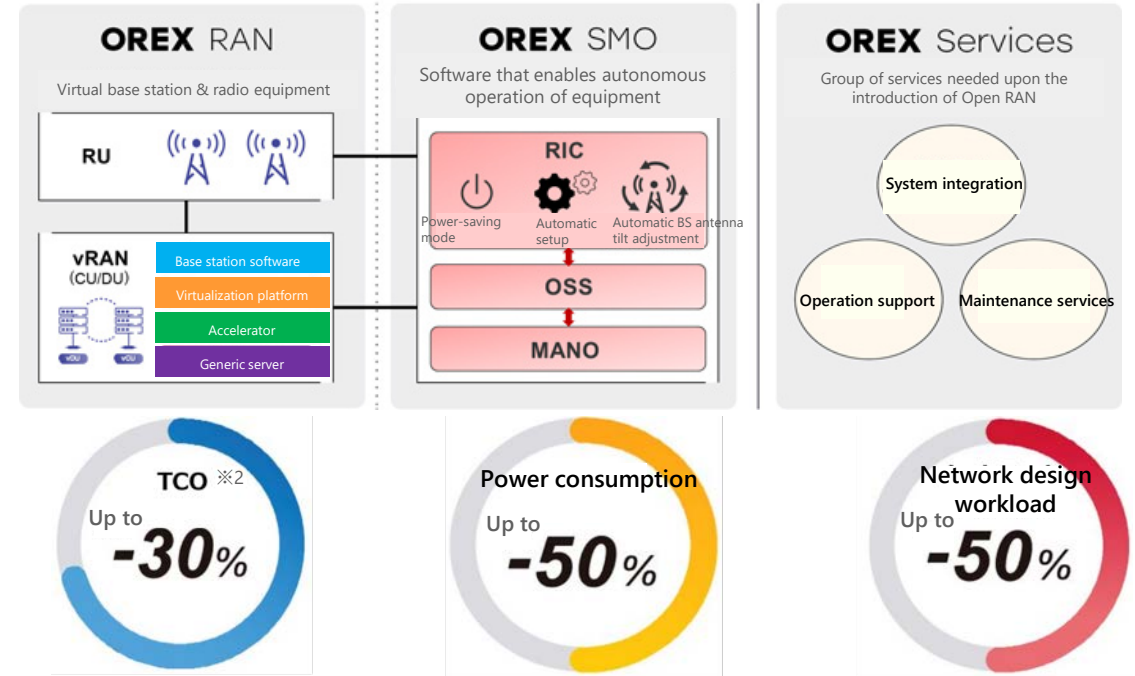
- Promoting BCP/disaster preparedness for enterprises and local governments and DX of primary industries

*1 CA (Carrier Aggregation): Technology that realizes stable high-speed communication by simultaneously using multiple spectrum bands.

OREX

Unveiled “OREX®” open RAN service lineup, promoting in-house use and support for overseas carrier

OREX Packages

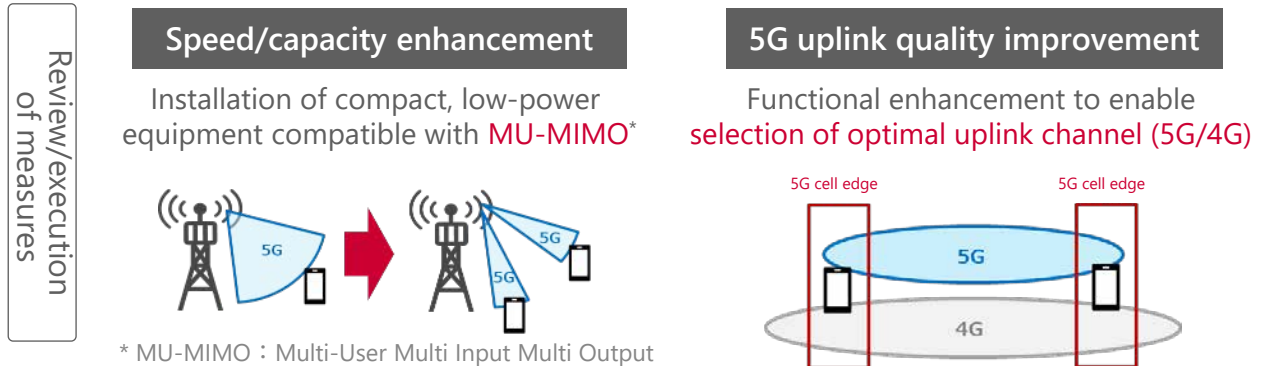


*2 TCO (Total Cost of Ownership): Total cost required for maintenance and management of network.

✓ Initiatives to enhance user experience upon the use of mobile applications

Continual measures for area quality improvement

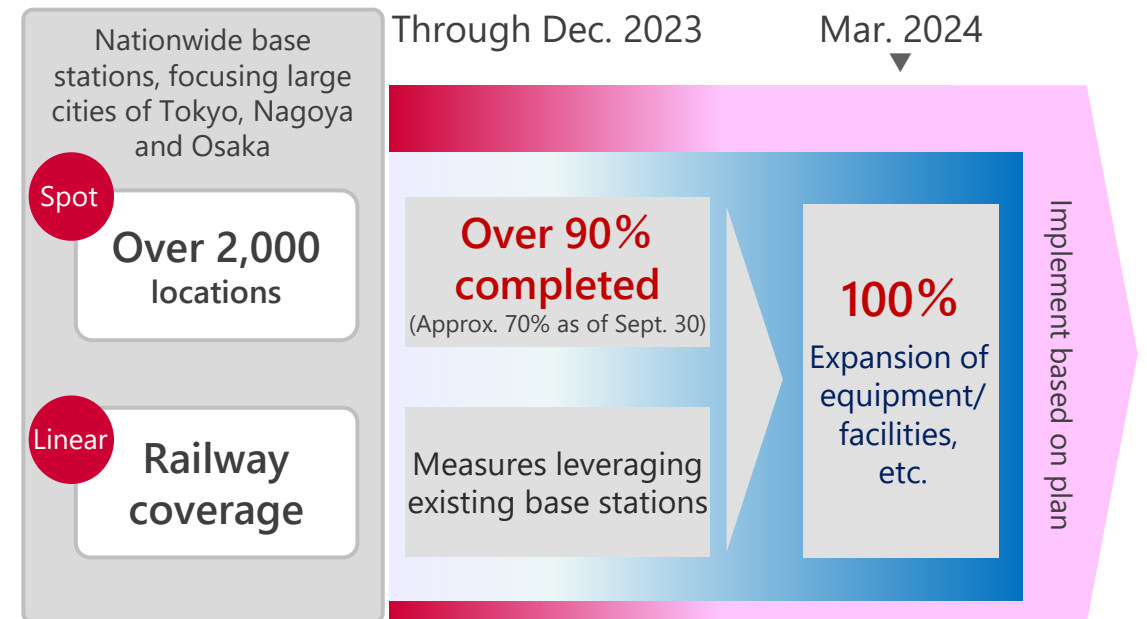
Thoroughly repeat the processes of quality confirmation, review and execution of measures, to respond to ever-changing service area conditions.



Focused initiatives for "spot" and "linear" coverage

Early implementation of focused initiatives combining measures for both "spot" and "linear" coverage.

Invested ¥30 billion in view of future demand growth

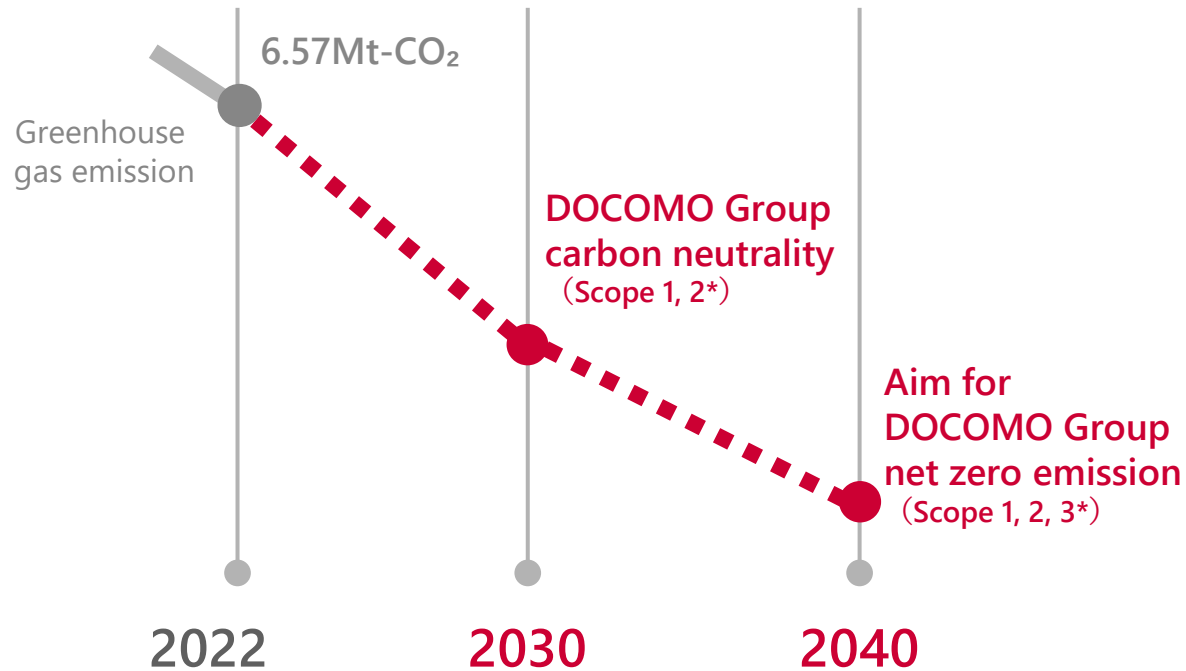


Sustainability initiatives

- ✓ Step up from “commitment to carbon neutrality by 2030” from DOCOMO’s own activities, and aim for “net zero emission by 2040” reducing greenhouse gas emissions from the entire supply chain

Aim for “net zero emission by 2040” from entire supply chain

Expand the scope of GHG emission reduction targets to cover the entire supply chain (Scope 1, 2, 3*), with the aim of achieving “net zero by 2040”



* Scope 1, 2, 3: As defined in the Greenhouse Gas protocols.

Initiatives aimed at reducing emission from supply chain/society

Emissions from supply chain



Started Sept. 2023

Provision of GHG emission visualization tool, “CO2MOS™” and analysis support consulting service.

Green Nexcenter



To start FY2024

Roll-out of “Green Nexcenter™”, super energy-saving data center service compatible with liquid-cooling server system.

Behavior change



Started Jan. 2023

“Caboneu Record®” visualizes one’s environment contributions in everyday life

Green Program for Employee

Started Oct. 2022

Provision of “Green Program for Employee™” to own employees

Changing worlds with you.

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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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