

NTT DOCOMO INC  
Form 6-K  
January 29, 2016  
Table of Contents

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549**

**FORM 6-K**

**REPORT OF FOREIGN PRIVATE ISSUER PURSUANT TO RULE 13a-16 OR  
15d-16 UNDER THE SECURITIES EXCHANGE ACT OF 1934**

**For the month of January, 2016**

**Commission File Number: 001-31221**

**Total number of pages: 69**

**NTT DOCOMO, INC.**

**(Translation of registrant's name into English)**

**Sanno Park Tower 11-1, Nagata-cho 2-chome**

**Chiyoda-ku, Tokyo 100-6150**

**Japan**

**(Address of principal executive offices)**

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Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

**Form 20-F** x **Form 40-F** ..

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1): ..

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7): ..

### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

NTT DOCOMO, INC.

Date: January 29, 2016

By: /s/ KATSUYUKI TAKAGI  
**Katsuyuki Takagi**

**Head of Investor Relations**

Information furnished in this form:

1. Earnings release for the nine months ended December 31, 2015
2. Results presentation for the first nine months of the fiscal year ending March 31, 2016

**Table of Contents**

**Earnings Release**

For the Nine Months Ended December 31, 2015

January 29, 2016

[U.S. GAAP]

Name of registrant: **NTT DOCOMO, INC.** (URL <https://www.nttdocomo.co.jp/>)  
 Code No.: 9437  
 Stock exchange on which the Company's shares are listed: Tokyo Stock Exchange-First Section  
 Representative: Kaoru Kato, Representative Director, President and Chief Executive Officer  
 Contact: Koji Otsuki, Senior Manager, General Affairs Department / TEL +81-3-5156-1111  
 Scheduled date for filing of quarterly report: February 4, 2016  
 Scheduled date for dividend payment:  
 Supplemental material on quarterly results: Yes  
 Presentation on quarterly results: Yes (for institutional investors and analysts)  
 (Amounts are rounded off to the nearest 1 million yen.)

**1. Consolidated Financial Results for the Nine Months Ended December 31, 2015 (April 1, 2015 - December 31, 2015)**

(1) Consolidated Results of Operations

(Millions of yen, except per share amounts)

|                                     | Operating Revenues |        | Operating Income |         | Income Before Taxes and Equity in Net Income (Losses) of Affiliates |         | Net Income Attributable to NTT DOCOMO, INC. |         |
|-------------------------------------|--------------------|--------|------------------|---------|---|---------|---|---------|
| Nine months ended December 31, 2015 | 3,383,460          | 1.7%   | 685,505          | 16.8%   | 677,377   | 13.8%   | 492,449                                     | 29.0%   |
| Nine months ended December 31, 2014 | 3,326,780          | (1.1)% | 587,140          | (14.7)% | 594,976   | (15.4)% | 381,851                                     | (11.2)% |

(Percentages above represent changes compared to the corresponding period of the previous year)

|   |  |                     |         |
|---|--|---------------------|---------|
| (Note) Comprehensive income attributable to | For the nine months ended December 31, 2015: | 479,714 million yen | 20.0%   |
| NTT DOCOMO, INC.:                           | For the nine months ended December 31, 2014: | 399,817 million yen | (15.0)% |

|                                     | Basic Earnings per Share Attributable to NTT DOCOMO, INC. | Diluted Earnings per Share Attributable to NTT DOCOMO, INC. |
|-------------------------------------|---|---|
| Nine months ended December 31, 2015 | 126.87 (yen)  |   |
| Nine months ended December 31, 2014 | 93.58 (yen)   |   |

(2) Consolidated Financial Position

(Millions of yen, except per share amounts)

|                   | Total Assets | Total Equity (Net Assets) | NTT DOCOMO, INC. Shareholders Equity | Shareholders Equity Ratio | NTT DOCOMO, INC. Shareholders Equity per Share |
|-------------------|--------------|---------------------------|--------------------------------------|---------------------------|--|
| December 31, 2015 | 7,274,205    | 5,621,229                 | 5,588,081                            | 76.8%                     | 1,439.68 (yen)                                 |

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March 31, 2015 7,146,340 5,402,616 5,380,072 75.3% 1,386.09 (yen)  
**2. Dividends**

|  | Cash Dividends per Share (yen) |                           |                          |          |       |
|--|--------------------------------|---------------------------|--------------------------|----------|-------|
|  | End of the First Quarter       | End of the Second Quarter | End of the Third Quarter | Year End | Total |
| Year ended March 31, 2015              |                                | 30.00                     |                          | 35.00    | 65.00 |
| Year ending March 31, 2016             |                                | 35.00                     |                          |          |       |
| Year ending March 31, 2016 (Forecasts) |                                |                           |                          | 35.00    | 70.00 |

(Note) Revisions to the forecasts of dividends: None

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3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2016 (April 1, 2015 - March 31, 2016)

(Millions of yen, except per share amounts)

|                            | Operating Revenues |      | Operating Income |       | Income Before<br>Income Taxes and Equity<br>in Net Income (Losses) of<br>Affiliates |      | Net Income<br>Attributable to<br>NTT DOCOMO, INC. |       | Basic Earnings<br>per Share<br>Attributable to<br>NTT DOCOMO, INC. |
|----------------------------|--------------------|------|------------------|-------|---|------|---|-------|--|
| Year ending March 31, 2016 | 4,490,000          | 2.4% | 710,000          | 11.1% | 703,000   | 9.2% | 490,000   | 19.5% | 126.24 (yen)   |

(Percentages above represent changes compared to the corresponding previous year)

(Note) Revisions to the forecasts of consolidated financial results: None

**Table of Contents**

\* Notes:

|   |  |                      |      |
|---|--|----------------------|------|
| (1) Changes in significant subsidiaries:<br>(Changes in significant subsidiaries for the nine months ended December 31, 2015 which resulted in changes in scope of consolidation) |  |                      | None |
| (2) Application of simplified or exceptional accounting:  |  |                      | None |
| (3) Changes in accounting policies  |  |                      |      |
| i. Changes due to revision of accounting standards and other regulations:   |  |                      | None |
| ii. Others:   |  |                      | None |
| (4) Number of issued shares (common stock)  |  |                      |      |
| i. Number of issued shares (inclusive of treasury stock):   | As of December 31, 2015:                     | 4,085,772,000 shares |      |
|   | As of March 31, 2015:                        | 4,085,772,000 shares |      |
| ii. Number of treasury stock:   | As of December 31, 2015:                     | 204,288,188 shares   |      |
|   | As of March 31, 2015:                        | 204,288,145 shares   |      |
| iii. Number of weighted average common shares outstanding:  | For the nine months ended December 31, 2015: | 3,881,483,818 shares |      |
|   | For the nine months ended December 31, 2014: | 4,080,645,681 shares |      |

\* Presentation on the status of quarterly review procedure:

This earnings release is not subject to the quarterly review procedure as required by the Financial Instruments and Exchange Act of Japan. As of the date when this earnings release was issued, the quarterly review procedure on financial statements as required by the Financial Instruments and Exchange Act of Japan had not been finalized.

\* Explanation for forecasts of operations and other notes:

1. Forecast of results

Forward-looking statements in this earnings release, such as forecasts of results of operations, are based on the information currently available and certain assumptions that we regard as reasonable, and therefore actual results may differ materially from those contained in, or suggested by, any forward-looking statements. With regard to the assumptions and other related matters concerning forecasts for the fiscal year ending March 31, 2016, refer to 1. (3) Prospects for the Fiscal Year Ending March 31, 2016 on page 12 and 5. Special Note Regarding Forward-Looking Statements on page 24, contained in the attachment.

2. Resolution of share repurchase up to prescribed maximum limit

The forecasts of Basic Earnings per Share Attributable to NTT DOCOMO, INC. for the fiscal year ending March 31, 2016 are *not* based on the assumption that DOCOMO will repurchase up to 220 million shares for an amount in total not to exceed ¥500,000 million, as resolved at the board of directors meeting held on January 29, 2016.

**Table of Contents**

**CONTENTS OF THE ATTACHMENT**

|   |           |
|---|-----------|
| <u>Contents of the Attachment</u>   | page<br>1 |
| <u>1. Information on Consolidated Results</u>   | 2-12      |
| <u>(1) Operating Results</u>  | 2-10      |
| <u>(2) Financial Review</u>   | 11        |
| <u>(3) Prospects for the Fiscal Year Ending March 31, 2016</u>  | 12        |
| <u>2. Other Information</u>   | 13        |
| <u>(1) Changes in Significant Subsidiaries</u>  | 13        |
| <u>(2) Application of Simplified or Exceptional Accounting</u>  | 13        |
| <u>(3) Changes in Accounting Policies</u>   | 13        |
| <u>3. Consolidated Financial Statements</u>   | 14-20     |
| <u>(1) Consolidated Balance Sheets</u>  | 14        |
| <u>(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income</u>                                | 15-16     |
| <u>(3) Consolidated Statements of Cash Flows</u>  | 17        |
| <u>(4) Notes to Consolidated Financial Statements</u>   | 18-20     |
| <u>4. Appendices</u>  | 21-23     |
| <u>(1) Operating Data for the 3rd Quarter of the Fiscal Year Ending March 31, 2016</u>  | 21        |
| <u>(2) Definition and Calculation Methods of ARPU and MOU</u>   | 22        |
| <u>(3) Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures</u> | 23        |
| <u>5. Special Note Regarding Forward-Looking Statements</u>   | 24        |

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**Table of Contents**

**Earnings Release for the Nine Months Ended December 31, 2015**

**1. Information on Consolidated Results**

**(1) Operating Results**

**i. Business Overview**

Japan's telecommunications sector has seen a dramatic change in its market structure.

In May 2014, NIPPON TELEGRAPH AND TELEPHONE CORPORATION (NTT) unveiled its Hikari Collaboration Model—a new wholesale business model for NTT's fiber access services. As this enables telecommunications operators and a wide range of other market participants to provide services utilizing fiber connections, the competition in the market has begun to intensify even further transcending the traditional boundaries of the telecommunications market.

Within the mobile communications market, the intensification of market conditions such as various participants entering the market and new services emerging, is expected to gather momentum due to the rapid proliferation and expanded use of smartphones, tablets, and other function-rich mobile devices, the advancement of IoT<sup>®</sup> as well as the government's pro-competition policy and other factors.

In the context of this market environment, as part of our New Initiatives toward Delivery of Medium-Term Targets that are planned to be implemented in the period through FY2017 (the fiscal year ending March 31, 2018), we started rolling out the +d value co-creation programs together with various external partners. In this undertaking, we will continuously evolve our collaboration with partners, thereby responding to the diverse requirements of our customers.

During the three months ended December 31, 2015, we entered into alliances with partners such as Nippon Life Insurance Company and McDonald's Company (Japan), Ltd. for collaboration.

Meanwhile, we launched a new loyalty point program, +d POINT, renewing the conventional docomo Point system to offer more extensive services during the three months ended December 31, 2015. With the new +d POINT program, it has become possible to pay monthly mobile phone charges, in addition to paying for mobile phones and exchanging points for products in gourmet catalogs. Furthermore, we, in collaboration with many external partners, have increased the locations and opportunities where customers can earn and use points including the convenience stores operated by Lawson and McDonald's restaurants, to provide customers with enhanced utility value, while the circulation of points under the previous system had been confined within our group.

We are going to terminate the multimedia broadcasting business for mobile devices such as NOTTV broadcasting services for smartphones on June 30, 2016.

For the nine months ended December 31, 2015, despite the lasting negative impact from the Monthly Support discount program, Operating revenues increased by ¥56.7 billion from the same period of the previous fiscal year to ¥3,383.5 billion, due mainly to the increase in mobile communications services revenues as a result of the rise in smartphone use as well as the strong demand for tablets and other products purchased as a second mobile device for individual use, the growth of subscriptions to the docomo Hikari optical-fiber broadband service launched in March 2015 and the steady expansion of smart life business, which includes dmarket, and other businesses.

Operating expenses, on the other hand, decreased by ¥41.7 billion from the same period of the previous fiscal year to ¥2,698.0 billion, due mainly to decreases in selling expenses and network-related costs as a result of cost efficiency improvements, despite an increase in costs associated with increased revenues in smart life business and other businesses.

As a result, Operating income increased by ¥98.4 billion from the same period of the previous fiscal year to ¥685.5 billion for the nine months ended December 31, 2015.



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Income before income taxes and equity in net income (losses) of affiliates was ¥677.4 billion, and Net income attributable to NTT DOCOMO, INC. increased by ¥110.6 billion from the same period of the previous fiscal year to ¥492.4 billion for the nine months ended December 31, 2015.

\*: Abbreviation for Internet of Things, a concept that describes a world in which everything is connected to the Internet, enabling remote control and management of devices, etc.

**Table of Contents****DOCOMO Earnings Release****Nine Months Ended December 31, 2015**

Consolidated results of operations for the nine months ended December 31, 2014 and 2015 were as follows:

&lt;Results of operations&gt;

|  | Billions of yen                           |  |                        |        |
|--|---|--|------------------------|--------|
|  | Nine months ended<br>December<br>31, 2014 | Nine months<br>ended<br>December 31,<br>2015 | Increase<br>(Decrease) |        |
| Operating revenues   | ¥ 3,326.8                                 | ¥ 3,383.5                                    | ¥ 56.7                 | 1.7%   |
| Operating expenses   | 2,739.6                                   | 2,698.0                                      | (41.7)                 | (1.5)  |
| Operating income   | 587.1                                     | 685.5  | 98.4                   | 16.8   |
| Other income (expense)   | 7.8                                       | (8.1)  | (16.0)                 |        |
| Income before income taxes and equity in net income (losses) of affiliates | 595.0                                     | 677.4  | 82.4                   | 13.8   |
| Income taxes   | 209.0                                     | 169.8  | (39.2)                 | (18.8) |
| Income before equity in net income (losses) of affiliates                  | 386.0                                     | 507.6  | 121.6                  | 31.5   |
| Equity in net income (losses) of affiliates                                | (4.6)                                     | (0.8)  | 3.8                    | 82.6   |
| Net income   | 381.4                                     | 506.8  | 125.4                  | 32.9   |
| Less: Net (income) loss attributable to noncontrolling interests           | 0.5                                       | (14.3)                                       | (14.8)                 |        |
| Net income attributable to NTT DOCOMO, INC.                                | ¥ 381.9                                   | ¥ 492.4                                      | ¥ 110.6                | 29.0   |
| EBITDA margin*   | 33.2%                                     | 34.3%  | 1.1 point              |        |
| ROE*   | 6.9%                                      | 9.0%   | 2.1 point              |        |

\* EBITDA and EBITDA margin, as we use them in this earnings release, are different from EBITDA as used in Item 10(e) of Regulation S-K and may not be comparable to similarly titled measures used by other companies. For an explanation of our definitions of EBITDA, EBITDA margin, ROE, see 4.(3) Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures on page 23.

&lt;Operating revenues&gt;

|                             | Billions of yen                           |  |                        |      |
|-----------------------------|---|--|------------------------|------|
|                             | Nine months<br>ended<br>December 31, 2014 | Nine months<br>ended<br>December 31,<br>2015 | Increase<br>(Decrease) |      |
| Telecommunications services | ¥ 2,068.7                                 | ¥ 2,099.6                                    | ¥ 30.9                 | 1.5% |

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|  |              |                      |            |          |
|--|--------------|----------------------|------------|----------|
| Mobile communications services revenues  | 2,061.2      | <b>2,070.2</b>       | 9.0        | 0.4      |
| Voice revenues   | 669.8        | <b>633.4</b>         | (36.4)     | (5.4)    |
| Packet communications revenues   | 1,391.4      | <b>1,436.7</b>       | 45.3       | 3.3      |
| Optical-fiber broadband service and other telecommunications services revenues | 7.5          | <b>29.5</b>          | 21.9       | 291.2    |
| Equipment sales  | 731.2        | <b>657.8</b>         | (73.4)     | (10.0)   |
| Other operating revenues   | 526.9        | <b>626.0</b>         | 99.1       | 18.8     |
| <br>Total operating revenues   | <br>¥3,326.8 | <br>¥ <b>3,383.5</b> | <br>¥ 56.7 | <br>1.7% |

### Notes:

1. Voice revenues include data communications revenues through circuit switching systems.
2. With the introduction of Optical-fiber broadband services and other telecommunications services revenues in the fourth quarter of the fiscal year ended March 31, 2015, telecommunications services revenues included in conventional Other operating revenues in the financial statements for the nine months ended December 31, 2014 have been retroactively reclassified into Optical-fiber broadband service and other telecommunications services revenues.

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<Operating expenses>

|   | Billions of yen      |                      |                      |                      |                        |
|---|----------------------|----------------------|----------------------|----------------------|------------------------|
|   | Nine months ended    |                      | ended                |                      | Increase<br>(Decrease) |
|   | December<br>31, 2014 | December 31,<br>2015 | December 31,<br>2015 | December 31,<br>2015 |                        |
| Personnel expenses  | ¥ 215.5              | ¥ 216.4              | ¥ 0.9                | 0.4%                 |                        |
| Non-personnel expenses  | 1,780.4              | 1,754.7              | (25.7)               | (1.4)                |                        |
| Depreciation and amortization   | 486.9                | 457.1                | (29.8)               | (6.1)                |                        |
| Loss on disposal of property, plant and equipment and intangible assets | 49.2                 | 34.7                 | (14.4)               | (29.4)               |                        |
| Communication network charges   | 177.5                | 204.7                | 27.2                 | 15.3                 |                        |
| Taxes and public dues   | 30.1                 | 30.3                 | 0.2                  | 0.5                  |                        |
| <b>Total operating expenses</b>   | <b>¥ 2,739.6</b>     | <b>¥ 2,698.0</b>     | <b>¥ (41.7)</b>      | <b>(1.5)%</b>        |                        |

**Table of Contents****DOCOMO Earnings Release****Nine Months Ended December 31, 2015****ii. Segment Results**

The results of each segment for the nine months ended December 31, 2015 are summarized below.

We realigned our three former operating segments, which had consisted of our mobile communications business, smart life business and other businesses, into three new operating segments, which consist of our telecommunications business, smart life business and other businesses, from the fourth quarter of the fiscal year ended March 31, 2015, as a result of realignment of respective businesses to effectively manage our telecommunications related services triggered by the launch of optical-fiber broadband services.

For details, please see 3.(4) Notes to Consolidated Financial Statements on page 18.

**Telecommunications business**

<Results of operations>

|  | Billions of yen   |              |            |        |
|--|-------------------|--------------|------------|--------|
|  | Nine months       |              |            |        |
|  | Nine months ended | ended        | Increase   |        |
|  | December          | December 31, | (Decrease) |        |
|  | 31, 2014          | 2015         | ¥          | (1.1)% |
| Operating revenues from telecommunications business      | ¥ 2,794.9         | ¥ 2,762.8    | ¥ (32.1)   | (1.1)% |
| Operating income (loss) from telecommunications business | 561.6             | 616.3        | 54.7       | 9.7    |

Although we saw a continuous recovery of ARPU due mainly to an expansion in the number of smartphone use, increased demand for tablets and other products purchased as a second mobile device for individual use, and growth of subscriptions of the docomo Hikari optical-fiber broadband service to 1.09 million, operating revenues from telecommunications business for the nine months ended December 31, 2015 recorded a decrease of ¥32.1 billion, or 1.1%, from ¥2,794.9 billion for the same period of the previous fiscal year to ¥2,762.8 billion, owing mainly to the increase of the negative impact from the Monthly Support discount program.

Operating expenses from telecommunications business for the nine months ended December 31, 2015 decreased by ¥86.9 billion, or 3.9%, from ¥2,233.3 billion for the same period of the previous fiscal year to ¥2,146.5 billion due mainly to decreases in selling expenses and network-related costs as a result of cost efficiency improvements.

Consequently, operating income from telecommunications business was ¥616.3 billion, an increase of ¥54.7 billion, or 9.7%, from ¥561.6 billion for the same period of the previous fiscal year.

<<Key Topics>>

The total subscriptions to our new billing plan, Kake-hodai & Pake-aeru, grew to 26.52 million as of December 31, 2015, an increase of 12.98 million from December 31, 2014. The number of subscriptions to our docomo Hikari optical-fiber broadband service launched in March 2015 exceeded one million in December 2015.

The total number of smartphones sold during the nine months ended December 31, 2015 reached 10.98 million units thanks to the brisk sales of iPhone 6s\* and iPhone 6s Plus,\* which were released in September 2015, and the rollout of the 2015-2016 winter-spring models. The

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contribution of tablet devices to the total number of smartphones sold amounted to 1.60 million units due to the successful acquisition of subscriptions by users of multiple mobile devices as a result of our campaign promoting ownership of a second device.

We continued to expand the service coverage of our LTE network, increasing the number of LTE-enabled base stations to 126,000 nationwide as of December 31, 2015, of which the number of base stations compatible with our PREMIUM 4G a high-speed data communication service based on LTE-Advanced technology launched in March 2015 was expanded to 13,500, providing service in 825 cities across Japan. Meanwhile, in October 2015, we commenced a service featuring downlink speeds of up to 300Mbps in selected areas of Japan.

**Table of Contents****DOCOMO Earnings Release****Nine Months Ended December 31, 2015**

We conducted surveys of effective speeds of Android devices and iOS devices, pursuant to the guidelines of the effective speeds, established by the Ministry of Internal Affairs and Communications. The results indicated that we offer both high download speeds and high upload speeds (the median (Android + iOS) of our download speeds is 71Mbps and that of our upload speeds is 21Mbps).

\*: TM and © 2016 Apple Inc. All rights reserved. iPhone is a trademark of Apple Inc. The iPhone trademark is used under a license from AIPHONE Co., Ltd.

Number of subscriptions by services and other operating data are as follows:

<Number of subscriptions by services>

|                             | Thousand subscriptions |                   | Increase   |       |
|-----------------------------|------------------------|-------------------|------------|-------|
|                             | December 31, 2014      | December 31, 2015 | (Decrease) |       |
| Cellular services           | 65,274                 | <b>69,602</b>     | 4,328      | 6.6%  |
| Including: New billing plan | 13,535                 | <b>26,519</b>     | 12,984     | 95.9  |
| Cellular (LTE(Xi)) services | 28,298                 | <b>36,293</b>     | 7,995      | 28.3  |
| Cellular (FOMA) services    | 36,976                 | <b>33,309</b>     | (3,667)    | (9.9) |

Notes:

1. Number of subscriptions to Cellular services, Cellular (LTE(Xi)) services and Cellular (FOMA) services includes Communication Module services subscriptions.
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 subscriptions.

<Number of handsets sold and churn rate>

|  | Thousand units                      |                                     | Increase   |        |
|--|-------------------------------------|-------------------------------------|------------|--------|
|  | Nine months ended December 31, 2014 | Nine months ended December 31, 2015 | (Decrease) |        |
| Number of handsets sold                        | 17,038                              | <b>18,526</b>                       | 1,488      | 8.7%   |
| Cellular (LTE(Xi)) services                    |                                     |                                     |            |        |
| New LTE(Xi) subscription                       | 4,007                               | <b>6,360</b>                        | 2,354      | 58.7   |
| Change of subscription from FOMA               | 4,028                               | <b>2,515</b>                        | (1,513)    | (37.6) |
| LTE(Xi) handset upgrade by LTE(Xi) subscribers | 4,184                               | <b>5,751</b>                        | 1,566      | 37.4   |
| Cellular (FOMA) services                       |                                     |                                     |            |        |
| New FOMA subscription                          | 2,003                               | <b>1,713</b>                        | (290)      | (14.5) |
| Change of subscription from LTE(Xi)            | 95                                  | <b>78</b>                           | (17)       | (17.4) |
| FOMA handset upgrade by FOMA subscribers       | 2,720                               | <b>2,109</b>                        | (611)      | (22.5) |
| Churn rate*                                    | 0.57%                               | <b>0.59%</b>                        | 0.02 point |        |

\* Calculation method has been changed from the first quarter of the fiscal year ending March 31, 2016. Accordingly, Churn rate for the nine months ended December 31, 2014 has also been changed. Data are calculated excluding the subscriptions and cancellations of subscriptions of Mobile Virtual Network Operators (MVNOs).





**Table of Contents****DOCOMO Earnings Release****Nine Months Ended December 31, 2015**

## &lt;Trend of ARPU and MOU\*&gt;

Starting from the three months ended June 30, 2015, we redefined ARPU in order to better reflect actions we will take that are aimed at increasing our telecommunications services revenues.

To reflect the increase in multiple subscriptions by individual users driven by increasing demand for devices such as tablet devices and Wi-Fi routers, we changed the calculation method of ARPU from a per active subscription basis to a per active user basis. We also changed the calculation method of ARPU by adding docomo Hikari ARPU in addition to Voice ARPU and Packet ARPU in connection with the launch of our optical-fiber broadband service.

Furthermore, we excluded Smart ARPU from the calculation method of ARPU considering that we are striving to increase the revenues of our smart life business and other businesses not only from telecommunications services users but also from other customers.

The sum of Packet ARPU and docomo Hikari ARPU is referred to as Data ARPU.

|                    | Nine months ended<br>December<br>31, 2014 | Yen<br>Nine months<br>ended<br>December 31, 2015 | Increase<br>(Decrease) |       |
|--------------------|---|--|------------------------|-------|
| Aggregate ARPU*    | ¥ 4,120                                   | ¥ 4,140  | ¥ 20                   | 0.5%  |
| Voice ARPU         | 1,290                                     | 1,200  | (90)                   | (7.0) |
| Data ARPU          | 2,830                                     | 2,940  | 110                    | 3.9   |
| Packet ARPU        | 2,830                                     | 2,900  | 70                     | 2.5   |
| docomo Hikari ARPU |   | 40   | 40                     |       |
| MOU* (minutes)     | 120                                       | 133  | 13                     | 10.8% |

Note: Starting with the first quarter of the fiscal year ending March 31, 2016, the calculation method of ARPU and MOU was changed. ARPU and MOU figures for the nine months ended December 31, 2014 reflect these subsequent changes to the calculation method.

\* See 4.(2) Definition and Calculation Methods of ARPU and MOU on page 22 for definition and calculation methods.

**Table of Contents****DOCOMO Earnings Release****Nine Months Ended December 31, 2015****Smart life business**

&lt;Results of operations&gt;

|  | Billions of yen   |                   |       |              |
|--|-------------------|-------------------|-------|--------------|
|  | Nine months ended | Nine months ended |       | Increase     |
|  | December          | December 31,      |       |              |
|  | 31, 2014          | 2015              | 2015  | (Decrease)   |
| Operating revenues from smart life business      | ¥ 324.2           | ¥                 | 373.8 | ¥ 49.6 15.3% |
| Operating income (loss) from smart life business | 21.8              |                   | 49.0  | 27.2 124.9   |

Operating revenues from smart life business for the nine months ended December 31, 2015 were ¥373.8 billion, an increase of ¥49.6 billion, or 15.3%, from ¥324.2 billion for the same period of the previous fiscal year, due mainly to an expansion of revenues from our subsidiaries services such as shopping services, an increase in the amounts of d CARD and other finance/payment services transactions, and the growth in revenues from dmarket and other content services.

Operating expenses from smart life business were ¥324.8 billion, an increase of ¥22.4 billion, or 7.4%, from ¥302.5 billion for the same period of the previous fiscal year, driven primarily by the increase in expenses associated with the growth in revenues from dmarket and other content services.

As a consequence, operating income from smart life business was ¥49.0 billion, an increase of ¥27.2 billion, or 124.9%, from ¥21.8 billion for the same period of the previous fiscal year.

&lt;&lt;Key Topics&gt;&gt;

The combined number of dmarket subscriptions\*reached 14.26 million as of December 31, 2015, an increase of 4.60 million from December 31, 2014. Among the various dmarket services, dmagazine in particular has enjoyed brisk sales with its total subscriptions reaching 2.76 million as of December 31, 2015, up 1.59 million from December 31, 2014.

We commenced from November 2015 the issuance of d POINT CARD (which allows customers to earn and use d POINTs just by showing the card when shopping at our partner stores) and d CARD (which combines credit payment capability with the standard features of d POINT CARD) renewing our conventional credit card, DCMX. The number of d POINT CARD registrants exceeded one million in just one month from the beginning of the issuance.

In October 2015, we launched what is called Sukijikan a service that allows customers to try out various pastime experiences simply by making a reservation via their smartphones or tablet devices after choosing from some 300 different options listed on the monthly catalogue, Sukijikan Magazine, and presenting the enclosed ticket.

In November 2015, we started the Tegaki Hon yaku handwriting translation service. The service provides for translation of handwritten text on smartphones or tablet devices between Japanese and five foreign languages (English, Chinese (Traditional and Simplified), Korean, French and Spanish) through translation servers. The service is also compatible with an illustration feature that provides customers with

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hassle-free means of communication in situations where it is difficult to describe the context only by words.

In December 2015, we launched a new social gift service, `giftco`, which enables customers to easily send a small amount of gift tickets to others together with a message at anytime from anywhere via mail or other transmission modes as a method to express their daily appreciation and encouragement using a web service or a dedicated application.

\* The total number of users using `dTV`, `danime store`, `dhits`, `dkids`, `dmagazine` and `dgourmet` services under a monthly subscription arrangement.

**Table of Contents****DOCOMO Earnings Release****Nine Months Ended December 31, 2015****Other businesses**

&lt;Results of operations&gt;

|   | Nine months ended<br>December<br>31, 2014 | Billions of yen<br><b>Nine months<br/>ended<br/>December 31,<br/>2015</b> | Increase<br><br>(Decrease) |       |
|---|---|---|----------------------------|-------|
| Operating revenues from other businesses      | ¥ 226.9                                   | ¥ <b>265.6</b>  | ¥ 38.8                     | 17.1% |
| Operating income (loss) from other businesses | 3.7                                       | <b>20.2</b>   | 16.4                       | 438.9 |

Operating revenues from other businesses for the nine months ended December 31, 2015 amounted to ¥265.6 billion, an increase of ¥38.8 billion, or 17.1%, from ¥226.9 billion for the same period of the previous fiscal year, driven mainly by increases in revenues resulting from the expanded uptake of our Mobile Device Protection Service and the growth of revenues relating to IoT businesses.

Operating expenses from other businesses were ¥245.4 billion, an increase of ¥22.3 billion, or 10.0%, from ¥223.1 billion for the same period of the previous fiscal year, as a result of rises in expenses associated with the expansion of revenues from our Mobile Device Protection Service and other services.

Consequently, operating income from other businesses was ¥20.2 billion, an increase of ¥16.4 billion, or 438.9% compared to ¥3.7 billion for the same period of the previous fiscal year.

&lt;&lt;Key Topics&gt;&gt;

From October 2015, in partnership with Telefonica Brasil S.A. (Vivo), a mobile communications service provider in Brazil, we started providing eSIMs and eSIM-based solutions to enterprise customers using our docomo M2M Platform, which enables devices with a single embedded SIM to switch over-the-air between the phone numbers of DOCOMO and Vivo, so that enterprises can remotely manage connectivity without having to replace the physical SIM in the devices.

In December 2015, we started marketing a new IoT cloud service named Toami for DOCOMO that leverages NIPPON SYSTEMWARE Co., Ltd.'s Toami cloud platform, targeting enterprise customers that require management of operational and other data of IoT devices.

**Table of Contents**

**DOCOMO Earnings Release**

**Nine Months Ended December 31, 2015**

**iii. CSR Activities**

We aspire to help build a society in which everyone can share in a prosperous life of safety and security, beyond borders and across generations. We believe it is the corporate social responsibility ( CSR ) of DOCOMO to solve various social issues in fields such as IoT, medicine, healthcare, education and agriculture, through the co-creation of social values an initiative that we plan to pursue together with various partners to create new services and businesses, while thoroughly ensuring fair, transparent and ethical business operations as a foundation for the creation of such values. Accordingly, we have positioned CSR at the core of our corporate management.

The principal CSR actions undertaken during the nine months ended December 31, 2015 are summarized below:

We set up a charity website to assist the people and areas affected by the storm known as Typhoon No. 18 of 2015 in Japan and the earthquakes that struck Afghanistan and Pakistan, and received donations from a large number of people.

We have continued our Tohoku Recovery Contribution System for Employees under which participating employees donate ¥311 to the recovery fund on a monthly basis and the Company adds a matching amount of contributions since the fiscal year ended March 31, 2013 and, in addition, we newly began providing direct support for the activities of organizations such as local governments in damaged areas from the fiscal year ending March 31, 2016. As the first step in connection with this new support, we donated some 400 saplings of Azalea and Hana peach trees to the Hanamiyama Project, a project promoted by the Minami Sanriku Learning Center to construct a place for recreation and relaxation for local residents, organizing a commemorative tree planting ceremony in the Iriya district of Minami Sanriku, Miyagi Prefecture.

We held approximately 5,500 sessions of Smartphone and Mobile Phone Safety Class to enlighten audiences on rules and manners related to using smartphones and mobile phones and inform them as to how to respond to troubles that may be encountered when using mobile phones and smartphones. Such sessions garnered attendance of approximately 900,000 people in total for the nine months ended December 31, 2015.

Table of Contents

DOCOMO Earnings Release

Nine Months Ended December 31, 2015

## iv. Trend of Capital Expenditures

&lt;Capital expenditures&gt;

|                             | Billions of yen   |                   |              |                  |
|-----------------------------|-------------------|-------------------|--------------|------------------|
|                             | Nine months ended | Nine months ended |              | Increase         |
|                             | December          | December 31,      |              |                  |
|                             | 31, 2014          | 2015              |              | (Decrease)       |
| Total capital expenditures  | ¥ 439.3           | ¥                 | <b>362.5</b> | ¥ (76.8) (17.5)% |
| Telecommunications business | 424.1             |                   | <b>348.1</b> | (76.0) (17.9)    |
| Smart life business         | 9.2               |                   | <b>9.0</b>   | (0.2) (2.3)      |
| Other businesses            | 5.9               |                   | <b>5.4</b>   | (0.6) (9.5)      |

We pursued more efficient use of capital expenditures and further cost reduction, while expanding the coverage of our PREMIUM 4G service and moved ahead with capacity buildup to accommodate the growth in data traffic toward the goal of constructing a robust network that can provide a comfortable communications environment. As a result, the total capital expenditures for the nine months ended December 31, 2015 decreased by 17.5% from the same period of the previous fiscal year to ¥362.5 billion.

**Table of Contents****DOCOMO Earnings Release****Nine Months Ended December 31, 2015****(2) Financial Review****i. Financial Position**

|   | Billions of yen      |                      |                        |        |                               |
|---|----------------------|----------------------|------------------------|--------|-------------------------------|
|   | December 31,<br>2014 | December 31,<br>2015 | Increase<br>(Decrease) |        | (Reference)<br>March 31, 2015 |
| Total assets                            | ¥ 7,179.9            | ¥ 7,274.2            | ¥ 94.4                 | 1.3%   | ¥ 7,146.3                     |
| NTT DOCOMO, INC. shareholders' equity   | 5,430.1              | 5,588.1              | 158.0                  | 2.9    | 5,380.1                       |
| Liabilities                             | 1,700.6              | 1,636.9              | (63.7)                 | (3.7)  | 1,728.1                       |
| Including: Interest bearing liabilities | 327.1                | 223.5                | (103.6)                | (31.7) | 222.7                         |
| Shareholders' equity ratio (1) (%)      | 75.6%                | 76.8%                | 1.2 point              |        | 75.3%                         |
| Debt to Equity ratio (2) (multiple)     | 0.060                | 0.040                | (0.020)                |        | 0.041                         |

Notes: (1) Shareholders' equity ratio = NTT DOCOMO, INC. shareholders' equity / Total assets

(2) Debt to Equity ratio = Interest bearing liabilities / NTT DOCOMO, INC. shareholders' equity

**ii. Cash Flow Conditions**

|  | Billions of yen                           |  |                        |       |  |
|--|---|--|------------------------|-------|--|
|  | Nine months ended<br>December<br>31, 2014 | Nine months<br>ended<br>December 31,<br>2015 | Increase<br>(Decrease) |       |  |
| Net cash provided by operating activities  | ¥ 697.4                                   | ¥ 844.9                                      | ¥ 147.4                | 21.1% |  |
| Net cash used in investing activities  | (538.4)                                   | (376.5)                                      | 161.9                  | 30.1  |  |
| Net cash provided by (used in) financing activities                                | (522.0)                                   | (276.4)                                      | 245.6                  | 47.1  |  |
| Free cash flows (1)  | 159.0                                     | 468.4  | 309.4                  | 194.6 |  |
| Free cash flows excluding changes in investments for cash management purposes (2)* | 169.5                                     | 388.3  | 218.8                  | 129.1 |  |

Notes: (1) Free cash flows = Net cash provided by operating activities + Net cash used in investing activities

(2) Changes in investments for cash management purposes = Changes by purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original maturities of longer than three months

\* See 4.(3) Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures on page 23.

For the nine months ended December 31, 2015, net cash provided by operating activities was ¥844.9 billion, an increase of ¥147.4 billion, or 21.1%, from the same period of the previous fiscal year. This was due mainly to an increase in cash inflows from customers in relation to collections of installment receivables for customers' handset purchases and a decrease in cash outflows resulting from a decrease in the amount of income taxes paid.

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Net cash used in investing activities was ¥376.5 billion, a decrease of ¥161.9 billion, or 30.1%, from the same period of the previous fiscal year. This was due mainly to an increase in proceeds from redemption of long-term bailment for consumption to a related party and a decrease in cash outflows for purchases of property, plant and equipment as a result of efficient network construction.

Net cash used in financing activities was ¥276.4 billion, a decrease of ¥245.6 billion, or 47.1%, from the same period of the previous fiscal year. This was due mainly to a decrease in cash outflows for payments to acquire treasury stock, despite an increase in cash outflows for repayments of short-term borrowings.

As a result of the foregoing, the balance of cash and cash equivalents was ¥296.6 billion as of December 31, 2015, an increase of ¥191.0 billion, or 181.0%, from the previous fiscal year end.



**Table of Contents**

**DOCOMO Earnings Release**

**Nine Months Ended December 31, 2015**

**(3) Prospects for the Fiscal Year Ending March 31, 2016**

Competition in Japan's mobile telecommunications market is expected to remain intense in areas such as the acquisition of subscribers and further improvement of service offerings. Under such market conditions, we will make an ongoing effort to secure our customer base and boost customers' packet usage by further proliferating our new billing plan "Kake-hodai & Pake-aeru" launched in June 2014, the docomo Hikari optical-fiber broadband service and the docomo Hikari Pack bundle discount packages launched in March 2015, while also expanding new services that are designed to sustain customers' smart life. Through these endeavors, we expect the following prospects for the fiscal year ending March 31, 2016.

Despite the lasting negative impact from the Monthly Support discount program, Operating revenues are estimated to increase by ¥106.6 billion from the previous fiscal year to ¥4,490.0 billion, due mainly to the increase in mobile communications services revenues as a result of the rise in smartphone use as well as the strong demand for tablets and other products purchased as a second mobile device for individual use, the growth of subscriptions to the docomo Hikari optical-fiber broadband service and the steady expansion of smart life business, which includes dmarket, and other businesses. On the expenses side, although we will continue to pursue further cost efficiency, Operating expenses are expected to rise by ¥35.7 billion from the previous fiscal year to ¥3,780.0 billion, owing primarily to a projected increase in expenses linked with the growth of revenues from smart life business and other businesses and increase in expenses associated with the expansion of docomo Hikari revenues. Accordingly, Operating income for the fiscal year ending March 31, 2016 is estimated to be ¥710.0 billion, up ¥70.9 billion from the previous fiscal year.

As we are not currently aware of any factor that may have a material impact on our projected results of operations, we have not revised our forecasts announced on October 30, 2015.

**Table of Contents**

**DOCOMO Earnings Release**

**Nine Months Ended December 31, 2015**

**2. Other Information**

**(1) Changes in Significant Subsidiaries**

None

**(2) Application of Simplified or Exceptional Accounting**

None

**(3) Changes in Accounting Policies**

None

**Table of Contents**

DOCOMO Earnings Release

Nine Months Ended December 31, 2015

**3. Consolidated Financial Statements****(1) Consolidated Balance Sheets**

|   | Millions of yen    |                    |
|---|--------------------|--------------------|
|   | March 31, 2015     | December 31, 2015  |
| <b>ASSETS</b>   |                    |                    |
| <b>Current assets:</b>                                |                    |                    |
| Cash and cash equivalents                             | ¥ 105,553          | ¥ 296,564          |
| Short-term investments                                | 243,757            | 160,972            |
| Accounts receivable                                   | 264,591            | 240,929            |
| Receivables held for sale                             | 897,999            | 944,965            |
| Credit card receivables                               | 234,412            | 269,226            |
| Other receivables                                     | 327,275            | 361,378            |
| Allowance for doubtful accounts                       | (14,100)           | (16,109)           |
| Inventories   | 186,275            | 206,467            |
| Deferred tax assets                                   | 61,512             | 61,471             |
| Prepaid expenses and other current assets             | 108,102            | 112,489            |
| <b>Total current assets</b>                           | <b>2,415,376</b>   | <b>2,638,352</b>   |
| <b>Property, plant and equipment:</b>                 |                    |                    |
| Wireless telecommunications equipment                 | 5,027,390          | 5,041,128          |
| Buildings and structures                              | 890,382            | 893,896            |
| Tools, furniture and fixtures                         | 508,810            | 488,690            |
| Land  | 200,736            | 200,778            |
| Construction in progress                              | 193,497            | 197,049            |
| Accumulated depreciation and amortization             | (4,309,748)        | (4,403,564)        |
| <b>Total property, plant and equipment, net</b>       | <b>2,511,067</b>   | <b>2,417,977</b>   |
| <b>Non-current investments and other assets:</b>      |                    |                    |
| Investments in affiliates                             | 439,070            | 419,938            |
| Marketable securities and other investments           | 195,047            | 189,569            |
| Intangible assets, net                                | 636,319            | 610,629            |
| Goodwill  | 266,311            | 252,749            |
| Other assets  | 445,723            | 467,541            |
| Deferred tax assets                                   | 237,427            | 277,450            |
| <b>Total non-current investments and other assets</b> | <b>2,219,897</b>   | <b>2,217,876</b>   |
| <b>Total assets</b>                                   | <b>¥ 7,146,340</b> | <b>¥ 7,274,205</b> |
| <b>LIABILITIES AND EQUITY</b>                         |                    |                    |
| <b>Current liabilities:</b>                           |                    |                    |
| Current portion of long-term debt                     | ¥ 203              | ¥ 200              |
| Short-term borrowings                                 | 2,048              | 2,991              |

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|  |                    |                    |
|--|--------------------|--------------------|
| Accounts payable, trade                            | 811,799            | <b>662,619</b>     |
| Accrued payroll                                    | 54,955             | <b>43,875</b>      |
| Accrued income taxes                               | 68,563             | <b>110,375</b>     |
| Other current liabilities                          | 176,734            | <b>207,637</b>     |
| <b>Total current liabilities</b>                   | <b>1,114,302</b>   | <b>1,027,697</b>   |
| <b>Long-term liabilities:</b>                      |                    |                    |
| Long-term debt (exclusive of current portion)      | 220,400            | <b>220,270</b>     |
| Accrued liabilities for point programs             | 89,929             | <b>75,528</b>      |
| Liability for employees' retirement benefits       | 173,872            | <b>178,132</b>     |
| Other long-term liabilities                        | 129,632            | <b>135,279</b>     |
| <b>Total long-term liabilities</b>                 | <b>613,833</b>     | <b>609,209</b>     |
| <b>Total liabilities</b>                           | <b>1,728,135</b>   | <b>1,636,906</b>   |
| <b>Redeemable noncontrolling interests</b>         | <b>15,589</b>      | <b>16,070</b>      |
| <b>Equity:</b>                                     |                    |                    |
| NTT DOCOMO, INC. shareholders' equity              |                    |                    |
| Common stock                                       | 949,680            | <b>949,680</b>     |
| Additional paid-in capital                         | 339,783            | <b>339,767</b>     |
| Retained earnings                                  | 4,397,228          | <b>4,617,988</b>   |
| Accumulated other comprehensive income (loss)      | 52,599             | <b>39,864</b>      |
| Treasury stock                                     | (359,218)          | <b>(359,218)</b>   |
| <b>Total NTT DOCOMO, INC. shareholders' equity</b> | <b>5,380,072</b>   | <b>5,588,081</b>   |
| Noncontrolling interests                           | 22,544             | <b>33,148</b>      |
| <b>Total equity</b>                                | <b>5,402,616</b>   | <b>5,621,229</b>   |
| <b>Total liabilities and equity</b>                | <b>¥ 7,146,340</b> | <b>¥ 7,274,205</b> |

**Table of Contents**

DOCOMO Earnings Release

Nine Months Ended December 31, 2015

**(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income****Consolidated Statements of Income**

|   | Millions of yen                           |  |
|---|---|--|
|   | Nine Months Ended<br>December 31,<br>2014 | Nine Months Ended<br>December 31, 2015 |
| <b>Operating revenues:</b>  |   |  |
| Telecommunications services   | ¥ 2,068,717                               | ¥ 2,099,632                            |
| Equipment sales   | 731,184                                   | 657,804                                |
| Other operating revenues  | 526,879                                   | 626,024                                |
| <b>Total operating revenues</b>   | <b>3,326,780</b>                          | <b>3,383,460</b>                       |
| <b>Operating expenses:</b>  |   |  |
| Cost of services (exclusive of items shown separately below)  | 830,646                                   | 887,566                                |
| Cost of equipment sold (exclusive of items shown separately below)                                      | 641,135                                   | 634,521                                |
| Depreciation and amortization   | 486,902                                   | 457,095                                |
| Selling, general and administrative   | 780,957                                   | 718,773                                |
| <b>Total operating expenses</b>   | <b>2,739,640</b>                          | <b>2,697,955</b>                       |
| <b>Operating income</b>   | <b>587,140</b>                            | <b>685,505</b>                         |
| <b>Other income (expense):</b>  |   |  |
| Interest expense  | (716)                                     | (1,219)                                |
| Interest income   | 1,033                                     | 717                                    |
| Other, net  | 7,519                                     | (7,626)                                |
| <b>Total other income (expense)</b>   | <b>7,836</b>                              | <b>(8,128)</b>                         |
| <b>Income before income taxes and equity in net income (losses) of affiliates</b>                       | <b>594,976</b>                            | <b>677,377</b>                         |
| <b>Income taxes:</b>  |   |  |
| Current   | 189,964                                   | 207,485                                |
| Deferred  | 19,052                                    | (37,701)                               |
| <b>Total income taxes</b>   | <b>209,016</b>                            | <b>169,784</b>                         |
| <b>Income before equity in net income (losses) of affiliates</b>  | <b>385,960</b>                            | <b>507,593</b>                         |
| Equity in net income (losses) of affiliates (including impairment charges of investments in affiliates) | (4,585)                                   | (798)                                  |
| <b>Net income</b>   | <b>381,375</b>                            | <b>506,795</b>                         |

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Less: Net (income) loss attributable to noncontrolling interests 476 (14,346)

**Net income attributable to NTT DOCOMO, INC.** ¥ 381,851 ¥ 492,449

**Per share data**

Weighted average common shares outstanding Basic and Diluted 4,080,645,681 3,881,483,818

Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. ¥ 93.58 ¥ 126.87

**Consolidated Statements of Comprehensive Income**

|   | Millions of yen                              |   |
|---|--|---|
|   | Nine Months<br>Ended<br>December 31,<br>2014 | Nine Months<br>Ended<br>December 31, 2015 |
| <b>Net income</b>   | ¥ 381,375                                    | ¥ 506,795                                 |
| <b>Other comprehensive income (loss):</b>   |  |   |
| Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes | 15,359                                       | (1,402)                                   |
| Unrealized gains (losses) on cash flow hedges, net of applicable taxes                      | 24   | (108)                                     |
| Foreign currency translation adjustment, net of applicable taxes                            | 2,841  | (10,929)                                  |
| Pension liability adjustment, net of applicable taxes                                       | (206)  | (353)                                     |
| <b>Total other comprehensive income (loss)</b>  | <b>18,018</b>                                | <b>(12,792)</b>                           |
| <b>Comprehensive income</b>   | <b>399,393</b>                               | <b>494,003</b>                            |
| Less: Comprehensive (income) loss attributable to noncontrolling interests                  | 424  | (14,289)                                  |
| <b>Comprehensive income attributable to NTT DOCOMO, INC.</b>                                | <b>¥ 399,817</b>                             | <b>¥ 479,714</b>                          |

**Table of Contents**

DOCOMO Earnings Release

Nine Months Ended December 31, 2015

**Consolidated Statements of Income**

|   | Millions of yen                               |  |
|---|---|--|
|   | Three Months<br>Ended<br>December 31,<br>2014 | Three Months<br>Ended<br>December 31, 2015 |
| <b>Operating revenues:</b>  |   |  |
| Telecommunications services   | ¥ 675,345                                     | ¥ 717,325                                  |
| Equipment sales   | 289,316                                       | 240,959                                    |
| Other operating revenues  | 189,144                                       | 210,189                                    |
| <b>Total operating revenues</b>   | <b>1,153,805</b>                              | <b>1,168,473</b>                           |
| <b>Operating expenses:</b>  |   |  |
| Cost of services (exclusive of items shown separately below)  | 275,024                                       | 299,919                                    |
| Cost of equipment sold (exclusive of items shown separately below)                                      | 259,298                                       | 248,184                                    |
| Depreciation and amortization   | 163,471                                       | 159,988                                    |
| Selling, general and administrative   | 268,459                                       | 237,451                                    |
| <b>Total operating expenses</b>   | <b>966,252</b>                                | <b>945,542</b>                             |
| <b>Operating income</b>   | <b>187,553</b>                                | <b>222,931</b>                             |
| <b>Other income (expense):</b>  |   |  |
| Interest expense  | (210)   | (674)                                      |
| Interest income   | 313   | 333  |
| Other, net  | 3,258   | 2,225                                      |
| <b>Total other income (expense)</b>   | <b>3,361</b>                                  | <b>1,884</b>                               |
| <b>Income before income taxes and equity in net income (losses) of affiliates</b>                       | <b>190,914</b>                                | <b>224,815</b>                             |
| <b>Income taxes:</b>  |   |  |
| Current   | 59,847  | 63,185                                     |
| Deferred  | 7,269   | (29,381)                                   |
| <b>Total income taxes</b>   | <b>67,116</b>                                 | <b>33,804</b>                              |
| <b>Income before equity in net income (losses) of affiliates</b>  | <b>123,798</b>                                | <b>191,011</b>                             |
| Equity in net income (losses) of affiliates (including impairment charges of investments in affiliates) | (903)   | (2,379)                                    |
| <b>Net income</b>   | <b>122,895</b>                                | <b>188,632</b>                             |
| Less: Net (income) loss attributable to noncontrolling interests  | (567)   | (13,318)                                   |

|  |   |         |   |                |
|--|---|---------|---|----------------|
| <b>Net income attributable to NTT DOCOMO, INC.</b> | ¥ | 122,328 | ¥ | <b>175,314</b> |
|--|---|---------|---|----------------|

**Per share data**

|  |                   |               |                      |
|--|-------------------|---------------|----------------------|
| Weighted average common shares outstanding | Basic and Diluted | 3,953,081,784 | <b>3,881,483,812</b> |
|--|-------------------|---------------|----------------------|

|   |   |       |   |              |
|---|---|-------|---|--------------|
| Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. | ¥ | 30.94 | ¥ | <b>45.17</b> |
|---|---|-------|---|--------------|

**Consolidated Statements of Comprehensive Income**

|   | Millions of yen                            |   |
|---|--|---|
|   | Three Months Ended<br>December 31,<br>2014 | Three Months Ended<br>December 31, 2015 |
| <b>Net income</b>   | ¥ 122,895                                  | ¥ <b>188,632</b>                        |
| <b>Other comprehensive income (loss):</b>   |  |   |
| Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes | 8,932                                      | <b>5,635</b>                            |
| Unrealized gains (losses) on cash flow hedges, net of applicable taxes                      | (15)                                       | <b>(65)</b>                             |
| Foreign currency translation adjustment, net of applicable taxes                            | 11,773                                     | <b>(9,948)</b>                          |
| Pension liability adjustment, net of applicable taxes                                       | (128)                                      | <b>(120)</b>                            |
| Total other comprehensive income (loss)   | 20,562                                     | <b>(4,498)</b>                          |
| <b>Comprehensive income</b>   | 143,457                                    | <b>184,134</b>                          |
| Less: Comprehensive (income) loss attributable to noncontrolling interests                  | (701)                                      | <b>(13,194)</b>                         |
| <b>Comprehensive income attributable to NTT DOCOMO, INC.</b>                                | ¥ 142,756                                  | ¥ <b>170,940</b>                        |



**Table of Contents****DOCOMO Earnings Release****Nine Months Ended December 31, 2015****(3) Consolidated Statements of Cash Flows**

|   | Millions of yen                           |   |
|---|---|---|
|   | Nine Months Ended<br>December 31,<br>2014 | Nine Months Ended<br>December 31,<br>2015 |
| <b>Cash flows from operating activities:</b>  |   |   |
| Net income  | ¥ 381,375                                 | ¥ 506,795                                 |
| Adjustments to reconcile net income to net cash provided by operating activities-                       |   |   |
| Depreciation and amortization   | 486,902                                   | 457,095                                   |
| Deferred taxes  | 19,052                                    | (37,701)                                  |
| Loss on sale or disposal of property, plant and equipment   | 29,839                                    | 17,555                                    |
| Equity in net (income) losses of affiliates (including impairment charges of investments in affiliates) | 4,585                                     | 798                                       |
| Changes in assets and liabilities:  |   |   |
| (Increase) / decrease in accounts receivable  | 17,315                                    | 21,079                                    |
| (Increase) / decrease in receivables held for sale  | (81,979)                                  | (46,966)                                  |
| (Increase) / decrease in credit card receivables  | (10,660)                                  | (18,651)                                  |
| (Increase) / decrease in other receivables  | 11,962                                    | (34,174)                                  |
| Increase / (decrease) in allowance for doubtful accounts  | 3,047                                     | 2,594                                     |
| (Increase) / decrease in inventories  | 20,898                                    | (24,828)                                  |
| (Increase) / decrease in prepaid expenses and other current assets                                      | (13,537)                                  | (7,976)                                   |
| (Increase) / decrease in non-current receivables held for sale  | (44,960)                                  | 1,921                                     |
| Increase / (decrease) in accounts payable, trade  | (11,921)                                  | (82,682)                                  |
| Increase / (decrease) in accrued income taxes   | (133,789)                                 | 42,207                                    |
| Increase / (decrease) in other current liabilities  | 24,618                                    | 37,846                                    |
| Increase / (decrease) in accrued liabilities for point programs   | (21,616)                                  | (14,401)                                  |
| Increase / (decrease) in liability for employees' retirement benefits                                   | 5,972                                     | 4,275                                     |
| Increase / (decrease) in other long-term liabilities  | 16,854                                    | 4,307                                     |
| Other, net  | (6,549)                                   | 15,757                                    |
| Net cash provided by operating activities   | 697,408                                   | 844,850                                   |
| <b>Cash flows from investing activities:</b>  |   |   |
| Purchases of property, plant and equipment  | (383,390)                                 | (312,668)                                 |
| Purchases of intangible and other assets  | (137,582)                                 | (141,412)                                 |
| Purchases of non-current investments  | (3,187)                                   | (2,447)                                   |
| Proceeds from sale of non-current investments   | 526                                       | 4,024                                     |
| Purchases of short-term investments   | (32,591)                                  | (4,000)                                   |
| Redemption of short-term investments  | 22,122                                    | 4,111                                     |
| Proceeds from redemption of long-term bailment for consumption to a related party                       |   | 80,000                                    |
| Other, net  | (4,302)                                   | (4,067)                                   |
| Net cash used in investing activities   | (538,404)                                 | (376,459)                                 |
| <b>Cash flows from financing activities:</b>  |   |   |
| Proceeds from short-term borrowings   | 111,362                                   | 145,117                                   |
| Repayment of short-term borrowings  | (14,403)                                  | (144,042)                                 |
| Principal payments under capital lease obligations  | (1,305)                                   | (1,055)                                   |

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|   |           |                  |
|---|-----------|------------------|
| Payments to acquire treasury stock                                  | (369,697) | (0)              |
| Dividends paid  | (243,196) | (271,538)        |
| Other, net  | (4,762)   | (4,854)          |
| Net cash provided by (used in) financing activities                 | (522,001) | (276,372)        |
| <b>Effect of exchange rate changes on cash and cash equivalents</b> | (553)     | <b>(1,008)</b>   |
| <b>Net increase (decrease) in cash and cash equivalents</b>         | (363,550) | <b>191,011</b>   |
| <b>Cash and cash equivalents as of beginning of period</b>          | 526,920   | <b>105,553</b>   |
| <b>Cash and cash equivalents as of end of period</b>                | ¥ 163,370 | ¥ <b>296,564</b> |

**Supplemental disclosures of cash flow information:**

**Cash received during the period for:**

|                    |         |                |
|--------------------|---------|----------------|
| Income tax refunds | ¥ 1,538 | ¥ <b>8,007</b> |
|--------------------|---------|----------------|

**Cash paid during the period for:**

|                                     |         |                |
|-------------------------------------|---------|----------------|
| Interest, net of amount capitalized | 836     | <b>1,243</b>   |
| Income taxes                        | 324,729 | <b>176,118</b> |

**Table of Contents****DOCOMO Earnings Release****Nine Months Ended December 31, 2015****(4) Notes to Consolidated Financial Statements****i. Note to Going Concern Assumption**

There is no corresponding item.

**ii. Significant Changes in NTT DOCOMO, INC. Shareholders' Equity**

None

**iii. Segment Information**

DOCOMO's chief operating decision maker (the "CODM") is its board of directors. The CODM evaluates the performance and makes resource allocations of its segments based on the information provided by DOCOMO's internal management reports.

DOCOMO realigned its three former operating segments, which had consisted of its mobile communications business, smart life business and other businesses, into three new operating segments, which consist of its telecommunications business, smart life business and other businesses from the fourth quarter of the fiscal year ended March 31, 2015, as a result of realignment of respective businesses to effectively manage DOCOMO's telecommunications related services triggered by the launch of optical-fiber broadband services. Accordingly, telecommunications services which had been included in other businesses under DOCOMO's three former operating segments are reclassified to the telecommunications business.

Furthermore, certain Machine-to-Machine (M2M) services for consumers that had been included in other businesses were reclassified to the smart life business from the second quarter of the fiscal year ending March 31, 2016 to reflect the change in its internal organizational structure effective as of July 1, 2015.

The telecommunications business includes mobile phone services (LTE(Xi) services and FOMA services), optical-fiber broadband service, satellite mobile communications services, international services and the equipment sales related to these services. The smart life business includes video and music distribution, electronic books and other services offered through DOCOMO's dmarket portal, as well as finance/payment services, shopping services and various other services to support our customers' daily lives. The other businesses primarily includes Mobile Device Protection Service, as well as development, sales and maintenance of IT systems.

In connection with this realignment, segment information for the nine months ended December 31, 2014 and the three months ended December 31, 2014 has been restated to conform, respectively, to the presentation for the nine months ended December 31, 2015 and the three months ended December 31, 2015.

Accounting policies used to determine segment operating revenues and operating income (loss) are consistent with those used to prepare the consolidated financial statements in accordance with U.S. GAAP.

**Segment operating revenues:**

|                              | Millions of yen                           |  |
|------------------------------|---|--|
|                              | Nine months ended<br>December<br>31, 2014 | <b>Nine months ended<br/>December 31,<br/>2015</b> |
| Telecommunications business- |   |  |

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|                      |             |             |
|----------------------|-------------|-------------|
| External customers   | ¥ 2,794,074 | ¥ 2,761,877 |
| Intersegment         | 856         | 923         |
| Subtotal             | 2,794,930   | 2,762,800   |
| Smart life business- |             |             |
| External customers   | 314,421     | 364,924     |
| Intersegment         | 9,818       | 8,893       |
| Subtotal             | 324,239     | 373,817     |
| Other businesses-    |             |             |
| External customers   | 218,285     | 256,659     |
| Intersegment         | 8,575       | 8,952       |
| Subtotal             | 226,860     | 265,611     |
| Segment total        | 3,346,029   | 3,402,228   |
| Elimination          | (19,249)    | (18,768)    |
| Consolidated         | ¥ 3,326,780 | ¥ 3,383,460 |

**Table of Contents****DOCOMO Earnings Release****Nine Months Ended December 31, 2015**

|                              | Millions of yen                            |   |
|------------------------------|--|---|
|                              | Three months ended<br>December 31,<br>2014 | Three months ended<br>December 31, 2015 |
| Telecommunications business- |  |   |
| External customers           | ¥ 968,178                                  | ¥ 955,486                               |
| Intersegment                 | 296  | 306                                     |
| Subtotal                     | 968,474                                    | 955,792                                 |
| Smart life business-         |  |   |
| External customers           | 113,846                                    | 124,391                                 |
| Intersegment                 | 2,123                                      | 3,115                                   |
| Subtotal                     | 115,969                                    | 127,506                                 |
| Other businesses-            |  |   |
| External customers           | 71,781                                     | 88,596                                  |
| Intersegment                 | 2,702                                      | 3,499                                   |
| Subtotal                     | 74,483                                     | 92,095                                  |
| Segment total                | 1,158,926                                  | 1,175,393                               |
| Elimination                  | (5,121)                                    | (6,920)                                 |
| Consolidated                 | ¥ 1,153,805                                | ¥ 1,168,473                             |

**Segment operating income (loss):**

|                             | Millions of yen                              |  |
|-----------------------------|--|--|
|                             | Nine months<br>ended<br>December 31,<br>2014 | Nine months ended<br>December 31, 2015 |
| Telecommunications business | ¥ 561,619                                    | ¥ 616,344                              |
| Smart life business         | 21,777                                       | 48,984                                 |
| Other businesses            | 3,744  | 20,177                                 |
| Consolidated                | ¥ 587,140                                    | ¥ 685,505                              |

|                             | Millions of yen                                  |  |
|-----------------------------|--|--|
|                             | Three<br>months<br>ended<br>December 31,<br>2014 | Three months<br>ended<br>December 31, 2015 |
| Telecommunications business | ¥ 176,918  | ¥ 196,175                                  |

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|                     |           |                  |
|---------------------|-----------|------------------|
| Smart life business | 8,404     | <b>15,543</b>    |
| Other businesses    | 2,231     | <b>11,213</b>    |
| Consolidated        | ¥ 187,553 | ¥ <b>222,931</b> |

Segment operating income (loss) is segment operating revenues less segment operating expenses.

DOCOMO does not disclose geographical information because the amounts of operating revenues generated outside Japan are immaterial.

**Table of Contents**

**DOCOMO Earnings Release**

**Nine Months Ended December 31, 2015**

**iv. Income taxes**

**Release of valuation allowance of deferred tax assets related to DOCOMO's subsidiaries operating multimedia broadcasting business for mobile devices-**

During the three months ended December 31, 2015, DOCOMO decided to terminate the multimedia broadcasting business for mobile devices of DOCOMO's smart life business segment on June 30, 2016.

In connection with the termination of the multimedia broadcasting business, DOCOMO concluded that it was more likely than not that the related deferred tax assets will be realized considering the availabilities of the prudent and feasible tax planning strategies in the tax jurisdictions of certain subsidiaries which operate the multimedia broadcasting business for mobile devices. DOCOMO, therefore, released all of the valuation allowance for the related deferred tax assets of those subsidiaries.

As a result, the release of valuation allowance for the deferred tax assets in the amount of ¥35,463 million was recorded as an income tax benefit in the "Income taxes-Deferred" in the consolidated statements of income for both the nine months and the three months ended December 31, 2015.

**v. Subsequent Event**

**Resolution of share repurchase up to prescribed maximum limit-**

On January 29, 2016, the Board of Directors resolved that NTT DOCOMO, INC. may repurchase up to 220 million outstanding shares of its common stock for an amount in total not exceeding ¥500,000 million during the period from February 1, 2016 through December 31, 2016.

**Table of Contents****DOCOMO Earnings Release****Nine Months Ended December 31, 2015****4. Appendices****(1) Operating Data for the 3rd Quarter of the Fiscal Year Ending March 31, 2016**

Full-year Forecasts: as revised on October 30, 2015

|   |                   | Fiscal Year Ended<br>Mar. 31, 2015              |   | Fiscal Year Ending<br>Mar. 31, 2016             |   | [Ref.]  | [Ref.]   |
|---|-------------------|---|---|---|---|---|--|
|   |                   | Nine Months<br>(Apr. - Dec.<br>2014)<br>Results | Third Quarter<br>(Oct. - Dec.<br>2014)<br>Results | Nine Months<br>(Apr. - Dec.<br>2015)<br>Results | Third Quarter<br>(Oct. - Dec.<br>2015)<br>Results | Fiscal Year Ended<br>Mar. 31,<br>2015<br>Full-year<br>Results | Fiscal Year Ending<br>Mar. 31,<br>2016<br>Full-year<br>Forecasts |
| <b>Number of Subscriptions and Other Operating Data</b> |                   |   |   |   |   |   |  |
| Cellular Subscriptions                                  | thousands         | 65,274  | 65,274  | <b>69,602</b>                                   | <b>69,602</b>                                     | 66,595  | 70,400   |
| Including: New Billing Plan Subscriptions               | thousands         | 13,535  | 13,535  | <b>26,519</b>                                   | <b>26,519</b>                                     | 17,827  |  |
| LTE(Xi)   | thousands         | 28,298  | 28,298  | <b>36,293</b>                                   | <b>36,293</b>                                     | 30,744  | 37,800   |
| FOMA (1)  | thousands         | 36,976  | 36,976  | <b>33,309</b>                                   | <b>33,309</b>                                     | 35,851  | 32,600   |
| Communication Module Service                            | thousands         | 3,832   | 3,832   | <b>4,630</b>                                    | <b>4,630</b>                                      | 4,173   |  |
| Net Increase from Previous Period (2)                   | thousands         | 2,169   | 979   | <b>3,006</b>                                    | <b>1,108</b>                                      | 3,490   | 3,800  |
| LTE(Xi)   | thousands         | 6,332   | 2,083   | <b>5,548</b>                                    | <b>1,789</b>                                      | 8,779   | 7,000  |
| FOMA (1)  | thousands         | (4,164)   | (1,104)   | <b>(2,542)</b>                                  | <b>(681)</b>                                      | (5,289)   | (3,200)  |
| sp-mode Subscriptions                                   | thousands         | 26,746  | 26,746  | <b>31,126</b>                                   | <b>31,126</b>                                     | 28,160  | 32,000   |
| i-mode Subscriptions                                    | thousands         | 23,396  | 23,396  | <b>19,862</b>                                   | <b>19,862</b>                                     | 22,338  | 19,300   |
| Churn Rate (2) (3)                                      | %                 | 0.57  | 0.56  | <b>0.59</b>                                     | <b>0.60</b>                                       | 0.61  |  |
| Number of Handsets Sold (4)                             | thousands         | 17,038  | 6,090   | <b>18,526</b>                                   | <b>6,484</b>                                      | 23,751  | 25,700   |
| <b>ARPU and MOU</b>                                     |                   |   |   |   |   |   |  |
| Aggregate ARPU (5) (6) (7)                              | yen/month/user    | 4,120   | 4,040   | <b>4,140</b>                                    | <b>4,230</b>                                      | 4,100   | 4,160  |
| Voice ARPU (8)  | yen/month/user    | 1,290   | 1,260   | <b>1,200</b>                                    | <b>1,240</b>                                      | 1,280   | 1,210  |
| Data ARPU   | yen/month/user    | 2,830   | 2,780   | <b>2,940</b>                                    | <b>2,990</b>                                      | 2,820   | 2,950  |
| Packet ARPU   | yen/month/user    | 2,830   | 2,780   | <b>2,900</b>                                    | <b>2,930</b>                                      | 2,820   | 2,890  |
| docomo Hikari ARPU                                      | yen/month/user    |   |   | <b>40</b>                                       | <b>60</b>   |   | 60   |
| MOU (6) (7) (9)   | minute/month/user | 120   | 128   | <b>133</b>                                      | <b>136</b>  | 122   |  |

\*Please refer to 4. (2) Definition and Calculation Methods of ARPU and MOU for the definition of ARPU and MOU on page 22, and an explanation of the methods used to calculate ARPU and the number of active users.

- (1) Effective March 3, 2008, FOMA subscription became mandatory for subscription to 2in1 services, and those FOMA subscriptions include in the number of FOMA subscribers.
- (2) Data are calculated including communication module services subscriptions.
- (3) 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, 2015, Third Quarter (October to December 2014) Results, Nine Months (April to December 2014) Results and Full-Year Results have also been changed.) Data are calculated excluding the subscriptions and cancellations of subscriptions of Mobile Virtual Network Operators(MVNOs).
- (4) Sum of new subscriptions, change of subscription from FOMA to LTE(Xi), LTE(Xi) to FOMA, LTE(Xi) handset upgrade by LTE(Xi) subscribers, FOMA handset upgrade by FOMA subscribers, and handsets sold without involving sales by DOCOMO.
- (5) Data are calculated excluding revenues and users 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).



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- (6) 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 are not included in the calculation.
- (7) Calculation Methods has been changed from the First Quarter of the Fiscal Year Ending March 31, 2016. (Accordingly, ARPU and MOU of the Fiscal Year Ended March 31, 2015, Third Quarter (October to December 2014) Results, Nine Months (April to December 2014) Results, and Full-Year Results have also been changed.)
- (8) Inclusive of circuit-switched data communication.
- (9) Data are calculated excluding users 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).

**Table of Contents**

**DOCOMO Earnings Release**

**Nine Months Ended December 31, 2015**

**(2) Definition and Calculation Methods of ARPU and MOU**

**i. Definition of ARPU and MOU**

**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 to our wireless services in the relevant periods, as shown below under ARPU Calculation Method. We believe that our ARPU figures provide useful information to analyze the average usage per user and the impacts of changes in our billing arrangements. 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) / Number of active users
- Packet ARPU : Packet ARPU Related Revenues (basic monthly charges, packet communication charges) / Number of active users
- docomo Hikari ARPU : A part of other operating revenues (basic monthly charges, voice communication charges) / Number 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 number of active users for each month ((number of users at the end of previous month + number of users at the end of current month) / 2) during the relevant period

Notes:

1. The number of users used to calculate ARPU and MOU is the total number of subscriptions, excluding the subscriptions listed below:

a.

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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 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.

**Table of Contents**

DOCOMO Earnings Release

Nine Months Ended December 31, 2015

**(3) Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures****i. EBITDA and EBITDA margin**

|  | Billions of yen              |  |   |
|--|------------------------------|--|---|
|  | Year ended<br>March 31, 2015 | Nine months ended<br>December 31, 2014 | Nine months ended<br>December 31,<br>2015 |
| a. EBITDA  | ¥ 1,369.1                    | ¥ 1,103.9                              | ¥ 1,160.2                                 |
| Depreciation and amortization                                    | (659.8)                      | (486.9)                                | (457.1)                                   |
| Loss on sale or disposal of property, plant and equipment        | (40.1)                       | (29.8)                                 | (17.6)                                    |
| Impairment loss  | (30.2)                       |  |   |
| Operating income   | 639.1                        | 587.1                                  | 685.5                                     |
| Other income (expense)   | 4.8                          | 7.8                                    | (8.1)                                     |
| Income taxes   | (238.1)                      | (209.0)                                | (169.8)                                   |
| Equity in net income (losses) of affiliates                      | (7.8)                        | (4.6)                                  | (0.8)                                     |
| Less: Net (income) loss attributable to noncontrolling interests | 12.1                         | 0.5                                    | (14.3)                                    |
| b. Net income attributable to NTT DOCOMO, INC.                   | 410.1                        | 381.9                                  | 492.4                                     |
| c. Operating revenues  | 4,383.4                      | 3,326.8                                | 3,383.5                                   |
| EBITDA margin (=a/c)   | 31.2%                        | 33.2%                                  | 34.3%                                     |
| Net income margin (=b/c)   | 9.4%                         | 11.5%                                  | 14.6%                                     |

Note: EBITDA and EBITDA margin, as we use them, are different from EBITDA as used in Item 10(e) of regulation S-K and may not be comparable to similarly titled measures used by other companies.

**ii. ROE**

|  | Billions of yen                 |  |  |
|--|---------------------------------|--|--|
|  | Year<br>ended<br>March 31, 2015 | Nine months ended<br>December 31, 2014 | Nine months ended<br>December 31, 2015 |
| a. Net income attributable to NTT DOCOMO, INC. | ¥ 410.1                         | ¥ 381.9                                | ¥ 492.4                                |
| b. Shareholders' equity                        | 5,511.7                         | 5,536.7                                | 5,484.1                                |
| ROE (=a/b)                                     | 7.4%                            | 6.9%                                   | 9.0%                                   |

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Notes: Shareholders' equity (for annual period) = The average of NTT DOCOMO, INC. shareholders' equity, each as of March 31, 2014 and 2015.

Shareholders' equity (for nine months) = The average of NTT DOCOMO, INC. shareholders' equity, each as of March 31, 2015 (or 2014) and December 31, 2015 (or 2014).

### iii. Free cash flows excluding changes in investments for cash management purposes

|  | Billions of yen              |  |   |
|--|------------------------------|--|---|
|  | Year ended<br>March 31, 2015 | Nine months ended<br>December 31, 2014 | Nine months ended<br>December 31,<br>2015 |
| Net cash provided by operating activities  | ¥ 963.0                      | ¥ 697.4                                | ¥ 844.9                                   |
| Net cash used in investing activities  | (651.2)                      | (538.4)                                | (376.5)                                   |
| <b>Free cash flows</b>   | <b>311.8</b>                 | <b>159.0</b>                           | <b>468.4</b>                              |
| Changes in investments for cash management purposes                                  | 16.2                         | (10.5)                                 | 80.1                                      |
| <b>Free cash flows excluding changes in investments for cash management purposes</b> | <b>295.6</b>                 | <b>169.5</b>                           | <b>388.3</b>                              |

Note: Changes in investments for cash management purposes were derived from purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original maturities of longer than three months.

**Table of Contents**

**DOCOMO Earnings Release**

**Nine Months Ended December 31, 2015**

**5. Special Note Regarding Forward-Looking Statements**

This earning release contains forward-looking statements such as forecasts of results of operations, management strategies, objectives and plans, forecasts of operational data such as the expected number of subscriptions, and the expected dividend payments. All forward-looking statements that are not historical facts are based on management's current plans, expectations, assumptions and estimates based on the information currently available. 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 forward-looking statements are subject to various known and unknown risks, uncertainties and other factors that could cause our actual results to differ materially from those contained in or suggested by any forward-looking statement. Potential risks and uncertainties include, without limitation, the following:

- (1) Changes in the market environment in the telecommunications industry, such as intensifying competition from other businesses or other technologies caused by Mobile Number Portability, development of appealing new handsets, new market entrants, mergers among other service providers and other factors, or the expansion of the areas of competition could limit the acquisition of new subscriptions and retention of existing subscriptions by our corporate group, or it may lead to ARPU diminishing at a greater than expected rate, an increase in our costs, or an inability to optimize costs as expected.
- (2) If current and new services, usage patterns, and sales schemes proposed and introduced by our corporate group cannot be developed as planned, or if unanticipated expenses arise the financial condition of our corporate group could be affected and our growth could be limited.
- (3) The introduction or change of various laws or regulations inside and outside of Japan, or the application of such laws and regulations to our corporate group, could restrict our business operations, which may adversely affect our financial condition and results of operations.
- (4) Limitations in the amount of frequency spectrum or facilities made available to us could negatively affect our ability to maintain and improve our service quality and level of customer satisfaction and could increase our costs.
- (5) Other mobile service providers in the world may not adopt the technologies and the frequency bands that are compatible with those used by our corporate group's mobile communications system on a continuing basis, which could affect our ability to sufficiently offer international services.
- (6) Our domestic and international investments, alliances and collaborations, as well as investments in new business fields, may not produce the returns or provide the opportunities we expect.
- (7) Malfunctions, defects or imperfections in our products and services or those of other parties may give rise to problems.
- (8) Social problems that could be caused by misuse or misunderstanding of our products and services may adversely affect our credibility or corporate image.

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- (9) Inadequate handling of confidential business information including personal information by our corporate group, contractors and others may adversely affect our credibility or corporate image.
  
- (10) Owners of intellectual property rights that are essential for our business execution may not grant us a license or other use of such intellectual property rights, which may result in our inability to offer certain technologies, products and/or services, and our corporate group may also be held liable for damage compensation if we infringe the intellectual property rights of others. In addition, the illicit use by a third party of the intellectual property rights owned by our corporate group could reduce our license revenues actually obtained and may inhibit our competitive superiority.
  
- (11) Events and incidents caused by natural disasters, social infrastructure paralysis such as power shortages, the proliferation of harmful substances, terror or other destructive acts, the malfunctioning of equipment, software bugs, deliberate incidents induced by computer viruses, cyber-attacks, equipment misconfiguration, hacking, unauthorized access and other problems could cause failure in our networks, distribution channels, and/or other factors necessary for the provision of service, disrupting our ability to offer services to our subscribers and such incidents may adversely affect our credibility or corporate image, or lead to a reduction of revenues and/or increase of costs.
  
- (12) Concerns about adverse health effects arising from wireless telecommunications may spread and consequently adversely affect our financial condition and results of operations.
  
- (13) Our parent company, NIPPON TELEGRAPH AND TELEPHONE CORPORATION (NTT), could exercise influence that may not be in the interests of our other shareholders.

\* Names of companies, products, etc., contained in this release are the trademarks or registered trademarks of their respective organizations.

**Table of Contents**



**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**



**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**



**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**



**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**



**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**

**Table of Contents**



**Table of Contents**