

## Financial Data

# Consolidated Balance Sheets

NTT DOCOMO, INC. and Subsidiaries  
March 31, 2012 and 2013

ASSETS	Millions of yen	
	2012	2013
<b>Current assets:</b>		
Cash and cash equivalents	¥ 522,078	¥ 493,674
Short-term investments		
Third parties	281,504	31,762
Related parties	90,000	10,000
Accounts receivable		
Third parties	952,795	251,109
Related parties	10,206	9,233
Receivables held for sale	–	638,149
Credit card receivables	189,163	194,607
Other receivables		
Third parties	45,068	32,180
Related parties	1,946	257,669
Total accounts receivable, receivables held for sale, credit card receivables and other receivables	1,199,178	1,382,947
Less: Allowance for doubtful accounts	(23,550)	(16,843)
Total accounts receivable, receivables held for sale, credit card receivables and other receivables, net	1,175,628	1,366,104
Inventories	146,563	180,736
Deferred tax assets	76,858	70,784
Prepaid expenses and other current assets		
Third parties	60,960	74,577
Related parties	4,670	8,865
Total current assets	2,358,261	2,236,502
<b>Property, plant and equipment:</b>		
Wireless telecommunications equipment	5,700,951	5,151,686
Buildings and structures	867,553	882,165
Tools, furniture and fixtures	520,469	532,506
Land	199,802	200,382
Construction in progress	133,068	127,592
Sub-total	7,421,843	6,894,331
Accumulated depreciation and amortization	(4,885,546)	(4,334,047)
Total property, plant and equipment, net	2,536,297	2,560,284
<b>Non-current investments and other assets:</b>		
Investments in affiliates	480,111	352,025
Marketable securities and other investments	128,389	371,569
Intangible assets, net	680,831	691,651
Goodwill	204,890	217,640
Other assets		
Third parties	236,763	302,533
Related parties	18,984	257,606
Deferred tax assets	303,556	239,015
Total non-current investments and other assets	2,053,524	2,432,039
<b>Total assets</b>	<b>¥ 6,948,082</b>	<b>¥ 7,228,825</b>

LIABILITIES AND EQUITY	Millions of yen	
	2012	2013
<b>Current liabilities:</b>		
Current portion of long-term debt	¥ 75,428	¥ 70,437
Short-term borrowings		
Third parties	733	6,801
Related parties	—	5,506
Accounts payable, trade		
Third parties	607,403	565,142
Related parties	131,380	140,582
Accrued payroll	55,917	55,961
Accrued interest	767	713
Accrued income taxes	150,327	135,418
Other current liabilities		
Third parties	130,037	142,346
Related parties	2,011	7,954
Total current liabilities	1,154,003	1,130,860
<b>Long-term liabilities:</b>		
Long-term debt (exclusive of current portion)	180,519	171,022
Accrued liabilities for point programs	173,136	140,855
Liability for employees' retirement benefits	160,107	171,221
Other long-term liabilities		
Third parties	169,459	143,267
Related parties	2,087	1,935
Total long-term liabilities	685,308	628,300
Total liabilities	1,839,311	1,759,160
<b>Equity:</b>		
NTT DOCOMO, INC. shareholders' equity		
Common stock, without a stated value—		
Authorized shares		
188,130,000 shares at March 31, 2012 and 2013		
Issued shares		
43,650,000 shares at March 31, 2012 and 2013		
Outstanding shares		
41,467,601 shares at March 31, 2012 and 2013	949,680	949,680
Additional paid-in capital	732,592	732,609
Retained earnings	3,861,952	4,117,073
Accumulated other comprehensive income (loss)	(104,529)	5,381
Treasury stock		
2,182,399 shares at March 31, 2012 and 2013	(377,168)	(377,168)
Total NTT DOCOMO, INC. shareholders' equity	5,062,527	5,427,575
Noncontrolling interests	46,244	42,090
Total equity	5,108,771	5,469,665
<b>Commitments and contingencies</b>		
<b>Total liabilities and equity</b>	<b>¥6,948,082</b>	<b>¥7,228,825</b>

# Consolidated Statements of Income

NTT DOCOMO, INC. and Subsidiaries  
Years Ended March 31, 2011, 2012 and 2013

	Millions of yen		
	2011	2012	2013
<b>Operating revenues:</b>			
Mobile communications services			
Third parties	¥ 3,325,349	¥ 3,302,545	¥ 3,147,531
Related parties	29,285	23,948	20,947
Equipment sales			
Third parties	474,506	496,556	754,521
Related parties	2,898	2,333	3,572
Other operating revenues			
Third parties	377,309	396,034	508,609
Related parties	14,926	18,587	34,942
Total operating revenues	4,224,273	4,240,003	4,470,122
<b>Operating expenses:</b>			
Cost of services (exclusive of items shown separately below)			
Third parties	678,666	673,383	782,352
Related parties	217,836	220,560	221,145
Cost of equipment sold (exclusive of items shown separately below)	662,829	695,008	767,536
Depreciation and amortization	693,063	684,783	700,206
Selling, general and administrative			
Third parties	1,012,267	965,816	940,015
Related parties	114,883	125,993	221,688
Total operating expenses	3,379,544	3,365,543	3,632,942
<b>Operating income</b>	844,729	874,460	837,180
<b>Other income (expense):</b>			
Interest expense	(4,943)	(2,774)	(1,786)
Interest income	1,326	1,376	1,587
Other, net	(5,774)	3,896	4,677
Total other income (expense)	(9,391)	2,498	4,478
<b>Income before income taxes and equity in net income (losses) of affiliates</b>	835,338	876,958	841,658
<b>Income taxes:</b>			
Current	355,734	339,866	304,557
Deferred	(17,897)	62,668	33,014
Total income taxes	337,837	402,534	337,571
<b>Income before equity in net income (losses) of affiliates</b>	497,501	474,424	504,087
Equity in net income (losses) of affiliates, net of applicable taxes	(5,508)	(13,472)	(18,767)
<b>Net income</b>	491,993	460,952	485,320
Less: Net (income) loss attributable to noncontrolling interests	(1,508)	2,960	10,313
<b>Net income attributable to NTT DOCOMO, INC.</b>	¥ 490,485	¥ 463,912	¥ 495,633
<b>Per share data:</b>			
Weighted average common shares outstanding—Basic and Diluted (shares)	41,576,859	41,467,601	41,467,601
Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. (yen)	¥ 11,797.07	¥ 11,187.34	¥ 11,952.29

# Consolidated Statements of Comprehensive Income

NTT DOCOMO, INC. and Subsidiaries  
Years Ended March 31, 2011, 2012 and 2013

	Millions of yen		
	2011	2012	2013
<b>Net income</b>	¥491,993	¥460,952	¥485,320
<b>Other comprehensive income (loss):</b>			
Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes	(12,297)	1,901	69,505
Less: Reclassification of realized gains and losses, net of applicable taxes included in net income	7,003	1,994	6,109
Unrealized gains (losses) on cash flow hedges, net of applicable taxes	4	(2)	45
Foreign currency translation adjustment, net of applicable taxes	(28,258)	(32,082)	38,969
Less: Reclassification of realized gains and losses, net of applicable taxes included in net income	356	3,084	155
Pension liability adjustment, net of applicable taxes			
Actuarial gains (losses) arising during period, net	(6,367)	(2,746)	(5,169)
Prior service cost arising during period, net	48	(72)	-
Less: Amortization of prior service cost	(1,346)	(1,347)	(1,458)
Less: Amortization of actuarial gains and losses	1,144	1,606	1,805
Less: Amortization of transition obligation	88	76	80
Total other comprehensive income (loss)	(39,625)	(27,588)	110,041
<b>Comprehensive income</b>	452,368	433,364	595,361
Less: Comprehensive (income) loss attributable to noncontrolling interests	(1,459)	2,974	10,182
<b>Comprehensive income attributable to NTT DOCOMO, INC.</b>	¥450,909	¥436,338	¥605,543

# Consolidated Statements of Changes in Equity

NTT DOCOMO, INC. and Subsidiaries  
Years Ended March 31, 2011, 2012 and 2013

Millions of yen

	NTT DOCOMO, INC. shareholders' equity						Non-controlling interests	Total equity
	Common stock	Additional paid-in capital	Retained earnings	Accumulated other comprehensive income (loss)	Treasury stock at cost	Total NTT DOCOMO, INC. shareholders' equity		
Balance at March 31, 2010	¥949,680	¥757,109	¥3,347,830	¥ (37,379)	¥(381,363)	¥4,635,877	¥ 26,569	¥4,662,446
Purchase of treasury stock					(20,000)	(20,000)		(20,000)
Retirement of treasury stock		(24,195)			24,195			
Cash dividends declared (¥5,200 per share)			(216,350)			(216,350)		(216,350)
Cash distributions to noncontrolling interests							(1,243)	(1,243)
Others							373	373
Comprehensive income								
Net income			490,485			490,485	1,508	491,993
Other comprehensive income (loss)								
Unrealized holding gains (losses) on available-for-sale securities				(5,293)		(5,293)	(1)	(5,294)
Unrealized gains (losses) on cash flow hedges				4		4		4
Foreign currency translation adjustment				(27,854)		(27,854)	(48)	(27,902)
Pension liability adjustment:								
Actuarial gains (losses) arising during period, net				(6,367)		(6,367)		(6,367)
Prior service cost arising during period, net				48		48		48
Less: Amortization of prior service cost				(1,346)		(1,346)		(1,346)
Less: Amortization of actuarial gains and losses				1,144		1,144		1,144
Less: Amortization of transition obligation				88		88		88
Balance at March 31, 2011	¥949,680	¥732,914	¥3,621,965	¥ (76,955)	¥(377,168)	¥4,850,436	¥ 27,158	¥4,877,594
Cash dividends declared (¥5,400 per share)			(223,925)			(223,925)		(223,925)
Cash distributions to noncontrolling interests							(1,280)	(1,280)
Acquisition of new subsidiaries							1,746	1,746
Contributions from noncontrolling interests		(322)				(322)	21,655	21,333
Others							(61)	(61)
Comprehensive income								
Net income			463,912			463,912	(2,960)	460,952
Other comprehensive income (loss)								
Unrealized holding gains (losses) on available-for-sale securities				3,895		3,895	(0)	3,895
Unrealized gains (losses) on cash flow hedges				(2)		(2)		(2)
Foreign currency translation adjustment				(28,984)		(28,984)	(14)	(28,998)
Pension liability adjustment:								
Actuarial gains (losses) arising during period, net				(2,746)		(2,746)	0	(2,746)
Prior service cost arising during period, net				(72)		(72)		(72)
Less: Amortization of prior service cost				(1,347)		(1,347)		(1,347)
Less: Amortization of actuarial gains and losses				1,606		1,606		1,606
Less: Amortization of transition obligation				76		76		76
Balance at March 31, 2012	¥949,680	¥732,592	¥3,861,952	¥(104,529)	¥(377,168)	¥5,062,527	¥ 46,244	¥5,108,771
Cash dividends declared (¥5,800 per share)			(240,512)			(240,512)		(240,512)
Cash distributions to noncontrolling interests							(4)	(4)
Acquisition of new subsidiaries							6,957	6,957
Change in interest in subsidiaries		17				17	(1,045)	(1,028)
Others							120	120
Comprehensive income								
Net income			495,633			495,633	(10,313)	485,320
Other comprehensive income (loss)								
Unrealized holding gains (losses) on available-for-sale securities				75,611		75,611	3	75,614
Unrealized gains (losses) on cash flow hedges				45		45		45
Foreign currency translation adjustment				38,994		38,994	130	39,124
Pension liability adjustment:								
Actuarial gains (losses) arising during period, net				(5,167)		(5,167)	(2)	(5,169)
Less: Amortization of prior service cost				(1,458)		(1,458)		(1,458)
Less: Amortization of actuarial gains and losses				1,805		1,805		1,805
Less: Amortization of transition obligation				80		80		80
Balance at March 31, 2013	¥949,680	¥732,609	¥4,117,073	¥ 5,381	¥(377,168)	¥5,427,575	¥ 42,090	¥5,469,665

# Consolidated Statements of Cash Flows

NTT DOCOMO, INC. and Subsidiaries  
Years Ended March 31, 2011, 2012 and 2013

	Millions of yen		
	2011	2012	2013
<b>Cash flows from operating activities:</b>			
Net income	¥ 491,993	¥ 460,952	¥ 485,320
Adjustments to reconcile net income to net cash provided by operating activities—			
Depreciation and amortization	693,063	684,783	700,206
Deferred taxes	(22,563)	52,176	20,602
Loss on sale or disposal of property, plant and equipment	27,936	24,055	31,878
Impairment loss on marketable securities and other investments	13,424	4,030	10,928
Equity in net (income) losses of affiliates	10,539	24,208	30,710
Dividends from affiliates	12,757	12,052	7,583
Changes in assets and liabilities:			
(Increase) / decrease in accounts receivable	75,200	(198,538)	706,742
(Increase) / decrease in receivables held for sale	—	—	(638,149)
(Increase) / decrease in credit card receivables	(19,746)	(14,584)	(8,646)
(Increase) / decrease in other receivables	(1,650)	2,359	(229,252)
Increase / (decrease) in allowance for doubtful accounts	2,469	5,388	(7,024)
(Increase) / decrease in inventories	(5,217)	245	(22,375)
(Increase) / decrease in prepaid expenses and other current assets	(1,103)	(2,021)	(12,564)
(Increase) / decrease in non-current installment receivable for handsets	7,029	(12,809)	88,075
(Increase) / decrease in non-current receivables held for sale	—	—	(149,972)
Increase / (decrease) in accounts payable, trade	(30,988)	94,747	(39,377)
Increase / (decrease) in accrued income taxes	(23,805)	(11,751)	(15,844)
Increase / (decrease) in other current liabilities	(14,464)	7,361	10,805
Increase / (decrease) in accrued liabilities for point programs	47,959	(26,451)	(32,281)
Increase / (decrease) in liability for employees' retirement benefits	14,203	7,095	9,539
Increase / (decrease) in other long-term liabilities	(8,791)	(12,296)	(34,215)
Other, net	18,792	9,558	19,716
Net cash provided by operating activities	1,287,037	1,110,559	932,405
<b>Cash flows from investing activities:</b>			
Purchases of property, plant and equipment	(423,119)	(480,416)	(535,999)
Purchases of intangible and other assets	(250,757)	(237,070)	(242,918)
Purchases of non-current investments	(11,746)	(35,582)	(7,444)
Proceeds from sale of non-current investments	3,946	2,540	1,731
Acquisitions of subsidiaries, net of cash acquired	(7,678)	(3,624)	(17,886)
Purchases of short-term investments	(745,602)	(1,164,203)	(665,223)
Redemption of short-term investments	917,492	1,023,698	915,105
Long-term bailment for consumption to a related party	(20,000)	—	(240,000)
Short-term bailment for consumption to a related party	(20,000)	(80,000)	—
Proceeds from redemption of short-term bailment for consumption to a related party	110,000	—	90,000
Other, net	(7,906)	72	700
Net cash used in investing activities	(455,370)	(974,585)	(701,934)
<b>Cash flows from financing activities:</b>			
Proceeds from long-term debt	—	—	60,000
Repayment of long-term debt	(180,075)	(171,879)	(82,181)
Proceeds from short-term borrowings	717	4,991	20,750
Repayment of short-term borrowings	(488)	(4,467)	(15,599)
Principal payments under capital lease obligations	(4,597)	(4,380)	(2,801)
Payments to acquire treasury stock	(20,000)	—	—
Dividends paid	(216,283)	(223,865)	(240,388)
Contributions from noncontrolling interests	—	21,333	2,349
Other, net	(1,243)	(349)	(3,097)
Net cash provided by (used in) financing activities	(421,969)	(378,616)	(260,967)
Effect of exchange rate changes on cash and cash equivalents	(1,862)	(831)	2,092
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>407,836</b>	<b>(243,473)</b>	<b>(28,404)</b>
<b>Cash and cash equivalents at beginning of year</b>	<b>357,715</b>	<b>765,551</b>	<b>522,078</b>
<b>Cash and cash equivalents at end of year</b>	<b>¥ 765,551</b>	<b>¥ 522,078</b>	<b>¥ 493,674</b>
<b>Supplemental disclosures of cash flow information:</b>			
<b>Cash received during the year for:</b>			
Income tax refunds	¥ 301	¥ 251	¥ 1,017
<b>Cash paid during the year for:</b>			
Interest, net of amount capitalized	5,023	2,922	1,840
Income taxes	378,998	351,964	321,453
<b>Non-cash investing and financing activities:</b>			
Assets acquired through capital lease obligations	5,631	2,036	1,931
Retirement of treasury stock	24,195	—	—

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

NTT DOCOMO, INC. and Subsidiaries

### EBITDA and EBITDA Margin

Year ended March 31,	Billions of yen				
	2009	2010	2011	2012	2013
<b>a. EBITDA<sup>1</sup></b>	¥1,678.4	¥1,568.1	¥1,565.7	¥1,583.3	¥1,569.3
Depreciation and amortization	(804.2)	(701.1)	(693.1)	(684.8)	(700.2)
Loss on sale or disposal of property, plant and equipment	(43.3)	(32.7)	(27.9)	(24.1)	(31.9)
Operating income	831.0	834.2	844.7	874.5	837.2
Other income (expense)	(50.5)	1.9	(9.4)	2.5	4.5
Income taxes	(308.4)	(338.2)	(337.8)	(402.5)	(337.6)
Equity in net income (losses) of affiliates, net of applicable taxes	(0.7)	(0.9)	(5.5)	(13.5)	(18.8)
Less: Net (income) loss attributable to noncontrolling interests	0.5	(2.3)	(1.5)	3.0	10.3
<b>b. Net income attributable to NTT DOCOMO, INC.</b>	<b>471.9</b>	<b>494.8</b>	<b>490.5</b>	<b>463.9</b>	<b>495.6</b>
<b>c. Operating revenues</b>	<b>4,448.0</b>	<b>4,284.4</b>	<b>4,224.3</b>	<b>4,240.0</b>	<b>4,470.1</b>
<b>EBITDA margin (=a/c)</b>	<b>37.7%</b>	<b>36.6%</b>	<b>37.1%</b>	<b>37.3%</b>	<b>35.1%</b>
<b>Net income margin (=b/c)</b>	<b>10.6%</b>	<b>11.5%</b>	<b>11.6%</b>	<b>10.9%</b>	<b>11.1%</b>

1. EBITDA: Operating income + Depreciation and amortization + Loss on sale or disposal of property, plant and equipment

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.

### Adjusted Free Cash Flows (excluding irregular factors, effect of transfer of receivables and changes in investments for cash management purposes)

Year ended March 31,	Billions of yen				
	2009	2010	2011	2012	2013
<b>Adjusted free cash flows (excluding irregular factors, effect of transfer of receivables and changes in investments for cash management purposes)</b>	¥ 93.4	¥ 416.9	¥ 589.8	¥ 503.5	¥ 225.6
Irregular factors <sup>2</sup>	–	–	–	(147.0)	147.0
Effect of transfer of receivables <sup>3</sup>	–	–	–	–	(242.0)
Changes in investments for cash management purposes <sup>4</sup>	49.3	(398.0)	241.9	(220.5)	99.9
Free cash flows	142.7	18.9	831.7	136.0	230.5
Net cash used in investing activities	(1,031.0)	(1,163.9)	(455.4)	(974.6)	(701.9)
Net cash provided by operating activities	1,173.7	1,182.8	1,287.0	1,110.6	932.4

2. Irregular factors represent the effects of uncollected revenues due to a bank closure at the end of periods.

3. Effect of transfer of receivables represents the effect caused by the uncollected amounts of transferred receivables of telephone charges to NTT FINANCE CORPORATION. Since the payment conditions of the consideration of claims transferred to NTT FINANCE CORPORATION are set approximately equivalent to our cash collection cycle history, an impact derived from the transfer of receivables is not significant.

4. 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.