FY2023 Financial Results and FY2024 Guidance

May 10, 2024

NTT DOCOMO, INC.

*The financial figures contained in this material are unaudited reference information prepared for internal management purposes.
1. FY2023 Results Highlights

2. Key Actions Planned for Each Business

3. FY2024 Guidance
## FY2023 Results Highlights

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

<table>
<thead>
<tr>
<th>(Billions of yen)</th>
<th>FY2022 Full year</th>
<th>FY2023 Full year</th>
<th>Year-on-year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Changes (¥)</td>
<td>(%)</td>
<td></td>
</tr>
<tr>
<td>Operating revenues</td>
<td>6,059.0</td>
<td>6,140.0</td>
<td>+81.0</td>
</tr>
<tr>
<td>Operating profit</td>
<td>1,093.9</td>
<td>1,144.4</td>
<td>+50.5</td>
</tr>
<tr>
<td>Profit attributable to shareholders of</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NTT DOCOMO, INC.</td>
<td>771.8</td>
<td>795.1</td>
<td>+23.3</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,790.9</td>
<td>1,867.8</td>
<td>+77.0</td>
</tr>
<tr>
<td>Capital expenditures</td>
<td>706.3</td>
<td>705.4</td>
<td>-0.9</td>
</tr>
</tbody>
</table>
FY2023 results by segment

- Enterprise and Smart life recorded increase in revenues and profit
- Consumer communications comparable to prior year

<table>
<thead>
<tr>
<th>(Billions of yen)</th>
<th>FY2022 Full year</th>
<th>FY2023 Full year</th>
<th>Year-on-year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Changes</td>
<td>(%)</td>
<td></td>
</tr>
<tr>
<td><strong>Enterprise</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating revenues</td>
<td>1,805.7</td>
<td>1,881.7</td>
<td>+76.0</td>
</tr>
<tr>
<td>Operating profit</td>
<td>282.6</td>
<td>324.2</td>
<td>+41.6</td>
</tr>
<tr>
<td>EBITDA</td>
<td>420.6</td>
<td>478.7</td>
<td>+58.2</td>
</tr>
<tr>
<td><strong>Smart life</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating revenues</td>
<td>1,074.5</td>
<td>1,090.8</td>
<td>+16.3</td>
</tr>
<tr>
<td>Operating profit</td>
<td>195.3</td>
<td>204.4</td>
<td>+9.2</td>
</tr>
<tr>
<td>EBITDA</td>
<td>243.1</td>
<td>258.2</td>
<td>+15.1</td>
</tr>
<tr>
<td><strong>Consumer communications</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating revenues</td>
<td>3,427.4</td>
<td>3,424.8</td>
<td>+2.6</td>
</tr>
<tr>
<td>Operating profit</td>
<td>616.0</td>
<td>615.8</td>
<td>-0.2</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,127.2</td>
<td>1,130.9</td>
<td>+3.7</td>
</tr>
</tbody>
</table>

IFRS
Key factors behind changes in FY2023 operating profit

- Overall profit increased significantly driven mainly by accelerated growth in Enterprise and Smart life businesses, with Consumer communications maintaining prior year level as a result of improved equipment balance of payments and cost efficiency improvements.

(Billions of yen)

<table>
<thead>
<tr>
<th></th>
<th>Enterprise</th>
<th>Smart life</th>
<th>Consumer communications</th>
</tr>
</thead>
<tbody>
<tr>
<td>Organic growth</td>
<td>+41.6</td>
<td>+9.2</td>
<td>-0.2</td>
</tr>
<tr>
<td>Asset utilization</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>PSTN migration</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Growth driven by</td>
<td>-27.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>finance/payment</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>services, etc.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Initiatives in new</td>
<td>+36.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>business domains, etc.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Decrease in mobile</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>communications</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>services revenues</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Improved equipment</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>balance of payments,</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>cost efficiency</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>improvements etc.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Year-on-year changes: +50.5

FY2022: 1,093.9
FY2023: 1,144.4
Enterprise revenues grew steadily driven mainly by integrated solutions, making favorable progress toward mid-term target of generating ¥2 trillion in enterprise revenues in FY2025.

Enterprise business revenues

(Billions of yen)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenues</th>
<th>Integrated solutions</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2021</td>
<td>1,719.5</td>
<td>622.4 (36%)</td>
<td></td>
</tr>
<tr>
<td>FY2022</td>
<td>1,805.7</td>
<td>676.0 (37%)</td>
<td>+9%</td>
</tr>
<tr>
<td>FY2023</td>
<td>1,881.7</td>
<td>733.7 (39%)</td>
<td>+4%</td>
</tr>
</tbody>
</table>

Medium-term target: FY2025 enterprise revenues ¥2 trillion

Solutions targeting large enterprises recording brisk sales
- Integrated network (SASE solutions)
- Contact center solutions
- IoT solutions
FY2023
dPOINT Club membership

✓ Total no. of dPOINT Club members topped 100 million
✓ dPOINT partner network continues to expand

No. of dPOINT Club members (Millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Members (Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2016</td>
<td>61.4</td>
</tr>
<tr>
<td>FY2017</td>
<td>65.6</td>
</tr>
<tr>
<td>FY2018</td>
<td>70.1</td>
</tr>
<tr>
<td>FY2019</td>
<td>75.1</td>
</tr>
<tr>
<td>FY2020</td>
<td>82.0</td>
</tr>
<tr>
<td>FY2021</td>
<td>89.1</td>
</tr>
<tr>
<td>FY2022</td>
<td>94.8</td>
</tr>
<tr>
<td>FY2023</td>
<td>100.0</td>
</tr>
</tbody>
</table>

100 mil members

dPOINT partners (dPOINT/d-Barai merchants)

900,000 companies/3 mil shops (As of Mar. 31, 2024)
Finance/payment transactions grew to ¥13 trillion

High rate of growth maintained in both credit card and QR code payments

Finance/payment transactions (Payments made with credit card, QR code, etc.)
(Billions of yen)

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2016</td>
<td>2,610</td>
</tr>
<tr>
<td>FY2017</td>
<td>3,170</td>
</tr>
<tr>
<td>FY2018</td>
<td>3,910</td>
</tr>
<tr>
<td>FY2019</td>
<td>5,320</td>
</tr>
<tr>
<td>FY2020</td>
<td>6,980</td>
</tr>
<tr>
<td>FY2021</td>
<td>8,860</td>
</tr>
<tr>
<td>FY2022</td>
<td>11,090</td>
</tr>
<tr>
<td>FY2023</td>
<td>13,120</td>
</tr>
</tbody>
</table>

5-fold in 7 years

Up 18% year-on-year
FY2023 dCARD membership

- No. of dCARD GOLD holders topped 10 million
- GOLD card ratio reached 60%, the highest level in industry, making positive contributions to revenue growth

<table>
<thead>
<tr>
<th>dCARD members (Millions)</th>
<th>Total dCARD members</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2007</td>
<td></td>
</tr>
<tr>
<td>FY2009</td>
<td></td>
</tr>
<tr>
<td>FY2011</td>
<td></td>
</tr>
<tr>
<td>FY2013</td>
<td></td>
</tr>
<tr>
<td>FY2015</td>
<td></td>
</tr>
<tr>
<td>FY2017</td>
<td></td>
</tr>
<tr>
<td>FY2019</td>
<td></td>
</tr>
<tr>
<td>FY2021</td>
<td></td>
</tr>
<tr>
<td>FY2023</td>
<td>17.75 mil</td>
</tr>
</tbody>
</table>

Growth rate from 2015 to 2023 after renewal of dCARD GOLD

- dCARD membership: CAGR 10%
- Credit card revenues: CAGR 23%
✓ Achieved significant increase in revenues as a result of steadfast expansion of marketing DX and capital/business alliance with INTAGE, Inc.

- "DOCOMO Retail DX program" for distributors/retailers
- Reinforcement of DOCOMO Group sales structure
- Capital/business alliance with INTAGE HOLDINGS, Inc.

FY2023 Marketing solutions revenues

<table>
<thead>
<tr>
<th>Year</th>
<th>Marketing solutions revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2022</td>
<td>¥96 billion</td>
</tr>
<tr>
<td>FY2023</td>
<td>Over ¥130 billion</td>
</tr>
</tbody>
</table>

Year-on-year: +40%
Total no. of DOCOMO 5G subs increased steadily, accounting for over 40% of total subscriptions

Mobile phone service subscriptions (Million subs (Source :TCA))

<table>
<thead>
<tr>
<th></th>
<th>FY2019</th>
<th>FY2020</th>
<th>FY2021</th>
<th>FY2022</th>
<th>FY2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>5G</td>
<td>17.07</td>
<td>20.60</td>
<td>29.74</td>
<td>87.49</td>
<td>89.94</td>
</tr>
<tr>
<td>4G*</td>
<td>39.72</td>
<td>40.46</td>
<td>40.46</td>
<td>40.46</td>
<td>40.46</td>
</tr>
<tr>
<td>3G*</td>
<td>3.4</td>
<td>3.4</td>
<td>3.4</td>
<td>3.4</td>
<td>3.4</td>
</tr>
<tr>
<td>Modules</td>
<td>17.07</td>
<td>17.07</td>
<td>17.07</td>
<td>17.07</td>
<td>17.07</td>
</tr>
</tbody>
</table>

(As of Mar, 31, 2024): 40%*

*Modules excluded from calculation.
Pace of decline of mobile communication ARPU slowed

Mobile communication ARPU (Yen)

- FY2023: Full year actual
- FY2021-2020: (Yen) 3,980
- Changes in ARPU: Peer comparison*

* Comparison of mobile-related ARPU based on benchmark of FY2020/1Q data as 100%.
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Aim to enhance customer experience by offering great value and convenience through “dPOINT” life, further improving its ease of use.
Propose optimal service mix catered to the individual needs of each customer with seamless communication.

- Newly launch/further refine service offerings
- Expand merchants
- Set up proposal through multi-channel seamless communication based on customer understanding
- Enhance customer experience
- Expand revenue and customer base

Non-DOCOMO mobile user
Further enhance customer experience leveraging strategic alliance with Amazon
Continue implementing measures aimed at improving the attractiveness of each service

Video services

- Over 6 mil MAU*
- Over 3 mil subs

- Further enrichment of content offerings (Including original /exclusive content)
- Further improvement of UI/UX

*As of March 2024

Investment

- Periodic investment service via dCARD
- Purchase of investment trust using dPOINT
- Grant investment trust ownership point in dPOINTs
- Asset building service for beginners

Loan

- Strengthen credit extension and operational capabilities of “d smartphone loan” service
- Joint development and sale of new loan products
- Strengthen ORIX Credit’s existing businesses leveraging DOCOMO’s media/channels
- Propose optimal product for each customer leveraging data owned by two companies

Strengthening governance system by expanding an organization dedicated to financial risk management
Continue to expand merchant network, aiming to build an attractive economic sphere

Provide marketing solutions to partners for their growth

Expansion of merchant network

- Increase partners/merchants

Activate 100 million dPOINT Club members

Marketing DX

Connecting partners and customers through marketing DX

For distributors/retailers

- “DOCOMO Retail DX program”
  - Retail DX dashboard
  - App development/revenue creation support
  - Customer attraction measures
  - Retail DX execution support

For manufacturers

- One-stop support for the entire value chain
  - Market survey
  - Product development
  - Ad/promotion
  - CRM

DOCOMO’s customer base (100 million members)

Data accumulation

Virtual customer base for each partner

Data utilization
Strengthen proposals through service mixes, with the aim of expanding both revenues and customer base.

**Communication & Video**
- Upsell communications through traffic increase

**Communication & Payment**
- Upsell communications and grow finance/payment transactions

**Use of multiple services**
- Reduce churns and expand customer base

Transactions

Lower churns
For further growth

- Consolidate consumer-related organizations to drive enhancement of customer experience

### July 2022
New DOCOMO Group established

### July 2024
Operate consumer-related organizations in integrated way

#### Consumer Service Company

- **Enhanced customer experience based on deeper understanding on customers**
  - Optimization of customer touchpoints (Merchants/distributors, call center, owned media, etc.)
  - Promotions tailored to customer, provision of new services/rate plans

- **Business operation efficiency improvement**
  - Efficient utilization of managerial resources and reallocation to growth initiatives

### New DOCOMO Group

- **Smart Life Business Company**
  - Smart life services

- **Sales and Marketing Division**
  - Communication services
New solutions that leverage “tsuzumi”

More than 200 cases of introduction consultations. Aim to solve customers’ challenges in 3 areas of strong demand.

- CX solutions
  Deliver new ways of customer service

- EX solutions
  Enhance productivity in line with business operations

- CRX solutions
  IT system operational support

Enhance value of IoT solutions through 5G consulting

Started offering communication environment consulting service using “docomo business private 5G”. Stabilizes business communication during busy hours through the use of “5G Wide”.

“5G Wide”

Base station (LTE/5G)

- Priority allocation of radio resources
- Normal communications

*CRX: Cyber Resilience Transformation

*Use of "5G Wide" for drones planned in the future
<Enterprise> Initiatives for small and medium-sized companies

✓ Assist regional communities and companies solve issues with mobile + solutions

**Regional co-creation solutions**

Solution of regional issues through the use of LGPF* materialized as actual projects in over 130 municipalities. Aim to solve issues and realize a more sustainable society.

- Linkage with “Mynaportal”
- Community point program
- Health
- Tourism

**Community portal app**

LGPF*

EBPM** promotion platform

*LGPF: Local Government Platform  
**EBPM: Evidence-Based Policy Making

**“DOCOMO Business Package”**

Strengthen problem-solving assistance capability for different businesses/industries in addition to ICT support. Accompany customer’s journey toward “achieving mastery” from introduction to full utilization.

- Solutions for common operational issues
- Solutions for business-specific issues

**Support for “Mastery”**

- Set-up service (incl. on-site support)
- Operation instruction sessions (incl. on-site visit)
- Manual preparation
- Periodic check-up after service start
- Total business support (one-stop support for IT equipment, online operations, etc.)

* Variety of packages, support menu to be expanded sequentially

Support to ensure compliance with invoice reporting requirements, Electronic Books Maintenance Act

*LGPF: Local Government Platform  
**EBPM: Evidence-Based Policy Making

Solution of regional issues through the use of LGPF* materialized as actual projects in over 130 municipalities. Aim to solve issues and realize a more sustainable society.

LGPF*

EBPM** promotion platform

Government  
Regional operator

Reflect big data into various initiatives

Community portal app

Tourism

Health

LGPF*  
EBPM**

To respond to 2024 Problem

To respond to 2024 Problem

Manufacturing industry  
Fleet management pack

Transportation industry  
Process management pack

Support for “Mastery”

Set-up service (incl. on-site support)  
Operation instruction sessions (incl. on-site visit)  
Manual preparation  
Periodic check-up after service start  
Total business support (one-stop support for IT equipment, online operations, etc.)

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Network reinforcement

Accelerate implementation of initiatives to construct a network that is resilient to environmental changes and disaster.

Improve network quality perceived by customers

- Early detection of experienced quality
  - Strengthen ability to track and predict customer experience using apps

  - Start operation
    - Payment
    - Video

- Planned for introduction FY2024/1H
  - WEB

Build network resilient against environmental changes

- Various environmental changes
  - Area tuning
  - Facility build-up
  - Use of MU-MIMO
  - Event countermeasures

Strengthen network resilience

- Construction of disaster-resilient network
  - Utilization of Starlink, radio links
  - 3-route transmission lines in peninsulas
  - Promote deployment of multiple transmit routes to avoid isolation of communication buildings/base stations

- Realize swift emergency restoration
  - Use of Starlink, radio links
  - Deliver high throughputs by adopting Starlink

Event countermeasures

- Use of MU-MIMO

WEB

Deliver high throughputs by adopting Starlink

- Planned for introduction May 2024

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Initiatives for revenue generation using network assets

- Accelerate overseas rollout of OREX using OREX SAI as a hub
- Push forward field trials with overseas operators for early commercial launch

**OREX PARTNERS**
- OREX RAN
- OREX SMC
- OREX Services

**OREX SAI**
- Procure
- Verification, integration
- Optimization
- Pre-package
- OREX Packages

**Customer (Overseas telcos)**

**Highly cost-effective optimal mobile network**

**Sell, build, operate**

**Commercial launch**
- PoC
- FY22
- FY23-24
- Field trial with telecom operators in Asia
Reinforcement of global business

- Global operating holding company, “NTT DOCOMO Global, Inc.” to be established in July 2024
- Accelerate overseas business deployment putting NTT Digital and OREX SAI* under its control

- Plan to establish “NTT DOCOMO Global, Inc.” in July 2024 to expand DOCOMO group-wide global businesses by creating new lifestyles and deploying them in overseas markets.

- Tackle creation of new lifestyles together with local partners, thereby addressing structural reform of society and industries, with the aim to realizing more affluent livelihood/society for customers around the world.

Growth areas
Application/services business

Foundation areas
Carrier-enabling business

Digital & data platform business
DMP platform using Web3, AI, etc.

NTT Digital

Open RAN, NTN business

OREX SAI

*Subject to obtaining the agreement from NEC Corporation, which is scheduled to make capital participation in OREX SAI, to the transfer of OREX SAI shares by NTT DOCOMO, Inc.
Sustainability actions

- Promote utilization of renewable energy as part of Scope 2 reduction measures.
- Steadily implement measures toward achievement of net-zero emissions by 2040.

GHG emissions*¹ and key initiatives

<table>
<thead>
<tr>
<th>Year</th>
<th>Supply chain (Scope3)</th>
<th>Company (Scope1&amp;2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2022</td>
<td>FY2023 actual: 1.18 mil t-CO₂</td>
<td></td>
</tr>
<tr>
<td>2030</td>
<td>Carbon neutral</td>
<td></td>
</tr>
<tr>
<td>2040</td>
<td>Net zero</td>
<td></td>
</tr>
</tbody>
</table>

- Company (Scope1,2)
  - Reduce energy consumption of network
  - Green 5G
  - Use of renewable energy

- Supply chain (Scope3)
  - Assist visualization of GHG emission calculation (CO2MOS®)
  - Rollout of ultra-energy-saving data center service (Green Nexcenter™)

Utilization of renewable energy

FY2023 renewable energy utilization rate*²: 36.2% (Up 6.0pt year-on-year)

Plan to expand solar power generation and introduce biomass power generation in FY2024

- Plan to expand in FY2024
  - Solar power generation
  - To expand in Tohoku, Hokuriku and Kanto in addition to Chugoku area

- To start in July 2024
  - Biomass power generation
  - Contribute to local production/local consumption of energy and revitalization of forestry industry in Tohoku area

*¹: Some affiliates, etc., are excluded from calculation.

*²: Percentage of renewable energy in total power consumed.
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Aim to achieve year-on-year increase in both revenues and profit

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<td>Changes</td>
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<td>6,140.0</td>
<td>6,244</td>
<td>+104.0</td>
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<td>1,170</td>
<td>+25.6</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,867.8</td>
<td>1,891</td>
<td>+23.2</td>
</tr>
<tr>
<td>Profit attributable to shareholders of NTT DOCOMO, INC.</td>
<td>795.1</td>
<td>799</td>
<td>+3.9</td>
</tr>
<tr>
<td>Capital expenditures</td>
<td>705.4</td>
<td>749</td>
<td>+43.6</td>
</tr>
</tbody>
</table>
## FY2024 Guidance by segment

- **Aim to achieve year-on-year increase in revenues and profit in both Consumer and Enterprise businesses**

### (Billions of yen)

<table>
<thead>
<tr>
<th></th>
<th>FY2023 Actual</th>
<th>FY2024 Guidance</th>
<th>Year-on-year</th>
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<tr>
<td></td>
<td></td>
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<td>4,489</td>
<td>+12.9</td>
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<tr>
<td>Smart life*</td>
<td>1,090.8</td>
<td>1,200</td>
<td>+109.2</td>
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<tr>
<td>Consumer communications*</td>
<td>3,424.8</td>
<td>3,333</td>
<td>-91.8</td>
</tr>
<tr>
<td><strong>Consumer business</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating profit</td>
<td>820.2</td>
<td>825</td>
<td>+4.8</td>
</tr>
<tr>
<td>Smart life*</td>
<td>204.4</td>
<td>235</td>
<td>+30.6</td>
</tr>
<tr>
<td>Consumer communications*</td>
<td>615.8</td>
<td>590</td>
<td>+25.8</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,389.1</td>
<td>1,389</td>
<td>-0.1</td>
</tr>
<tr>
<td>Smart life*</td>
<td>258.2</td>
<td>288</td>
<td>+29.8</td>
</tr>
<tr>
<td>Consumer communications*</td>
<td>1,130.9</td>
<td>1,101</td>
<td>-29.9</td>
</tr>
<tr>
<td><strong>Enterprise business</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating revenues</td>
<td>1,881.7</td>
<td>1,980</td>
<td>+98.3</td>
</tr>
<tr>
<td>Operating profit</td>
<td>324.2</td>
<td>345</td>
<td>+20.8</td>
</tr>
<tr>
<td>EBITDA</td>
<td>478.7</td>
<td>502</td>
<td>+23.3</td>
</tr>
</tbody>
</table>

* Breakdown data of Consumer business are indicative.
Growth of operating profit

Sustained increase projected for operating profit driven by business expansion in growth areas

(Billions of yen)

<table>
<thead>
<tr>
<th>Year</th>
<th>Operating Profit</th>
<th>Asset Utilization</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2022</td>
<td>1,093.9</td>
<td>+50.5</td>
</tr>
<tr>
<td>FY2023</td>
<td>1,144.4</td>
<td>▲ 295</td>
</tr>
<tr>
<td>FY2024</td>
<td>1,170.0</td>
<td>+55.1</td>
</tr>
</tbody>
</table>

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Progress of medium-term management targets

- Expansion of growth areas and efficiency improvement of existing businesses

<table>
<thead>
<tr>
<th>Growth areas</th>
<th>FY2023 Actual</th>
<th>FY2024 Guidance</th>
<th>FY2025 Targets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue contribution of Smart life &amp; Enterprise businesses</td>
<td>48%</td>
<td>51%</td>
<td>50% or higher</td>
</tr>
<tr>
<td>Enterprise business revenues</td>
<td>¥1,881.7 billion</td>
<td>¥1,980 billion</td>
<td>¥2 trillion or more</td>
</tr>
<tr>
<td>Existing businesses</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Telecommunications Capex to Sales</td>
<td>17.0%</td>
<td>16.5%</td>
<td>16.5% or less</td>
</tr>
<tr>
<td>Telecommunications ROIC</td>
<td>10.3%</td>
<td>9.8%</td>
<td>11.0% or higher</td>
</tr>
</tbody>
</table>
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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