



# Earnings Release

For the Nine Months Ended December 31, 2011

January 27, 2012

[U.S. GAAP]

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

(Amounts are rounded off to the nearest 1 million yen.)

## 1. Consolidated Financial Results for the Nine Months Ended December 31, 2011 (April 1, 2011 - December 31, 2011)

### (1) Consolidated Results of Operations

(Millions of yen, except per share amounts)

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

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

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

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

### (2) Consolidated Financial Position

(Millions of yen, except per share amounts)

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

## 2. Dividends

Date of Record	Cash Dividends per Share (yen)				
	End of the First Quarter	End of the Second Quarter	End of the Third Quarter	Year End	Total
Year ended March 31, 2011	—	2,600.00	—	2,600.00	5,200.00
Year ending March 31, 2012	—	2,800.00	—		
Year ending March 31, 2012 (Forecasts)				2,800.00	5,600.00

(Note) Revisions to the forecasts of dividends: None

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

(Millions of yen, except per share amounts)

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

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

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

#### 4. Others

(1) Changes in significant subsidiaries (Changes in significant subsidiaries for the nine months ended December 31, 2011 which resulted in changes in scope of consolidation)			None
(2) Application of simplified or exceptional accounting			None
(3) Changes in accounting policies			
i. Changes due to revision of accounting standards and other regulations:			Yes
ii. Others: (Refer to "2. (3) Changes in Accounting Policies" on page 10, contained in the attachment for more information.)			None
(4) Number of issued shares (common stock)			
i. Number of issued shares (inclusive of treasury stock):	As of December 31, 2011:	43,650,000 shares	
	As of March 31, 2011:	43,650,000 shares	
ii. Number of treasury stock:	As of December 31, 2011:	2,182,399 shares	
	As of March 31, 2011:	2,182,399 shares	
iii. Number of weighted average common shares outstanding:	For the nine months ended December 31, 2011:	41,467,601 shares	
	For the nine months ended December 31, 2010:	41,604,852 shares	

\* Presentation on the status of quarterly review procedure:

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

\* Explanation for forecasts of operations and other notes:

Forward-looking statements in this earnings release, such as forecasts of results of operations, are based on the information currently available and certain assumptions that we regard as reasonable, and therefore actual results may differ materially from those contained in, or suggested by, any forward-looking statements. With regard to the assumptions and other related matters concerning forecasts for the fiscal year ending March 31, 2012, refer to "1. (3) Prospects for the Fiscal Year Ending March 31, 2012" on page 9 and "5. Special Note Regarding Forward-Looking Statements" on page 19, contained in the attachment.

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## 1. Information on Consolidated Results

### (1) Operating Results

#### i. Business Overview

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

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

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

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

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

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

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

<Results of operations>

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

\* EBITDA and EBITDA margin, as we use them in this earnings release, are different from EBITDA as used in Item 10(e) of Regulation S-K and may not be comparable to similarly titled measures used by other companies. For an explanation of our definitions of EBITDA, EBITDA margin, ROCE before tax effect and ROCE after tax effect, see "4. (3) Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures" on page 18.

<Operating revenues>

	Billions of yen			
	Nine months ended December 31, 2010	<b>Nine months ended December 31, 2011</b>	Increase (Decrease)	
Wireless services	¥ 2,850.1	<b>¥ 2,819.2</b>	¥ (30.9)	(1.1)%
Cellular services revenues	2,598.8	<b>2,559.4</b>	(39.4)	(1.5)
- Voice revenues	1,337.0	<b>1,187.8</b>	(149.3)	(11.2)
- Packet communications revenues	1,261.8	<b>1,371.7</b>	109.9	8.7
Other revenues	251.3	<b>259.8</b>	8.5	3.4
Equipment sales	359.0	<b>354.9</b>	(4.1)	(1.1)
Total operating revenues	¥ 3,209.1	<b>¥ 3,174.2</b>	¥ (35.0)	(1.1)%

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

<Operating expenses>

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

**ii. Segment Results****Mobile phone business—**

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

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

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

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

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

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

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

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

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

\*2: J. D. Power Asia Pacific 2009-2011 Japan Business Mobile Phone/PHS Service Study<sup>SM</sup>. The 2011 survey results were based on the 3,214 responses obtained from 2,466 businesses with 100 or more employees concerning the services of carriers providing mobile phone/PHS services. (Each respondent evaluated up to two mobile telephone/PHS providers).

<http://www.jdpower.co.jp/>

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

<Number of subscriptions by services>

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

- Notes: 1. Number of subscriptions to Cellular services, Cellular (FOMA) services and Cellular (mova) services includes Communication Module services subscriptions.  
 2. Effective March 3, 2008, FOMA subscription became mandatory for subscription to “2in1” services, and those FOMA subscriptions are included in the number of FOMA subscriptions.  
 3. Number of subscriptions to packet flat-rate services includes subscriptions to “Xi Pake-hodai Flat,” “Xi Pake-hodai double,” “Pake-hodai Flat,” “Pake-hodai double,” “Pake-hodai double 2,” “Pake-hodai simple,” “Pake-hodai full,” “Pake-hodai,” “Biz-hodai,” “Xi data plan Flat,” “Xi data plan,” “Xi data plan 2,” “Flat-rate data plan Flat,” “Flat-rate data plan Standard,” “Flat-rate data plan Standard 2,” “Flat-rate data plan 64K,” and “Flat-rate data plan HIGH-SPEED.”

<Number of handsets sold and churn rate>

	Thousand units		Increase	
	Nine months ended December 31, 2010	Nine months ended December 31, 2011	(Decrease)	
Number of handsets sold	13,587	<b>15,411</b>	1,825	13.4 %
Cellular (Xi) services				
New Xi subscription	1	<b>812</b>	811	—
Change of subscription from FOMA or mova	0	<b>333</b>	332	—
Xi handset upgrade by Xi subscribers	0	<b>11</b>	11	—
Cellular (FOMA) services				
New FOMA subscription	3,478	<b>3,586</b>	109	3.1
Change of subscription from Xi or mova	1,056	<b>555</b>	(502)	(47.5)
FOMA handset upgrade by FOMA subscribers	9,044	<b>10,112</b>	1,069	11.8
Cellular (mova) services				
New mova subscription	5	<b>1</b>	(4)	(77.0)
mova handset upgrade by mova subscribers and change of subscription from Xi or FOMA	3	<b>1</b>	(2)	(67.9)
Churn Rate	0.46 %	<b>0.53 %</b>	0.07 point	—

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

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

\* See "4. (2) Definition and Calculation Methods of ARPU and MOU" on page 17 for definition and calculation methods.

Results of operations are as follows:

## &lt;Results of operations&gt;

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

**Miscellaneous businesses—**

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

Results of operations are as follows:

<Results of operations>

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

**iii. Trend of Capital Expenditures**

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

<Capital expenditures>

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

**(2) Financial Review**
**i. Financial Position**

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

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

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

**ii. Cash Flow Conditions**

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

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

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

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

	Billions of yen			
	Nine months ended December 31, 2010	<b>Nine months ended December 31, 2011</b>		Increase (Decrease)
Net cash provided by operating activities	¥ 754.5	¥ <b>708.6</b>	¥ (45.9)	(6.1)%
Net cash used in investing activities	(519.9)	<b>(746.9)</b>	(227.0)	(43.7)
Net cash provided by (used in) financing activities	(223.8)	<b>(377.7)</b>	(153.9)	(68.8)
Free cash flows (1)	234.6	<b>(38.3)</b>	(272.9)	—
Free cash flows excluding the effects of irregular factors (2) and changes in investments for cash management purposes (3)*	394.1	<b>316.0</b>	(78.1)	(19.8)

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

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

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

\* See "4. (3) Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures" on page 18.

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

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

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

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

## 2. Other Information

### (1) Changes in Significant Subsidiaries

None

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

None

### (3) Changes in Accounting Policies

#### Multiple-Deliverable Revenue Arrangements

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

### 3. Consolidated Financial Statements

#### (1) Consolidated Balance Sheets

	Millions of yen	
	March 31, 2011	December 31, 2011
<b>ASSETS</b>		
<b>Current assets:</b>		
Cash and cash equivalents	¥ 765,551	¥ 348,814
Short-term investments	141,028	342,235
Accounts receivable	762,411	922,669
Credit card receivables	160,446	194,187
Allowance for doubtful accounts	(18,021)	(21,986)
Inventories	146,357	181,962
Deferred tax assets	83,609	71,438
Prepaid expenses and other current assets	113,918	119,666
<b>Total current assets</b>	<b>2,155,299</b>	<b>2,158,985</b>
<b>Property, plant and equipment:</b>		
Wireless telecommunications equipment	5,569,818	5,706,998
Buildings and structures	845,588	856,588
Tools, furniture and fixtures	507,914	510,592
Land	198,842	199,685
Construction in progress	95,251	137,715
Accumulated depreciation and amortization	(4,694,094)	(4,895,901)
<b>Total property, plant and equipment, net</b>	<b>2,523,319</b>	<b>2,515,677</b>
<b>Non-current investments and other assets:</b>		
Investments in affiliates	525,456	498,156
Marketable securities and other investments	128,138	119,138
Intangible assets, net	672,256	677,581
Goodwill	205,573	197,396
Other assets	249,919	237,753
Deferred tax assets	331,633	296,007
<b>Total non-current investments and other assets</b>	<b>2,112,975</b>	<b>2,026,031</b>
<b>Total assets</b>	<b>¥ 6,791,593</b>	<b>¥ 6,700,693</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current liabilities:</b>		
Current portion of long-term debt	¥ 173,102	¥ 15,034
Short-term borrowings	276	1,215
Accounts payable, trade	609,337	631,785
Accrued payroll	54,801	41,759
Accrued interest	916	379
Accrued income taxes	162,032	82,798
Other current liabilities	122,704	147,588
<b>Total current liabilities</b>	<b>1,123,168</b>	<b>920,558</b>
<b>Long-term liabilities:</b>		
Long-term debt (exclusive of current portion)	255,000	240,000
Accrued liabilities for point programs	199,587	177,938
Liability for employees' retirement benefits	152,647	159,103
Other long-term liabilities	183,597	166,015
<b>Total long-term liabilities</b>	<b>790,831</b>	<b>743,056</b>
<b>Total liabilities</b>	<b>1,913,999</b>	<b>1,663,614</b>
<b>Equity:</b>		
NTT DOCOMO, INC. shareholders' equity		
Common stock	949,680	949,680
Additional paid-in capital	732,914	732,592
Retained earnings	3,621,965	3,792,662
Accumulated other comprehensive income (loss)	(76,955)	(107,245)
Treasury stock, at cost	(377,168)	(377,168)
Total NTT DOCOMO, INC. shareholders' equity	4,850,436	4,990,521
Noncontrolling interests	27,158	46,558
<b>Total equity</b>	<b>4,877,594</b>	<b>5,037,079</b>
<b>Total liabilities and equity</b>	<b>¥ 6,791,593</b>	<b>¥ 6,700,693</b>

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

	Millions of yen	
	Nine Months Ended December 31, 2010	Nine Months Ended December 31, 2011
<b>Operating revenues:</b>		
Wireless services	¥ 2,850,116	¥ 2,819,222
Equipment sales	359,013	354,932
Total operating revenues	3,209,129	3,174,154
<b>Operating expenses:</b>		
Cost of services (exclusive of items shown separately below)	687,578	683,712
Cost of equipment sold (exclusive of items shown separately below)	482,552	477,291
Depreciation and amortization	496,112	488,590
Selling, general and administrative	784,386	780,777
Total operating expenses	2,450,628	2,430,370
<b>Operating income</b>	758,501	743,784
<b>Other income (expense):</b>		
Interest expense	(3,638)	(2,386)
Interest income	1,024	1,000
Other, net	(7,250)	1,685
Total other income (expense)	(9,864)	299
<b>Income before income taxes</b>	748,637	744,083
<b>Income taxes:</b>		
Current	289,489	270,378
Deferred	13,881	72,113
Total income taxes	303,370	342,491
<b>Equity in net income (losses) of affiliates, net of applicable taxes</b>	375	(7,901)
<b>Net income</b>	445,642	393,691
Less: Net (income) loss attributable to noncontrolling interests	(1,659)	931
<b>Net income attributable to NTT DOCOMO, INC.</b>	¥ 443,983	¥ 394,622
<b>Net income</b>	¥ 445,642	¥ 393,691
<b>Other comprehensive income (loss):</b>		
Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes	(3,449)	(3,550)
Change in fair value of derivative instruments, net of applicable taxes	(14)	(12)
Foreign currency translation adjustment, net of applicable taxes	(19,050)	(27,053)
Pension liability adjustment, net of applicable taxes	(30)	313
Total other comprehensive income (loss)	(22,543)	(30,302)
<b>Comprehensive income</b>	423,099	363,389
Less: Comprehensive (income) loss attributable to noncontrolling interests	(1,621)	943
<b>Comprehensive income attributable to NTT DOCOMO, INC.</b>	¥ 421,478	¥ 364,332
<b>PER SHARE DATA</b>		
Weighted average common shares outstanding – Basic and Diluted (shares)	41,604,852	41,467,601
Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. (yen)	¥ 10,671.42	¥ 9,516.39

	Millions of yen			
	Three Months Ended December 31, 2010		Three Months Ended December 31, 2011	
<b>Operating revenues:</b>				
Wireless services	¥	951,121	¥	941,444
Equipment sales		119,856		119,727
Total operating revenues		1,070,977		1,061,171
<b>Operating expenses:</b>				
Cost of services (exclusive of items shown separately below)		235,767		247,125
Cost of equipment sold (exclusive of items shown separately below)		161,722		159,461
Depreciation and amortization		174,146		170,206
Selling, general and administrative		272,311		249,096
Total operating expenses		843,946		825,888
<b>Operating income</b>		227,031		235,283
<b>Other income (expense):</b>				
Interest expense		(1,114)		(706)
Interest income		333		328
Other, net		(4,621)		(2,693)
Total other income (expense)		(5,402)		(3,071)
<b>Income before income taxes</b>		221,629		232,212
<b>Income taxes:</b>				
Current		84,968		74,750
Deferred		5,199		60,155
Total income taxes		90,167		134,905
<b>Equity in net income (losses) of affiliates, net of applicable taxes</b>		3,353		(2,091)
<b>Net income</b>		134,815		95,216
Less: Net (income) loss attributable to noncontrolling interests		(579)		388
<b>Net income attributable to NTT DOCOMO, INC.</b>	¥	134,236	¥	95,604
<b>Net income</b>	¥	134,815	¥	95,216
<b>Other comprehensive income (loss):</b>				
Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes		4,137		5,829
Change in fair value of derivative instruments, net of applicable taxes		40		(2)
Foreign currency translation adjustment, net of applicable taxes		(5,715)		(24,853)
Pension liability adjustment, net of applicable taxes		(40)		80
Total other comprehensive income (loss)		(1,578)		(18,946)
<b>Comprehensive income</b>		133,237		76,270
Less: Comprehensive (income) loss attributable to noncontrolling interests		(557)		385
<b>Comprehensive income attributable to NTT DOCOMO, INC.</b>	¥	132,680	¥	76,655
<b>PER SHARE DATA</b>				
Weighted average common shares outstanding – Basic and Diluted (shares)		41,603,083		41,467,601
Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. (yen)	¥	3,226.59	¥	2,305.51

**(3) Consolidated Statements of Cash Flows**

	Millions of yen			
	Nine Months Ended December 31, 2010		Nine Months Ended December 31, 2011	
<b>Cash flows from operating activities:</b>				
Net income	¥	445,642	¥	393,691
Adjustments to reconcile net income to net cash provided by operating activities–				
Depreciation and amortization		496,112		488,590
Deferred taxes		13,371		65,486
Loss on sale or disposal of property, plant and equipment		13,672		12,460
Equity in net (income) losses of affiliates		376		14,526
Changes in assets and liabilities:				
(Increase) / decrease in accounts receivable		(96,694)		(160,584)
(Increase) / decrease in credit card receivables		(20,986)		(16,463)
Increase / (decrease) in allowance for doubtful accounts		2,396		4,004
(Increase) / decrease in inventories		(33,477)		(35,634)
(Increase) / decrease in prepaid expenses and other current assets		(13,503)		(7,453)
(Increase) / decrease in non-current installment receivables for handsets		3,155		298
Increase / (decrease) in accounts payable, trade		(19,876)		29,132
Increase / (decrease) in accrued income taxes		(88,114)		(79,207)
Increase / (decrease) in other current liabilities		5,564		25,957
Increase / (decrease) in accrued liabilities for point programs		54,874		(21,649)
Increase / (decrease) in liability for employees' retirement benefits		5,906		6,455
Increase / (decrease) in other long-term liabilities		(30,744)		(16,636)
Other, net		16,849		5,643
Net cash provided by operating activities		754,523		708,616
<b>Cash flows from investing activities:</b>				
Purchases of property, plant and equipment		(318,769)		(343,102)
Purchases of intangible and other assets		(193,996)		(180,656)
Purchases of non-current investments		(4,765)		(34,069)
Proceeds from sale of non-current investments		794		2,219
Acquisitions of subsidiaries, net of cash acquired		(7,678)		–
Purchases of short-term investments		(744,825)		(883,596)
Redemption of short-term investments		686,335		692,285
Long-term bailment for consumption to a related party		(20,000)		–
Short-term bailment for consumption to a related party		(20,000)		–
Proceeds from redemption of short-term bailment for consumption to a related party		110,000		–
Other, net		(6,994)		31
Net cash used in investing activities		(519,898)		(746,888)
<b>Cash flows from financing activities:</b>				
Repayment of long-term debt		(32)		(171,837)
Proceeds from short-term borrowings		367		3,210
Repayment of short-term borrowings		(395)		(2,177)
Principal payments under capital lease obligations		(3,249)		(3,308)
Payments to acquire treasury stock		(3,169)		–
Dividends paid		(216,088)		(223,671)
Proceeds from noncontrolling interests		–		21,331
Other, net		(1,243)		(1,280)
Net cash provided by (used in) financing activities		(223,809)		(377,732)
Effect of exchange rate changes on cash and cash equivalents		(1,342)		(733)
<b>Net increase (decrease) in cash and cash equivalents</b>		<b>9,474</b>		<b>(416,737)</b>
<b>Cash and cash equivalents at beginning of period</b>		<b>357,715</b>		<b>765,551</b>
<b>Cash and cash equivalents at end of period</b>	¥	<b>367,189</b>	¥	<b>348,814</b>
<b>Supplemental disclosures of cash flow information:</b>				
<b>Cash received during the period for:</b>				
Income tax refunds	¥	301	¥	247
<b>Cash paid during the period for:</b>				
Interest, net of amount capitalized		3,533		2,923
Income taxes		378,858		351,819

**(4) Going Concern Assumption**

None

**(5) Segment Reporting**

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

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

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

<b>Nine months ended December 31, 2011</b>	Millions of yen		
	Mobile phone business	Miscellaneous businesses	Consolidated
Operating revenues	<b>¥ 3,078,603</b>	<b>¥ 95,551</b>	<b>¥ 3,174,154</b>
Operating expenses	<b>2,328,574</b>	<b>101,796</b>	<b>2,430,370</b>
Operating income (loss)	<b>¥ 750,029</b>	<b>¥ (6,245)</b>	<b>¥ 743,784</b>

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

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

None

## 4. Appendices

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

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

		[Ref.] Fiscal Year Ended Mar. 31, 2011 Full-year Results	Fiscal Year Ending Mar. 31, 2012			[Ref.] Fiscal Year Ending Mar. 31, 2012 Full-year Forecasts	
			Nine Months (Apr. - Dec. 2011) Results	First Quarter (Apr. - Jun. 2011) Results	Second Quarter (Jul. - Sep. 2011) Results		Third Quarter (Oct. - Dec. 2011) Results
<b>Number of Subscriptions and Other Operating Data</b>							
Cellular Subscriptions	thousands	58,010	<b>59,624</b>	58,415	58,993	59,624	<b>60,210</b>
Xi	thousands	26	<b>1,139</b>	121	389	1,139	<b>1,330</b>
FOMA (1)	thousands	56,746	<b>57,962</b>	57,324	57,862	57,962	<b>58,890</b>
Communication Module Service (FOMA)	thousands	1,606	<b>2,061</b>	1,724	1,871	2,061	-
mova	thousands	1,239	<b>523</b>	969	743	523	-
Communication Module Service (DoPa)	thousands	363	<b>202</b>	306	254	202	-
Prepaid Subscriptions	thousands	21	<b>200</b>	16	12	200	-
Packet Flat-rate Services Subscriptions (2)	thousands	31,921	<b>35,153</b>	33,109	34,267	35,153	-
Net Increase from Previous Period (3)	thousands	1,928	<b>1,615</b>	405	578	631	<b>2,200</b>
Xi	thousands	26	<b>1,114</b>	96	267	751	<b>1,300</b>
FOMA (1)	thousands	3,542	<b>1,216</b>	578	538	100	<b>2,140</b>
mova	thousands	(1,640)	<b>(716)</b>	(269)	(227)	(220)	<b>(1,240)</b>
Churn Rate (3)	%	0.47	<b>0.53</b>	0.49	0.50	0.59	-
Number of Handsets (Xi+FOMA+mova) Sold (4)	thousands	19,055	<b>15,411</b>	4,645	5,701	5,066	-
i-mode Subscriptions	thousands	48,141	<b>44,737</b>	47,450	46,183	44,737	<b>43,300</b>
sp-mode Subscriptions	thousands	2,095	<b>6,971</b>	3,296	5,375	6,971	<b>9,450</b>
i-channel Subscriptions	thousands	16,233	<b>15,830</b>	15,705	15,886	15,830	-
i-concier Subscriptions	thousands	6,224	<b>5,761</b>	6,135	6,007	5,761	-
DCMX Subscriptions (5)	thousands	12,321	<b>12,776</b>	12,463	12,686	12,776	<b>12,940</b>
<b>ARPU and MOU</b>							
<b>ARPU</b>							
Aggregate ARPU (Xi+FOMA+mova) (6)	yen/month/subscription	5,070	<b>4,940</b>	4,960	4,970	4,880	<b>4,870</b>
Voice ARPU (7)	yen/month/subscription	2,530	<b>2,270</b>	2,340	2,280	2,190	<b>2,170</b>
Packet ARPU	yen/month/subscription	2,540	<b>2,670</b>	2,620	2,690	2,690	<b>2,700</b>
ARPU Generated from International Services (8)	yen/month/subscription	90	<b>90</b>	80	90	90	<b>90</b>
Aggregate ARPU (FOMA) (6)	yen/month/subscription	5,120	<b>4,960</b>	4,980	5,000	4,910	<b>4,890</b>
Voice ARPU (7)	yen/month/subscription	2,520	<b>2,280</b>	2,340	2,290	2,210	<b>2,180</b>
Packet ARPU	yen/month/subscription	2,600	<b>2,680</b>	2,640	2,710	2,700	<b>2,710</b>
ARPU Generated from International Services (8)	yen/month/subscription	90	<b>90</b>	80	90	90	<b>90</b>
Aggregate ARPU (mova) (6)	yen/month/subscription	3,280	<b>3,250</b>	3,230	3,260	3,290	<b>3,280</b>
Voice ARPU (7)	yen/month/subscription	2,720	<b>2,690</b>	2,680	2,700	2,730	<b>2,730</b>
Packet ARPU	yen/month/subscription	560	<b>560</b>	550	560	560	<b>550</b>
ARPU Generated from International Services (8)	yen/month/subscription	0	<b>0</b>	0	10	10	<b>10</b>
<b>MOU</b>							
MOU (Xi+FOMA+mova) (9)	minute/month/subscription	134	<b>128</b>	128	129	126	-
MOU (FOMA) (9)	minute/month/subscription	137	<b>129</b>	129	129	128	-
MOU (mova) (9)	minute/month/subscription	44	<b>38</b>	39	39	36	-

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

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

**(2) Definition and Calculation Methods of ARPU and MOU**
**i. Definition of ARPU and MOU**
**a. ARPU (Average monthly Revenue Per Unit):**

Average monthly revenue per unit, or ARPU, is used to measure average monthly operating revenues attributable to designated services on a per subscription basis. ARPU is calculated by dividing various revenue items included in operating revenues from our wireless services, such as basic monthly charges, voice communication charges and packet communication charges, from designated services which are incurred consistently each month, by the number of active subscriptions to the relevant services. Accordingly, the calculation of ARPU excludes revenues that are not representative of monthly average usage such as activation fees. We believe that our ARPU figures provide useful information to analyze the average usage per subscription and the impacts of changes in our billing arrangements. The revenue items included in the numerators of our ARPU figures are based on our U.S. GAAP results of operations.

**b. MOU (Minutes of Use): Average monthly communication time per subscription.**
**ii. ARPU Calculation Methods**
**a. ARPU (Xi+FOMA+mova)**

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

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

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

**b. ARPU (FOMA)**

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

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

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

**c. ARPU (mova)**

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

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

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

**iii. Active Subscriptions Calculation Methods**

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

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

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

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

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

**ii. ROCE after tax effect**

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

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

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

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

Effective tax rate:40.8%

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

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

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

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

## 5. Special Note Regarding Forward-Looking Statements

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

- (1) Changes in the business environment in the telecommunications industry, such as intensifying competition from other service providers, businesses or other technologies caused by Mobile Number Portability, new market entrants and other factors, or the expansion of the areas of competition could limit our acquisition of new subscriptions and retention of existing subscriptions, or may lead to diminishing ARPU or an increase in our costs and expenses.
- (2) Current and new services, usage patterns, and sales schemes introduced by our corporate group may not develop as planned, which could affect our financial condition and limit our growth.
- (3) The introduction or change of various laws or regulations or the application of such laws and regulations to our corporate group could restrict our business operations, which may adversely affect our financial condition and results of operations.
- (4) Limitations in the amount of frequency spectrum or facilities made available to us could negatively affect our ability to maintain and improve our service quality and level of customer satisfaction.
- (5) Other mobile service providers in the world may not adopt the technologies that are compatible with those used by our corporate group's mobile communications system on a continual basis, which could affect our ability to sufficiently offer international services.
- (6) Our domestic and international investments, alliances and collaborations may not produce the returns or provide the opportunities we expect.
- (7) As electronic payment capability and many other new features are built into our cellular phones/devices, and services of parties other than those belonging to our corporate group are provided through our cellular handsets/devices, potential problems resulting from malfunctions, defects or loss of handsets/devices, or imperfection of services provided by such other parties may arise, which could have an adverse effect on our financial condition and results of operations.
- (8) Social problems that could be caused by misuse of our products and services may adversely affect our credibility or corporate image.
- (9) Inadequate handling of confidential business information including personal information by our corporate group, contractors and others, may adversely affect our credibility or corporate image.
- (10) Owners of intellectual property rights that are essential for our business execution may not grant us the right to license or otherwise use such intellectual property rights on acceptable terms or at all, which may limit our ability to offer certain technologies, products and/or services, and we may also be held liable for damage compensation if we infringe the intellectual property rights of others.
- (11) Events and incidents caused by natural disasters, social infrastructure paralysis such as power shortages, proliferation of harmful substances, terror or other destructive acts, the malfunctioning of equipment or software bugs, deliberate incidents induced by computer viruses, cyber attacks, hacking, unauthorized access and other problems could cause failure in our networks, distribution channels and/or other factors necessary for the provision of service, disrupting our ability to offer services to our subscribers, and may adversely affect our credibility and/or corporate image, or lead to a reduction of revenues and/or increase of costs.
- (12) Concerns about adverse health effects arising from wireless telecommunications may spread and consequently may adversely affect our financial condition and results of operations.
- (13) Our parent company, NIPPON TELEGRAPH AND TELEPHONE CORPORATION (NTT), could exercise influence that may not be in the interests of our other shareholders.

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