Annual Operating Data - NTT DOCOMO, INC.

Number of Subscriptions and Members

		Fiscal Year 2009 (Ended Mar. 31, 2010)	Fiscal Year 2010 (Ended Mar. 31, 2011)	Fiscal Year 2011 (Ended Mar. 31, 2012)	Fiscal Year 2012 (Ended Mar. 31, 2013)	Fiscal Year 2013 (Ended Mar. 31, 2014)	Fiscal Year 2014 (Ended Mar. 31, 2015)	Fiscal Year 2015 (Ended Mar. 31, 2016)	Fiscal Year 2016 (Ended Mar. 31, 2017)	Fiscal Year 2017 (Ended Mar. 31, 2018)	Fiscal Year 2018 (Ended Mar. 31, 2019)	Fiscal Year 2019 (Ended Mar. 31, 2020)	Fiscal Year 2020 (Ended Mar. 31, 2021)	Fiscal Year 2021 (Ended Mar. 31, 2022)	Fiscal Year 2022 (Ended Mar. 31, 2023)	Fiscal Year 2023 (Ended Mar. 31, 2024)
Number of Subscriptions and Other Operating Data																
Cellular Subscriptions [*1]	thousands	56,082	58,010	60,129	61,536	63,105	66,595	70,964	74,880	76,370	78,453	80,326	82,632	84,752	87,495	89,940
(Incl.) "Kake-hodai & Pake-aeru"	thousands	–	–	–	–	–	17,827	29,704	37,066	41,964	45,793	–	–	–	–	–
5G	thousands	–	–	–	–	–	–	–	–	–	–	14	3,091	11,530	20,602	29,740
(Incl.) home5G	thousands	–	–	–	–	–	–	–	–	–	–	–	–	288	664	1,065
(Incl.) Module	thousands	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
LTE(Xi)	thousands	–	26	2,225	11,566	21,965	30,744	38,679	44,544	50,097	55,872	61,664	64,210	61,396	57,771	53,041
(Incl.) Module	thousands	–	–	–	–	–	3	4	19	169	1,001	2,939	5,480	8,086	10,528	13,318
FOMA [*2]	thousands	53,203	56,746	57,905	49,970	41,140	35,851	32,285	30,336	26,273	22,581	18,648	15,331	11,826	9,122	7,159
(Incl.) Module	thousands	1,081	1,606	2,330	3,169	3,338	4,173	4,803	6,084	6,183	6,447	6,492	6,248	5,470	4,664	3,756
Market Share [*3][*4]	%	50.0	48.5	46.9	45.2	43.8	43.6	45.3	46.0	45.3	44.7	44.1	43.8	43.4	43.1	42.3
Net Increase from Previous Period [*1][*4]	thousands	1,481	1,928	2,120	1,407	1,569	3,490	4,368	3,916	1,491	2,083	1,873	2,306	2,120	2,742	2,445
Churn Rate [*4][*5]	%	0.46	0.47	0.60	0.82	0.82	0.61	0.62	0.59	0.65	0.57	0.54	0.48	0.62	0.65	0.67
Handset Churn Rate [*6]	%	–	–	–	–	–	0.54	0.47	0.51	0.47	0.44	–	–	0.53	0.61	0.63
Number of Handsets Sold [*7]	thousands	18,037	19,055	22,089	23,555	22,514	23,751	26,058	27,482	25,460	24,429	22,706	21,503	24,279	23,154	23,945
(Incl.) New subscriptions	thousands	4,509	5,119	6,376	7,415	8,028	8,980	11,608	12,958	11,229	10,853	10,457	9,909	11,903	13,168	13,892
Total smartphones and tablets sold	thousands	184	2,521	8,818	13,289	13,781	14,595	15,443	15,029	15,489	14,781	12,918	12,696	12,396	10,861	10,313
(Incl.) Tablets sold	thousands	–	–	–	–	–	–	–	–	2,424	1,844	1,051	1,128	689	511	508
sp-mode Subscriptions [*8]	thousands	–	2,095	9,586	18,285	23,781	28,160	32,463	35,921	38,998	41,797	44,273	46,339	50,099	52,355	53,057
i-mode Subscriptions	thousands	48,992	48,141	42,321	32,688	26,415	22,338	18,770	15,493	12,111	9,098	6,204	4,291	2,675	1,627	1,113
"docomo Hikari" optical broadband service	thousands	–	–	–	–	–	1,567	3,404	4,762	5,759	6,490	7,041	7,262	7,251	7,219	
Hikari TV	thousands	–	–	–	–	–	3,014	3,052	3,023	3,016	3,001	2,983	2,947	2,952	884	764
OCN（Major ISP）	thousands	–	–	–	–	–	8,282	8,046	7,739	7,521	7,305	7,153	7,040	7,018	7,301	7,030
Plala（Major ISP）	thousands	–	–	–	–	–	2,960	3,005	3,106	3,145	3,234	3,938	3,946	3,889	3,733	2,797
"d POINT CLUB" Members and "d CARD" Members																
"d POINT CLUB" members	thousands	–	–	–	–	–	–	–	61,352	65,600	70,145	75,091	81,953	89,075	94,801	100,056
(Incl.) "d POINT CARD" registrants [*9]	thousands	–	–	–	–	–	–	–	12,560	22,315	33,718	43,262	50,785	57,857	63,196	67,488
"d POINTs" used	billions	–	–	–	–	–	–	–	–	–	–	1,998	2,493	2,703	3,395	3,344
(Incl.) "d POINTS" used at partners' stores, etc.	billions	–	–	–	–	–	–	–	–	–	–	1,211	1,760	2,081	2,834	2,834
Finance/Payment transactions handled [*10]	billions	–	–	–	–	–	–	–	26,100	31,700	39,100	53,200	69,800	88,600	110,900	131,200
(Incl.) "d CARD" transactions	billions	–	–	–	–	–	–	–	–	–	31,400	41,500	52,500	66,100	81,300	93,600
(Incl.) "d Payment" transactions [*11]	billions	–	–	–	–	–	–	–	–	–	1,240	3,990	8,100	14,180	20,650	27,610
"d CARD" members	thousands	–	–	–	–	–	–	–	17,666	18,927	19,954	12,968	14,368	15,666	16,796	17,753
(Incl.) "d CARD GOLD"	thousands	–	–	–	–	–	–	–	2,391	3,882	5,284	6,484	7,967	8,886	9,789	10,655
"d Payment" users [*12]	ten thousands	–	–	–	–	–	–	–	–	–	–	2,526	3,523	4,375	5,199	5,967
Locations where payment / point services are available [*13]	ten thousands	–	–	–	–	–	–	–	–	–	105	171	309	410	479	536

*1 Fiscal year ended March 31, 2006 to 2012 results include mova service which was terminated at the end of March 2012.

*2 Effective March 3, 2008, FOMA subscription became mandatory for subscription to "2in1" services, and those FOMA subscriptions are included in the number of FOMA subscribers.

*3 Source for subscriptions of other cellular telecommunications operators: Data announced by Telecommunications Carriers Association and/or each company.

*4 Data are calculated including communication module services subscriptions.

*5 Calculation methods have been changed from the first quarter of the fiscal year ending March 31, 2016 (Accordingly, Churn Rate of the fiscal year ended March 31, 2014 and 2015 results have also been changed). Data are calculated excluding the subscriptions and cancellations of subscriptions of Mobile Virtual Network Operators (MVNOs). It is calculated including the number of "OCN mobile" subscriptions from the fourth quarter of 2021.

*6 Churn rate of billing plans that offer voice communication service (excluding 2in1 service).

*7 Sum of new subscriptions which include mobile line subscriptions of MVNOs and Communication Module subscriptions, change of subscription from FOMA to LTE(Xi)・5G, LTE(Xi) to FOMA・5G (includes Communication Module subscription), LTE(Xi) handset upgrade by LTE(Xi) subscribers, FOMA handset upgrade by FOMA subscribers, and 5G handset upgrade by 5G subscribers (includes Communication Module subscription),.

*8 Sp-mode includes "ahamo" from the first quarter of 2021, and "OCN mobile" from the fourth quarter of 2021. As some contracts using ISP services were not included in the scope, the Number of Subscriptions from the FY2022 onwards has been revised.

*9 The number of users who can earn and use "d POINTs" at participating stores by registering their personal information.

*10 The amount of transactions includes the transactions handled with "d CARD," "iD," "d Payment," direct carrier billing and "DOCOMO Mobile Payment Service," etc.

*11 The amount of transactions processed with "d Payment" represents the cumulative amount of payments made with "d Payment" (code and online payment) , "d Payment (iD)" and "DOCOMO Mobile Payment". In association with the service integration of "DOCOMO Mobile Payment" into "d Payment" on June 1, 2022, the amount of transactions processed with "d Payment" include DOCOMO Payment transactions with the first quarter of FY2022. In connection with this service integration, figures for FY2021 also include DOCOMO Payment transactions.

*12 The number of "d Payment" users represents the sum of total number of "d Payment" app downloads and "d Payment (iD)" members.

*13 Locations where payment / point services are available represent the combined number of locations where "d POINT," "iD" and "d Payment"(code and online payment) services can be used.

Annual Operating Data - NTT DOCOMO, INC.

ARPU

		Fiscal Year 2009 (Ended Mar. 31, 2010)	Fiscal Year 2010 (Ended Mar. 31, 2011)	Fiscal Year 2011 (Ended Mar. 31, 2012)	Fiscal Year 2012 (Ended Mar. 31, 2013)	Fiscal Year 2013 (Ended Mar. 31, 2014)	Fiscal Year 2014 (Ended Mar. 31, 2015)	Fiscal Year 2015 (Ended Mar. 31, 2016)	Fiscal Year 2016 (Ended Mar. 31, 2017)	Fiscal Year 2017 (Ended Mar. 31, 2018)	Fiscal Year 2018 (Ended Mar. 31, 2019)	Fiscal Year 2019 (Ended Mar. 31, 2020)	Fiscal Year 2020 (Ended Mar. 31, 2021)	Fiscal Year 2021 (Ended Mar. 31, 2022)	Fiscal Year 2022 (Ended Mar. 31, 2023)	Fiscal Year 2023 (Ended Mar. 31, 2024)
ARPU (as newly defined) *1																
Aggregate ARPU *2*3	yen/month/subscription	-	-	-	-	-	-	-	-	-	-	-	-	4,740	4,640	-
Mobile ARPU (5G+LTE (Xi) +FOMA) *4	yen/month/subscription	-	-	-	-	-	-	-	-	-	-	-	-	4,150	4,050	3,980
"docomo Hikari" ARPU	yen/month/subscription	-	-	-	-	-	-	-	-	-	-	-	-	590	590	
ARPU and MOU (Fiscal 2016~Fiscal 2021)																
Aggregate ARPU *2*3	yen/month/subscription	-	-	-	-	-	-	-	4,440	4,710	4,800	4,740	4,850	4,810	-	-
Mobile ARPU (5G+LTE (Xi) +FOMA) *4	yen/month/subscription	-	-	-	-	-	-	-	4,250	4,370	4,360	4,230	4,280	4,210		
"docomo Hikari" ARPU	yen/month/subscription	-	-	-	-	-	-	-	190	340	440	510	570	600	-	
MOU *3*5	minute/month/subscription	-	-	-	-	-	-	-	137	136	134	133	141	137		
ARPU and MOU (Fiscal 2015~Fiscal 2017)																
Aggregate ARPU *2*3	yen/month/subscription	-	-	-	-	4,370	4,100	4,170	4,430	4,680	-	-	-	-	-	-
Voice ARPU *4	yen/month/subscription	-	-	-	-	1,490	1,280	1,210	1,250	1,370						
Data APRU	yen/month/subscription	-	-	-	-	2,880	2,820	2,960	3,180	3,310						
Packet ARPU	yen/month/subscription	-	-	-	-	2,880	2,820	2,910	2,990	2,970					-	-
"docomo Hikari" ARPU	yen/month/subscription	-	-	-	-			50	190	340					-	-
MOU *3*5	minute/month/subscription	-	-	-	-	116	122	133	137	136	-	-	-	-	-	-
ARPU and MOU (~Fiscal 2014)																
Aggregate ARPU *2*6*7	yen/month/subscription	5,540	5,320	5,140	4,900	4,610	4,370	4,420	-	-	-	-	-	-	-	-
Voice ARPU *4	yen/month/subscription	2,900	2,530	2,200	1,760	1,410	1,180	1,090	-	-	-	-	-	-	-	-
Packet ARPU *6	yen/month/subscription	2,380	2,460	2,590	2,720	2,700	2,600	2,620								
Smart ARPU	yen/month/subscription	260	330	350	420	500	590	710								
MOU *3*5	minute/month/subscription	136	134	126	118	109	112	120	-	-	-	-	-	-	-	-

* Please refer to the following "Newly defined Definition and Calculation Methods of ARPU and MOU" and "Definition and Calculation Methods of ARPU and MOU"for the definition of ARPU and MOU, explanation of the methods used to calculate ARPU and the number of active users /active subscriptions.
*1 Beginning with the fiscal year ended March 31, 2022, Mobile ARPU is calculated to include OCN mobile-related revenues and subscription numbers.
*2 Data are calculated excluding revenues and subscriptions from communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to Mobile Virtual Network Operators (MVNOs).
*3 Data Plan subscriptions in the case where the customer contracting for such subscription in his/her name also has a subscription for "5G," "Xi" or "FOMA" services in his/her name are not included in the calculation.
*4 Inclusive of circuit-switched data communication
*5 Data are calculated excluding subscriptions for communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to Mobile Virtual Network Operators (MVNOs).
*6 With the introduction of "Smart ARPU" in the second quarter of the fiscal year ended March 31, 2013, "Aggregate ARPU"of the fiscal year ended March 31, 2009, 2010, 2011, 2012, 2013 , 2014, 2015 results contains "Smart ARPU".
In addition, some elements　(revenues from content etc.)　included in conventional "Packet ARPU" of the fiscal year ended March 31, 2009, 2010, 2011 and 2012 results　have been retroactively reclassified into "Smart ARPU". The impact of the reclasssification of those periods are 50 yen, 70 yen, 80 yen and 80 yen respectively.
*7 Calculation Methods has been changed from the 2nd quarter of the fiscal year ended March 31, 2015. (Accordingly, ARPU and MOU of the fiscal year ended March 31, 2013 and 2014 results have also been changed.)

[Definition and Calculation Methods of ARPU and MOU]
i.   Newly defined Definition and Calculation Methods of ARPU
   a.   **ARPU (Average monthly Revenue Per Unit) :**
     Average monthly revenue per unit, or ARPU, is used to measure average monthly operating revenues attributable to designated services on a per user basis. ARPU is calculated by dividing telecommunications services revenues (excluding certain revenues) by the number of active users of our wireless services in the relevant periods, as shown below
     "ARPU Calculation Method." We believe that our ARPU figures provide useful information to analyze the useage usage per user and the impacts of changes in our billing arrangements.
ii. **Newly defined ARPU Calculation Methods**
   Aggregate ARPU = Mobile ARPU + "docomo Hikari" ARPU
   Mobile ARPU: Mobile ARPU-related revenues(basic monthly charges, voice communication charges, packet communication charges) / No. of active users
   "docomo Hikari" ARPU: "docomo Hikari"-related revenues (basic monthly charges, voice communication charges) / No. of active users
iii. **Active Users Calculation Method**
   Sum of No. of active users for each month ((No. of users at the end of previous month + No. of users at the end of current month) / 2) during the relevant period
   1 The number of "users" used to calculate ARPU is the total number of subscriptions, excluding the subscriptions listed below:
    a.   Subscriptions of communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to MVNOs, and
    b.   Data Plan subscriptions in the case where the customer contracting for such subscription in his/her name also has a subscription for "5G," "Xi" or "FOMA" services in his/her name.
   2 Revenues from communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to Mobile Virtual Network Operators (MVNOs) ,
   and impact on revenues from "dPOINT" program, etc., are not included in the ARPU calculation.

i.   **Definition of ARPU and MOU (Fiscal 2016 ~)**
   a.   **ARPU (Average monthly Revenue Per Unit) :**
     Average monthly revenue per unit, or ARPU, is used to measure average monthly operating revenues attributable to designated services on a per user basis. ARPU is calculated by dividing telecommunications services revenues (excluding certain revenues) by the number of active users of our wireless services in the relevant periods, as shown below
     "ARPU Calculation Method." We believe that our ARPU figures provide useful information to analyze the useage usage per user and the impacts of changes in our billing arrangements.
   b.   **MOU (Minutes of Use) : Average monthly communication time per user.**
ii. **ARPU Calculation Methods**
   Aggregate ARPU = Mobile ARPU + "docomo Hikari" ARPU
   Mobile ARPU: Mobile ARPU-related revenues (voice-related revenues (basic monthly charges, voice communication charges) + packet-related revenues (basic monthly charges, packet communication charges) / No. of active users
   "docomo Hikari" ARPU: "docomo Hikari"-related revenues (basic monthly charges, voice communication charges) / No. of active users
iii. **Active Users Calculation Method**
   Sum of No. of active users for each month ((No. of users at the end of previous month + No. of users at the end of current month) / 2) during the relevant period
   1 The number of "users" used to calculate ARPU and MOU is the total number of subscriptions, excluding the subscriptions listed below:
    a.   Subscriptions of communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to Mobile Virtual Network Operators (MVNOs); and
    b.   Data Plan subscriptions in the case where the customer contracting for such subscription in his/her name also has a subscription for "5G," "Xi" or "FOMA" services in his/her name.
   2 Revenues from communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to Mobile Virtual Network Operators (MVNOs) ,
   and impact on revenues from "dPOINT" program, etc., are not included in the ARPU calculation.

i.   **Definition of ARPU and MOU (Fiscal 2015 – Fiscal 2017)**
   a.   **ARPU (Average monthly Revenue Per Unit) :**
     Average monthly revenue per unit, or ARPU, is used to measure average monthly operating revenues attributable to designated services on a per user basis. ARPU is calculated by dividing telecommunications services revenues (excluding certain revenues) by the number of active users of our wireless services in the relevant periods, as shown below
     "ARPU Calculation Method." The revenue items included in the numerators of our ARPU figures are based on our U.S. GAAP results of operations.
   b.   **MOU (Minutes of Use) : Average monthly communication time per user.**
ii. **ARPU Calculation Methods**
   Aggregate ARPU = Voice ARPU + Packet ARPU + "docomo Hikari" ARPU
   Voice ARPU: Voice ARPU Related Revenues (basic monthly charges, voice communication charges) / No. of active users
   Packet ARPU: Packet ARPU Related Revenues (basic monthly charges, packet communication charges) / No. of active users
   "docomo Hikari" ARPU: "docomo Hikari" ARPU Related Revenues (basic monthly charges, voice communication charges) / No. of active users
   In addition, the sum of Packet ARPU and "docomo Hikari" ARPU is referred to as Data ARPU.
iii. **Active Users Calculation Method**
   Sum of No. of active users for each month ((No. of users at the end of previous month + No. of users at the end of current month) / 2) during the relevant period
   1 The number of "users" used to calculate ARPU and MOU is the total number of subscriptions, excluding the subscriptions listed below :
    Subscriptions of communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to Mobile Virtual Network Operators (MVNOs) and
    Data Plan subscriptions in the case where the customer contracting for such subscription in his/her name also has a subscription for "Xi" or "FOMA" services in his/her name.
   2 Revenues from communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to Mobile Virtual Network Operators (MVNOs) are not included in the ARPU calculation.

i.   **Definition of ARPU and MOU (~Fiscal 2014)**
   a.   **ARPU (Average monthly Revenue Per Unit):**
     Average monthly revenue per unit, or ARPU, is used to measure average monthly operating revenues attributable to designated services on a per subscription basis. ARPU is calculated by dividing various revenue items included in operating revenues from our mobile communications services revenues and a part of other operating revenues by the number of active subscriptions to our wireless services in the relevant periods.
     The revenue items included in the numerators of our ARPU figures are based on our U.S. GAAP results of operations.
   b.   **MOU (Minutes of Use): Average monthly communication time per subscription.**
ii. **ARPU Calculation Methods**
   Aggregate ARPU = Voice ARPU + Packet ARPU + Smart ARPU
   Voice ARPU: Voice ARPU Related Revenues (basic monthly charges, voice communication charges) / No. of active subscriptions
   Packet ARPU: Packet ARPU Related Revenues (basic monthly charges, packet communication charges) / No. of active subscriptions
   Smart ARPU: A part of other operating revenues (revenues from content, collection of charges, mobile phone insurance service, advertising and others) / No. of active subscriptions
iii. **Active Subscriptions Calculation Methods**
   Sum of No. of active subscriptions for each month ((No. of subscriptions at the end of previous month + No. of subscriptions at the end of current month) / 2) during the relevant period
Note: Subscriptions for and revenues from communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities
that are provided to Mobile Virtual Network Operators (MVNOs)are not included in the ARPU and MOU calculations.