

# FY2023/3Q Financial Results

February 8, 2024

NTT DOCOMO, INC.



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## FY23/3Q Results Highlights

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

IFRS

(Billions of yen)

	FY2022/3Q cumulative	FY2023/3Q cumulative	Year-on-year	
			Changes	(%)
<b>Operating revenues</b>	4,424.4	<b>4,518.8</b>	+94.5	+2.1%
<b>Operating profit</b>	888.8	<b>902.2</b>	+13.5	+1.5%
<b>EBITDA</b>	1,389.3	<b>1,426.2</b>	+36.9	+2.7%
Profit attributable to shareholders of NTT DOCOMO, INC.	643.5	<b>627.5</b>	-15.9	-2.5%
<b>Capital expenditures</b>	448.4	<b>418.5</b>	-29.9	-6.7%

**FY23/3Q**  
**Results by segment**

- ✓ Operating revenues: YOY increase in all segments
- ✓ Operating profit: YOY increase in Enterprise and Consumer Communications

IFRS

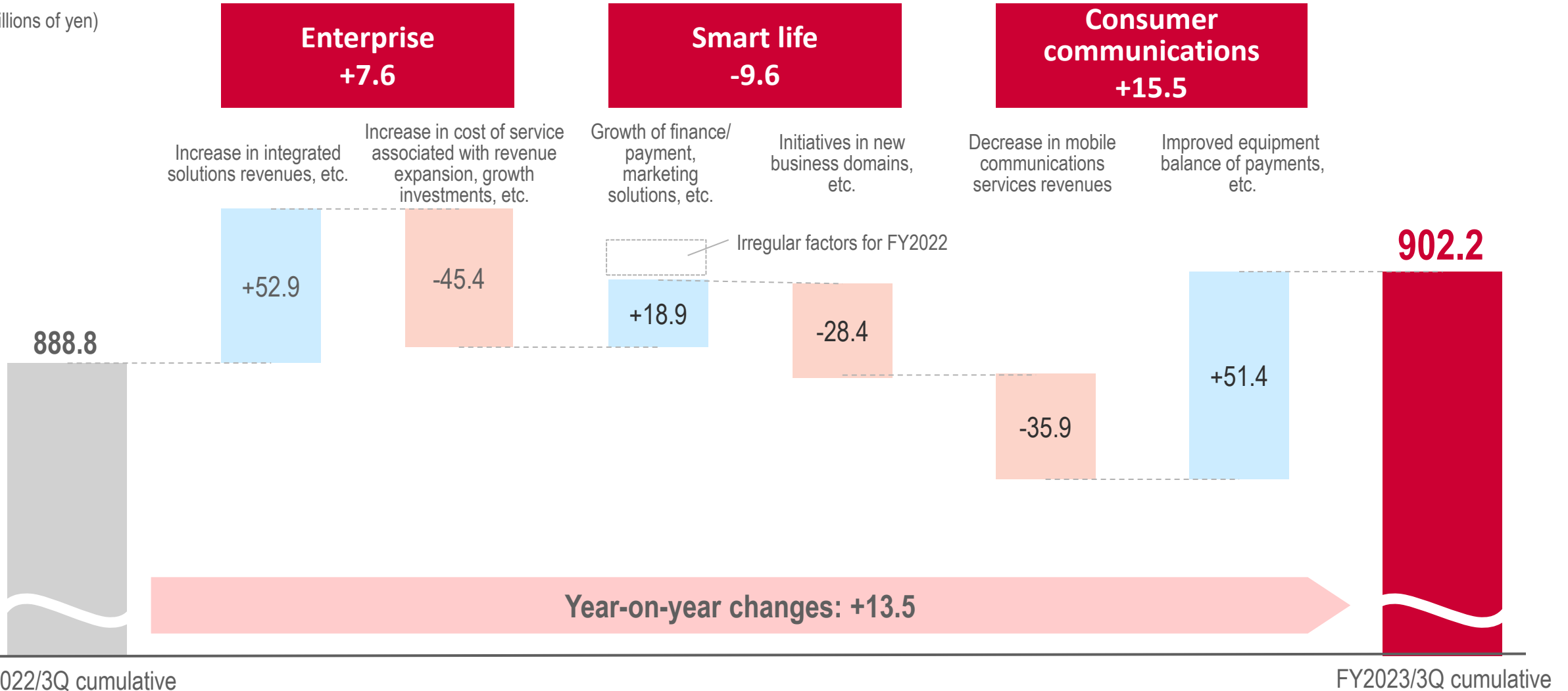
(Billions of yen)

		FY2022/3Q cumulative	FY2023/3Q cumulative	Year-on-year	
				Changes	(%)
<b>Enterprise</b>	Operating revenues	1,295.8	<b>1,348.7</b>	+52.9	+4.1%
	Operating profit	222.5	<b>230.1</b>	+7.6	+3.4%
<b>Smart life</b>	Operating revenues	767.6	<b>795.9</b>	+28.3	+3.7%
	Operating profit	171.4	<b>161.9</b>	-9.6	-5.6%
<b>Consumer communications</b>	Operating revenues	2,548.9	<b>2,558.8</b>	+9.9	+0.4%
	Operating profit	494.8	<b>510.3</b>	+15.5	+3.1%

**Key factors behind changes in FY23/3Q operating profit**

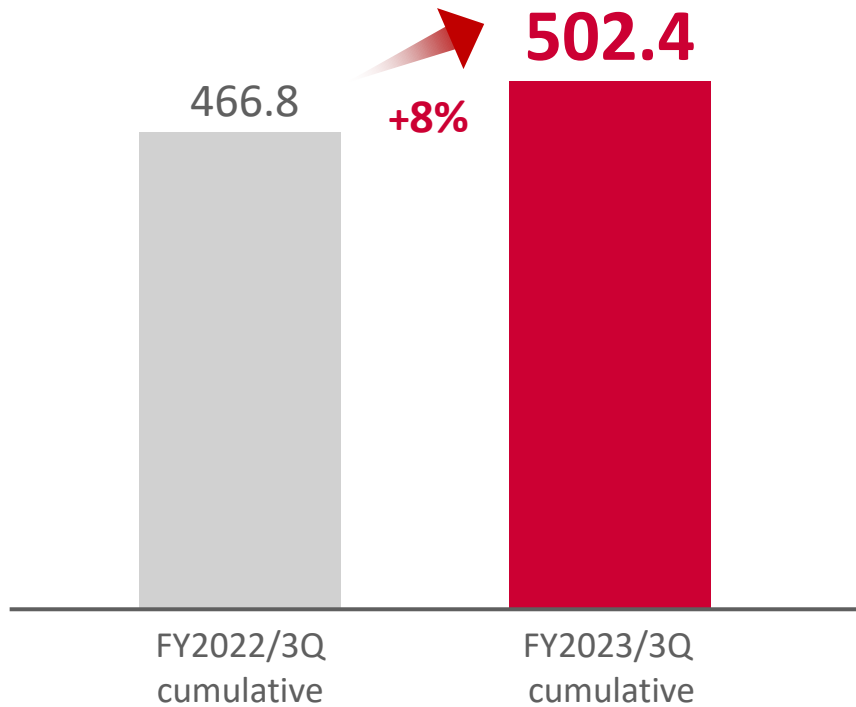
✓ **Achieved year-on-year increase in operating profit driven by growth in Consumer Communications and Enterprise businesses which outweighed the decrease in Smart life segment**

(Billions of yen)



## Integrated solutions revenues

(Billions of yen)



## Expansion of IoT solutions

- Achieved 13% year-on-year increase in IoT solutions, one of our focus areas
- Areas of IoT solution adoption continue to expand, e.g., precise device control using ultra-compact GNSS receiver, worker safety management, etc.

### 【Measurement attaching device to objects】



### 【Measurement by/of human】



Started October 2023

Ultra-compact all-in-one receiver device  
“Mobile GNSS”



- ✓ Ultra-compact receiver (with built-in antenna, LTE, battery)
- ✓ Mobile communication service
- ✓ Position-correction information service

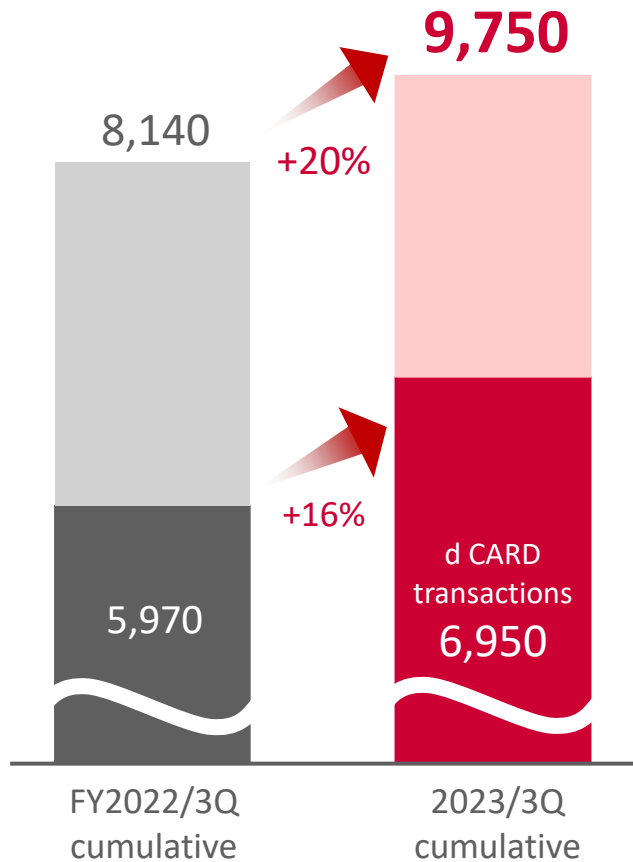
\*GNSS : Global Navigation Satellite Systems

\*Position-correction information service: Provides position-correction information with measurement error of few centimeters.

- ✓ Finance/payment transactions increasing steadily
- ✓ Aim to further expand customer base through collaboration with Monex Group

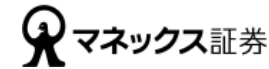
## Finance/payment transactions

(Billions of yen)



## Business alliance with Monex Group, Inc. and Monex, Inc.

Steadily execute initiatives leveraging the assets of two companies.  
Deliver financial services catered to the needs of customers.



Promotion

- New NISA seminars at smartphone classes.
- Campaign awarding “d POINTS” for opening new accounts, etc.

From Jan. 2024

Service collaboration

- Created a link on “d Payment” app to guide users to opening new brokerage account
- Enabled periodic investment using “d CARD” credit card
- Grant of “d POINTS” based on transaction amount. Mutual fund purchase using “d POINTS”

From Dec. 2023

From Jan. 2024

Within FY2024 (planned)

Investment tips/ financial education content

- Articles introducing collaboration programs published on owned media of two companies
- Education content planned for distribution in future

From Jan. 2024 (To be expanded sequentially)

Easy and simple asset building service even for first timers

Optimal product proposal for each user (financial CRM)

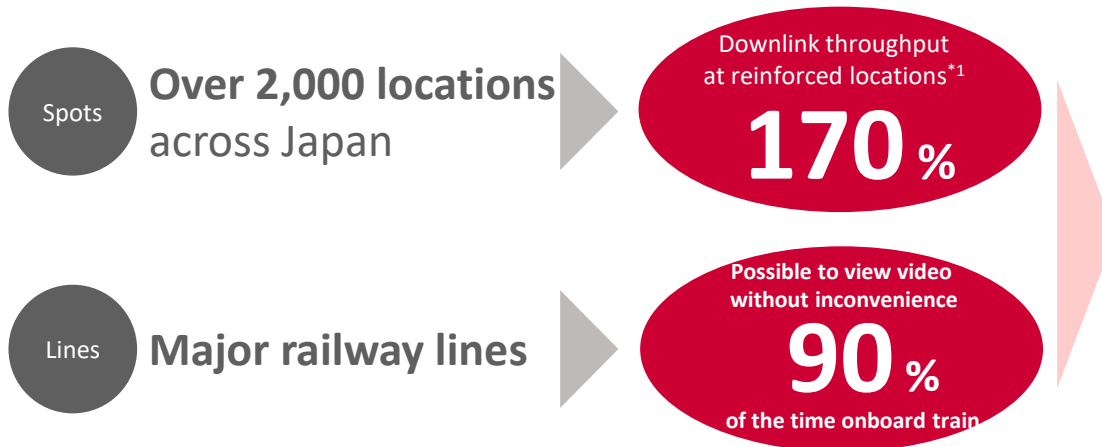
AI-based customer support

Handling of next-generation financial products

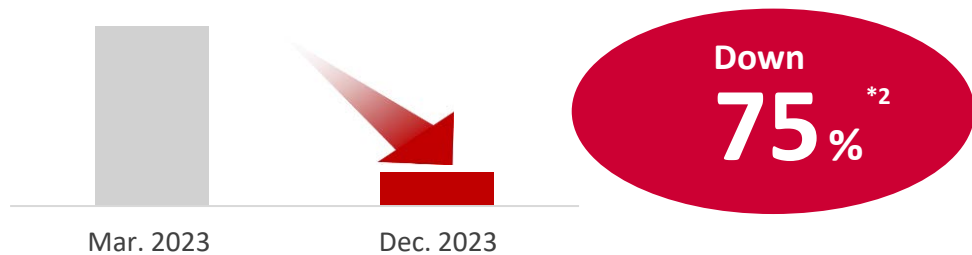
✓ Significant improvement in quality experienced by customer as a result of initiatives focused on customers' living spheres

Intensive measures for "spots" and "lines"

Completed implementation of measures through December as planned resulting in significant improvement of communication service quality

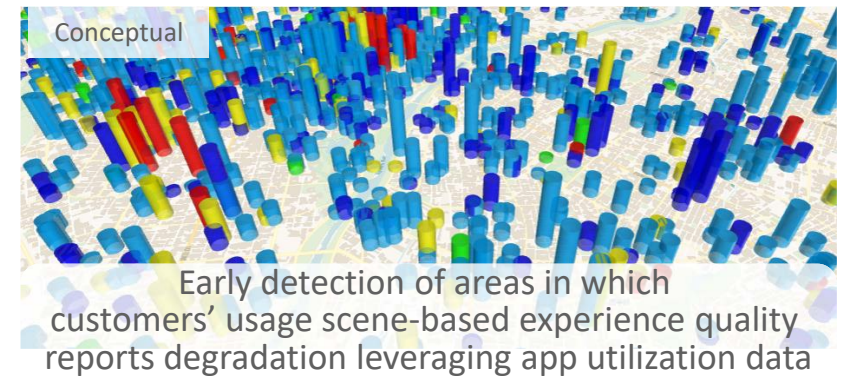
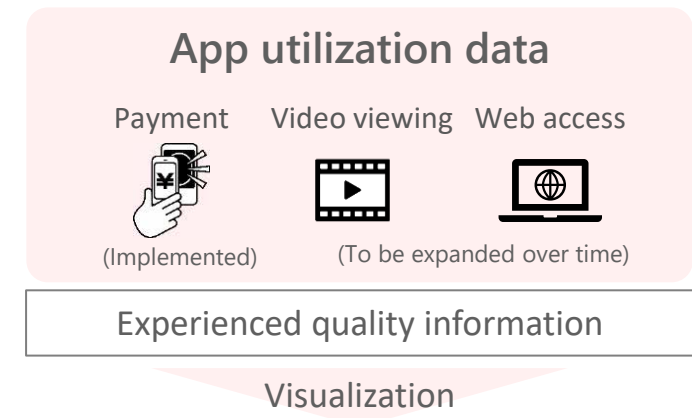


Significantly reduced negative opinions concerning communication quality



For further quality improvement for customers

Get a clear grasp of quality experienced by customer in different usage scenes, in addition to employing conventional quality confirmation methods



\*1: Based on busiest-hour throughput comparison with May 2023 data.

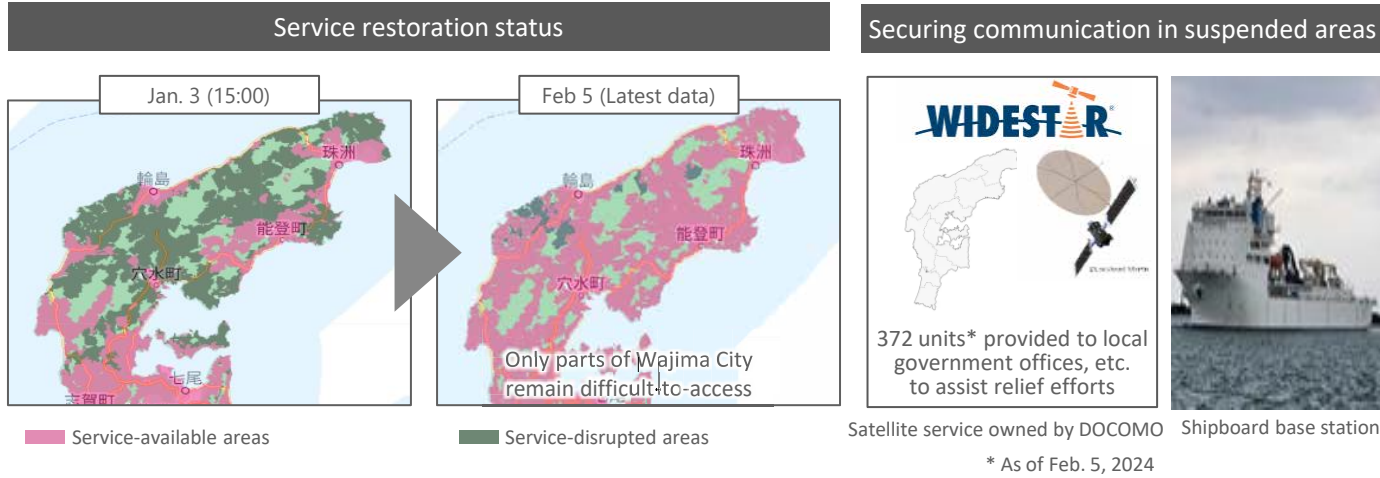
\*2: Based on a DOCOMO survey comparing the number of messages on X (former Twitter) during a 1-week period in March and December 2023.

# Noto Peninsula Earthquake

- ✓ Recovery and restoration of communication facilities and stepped-up support for people staying in shelters
- ✓ Construction of disaster-resilient network

## Service recovery status/Disaster relief and support

Swiftly realized emergency restoration deploying mobile base station vehicles, etc.  
**Service restored within 2-3 days after securing access routes** in difficult-to-access areas.



Worked empathetically to offer comprehensive support **for the care of body and mind** of disaster victims, in addition to the restoration of communication network

<p><b>Online follow-up medical examination</b> Assist recovery of community medical care</p>	<p><b>DOCOMO public mobile phone</b> Preparation of rental smartphone/feature phones</p>	
<p><b>Video service</b> Roll out environment to view Lemino, etc.</p>	<p><b>Wi-Fi service</b> Use of Starlink, etc.</p>	<p><b>Battery charging service</b> Also assisted power supply</p>

## Communication service resilience enhancement

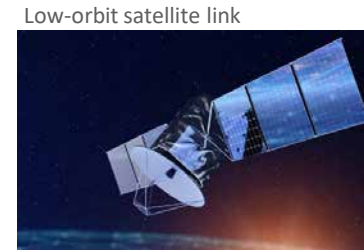
Strengthen each means of communication (land, maritime and aerial) to construct **more disaster-resilient, recoverable networks**

### Reinforcement of existing facilities

- ✓ Further promote redundancy of transmission lines in view of disaster risks
- ✓ Further reduce size/weight of portable base stations, etc., and diversify the means for rapid maintenance dispatch

### Use of new technologies

- ✓ Adopt low-orbit satellites (e.g., Starlink, etc) in the backhaul for land/shipboard base stations
- ✓ Explore possibility of using HAPS for emergency disaster coverage





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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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