

NTT DOCOMO INC  
Form 6-K  
July 27, 2017  
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**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 July, 2017**  
**Commission File Number: 001-31221**  
**Total number of pages: 47**

**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    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: July 27, 2017

By: /s/ KEISUKE YOSHIZAWA  
**Keisuke Yoshizawa**

**Managing Director, Investor Relations  
Department**

Information furnished in this form:

1. Earnings release for the three months ended June 30, 2017
2. Results presentation for the first three months of the fiscal year ending March 31, 2018

**Table of Contents****Earnings Release**

For the Three Months Ended June 30, 2017

July 27, 2017

**[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: Kazuhiro Yoshizawa, Representative Director, President and Chief Executive Officer  
Contact: Hideki Maeda, Senior Manager, General Affairs Department / TEL  
+81-3-5156-1111  
Scheduled date for filing of quarterly report: August 2, 2017  
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 Three Months Ended June 30, 2017 (April 1, 2017 - June 30, 2017)**

## (1) Consolidated Results of Operations

(Millions of yen, except per share amounts)

|                                  | Operating Revenues |      | Operating Income |        | Income Before Taxes and Equity in Net Income of Affiliates |        | Net Income Attributable to NTT DOCOMO, INC. |        |
|----------------------------------|--------------------|------|------------------|--------|--|--------|---|--------|
| Three months ended June 30, 2017 | 1,136,696          | 2.5% | 278,299          | (7.0)% | 281,846  | (4.6)% | 189,939                                     | (8.2)% |
| Three months ended June 30, 2016 | 1,108,670          | 3.0% | 299,291          | 27.1 % | 295,292  | 22.7 % | 206,854                                     | 22.6 % |

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

(Note) Comprehensive income attributable to NTT DOCOMO, INC.: For the three months ended June 30, 2017: 191,917 million yen 2.5 %  
For the three months ended June 30, 2016: 187,202 million yen 14.3 %

|                                     | <b>Basic Earnings per Share<br/>Attributable to<br/>NTT DOCOMO, INC.</b> | <b>Diluted Earnings per Share<br/>Attributable to<br/>NTT DOCOMO, INC.</b> |
|-------------------------------------|--|--|
| Three months ended June 30, 2017    | 51.27 (yen)  |  |
| Three months ended June 30, 2016    | 55.10 (yen)  |  |
| (2) Consolidated Financial Position |  |  |

(Millions of yen, except per share amounts)

|                     | <b>NTT DOCOMO, INC.</b> |                                      |  |               |                                      |  |
|---------------------|-------------------------|--------------------------------------|--|---------------|--------------------------------------|--|
|                     | <b>Total Assets</b>     | <b>Total Equity<br/>(Net Assets)</b> | <b>NTT DOCOMO, INC.<br/>Shareholders</b> | <b>Equity</b> | <b>Shareholders<br/>Equity Ratio</b> | <b>Shareholders<br/>Equity<br/>per Share</b> |
| June 30, 2017       | 7,346,251               | 5,605,031                            | 5,574,363                                |               | 75.9%                                | 1,504.72 (yen)                               |
| March 31, 2017      | 7,453,074               | 5,561,146                            | 5,530,629                                |               | 74.2%                                | 1,492.91 (yen)                               |
| <b>2. Dividends</b> |                         |                                      |  |               |                                      |  |

|  | <b>Cash Dividends per Share (yen)</b> |                                      |                                     |                 |              |
|--|---------------------------------------|--------------------------------------|-------------------------------------|-----------------|--------------|
|  | <b>End of the<br/>First Quarter</b>   | <b>End of the<br/>Second Quarter</b> | <b>End of the<br/>Third Quarter</b> | <b>Year End</b> | <b>Total</b> |
| Year ended March 31, 2017              |                                       | 40.00                                |                                     | 40.00           | 80.00        |
| Year ending March 31, 2018             |                                       |                                      |                                     |                 |              |
| Year ending March 31, 2018 (Forecasts) |                                       | 50.00                                |                                     | 50.00           | 100.00       |

(Note) Revisions to the forecasts of dividends: None

**3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2018 (April 1, 2017 - March 31, 2018)**

(Millions of yen, except per share amounts)

|                                      | <b>Operating Revenues</b> | <b>Operating Income</b> | <b>Income Before Taxes and Equity in Net Income (Losses) of Affiliates</b> | <b>Net Income</b> | <b>Basic Earnings per Share</b> | <b>Attributable to NTT DOCOMO, INC.</b> | <b>Attributable to NTT DOCOMO, INC.</b> |
|--------------------------------------|---------------------------|-------------------------|--|-------------------|---------------------------------|---|---|
| Six months ending September 30, 2017 | %                         | %                       | %  | %                 | (yen)                           |   |   |
| Year ending March 31, 2018           | 4,750,000 3.6%            | 960,000 1.6%            | 966,000 1.7%   | 655,000 0.4%      | 176.81 (yen)                    |   |   |

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

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

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\* Notes:

|  |   |                      |
|--|---|----------------------|
| (1) Changes in significant subsidiaries:<br>(Changes in significant subsidiaries for the three months ended June 30, 2017 which resulted in changes in scope of consolidation) |   | None                 |
| (2) Changes in accounting policies   |   |                      |
| i. Changes due to revision of accounting standards and other regulations:  |   | Yes                  |
| ii. Others:<br>(Refer to 2. (3) Changes in Accounting Policies on page 14.)  |   | None                 |
| (3) Number of issued shares (common stock)   |   |                      |
| i. Number of issued shares (inclusive of treasury stock):  | As of June 30, 2017:                      | 3,899,563,000 shares |
|  | As of March 31, 2017:                     | 3,899,563,000 shares |
| ii. Number of treasury stock:  | As of June 30, 2017:                      | 194,977,467 shares   |
|  | As of March 31, 2017:                     | 194,977,467 shares   |
| iii. Number of weighted average common shares outstanding:   | For the three months ended June 30, 2017: | 3,704,585,533 shares |
|  | For the three months ended June 30, 2016: | 3,754,094,845 shares |

\* This earnings release is not subject to the quarterly review by independent auditors.

\* Explanation for forecasts of operations and other notes:

## 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, 2018, refer to 1. (3) Prospects for the Fiscal Year Ending March 31, 2018 on page 13 and 5. Special Note Regarding Forward-Looking Statements on page 21, contained in the attachment.

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**Earnings Release for the Three Months Ended June 30,  
2017**

**1. Information on Consolidated Results**

**(1) Operating Results**

**i. Business Overview**

The environment surrounding our business has changed significantly. In Japan's telecommunications market, competition has intensified due to the government's pro-competition policy, the rise of low-cost smartphones offered by Mobile Virtual Network Operators (MVNOs) and other factors. In addition, we have seen technical advancements in areas such as artificial intelligence (AI), IoT\* and drones, as well as an expansion of customer touchpoints by various service providers leveraging loyalty point programs and other means. These changes have brought about both active competition in the telecommunications market and collaboration with new players from other industries, accelerating competition in new markets that transcend the conventional boundaries of the telecommunications business.

Amid these changes in the market environment, in April 2017, we developed and unveiled our Medium-Term Strategy 2020 Declaration beyond to realize a richer future with 5G. We have positioned the fiscal year ending March 31, 2018 as a year to Challenge to Evolve by taking the first steps towards the delivery of our Medium-Term Strategy 2020, Declaration beyond. We will do so by moving forward with the creation and evolution of services, the evolution of our business through +d and the reinforcement and evolution of our business foundations.

During the three months ended June 30, 2017, we introduced new billing packages such as Simple Plan, Ultra Share Pack 30 and docomo with in an effort to improve returns to our customers. We also strived to boost the usage and enhance the convenience of d POINTs by increasing the number of stores participating in the d POINTs program, and, in addition, we promoted our +d strategy through launching a 5G trial site and undertaking initiatives that take advantage of AI, IoT and other advanced technologies.

<Actions for Future Growth>

In April 2017, we developed the world's first Floating Sphere Drone Display, an unmanned aerial vehicle that displays LED images on an omnidirectional spherical screen attached around it while in flight. We will conduct studies utilizing the newly developed drone as a solution for events held in venues such as concert halls and arenas where the drone can fly around as part of a performance or as an advertisement balloon to deliver messages and information.

Toward the planned launch of the 5G system in 2020, we started operating a 5G trial site to enable customers to experience the wide variety of new services to be realized through 5G by leveraging its unique properties of high-speed, large-capacity, low-latency transmission and massive device connectivity. As a first step of the trial, at



Tokyo SKYTREE, in collaboration with TOBU RAILWAY CO., LTD., we started live 8K ultra high-definition video streaming service using a test radio spectrum allocated for 5G, the first time such a service has been offered anywhere in the world.

In May 2017, we concluded a basic agreement with Komatsu Ltd. for the development and verification of a 5G-based remote control system for construction and mining equipment, and started verification experiments connecting Komatsu's construction and mining equipment with a remote monitoring system using 5G.

In May 2017, with the goal of providing our customers with greater value and excitement on a global scale by the year 2020, we embarked on the docomo Smart Island Project toward the goal of value co-creation with partners as a part of our +d initiatives. As the first step of this project, we rolled out the d POINT program in some stores in Guam in June 2017, and constructed an environment where customers can have free access to the Wi-Fi services offered by our subsidiary, DOCOMO PACIFIC, INC., by logging into the service using d ACCOUNT.

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**DOCOMO Earnings Release**

**Three Months Ended June 30, 2017**

For the three months ended June 30, 2017, operating revenues increased by ¥28.0 billion from the same period of the previous fiscal year to ¥1,136.7 billion. This was mainly due to an increase in optical-fiber broadband service revenues due to growth in the number of docomo Hikari users as well as the recovery of mobile communications services revenues as a result of growth in packet consumption and a decrease in the negative impact of the Monthly Support discount program, despite the negative impact from our various billing initiatives implemented for the purpose of enhancing returns to our customers, due mainly to our provision of lower cost services.

Operating expenses increased by ¥49.0 billion from the same period of the previous fiscal year to ¥858.4 billion. This was mainly due to an increase in expenses associated with the expansion of docomo Hikari revenues, an increase of the sales commissions incurred for agent resellers due to growth in the total amount of smartphones sold and an increase of depreciation expenses.

As a result, operating income decreased by ¥21.0 billion from the same period of the previous fiscal year to ¥278.3 billion for the three months ended June 30, 2017.

Income before income taxes and equity in net income (losses) of affiliates was ¥281.8 billion, and net income attributable to NTT DOCOMO, INC. decreased by ¥16.9 billion from the same period of the previous fiscal year to ¥189.9 billion for the three months ended June 30, 2017.

\* 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.

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Consolidated results of operations for the three months ended June 30, 2016 and 2017 were as follows:

&lt;Results of operations&gt;

|  | Three months ended |                  | Billions of yen     |       |
|--|--------------------|------------------|---------------------|-------|
|  | June 30, 2016      | June 30, 2017    | Increase (Decrease) |       |
| Operating revenues   | ¥ 1,108.7          | ¥ <b>1,136.7</b> | ¥ 28.0              | 2.5%  |
| Operating expenses   | 809.4              | <b>858.4</b>     | 49.0                | 6.1   |
| Operating income   | 299.3              | <b>278.3</b>     | (21.0)              | (7.0) |
| Other income (expense)   | (4.0)              | <b>3.5</b>       | 7.5                 |       |
| Income before income taxes and equity in net income (losses) of affiliates | 295.3              | <b>281.8</b>     | (13.4)              | (4.6) |
| Income taxes   | 89.6               | <b>84.6</b>      | (5.0)               | (5.6) |
| Income before equity in net income (losses) of affiliates                  | 205.6              | <b>197.2</b>     | (8.4)               | (4.1) |
| Equity in net income (losses) of affiliates                                | 1.0                | <b>(6.7)</b>     | (7.7)               |       |
| Net income   | 206.6              | <b>190.5</b>     | (16.1)              | (7.8) |
| Less: Net (income) loss attributable to noncontrolling interests           | 0.2                | <b>(0.6)</b>     | (0.8)               |       |
| Net income attributable to NTT DOCOMO, INC.                                | ¥ 206.9            | ¥ <b>189.9</b>   | ¥ (16.9)            | (8.2) |
| EBITDA margin*   | 37.2%              | <b>35.6%</b>     | (1.6) point         |       |
| ROE*   | 3.9%               | <b>3.4%</b>      | (0.5) 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. Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures on page 20.

## &lt;Operating revenues&gt;

|  | Billions of yen                        |  |   |        |                        |
|--|--|--|---|--------|------------------------|
|  | Three months ended<br>June 30,<br>2016 | Three months ended<br><b>June 30,<br/>2017</b> |   |        | Increase<br>(Decrease) |
| Telecommunications services  | ¥ 729.7                                | ¥ <b>774.9</b>                                 | ¥ | 45.2   | 6.2%                   |
| Mobile communications services revenues  | 704.2                                  | <b>723.1</b>                                   |   | 18.9   | 2.7                    |
| Voice revenues   | 215.9                                  | <b>231.2</b>                                   |   | 15.3   | 7.1                    |
| Packet communications revenues   | 488.3                                  | <b>491.9</b>                                   |   | 3.6    | 0.7                    |
| Optical-fiber broadband service and other telecommunications services revenues | 25.5                                   | <b>51.8</b>                                    |   | 26.3   | 102.9                  |
| Equipment sales  | 165.8                                  | <b>150.6</b>                                   |   | (15.2) | (9.1)                  |
| Other operating revenues   | 213.2                                  | <b>211.2</b>                                   |   | (2.0)  | (0.9)                  |
| <b>Total operating revenues</b>  | <b>¥ 1,108.7</b>                       | <b>¥ 1,136.7</b>                               | ¥ | 28.0   | 2.5%                   |

Note: Voice revenues include data communications revenues through circuit switching systems.

## &lt;Operating expenses&gt;

|   | Billions of yen                        |  |   |       |                        |
|---|--|--|---|-------|------------------------|
|   | Three months ended<br>June 30,<br>2016 | Three months ended<br><b>June 30, 2017</b> |   |       | Increase<br>(Decrease) |
| Personnel expenses  | ¥ 72.3                                 | ¥ <b>72.9</b>                              | ¥ | 0.6   | 0.8%                   |
| Non-personnel expenses  | 531.5                                  | <b>553.3</b>                               |   | 21.8  | 4.1                    |
| Depreciation and amortization   | 109.7                                  | <b>119.0</b>                               |   | 9.3   | 8.5                    |
| Loss on disposal of property, plant and equipment and intangible assets | 7.9                                    | <b>12.4</b>                                |   | 4.5   | 56.8                   |
| Communication network charges   | 76.7                                   | <b>90.9</b>                                |   | 14.2  | 18.5                   |
| Taxes and public dues   | 11.2                                   | <b>9.9</b>                                 |   | (1.3) | (11.9)                 |
| <b>Total operating expenses</b>   | <b>¥ 809.4</b>                         | <b>¥ 858.4</b>                             | ¥ | 49.0  | 6.1%                   |

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## DOCOMO Earnings Release

Three Months Ended June 30, 2017

## ii. Segment Results

## Telecommunications Business

&lt;Results of operations&gt;

|  | Billions of yen    |       |                                     |              |   |        |        |
|--|--------------------|-------|-------------------------------------|--------------|---|--------|--------|
|  | Three months ended |       |                                     | Increase     |   |        |        |
|  | June 30, 2016      |       | Three months ended<br>June 30, 2017 | (Decrease)   |   |        |        |
| Operating revenues from telecommunications business      | ¥                  | 894.9 | ¥                                   | <b>924.3</b> | ¥ | 29.4   | 3.3%   |
| Operating income (loss) from telecommunications business |                    | 270.4 |                                     | <b>241.4</b> |   | (29.0) | (10.7) |

Operating revenues from telecommunications business for the three months ended June 30, 2017 increased by ¥29.4 billion, or 3.3%, from ¥894.9 billion for the same period of the previous fiscal year to ¥924.3 billion. This was mainly due to an increase in optical-fiber broadband service revenues due to growth in the number of docomo Hikari users as well as the recovery of mobile communications services revenues as a result of growth of packet consumption and a decrease in the negative impact of the Monthly Support discount program, despite the negative impact from our various billing initiatives implemented for the purpose of enhancing returns to our customers, due mainly to our provision of lower cost services.

Operating expenses from telecommunications business increased by ¥58.4 billion, or 9.3%, from ¥624.5 billion for the same period of the previous fiscal year to ¥682.9 billion. This was mainly due to an increase in expenses associated with the expansion of docomo Hikari revenues, an increase of the sales commissions incurred for agent resellers due to growth in the total number of smartphones sold and an increase of depreciation expenses.

Consequently, operating income from telecommunications business was ¥241.4 billion, a decrease of ¥29.0 billion, or 10.7%, from ¥270.4 billion for the same period of the previous fiscal year.

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

We introduced various new initiatives in an effort to strengthen our returns to customers, including the commencement in May 2017 of the Simple Plan, a billing option catered to customers with limited voice calling outside their family members, as well as Ultra Share Pack 30, which is designed for customers with high data usage. In addition, in June 2017, we launched docomo with, a billing plan targeting customers who use one handset for an extended period of time.

The total number of our smartphone and tablet users grew to 36.53 million as of June 30, 2017, an increase of 3.09 million from June 30, 2016, with such increase due mainly to our Senior Smartphone Debut Discount and other promotional measures.

In May 2017, we introduced the Net Total Support service, under which we provide customers with assistance to help solve problems relating to the operation or setup of equipment connected to our networks, and to process requests pertaining to equipment repair or restoration of lost data, etc., through remote support by our operators or through a dedicated application. Because of the effects of various sales promotion campaigns, the total number of docomo Hikari optical-fiber broadband service subscriptions grew by 1.77 million from June 30, 2016 to 3.84 million as of June 30, 2017.

To promote the construction of a network that provides as a convenient communication environment, we expanded the coverage of our PREMIUM 4G service to 1,471 cities across Japan and 76,300 base stations as of June 30, 2017. Toward the goal of further expanding the area coverage of our LTE service, we increased the total number of LTE-enabled base stations to 165,100 stations nationwide as of June 30, 2017.

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

&lt;Number of subscriptions by services&gt;

|   | Thousand subscriptions |               | Increase<br>(Decrease) |       |
|---|------------------------|---------------|------------------------|-------|
|   | June 30, 2016          | June 30, 2017 |                        |       |
| Mobile telecommunications services                | 71,614                 | <b>75,114</b> | 3,500                  | 4.9%  |
| Including: Kake-hodai & Pake-aeru<br>billing plan | 31,586                 | <b>38,342</b> | 6,756                  | 21.4  |
| Mobile telecommunications services<br>(LTE(Xi))   | 39,893                 | <b>45,659</b> | 5,766                  | 14.5  |
| Mobile telecommunications services<br>(FOMA)      | 31,721                 | <b>29,455</b> | (2,266)                | (7.1) |
| docomo Hikari optical broadband<br>service        | 2,068                  | <b>3,843</b>  | 1,774                  | 85.8  |

Note: Number of subscriptions to Mobile telecommunications services, Mobile telecommunications services (LTE(Xi)) and Mobile telecommunications services (FOMA) includes Communication Module services subscriptions.

&lt;Number of handsets sold&gt;

|  | Thousand units                         |  | Increase<br>(Decrease) |        |
|--|--|--|------------------------|--------|
|  | Three months<br>ended<br>June 30, 2016 | Three months ended<br><b>June 30, 2017</b> |                        |        |
| Number of handsets sold                        | 6,165                                  | <b>5,849</b>                               | (316)                  | (5.1)% |
| Mobile telecommunications services (LTE(Xi))   |  |  |                        |        |
| New LTE(Xi) subscription* <sup>1</sup>         | 2,446                                  | <b>2,305</b>                               | (141)                  | (5.8)  |
| Change of subscription from FOMA               | 577                                    | <b>763</b>                                 | 185                    | 32.1   |
| LTE(Xi) handset upgrade by LTE(Xi) subscribers | 1,883                                  | <b>2,090</b>                               | 207                    | 11.0   |
| Mobile telecommunications services (FOMA)      |  |  |                        |        |
| New FOMA subscription* <sup>1</sup>            | 646                                    | <b>445</b>                                 | (201)                  | (31.1) |
| Change of subscription from LTE(Xi)            | 19                                     | <b>7</b>                                   | (12)                   | (64.4) |
| FOMA handset upgrade by FOMA subscribers       | 593                                    | <b>239</b>                                 | (354)                  | (59.7) |

Churn rate\*2 0.62% **0.67%** 0.04 point

\*1: New subscriptions include mobile line subscriptions of MVNOs and Communication Module subscriptions

\*2: Churn rate is calculated excluding the subscriptions and cancellations of subscriptions of MVNOs.

<Trend of ARPU and MOU>

|                    | Yen                                 |                                     | Increase<br>(Decrease) |       |
|--------------------|-------------------------------------|-------------------------------------|------------------------|-------|
|                    | Three months ended<br>June 30, 2016 | Three months ended<br>June 30, 2017 |                        |       |
| Aggregate ARPU     | ¥ 4,330                             | ¥ <b>4,600</b>                      | ¥ 270                  | 6.2%  |
| Voice ARPU         | 1,240                               | <b>1,330</b>                        | 90                     | 7.3   |
| Data ARPU          | 3,090                               | <b>3,270</b>                        | 180                    | 5.8   |
| Packet ARPU        | 2,960                               | <b>2,970</b>                        | 10                     | 0.3   |
| docomo Hikari ARPU | 130                                 | <b>300</b>                          | 170                    | 130.8 |
| MOU (minutes)      | 136                                 | <b>136</b>                          |                        |       |

Notes:

## 1. 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.

## 2. ARPU Calculation Methods

Aggregate ARPU= Voice ARPU + Packet ARPU + docomo Hikari ARPU

Data 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



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- docomo Hikari ARPU docomo Hikari ARPU Related Revenues (basic monthly charges, voice communication charges) /Number of active users

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**DOCOMO Earnings Release**

**Three Months Ended June 30, 2017**

3. 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

4. The number of users used to calculate ARPU and MOU is the total number of subscriptions, excluding the subscriptions listed below:
- a. Subscriptions of communication module services, Phone Number Storage, Mail Address Storage, docomo Business Transceiver and wholesale telecommunication services and interconnecting telecommunications facilities that are provided to MVNOs; and
  - b. Data Plan subscriptions in the case where the customer contracting for such subscription in his/her name also has a subscription for Xi or FOMA services in his/her name
- 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 MVNOs are not included in the ARPU calculation.

Table of Contents**DOCOMO Earnings Release****Three Months Ended June 30, 2017****Smart life business**

&lt;Results of operations&gt;

|  | Billions of yen    |               |            |        |
|--|--------------------|---------------|------------|--------|
|  | Three months ended |               | Increase   |        |
|  | June 30, 2016      | June 30, 2017 | (Decrease) |        |
| Operating revenues from smart life business      | ¥ 125.2            | ¥ 113.5       | (11.7)     | (9.3)% |
| Operating income (loss) from smart life business | 17.2               | 16.7          | (0.5)      | (3.1)  |

Operating revenues from smart life business for the three months ended June 30, 2017 were ¥113.5 billion, a decrease of ¥11.7 billion, or 9.3%, from ¥125.2 billion for the same period of the previous fiscal year. This was due mainly to a decrease in revenues from a subsidiary which began recording revenues on a net basis as a result of a change in its business model effective from April 1, 2017. This decrease in revenues was greater than increases in revenues from our finance/payment services and other services.

Operating expenses from smart life business were ¥96.9 billion, a decrease of ¥11.2 billion, or 10.3%, from ¥108.0 billion for the same period of the previous fiscal year. This was due mainly to a decrease in expenses attributable to a subsidiary as a result of the change in its business model described above. This decrease in expense was greater than an increase in expenses associated with various initiatives that we undertook towards future growth.

As a result, operating income from smart life business was ¥16.7 billion, a decrease of ¥0.5 billion, or 3.1%, from ¥17.2 billion for the same period of the previous fiscal year.

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

We increased the number of stores where d POINTs can be used by adding the Lawson Store 100 convenience store chain (operated by Lawson Store100, Inc.), Umenohana / China Umenohana / Hanakoume / Kanishige restaurant chains (operated by Umenohana Service East Japan, Co. Ltd. and Umenohana Service West Japan, Co. Ltd.) and other stores. Meanwhile, we also enabled d Mobile Payment Plus to be used on United Arrows Online Store (operated by United Arrows Ltd.) and other stores. Further, we strived to improve the convenience and boost the usage of d POINTs by automatically converting the former docomo POINTs into d POINTs in May 2017. As of June 30, 2017, the total number of d POINT Club members reached 62.32 million, the total number of d POINT Card users\*1 reached 14.84 million and the number of partners participating in the d POINTs program was 115.

To provide a wider variety of payment options to enhance the convenience of our customers, we started offering direct carrier billing on Apple Store, Apple Music, iTunes and iBooks in May 2017 and enabled docomo Mobile Payment on Amazon.co.jp in June 2017.

As of June 30, 2017, the total number of d CARD subscribers\*2 grew to 18.00 million, an increase of 1.32 million from June 30, 2016, due mainly to initiatives that we undertook such as a campaign for acquiring new subscribers. The total amount of transactions through our finance/payment services reached ¥720 billion for the three months ended June 30, 2017, an increase of ¥120 billion from the same period of the previous fiscal year.

\*1: The total number of users who have registered their personal information to accumulate and use d POINT at participating stores.

\*2: The total number of subscribers of d CARD and d CARD mini.

Table of Contents**DOCOMO Earnings Release****Three Months Ended June 30, 2017****Other businesses**

&lt;Results of operations&gt;

|   | Billions of yen    |               |        |            |       |  |
|---|--------------------|---------------|--------|------------|-------|--|
|   | Three months ended |               |        | Increase   |       |  |
|   | June 30, 2016      | June 30, 2017 |        | (Decrease) |       |  |
| Operating revenues from other businesses      | ¥ 94.8             | ¥ 106.6       | ¥ 11.8 |            | 12.4% |  |
| Operating income (loss) from other businesses | 11.7               | 20.2          | 8.5    |            | 73.1  |  |

Operating revenues from other businesses for the three months ended June 30, 2017 amounted to ¥106.6 billion, an increase of ¥11.8 billion, or 12.4%, from ¥94.8 billion for the same period of the previous fiscal year, driven mainly by an increase in the number of subscriptions to our Mobile Device Protection Service and the growth of revenues relating to IoT businesses.

Operating expenses from other businesses were ¥86.3 billion, an increase of ¥3.2 billion, or 3.9%, from ¥83.1 billion for the same period of the previous fiscal year, due mainly to an increase in expenses associated with IoT businesses, despite a decrease in expenses as a result of pursuing further cost efficiency.

Consequently, operating income from other businesses was ¥20.2 billion, an increase of ¥8.5 billion, or 73.1%, from ¥11.7 billion for the same period of the previous fiscal year.

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

We jointly developed a voice agent service with ZENRIN Co., Ltd., our group company ZENRIN DataCom Co., Ltd., for automobiles, AI infotainment, that take advantage of various AI techniques owned by them and us, such as natural dialogue<sup>\*1</sup>, behavior prediction and advanced information search, and started offering the service to corporate clients in April 2017.

In June 2017, We started offering the Innovative Workstyle Suite as part of our Business Plus lineup for enterprises to realize workstyles that are free from the constraints of location and time, toward the goal of further promoting telework.<sup>\*2</sup> The newly developed solution combines our cloud-based corporate information system dDREAMS, with our cloud-based telephone directory and other ICT products and services as well as our Share Office solution that enables works outside offices.

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The total number of subscriptions to Anshin Pack, a package that combines Mobile Device Protection Service and various other services to ensure worry-free use of smartphones, grew to 17.89 million as of June 30, 2017.

\*1: NTT Group's AI technology corevo is used.

\*2: An ICT-enabled flexible workstyle that is not bound by the location or time.

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**DOCOMO Earnings Release**

**Three Months Ended June 30, 2017**

**iii. CSR Activities**

We aspire to help build a society in which everyone can share in a prosperous life of safety, security and comfort, beyond borders and across generations. We believe it is our corporate social responsibility ( CSR ) to fulfill the two aspects of (i) Innovative docomo, to solve various social issues in the fields of mobility, healthcare and medicine, education and learning, and climate change through the co-creation of social values, an initiative that we plan to pursue together with various partners to create new services and businesses, and (ii) Responsible docomo, to thoroughly ensure fair, transparent and ethical business operations as a foundation for the creation of such values. Accordingly, we will strive to realize a sustainable society while expanding our own businesses.

The principal CSR actions we undertook during the three months ended June 30, 2017 are summarized below:

<Innovative docomo>

We participated in the Hakusan City IoT Acceleration Lab\* a joint effort promoted by industries, public/private sectors and academia toward the creation of new life styles through the use of IoT and data science for rural areas where depopulation is progressing, and started the rollout of a trial environment for LPWA network that enables network accesses via multiple devices with low power consumption jointly with Kanazawa Institute of Technology at its Hakusanroku Campus (which will begin in April 2018). Using the verification trial environment to perform data analytics and AI-based predictions, we will promote the development of applications and services that will bring about greater efficiency and convenience to the livelihood in the woodlands, or prove to be useful for attracting tourists.

<Responsible docomo>

We participated in Tokyo 2020 Medal Project: Towards an Innovative Future for All, a project to create the medals for the Tokyo 2020 Olympic/Paralympic games from used mobile phones and other compact home appliances, sponsored by the Tokyo Organising Committee of the Olympic and Paralympic Games, and started collecting used mobile phones, smartphones and tablet devices at our nationwide docomo shops from April 2017.

Effective April 2017, we expanded our flexible working hours scheme on a trial basis, which was previously limited to the staff at our R&D center, to include the staff working at our head office (we plan to start full-scale implementation in October 2017.) Also, to enhance the health awareness of each of our employees and promote healthy and productive workstyles, we published NTT DOCOMO Health White Paper 2016 outlining the Company's health management practices and employees' work environment and health conditions.

With the aim of securing communications in areas where service disruption is reported due to disasters and other reasons, in May 2017, we conducted a verification experiment on a drone relay station in Naganohara Town, Agatsuma County, Gunma Prefecture, and successfully provided coverage using test frequencies. This solution, which captures and relays in the air the signals from nearby base stations using a dedicated small-size relay station mounted on a drone, enables early recovery of service in the event of a disaster without being affected by the ground conditions, etc.

Through our Smartphone and Mobile Phone Safety Classes we teach participants the rules and manners of using smartphones and mobile phones, as well as to how to respond to troubles that may arise with their use. In the three months ended June 30, 2017, we held a total of approximately 2,500 sessions with a cumulative participation of approximately 580,000 people.

\* Hakusan City of Ishikawa Prefecture, Kanazawa Institute of Technology, NTT DOCOMO, I-O DATA DEVICE, INC., Kanazawa Research Institute, goowa inc., MULTISOUP CO., LTD. jointly applied for the Local IoT Acceleration Lab business promoted by the Ministry of Economy, Trade and Industry, and won its certification in March 2017.



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## DOCOMO Earnings Release

Three Months Ended June 30, 2017

## iv. Trend of Capital Expenditures

&lt;Capital expenditures&gt;

|                             | Billions of yen    |                |            |       |
|-----------------------------|--------------------|----------------|------------|-------|
|                             | Three months ended |                | June 30,   |       |
|                             | Three months ended | June 30,       | Increase   |       |
|                             | June 30, 2016      | 2017           | (Decrease) |       |
| Total capital expenditures  | ¥ 97.1             | ¥ <b>120.9</b> | ¥ 23.8     | 24.5% |
| Telecommunications business | 93.8               | <b>115.7</b>   | 21.9       | 23.3  |
| Smart life business         | 2.2                | <b>4.0</b>     | 1.7        | 78.2  |
| Other businesses            | 1.1                | <b>1.2</b>     | 0.2        | 15.9  |

We pursued more efficient use of capital expenditures and further cost reduction, and expanded the area coverage of our PREMIUM 4G service to construct a more convenient mobile telecommunications network. As a result, the total amount of capital expenditures we made increased by 24.5% from the same period of the previous fiscal year to ¥120.9 billion for the three months ended June 30, 2017.

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## DOCOMO Earnings Release

Three Months Ended June 30, 2017

## (2) Financial Review

## i. Financial Position

|   | June 30,<br>2016 | June 30,<br>2017 | Billions of yen        |       | (Reference)<br>March 31, 2017 |
|---|------------------|------------------|------------------------|-------|-------------------------------|
|   |                  |                  | Increase<br>(Decrease) |       |                               |
| Total assets                            | ¥6,933.2         | ¥7,346.3         | ¥ 413.0                | 6.0%  | ¥ 7,453.1                     |
| NTT DOCOMO, INC. shareholders equity    | 5,302.6          | 5,574.4          | 271.8                  | 5.1   | 5,530.6                       |
| Liabilities                             | 1,577.7          | 1,718.1          | 140.4                  | 8.9   | 1,869.0                       |
| Including: Interest bearing liabilities | 222.1            | 221.9            | (0.3)                  | (0.1) | 221.9                         |
| Shareholders equity ratio (1) (%)       | 76.5%            | 75.9%            | (0.6) point            |       | 74.2%                         |
| Debt to Equity ratio (2) (multiple)     | 0.042            | 0.040            | (0.002)                |       | 0.040                         |

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                     |                                     |                        |       |
|--|-------------------------------------|-------------------------------------|------------------------|-------|
|  | Three months ended<br>June 30, 2016 | Three months ended<br>June 30, 2017 | Increase<br>(Decrease) |       |
| Net cash provided by operating activities  | ¥ 243.8                             | ¥ 301.2                             | ¥ 57.4                 | 23.5% |
| Net cash used in investing activities  | (208.8)                             | (115.1)                             | 93.7                   | 44.9  |
| Net cash provided by (used in) financing activities                                | (190.0)                             | (149.2)                             | 40.8                   | 21.5  |
| Free cash flows (1)  | 35.0                                | 186.1                               | 151.1                  | 431.9 |
| Free cash flows excluding changes in investments for cash management purposes (2)* | 34.9                                | 86.0                                | 51.1                   | 146.5 |

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. Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures on page 21.

For the three months ended June 30, 2017, net cash provided by operating activities was ¥301.2 billion, an increase of ¥57.4 billion, or 23.5%, from the same period of the previous fiscal year. This was due mainly to a decrease in cash outflows for the payments of income taxes.

Net cash used in investing activities was ¥115.1 billion, a decrease of ¥93.7 billion, or 44.9%, from the same period of the previous fiscal year. This was due mainly to an increase in cash inflows from proceeds from redemption of short-term bailment for consumption to a related party.

Net cash used in financing activities was ¥149.2 billion, a decrease of ¥40.8 billion, or 21.5%, 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 dividends paid.

As a result of the foregoing, the balance of cash and cash equivalents was ¥326.3 billion as of June 30, 2017, an increase of ¥36.7 billion, or 12.7%, from the previous fiscal year end.

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**DOCOMO Earnings Release**

**Three Months Ended June 30, 2017**

**(3) Prospects for the Fiscal Year Ending March 31, 2018**

The environment surrounding our business has changed significantly.

In Japan's telecommunications market, competition has intensified due to the government's pro-competition policy, the rise of low-cost smartphones offered by Mobile Virtual Network Operators (MVNOs) and other factors. In addition, we have seen technical advancements in areas such as artificial intelligence (AI), IoT and drones, as well as an expansion of customer touchpoints by various service providers leveraging loyalty point programs and other means. These changes have brought about both active competition in the telecommunications market and collaboration with new players from other industries, accelerating competition in new markets that transcend the conventional boundaries of the telecommunications business.

We have positioned the fiscal year ending March 31, 2018 as a year to tackle evolution by taking the first steps towards the delivery of our Medium-Term Strategy 2020, Declaration beyond. We will do so by moving forward with the creation and evolution of services, the evolution of our business through 4G+ and the reinforcement and evolution of our business foundations. Through these initiatives, we expect to post an increase in both operating revenues and operating income for the fiscal year ending March 31, 2018.

Operating revenues for the fiscal year ending March 31, 2018 are estimated to increase by ¥165.4 billion from the previous fiscal year to ¥4,750.0 billion, driven by an increase in optical-fiber broadband service and other telecommunications service revenues due to the projected growth of docomo Hikari users, an increase in mobile communications services revenues due to the reduction of negative impact from Monthly Support discount program and other factors.

On the expenses side, operating expenses are expected to increase by ¥150.2 billion to ¥3,790.0 billion, due to an increase in expenses associated with the growth of revenues from docomo Hikari, an increase in depreciation expenses and other factors.

Accordingly, operating income for the fiscal year ending March 31, 2018 is estimated to be ¥960.0 billion, an increase of ¥15.3 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 April 27, 2017.

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**DOCOMO Earnings Release**

**Three Months Ended June 30, 2017**

**2. Other Information**

**(1) Changes in Significant Subsidiaries**

None

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

None

**(3) Change in Accounting Policies**

**Balance sheet classification of deferred taxes**

Effective April 1, 2017, DOCOMO adopted prospectively Accounting Standards Update ( ASU ) 2015-17 Balance Sheet Classification of Deferred Taxes. This ASU requires that all deferred tax liabilities and assets be classified as noncurrent on the consolidated balance sheet.

**Table of Contents****DOCOMO Earnings Release****Three Months Ended June 30, 2017****3. Consolidated Financial Statements****(1) Consolidated Balance Sheets**

|  | Millions of yen  |                  |
|--|------------------|------------------|
|  | March 31, 2017   | June 30, 2017    |
| <b>ASSETS</b>                                    |                  |                  |
| <b>Current assets:</b>                           |                  |                  |
| Cash and cash equivalents                        | ¥ 289,610        | ¥ 326,346        |
| Short-term investments                           | 301,070          | 200,731          |
| Accounts receivable                              | 239,137          | 158,813          |
| Receivables held for sale                        | 936,748          | 905,845          |
| Credit card receivables                          | 347,557          | 368,910          |
| Other receivables                                | 398,842          | 407,112          |
| Allowance for doubtful accounts                  | (19,517)         | (20,607)         |
| Inventories                                      | 153,388          | 179,951          |
| Deferred tax assets                              | 81,025           |                  |
| Prepaid expenses and other current assets        | 108,412          | 141,797          |
| <b>Total current assets</b>                      | <b>2,836,272</b> | <b>2,668,898</b> |
| <b>Property, plant and equipment:</b>            |                  |                  |
| Wireless telecommunications equipment            | 5,084,923        | 5,098,419        |
| Buildings and structures                         | 906,177          | 909,530          |
| Tools, furniture and fixtures                    | 441,513          | 444,249          |
| Land   | 198,980          | 199,004          |
| Construction in progress                         | 204,413          | 216,982          |
| Accumulated depreciation and amortization        | (4,295,111)      | (4,328,252)      |
| <b>Total property, plant and equipment, net</b>  | <b>2,540,895</b> | <b>2,539,932</b> |
| <b>Non-current investments and other assets:</b> |                  |                  |
| Investments in affiliates                        | 373,758          | 375,556          |
| Marketable securities and other investments      | 198,650          | 200,350          |
| Intangible assets, net                           | 608,776          | 602,700          |
| Goodwill   | 230,971          | 229,905          |
| Other assets                                     | 434,312          | 421,404          |
| Deferred tax assets                              | 229,440          | 307,506          |

|  |             |             |
|--|-------------|-------------|
| Total non-current investments and other assets     | 2,075,907   | 2,137,421   |
| <b>Total assets</b>                                | ¥ 7,453,074 | ¥ 7,346,251 |
| <b>LIABILITIES AND EQUITY</b>                      |             |             |
| <b>Current liabilities:</b>                        |             |             |
| Current portion of long-term debt                  | ¥ 60,217    | ¥ 140,170   |
| Short-term borrowings                              | 1,623       | 1,689       |
| Accounts payable, trade                            | 853,538     | 698,444     |
| Accrued payroll                                    | 59,187      | 47,376      |
| Accrued income taxes                               | 105,997     | 79,380      |
| Other current liabilities                          | 194,494     | 240,272     |
| <b>Total current liabilities</b>                   | 1,275,056   | 1,207,331   |
| <b>Long-term liabilities:</b>                      |             |             |
| Long-term debt (exclusive of current portion)      | 160,040     | 80,000      |
| Accrued liabilities for point programs             | 94,639      | 81,944      |
| Liability for employees' retirement benefits       | 193,985     | 195,357     |
| Other long-term liabilities                        | 145,266     | 153,443     |
| <b>Total long-term liabilities</b>                 | 593,930     | 510,744     |
| <b>Total liabilities</b>                           | 1,868,986   | 1,718,075   |
| <b>Redeemable noncontrolling interests</b>         | 22,942      | 23,145      |
| <b>Equity:</b>                                     |             |             |
| NTT DOCOMO, INC. shareholders' equity              |             |             |
| Common stock                                       | 949,680     | 949,680     |
| Additional paid-in capital                         | 326,621     | 326,621     |
| Retained earnings                                  | 4,656,139   | 4,697,895   |
| Accumulated other comprehensive income (loss)      | 24,631      | 26,609      |
| Treasury stock                                     | (426,442)   | (426,442)   |
| <b>Total NTT DOCOMO, INC. shareholders' equity</b> | 5,530,629   | 5,574,363   |
| Noncontrolling interests                           | 30,517      | 30,668      |
| <b>Total equity</b>                                | 5,561,146   | 5,605,031   |
| <b>Total liabilities and equity</b>                | ¥ 7,453,074 | ¥ 7,346,251 |

**Table of Contents****DOCOMO Earnings Release****Three Months Ended June 30, 2017****(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income****Consolidated Statements of Income**

|   | Millions of yen                     |                                     |
|---|-------------------------------------|-------------------------------------|
|   | Three Months<br>Ended June 30, 2016 | Three Months<br>Ended June 30, 2017 |
| <b>Operating revenues:</b>  |                                     |                                     |
| Telecommunications services   | ¥ 729,708                           | ¥ 774,912                           |
| Equipment sales   | 165,753                             | 150,600                             |
| Other operating revenues  | 213,209                             | 211,184                             |
| <b>Total operating revenues</b>   | <b>1,108,670</b>                    | <b>1,136,696</b>                    |
| <b>Operating expenses:</b>  |                                     |                                     |
| Cost of services (exclusive of items shown separately below)                      | 304,479                             | 321,220                             |
| Cost of equipment sold (exclusive of items shown separately below)                | 154,977                             | 162,543                             |
| Depreciation and amortization   | 109,715                             | 119,029                             |
| Selling, general and administrative   | 240,208                             | 255,605                             |
| <b>Total operating expenses</b>   | <b>809,379</b>                      | <b>858,397</b>                      |
| <b>Operating income</b>   | <b>299,291</b>                      | <b>278,299</b>                      |
| <b>Other income (expense):</b>  |                                     |                                     |
| Interest expense  | (240)                               | (98)                                |
| Interest income   | 155                                 | 193                                 |
| Other, net  | (3,914)                             | 3,452                               |
| <b>Total other income (expense)</b>   | <b>(3,999)</b>                      | <b>3,547</b>                        |
| <b>Income before income taxes and equity in net income (losses) of affiliates</b> | <b>295,292</b>                      | <b>281,846</b>                      |
| <b>Income taxes:</b>  |                                     |                                     |
| Current   | 69,256                              | 85,579                              |
| Deferred  | 20,392                              | (937)                               |
| <b>Total income taxes</b>   | <b>89,648</b>                       | <b>84,642</b>                       |



|   |           |                  |
|---|-----------|------------------|
| <b>Income before equity in net income (losses) of affiliates</b>  | 205,644   | <b>197,204</b>   |
| Equity in net income (losses) of affiliates (including impairment charges of investments in affiliates) | 992       | <b>(6,662)</b>   |
| <b>Net income</b>   | 206,636   | <b>190,542</b>   |
| Less: Net (income) loss attributable to noncontrolling interests  | 218       | <b>(603)</b>     |
| <b>Net income attributable to NTT DOCOMO, INC.</b>  | ¥ 206,854 | ¥ <b>189,939</b> |

**Per share data**

|   |               |                      |
|---|---------------|----------------------|
| Weighted average common shares outstanding Basic and Diluted          | 3,754,094,845 | <b>3,704,585,533</b> |
| Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. | ¥ 55.10       | ¥ <b>51.27</b>       |

**Consolidated Statements of Comprehensive Income**

|   | Millions of yen                  |                                  |
|---|----------------------------------|----------------------------------|
|   | Three Months Ended June 30, 2016 | Three Months Ended June 30, 2017 |
| <b>Net income</b>   | ¥ 206,636                        | ¥ <b>190,542</b>                 |
| <b>Other comprehensive income (loss):</b>   |                                  |                                  |
| Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes | (11,821)                         | <b>2,794</b>                     |
| Unrealized gains (losses) on cash flow hedges, net of applicable taxes                      | (72)                             | <b>(25)</b>                      |
| Foreign currency translation adjustment, net of applicable taxes                            | (8,105)                          | <b>(1,258)</b>                   |
| Pension liability adjustment, net of applicable taxes                                       | 141                              | <b>436</b>                       |
| Total other comprehensive income (loss)   | (19,857)                         | <b>1,947</b>                     |
| <b>Comprehensive income</b>   | 186,779                          | <b>192,489</b>                   |
| Less: Comprehensive (income) loss attributable to noncontrolling interests                  | 423                              | <b>(572)</b>                     |
| <b>Comprehensive income attributable to NTT DOCOMO, INC.</b>                                | ¥ 187,202                        | ¥ <b>191,917</b>                 |

**Table of Contents****DOCOMO Earnings Release****Three Months Ended June 30, 2017****(3) Consolidated Statements of Cash Flows**

|   | Millions of yen                        |                                     |
|---|--|-------------------------------------|
|   | Three Months Ended<br>June 30,<br>2016 | Three Months Ended<br>June 30, 2017 |
| <b>Cash flows from operating activities:</b>  |  |                                     |
| Net income  | ¥ 206,636                              | ¥ 190,542                           |
| Adjustments to reconcile net income to net cash provided by operating activities                        |  |                                     |
| Depreciation and amortization   | 109,715                                | 119,029                             |
| Deferred taxes  | 20,392                                 | (937)                               |
| Loss on sale or disposal of property, plant and equipment   | 3,963                                  | 7,609                               |
| Inventory write-downs   | 4,076                                  | 1,877                               |
| Impairment loss on marketable securities and other investments  | 853                                    | 238                                 |
| Equity in net (income) losses of affiliates (including impairment charges of investments in affiliates) | (992)                                  | 6,662                               |
| Dividends from affiliates   | 4,837                                  | 6,318                               |
| Changes in assets and liabilities:  |  |                                     |
| (Increase) / decrease in accounts receivable  | 78,707                                 | 80,089                              |
| (Increase) / decrease in receivables held for sale  | 15,988                                 | 30,903                              |
| (Increase) / decrease in credit card receivables  | (10,778)                               | (10,638)                            |
| (Increase) / decrease in other receivables  | (3,384)                                | (8,308)                             |
| Increase / (decrease) in allowance for doubtful accounts  | 1,756                                  | 1,003                               |
| (Increase) / decrease in inventories  | (21,333)                               | (28,488)                            |
| (Increase) / decrease in prepaid expenses and other current assets                                      | (17,549)                               | (33,683)                            |
| (Increase) / decrease in non-current receivables held for sale  | 21,618                                 | 18,263                              |
| Increase / (decrease) in accounts payable, trade  | (90,114)                               | (88,143)                            |
| Increase / (decrease) in accrued income taxes   | (98,738)                               | (26,608)                            |
| Increase / (decrease) in other current liabilities  | 32,519                                 | 48,888                              |
| Increase / (decrease) in accrued liabilities for point programs   | (7,527)                                | (12,695)                            |
| Increase / (decrease) in liability for employees' retirement benefits                                   | 1,905                                  | 1,375                               |
| Increase / (decrease) in other long-term liabilities  | 3,782                                  | 9,719                               |
| Other, net  | (12,538)                               | (11,828)                            |
| Net cash provided by operating activities   | 243,794                                | 301,187                             |
| <b>Cash flows from investing activities:</b>  |  |                                     |
| Purchases of property, plant and equipment  | (125,769)                              | (128,136)                           |
| Purchases of intangible and other assets  | (78,535)                               | (67,142)                            |

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|  |                  |                  |
|--|------------------|------------------|
| Purchases of non-current investments   | (743)            | (9,705)          |
| Proceeds from sale of non-current investments                                      | 1,611            | 550              |
| Purchases of short-term investments  | (5,428)          | (60,344)         |
| Redemption of short-term investments   | 5,546            | 40,509           |
| Short-term bailment for consumption to a related party                             |                  | (140,000)        |
| Proceeds from redemption of short-term bailment for consumption to a related party |                  | 260,000          |
| Other, net   | (5,480)          | (10,783)         |
| <b>Net cash used in investing activities</b>                                       | <b>(208,798)</b> | <b>(115,051)</b> |
| <b>Cash flows from financing activities:</b>                                       |                  |                  |
| Proceeds from short-term borrowings  | 5,754            | 6,691            |
| Repayment of short-term borrowings   | (5,754)          | (6,621)          |
| Principal payments under capital lease obligations                                 | (311)            | (282)            |
| Payments to acquire treasury stock   | (54,641)         |                  |
| Dividends paid   | (130,524)        | (146,607)        |
| Cash distributions to noncontrolling interests                                     | (3,500)          | (18)             |
| Other, net   | (990)            | (2,340)          |
| <b>Net cash provided by (used in) financing activities</b>                         | <b>(189,966)</b> | <b>(149,177)</b> |
| <b>Effect of exchange rate changes on cash and cash equivalents</b>                | <b>(884)</b>     | <b>(223)</b>     |
| <b>Net increase (decrease) in cash and cash equivalents</b>                        | <b>(155,854)</b> | <b>36,736</b>    |
| <b>Cash and cash equivalents as of beginning of period</b>                         | <b>354,437</b>   | <b>289,610</b>   |
| <b>Cash and cash equivalents as of end of period</b>                               | <b>¥ 198,583</b> | <b>¥ 326,346</b> |
| <b>Supplemental disclosures of cash flow information:</b>                          |                  |                  |
| <b>Cash received during the period for:</b>  |                  |                  |
| Income tax refunds   | ¥ 3              | ¥ 14             |
| <b>Cash paid during the period for:</b>  |                  |                  |
| Interest, net of amount capitalized  | 213              | 311              |
| Income taxes   | 167,075          | 109,244          |

**Table of Contents****DOCOMO Earnings Release****Three Months Ended June 30, 2017****(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 has three operating segments, which consist of telecommunications business, smart life business and other businesses.

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.

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:**

|                              | <b>Millions of yen</b> |   |
|------------------------------|------------------------|---|
|                              | Three months ended     |   |
|                              | June 30,<br>2016       | <b>Three months ended<br/>June 30, 2017</b> |
| Telecommunications business- |                        |   |
| External customers           | ¥ 894,659              | ¥ <b>924,034</b>                            |
| Intersegment                 | 265                    | <b>282</b>                                  |
| Subtotal                     | 894,924                | <b>924,316</b>                              |

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|                      |             |   |                  |
|----------------------|-------------|---|------------------|
| Smart life business- |             |   |                  |
| External customers   | 122,161     |   | <b>109,360</b>   |
| Intersegment         | 3,088       |   | <b>4,179</b>     |
| Subtotal             | 125,249     |   | <b>113,539</b>   |
| Other businesses-    |             |   |                  |
| External customers   | 91,850      |   | <b>103,302</b>   |
| Intersegment         | 2,961       |   | <b>3,259</b>     |
| Subtotal             | 94,811      |   | <b>106,561</b>   |
| Segment total        | 1,114,984   |   | <b>1,144,416</b> |
| Elimination          | (6,314)     |   | <b>(7,720)</b>   |
| Consolidated         | ¥ 1,108,670 | ¥ | <b>1,136,696</b> |

Table of Contents**DOCOMO Earnings Release****Three Months Ended June 30, 2017****Segment operating income (loss):**

|                             | Millions of yen                        |                                     |
|-----------------------------|--|-------------------------------------|
|                             | Three months ended<br>June 30,<br>2016 | Three months ended<br>June 30, 2017 |
| Telecommunications business | ¥ 270,410                              | ¥ <b>241,418</b>                    |
| Smart life business         | 17,203                                 | <b>16,666</b>                       |
| Other businesses            | 11,678                                 | <b>20,215</b>                       |
| Consolidated                | ¥ 299,291                              | ¥ <b>278,299</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.

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Three Months Ended June 30, 2017

## 4. Appendix

## Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures

## i. EBITDA and EBITDA margin

|  | Billions of yen    |                                     |
|--|--------------------|-------------------------------------|
|  | Three months ended |                                     |
|  | June 30,<br>2016   | Three months ended<br>June 30, 2017 |
| a. EBITDA  | ¥ 413.0            | ¥ 404.9                             |
| Depreciation and amortization                                    | (109.7)            | (119.0)                             |
| Loss on sale or disposal of property, plant and equipment        | (4.0)              | (7.6)                               |
| Operating income   | 299.3              | 278.3                               |
| Other income (expense)   | (4.0)              | 3.5                                 |
| Income taxes   | (89.6)             | (84.6)                              |
| Equity in net income (losses) of affiliates                      | 1.0                | (6.7)                               |
| Less: Net (income) loss attributable to noncontrolling interests | 0.2                | (0.6)                               |
| b. Net income attributable to NTT DOCOMO, INC.                   | 206.9              | 189.9                               |
| c. Operating revenues  | 1,108.7            | 1,136.7                             |
| EBITDA margin (=a/c)   | 37.2%              | 35.6%                               |
| Net income margin (=b/c)   | 18.7%              | 16.7%                               |

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

|  | Three months ended<br>June 30,<br>2016 | Three months ended<br>June 30, 2017 |
|--|--|-------------------------------------|
| a. Net income attributable to NTT DOCOMO, INC. | ¥ 206.9                                | ¥ 189.9                             |
| b. Shareholders' equity                        | 5,302.4                                | 5,552.5                             |
| ROE (=a/b)                                     | 3.9%                                   | 3.4%                                |

Note: Shareholders' equity = The average of NTT DOCOMO, INC. shareholders' equity, each as of March 31, 2017 (or 2016) and June 30, 2017 (or 2016).

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

|   | Billions of yen                        |                                     |
|---|--|-------------------------------------|
|   | Three months ended<br>June 30,<br>2016 | Three months ended<br>June 30, 2017 |
| Net cash provided by operating activities                                     | ¥ 243.8                                | ¥ 301.2                             |
| Net cash used in investing activities   | (208.8)                                | (115.1)                             |
| Free cash flows   | 35.0                                   | 186.1                               |
| Changes in investments for cash management purposes                           | 0.1                                    | 100.2                               |
| Free cash flows excluding changes in investments for cash management purposes | 34.9                                   | 86.0                                |

Notes: 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.

Net cash used in investing activities includes changes in investments for cash management purposes.



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**DOCOMO Earnings Release**

**Three Months Ended June 30, 2017**

**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 available as of the filing date of this document. 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 and an increase in mobile communications operators entering into and collaborating with other industries 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.
- (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, could exercise influence that may not be in the interests of our other shareholders.

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