

NTT DOCOMO INC
Form 6-K
January 27, 2012
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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 January 2012.

Commission File Number: 001-31221

Total number of pages: 22

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: January 27, 2012

By: /s/ OSAMU HIROKADO
Osamu Hirokado
Head of Investor Relations

Information furnished in this form:

1. Earnings release for the Nine Months Ended December 31, 2011
2. Results for the Nine Months of the Fiscal Year Ending March 31, 2012
3. Response to Series of Network Malfunctions

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Earnings Release

For the Nine Months Ended December 31, 2011

January 27, 2012

[U.S. GAAP]

Name of registrant: **NTT DOCOMO, INC.** (URL <http://www.nttdocomo.co.jp/>)
 Code No.: 9437
 Stock exchange on which the Company's shares are listed: Tokyo Stock Exchange-First Section
 Representative: Ryuji Yamada, Representative Director, President and Chief Executive Officer
 Contact: Ken Takeuchi, Senior Manager, General Affairs Department / TEL +81-3-5156-1111
 Scheduled date for filing of quarterly report: February 2, 2012
 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, 2011 (April 1, 2011 - December 31, 2011)

(1) Consolidated Results of Operations

| | September 30, | September 30, | September 30, | September 30, | September 30, | September 30, | September 30, | September 30, |
|-------------------------------------|---|---------------|------------------|---------------|----------------------------|---------------|---|---------------|
| | (Millions of yen, except per share amounts) | | | | | | | |
| | Operating Revenues | | Operating Income | | Income before Income Taxes | | Net Income Attributable to NTT DOCOMO, INC. | |
| Nine months ended December 31, 2011 | 3,174,154 | (1.1)% | 743,784 | (1.9)% | 744,083 | (0.6)% | 394,622 | (11.1)% |
| Nine months ended December 31, 2010 | 3,209,129 | (1.0)% | 758,501 | 7.9% | 748,637 | 6.7% | 443,983 | 5.9% |

| | September 30, | September 30, | September 30, | September 30, | September 30, | September 30, | September 30, |
|---|--|---------------|---------------|---------------|---------------------|---------------|---------------|
| (Note) Comprehensive income attributable to NTT DOCOMO, INC.: | | | | | | | |
| | For the nine months ended December 31, 2011: | | | | 364,332 million yen | | (13.6)% |
| | For the nine months ended December 31, 2010: | | | | 421,478 million yen | | 1.4% |

| | September 30, | September 30, |
|-------------------------------------|---|---|
| | Basic Earnings per Share Attributable to NTT DOCOMO, INC. | Diluted Earnings per Share Attributable to NTT DOCOMO, INC. |
| Nine months ended December 31, 2011 | 9,516.39 (yen) | |
| Nine months ended December 31, 2010 | 10,671.42 (yen) | |

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

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(2) Consolidated Financial Position

| | September 30, | September 30, (Millions of yen, except per share amounts) | September 30, NTT DOCOMO, INC. Shareholders Equity | September 30, NTT DOCOMO, INC. Shareholders Equity Ratio | September 30, NTT DOCOMO, INC. Shareholders Equity per Share |
|-------------------|---------------|--|---|---|--|
| | Total Assets | Total Equity (Net Assets) | Shareholders Equity | Shareholders Equity Ratio | Shareholders Equity per Share |
| December 31, 2011 | 6,700,693 | 5,037,079 | 4,990,521 | 74.5% | 120,347.47 (yen) |
| March 31, 2011 | 6,791,593 | 4,877,594 | 4,850,436 | 71.4% | 116,969.29 (yen) |

2. Dividends

| | September 30, End of the First Quarter | September 30, End of the Second Quarter | September 30, End of the Third Quarter | September 30, Year End | September 30, Total |
|--|--|--|--|------------------------------|------------------------|
| Date of Record | | | | | |
| Year ended March 31, 2011 | | 2,600.00 | | 2,600.00 | 5,200.00 |
| Year ending March 31, 2012 | | 2,800.00 | | | |
| Year ending March 31, 2012 (Forecasts) | | | | 2,800.00 | 5,600.00 |

(Note) Revisions to the forecasts of dividends: None

3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2012 (April 1, 2011 - March 31, 2012)

| | xxxx | xxxx | xxxx | xxxx | xxxx | xxxx | xxxx | xxxx | xxxx |
|----------------------------|---|------|------------------|------|-------------------------------|------|---|--------|--|
| | (Millions of yen, except per share amounts) | | | | | | | | |
| | Operating Revenues | | Operating Income | | Income before Income Taxes | | Net Income Attributable to NTT DOCOMO, INC. | | Basic Earnings per Share Attributable to NTT DOCOMO, INC. |
| Year ending March 31, 2012 | 4,240,000 | 0.4% | 870,000 | 3.0% | 874,000 | 4.6% | 474,000 | (3.4)% | 11,430.61 (yen) |

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

(Note) Revisions to the forecasts of consolidated financial results: Yes

Table of Contents**4. Others**

| | September 30, | September 30, |
|---|--|-------------------|
| (1) Changes in significant subsidiaries | | None |
| (Changes in significant subsidiaries for the nine months ended December 31, 2011 which resulted in changes in scope of consolidation) | | |
| (2) Application of simplified or exceptional accounting | | None |
| (3) Changes in accounting policies | | |
| i. Changes due to revision of accounting standards and other regulations: | | Yes |
| ii. Others: | | None |
| (Refer to 2. (3) Changes in Accounting Policies on page 10, contained in the attachment for more information.) | | |
| (4) Number of issued shares (common stock) | | |
| i. Number of issued shares (inclusive of treasury stock): | As of December 31, 2011: | 43,650,000 shares |
| | As of March 31, 2011: | 43,650,000 shares |
| ii. Number of treasury stock: | As of December 31, 2011: | 2,182,399 shares |
| | As of March 31, 2011: | 2,182,399 shares |
| iii. Number of weighted average common shares outstanding: | For the nine months ended December 31, 2011: | 41,467,601 shares |
| | For the nine months ended December 31, 2010: | 41,604,852 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 had not been finalized.

* Explanation for forecasts of operations and other notes:

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, 2012, refer to 1. (3) Prospects for the Fiscal Year Ending March 31, 2012 on page 9 and 5. Special Note Regarding Forward-Looking Statements on page 19, contained in the attachment.

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Earnings Release for the Nine Months Ended December 31, 2011

1. Information on Consolidated Results

(1) Operating Results

i. Business Overview

As Japan's mobile telecommunications market continues to mature in line with the rise in cellular penetration rate, competition among operators remains intense in such areas as acquisition of subscribers and further improvement of service offerings.

Under these market conditions, based on our medium-term action plan "Change and Challenge," which was announced in October 2008, we have continued to promote measures aimed at improving customer satisfaction, and have swiftly and steadily moved ahead with various other actions, such as increasing the adoption of smartphones with the aim of driving growth by boosting packet ARPU and developing "Xi" (crossy) LTE service.

We developed our "Medium-Term Vision 2015: Shaping a Smart Life" to establish clear steps toward the realization of our corporate vision for 2020, "HEART: Pursuing Smart Innovation." Going forward, we will work to further advance our smartphones and other products and services, and as an "Integrated Service Company" placing mobile at the core, we will create new values through convergence with other industries and services. Thereby we will strive to offer enhanced safety and security and to deliver more convenient and efficient solutions to people's everyday lives and businesses, for fulfillment of smart lives. As part of such endeavors, our subsidiary, mmbi, Inc., entered into a capital and business alliance with companies that have a range of experience and know-how pertaining to broadcasting and other related matters for the launch of broadcasting services by "NOTTV," a broadcasting station for smartphones.

With respect to the restoration of communication facilities affected by the Great East Japan Earthquake, we completed full-scale repair of damaged base station facilities by September 30, 2011. Meanwhile, we developed and started implementing various new measures for enhanced disaster preparedness, such as nationwide deployment of large-zone base stations*, and we expect to complete the implementation of most of these measures by March 31, 2012. In addition, we newly set up Tohoku Reconstruction Support Office to establish an operational structure that allows us to act more swiftly to make contributions for the reconstruction of the stricken areas.

For the nine months ended December 31, 2011, in our cellular services revenues, while the voice revenue decreased by ¥149.3 billion due to a decline in voice ARPU, packet revenue increased by ¥109.9 billion as a result of our endeavors to increase packet ARPU, such as active sales of smartphones. Other revenues grew by ¥8.5 billion owing mainly to an increase in the subscriptions to "Mobile Phone Protection and Delivery Service." Equipment sales revenues dropped by ¥4.1 billion due to a decrease in wholesale price per unit. Consequently, we recognized operating revenues of ¥3,174.2 billion (a decrease of ¥35.0 billion from the same period of the previous fiscal year). Operating expenses declined by ¥20.3 billion from the same period of the previous fiscal year to ¥2,430.4 billion, as a result of a decrease in network-related costs achieved through efficient use of capital expenditures and other continued cost-cutting efforts. As a result of the foregoing, we recorded operating income of ¥743.8 billion (a decrease of ¥14.7 billion from the same period of the previous fiscal year). Income before income taxes was ¥744.1 billion and net income attributable to NTT DOCOMO, INC. was ¥394.6 billion, including the effect of derecognizing part of the net deferred tax assets due to the tax reform that was enacted on November 30, 2011.

* Large-zone base station: a base station that can provide coverage over an area usually covered by multiple stations

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DOCOMO Earnings Release

Nine Months Ended December 31, 2011

Consolidated results of operations for the nine months ended December 31, 2010 and 2011 were as follows:

<Results of operations>

| | September 30, Nine months ended December 31, 2010 | September 30, Nine months ended December 31, 2011 | September 30, September 30, September 30, Billions of yen Increase (Decrease) | September 30, Increase (Decrease) |
|--|---|---|--|---|
| Operating revenues | ¥ 3,209.1 | ¥ 3,174.2 | ¥ (35.0) | (1.1)% |
| Operating expenses | 2,450.6 | 2,430.4 | (20.3) | (0.8) |
| Operating income | 758.5 | 743.8 | (14.7) | (1.9) |
| Other income (expense) | (9.9) | 0.3 | 10.2 | |
| Income before income taxes | 748.6 | 744.1 | (4.6) | (0.6) |
| Income taxes | 303.4 | 342.5 | 39.1 | 12.9 |
| Equity in net income (losses) of affiliates | 0.4 | (7.9) | (8.3) | |
| Net income | 445.6 | 393.7 | (52.0) | (11.7) |
| Less: Net (income) loss attributable to noncontrolling interests | (1.7) | 0.9 | 2.6 | |
| Net income attributable to NTT DOCOMO, INC. | ¥ 444.0 | ¥ 394.6 | ¥ (49.4) | (11.1)% |
| EBITDA margin* | 39.5% | 39.2% | (0.3)point | |
| ROCE before tax effect* | 14.2% | 14.1% | (0.1)point | |
| ROCE after tax effect* | 8.4% | 8.4% | | |

* 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, ROCE before tax effect and ROCE after tax effect, see 4. (3) Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures on page 18.

<Operating revenues>

| | September 30, Nine months ended December 31, | September 30, Nine months ended December 31, | September 30, September 30, September 30, Billions of yen Increase (Decrease) | September 30, Increase (Decrease) |
|--|---|---|--|---|
|--|---|---|--|---|

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| | 2010 | | 2011 | | | | |
|----------------------------------|------|----------------|------|----------------|---|---------------|---------------|
| Wireless services | ¥ | 2,850.1 | ¥ | 2,819.2 | ¥ | (30.9) | (1.1)% |
| Cellular services revenues | | 2,598.8 | | 2,559.4 | | (39.4) | (1.5) |
| - Voice revenues | | 1,337.0 | | 1,187.8 | | (149.3) | (11.2) |
| - Packet communications revenues | | 1,261.8 | | 1,371.7 | | 109.9 | 8.7 |
| Other revenues | | 251.3 | | 259.8 | | 8.5 | 3.4 |
| Equipment sales | | 359.0 | | 354.9 | | (4.1) | (1.1) |
| Total operating revenues | ¥ | 3,209.1 | ¥ | 3,174.2 | ¥ | (35.0) | (1.1)% |

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

<Operating expenses>

| | September 30, Nine months ended December 31, 2010 | | September 30, Nine months ended December 31, 2011 | | September 30, Increase (Decrease) | | September 30, |
|---|---|----------------|---|----------------|---|---------------|---------------|
| | Billions of yen | | | | | | |
| Personnel expenses | ¥ | 195.7 | ¥ | 204.3 | ¥ | 8.6 | 4.4% |
| Non-personnel expenses | | 1,495.0 | | 1,493.5 | | (1.5) | (0.1) |
| Depreciation and amortization | | 496.1 | | 488.6 | | (7.5) | (1.5) |
| Loss on disposal of property, plant and equipment and intangible assets | | 23.1 | | 21.0 | | (2.1) | (9.1) |
| Communication network charges | | 211.6 | | 193.8 | | (17.9) | (8.4) |
| Taxes and public dues | | 29.1 | | 29.2 | | 0.1 | 0.5 |
| Total operating expenses | ¥ | 2,450.6 | ¥ | 2,430.4 | ¥ | (20.3) | (0.8)% |

Table of Contents**DOCOMO Earnings Release****Nine Months Ended December 31, 2011****ii. Segment Results****Mobile phone business**

During the nine months ended December 31, 2011, we continually implemented various business transformation initiatives from a customer-centric perspective, and released 49 new models in our new smartphone series and other product lines to offer products and services catered to the diverse needs of customers. As a result, the number of smartphones sold during the nine months ended December 31, 2011 reached 5.53 million units. We were also awarded the No. 1 ranking in J. D. Power Asia Pacific's 2011 Japan Mobile Phone Service Study^{SM*1} for two consecutive years and 2011 Japan Business Mobile Phone/PHS Service Study^{SM*2} for the third year in a row.

With respect to Xi LTE service launched in December 2010, we expanded our service coverage to prefectural capital-size cities across Japan and introduced new billing plans for voice calls, such as Xi Talk 24, which allows users to make unlimited domestic voice calls to all docomo users for a flat monthly rate at anytime of the day. As a result, the total number of Xi subscriptions grew to 1.14 million as of December 31, 2011.

As part of actions taken to boost packet revenues, we started offering new prepaid data billing plans for PlayStation Vita, a portable gaming console of Sony Computer Entertainment, Inc.

As new services for smartphones, we launched the dmenu portal, which provides users with access to a wide array of contents and services, and dmarket, a content store directly operated by DOCOMO. To enrich our cloud services for enterprise users and to expand the adoption of smartphone-enabled solutions, we entered into a capital and business alliance with NTT DATA INTRAMART CORP.

In an effort to cultivate new growth areas, we started docomo Healthcare, a service that provides users with assistance for health management and disease prevention. Also, we entered into a basic agreement with OMRON HEALTHCARE Co., Ltd. to conduct studies for a potential capital and business alliance with a view to establishing a new company for the purpose of jointly developing and providing health/medical support services.

As of December 31, 2011, the total number of our cellular service subscriptions was 59.62 million (an increase of 2.41 million compared to the number as of December 31, 2010), and our cellular churn rate for the nine months ended December 31, 2011 was 0.53%. Although packet ARPU increased from the same period of the previous fiscal year due to increased packet usage resulting from the expanded uptake of smartphones and other factors, voice ARPU posted a decrease due primarily to an increase in the number of Value Plan subscriptions, which reached approximately 44.70 million following its launch in November 2007. As a result, aggregate ARPU for the nine months ended December 31, 2011 decreased by 4.4% from the same period of the previous fiscal year to ¥4,940.

With regard to equipment sales, equipment sales revenues and cost of equipment sold decreased from the same period of the previous fiscal year due primarily to a decline in purchase and wholesale prices per unit.

As a result of the foregoing, operating revenues and operating income from mobile phone business for the nine months ended December 31, 2011 were ¥3,078.6 billion (a decrease of ¥28.2 billion from the same period of the previous fiscal year) and ¥750.0 billion (a decrease of ¥14.7 billion from the same period of the previous fiscal year), respectively.

*1: J. D. Power Asia Pacific 2010-2011 Japan Mobile Phone Service StudySM. The 2011 survey results were based on the 31,200 responses obtained during August 2011 from mobile phone users residing in Japan.

*2: J. D. Power Asia Pacific 2009-2011 Japan Business Mobile Phone/PHS Service StudySM. The 2011 survey results were based on the 3,214 responses obtained from 2,466 businesses with 100 or more employees concerning the services of carriers providing mobile phone/PHS

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services. (Each respondent evaluated up to two mobile telephone/PHS providers).
<http://www.jdpower.co.jp/>

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DOCOMO Earnings Release

Nine Months Ended December 31, 2011

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

<Number of subscriptions by services>

| | September 30, December 31, 2010 | September 30, December 31, 2011 | September 30, Increase (Decrease) | September 30, 4.2% |
|---------------------------|------------------------------------|------------------------------------|---|-----------------------|
| | Thousand subscriptions | | | |
| Cellular services | 57,210 | 59,624 | 2,414 | 4.2% |
| Cellular (Xi) services | 1 | 1,139 | 1,138 | |
| Cellular (FOMA) services | 55,572 | 57,962 | 2,389 | 4.3 |
| Cellular (mova) services | 1,636 | 523 | (1,113) | (68.0) |
| packet flat-rate services | 30,174 | 35,153 | 4,979 | 16.5 |
| i-mode services | 48,530 | 44,737 | (3,793) | (7.8) |
| sp-mode services | 936 | 6,971 | 6,036 | 644.9 |
| i-channel services | 16,493 | 15,830 | (663) | (4.0) |
| i-concier services | 5,800 | 5,761 | (39) | (0.7) |

- Notes:
1. Number of subscriptions to Cellular services, Cellular (FOMA) services and Cellular (mova) 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.
 3. Number of subscriptions to packet flat-rate services includes subscriptions to Xi Pake-hodai Flat, Xi Pake-hodai double, Pake-hodai Flat, Pake-hodai double, Pake-hodai double 2, Pake-hodai simple, Pake-hodai full, Pake-hodai, Biz-hodai plan Flat, Xi data plan, Xi data plan 2, Flat-rate data plan Flat, Flat-rate data plan Standard, Flat-rate data plan Standard Flat-rate data plan 64K, and Flat-rate data plan HIGH-SPEED.

<Number of handsets sold and churn rate>

| | September 30, Nine months ended December 31, 2010 | September 30, Nine months ended December 31, 2011 | September 30, Increase (Decrease) | September 30, 13.4% |
|--|---|---|---|------------------------|
| | Thousand units | | | |
| Number of handsets sold | 13,587 | 15,411 | 1,825 | 13.4% |
| Cellular (Xi) services | | | | |
| New Xi subscription | 1 | 812 | 811 | |
| Change of subscription from FOMA or mova | 0 | 333 | 332 | |
| Xi handset upgrade by Xi subscribers | 0 | 11 | 11 | |
| Cellular (FOMA) services | | | | |

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| | | | | |
|---|-------|---------------|------------|--------|
| New FOMA subscription | 3,478 | 3,586 | 109 | 3.1 |
| Change of subscription from Xi or mova | 1,056 | 555 | (502) | (47.5) |
| FOMA handset upgrade by FOMA subscribers | 9,044 | 10,112 | 1,069 | 11.8 |
| Cellular (mova) services | | | | |
| New mova subscription | 5 | 1 | (4) | (77.0) |
| mova handset upgrade by mova subscribers and change of subscription from Xi or FOMA | 3 | 1 | (2) | (67.9) |
| Churn Rate | 0.46% | 0.53% | 0.07 point | |

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DOCOMO Earnings Release

Nine Months Ended December 31, 2011

<Trend of ARPU and MOU>

| | September 30, Nine months ended December 31, 2010 | September 30, Nine months ended December 31, 2011 | September 30, Yen Increase (Decrease) | September 30, Increase (Decrease) |
|--------------------------------|---|---|--|---|
| Aggregate ARPU* (Xi+FOMA+mova) | ¥ 5,170 | ¥ 4,940 | ¥ (230) | (4.4)% |
| Voice ARPU | 2,640 | 2,270 | (370) | (14.0) |
| Packet ARPU | 2,530 | 2,670 | 140 | 5.5 |
| Aggregate ARPU (FOMA) | 5,230 | 4,960 | (270) | (5.2) |
| Voice ARPU | 2,640 | 2,280 | (360) | (13.6) |
| Packet ARPU | 2,590 | 2,680 | 90 | 3.5 |
| Aggregate ARPU (mova) | 3,320 | 3,250 | (70) | (2.1) |
| Voice ARPU | 2,760 | 2,690 | (70) | (2.5) |
| Packet ARPU | 560 | 560 | | |
| MOU* (Xi+FOMA+mova) (minutes) | 134 | 128 | (6) | (4.5)% |

* See 4. (2) Definition and Calculation Methods of ARPU and MOU on page 17 for definition and calculation methods.
Results of operations are as follows:

<Results of operations>

| | September 30, Nine months ended December 31, 2010 | September 30, Nine months ended December 31, 2011 | September 30, Billions of yen Increase (Decrease) | September 30, Increase (Decrease) |
|---|---|---|--|---|
| Operating revenues from mobile phone business | ¥ 3,106.8 | ¥ 3,078.6 | ¥ (28.2) | (0.9)% |
| Operating income from mobile phone business | 764.8 | 750.0 | (14.7) | (1.9) |

Table of Contents**DOCOMO Earnings Release****Nine Months Ended December 31, 2011****Miscellaneous businesses**

Operating revenues from miscellaneous businesses for the nine months ended December 31, 2011 were ¥95.6 billion, which represented 3.0% of total operating revenues. The revenues derived mainly from home shopping services provided primarily through TV media, high-speed internet connection services for hotel facilities, advertisement services, development, sales and maintenance of IT systems, and credit services. Operating expenses from miscellaneous businesses were ¥101.8 billion, and as a result, operating loss from miscellaneous businesses was ¥6.2 billion.

Results of operations are as follows:

<Results of operations>

| | September 30, Nine months ended December 31, 2010 | September 30, Nine months ended December 31, 2011 | September 30, Nine months ended December 31, 2011 | September 30, Nine months ended December 31, 2011 | September 30, Nine months ended December 31, 2011 |
|---|---|---|---|---|---|
| | Billions of yen | | | | |
| | | | | Increase (Decrease) | |
| Operating revenues from miscellaneous businesses | ¥ 102.3 | ¥ 95.6 | ¥ | (6.8) | (6.6)% |
| Operating income (loss) from miscellaneous businesses | (6.3) | (6.2) | | 0.0 | 0.4 |

iii. Trend of Capital Expenditures

We strived to improve the quality of our FOMA service area thoroughly and effectively expand the network infrastructure of Xi service area. In addition, we efficiently reinforced our network capacity and implemented other measures to meet an increase in data traffic demand. As a result of these initiatives, total capital expenditures for the nine months ended December 31, 2011 were ¥501.3 billion (increase 7.1% compared to the same period of previous fiscal year).

<Capital expenditures>

| | September 30, Nine months ended December 31, 2010 | September 30, Nine months ended December 31, 2011 | September 30, Nine months ended December 31, 2011 | September 30, Nine months ended December 31, 2011 | September 30, Nine months ended December 31, 2011 |
|---------------------------------------|---|---|---|---|---|
| | Billions of yen | | | | |
| | | | | Increase (Decrease) | |
| Total capital expenditures | ¥ 468.3 | ¥ 501.3 | ¥ | 33.0 | 7.1% |
| Mobile phone business | 376.2 | 399.6 | | 23.4 | 6.2 |
| Other (including information systems) | 92.1 | 101.8 | | 9.7 | 10.5 |

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Nine Months Ended December 31, 2011

(2) Financial Review

i. Financial Position

| | September 30, December 31, 2010 | September 30, December 31, 2011 | September 30, Billions of yen Increase (Decrease) | September 30, Increase (Decrease) | September 30, (Reference) March 31, 2011 |
|---|------------------------------------|------------------------------------|--|---|--|
| Total assets | ¥ 6,848.6 | ¥ 6,700.7 | ¥ (147.9) | (2.2)% | ¥ 6,791.6 |
| NTT DOCOMO, INC. shareholders' equity | 4,837.8 | 4,990.5 | 152.7 | 3.2 | 4,850.4 |
| Liabilities | 1,983.4 | 1,663.6 | (319.8) | (16.1) | 1,914.0 |
| Including: Interest bearing liabilities | 609.0 | 256.2 | (352.8) | (57.9) | 428.4 |
| Shareholders' equity ratio (1) | 70.6% | 74.5% | 3.9 point | | 71.4% |
| Debt ratio (2) | 11.2% | 4.9% | (6.3)point | | 8.1% |

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

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

ii. Cash Flow Conditions

For the nine months ended December 31, 2011, net cash provided by operating activities was ¥708.6 billion, a decrease of ¥45.9 billion (6.1%) from the same period of the previous fiscal year. This was mainly due to a decrease of the cash collections in relation to subscribers handset purchases under the installment method.

Net cash used in investing activities was ¥746.9 billion, an increase of uses by ¥227.0 billion (43.7%) from the same period of the previous fiscal year. This was mainly due to an increase in purchases of short-term investments of more than three months for cash management purpose and due to a decrease of proceeds from redemption of short-term bailment for consumption to a related party.

Net cash used in financing activities was ¥377.7 billion, an increase of uses by ¥153.9 billion (68.8%) from the same period of the previous fiscal year. This was mainly due to an increase in repayment of long-term debt.

The balance of cash and cash equivalents was ¥348.8 billion as of December 31, 2011, a decrease of ¥416.7 billion (54.4%) from the previous fiscal year end.

| | September 30, Nine months ended December 31, 2010 | September 30, Nine months ended December 31, 2011 | September 30, Billions of yen Increase (Decrease) | September 30, Increase (Decrease) |
|---|---|---|--|---|
| Net cash provided by operating activities | ¥ 754.5 | ¥ 708.6 | ¥ (45.9) | (6.1)% |
| Net cash used in investing activities | (519.9) | (746.9) | (227.0) | (43.7) |
| Net cash provided by (used in) financing activities | (223.8) | (377.7) | (153.9) | (68.8) |

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| | | | | |
|---|-------|--------------|---------|--------|
| Free cash flows (1) | 234.6 | (38.3) | (272.9) | |
| Free cash flows excluding the effects of irregular factors (2) and changes in investments for cash management purposes (3)* | 394.1 | 316.0 | (78.1) | (19.8) |

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

(2) Irregular factors = Effects of uncollected revenues due to bank closures at the end of the fiscal period

(3) 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 18.

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DOCOMO Earnings Release

Nine Months Ended December 31, 2011

(3) Prospects for the Fiscal Year Ending March 31, 2012

Due to the tax reform which was enacted on November 30, 2011, the corporate tax rate for the fiscal year ending March 31, 2013 and thereafter will be changed, and the aggregate statutory income tax rate will decline. Since part of the net deferred tax assets was derecognized, we have revised the previous forecasts that were announced on November 2, 2011 as follows.

This decrease in net income due to the tax reform is temporary and limited for the fiscal year ending March 31, 2012. In the following fiscal years, we expect the decline of aggregate statutory income tax rate will lead to an increase in net income attributable to NTT DOCOMO, INC.

| | September 30, Year ending March 31, 2012 (Previous Forecasts) | September 30, Year ending March 31, 2012 (Revised Forecasts) | September 30, Billions of yen Increase (Decrease) | September 30, Year ended March 31, 2011 (Actual Results) |
|--|--|---|--|---|
| Operating revenues | ¥ 4,240.0 | ¥ 4,240.0 | ¥ | % ¥ 4,224.3 |
| Operating income | 870.0 | 870.0 | | 844.7 |
| Income before income taxes | 874.0 | 874.0 | | 835.3 |
| Net income attributable to NTT DOCOMO, INC. | 514.0 | 474.0 | (40.0) | (7.8) 490.5 |

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DOCOMO Earnings Release

Nine Months Ended December 31, 2011

2. Other Information

(1) Changes in Significant Subsidiaries

None

(2) Application of Simplified or Exceptional Accounting

None

(3) Changes in Accounting Policies

Multiple-Deliverable Revenue Arrangements

Effective April 1, 2011, DOCOMO adopted Accounting Standards Update (ASU) 2009-13 Revenue Recognition (Topic 605): Multiple-Deliverable Revenue Arrangements issued by Financial Accounting Standards Board (FASB) in October 2009. ASU2009-13 requires allocation of the overall consideration to each deliverable in an arrangement with multiple deliverables using the estimated selling price in the absence of vendor-specific objective evidence or third-party evidence of selling price for deliverables and eliminates residual method of allocation. The adoption of ASU2009-13 did not have a material impact on DOCOMO 's results of operations and financial position.

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DOCOMO Earnings Release

Nine Months Ended December 31, 2011

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

| | Millions of yen | |
|---|---------------------------------|------------------------------------|
| | September 30, March 31, 2011 | September 30, December 31, 2011 |
| ASSETS | | |
| Current assets: | | |
| Cash and cash equivalents | ¥ 765,551 | ¥ 348,814 |
| Short-term investments | 141,028 | 342,235 |
| Accounts receivable | 762,411 | 922,669 |
| Credit card receivables | 160,446 | 194,187 |
| Allowance for doubtful accounts | (18,021) | (21,986) |
| Inventories | 146,357 | 181,962 |
| Deferred tax assets | 83,609 | 71,438 |
| Prepaid expenses and other current assets | 113,918 | 119,666 |
| Total current assets | 2,155,299 | 2,158,985 |
| Property, plant and equipment: | | |
| Wireless telecommunications equipment | 5,569,818 | 5,706,998 |
| Buildings and structures | 845,588 | 856,588 |
| Tools, furniture and fixtures | 507,914 | 510,592 |
| Land | 198,842 | 199,685 |
| Construction in progress | 95,251 | 137,715 |
| Accumulated depreciation and amortization | (4,694,094) | (4,895,901) |
| Total property, plant and equipment, net | 2,523,319 | 2,515,677 |
| Non-current investments and other assets: | | |
| Investments in affiliates | 525,456 | 498,156 |
| Marketable securities and other investments | 128,138 | 119,138 |
| Intangible assets, net | 672,256 | 677,581 |
| Goodwill | 205,573 | 197,396 |
| Other assets | 249,919 | 237,753 |
| Deferred tax assets | 331,633 | 296,007 |
| Total non-current investments and other assets | 2,112,975 | 2,026,031 |
| Total assets | ¥ 6,791,593 | ¥ 6,700,693 |
| LIABILITIES AND EQUITY | | |
| Current liabilities: | | |
| Current portion of long-term debt | ¥ 173,102 | ¥ 15,034 |
| Short-term borrowings | 276 | 1,215 |

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| | | |
|---|------------------|------------------|
| Accounts payable, trade | 609,337 | 631,785 |
| Accrued payroll | 54,801 | 41,759 |
| Accrued interest | 916 | 379 |
| Accrued income taxes | 162,032 | 82,798 |
| Other current liabilities | 122,704 | 147,588 |
| Total current liabilities | 1,123,168 | 920,558 |
| Long-term liabilities: | | |
| Long-term debt (exclusive of current portion) | 255,000 | 240,000 |
| Accrued liabilities for point programs | 199,587 | 177,938 |
| Liability for employees' retirement benefits | 152,647 | 159,103 |
| Other long-term liabilities | 183,597 | 166,015 |
| Total long-term liabilities | 790,831 | 743,056 |
| Total liabilities | 1,913,999 | 1,663,614 |
| Equity: | | |
| NTT DOCOMO, INC. shareholders' equity | | |
| Common stock | 949,680 | 949,680 |
| Additional paid-in capital | 732,914 | 732,592 |
| Retained earnings | 3,621,965 | 3,792,662 |
| Accumulated other comprehensive income (loss) | (76,955) | (107,245) |
| Treasury stock, at cost | (377,168) | (377,168) |
| Total NTT DOCOMO, INC. shareholders' equity | 4,850,436 | 4,990,521 |
| Noncontrolling interests | 27,158 | 46,558 |
| Total equity | 4,877,594 | 5,037,079 |
| Total liabilities and equity | ¥ 6,791,593 | ¥ 6,700,693 |

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DOCOMO Earnings Release

Nine Months Ended December 31, 2011

(2) Consolidated Statements of Income and Comprehensive Income

| | Millions of yen | |
|---|--|---|
| | September 30, Nine Months Ended December 31, 2010 | September 30, Nine Months Ended December 31, 2011 |
| Operating revenues: | | |
| Wireless services | ¥ 2,850,116 | ¥ 2,819,222 |
| Equipment sales | 359,013 | 354,932 |
| Total operating revenues | 3,209,129 | 3,174,154 |
| Operating expenses: | | |
| Cost of services (exclusive of items shown separately below) | 687,578 | 683,712 |
| Cost of equipment sold (exclusive of items shown separately below) | 482,552 | 477,291 |
| Depreciation and amortization | 496,112 | 488,590 |
| Selling, general and administrative | 784,386 | 780,777 |
| Total operating expenses | 2,450,628 | 2,430,370 |
| Operating income | 758,501 | 743,784 |
| Other income (expense): | | |
| Interest expense | (3,638) | (2,386) |
| Interest income | 1,024 | 1,000 |
| Other, net | (7,250) | 1,685 |
| Total other income (expense) | (9,864) | 299 |
| Income before income taxes | 748,637 | 744,083 |
| Income taxes: | | |
| Current | 289,489 | 270,378 |
| Deferred | 13,881 | 72,113 |
| Total income taxes | 303,370 | 342,491 |
| Equity in net income (losses) of affiliates, net of applicable taxes | 375 | (7,901) |
| Net income | 445,642 | 393,691 |
| Less: Net (income) loss attributable to noncontrolling interests | (1,659) | 931 |
| Net income attributable to NTT DOCOMO, INC. | ¥ 443,983 | ¥ 394,622 |

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| | | | | |
|---|---|----------------|---|-------------------|
| Net income | ¥ | 445,642 | ¥ | 393,691 |
| Other comprehensive income (loss): | | | | |
| Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes | | (3,449) | | (3,550) |
| Change in fair value of derivative instruments, net of applicable taxes | | (14) | | (12) |
| Foreign currency translation adjustment, net of applicable taxes | | (19,050) | | (27,053) |
| Pension liability adjustment, net of applicable taxes | | (30) | | 313 |
| Total other comprehensive income (loss) | | (22,543) | | (30,302) |
| Comprehensive income | | 423,099 | | 363,389 |
| Less: Comprehensive (income) loss attributable to noncontrolling interests | | (1,621) | | 943 |
| Comprehensive income attributable to NTT DOCOMO, INC. | ¥ | 421,478 | ¥ | 364,332 |
| PER SHARE DATA | | | | |
| Weighted average common shares outstanding Basic and Diluted (shares) | | 41,604,852 | | 41,467,601 |
| Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. (yen) | ¥ | 10,671.42 | ¥ | 9,516.39 |

Table of Contents**DOCOMO Earnings Release****Nine Months Ended December 31, 2011**

| | Millions of yen | |
|---|---|--|
| | September 30, Three Months Ended December 31, 2010 | September 30, Three Months Ended December 31, 2011 |
| Operating revenues: | | |
| Wireless services | ¥ 951,121 | ¥ 941,444 |
| Equipment sales | 119,856 | 119,727 |
| Total operating revenues | 1,070,977 | 1,061,171 |
| Operating expenses: | | |
| Cost of services (exclusive of items shown separately below) | 235,767 | 247,125 |
| Cost of equipment sold (exclusive of items shown separately below) | 161,722 | 159,461 |
| Depreciation and amortization | 174,146 | 170,206 |
| Selling, general and administrative | 272,311 | 249,096 |
| Total operating expenses | 843,946 | 825,888 |
| Operating income | 227,031 | 235,283 |
| Other income (expense): | | |
| Interest expense | (1,114) | (706) |
| Interest income | 333 | 328 |
| Other, net | (4,621) | (2,693) |
| Total other income (expense) | (5,402) | (3,071) |
| Income before income taxes | 221,629 | 232,212 |
| Income taxes: | | |
| Current | 84,968 | 74,750 |
| Deferred | 5,199 | 60,155 |
| Total income taxes | 90,167 | 134,905 |
| Equity in net income (losses) of affiliates, net of applicable taxes | 3,353 | (2,091) |
| Net income | 134,815 | 95,216 |
| Less: Net (income) loss attributable to noncontrolling interests | (579) | 388 |
| Net income attributable to NTT DOCOMO, INC. | ¥ 134,236 | ¥ 95,604 |
| Net income | ¥ 134,815 | ¥ 95,216 |
| Other comprehensive income (loss): | | |

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| | | |
|---|------------------|---------------------|
| Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes | 4,137 | 5,829 |
| Change in fair value of derivative instruments, net of applicable taxes | 40 | (2) |
| Foreign currency translation adjustment, net of applicable taxes | (5,715) | (24,853) |
| Pension liability adjustment, net of applicable taxes | (40) | 80 |
| Total other comprehensive income (loss) | (1,578) | (18,946) |
| Comprehensive income | 133,237 | 76,270 |
| Less: Comprehensive (income) loss attributable to noncontrolling interests | (557) | 385 |
| Comprehensive income attributable to NTT DOCOMO, INC. | ¥ 132,680 | ¥ 76,655 |

PER SHARE DATA

| | | |
|---|----------------|-----------------------|
| Weighted average common shares outstanding Basic and Diluted (shares) | 41,603,083 | 41,467,601 |
| Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. (yen) | ¥ 3,226.59 | ¥ 2,305.51 |

Table of Contents**DOCOMO Earnings Release****Nine Months Ended December 31, 2011****(3) Consolidated Statements of Cash Flows**

| | Millions of yen | |
|--|--|---|
| | September 30, Nine Months Ended December 31, 2010 | September 30, Nine Months Ended December 31, 2011 |
| Cash flows from operating activities: | | |
| Net income | ¥ 445,642 | ¥ 393,691 |
| Adjustments to reconcile net income to net cash provided by operating activities | | |
| Depreciation and amortization | 496,112 | 488,590 |
| Deferred taxes | 13,371 | 65,486 |
| Loss on sale or disposal of property, plant and equipment | 13,672 | 12,460 |
| Equity in net (income) losses of affiliates | 376 | 14,526 |
| Changes in assets and liabilities: | | |
| (Increase) / decrease in accounts receivable | (96,694) | (160,584) |
| (Increase) / decrease in credit card receivables | (20,986) | (16,463) |
| Increase / (decrease) in allowance for doubtful accounts | 2,396 | 4,004 |
| (Increase) / decrease in inventories | (33,477) | (35,634) |
| (Increase) / decrease in prepaid expenses and other current assets | (13,503) | (7,453) |
| (Increase) / decrease in non-current installment receivables for handsets | 3,155 | 298 |
| Increase / (decrease) in accounts payable, trade | (19,876) | 29,132 |
| Increase / (decrease) in accrued income taxes | (88,114) | (79,207) |
| Increase / (decrease) in other current liabilities | 5,564 | 25,957 |
| Increase / (decrease) in accrued liabilities for point programs | 54,874 | (21,649) |
| Increase / (decrease) in liability for employees' retirement benefits | 5,906 | 6,455 |
| Increase / (decrease) in other long-term liabilities | (30,744) | (16,636) |
| Other, net | 16,849 | 5,643 |
| Net cash provided by operating activities | 754,523 | 708,616 |
| Cash flows from investing activities: | | |
| Purchases of property, plant and equipment | (318,769) | (343,102) |
| Purchases of intangible and other assets | (193,996) | (180,656) |
| Purchases of non-current investments | (4,765) | (34,069) |
| Proceeds from sale of non-current investments | 794 | 2,219 |
| Acquisitions of subsidiaries, net of cash acquired | (7,678) | |
| Purchases of short-term investments | (744,825) | (883,596) |
| Redemption of short-term investments | 686,335 | 692,285 |
| Long-term bailment for consumption to a related party | (20,000) | |
| Short-term bailment for consumption to a related party | (20,000) | |
| Proceeds from redemption of short-term bailment for consumption to a related party | 110,000 | |
| Other, net | (6,994) | 31 |
| Net cash used in investing activities | (519,898) | (746,888) |
| Cash flows from financing activities: | | |
| Repayment of long-term debt | (32) | (171,837) |

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| | | |
|--|------------------|------------------|
| Proceeds from short-term borrowings | 367 | 3,210 |
| Repayment of short-term borrowings | (395) | (2,177) |
| Principal payments under capital lease obligations | (3,249) | (3,308) |
| Payments to acquire treasury stock | (3,169) | |
| Dividends paid | (216,088) | (223,671) |
| Proceeds from noncontrolling interests | | 21,331 |
| Other, net | (1,243) | (1,280) |
| Net cash provided by (used in) financing activities | (223,809) | (377,732) |
| Effect of exchange rate changes on cash and cash equivalents | (1,342) | (733) |
| Net increase (decrease) in cash and cash equivalents | 9,474 | (416,737) |
| Cash and cash equivalents at beginning of period | 357,715 | 765,551 |
| Cash and cash equivalents at end of period | ¥ 367,189 | ¥ 348,814 |
| Supplemental disclosures of cash flow information: | | |
| Cash received during the period for: | | |
| Income tax refunds | ¥ 301 | ¥ 247 |
| Cash paid during the period for: | | |
| Interest, net of amount capitalized | 3,533 | 2,923 |
| Income taxes | 378,858 | 351,819 |

Table of Contents**DOCOMO Earnings Release****Nine Months Ended December 31, 2011****(4) Going Concern Assumption**

None

(5) Segment Reporting

| | September 30, | September 30, | September 30, |
|--------------------------|--------------------------|-----------------------------|---------------|
| | Millions of yen | | |
| Three months ended | Mobile phone business | Miscellaneous businesses | Consolidated |
| December 31, 2010 | | | |
| Operating revenues | ¥ 1,035,015 | ¥ 35,962 | ¥ 1,070,977 |
| Operating expenses | 803,372 | 40,574 | 843,946 |
| Operating income (loss) | ¥ 231,643 | ¥ (4,612) | ¥ 227,031 |

| | September 30, | September 30, | September 30, |
|--------------------------|--------------------------|-----------------------------|---------------|
| | Millions of yen | | |
| Three months ended | Mobile phone business | Miscellaneous businesses | Consolidated |
| December 31, 2011 | | | |
| Operating revenues | ¥ 1,027,758 | ¥ 33,413 | ¥ 1,061,171 |
| Operating expenses | 790,576 | 35,312 | 825,888 |
| Operating income (loss) | ¥ 237,182 | ¥ (1,899) | ¥ 235,283 |

| | September 30, | September 30, | September 30, |
|--------------------------|--------------------------|-----------------------------|---------------|
| | Millions of yen | | |
| Nine months ended | Mobile phone business | Miscellaneous businesses | Consolidated |
| December 31, 2010 | | | |
| Operating revenues | ¥ 3,106,817 | ¥ 102,312 | ¥ 3,209,129 |
| Operating expenses | 2,342,048 | 108,580 | 2,450,628 |
| Operating income (loss) | ¥ 764,769 | ¥ (6,268) | ¥ 758,501 |

| | September 30, | September 30, | September 30, |
|-------------------|--------------------------|-----------------------------|---------------|
| | Millions of yen | | |
| Nine months ended | Mobile phone business | Miscellaneous businesses | Consolidated |

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December 31, 2011

| | | | | | | |
|-------------------------|---|-----------|---|---------|---|-----------|
| Operating revenues | ¥ | 3,078,603 | ¥ | 95,551 | ¥ | 3,174,154 |
| Operating expenses | | 2,328,574 | | 101,796 | | 2,430,370 |
| Operating income (loss) | ¥ | 750,029 | ¥ | (6,245) | ¥ | 743,784 |

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

(6) Significant Changes in NTT DOCOMO, INC. Shareholders Equity

None

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DOCOMO Earnings Release

Nine Months Ended December 31, 2011

4. Appendices

(1) Operating Data for the 3rd Quarter of Fiscal Year Ending March 31, 2012

Full-year Forecasts: as revised on November 2, 2011

| | September 30, | September 30, | September 30, | September 30, | September 30, | September 30, | September 30, |
|---|----------------------|------------------------------------|-------------------------------------|-------------------------------------|--------------------------------------|-------------------------------------|--|
| | | [Ref.] | Fiscal Year Ending Mar. 31, 2012 | First Quarter (Apr. - Jun. 2011) | Second Quarter (Jul. - Sep. 2011) | Third Quarter (Oct. - Dec. 2011) | [Ref.] Fiscal Year Ending Mar. 31, 2011 |
| | | Fiscal Year Ended Mar. 31, 2011 | Nine Months (Apr. - Dec. 2011) | Results | Results | Results | Full-year Forecasts |
| Number of Subscriptions and Other Operating Data | | | | | | | |
| Global Subscriptions | thousands | 58,010 | 59,624 | 58,415 | 58,993 | 59,624 | 60,200 |
| Mobile Subscriptions | thousands | 26 | 1,139 | 121 | 389 | 1,139 | 1,300 |
| Mobile Subscriptions (1) | thousands | 56,746 | 57,962 | 57,324 | 57,862 | 57,962 | 58,800 |
| Mobile Communication Module Service (FOMA) | thousands | 1,606 | 2,061 | 1,724 | 1,871 | 2,061 | 2,100 |
| Mobile Communication Module Service (mova) | thousands | 1,239 | 523 | 969 | 743 | 523 | 500 |
| Mobile Communication Module Service (DoPa) | thousands | 363 | 202 | 306 | 254 | 202 | 200 |
| Mobile Prepaid Subscriptions | thousands | 21 | 200 | 16 | 12 | 200 | 200 |
| Mobile Flat-rate Services Subscriptions (2) | thousands | 31,921 | 35,153 | 33,109 | 34,267 | 35,153 | 35,153 |
| Change in Increase from Previous Period (3) | thousands | 1,928 | 1,615 | 405 | 578 | 631 | 2,200 |
| Mobile Subscriptions (1) | thousands | 26 | 1,114 | 96 | 267 | 751 | 1,300 |
| Mobile Subscriptions (2) | thousands | 3,542 | 1,216 | 578 | 538 | 100 | 2,100 |
| Mobile Subscriptions (3) | thousands | (1,640) | (716) | (269) | (227) | (220) | (1,200) |
| Mobile Subscriptions Rate (3) | % | 0.47 | 0.53 | 0.49 | 0.50 | 0.59 | 0.59 |
| Number of Handsets (Xi+FOMA+mova) | | | | | | | |
| Mobile Handsets (4) | thousands | 19,055 | 15,411 | 4,645 | 5,701 | 5,066 | 43,300 |
| Mobile Handsets (5) | thousands | 48,141 | 44,737 | 47,450 | 46,183 | 44,737 | 43,300 |
| Mobile Handsets (6) | thousands | 2,095 | 6,971 | 3,296 | 5,375 | 6,971 | 9,400 |
| Mobile Handsets (7) | thousands | 16,233 | 15,830 | 15,705 | 15,886 | 15,830 | 15,830 |
| Mobile Handsets (8) | thousands | 6,224 | 5,761 | 6,135 | 6,007 | 5,761 | 5,761 |
| Mobile Handsets (9) | thousands | 12,321 | 12,776 | 12,463 | 12,686 | 12,776 | 12,776 |
| Revenue and MOU | | | | | | | |
| Mobile Revenue (1) | yen/month/subscriber | 5,070 | 4,940 | 4,960 | 4,970 | 4,880 | 4,800 |
| Mobile Revenue (2) | yen/month/subscriber | 2,530 | 2,270 | 2,340 | 2,280 | 2,190 | 2,100 |
| Mobile Revenue (3) | yen/month/subscriber | 2,540 | 2,670 | 2,620 | 2,690 | 2,690 | 2,700 |
| Mobile Revenue (4) | yen/month/subscriber | 90 | 90 | 80 | 90 | 90 | 90 |
| Mobile Revenue (5) | yen/month/subscriber | 5,120 | 4,960 | 4,980 | 5,000 | 4,910 | 4,800 |
| Mobile Revenue (6) | yen/month/subscriber | 2,520 | 2,280 | 2,340 | 2,290 | 2,210 | 2,100 |
| Mobile Revenue (7) | yen/month/subscriber | 2,600 | 2,680 | 2,640 | 2,710 | 2,700 | 2,700 |
| Mobile Revenue (8) | yen/month/subscriber | 90 | 90 | 80 | 90 | 90 | 90 |
| Mobile Revenue (9) | yen/month/subscriber | 3,280 | 3,250 | 3,230 | 3,260 | 3,290 | 3,200 |
| Mobile Revenue (10) | yen/month/subscriber | 2,720 | 2,690 | 2,680 | 2,700 | 2,730 | 2,700 |
| Mobile Revenue (11) | yen/month/subscriber | 560 | 560 | 550 | 560 | 560 | 560 |
| Mobile Revenue (12) | yen/month/subscriber | 0 | 0 | 0 | 10 | 10 | 10 |

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| | | | | | | |
|----------------------|---------------------------|-----|------------|-----|-----|-----|
| J (Xi+FOMA+mova) (9) | minute/month/subscription | 134 | 128 | 128 | 129 | 126 |
| J (FOMA) (9) | minute/month/subscription | 137 | 129 | 129 | 129 | 128 |
| J (mova) (9) | minute/month/subscription | 44 | 38 | 39 | 39 | 36 |

* Please refer to 4. (2) Definition and Calculation Methods of ARPU and MOU for the definition of ARPU and MOU on page 17, and an explanation of the methods used to calculate ARPU and the number of active subscriptions.

- (1) Effective March 3, 2008, FOMA subscription became mandatory for subscription to 2in1 services, and those FOMA subscriptions are included in the number of FOMA subscribers.
- (2) Sum of Xi Pake-hodai FLAT, Xi Pake-hodai double, Pake-hodai FLAT, Pake-hodai double/double 2, Pake-hodai simple, Pake-hodai Pake-hodai, Biz-hodai, Xi Data Plan FLAT (includes Ninen), Xi Data Plan/Plan 2 (includes Ninen), Flat-rate data plan FLAT (includes Value), Flat-rate data plan Standard/Standard 2 (includes Value), Flat-rate data plan 64K (includes Value) and Flat-rate data plan HIGH-SPEED (includes Value).
- (3) Data are calculated including communication module services subscriptions.
- (4) Sum of new subscriptions, change of subscription from FOMA/mova to Xi, Xi/mova to FOMA, Xi/FOMA to mova, Xi handset upgrade by Xi subscribers, FOMA handset upgrade by FOMA subscribers and mova handset upgrade by mova subscribers
- (5) Inclusive of DCMX mini subscriptions
- (6) Data are calculated excluding revenues and subscriptions to communication module services, Phone Number Storage and Mail Address Storage.
- (7) Inclusive of circuit-switched data communication
- (8) Inclusive of voice communication and packet communication
- (9) Data are calculated excluding subscriptions to communication module services, Phone Number Storage and Mail Address Storage.

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(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 subscription basis. ARPU is calculated by dividing various revenue items included in operating revenues from our wireless services, such as basic monthly charges, voice communication charges and packet communication charges, from designated services which are incurred consistently each month, by the number of active subscriptions to the relevant services. Accordingly, the calculation of ARPU excludes revenues that are not representative of monthly average usage such as activation fees. We believe that our ARPU figures provide useful information to analyze the average usage per subscription 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 subscription.**ii. ARPU Calculation Methods****a. ARPU (Xi+FOMA+mova)**

Aggregate ARPU (Xi+FOMA+mova) = Voice ARPU (Xi+FOMA+mova) + Packet ARPU (Xi+FOMA+mova)

Voice ARPU (Xi+FOMA+mova): Voice ARPU (Xi+FOMA+mova) Related Revenues (basic monthly charges, voice communication charges) / No. of active subscriptions (Xi+FOMA+mova)

Packet ARPU (Xi+FOMA+mova): Packet ARPU (Xi+FOMA+mova) Related Revenues (basic monthly charges, packet communication charges) / No. of active subscriptions (Xi+FOMA+mova)

b. ARPU (FOMA)

Aggregate ARPU (FOMA) = Voice ARPU (FOMA) + Packet ARPU (FOMA)

Voice ARPU (FOMA): Voice ARPU (FOMA) Related Revenues (basic monthly charges, voice communication charges) / No. of active subscriptions (FOMA)

Packet ARPU (FOMA): Packet ARPU (FOMA) Related Revenues (basic monthly charges, packet communication charges) / No. of active subscriptions (FOMA)

c. ARPU (mova)

Aggregate ARPU (mova) = Voice ARPU (mova) + Packet ARPU (mova)

Voice ARPU (mova): Voice ARPU (mova) Related Revenues (basic monthly charges, voice communication charges) / No. of active subscriptions (mova)

Packet ARPU (mova): Packet ARPU (mova) Related Revenues (basic monthly charges, packet communication charges) / No. of active subscriptions (mova)

iii. Active Subscriptions Calculation Methods

Sum of No. of active subscriptions for each month ((No. of subscriptions at the end of previous month + No. of subscriptions at the end of current month) / 2) during the relevant period

Note: Subscriptions and revenues for communication module services, Phone Number Storage and Mail Address Storage services are not included in the ARPU and MOU calculations.

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(3) Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures

| i. EBITDA and EBITDA margin | September 30, | September 30, | September 30, |
|--|------------------------------|--|---|
| | Year ended March 31, 2011 | Billions of yen Nine months ended December 31, 2010 | Nine months ended December 31, 2011 |
| a. EBITDA | ¥ 1,565.7 | ¥ 1,268.3 | ¥ 1,244.8 |
| Depreciation and amortization | (693.1) | (496.1) | (488.6) |
| Loss on sale or disposal of property, plant and equipment | (27.9) | (13.7) | (12.5) |
| Operating income | 844.7 | 758.5 | 743.8 |
| Other income (expense) | (9.4) | (9.9) | 0.3 |
| Income taxes | (337.8) | (303.4) | (342.5) |
| Equity in net income (losses) of affiliates | (5.5) | 0.4 | (7.9) |
| Less: Net (income) loss attributable to noncontrolling interests | (1.5) | (1.7) | 0.9 |
| b. Net income attributable to NTT DOCOMO, INC. | 490.5 | 444.0 | 394.6 |
| c. Operating revenues | 4,224.3 | 3,209.1 | 3,174.2 |
| EBITDA margin (=a/c) | 37.1% | 39.5% | 39.2% |
| Net income margin (=b/c) | 11.6% | 13.8% | 12.4% |

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. ROCE after tax effect | September 30, | September 30, | September 30, |
|--|------------------------------|--|---|
| | Year ended March 31, 2011 | Billions of yen Nine months ended December 31, 2010 | Nine months ended December 31, 2011 |
| a. Operating income | ¥ 844.7 | ¥ 758.5 | ¥ 743.8 |
| b. Operating income after tax effect {=a*(1-effective tax rate)} | 500.1 | 449.0 | 440.3 |
| c. Capital employed | 5,262.5 | 5,346.5 | 5,262.8 |
| ROCE before tax effect (=a/c) | 16.1% | 14.2% | 14.1% |
| ROCE after tax effect (=b/c) | 9.5% | 8.4% | 8.4% |

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Notes: Capital employed (for annual period) = The average of (NTT DOCOMO, INC. shareholders' equity + Interest bearing liabilities), each as of March 31, 2010 and 2011

Capital employed (for nine months) = The average of (NTT DOCOMO, INC. shareholders' equity + Interest bearing liabilities), each as of March 31, 2010 (or 2011) and December 31, 2010 (or 2011)

Interest bearing liabilities = Current portion of long-term debt + Short-term borrowings + Long-term debt

Effective tax rate:40.8%

iii. Free cash flows excluding irregular factors and changes in investments for cash management purposes

| | September 30, Year ended March 31, 2011 | September 30, Billions of yen Nine months ended December 31, 2010 | September 30, Nine months ended December 31, 2011 |
|---|---|---|--|
| Free cash flows excluding irregular factors and changes in investments for cash management purposes | ¥ 589.8 | ¥ 394.1 | ¥ 316.0 |
| Irregular factors (1) | | (171.0) | (163.0) |
| Changes in investments for cash management purposes(2) | 241.9 | 11.5 | (191.3) |
| Free cash flows | 831.7 | 234.6 | (38.3) |
| Net cash used in investing activities | (455.4) | (519.9) | (746.9) |
| Net cash provided by operating activities | 1,287.0 | 754.5 | 708.6 |

Note: (1) Irregular factors represent the effects of uncollected revenues due to a bank closure at the end of the fiscal period.

(2) 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.

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5. Special Note Regarding Forward-Looking Statements

This earnings 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 earnings release were derived using certain assumptions that are 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 business environment in the telecommunications industry, such as intensifying competition from other service providers, businesses or other technologies caused by Mobile Number Portability, new market entrants and other factors, or the expansion of the areas of competition could limit our acquisition of new subscriptions and retention of existing subscriptions, or may lead to diminishing ARPU or an increase in our costs and expenses.
- (2) Current and new services, usage patterns, and sales schemes introduced by our corporate group may not develop as planned, which could affect our financial condition and limit our growth.
- (3) The introduction or change of various laws or regulations 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.
- (5) Other mobile service providers in the world may not adopt the technologies that are compatible with those used by our corporate group's mobile communications system on a continual basis, which could affect our ability to sufficiently offer international services.
- (6) Our domestic and international investments, alliances and collaborations may not produce the returns or provide the opportunities we expect.
- (7) As electronic payment capability and many other new features are built into our cellular phones/devices, and services of parties other than those belonging to our corporate group are provided through our cellular handsets/devices, potential problems resulting from malfunctions, defects or loss of handsets/devices, or imperfection of services provided by such other parties may arise, which could have an adverse effect on our financial condition and results of operations.
- (8) Social problems that could be caused by misuse 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 the right to license or otherwise use such intellectual property rights on acceptable terms or at all, which may limit our ability to offer certain technologies, products and/or services, and we may also be held liable for damage compensation if we infringe the intellectual property rights of others.
- (11) Events and incidents caused by natural disasters, social infrastructure paralysis such as power shortages, proliferation of harmful substances, terror or other destructive acts, the malfunctioning of equipment or software bugs, deliberate incidents induced by computer viruses, cyber attacks, 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 may adversely affect our credibility and/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 may 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.

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