NTT DOCOMO INC Form 6-K October 29, 2010

# 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 October, 2010.

Commission File Number: 001-31221 Total number of pages: 65

#### 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)

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 b Form 40-F o

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): o

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): o

#### **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: October 29, 2010 By: /s/ OSAMU HIROKADO

Osamu Hirokado

**Head of Investor Relations** 

Information furnished in this form:

- 1. Earnings release dated October 28, 2010 announcing the company s results for the six months ended September 30, 2010
- 2. Presentation material

#### **Table of Contents**

Earnings Release October 28, 2010
For the Six Months Ended September 30, 2010

[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 November 4 2010

Scheduled date for filing of quarterly report: November 4, 2010 Scheduled date for dividend payment: November 19, 2010

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 Six Months Ended September 30, 2010 (April 1, 2010 - September 30, 2010)

(1) Consolidated Results of Operations

(Millions of yen, except per share amounts)

	Operatii Revenu	_	Operat Incon	0	Income b		Net Inco Attributa NTT DOC INC	ble to OMO,
Six months ended September 30, 2010 Six months ended	2,138,152	(0.4)%	531,470	9.5%	527,008	9.8%	309,747	8.8%
September 30, 2009	2,145,807	(5.4)%	485,223	(15.9)%	479,881	(14.3)%	284,718	(17.9)%
					Basic Ear per Sha Attributa NTT	are ble to	Diluted Ear Sha Attribut	re
					DOCON INC	*	NTT DO IN	,
Six months ended S Six months ended S	_		11	11		31 (yen) 99 (yen)	1)	

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

(2) Consolidated Financial Position

(Millions of yen, except per share amounts)

NTT DOCOMO, INC.

	Total	Total Equity	NTT DOCOMO, INC. Shareholders	Shareholders Equity	Shareholders Equity
	Assets	(Net Assets)	Equity	Ratio	<b>per Share</b> 115,765.27
September 30, 2010	6,831,871	4,842,746	4,816,500	70.5%	(yen) 111,423.97
March 31, 2010 <b>2. Dividends</b>	6,756,775	4,662,446	4,635,877	68.6%	(yen)

	Cash dividends per share (yen)									
	End of the first	End of the second	End of the third							
Date of record	quarter	quarter	quarter	Year-end	Total					
Year ended March 31, 2010		2,600.00		2,600.00	5,200.00					
Year ending March 31, 2011		2,600.00								
Year ending March 31, 2011										
(Forecasts)				2,600.00	5,200.00					

Changes in forecasts of dividends during the three months ended September 30, 2010: None

# 3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2011 (April 1, 2010 March 31, 2011)

(Millions of yen, except per share amounts)

			Income		Income be	efore	Net Inco Attributal NTT	ble to	Basic Earnings per Share Attributable to NTT	
	Operatii Revenu	0	Operati Incom	0	Income T	avec	DOCON INC.	,	DOCOMO, INC.	
Year ending March 31,	Kevenu	CS	meom		medile 1	ancs	n.c.		inc.	
2011	4,209,000	(1.8)%	840,000	0.7%	838,000	0.2%	497,000	0.4%	11,945.47	
(Percentages al	oove represent	changes c	ompared to	the corre	esponding pr	revious y	ear)			

Changes in earnings forecasts for the fiscal year ending March 31, 2011 during the three months ended September 30, 2010: Yes

**4. Others** (See 2. Other Information in the attachment page 11 for more information)

(1) Changes in significant subsidiaries for the three months ended September 30, 2010

None

(Changes in significant subsidiaries for the three months ended September 30, 2010 which resulted in changes in scope of consolidation)

(2) Application of simplified or exceptional accounting

None

(Application of simplified or exceptional accounting for quarterly consolidated financial statements)

(3) Changes in significant accounting policies, procedures and presentation

Changes due to revision of accounting standards and other regulations: None

None Others:

Number of issued shares (common stock)

i. Number of issued shares (inclusive of As of September 30, 2010: 43,790,000 shares treasury stock): As of March 31, 2010: 43,790,000 shares

ii. Number of treasury stock: As of September 30, 2010: 2,184,258 shares

As of March 31, 2010: 2,184,258 shares

iii. Number of weighted average common For the six months ended September 30, 2010: 41,605,742 shares For the six months ended September 30, 2009: shares outstanding: 41,759,807 shares

This earnings release is not subject to the quartely review process as required by the Financial

Instruments and

Exchange Act of Japan. As of the

date when this

earning release was issued, the

review process

on quartely

financial

statements as

required by the

Financial

Instruments and

<sup>\*</sup> Presentation on the status of quarterly review process:

Exchange Act had not been finished.

\* Explanation for forecasts of operation 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 the certain asumptions 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, 2011, please refer to the attachment pages 10 and 20.

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Earnings Release for the Six Months Ended September 30, 2010

- 1. Information on Consolidated Results
- (1) Operating Results
- i. Business Overview

As Japan s mobile phone 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, we developed our new corporate vision Pursuing Smart Innovation: HEART with the aim of achieving further growth and delivering new values to customers in view of the possible changes in society in the future. Meanwhile, we have moved ahead with our customer satisfaction improvement initiatives based on our medium-term action plan Change and Challenge . Positioning this fiscal year as a year to enter the execution phase to realize the goals of our Challenge programs, we have swiftly and steadily implemented various measures to achieve an increase in packet ARPU (average monthly revenue per unit), a smooth introduction of the LTE system and others. As a part of such measures, we entered into a basic agreement to partner with Dai Nippon Printing Co., Ltd. in the area of electronic publishing business for mobile devices and started studies for the provision of new services. In addition, since our consolidated subsidiary Multimedia Broadcasting, Inc. obtained the approval for its base station roll-out plan, we commenced the preparations for the provision of multimedia broadcasting services for mobile devices.

For the six months ended September 30, 2010, although voice revenues declined by ¥79.8 billion from the same period of the prior fiscal year due to a decrease in voice ARPU, packet communications revenues increased by ¥49.1 billion through our endeavors to boost subscribers—packet usage and expand the uptake of packet flat-rate services. Other revenues increased by ¥36.4 billion mainly due to the increased subscriptions to—Mobile Phone Protection & Delivery Service—. Equipment sales revenues decreased by ¥13.4 billion due to a reduction in the number of handsets sold to agent resellers and a decline of wholesale price per unit. Consequently, we recognized operating revenues of ¥2,138.2 billion (a decrease of ¥7.7 billion from the same period of the prior fiscal year). Since we reduced our network costs through efficient use of capital expenditures and made ongoing cost-cutting efforts, we recognized operating expenses of ¥1,606.7 billion (a decrease of ¥53.9 billion from the same period of the prior fiscal year). As a result, we recorded an operating income of ¥531.5 billion (an increase of ¥46.2 billion from the same period of the prior fiscal year). Income before income taxes was ¥527.0 billion and net income attributable to NTT DOCOMO, INC. was ¥309.7 billion.

- Notes: 1. The information in this earnings release is unaudited.
  - 2. Amounts in this earnings release are rounded off.

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#### **DOCOMO Earnings Release**

# Six Months Ended September 30, 2010

Consolidated results of operations for the three months and six months ended September 30, 2009 and 2010, respectively, were as follows:

<Results of operations>

	Billions of yen								
		Three months ended eptember 0, 2009		Three rend Septem	led ber 30,				
Operating revenues		1,061.1	1	¥	1,048.9	¥	(Decrease) (12.1)	(1.1)%	
Operating expenses		827.6			758.0		(69.7)	(8.4)	
Operating income		233.4			291.0		57.5	24.7	
Other income (expense)		(1.0)			(4.5)		(3.5)	(356.2)	
Income before income taxes		232.4			286.4		54.0	23.2	
Income taxes		93.9			116.1		22.3	23.7	
Equity in net income (losses) of affiliates		(0.5)			(2.1)		(1.5)	(290.7)	
Net Income Less: Net (income) loss attributable to		138.0			168.2		30.2	21.9	
noncontrolling interests		(0.7)			(0.6)		0.0	2.9	
Net income attributable to NTT DOCOMO, INC.	¥	137.3	1	¥	167.6	¥	30.3	22.0%	
EBITDA margin*		38.6%			43.8%		5.2 point		
ROCE before tax effect*		4.5%			5.4%		0.9 point		
ROCE after tax effect*		2.7%			3.2%		0.5 point		
	Si	x months		Six m	Billions o	f yen			
	S	ended eptember			ded iber 30,		Increase		
		30, 2009			10		(Decrease)		
Operating revenues	¥	2,145.8		¥	2,138.2	¥	(7.7)	(0.4)%	
Operating expenses		1,660.6			1,606.7		(53.9)	(3.2)	
Operating income		485.2			531.5		46.2	9.5	
Other income (expense)		(5.3)			(4.5)		0.9	16.5	
Income before income taxes		479.9			527.0		47.1	9.8	
Income taxes		194.1			213.2		19.1	9.8	

Equity in net income (losses) of affiliates	0.3	(3.0)	(3.3)	
Net Income	286.1	310.8	24.8	8.7
Less: Net (income) loss attributable to noncontrolling interests	(1.3)	(1.1)	0.3	19.0
Net income attributable to NTT DOCOMO, INC.	¥ 284.7 ¥	309.7 ¥	25.0	8.8%
EBITDA margin*	39.0%	40.3%	1.3 point	
ROCE before tax effect*	9.6%	10.0%	0.4 point	
ROCE after tax effect*	5.7%	5.9%	0.2 point	

**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** 

EBITDA and

and ROCE after tax effect, see 4. (3) Reconciliations

margin, ROCE before tax effect

of the Disclosed

Non-GAAP

Financial

Measures to the

Most Directly

Comparable

**GAAP** Financial

Measures on

page 19.

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#### **DOCOMO Earnings Release**

# Six Months Ended September 30, 2010

<Operating revenues>

				Billions of y	/en		
	,	Three					
	n	nonths	Th	ree months			
	(	ended		ended		Increase	
	Se	ptember	Sej	September 30,			
	30	), 2009		2010		(Decreas	e)
Wireless services	¥	951.5	¥	955.1	¥	3.6	0.4%
Cellular services revenues		884.3		871.3		(13.0)	(1.5)
- Voice revenues		487.6		449.2		(38.4)	(7.9)
Including: FOMA services		453.8		434.5		(19.4)	(4.3)
- Packet communications revenues		396.6		422.1		25.5	6.4
Including: FOMA services		388.4		418.1		29.7	7.6
Other revenues		67.2		83.8		16.6	24.7
Equipment sales		109.6		93.8		(15.8)	(14.4)
Total operating revenues	¥	1,061.1	¥	1,048.9	¥	(12.1)	(1.1)%

			Billions of	yen				
	Six month ended Septembe 30, 2009	Six	months ended eptember 30, 2010		Increase (Decrease) 5.7 0.3%			
Wireless services	¥ 1,893.	3 ¥	1,899.0	¥	`	,		
Cellular services revenues	1,766.		1,735.5		(30.7)	(1.7)		
- Voice revenues	978.	3	898.5		(79.8)	(8.2)		
Including: FOMA services	904.	2	865.7		(38.5)	(4.3)		
- Packet communications revenues	787.	9	837.0		49.1	6.2		
Including: FOMA services	769.	9	828.2		58.3	7.6		
Other revenues	127.	1	163.5		36.4	28.7		
Equipment sales	252.	5	239.2		(13.4)	(5.3)		
Total operating revenues	¥ 2,145.	8 ¥	2,138.2	¥	(7.7)	(0.4)%		

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

<Operating expenses>

Billions of yen

Increase

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	m e	Three onths nded otember		Three months ended September 30,						
	30	, 2009		2010		(Decrease	e)			
Personnel expenses	¥	62.5	¥	63.6	¥	1.1	1.7%			
Non-personnel expenses		498.2		442.8		(55.4)	(11.1)			
Depreciation and amortization		168.8		163.9		(4.9)	(2.9)			
Loss on disposal of property, plant and										
equipment and intangible assets		10.4		7.1		(3.3)	(31.6)			
Communication network charges		78.1		70.8		(7.2)	(9.3)			
Taxes and public dues		9.7		9.7		0.0	0.1			
Total operating expenses	¥	827.6	¥	758.0	¥	(69.7)	(8.4)%			

### Billions of yen

					,				
	(	months ended ptember		nonths ended otember 30,		Increase			
	30	0, 2009		2010		(Decreas	se)		
Personnel expenses	¥	126.8	¥	129.4	¥	2.6	2.0%		
Non-personnel expenses		1,001.9		982.1		(19.8)	(2.0)		
Depreciation and amortization		337.8		322.0		(15.8)	(4.7)		
Loss on disposal of property, plant and									
equipment and intangible assets		18.6		12.6		(6.0)	(32.3)		
Communication network charges		155.8		141.1		(14.7)	(9.4)		
Taxes and public dues		19.6		19.5		(0.1)	(0.6)		
Total operating expenses	¥	1,660.6	¥	1,606.7	¥	(53.9)	(3.2)%		

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### **DOCOMO Earnings Release**

Six Months Ended September 30, 2010

#### ii. Segment Results

#### Mobile phone business

During the three months ended September 30, 2010, we continued our efforts for customer satisfaction improvement and released nine new handset models, including Raku-Raku PHONE 7 a model featuring outstanding ease-of-use equipped with Raku-Raku Site Button for one-push access to the Internet and compatible with Deco-mail pictograms to deliver products and services catered to the diverse needs of customers. With respect to our corporate marketing business, we received the No. 1 rating for two consecutive years by J.D. Power Asia Pacific in its customer satisfaction study on enterprise mobile phone/PHS users\*1.

We announced our service brand for LTE, Xi (pronounced crossy), and moved ahead with the preparations for its service launch scheduled for December 2010.

As part of our efforts to boost our packet ARPU, we launched the sp-mode service, which enables users to use mail service on smartphones with the same i-mode mail address as conventional handsets, and worked to promote the sales of smartphones. We also released a docomo-brand mobile Wi-Fi router device\*2, BF-01B, which allows users to use handheld gaming consoles, tablet devices and other Wi-Fi-enabled equipment on our FOMA network, and extended the period of our discount campaign for flat-rate data plans aiming to expand subscribers data communications usage. Furthermore, we started offering Overseas Pake-hodai service, a flat-rate data plan that provides international roaming service users with unlimited data usage for a maximum rate of ¥2,980 per day.

As of September 30, 2010, the total number of our cellular services subscriptions was 56.89 million (an increase of 1.71 million compared to the number as of September 30, 2009), and our cellular churn rate for the three months ended September 30, 2010, was 0.49%. The aggregate number of subscriptions to Fami-wari MAX50 and other MAX discount programs introduced in August 2007 reached approximately 35.70 million, while the number of subscriptions to the Value Plan launched in November 2007 grew to approximately 37.20 million as of September 30, 2010. Although the packet ARPU posted an increase from the same period of the prior fiscal year, the aggregate ARPU for the three months ended September 30, 2010, decreased by 4.1% year-on-year to \mathbb{Y}5,200 due to a drop in voice ARPU, which was negatively affected by the expanded uptake of Value Plan and other factors.

With regard to equipment sales, although the total number of handsets sold in the six months period through September 30, 2010 grew by 0.44 million units from the same period of the prior fiscal year to 9.24 million units, equipment sales revenues and cost of equipment sold decreased mainly due to a reduction in the number of handsets sold to agent resellers and a decline of purchase and wholesale price per unit.

As a result of the foregoing, operating revenues and operating income from mobile phone business for the six months ended September 30, 2010, were \(\frac{\text{\frac{4}}}{2}\),071.8 billion (a decrease of \(\frac{\text{\frac{4}}}{17.2}\) billion from the same period of the prior fiscal year) and \(\frac{\text{\frac{4}}}{33.1}\) billion (an increase of \(\frac{\text{\frac{4}}}{43.6}\) billion from the same period of the prior fiscal year), respectively.

\*1: J.D. Power Asia Pacific 2009-2010 Japan Business Mobile Phone/PHS Service Customer Satisfaction Index Study<sup>SM</sup>.

> Study results was based on 3,222 responses from 2,345 companies with more than 100 employees. (Each

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company evaluated up to two mobile phone/PHS providers). www.jdpower.co.jp

\*2: Equipment that relays signals between devices compatible with Wi-Fi (a wireless LAN standard) and other networks.

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#### **DOCOMO Earnings Release**

#### Six Months Ended September 30, 2010

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

#### Thousand subscriptions

			Increas	e
	September	September 30,		
	30, 2009	2010	(Decrease)	
Cellular services	55,186	56,895	1,708	3.1%
Cellular (FOMA) services	51,258	54,940	3,682	7.2
Including: i-channel services	16,692	16,747	56	0.3
Including: i-concier services	2,337	5,410	3,072	131.4
Including: packet flat-rate services	21,900	28,905	7,005	32.0
Cellular (mova) services	3,928	1,954	(1,974)	(50.3)
i-mode services	48,670	48,914	245	0.5
sp-mode services		270		

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

Pake-hodai double, Pake-hodai simple, Pake-hodai, Pake-hodai full, Biz-hodai, Flat-rate data plan Standard, Flat-rate data plan 64k and Flat-rate data plan HIGH-SPEED .

(Number as of

September 30,

2009 includes

subscriptions to

Biz-hodai double

in addition to the

aforementioned

plans.)

#### Number of 4.

i-mode

subscriptions

includes Cellular

(FOMA) i-mode

subscriptions and

Cellular

(mova) i-mode

subscriptions.

### 2in1 refers to an optional network service which enables a subscriber to subscribe to an additional phone number and an e-mail address for

a single

compatible

handset.

<Number of handsets sold and churn rate>

Thousand units

Three Three months months ended ended

Increase (Decrease)

	September 30, 2009	September 30, 2010		
Cellular services	4,464	4,630	166	3.7%
Cellular (FOMA) services New FOMA subscription Change of subscription from mayo to	1,071	1,209	139	13.0
Change of subscription from mova to FOMA FOMA handset upgrade by FOMA	587	339	(248)	(42.2)
subscribers Cellular (mova) services	2,800	3,079	278	9.9
New mova subscription mova handset upgrade by mova subscribers and change of subscription from FOMA to	4	2	(2)	(60.7)
mova	2	1	(1)	(57.4)
Churn Rate	0.46%	0.49%	0.03 point	
	G:	Thousand units		
	Six months ended September	Six months ended September 30,	Increase	
	30, 2009	2010	(Decrease)	
Cellular services Cellular (FOMA) services	8,808	9,245	437	5.0%
New FOMA subscription Change of subscription from mova to	2,057	2,376	319	15.5
FOMA FOMA handset upgrade by FOMA	1,400	792	(608)	(43.4)
subscribers Cellular (mova) services	5,339	6,070	732	13.7
New mova subscription mova handset upgrade by mova subscribers and change of subscription from FOMA to	8	4	(4)	(52.9)
mova	4	2	(2)	(57.1)
Churn Rate	0.45%	0.46%	0.01 point	
	6			

# **DOCOMO Earnings Release**

<Trend of ARPU and MOU>

# Six Months Ended September 30, 2010

		Yen				
	Three					
	months	Three months				
	ended	ended	Increase			
	September	September 30,				
	30, 2009	2010	(Decrease	,		
Aggregate ARPU* (FOMA+mova)	¥ 5,420	¥ 5,200	¥ (220)	(4.1)%		
Voice ARPU	2,970	2,660	(310)	(10.4)		
Packet ARPU	2,450	2,540	90	3.7		
Aggregate ARPU (FOMA)	5,560	5,260	(300)	(5.4)		
Voice ARPU	2,970	2,660	(310)	(10.4)		
Packet ARPU	2,590	2,600	10	0.4		
Aggregate ARPU (mova)	3,500	3,310	(190)	(5.4)		
Voice ARPU	2,890	2,750	(140)	(4.8)		
Packet ARPU	610	560	(50)	(8.2)		
MOU* (FOMA+mova) (minutes)	137	135	(2)	(1.5)%		
		Yen				
	Six months					
	ended	Six months ended	Increase	:		
	September	September 30,				
	30, 2009	2010	(Decrease	e)		
Aggregate ARPU* (FOMA+mova)	¥ 5,430	¥ 5,190	¥ (240)	(4.4)%		
Voice ARPU	2,990	2,670	(320)	(10.7)		
Packet ARPU	2,440	2,520	80	3.3		
Aggregate ARPU (FOMA)	5,590	5,260	(330)	(5.9)		
Voice ARPU	2,990	2,670	(320)	(10.7)		
Packet ARPU	2,600	2,590	(10)	(0.4)		
Aggregate ARPU (mova)	3,530	3,320	(210)	(5.9)		
Voice ARPU	2,920	2,760	(160)	(5.5)		
Packet ARPU	610	560	(50)	(8.2)		
MOU* (FOMA+mova) (minutes)	136	134	(2)	(1.5)%		

<sup>\*</sup> See 4.
(2) Definition
and Calculation
Methods of
ARPU and
MOU on page
18 for definition
and calculation
methods.

<sup>&</sup>lt;Results of operations>

	Billions of yen						
	Three months ended September 30, 2009	Three months ended September 30, 2010		Increase (Decrease)			
Operating revenues from mobile phone business	¥ 1,031.1	¥ 1,017.8	¥	(13.4)	(1.3)%		
Operating income from mobile phone business	234.3	291.2	•	56.9	24.3		
		Billions of	yen				
	Six months ended September 30, 2009	Six months ended September 30, 2010		Increase (Decrease)			
Operating revenues from mobile phone business Operating income from mobile phone	¥ 2,089.0	¥ 2,071.8	¥	(17.2)	(0.8)%		
business	489.5	533.1		43.6	8.9		
	7						

#### **DOCOMO Earnings Release**

#### Six Months Ended September 30, 2010

#### Miscellaneous businesses

Operating revenues from miscellaneous businesses for the six months ended September 30, 2010 were ¥66.4 billion, which represented 3.1% of total operating revenues. The revenues derived mainly from home shopping services provided mainly 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 and operating loss from miscellaneous businesses were ¥68.0 billion and ¥1.7 billion, respectively.

<Results of operations>

	T	hree		Billions of y	ren		
	er Sept	onths nded tember		ree months ended tember 30,		Increase	
Operating revenues from misselleneous	30,	2009		2010		(Decrease)	
Operating revenues from miscellaneous businesses Operating income (loss) from miscellaneous	¥	29.9	¥	31.1	¥	1.2	4.0%
businesses		(0.9)	(0.2)			0.7 76.5	
				Billions of y	/en		
	e: Sep	months nded tember , 2009		tember 30,		Increase (Decrease)	
Operating revenues from miscellaneous	30,	, 2007		2010		(Beerease)	
businesses	¥	56.8	¥	66.4	¥	9.6	16.9%
Operating income (loss) from miscellaneous							
businesses		(4.3)		(1.7)		2.6	61.3

#### iii. Trend of Capital Expenditures

We strived to improve the quality of our FOMA service area thoroughly and appropriately reinforced our network capacity to meet an increase in traffic demand. Since we efficiently implemented these initiatives, total capital expenditures for the six months ended September 30, 2010 were \(\frac{4}{3}\)309.8 billion (down 2.0% compared to the same period of prior year).

<Breakdown of capital expenditures>

				Billions of	yen		
	Three months ended September		Three months ended September 30,		Increase		
	30	), 2009		2010		(Decreas	e)
Mobile phone business	¥	135.6	¥	133.3	¥	(2.3)	(1.7)%
Other (including information systems)		27.4		35.6		8.3	30.2
Total capital expenditures	¥	163.0	¥	168.9	¥	5.9	3.6%

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	Billions of yen							
	Six	months						
	$\epsilon$	ended	Six mo	onths ended		Increase		
	September		September 30,					
	30	), 2009		2010		(Decrease	e)	
Mobile phone business	¥	258.0	¥	249.9	¥	(8.1)	(3.1)%	
Other (including information systems)		58.2		59.9		1.7	3.0	
Total capital expenditures	¥	316.1	¥	309.8	¥	(6.4)	(2.0)%	

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# DOCOMO Earnings Release (2) Financial Review i. Financial Position

#### Six Months Ended September 30, 2010

		Billions of van

			1	mion	is or yen			
					Increase		(R	eference)
	September	Sep	otember 30,				M	Iarch 31,
	30, 2009		2010		(Decrease)			2010
Total assets	¥ 6,501.8	¥	6,831.9	¥	330.1	5.1%	¥	6,756.8
NTT DOCOMO, INC.								
shareholders equity	4,552.1		4,816.5		264.4	5.8		4,635.9
Liabilities	1,943.4		1,989.1		45.7	2.4		2,094.3
Including: Interest bearing								
liabilities	624.6		609.4		(15.2)	(2.4)		610.3
Shareholders equity ratio								
(1)	70.0%		70.5%		0.5 point			68.6%
Debt ratio (2)	12.1%		11.2%		(0.9) point			11.6%

- Notes: (1) Shareholders equity ratio = N T T DOCOMO, I N C . shareholders equity / Total assets
  - (2) Debt ratio =
    Interest bearing
    liabilities /
    ( N T T
    DOCOMO,
    I N C
    shareholders
    e q u i t y +
    Interest bearing
    liabilities)

#### ii. Cash Flow Conditions

For the six months ended September 30, 2010, net cash provided by operating activities was \(\frac{4}{3}.3\) billion, an increase of \(\frac{4}{1}24.7\) billion (24.5%) compared to the same period of the prior year, mainly due to an increase in cash inflow resulting from collections of installment receivable for handsets and a decrease in income tax payment.

Net cash used in investing activities was ¥348.7 billion, a decrease of ¥92.5 billion (21.0%) compared to the same period of the prior year. This was mainly due to an increase of proceeds from redemption of short-term investments, an increase of proceeds from redemption of short-term bailment for consumption to a related party and a decrease in purchases of non-current assets, which were partially offset by an increase in purchases of short-term investments of more than three months for cash management purpose.

Net cash used in financing activities was ¥111.5 billion, a decrease of ¥5.4 billion (4.6%) compared to the same period of the prior year. This was mainly due to a decrease in repayment of long-term debt, which was partially offset by an increase in dividends paid.

The balance of cash and cash equivalents was \$529.7 billion as of September 30, 2010, an increase of \$172.0 billion (48.1%) from the prior fiscal year end.

				Billions of y	/en		
		months ended	Siv	months ended		Increas	se.
	Sep	otember		ptember 30,		mereas	
	30	, 2009		2010		(Decrea	se)
Net cash provided by operating activities	¥	508.5	¥	633.3	¥	124.7	24.5%
Net cash used in investing activities		(441.1)		(348.7)		92.5	21.0
Net cash provided by (used in) financing							
activities		(116.9)		(111.5)		5.4	4.6
Free cash flows (1)		67.4		284.6		217.2	322.2
Free cash flows excluding changes in							
investments for cash management purposes							
(2)*		94.5		284.9		190.4	201.6

- Notes: (1) Free cash flows
  = Net cash
  provided by
  o perating
  activities + Net
  cash used in
  i n vesting
  activities
  - Changes in (2) investments for a s h management purposes = Changes by purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with origina1 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 19.

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#### **DOCOMO Earnings Release**

#### Six Months Ended September 30, 2010

#### (3) Prospects for the Fiscal Year Ending March 31, 2011

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

Under these market conditions, we have decided to revise our group s full-year guidance for the fiscal year ending March 31, 2011 as described in the table below.

Although the forecast of cellular services revenues remains unchanged, the operating revenues forecast has been revised downwards by ¥13.0 billion from the initial guidance to ¥4,209.0 billion mainly due to a decrease in equipment sales revenues.

The forecast of operating income remains unchanged from the original forecast of ¥840.0 billion, an increase of ¥5.8 billion from the prior fiscal year, mainly due to a decrease in network costs and on-going cost cutting efforts.

	Billions of yen							
	Year ending	Year ending			Year ended			
	March 31,	rear ending			March 31,			
	2011	March 31, 2011	Increa	ce.	2010			
	(Original	(Revised	merca	sc	(Actual			
	Forecasts)	Forecasts)	(Decrea	ise)	Results)			
Operating revenues	¥ 4,222.0	¥ 4,209.0	¥ (13.0)	(0.3)%	¥ 4,284.4			
Operating income	840.0	840.0		, ,	834.2			
Income before income								
taxes	843.0	838.0	(5.0)	(0.6)%	836.2			
Net income attributable to								
NTT DOCOMO, INC.	497.0	497.0			494.8			
Capital expenditures	675.0	675.0			686.5			
Adjusted free cash flows*	470.0	480.0	10.0	2.1%	416.9			
EBITDA*	1,548.0	1,550.0	2.0	0.1%	1,568.1			
EBITDA margin*	36.7%	36.89	6 0.1 point		36.6%			
ROCE before tax effect*	15.9%	15.99	%		16.3%			
ROCE after tax effect*	9.4%	9.49	<b>%</b>		9.7%			

<sup>\*</sup> 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. For an explanation of our definition of free cash flows

excluding changes in investments for cash management purposes, 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 19.

The financial forecasts for the fiscal year ending March 31, 2011 are based on the forecasts of the following operating data:

		Million subscriptions/Yen									
	Ma	arch 31,				_			March 31,		
		2011	$\mathbf{M}$	arch 31, 2011		Increase			2010		
	(O	riginal		(Revised					(Actual		
	Fo	recasts)		Forecasts)		(Decrease)			Results)		
Cellular services		57.45		57.85		0.40	0.7%		56.08		
Cellular (FOMA) services		56.22		56.61		0.39	0.7%		53.20		
Cellular (mova) services		1.23		1.24		0.01	0.8%		2.88		
i-mode services		49.17		48.87		(0.30)	(0.6)%		48.99		
Aggregate ARPU* (FOMA +											
mova)	¥	5,110	¥	5,100	¥	(10)	(0.2)%	¥	5,350		
Voice ARPU		2,550		2,540		(10)	(0.4)%		2,900		
Packet ARPU		2,560		2,560					2,450		

Note: Number of i - m o d e subscriptions i n c l u d e s n u m bers of c e l l u l a r (FOMA) and cellular (mova) i - m o d e subscriptions.

\* See 4.
(2) Definition
and Calculation
Methods of
ARPU and

MOU on page 18 for definition and calculation methods.

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#### **DOCOMO Earnings Release**

Six Months Ended September 30, 2010

- 2. Other Information
- (1) Changes in Significant Subsidiaries

None

(2) Application of Simplified or Exceptional Accounting

None

(3) Changes in Significant Accounting Policies, Procedures and Presentation

None

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# **DOCOMO Earnings Release**

# Six Months Ended September 30, 2010

### 3. Consolidated Financial Statements

#### (1) Consolidated Balance Sheets

	Millions of yen			
	March 31,	September 30,		
	2010	2010		
ASSETS				
Current assets:	** 255 515	TY ==== <		
Cash and cash equivalents	¥ 357,715	¥ 529,726		
Short-term investments	403,010	393,299		
Accounts receivable	838,226	745,393		
Allowance for doubtful accounts	(15,633)	(15,557)		
Credit card receivables	126,009	150,782		
Inventories	141,277	174,113		
Deferred tax assets	100,545	82,928		
Prepaid expenses and other current assets	109,829	115,915		
Total current assets	2,060,978	2,176,599		
Property, plant and equipment:				
Wireless telecommunications equipment	5,478,833	5,536,436		
Buildings and structures	830,921	837,679		
Tools, furniture and fixtures	516,084	521,941		
Land	199,018	199,180		
Construction in progress	83,608	107,213		
Accumulated depreciation and amortization	(4,500,874)	(4,624,610)		
Total property, plant and equipment, net	2,607,590	2,577,839		
Non-current investments and other assets:				
Investments in affiliates	578,095	551,411		
Marketable securities and other investments	151,026	135,425		
Intangible assets, net	628,691	642,663		
Goodwill	198,436	196,822		
Other assets	257,911	254,778		
Deferred tax assets	274,048	296,334		
Total non-current investments and other assets	2,088,207	2,077,433		
Total assets	¥ 6,756,775	¥ 6,831,871		
T LA DIT TOURG AND FOLLOW				
LIABILITIES AND EQUITY				
Current liabilities:	V 100 716	V 205 272		
Current portion of long-term debt	¥ 180,716	¥ 285,363		
Short-term borrowings	78	76		
Accounts payable, trade	632,437	513,925		

Accrued payroll	54,580		52,840
Accrued interest	995		990
Accrued income taxes	185,890		200,307
Other current liabilities	133,466		116,966
Total current liabilities	1,188,162		1,170,467
Long-term liabilities:			
Long-term debt (exclusive of current portion)	429,553		323,911
Accrued liabilities for point programs	151,628		194,172
Liability for employees retirement benefits	138,447		142,069
Other long-term liabilities	186,539		158,506
Total long-term liabilities	906,167		818,658
Total liabilities	2,094,329		1,989,125
Equity:			
NTT DOCOMO, INC. shareholders equity			
Common stock	949,680		949,680
Additional paid-in capital	757,109		757,109
Retained earnings	3,347,830		3,549,402
Accumulated other comprehensive income (loss)	(37,379)		(58,328)
Treasury stock, at cost	(381,363)		(381,363)
Total NTT DOCOMO, INC. shareholders equity	4,635,877		4,816,500
Noncontrolling interests	26,569		26,246
Total equity	4,662,446		4,842,746
Total liabilities and equity	¥ 6,756,775	¥	6,831,871

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# **DOCOMO Earnings Release**

# Six Months Ended September 30, 2010

# (2) Consolidated Statements of Income and Comprehensive Income

	Millions of yen Six Months			s of yen
	Ended September 30, 2009		S	ix Months Ended September 30, 2010
Operating revenues:	<b>3</b> 7	1 000 005	<b>T</b> 7	1 000 005
Wireless services	¥	1,893,265	¥	1,898,995
Equipment sales		252,542		239,157
Total operating revenues		2,145,807		2,138,152
Operating expenses:				
Cost of services (exclusive of items shown separately below)		449,617		451,811
Cost of equipment sold (exclusive of items shown separately below)		340,877		320,830
Depreciation and amortization		337,809		321,967
Selling, general and administrative		532,281		512,074
		,		,
Total operating expenses		1,660,584		1,606,682
Operating income		485,223		531,470
Other income (expense):				
Interest expense		(2,989)		(2,523)
Interest income		668		691
Other, net		(3,021)		(2,630)
Total other income (expense)		(5,342)		(4,462)
Income before income taxes		479,881		527,008
Income taxes:				
Current		210,887		204,522
Deferred		(16,764)		8,682
		, , ,		,
Total income taxes		194,123		213,204
Equity in net income (losses) of affiliates, net of applicable taxes		292		(2,978)
Net income		286,050		310,826
Less: Net (income) loss attributable to noncontrolling interests		(1,332)		(1,079)
Net income attributable to NTT DOCOMO, INC.	¥	284,718	¥	309,747

Net income	¥	286,050	¥	310,826
Other comprehensive income (loss):				
Unrealized holding gains (losses) on available-for-sale securities, net of				
applicable taxes		14,082		(7,586)
Change in fair value of derivative instruments, net of applicable taxes		(35)		(54)
Foreign currency translation adjustment, net of applicable taxes		11,691		(13,335)
Pension liability adjustment, net of applicable taxes		296		10
Total other comprehensive income (loss)		26,034		(20,965)
Comprehensive income		312,084		289,861
Less: Comprehensive (income) loss attributable to noncontrolling interests		(1,346)		(1,063)
Comprehensive income attributable to NTT DOCOMO, INC.	¥	310,738	¥	288,798
PER SHARE DATA Weighted average common shares outstanding Basic and Diluted (shares)	4	1,759,807		41,605,742
(onar-0)	•	, , •		,,- <b></b>
Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. (yen)	¥	6,817.99	¥	7,444.81

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# **DOCOMO Earnings Release**

# Six Months Ended September 30, 2010

	Millions of yen				
	Three Months Ended September 30, 2009			hree Months Ended ember 30, 2010	
Operating revenues: Wireless services	¥	951,470	¥	955,098	
Equipment sales	т	109,583	T	93,809	
Total operating revenues		1,061,053		1,048,907	
Operating expenses:					
Cost of services (exclusive of items shown separately below)		230,286		229,620	
Cost of equipment sold (exclusive of items shown separately below)		150,051 168,804		136,317	
Depreciation and amortization Selling, general and administrative		278,508		163,917 228,101	
Sennig, general and administrative		270,300		220,101	
Total operating expenses		827,649		757,955	
Operating income		233,404		290,952	
Other income (expense):					
Interest expense		(1,375)		(1,196)	
Interest income		350		334	
Other, net		38		(3,641)	
Total other income (expense)		(987)		(4,503)	
Income before income taxes		232,417		286,449	
Income taxes:					
Current		121,356		114,855	
Deferred		(27,476)		1,286	
Total income taxes		93,880		116,141	
Equity in net income (losses) of affiliates, net of applicable taxes		(529)		(2,067)	
Net income		138,008		168,241	
Less: Net (income) loss attributable to noncontrolling interests		(666)		(647)	
Net income attributable to NTT DOCOMO, INC.	¥	137,342	¥	167,594	

Net income	¥	138,008	¥	168,241
Other comprehensive income (loss):				
Unrealized holding gains (losses) on available-for-sale securities, net of				
applicable taxes		3,620		1,371
Change in fair value of derivative instruments, net of applicable taxes		(8)		(29)
Foreign currency translation adjustment, net of applicable taxes		2,805		(22,435)
Pension liability adjustment, net of applicable taxes		147		46
Total other comprehensive income (loss)		6,564		(21,047)
Comprehensive income		144,572		147,194
Less: Comprehensive (income) loss attributable to noncontrolling interests		(665)		(624)
Comprehensive income attributable to NTT DOCOMO, INC.	¥	143,907	¥	146,570
PER SHARE DATA Weighted average common shares outstanding Basic and Diluted (shares)	4	1,759,807		41,605,742
Design and Diluted agains a new shows attributed to NTT DOCOMO, INC.				
Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. (yen)	¥	3,288.86	¥	4,028.15

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# DOCOMO Earnings Release (3) Consolidated Statements of Cash Flows

# Six Months Ended September 30, 2010

	Millions of yen			
	Six Months Ended September 30, 2009		Six Months Ended September Septem	
Cash flows from operating activities:	3.7	206.050	<b>X</b> 7	210.026
Net income	¥	286,050	¥	310,826
Adjustments to reconcile net income to net cash provided by operating				
activities  Depresiation and amountination		227 900		221 047
Depreciation and amortization Deferred taxes		337,809		321,967
		(16,439)		6,377
Loss on sale or disposal of property, plant and equipment		12,973		7,231
Equity in net (income) losses of affiliates  Changes in assets and liabilities.		(366)		5,514
Changes in assets and liabilities:		<i>55 72</i> 0		02 207
(Increase) / decrease in accounts receivable		55,730		92,307
Increase / (decrease) in allowance for doubtful accounts		1,874		(35)
(Increase) / decrease in credit card receivables		(16,735)		(14,213)
(Increase) / decrease in inventories		(54,755)		(32,919)
(Increase) / decrease in prepaid expenses and other current assets		3,987		(5,372)
(Increase) / decrease in non-current installment receivable for handsets		13,982		6,210
Increase / (decrease) in accounts payable, trade		(136,209)		(96,289)
Increase / (decrease) in accrued income taxes		(31,927)		14,437
Increase / (decrease) in other current liabilities		(3,022)		(17,558)
Increase / (decrease) in accrued liabilities for point programs		18,937		42,544
Increase / (decrease) in liability for employees retirement benefits		4,951		3,623
Increase / (decrease) in other long-term liabilities		18,259		(29,322)
Other, net		13,437		17,937
Net cash provided by operating activities		508,536		633,265
Cash flows from investing activities:				
Purchases of property, plant and equipment		(249,126)		(215,806)
Purchases of intangible and other assets		(132,956)		(124,330)
Purchases of non-current investments		(8,992)		(2,529)
Proceeds from sale of non-current investments		9,124		525
Acquisitions of new subsidiaries, net of cash acquired		(24,904)		
Purchases of short-term investments		(33,758)		(373,671)
Redemption of short-term investments		6,718		313,394
Long-term bailment for consumption to a related party		,		(10,000)
Short-term bailment for consumption to a related party				(20,000)
Proceeds from redemption of short-term bailment for consumption to a				( - ) )
related party				90,000
Other, net		(7,231)		(6,236)
Net cash used in investing activities		(441,125)		(348,653)

Cash flows from financing activities:				
Repayment of long-term debt		(15,000)		(32)
Proceeds from short-term borrowings		138,149		367
Repayment of short-term borrowings		(138,149)		(353)
Principal payments under capital lease obligations		(1,696)		(2,135)
Dividends paid		(100,190)		(108,135)
Other, net		(3)		(1,243)
Net cash provided by (used in) financing activities		(116,889)		(111,531)
Effect of exchange rate changes on cash and cash equivalents			(1,070)	
Net increase (decrease) in cash and cash equivalents		(48,906)		172,011
Cash and cash equivalents at beginning of period		599,548		357,715
Cash and cash equivalents at end of period	¥	550,642	¥	529,726
Supplemental disclosures of cash flow information:				
Cash received during the period for:				
Income tax refunds	¥	675	¥	301
Cash paid during the period for:				
Interest, net of amount capitalized		3,122		2,530
Income taxes		242,683		189,772
15				
15				

Six Months Ended September 30, 2010

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Japan are immaterial.

**DOCOMO Earnings Release** 

(4) Going Concern Assumption None		SIX	wiontiis Ended Septe		1 30, 2010
(5) Segment Information					
Segment information is as follows:					
Three months ended			Millions of yen		
	Mobile		N.C. 11		
September 30, 2009	phone business		Miscellaneous businesses	C	onsolidated
Operating revenues	¥ 1,031,139	¥	29,914		1,061,053
Operating expenses	796,867		30,782		827,649
Operating income (loss)	¥ 234,272	¥	(868)	¥	233,404
Three months ended	Mobile		Millions of yen		
	phone		Miscellaneous		
September 30, 2010	business		businesses		onsolidated
Operating revenues	¥ 1,017,785	¥	31,122	¥	1,048,907
Operating expenses	726,629		31,326		757,955
Operating income (loss)	¥ 291,156	¥	(204)	¥	290,952
Operating income (loss)  Six months ended		¥	(204) Millions of yen	¥	290,952
	Mobile	¥	Millions of yen	¥	290,952
Six months ended		¥	, ,		290,952
	Mobile phone	¥	Millions of yen Miscellaneous	Co	ŕ
Six months ended September 30, 2009	Mobile phone business		Millions of yen  Miscellaneous businesses	Co	onsolidated
Six months ended  September 30, 2009 Operating revenues	Mobile phone business ¥ 2,089,032		Millions of yen  Miscellaneous businesses 56,775	Co	onsolidated 2,145,807
Six months ended  September 30, 2009 Operating revenues Operating expenses	Mobile phone business ¥ 2,089,032 1,599,529 ¥ 489,503	¥	Millions of yen  Miscellaneous businesses 56,775 61,055	Co ¥	onsolidated 2,145,807 1,660,584
Six months ended  September 30, 2009 Operating revenues Operating expenses  Operating income (loss)	Mobile phone business ¥ 2,089,032 1,599,529 ¥ 489,503	¥	Millions of yen  Miscellaneous businesses 56,775 61,055 (4,280)  Millions of yen	Co ¥	onsolidated 2,145,807 1,660,584
Six months ended  September 30, 2009 Operating revenues Operating expenses  Operating income (loss)	Mobile phone business ¥ 2,089,032 1,599,529 ¥ 489,503	¥	Millions of yen  Miscellaneous businesses 56,775 61,055 (4,280)	Co ¥	onsolidated 2,145,807 1,660,584
Six months ended  September 30, 2009 Operating revenues Operating expenses Operating income (loss)  Six months ended	Mobile phone business ¥ 2,089,032 1,599,529 ¥ 489,503 Mobile phone	¥	Millions of yen  Miscellaneous businesses 56,775 61,055 (4,280)  Millions of yen  Miscellaneous businesses 66,350	Co ¥	onsolidated 2,145,807 1,660,584 485,223
Six months ended  September 30, 2009 Operating revenues Operating expenses  Operating income (loss)  Six months ended  September 30, 2010	Mobile phone business ¥ 2,089,032 1,599,529 ¥ 489,503  Mobile phone business	¥	Millions of yen  Miscellaneous businesses 56,775 61,055 (4,280)  Millions of yen  Miscellaneous businesses	Co ¥	onsolidated 2,145,807 1,660,584 485,223

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DOCOMO does not disclose geographical information, since the amounts of operating revenues generated outside

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

None

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# **DOCOMO Earnings Release**

# Six Months Ended September 30, 2010

# 4. Appendices

# (1) Operating Data for 2nd Quarter of Fiscal Year Ending March 31, 2011

Full-year Forecast: as revised at October 28, 2010

Novekovane		[Ref.] Fiscal Year Ended Mar. 2010 Full-year Results	Fiscal Year Ending Mar. 31, 2011 Six Months (AprSep. 2010) Results	First Quarter (AprJun. 2010) Results	Second Quarter (JulSep. 2010) Results	[Ref.] Fiscal Year Ending Mar. 31,  2011 Full-year Forecast (Revised)
Number of Subscriptions and						
Other Operating Data						
Cellular	41 1.	57,000	57 905	EC 515	57 005	57.050
Subscriptions EOMA (1)	thousands thousands	56,082	56,895 54,040	56,515	56,895 54,040	57,850
FOMA (1) Communication	thousands	53,203	54,940	54,162	54,940	56,610
Module Service						
(FOMA)	thousands	1,081	1,349	1,212	1,349	
mova	thousands	2,879	1,954	2,352	1,954	1,240
Communication		,	ŕ		,	
Module Service						
(DoPa)	thousands	521	454	482	454	
Prepaid	thousands	37	31	36	31	
Packet Flat-rate						
Services Subscriptions	.1 1	25.56	20.005	27.401	20.005	
(2) Market Share (2) (4)	thousands %	25,767 50.0	28,905 49.3	27,491 49.7	28,905 49.3	
Market Share (3) (4) Net Increase from	%	50.0	49.3	49.7	49.3	
Previous Period (4)	thousands	1,481	812	432	380	1,770
FOMA (1)	thousands	4,163	1,737	959	778	3,400
mova	thousands	(2,682)	(925)	(526)	(398)	(1,640)
Churn Rate (4)	%	0.46	0.46	0.44	0.49	(-,)
Number of Handsets						
(FOMA+mova) Sold						
(5)	thousands	18,037	9,245	4,615	4,630	
i-mode						
Subscriptions	thousands	48,992	48,914	49,061	48,914	48,870
FOMA	thousands	47,330	47,876	47,758	47,876	48,210
i-mode Subscription	%	O <b>7</b> 4	0.C A	06.0	0 <i>(</i>	015
Rate (4)		87.4	86.0	86.8	86.0	84.5

Net Increase from						
Previous Period i-channel	thousands	518	(77)	69	(146)	(120)
Subscriptions	thousands	16,818	16,747	16,757	16,747	
i-concier Subscriptions		4,200	5,410	4,783	5,410	
sp-mode		·	,		·	
Subscriptions	thousands		270		270	
ARPU and MOU						
ARPU						
Aggregate ARPU						
(FOMA+mova) (6)	yen/month/subscription	5,350	5,190	5,190	5,200	5,100
Voice ARPU (7)	yen/month/subscription	2,900	2,670	2,680	2,660	2,540
Packet ARPU	yen/month/subscription	2,450	2,520	2,510	2,540	2,560
ARPU Generated from						
<b>International Services</b>						
(8)	yen/month/subscription	80	90	80	90	90
Aggregate ARPU						
(FOMA) (6)	yen/month/subscription	5,480	5,260	5,260	5,260	5,150
Voice ARPU (7)	yen/month/subscription	2,900	2,670	2,670	2,660	2,530
Packet ARPU	yen/month/subscription	2,580	2,590	2,590	2,600	2,620
ARPU Generated from						
International Services						
(8)	yen/month/subscription	80	90	90	90	90
Aggregate ARPU						
(mova) (6)	yen/month/subscription	3,460	3,320	3,330	3,310	3,260
Voice ARPU (7)	yen/month/subscription	2,870	2,760	2,770	2,750	2,710
Packet ARPU	yen/month/subscription	590	560	560	560	550
ARPU Generated from						
International Services						
(8)	yen/month/subscription	0	0	0	0	10
MOU						
MOU (FOMA+mova)	minute/month/subscription					
(6)		136	134	133	135	
MOU (FOMA) (6)	minute/month/subscription	142	137	137	138	
MOU (mova) (6)	minute/month/subscription	51	45	45	44	
Others DCMX S. 1						
DCMX Subscriptions	4 1	11.070	11.050	11 640	11.050	10.700
(9)	thousands	11,260	11,950	11,640	11,950	12,730

<sup>\*</sup> Please refer to 4.
(2) Definition and
Calculation Methods
of ARPU and MOU
for the definition of
ARPU and MOU,
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 Pake-hodai double, Pake-hodai simple, Pake-hodai, Pake-hodai full, Biz-hodai, Flat-rate data plan Standard, Flat-rate data plan 64k and Flat-rate data plan **HIGH-SPEED** (Number of subscriptions for the fiscal year ended March 31, 2010 includes subscriptions to Biz-hodai double in addition to the aforementioned plans.)
- (3) Source for other cellular telecommunications operators: Data announced by Telecommunications Carriers Association
- (4) Data are calculated including communication module services subscriptions.
- (5) Sum of new FOMA/mova subscriptions, change of subscription from mova to FOMA,

FOMA handset upgrade by FOMA subscribers, mova handset upgrade by mova subscribers, and change of subscription from FOMA to mova

- (6) Data are calculated excluding communication module services-related revenues and communication module services subscriptions.
- (7) Inclusive of circuit-switched data communication
- (8) Inclusive of voice communication and packet communication
- (9) Inclusive of DCMX mini subscriptions

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#### **DOCOMO Earnings Release**

Six Months Ended September 30, 2010

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

- 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. This definition applies to all ARPU figures hereinafter.

b. MOU (Minutes of Use): Average monthly communication time per subscription.

## ii. ARPU Calculation Methods

a. ARPU (FOMA+mova)

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

(FOMA+mova) =

Voice ARPU (FOMA+mova): Voice ARPU (FOMA+mova) Related Revenues (basic monthly

charges, voice communication charges) / No. of active subscriptions

(FOMA+mova)

Packet ARPU (FOMA): {Packet ARPU (FOMA) Related Revenues (basic monthly charges,

packet communication charges) + Packet ARPU (mova) Related Revenues (basic monthly charges, packet communication charges)}/

No. of active subscriptions (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: Communication module services subscriptions and the revenues thereof are not included in the ARPU and MOU calculations.

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## **DOCOMO Earnings Release**

Six Months Ended September 30, 2010

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

The reconciliations for the year ending March 31, 2011 (Revised Forecasts) are provided to the extent available without unreasonable efforts.

# i. EBITDA and EBITDA margin

D				
Кı	1116	nnc	$\alpha$ t	ven

			Difficits of ye	A11	
a. EBITDA	Year ending March 31, 2011 (Revised Forecasts) ¥ 1,550.0	Year ended March 31, 2010 ¥ 1,568.1	Six months ended September 30, 2009 ¥ 836.0	Three months ended September 30, 2010 ¥ 459.1	Six months
Depreciation and amortization Loss on sale or disposal of property, plant and equipment	(683.0) (27.0)	(701.1) (32.7)	(337.8)	(163.9) (4.3)	(322.0)
Operating income	840.0	834.2	485.2	291.0	531.5
Other income (expense) Income taxes Equity in net income (losses) of affiliates Less: Net (income) loss	(2.0) (338.0) (4.0)	1.9 (338.2) (0.9)	(5.3) (194.1) 0.3	(4.5) (116.1) (2.1)	(4.5) (213.2) (3.0)
attributable to noncontrolling interests	1.0	(2.3)	(1.3)	(0.6)	(1.1)
b. Net income attributable to NTT DOCOMO, INC.	497.0	494.8	284.7	167.6	309.7
c. Operating revenues	4,209.0	4,284.4	2,145.8	1,048.9	2,138.2
EBITDA margin (=a/c) Net income margin	36.8%	36.6%	39.0%	43.8%	40.3%
(=b/c)	11.8%	11.5%	13.3%	16.0%	14.5%

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

Billions of yen

	e Ma (R	Year nding arch 31, 2011 devised recasts)	M	ar ended arch 31, 2010		x months ended tember 30, 2009		ee months ended tember 30, 2010		x months ended tember 30, 2010
a. Operating income	¥	840.0	¥	834.2	¥	485.2	¥	291.0	¥	531.5
b. Operating income after tax effect										
{=a*(1-effective tax										
rate)}		497.3		493.9		287.3		172,2		314.6
c. Capital employed		5,296.1		5,113.5		5,078.7		5,352.9		5,336.0
ROCE before tax effect										
(=a/c)		15.9%		16.3%		9.6%		5.4%		10.0%
ROCE after tax effect										
(=b/c)		9.4%		9.7%		5.7%		3.2%		5.9%

Notes: Capital employe

employed (for annual period) = The average of (NTT

DOCOMO,

INC. shareholders

equity + Interest

bearing

liabilities), each

as of March 31,

2010 (or 2009)

and 2011 (or

2010)

Capital employed (for six months) = The average of

(NTT

DOCOMO,

INC.

shareholders

equity + Interest

bearing

liabilities), each

as of March 31,

2009 (or 2010)

and

September 30,

2009 (or 2010)

Capital

employed (for

three months) =

The average of

(NTT

DOCOMO,

INC.

shareholders

equity + Interest

bearing

liabilities), each

as of June 30,

2010 and

September 30,

2010

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 changes in investments for cash management purposes

Billions of yen

ending			a.	.1	(D)	41	Q.	41
March 31,			SIX	months	Inre	e months	513	x months
2011	Yea	ır ended	e	nded	e	ended		ended
(Revised	(Revised March 31,		September 30,		September 30,		Sept	tember 30,
Forecasts)	2	2010		2009		2010		2010
¥ 480.0	¥	416.9	¥	94.5	¥	237.7	¥	284.9

Free cash flows excluding changes in investments for cash management

## purposes

Changes in investments for cash management purposes *		(398.0)	(27.0)	(192.1)	(0.3)
Free cash flows	480.0	18.9	67.4	45.6	284.6
Net cash used in investing activities Net cash provided by	(686.0)	(1,163.9)	(441.1)	(346.3)	(348.7)
operating activities	1,166.0	1,182.8	508.5	392.0	633.3

Note: \* Changes in investments for cash management purposes were derived from purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original maturities of longer than three months. Net cash used in investing activities includes changes in investments for cash management purposes except for the year ending March 31, 2011. The effect of changes in investments for cash management purposes is not

taken into

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account when we forecasted net cash used in investing activities for the year ending March 31, 2011 due to the difficulties in forecasting such effect.

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#### **DOCOMO Earnings Release**

#### Six Months Ended September 30, 2010

## **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 or other technologies caused by Mobile Number Portability, new market entrants and other factors, 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 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 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) Natural disasters, power shortages, malfunctioning of equipment, software bugs, computer viruses, cyber attacks, hacking, unauthorized access and other problems could cause failures in the networks, distribution channel and/or other factors required for the provision of service, disrupting our ability to offer services to our subscribers and may adversely affect our credibility or corporate image.
- (12) Concerns about wireless telecommunication health risks 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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NTT DOCOMO, INC. Results for the first six months of the fiscal year ending Mar. 31, 2011 October 28, 2010 Copyright (C) 2010 NTT DOCOMO, INC. All rights reserved.

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SLIDE No. 1Forward-Looking Statements This presentation 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 scurrent plans, expectations, assumptions and estimates based on the information currently available. Some of the projected numbers in this presentation 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 or other technologies caused by Mobile Number Portability, new market entrants and other factors, 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 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 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) Natural disasters, power shortages, malfunctioning of equipment, software bugs, computer viruses, cyber attacks, hacking, unauthorized access and other problems could cause failures in the networks, distribution channel and/or other factors required for the provi sion of service, disrupting our ability to offer services to our subscribers and may adversely affect our credibility or corporate image. (12) Concerns about wireless telecommunication health risks 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. RESULTS FOR 2Q OF FY2010

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FY2010/1H (1Q+2Q cumulative) Financial Results Highlights Copyright (C) 2010 NTT DOCOMO, INC. All rights reserved.

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U.S. SLIDE No.3FY2010/1H(1Q+2Q cumulative)FinancialResultsGAAP 2009/4-92010/4-9FY2010Progress to Changes(Full-year forecast) (3)forecast (1) (2) (1H) (1)(1H) (2)(2) / (3) Revised OperatingRevenues2,145.82,138.2-0.4%4,209.050.8% (Billions of yen) CellularServices Revenues1,766.21,735.5-1.7%3,405.051.0% (Billions of yen)

OperatingExpenses1,660.61,606.7-3.2%3,369.047.7% (Billions of yen)

OperatingIncome485.2531.5+9.5%840.063.3% (Billions of yen) IncomeBefore Income

Taxes479.9527.0+9.8%838.062.9% (Billions of yen) Net IncomeAttributable to NTT DOCOMO,

INC.284.7309.7+8.8%497.062.3% (Billions of yen) EBITDA Margin- 39.040.3+1.3 Points36.8 (%)\*

AdjustedFree Cash Flow94.5284.9+201.6%480.059.4% (Billions of yen) \* Consolidated financialstatements in this documentare unaudited. longerthan three months. Adjusted free cash flow excludes the effects of uncollected revenues due to bank holidays at the end of the fiscal year and changes in investments for cash management purposes with original maturities of \* For an explanation of the calculation processes of thesenumbers, please see the reconciliations to the most directly comparablefinancial measures calculated and presented in accordance with U.S. GAAPandthe IR page of our website, www.nttdocomo.co.jp RESULTSFOR2Q OF FY2010

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SLIDE No. 4FY2010/1H (1Q+2Q cumulative) Financial Results Highlights (1) ?FY2010/1H (1Q+2Q cumulative) Financial Results Highlights: Favorable growth of net additions No. of net adds: 810,000. of Initiatives to address new markets(Up 230,000 (39%) year-on-year) -e.g., smartphones,e.g., PC data devices, Achieved YOY increase (up 5.0%)(up 5. in total digital photo frames, etc. .handset sales for the first time in 3 years fi in 3 Accelerated growth of packet ARPU Expansion of packet flat-rate -Up \\ \frac{\text{490}}{90} \text{ year-on-year} - (FY2010/2Q) services subscriptions Packet revenues: Up \\ \frac{\text{449.1}}{49.1} \text{ billion (6.2%)} \\ \text{ year-on-year .1 (6. -on- Growth of new business domains Expansion of other revenues ((Overseas platform/home shopping/credit services) s Up \\ \frac{\text{36.4}}{36.4} \text{ billion year-on-year .4} - Continual efficiency improvement of network-related costs Decreased operating expenses Down \\ \frac{\text{53.9}}{53.9} \text{ billion year-on-year Reduction of general expenses RESULTS FOR 2Q OF FY2010}

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SLIDE No. 5FY2010/1H(1Q+2Q cumulative) Financial Results Highlights (2) Key factors behind YOY changes in operating income in Decrease in network-related costs\*2: Down ¥36.5 billion Decrease in equipment sales Increase in Impact of of expenses\*1: Value Plan: other expenses: Down ¥29.4 billionUp ¥12.1 billion Down approx. Decrease in voice ¥55.0 billion ¥55.0 revenues: Down ¥79.8 billion Operating Operating Operating Decrease in equipment sales income incomerevenues: Down ¥13.4 billion ¥531.5 billion ¥485.2 billionIncrease in other revenues: Up ¥36.4 billion Up ¥46.2 billion (+9.5%) year-on-year Increase in packet revenues: Up ¥49.1 billion Operating revenues: Operating expenses: Down ¥7.7billionDown ¥53.9 billion FY2009/1HFY2010/1H \*1: Sum of cost of equipment sold and distributor commissions \*2: Sum of communication networks charges, depreciation and amortization , and loss on disposal of property, plant and equipment RESULTS FOR 2Q OF FY2010

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SLIDE No.6 50%-OFF Monthly Charge Discount Plans/ Value Plan · Subscription rate of billing plans offering 50% discount on basic monthly charge grew to over 80% Negative impact on revenues became insignificant · Number of Value Plan subscriptions continued to increase 50%-Off Monthly Charge Discount Plans Value Plan subscriptions/ No. of subs & subscription rate . of & Value Course selection rate : 50%-OFF monthly charge discount plan subscription rate : Value Course selection rate\*3 : No. of users subscribing to Family Discount"\*1+ Ichinen Discount : No. of Value Plan subscriptions for over 10 years : No. of MAX Discount"\*2subscriptions Subscription rate: Subscription rate: 65% (Subscription rate: %) (Million subs) (Selection rate: %) (Million subs) 90% 50 100% 40 80% 45 90% 35 70% 40 80% 30 60% 35 70% 25 50% 30 60% 20 40% 25 50% 15 30% 20 40% 10 20% 15 10% 10 30% 5 0% 5 20% 0 08/9 08/12 09/3 09/6 09/9 09/12 10/3 10/6 10/9 08/9 08/12 09/3 09/6 09/9 09/12 10/3 10/6 10/6 \*1: Inclusive of Office Discount and Business Discount subscriptions \*3: Percentage of users who chose Value Course among total users who purchased \*2: Fami-wari MAX 50 , Hitoridemo Discount 50 and Office-wari MAX 50 a handset using new handset purchase methods RESULTS FOR 2Q OF FY2010

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SLIDE No.7 Cellular(FOMA+mova)ARPU · FY2010/2Q aggregate ARPU: ¥5,200 (down 4.1% year-on-year) packet ARPU: ¥2,540 (up 3.7% year-on-year) (yen) FY2008 Aggregate ARPU:¥5,710 (Down 10.2% year-on-year) (Down 10.2% year-on-year) FY2009 Aggregate ARPU:¥5,350 (Down 6.3% year-on-year) (Down 6.3% year-on-year) FY2010 8,000 Voice: ¥3,330 (Down 20.0% year-on-year) Voice: ¥3,330 (Down 20.0% year-on-year) Voice: ¥2,900 (Down 12.9% year-on-year) (Down 12.9% year-on-year) Packet: ¥2,380 (Up 8.2% year-on-year) Packet: ¥2,450 (Up 2.9% year-on-year) Packet: ¥2,450 (Up 2.9% year-on-year) 6,000 5,890 5,860 5,730 5,390 5,440 5,420 5,470 5,190 5,200 5,100 5,060 4,000 2,410 2,430 2,450 2,440 2,470 2,510 2,540 2,560 2,330 2,390 2,420 2,000 0 4-6(1Q) 7-9(2Q) 10-12(3Q) 09/1-3(4Q) 4-6(1Q) 7-9(2Q) 10-12(3Q) 10/1-3(4Q) 4-6(1Q) 7-9(2Q) FY2010 (Full-year forecast) Voice ARPU 3,560 3,450 3,340 2,970 3,010 2,970 3,030 2,590 2,680 2,660 2,540 Packet ARPU 2,330 2,410 2,390 2,420 2,430 2,450 2,440 2,470 2,510 2,540 2,560 (Incl.) Int 1 services ARPU 80 90 80 70 70 80 80 80 80 90 90 YOY changes in packet ARPU (%) 9.9 9.0 8.6 6.6 4.3 1.7 2.1 2.1 3.3 3.7 4.5 For an explanation on ARPU, please see slide Definition and Calculation Methods of MOU and ARPU in this document RESULTS FOR 2Q OF FY2010

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SLIDE No.8 Total Handset Sales · Total no. of handsets sold in FY2010/1H: 9.24 million units (Up 5.0% year-on-year)· Full-year forecast: 18.70 million units (Million units) 16.0 : Total no. of handsets sold (docomo + au + SOFTBANK) Full-year forecast: 18.70 million : Total no. of handsets sold (docomo) (Up 3.5% year-on-year) 12.0 8.0 FY2010/1Q FY2010/2Q (3 months) (3 months) Up 6.2% Up 3.7% year-on-year year-on-year 5.32 5.35 5.03 4.95 4.0 4.51 4.34 4.46 4.20 4.61 4.63 FY2008 (full-year): 20.13 million FY2010/1H: FY2009 (full-year): 18.04 million (Down 21.8% year-on-year) 9.24 million (Down 10.4% year-on-year) (Up 5.0% YOY) 0 1Q 2Q 3Q 4Q 1Q 2Q 3Q 4Q 1Q 2Q FY2008 FY2009 FY2010 Calculated based on financial results materials of each company Handsets sold by TU-KA and EMOBILE are not included RESULTS FOR 2Q OF FY2010

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SLIDE No. 9Churn Rate E FY2010/1H churn rate: 0.46% ¡Cellular (FOMA+mova) Churn Rate (%) FY2007 full-year churn rate: 0.80% FY2008 full-year churn rate: 0.50% FY2008 full-year churn rate: 0.46% 2.00 1.50 SoftBank 1.00 0.94KDDI (au) 0.85 0.68 0.74 0.510.52 0.52docomo 0.50 0.440.46 0.450.490.49 0.440.44 £MAX Discount services (Aug. 07) £Value Course (Nov. 07) 0.00 1Q2Q 3Q 4Q 1Q 2Q 3Q 4Q 1Q 2Q FY2007FY2008FY2009FY2010 Based on financial results materials of each company RESULTS FOR 2Q OF FY2010

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SLIDE No. 10No. of Net Additions E Total no. of net additions for FY2010/1H: 810,000 (Up 230,000 (39%) year-on-year) E FY2010 full-year forecast revised to 1.77 million (Up 400,000 from initial forecast); No. of net additions: FY2008: FY2009 (Million subs): FY2010 100 1.00 0.800.90 0.81 0.600.66 0.59 0.55 0.40 0.20 0 0 FY2008FY2009FY2010FY2008FY2009 #ã ú First half i4-9 j Second half ° úi10-3 j RESULTS FOR 2Q OF FY2010

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SLIDE No.11 Subscriber Migration to FOMA  $\cdot$  No. of subscribers who have migrated to FOMA in FY2010/1H: 0.79 million FY2010/2Q (3 months) (3 No. of migrationsNo. of (Million subs) Numbers in parentheses indicate the percentage of FOMA subscriptions to total cellular subscriptions 340,000 6,000 60.0 56.51 56.89 57.85 55.44 56.08 1.24 54.16 54.60 54.86 55.19 1.95 53.39 53.63 53.94 2.88 2.35 3.93 3.39 mova 5.56 4.62 50.0 7.49 6.66 5,000 8.43 9.44 56.61 54.16 54.94 (98%) 40.0 53.20 (95.8%) (96.6%) 4,000 52.05 51.26 (94.9%) 50.25 (93.9%) 49.04 (92.9%) 47.49 (91.6%) (89.8%) 46.44 (87.7%) 45.20 30.0 43.95 (86.1%) 3,000 (84.3%) (82.3%) 2,000 20.0 1,000 10.0 00 08/3 08/6 08/9 08/12 09/3 09/6 09/9 09/12 10/3 10/6 10/9 11/3 (Forecast) FY2007 FY2008 FY2009 FY2010 Inclusive of Communication Module Service subscriptions RESULTS FOR 2Q OF FY2010

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SLIDE No. 13Principal Actions for FY2010 Actions for customer satisfaction improvement Brush up quality of all customer interfaces joining forces of the entire company (After-sales support, billing plans, customer treatment at shops, etc.) Actions for increasing packet usage Expansion of smartphone marketGrowth of flat-rate subscriptions Expanded sales of new devices Execution of measures for boosting PC data devices, mobile Wi-Fi router, packet usage of medium/light users digital photo frame, etc. New actions LTE service launchE-books, car navigation service RESULTS FOR 2Q OF FY2010

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SLIDE No. 14Customer Satisfaction Improvement (1) EContinued/implemented various measures aimed at improving area quality and after-sales support Field staff dispatch within 48 hoursFree battery pack/portable charger Visit &;FY2010/1H:;FY2010/1H: Investigate Approx. 31,000 visitsApprox. 4.21 million units Battery pack ;Cumulative after launch: (Since Oct. 1, 2008) ;Cumulative after revamping Approx. 99,000 visitsprogram: (Since Jul. 1, 2009) Portable chargerApprox. 1033 million units Mobile Phone Checking Service Water-logged handset data restoration service ;FY2010/1H: ;FY2010/1H: Approx. 3.56 million casesNo. of cases accepted:Approx. 48,000 Successful restoration rate: Approx. 81% Tester ;Cumulative after launch: (Since Jul. 1, 2009);Cumulative after launch: (Since Nov. 1, 2008) Approx. 7.08 million cases No. of cases accepted:Approx. 137,000 Successful restoration rate: Approx. 78% RESULTS FOR 2Q OF FY2010

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SLIDE No.15 Customer Satisfaction Improvement (2) · Received No.1 rating in J.D. Power Asia Pacific Japan Business Mobile Phone/PHS Service Customer Satisfaction Index Study for 2 straight years (Sept. 16, 2010)\*1 · Received No. 1 rating in Nikkei BP Consulting customer satisfaction survey on mobile data communications services users for 2 straight years\*2 · Aim to receive No. 1 customer satisfaction rating also for consumer services Overall score No. 1 Overall satisfaction score Responsiveness No. 1 docomo 641 of sales contact customer Industry 609 Aim Service content average to Service quality satisfaction Scores improved achieve Awarded No.1 for 2 straight years in all elements Cost Data card users Received highest score in 6 items out of in 6 of rating No. 1 total 15 items including overall satisfaction 15 satisfaction scores for: Area coverage Area coverage Responsiveness - Service area Communication After-sales (Outdoor (Outdoor && of retailer/shop of retailer/shop - Communication quality quality quality support support indoor) indoor) attendants attendants - Overall rating \*2 \*1 Source: J.D. Power Asia Pacific 2009-2010 Japan Business Mobile Phone/PHS Service Customer Satisfaction Index StudySM. Study results was based on 3,222 responses from individuals responsible for supervising or deciding upon telephone services at 2,345 businesses with more than 100 employees. (Each respondent evaluated up to two mobile telephone/PHS providers). www.jdpower.co.jp \*2 Source; Nikkei BP Consulting 2ndMobile data devices customer satisfaction survey: area coverage (outdoor), area coverage e (indoor), communications quality (disruption of connection), responsiveness of retailer/shop attendants, after-sales support scores RESULTS FOR 2Q OF FY2010

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SLIDE No.16 Growth of Packet ARPU  $\cdot$  Year-on-year growth rate of packet ARPU has accelerated  $\cdot$  No. of packet flat-rate services subscriptions grew to approx. 28.90 million as a result of aggressive promotion YOY packet ARPU comparison No. of packet flat-rate services subs\*2/Subscription rate\*3 (Growth rate) (Yen) (Subscription rate) (Million subs) Subscription rate: Subscription rate: 4.0% 2,550 70% 35 58%: YOY growth rate\*1(%): Subscription rate (left axis): Packet ARPU (yen) 60% 30: No. of subs (right axis) 3.0% 2,500 50% 25 40% 20 2.0% 2,450 30% 15 20% 10 1.0% 2,400 FY2010 Targets No. of packet flat-rate services subs: No. of flat-rate subs: 31.90 million 31.90 10% Packet flat-rate services subscription rate: 63% flat-rate rate: 63% 5 0.0% 2,350 0 0% 0 1Q 2Q 3Q 4Q 1Q 2Q 09/6 09/9 09/12 10/3 10/6 10/9 FY2009 FY2010 \*1: Excludes impact of i-mode monthly charge hike applied from June 2008 \*2: Include subscriptions to Pake-hodai , Pake-hodai full , Pake-hodai double , Pake-hodai simple , Biz-hodai services and flat-rate data plans \*3: Packet flat-rate services subscription rate=No. of packet flat-rate services subscriptions/(Total FOMA i-mode subscriptions + No. of flat-rate subs without i-mode subscription+ No. of data plan subs) RESULTS FOR 2Q OF FY2010

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SLIDE No. 17i-mode Packet Usage Expansion (1) E Actively guide users to docomo map navi navigation service from the location information contained in iMenu, i-concier and other service. E Provide maps by DOCOMO and allow free access by content providers, to stimulate the use of maps by end users and thereby increase packet usage docomo map navi (Planned launch; Oct. 29, 2010) Location information contained in i-mode sites, etc. in i- . Linkage between map apps Display map Display route and navigation service and Current location/Address info iMenuGuide to i-mode sites i- docomo i-concier i-& various other services & map navi mapLink Newly add map to iMenu to enable quick Capture medium/light users display of current Displays locationmap with who had been reluctant to use application maps to one click RESULTS FOR 2Q OF FY2010

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SLIDE No. 18i-mode Packet Usage Expansion (2) E Enrich variety of services and content that can be used by medium/light users i Bodymo docomo-no-omake Mobile phone carried by user all the time assists user sGives complimentary original content gifts(= Omake ) created health management with funfrom our advertisement frame Walk with you to the winners of lottery among the i-mode users who accessed our specially Exercise supportDiet supportContinue with fun developed web site Daily step count Game that progresses managementCalorie intake & nutrition based on step count balance check Walking/joggingExchange medals earned ,o,t,r,g i n i n based on exercise/mealW W Fitness checkDaily diet management Omake records with various prizes ¡No. of subscriptions (Million subs) 0.60 0.50 0.40 s e e Los1 try per day 0.30Lo Gives away original standby screen, 0.20 chaku-uta songs and other original 0.10goods available only on this site 0.00 May Jun Jul Aug Sep No. of subscriptions topped 500,000. of Boost content usage of medium/light users and continues to grow steadily to RESULTS FOR 2Q OF FY2010

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SLIDE No. 19 i-concier (1) E Total i-concier subscriptions topped 5.40 million, and no. of content titles continued to increase steadily ¡No. of subscriptions Pre-Colle Premium Collection (Million subs) 6.00 Delivers information concerning new products, t h5.41 r o wsale and complimentary gifts of prominent brands 4.00tg4.78 f a s a d4.20 t eToruCa coupon S 3.10of each brandInformation 2.00 2.34 1.56 0.93 11/8 2010 ,1,#, 10F00 08/ 12 09/ 3 09/ 06 09/ 09 09/ 12 10/ 3 10/ 6 10/ 9 ¡No. of content posted on iMenuStarbucks Coffee (titles)ToruCa was updated. ,U,O,OPike Place Roast now h t611707available in Japan r o w tg f a s493548 a d t e423 ,S,O,OS 332 ,Q,O,O 191244 08/ 12 09/ 3 09/ 6 09/ 9 09/ 12 10/ 3 10/ 6 10/ 9 RESULTS FOR 2Q OF FY2010

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SLIDE No.20 i-concier (2) Information Sites Powered by i-concier -· No. of content providers increased significantly after launch of B-to-B-to-C model · Information unique and relevant to each region delivered by local businesses/retailers Assists attraction of customers and sales promotion with i-concier based on B-to-B-to-C model Easy Low cost Effective Content provider Service provided for Messages can be Posting on DOCOMO s mobile site only need to prepare \(\frac{1}{2}\)630/month displayed a PC with on standby screen Shop information can be posted as (tax included) Internet connection part of search results of shops near user s current location, etc. Server required for information delivery to be prepared by DOCOMO \(\frac{1}{2}\) No. of i-concier content providers Types of content Coupons delivered can 800 delivered using be updated anytime 700 information sites 600 powered by i-concier 500 Use ranking by industry 400 No. 1: Restaurants/bars 300 200 No. 2: Supermarkets/drug stores 100 No. 3: Hair/nail salons 0 10/ 3 10/ 6 10/ 9 RESULTS FOR 2Q OF FY2010

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SLIDE No. 21Smartphones (1) E Released Galaxy S, which sold more than 5.00 million units worldwide, on Oct. 28, 2010E Galaxy Tab scheduled to go on sale in late November 2010 Super high-resolution smartphone SUPER AMOLED (super organic EL) display 4-inch large touch panel screen Full high-vision video playback, high-vision video shooting Light (118g) and slim (less than 10 mm) All-around exceptionally portable tablet 7-inch large touch panel screen Weight: 382g, Thickness: 12.1mm Exceptionally portable tablet device that can be held easily with one hand Android Ver. 2.2 OSSupport of docomo services Flash Player 10.1e-book Multi-touchdocomo markettrial service RESULTS FOR 2Q OF FY2010

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SLIDE No. 22Smartphones (2) E Further enrich product lineup, content and services E Sales accelerated following the launch of sp-mode . Smartphone adoption expected to expand in full scale Rich lineup of products2010 Winter/Spring: 7 new models (planned) Enrich product lineup to cater to diverse customer needs Model Model Model compatible compatible compatible withwith withwith Osaifu- Osaifu-dynapocketone-seg one-seg LYNXkeitai keitai BlackBerrybroadcasting broadcasting e-walllet e-walllet XperiaTMBold 9700Galaxy SGalaxy Tab Enrichment of content/services; docomo market (Portal site for smartphones); sp-mode (Launched Sept. 1, 2010) Targets for Mar. 31, 2011: . (ISP for smartphones) Selected high-quality content Mail service353 content titles (-docomo.ne.jp)(As of Oct. 1, 2010) (As of Oct. 1, 2010)Approx. 700 . Pictogram Deco-mail Deco-mail Music/video: 1,000 titles 340,000 subsAndroid market content: Content payment serviceDeco-mail content: 10,000 pcs pcs Over 135,000 content titles (As of Oct. 24, 2010)(As of Sept. 30, 2010) Access restriction serviceE-books: 100,000 titles E- Xperia is a trademark or registered trademark of Sony Ericsson Mobile Communications AB RESULTS FOR 2Q OF FY2010

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SLIDE No.23 PC Data Communications (1)  $\cdot$  Both no. of devices sold and subscriptions achieving favorable growth Data card users PC data device sales Data plan\* subscriptions No. 1 satisfaction scores for: - Service area Forecast as of Mar. 31, 2011: FY10 full-year sales target: Communication quality - Overall rating Approx. 1.50 million Approx. 700,000 Source: Nikkei BP Consulting 2ndMobile data devices customer (Million subs) satisfaction survey: area coverage (outdoor), area coverage (indoor) , 1.21 communications quality (disruption of connection), responsiveness of 1.20 retailer/shop attendants, after-sales support scores 0.77 (1,000 units): Flat-rate data plans 1.07 200 1.00: Usage -based billing plans 0.65 0.96 0.55 0.80 0.80 0.40 0.67 0.60 0.58 0.28 0.53 0.50 100 0.47 0.20 0.44 0.12 0.160.40 0.08 0.10 0.20 1Q 2Q 3Q 4Q 1Q 2Q 3Q 4Q 1Q 2Q 08/6 08/9 08/12 09/3 09/6 09/9 09/12 10/3 10/6 10/9 FY2008 FY2009 FY2010 \* Total number of subscriptions to usage-based billing plans, Flat-Rate Data Plan Standard and Flat-Rate Data Plan 64K (including Value Plans) RESULTS FOR 2Q OF FY2010

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SLIDE No.24 PC Data Communications (2) · Prepare proper environment to have customers choose our services, with the aim of further reinforcing data device sales Create environment to have customers choose DOCOMO Product lineup Billing plan Product lineup that allows use of service with Extend period of discount campaign for various devices new subscribers (Until Dec. 31, 2010) FY2011 elease inedfor r Plann Rates(Conceptual) LTE/3G-enabled -mobile Wi-Fi router Wi-Fi PC with built-in Rate (yen/month) communication module 5,985 USB/card-type 4,410 Planned for release Offer discount of within 2010 ¥1,575/month for 1 year Int 1 roaming-enabled Mobile Wi-FI router Broad area coverage/Favorable data speeds RESULTS FOR 2Q OF FY2010

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SLIDE No. 25LTE (1) E Steadily moved ahead with preparations for planned service launch in Dec. 2010E Provide brand-new services leveraging LTE s distinctive features- high-speed , large-capacity and low-latency transmission; LTE s distinctive features; Service brand/logo High-speedLarge-capacityLow-latency Transmission Transmission rateSpectrum latency efficiency (maximum effect) Approx. Approx. Approx. 10-fold\*3-fold1/4 (Comparison with FOMA (HSPA) service), w , (Pronounced Crossy ) Area expansion using an overlay approach to existing 3G areas The X denotes both connection and infinite possibility , and the i both individual user and innovation. 3G area LTE areas \* Comparison of LTE max. downlink speed of 75Mbps with HSPA max. downlink speed of 7.2Mbps RESULTS FOR 2Q OF FY2010

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SLIDE No. 26LTE (2) E Planned base station deployment in FY2010: Approx. 1,000 BTSs in Tokyo/Nagoya/OsakaE Details concerning devices/billing plans to be announced on Nov. 8, 2010 FY2010FY2011FY2012 LTE-related CAPEX: Approx. ¥100.0 billionApprox. ¥170.0 billion Approx ¥35.0 billion (From (Dec. 2010) June 2010) Approx. 15,000 BTSs £Data communication deviceApprox. 40% £POP coverage Mobile Wi-Fi router (planned) £Handset-type device (planned) commercialLTE Cumulative no. of base stations: Approx. 1,000 BTSs Trial service Approx. 5,000 BTSs operationTokyo: Approx. 800Major cities (breakdown) Nagoya: Approx. 100Approx. 20% POP coverage Osaka: Approx. 100across Japan networklaunch Approx. 7% POP coverage of Prefectural capital-size cities Tokyo/Osaka/Nagoya RESULTS FOR 2Q OF FY2010

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SLIDE No.27 E-Book Service · Promote E-publishing and retail business jointly with Dai Nippon Printing, Co., Ltd (DNP). Study possible formation of a joint-venture company. · E-book trial service for smartphones launched on Oct. 28, 2010. Coexistence of real & cyber services One-stop management of physical and Provision of original electronic books (Bookshelf service) Point sharing with physical stores content at book stores Digital books purchased at electronic stores Books purchased at physical stores A new service leveraging DOCOMO s communications technologies, DNP s publishing know-how and customer base of two companies Trial e-book service for smartphones Wide array of content Wi-Fi No content fee (free)\* (Plan to offer approx. 60 types) (Trial period: Until Dec. 27, 2010) In your favorite place Smartphones Dedicated e-readerdevices In a cafe At a time of your In a train convenience In your living room Tablet devices In a style you like Use on various devices (multi-device) Use in various locations (multi-access) \* Free service provided to customers who agree to reply to survey. Packet communications fee to be charged separately. RESULTS FOR 2Q OF FY2010

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SLIDE No.28 docomo Drive Net · Plan to start docomo Drive Net information delivery service for car navigation systems in November 2010 · Aim to invigorate the wireless navigation market through the convergence with mobile services and advancing the functional capabilities of docomo Drive Net service ed d n nn e pllaa n Latest map Latest area info. io nnp . nssioxp aa n Traffic info. eexp . icee errvvic Local ads SSe Update POI content\*1d ed difference with Online VICS n nn e pllaa n current map + io nn pnssioxp aa n Probe\*2 eexpicee errvvic SSe Link with mobile PC PC/mobile Latest Group services Latest Traffic Disaster linkage map update location area info. info. info. sharing Access site & search ed d Mobile phone n nn e pllaa nio nn pnssioxp aa n eexp Navigation system with icee Smartphone + car-mount cradle errvvic Other devices built-in comm. module + SSe -in . App compatible with Drive Net (car navigation & map) Mobile Car-mount Smartphone phone cradle Tablets, etc. \*1: POI (Point of Interest): Information on various facilities linked with current location or drive route, etc. \*2 Probe: Location information obtained from traveling vehicles RESULTS FOR 2Q OF FY2010

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SLIDE No. 29Mobile Multimedia Broadcasting Service E Multimedia Broadcasting, Inc., an investee of DOCOMO, won the approval for building the infrastructure for multimedia broadcasting service for mobile devicesE Aim to realize unprecedented services converging broadcasting and telecommunications File casting service (Multimedia Broadcasting, Inc.) MoviesNewspaperDrama Automatic data storage Music¹ yBookGame Streaming service Base stationLive broadcast SportsNewsConcertviewing Broad adoption of compatible of Rich portfolio of content of Affordable rates devices at an early date at Ally withAlly partner who owns strength Plan to offer services at reasonable rates to at Over 50.00 million units of devices 50.00 of in content businessin (e.g., broadcasters)(e.g., starting from approx. \gmannfa300/month . expected to be adopted to be (In 5 (In 5th thyear after service launch) RESULTS FOR 2Q OF FY2010

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SLIDE No. 30Global Expansion -TTSL/TTML (India) EGrew to India s 4th largest mobile operator with over 80 million subscribers E Plan to launch 3G services in Nov. 2010, ahead of other carriers who won 3G license as a result of spectrum auction\*1 TTSL/TTML (India);3G service Plan to launch services progressively from Nov. 5, 2010, Total subscriptions: Topped 80 million in 9 circles where TTSL/TTML won license (October 2010);No. of subscriptions\*2Jammu & Subscriber Punjab Kashmir Himachal (Million subs)share: 80Pradesh 11.5% No. of subscriptions more than Haryana doubled compared to Mar. 2009UP(W) Delhi 70 when DOCOMO made investment., making TTSL the No. 4 operator Assam, in India by market shareRajasthanNorth East 60UP(E) Bihar MadhyaWest GujaratBengal 50Subscriber.Pradesh share:Kolkata Maharashtra Orissa 8.9% 40GSM service launch GSM Mumbai (Jun. 24, 2009) (Jun. 24, 2009) Andhra 30Pradesh 09/4 5 6 7 8 9 10 11 12 10/1 2 3 4 5 6 7 8 ¡GSM roll-out (brand: TATA DOCOMO)Karnataka Chennai Tamil Kerala Service areas18 circlesNadu (As of Aug. 2010)(Out of India s total 22 circles) \*1: BSNL/MTNL launched 3G services in 2009. \*2: No. of subscriptions and market share are the total of GSM and CDMA services of TTSL and TTML (Source: TRAI) RESULTS FOR 2Q OF FY2010

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SLIDE No. 33Cellular(FOMA+mova) E MOU for FY2010/1H was 134 minutes (Down 1.5% year-on-year) (minutes)(%) 20025 180FY08 full-year MOU: 137 minutes FY08 full-year MOU: 137 FY09 full-year MOU: 136 minutes FY09 full-year MOU: 136 20 (Down 0.7% year-on-year) 0.7% year-on-year) (Down 0.7% year-on-year) 0.7% year-on-year) 16015 14010 1205 1000 80-5 60-10 40-15 20-20 0-25 4-6(1Q)7-9(2Q) 10-12(3Q) 09/1-3(4Q) 4-6(1Q)7-9(2Q) 10-12(3Q) 10/1-3(4Q) 4-6(1Q)7-9(2Q) MOU (left axis)137138139133135137138133133135 YOY changes in MOU (right axis)-2.1-1.40-1.5-1.5-0.7-0.70-1.5-1.5 For an explanation on MOU, please see Definition and Calculation Methods of MOU and ARPU in this presentation. RESULTS FOR 2Q OF FY2010

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SLIDE No. 34Operating RevenuesU.S. GAAP (Billions of yen) 6,000 5,000 4,209.04,222.0 4,000 Down 0.4% 3,000 2,145.82,138.2 2,000 1,000 0 (Billions of yen)2011/3 (Full year2011/3 (Full year 2009/4-9i1H)2010/4-9i1H) forecast) (Announced 10/28/2010) (Announced 4/28/2010) Equipment sales revenues252.5239.2 464.0 477.0 Other revenues127.1163.5 340.0 340.0 Cellular services revenues (voice, packet)1,766.21,735.5 3,405.0 3,405.0 International services revenues are included in Cellular services revenues (voice, packet) . RESULTS FOR 2Q OF FY2010

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SLIDE No. 35Operating ExpensesU.S. GAAP (Billions of yen) 5,000 4,000 3,369.03,382.0 Down 3.2%3,000 1,660.61,606.72,000 1,000 0 2011/3 (Full year 2011/3 (Full year (Billions of yen)2009/4-9i1H)2010/4-9i1H) forecast) forecast) (Announced 10/28/2010) (Announced 4/28/2010) Personnel expenses 126.8 129.4 265.0 267.0 Taxes and public duties 19.6 19.5 39.0 40.0 Depreciation and amortization 337.8 322.0 683.0 682.0 Loss on disposal of property, plant and 18.6 12.6 44.0 49.0 equipment and intangible assets Communication network charges 155.8 141.1 267.0 271.0 Non-personnel expenses 1,001.9 982.1 2,071.0 2,073.0 (Incl.) Revenue-linked expenses \*597.2542.71,123.01,124.0 (Incl.) Other non-personnel expenses 404.7439.4948.0949.0 \* Revenue-linked expenses: Cost of equipment sold + distributor commissions + cost of docomo point service RESULTS FOR 2Q OF FY2010

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SLIDE No. 36Capital Expenditures (Billions of yen) 800 675.0675.0700 600 500 Down 2.0% 400 316.1309.8 300 200 100 0 (Billions of yen)2011/3 (Full year2011/3 (Full year 2009/4-9i1Hj2010/4-9i1Hj forecast) (Announced 10/28/2010)(Announced 4/28/2010) Other (information systems, etc.)58.259.9 160.0 160.0 Mobile phone business (LTE)-10.5 32.0 35.0 Mobile phone business (FOMA)215.5185.7 371.0 375.0 Mobile phone business (mova)3.12.6 5.0 3.0 Mobile phone business (Other)39.451.1 108.0 102.0 RESULTS FOR 2Q OF FY2010

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SLIDE No. 37Operational Results and Forecasts 2009/4-92010/4-9Changes2011/3 (1H) (1)(1H) (2)(1) "(2)(Full-year forecast) No. of Subscriptions (thousands)\*155,18656,895+3.1%57,850 mova3,9281,954-50.3%1,240 FOMA51,25854,940+7.2%56,610 i-mode48,67048,914+0.5%48,870 sp-mode-270 Communication Module 1,5361,803+17.4%1,920 Services Market share (%)50.349.3-1.0 Points- Total handsets sold8,8089,245+5.0%- Cellular Handsets sold New84-52.9%-mova (thousands)Replacement42-57.1%-(including handsets sold without New2,0572,376+15.5%- Phone involving sales by Migration DOCOMO)FOMA1,400792-43.4%- from mova

Other \*25,3396,070+13.7% - Churn rate (%)0.450.46+0.01

Points-ARPUiFOMA+movaj(yen)\*35,4305,190-4.4%5,100

MOUiFOMA+movaj(minutes)\*3136134-1.5%-\*1 Communication Module Service subscriptions are included in the number of cellular phone subscriptions in order to align the calculation method of subscribers with that of other cellular phone carriers. (Market share, the number of handsets sold and churn rate are calculated inclusive of Communication Module Service subscriptions.) \*2 Other includes purchases of additional handsets by existing FOMA subscribers. \*3 For an explanation of MOU and ARPU, please see Definition and Calculation Methods of MOU and ARPU in this presentation. RESULTS FOR 2Q OF FY2010

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SLIDE No. 38FY2010/2Q Financial ResultsUS GAAP 2009/7-92010/7-9Changes (2Q) (1)(2Q) (2)(1) "(2) Operating Revenues 1,061.11,048.9-1.1% (Billions of yen) Cellular Services Revenues 884.3871.3-1.5% (Billions of yen) Operating Expenses 827.6758.0-8.4% (Billions of yen) Operating Income 233.4291.0+24.7% (Billions of yen) Income Before Income Taxes232.4286.4+23.2% iBillions of yen) Net Income attributable to NTT DOCOMO, INC.137.3167.6+22.0% (Billions of yen) EBITDA Margin (%) \*38.643.8+5.2 Points Adjusted Free Cash Flow 185.3237.7+28.3% (Billions of yen) \*\*

Consolidated financial statements in this document are unaudited. Adjusted free cash flow excludes the effects of changes in investment for cash management purposes derived from purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original maturities of longer than three months. \* For an explanation of the calculation processes for these numbers, please see the reconciliations to the most directly comparable financial measures calculated and presented in accordance with GAAP and the IR page of our website, www.nttdocomo.co.jp. RESULTS FOR 2Q OF FY2010

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SLIDE No.39 Definition and Calculation Methods of MOU and ARPU MOU (Minutes of usage): Average communication time per one month per one user. 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 our wireless services revenues, such as monthly charges, voice transmission charges and packet transmission charges, from designated services which are incurred consistently each month, by the number of active subscriptions to the relevant services. Accordingly, the calculation of ARP U 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. Aggregate ARPU (FOMA+mova): Voice ARPU (FOMA+mova) + Packet ARPU (FOMA+mova) Voice ARPU (FOMA+mova): Voice ARPU (FOMA+mova) Related Revenues (monthly charges, voice transmission charges) / No. of active cellular phone subscriptions (FOMA+mova) Packet ARPU (FOMA+mova): {Packet ARPU (FOMA) Related Revenues (monthly charges, packet transmission charges) + Packet ARPU (mova) Related Revenues (monthly charges, packet transmission charges)} / No. of active cellular phone subscriptions (FOMA+mova) Aggregate ARPU (FOMA): Voice ARPU (FOMA) + Packet ARPU (FOMA) Voice ARPU (FOMA): Voice ARPU (FOMA) Related Revenues (monthly charges, voice transmission charges) / No. of active cellular phone subscriptions (FOMA) Packet ARPU (FOMA): Packet ARPU (FOMA) Related Revenues (monthly charges, packet transmission charges) / No. of active cellular phone subscriptions (FOMA) Aggregate ARPU (mova): Voice ARPU (mova) + Packet ARPU (mova) Voice ARPU (mova): Voice ARPU (mova) Related Revenues (monthly charges, voice transmission charges) / No. of active cellular phone subscriptions (mova) Packet ARPU (mova): Packet ARPU (mova) Related Revenues (monthly charges, packet transmission charges) / No. of active cellular phone subscriptions (mova) Number of active subscriptions used in ARPU and MOU calculations are as follows: Quarterly data: sum of No. of active subscriptions in each month"\* of the current quarter Half-year data: sum of No. of active subscriptions in each month"\* of the current half Full-year data: sum of No. of active subscriptions in each month"\* of the current fiscal year \* No. of active subscriptions in each month: (No. of subs at end of previous month + No. of subs at end of current month)/2 The revenues and no. of subscriptions of Communication Module Service are not included in the above calculation of ARPU and MOU. RESULTS FOR 2Q OF FY2010

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SLIDE No.40 Reconciliation of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures \_\_\_\_\_ .. EBITDA and EBITDA margin Billions of yen Year ending Year ended Six months ended Three months ended Six months ended March 31, 2011 March 31, 2010 September 30, 2009 September 30, 2010 September 30, 2010 (Revised Forecasts) a. EBITDA ¥ 1,550.0 ¥ 1,568.1 ¥ 836.0 ¥ 459.1 ¥ 860.7 Depreciation and amortization (683.0) (701.1) (337.8) (163.9) (322.0) Loss on sale or disposal of property, plant and equipment (27.0) (32.7) (13.0) (4.3) (7.2) Operating income 840.0 834.2 485.2 291.0 531.5 Other income (expense) (2.0) 1.9 (5.3) (4.5) (4.5) Income taxes (338.0) (338.2) (194.1) (116.1) (213.2) Equity in net income (losses) of affiliates (4.0) (0.9) 0.3 (2.1) (3.0) Less: Net (income) loss attributable to noncontrolling interests 1.0 (2.3) (1.3) (0.6) (1.1) b. Net income attributable to NTT DOCOMO, INC. 497.0 494.8 284.7 167.6 309.7 c. Operating revenues 4,209.0 4,284.4 2,145.8 1,048.9 2,138.2 EBITDA margin (=a/c) 36.8% 36.6% 39.0% 43.8% 40.3% Net income margin (=b/c) 11.8% 11.5% 13.3% 16.0% 14.5% 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. \_\_\_\_\_ .. Free cash flows excluding changes in investments for cash management purposes Billions of yen Year ending Year ended Six months ended Three months ended Six months ended March 31, 2011 March 31, 2010 September 30, 2009 September 30, 2010 September 30, 2010 (Revised Forecasts) Free cash flows excluding changes in investments for cash management purposes \(\frac{1}{4}\) 480.0 \(\frac{1}{4}\) 416.9 \(\frac{1}{4}\) 237.7 \(\frac{1}{4}\) 284.9 Changes in investments for cash management purposes \* (398.0) (27.0) (192.1) (0.3) Free cash flows 480.0 18.9 67.4 45.6 284.6 Net cash used in investing activities (686.0) (1,163.9) (441.1) (346.3) (348.7) Net cash provided by operating activities 1,166.0 1,182.8 508.5 392.0 633.3 Note: \* Changes in investments for cash management purposes were derived from purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original maturities of longer than three months. Net cash used in investing activities includes changes in investments for cash management purposes except for the year ending March 31, 2011. The effect of changes in investments for cash management purposes is not taken into account when we forecasted net cash used in investing activities for the year ending March 31, 2011 due to the difficulties in forecasting such effect. RESULTS FOR 2Q OF FY2010

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