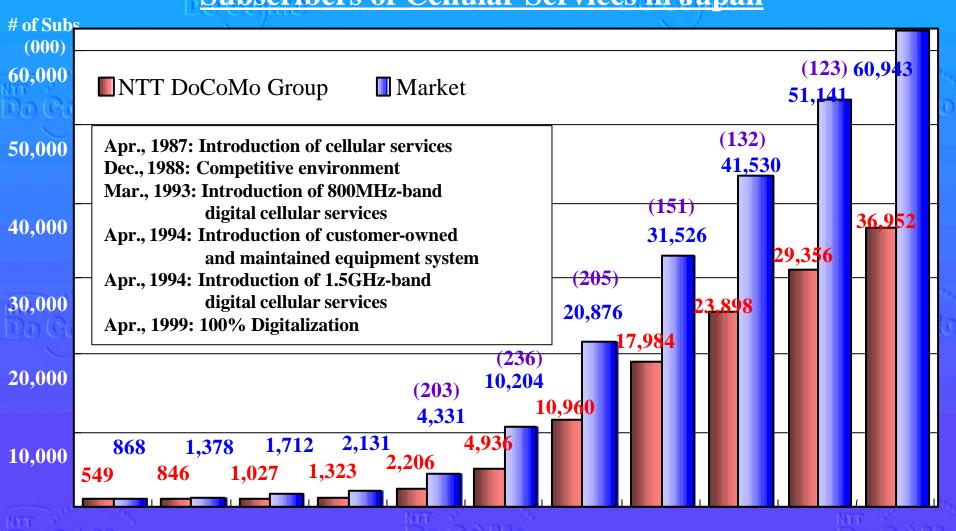


## Market Growth of Cellular Services in Japan





1995.3 1996.3

1994.3

1991.3

1992.3 1993.3

1998.3

1999.3

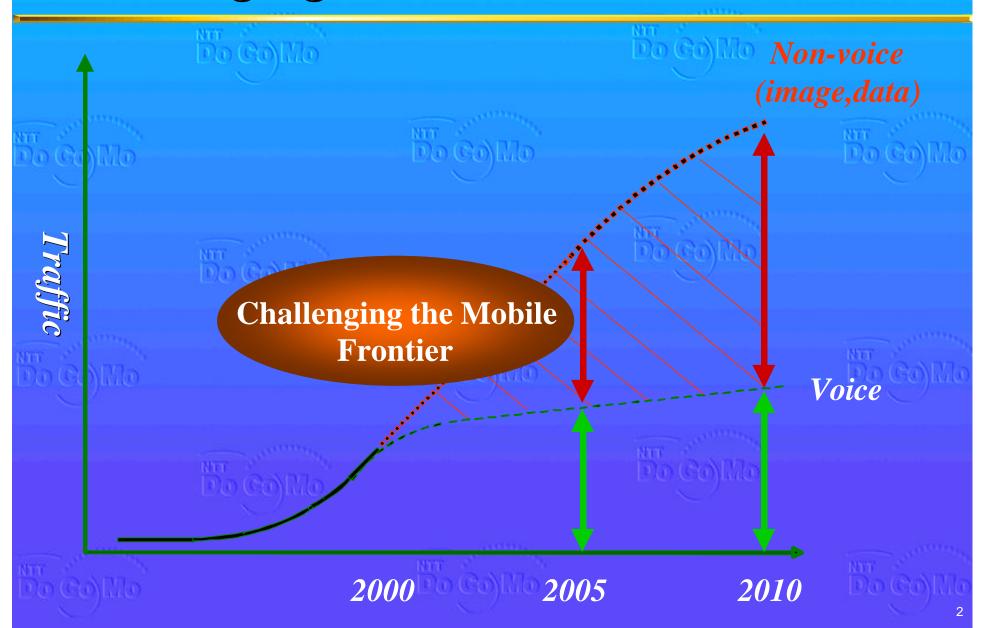
2000.3

1997.3

2001.5

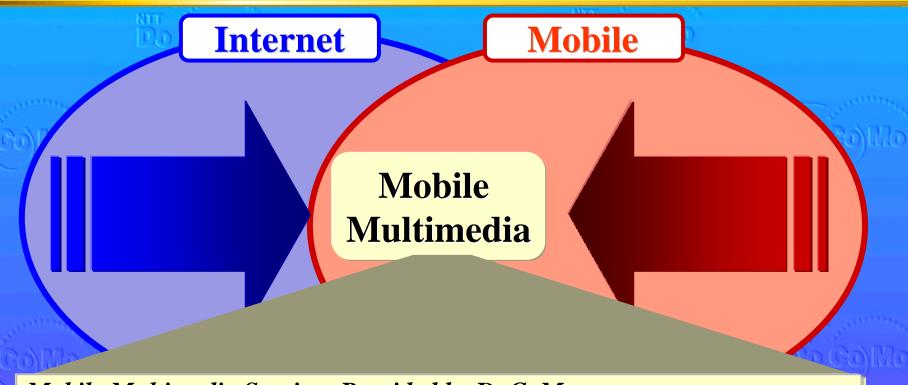


# Challenging the Mobile Frontier





## Mobile Multimedia



#### Mobile Multimedia Services Provided by DoCoMo

i-mode: Gateway (23,457,000)

mopera: ISP (185,000)

**Short Mail: SMS (3,391,000)** 

**DoPa:** Packet Communication (610,000)

1997 1998 1999 2000 2001

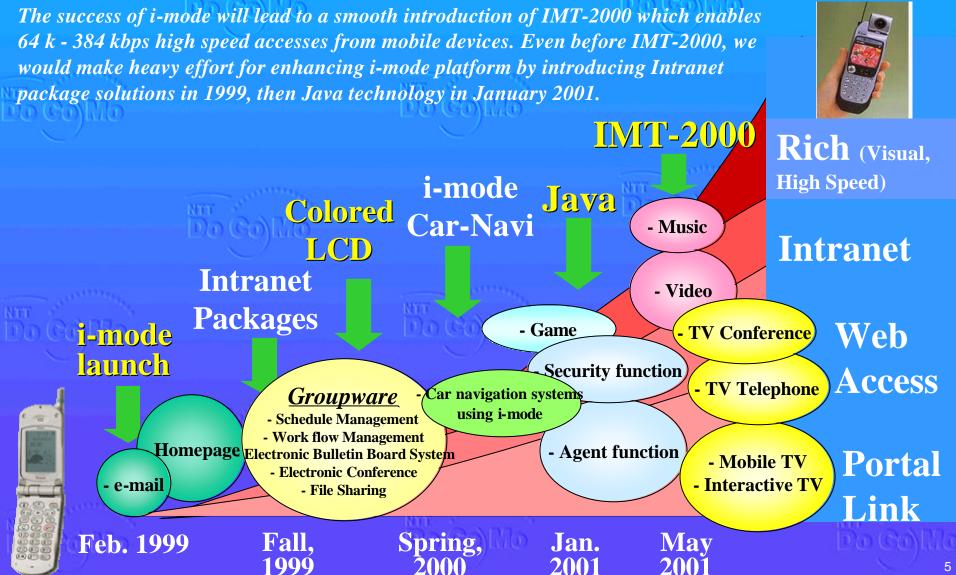
## " i-mode " Subscribers and Sites Growth







# "i-mode" Developing Strategy



# Service Brand Name





## Freedom Of Mobile multimedia Access

NITT Do Co)Mo



Do Collo













# Service Positioning Image

#### **MOBILITY/AREA**

#### For Low-end Voice Comm. User

- High Mobility (Domestic)
- 9.6kbps Data TransmissionUp to 28.8kbps Packet Switching SystemEx. Short mail, mail

#### **PDC**

PHS

**Price-Oriented** 

### **Function-Oriented**

### W-CDMA

#### For High-end Voice/Data Comm. User

- High Mobility (Global)
- Max 2Mbps Data Transmission Ex. movies
- Multi-call

#### For Low-end Data Comm. User

- Comparatively Low Mobility (Domestic)
- 64kbps Data Transmission Ex. pictures, music



## W-CDMA Data Communications

Do ColMo

**Packet Data Circuit Switched** (Reference) PDC Services **Transmissions Data Transmissions Mobile Environment** (Ex. Vehicular) PDC **PDC** Up to 384kbps Packet Circuit **Mobile Environment** 64kbps (Ex. Pedestrian) Up to 28.8kbps 9.6kbps Up to 2Mbps **Indoor Office** in the future



# Key Features of W-CDMA Service

#### The W-CDMA introductory service scheduled in the end of May 2001

Further realizes mobile multimedia

**Enables fast-speed data/image transmission** 

Packet transmission at up to 384kbps (downlink) / 64kbps (uplink)

**Greater global Mobility** 

Aims to realize worldwide a mobile multimedia environment similar to Japan's

**Higher voice quality** 

Offers higher voice quality and is more resistant to interference and noise



# W-CDMA Service Offerings

**Enhanced i-mode** 

Video distribution service

**Videophone Service** 

High-speed Internet / Intranet access service

Music distribution service







News, video promotion, game / horoscope TV program preview shopping info.









- uplink: max. 64kbps
- downlink: max. 384kbps
- **■** packet switched
- 64kbps
- **■** circuit switched
- **■** 64kbps
- **■** circuit switched
- uplink: max. 64kbps
- downlink: max. 384kbps
- **■** packet switched
- uplink: max. 64kbps
- downlink: max. 384kbps
- **■** packet switched

## **FOMA Communication Charges**



< Introductory Service>

Do ColMo

#### 1. Voice Mode Tariff

? Equivalent to existing cellular voice charges

#### 2. 64K Digital Communication Mode Tariff

? Approximately 1.8 times as much as the voice mode tariff
( as 64K mode occupies more radio bandwidth than voice mode)

#### 3. Packet Communications Mode Tariff

? \0.05 / packet

(After the start of the expansion-phase service, according to current assumptions, this tariff will be offered to users who pay a fixed monthly rate in addition)

# Initial Handsets for W-CDMA < Upon Introductory Service Launch>



Providing handsets with 3G features (e.g., CCD camera)

#### **Standard Type**

#### **FOMA N2001**

#### **Features**

**Handsets** 

- High-quality voice
- High-speed data

  384k downstream packet
  64k non-restricted digital
- Still picture
- **■** Video clipping

#### Visual Type



**FOMA P2101V** 

- High-quality voice
- **■** Videophone
- High-speed data( same as small basic handset)
- Still picture
- **■** Video clipping
- Video delivery

#### **Data-Card Type**



**FOMA P2401** 

■ High-speed data

384k downstream packet 64k non-restricted digital

# Do Co Mo

## Objectives of FOMA Introductory Services

Do Collie

- To ensure a stable, nationwide deployment, DoCoMo launches FOMA services with an "introductory phase" so as to:
- ? further improve the service quality based on the track record of system operation and the responses obtained from customers; and
- ? further enhance the services through obtaining users' evaluations on, e.g., ease of use.







NIT COMO

Do Go Mo

