

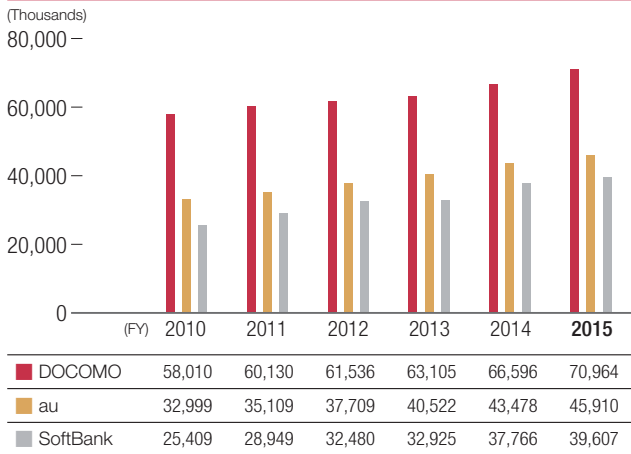
Financial and Corporate Data

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Operating Data (As of and for fiscal years ended March 31)

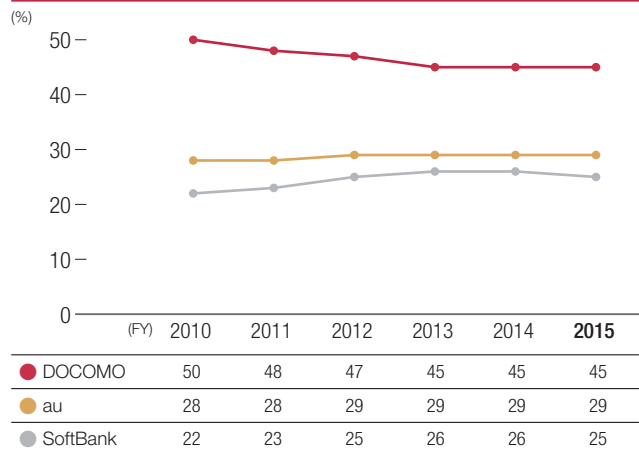
Number of mobile phone subscriptions

Source: Telecommunications Carriers Association



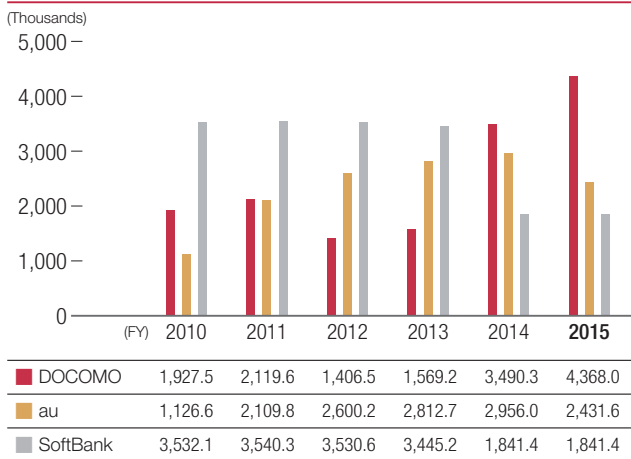
Share of mobile phone subscriptions

Source: Telecommunications Carriers Association



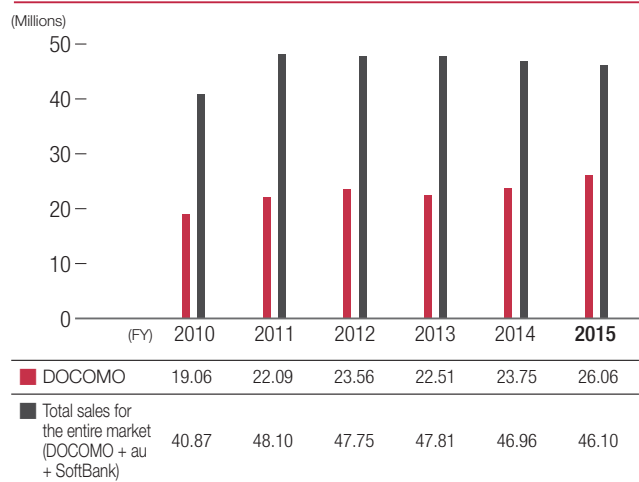
Net additions

Source: Telecommunications Carriers Association



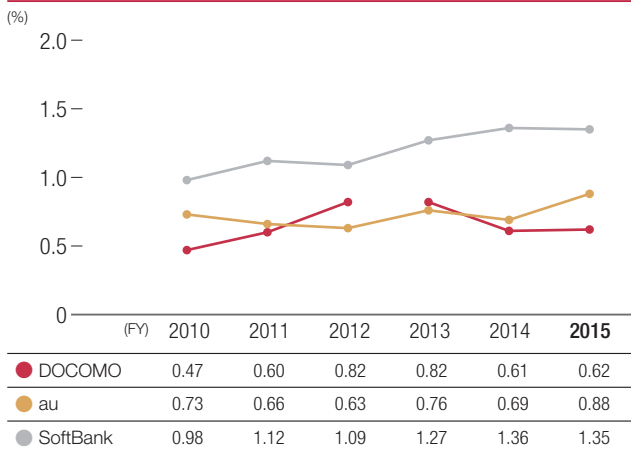
Number of handsets sold

Source: Figures announced by each company



Churn rate*

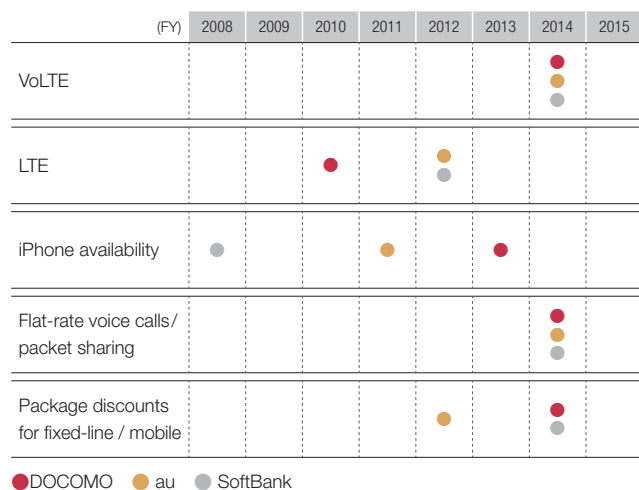
Source: Figures announced by each company



* The definition of churn rate changed from fiscal 2015, and MVNO subscription and cancellation numbers are no longer included. Accordingly, the figures for fiscal 2013 and fiscal 2014 have been adjusted.

Timing of introduction of principal services for three major domestic telecommunications companies

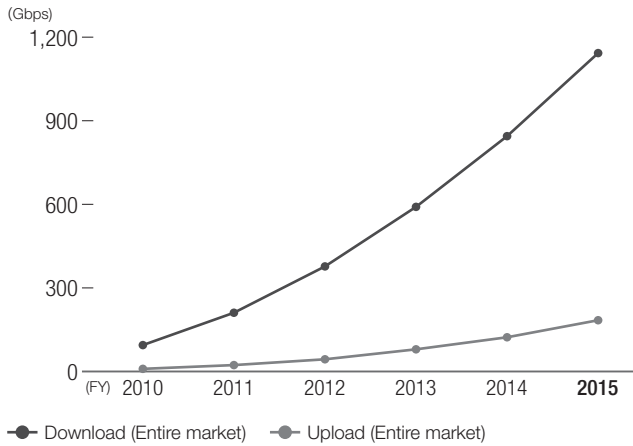
Source: Based on announcements by each company



Note: The figures for SoftBank from FY2010-2014 do not include EMOBILE (currently Y!mobile). The figures for FY2015 include Y!mobile.

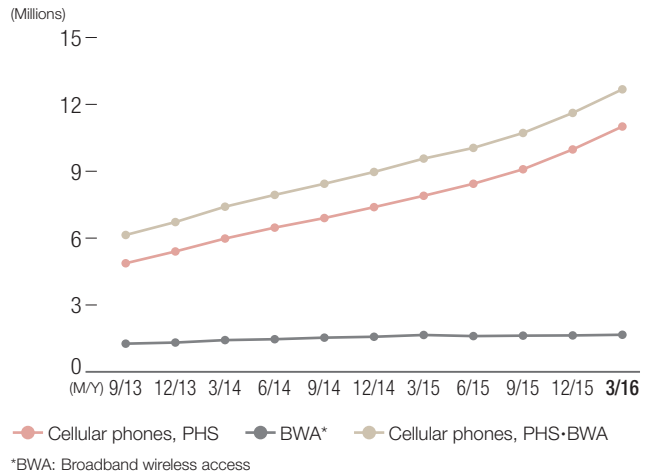
Mobile communications traffic in Japan

Source: Ministry of Internal Affairs and Communications (MIC), *Statistics and Estimates Regarding Internet Traffic in Japan*, released on July 22, 2016 (Aggregate results for May 2016)



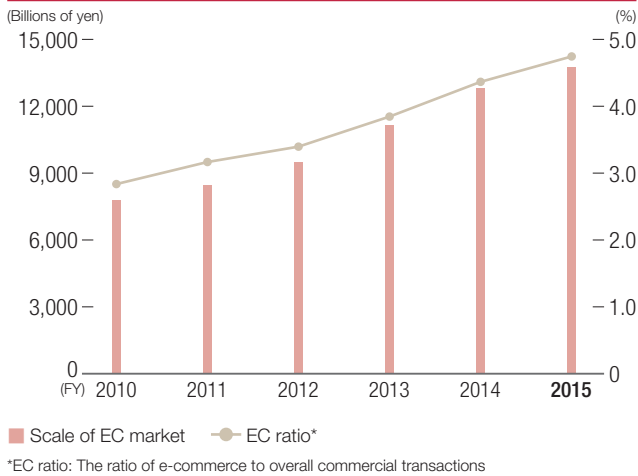
Number of MVNO service subscriptions

Source: MIC, *Quarterly Data on the Number of Telecommunications Service Subscriptions and Market Shares (FY2015 Q4 (End of March 2016))*



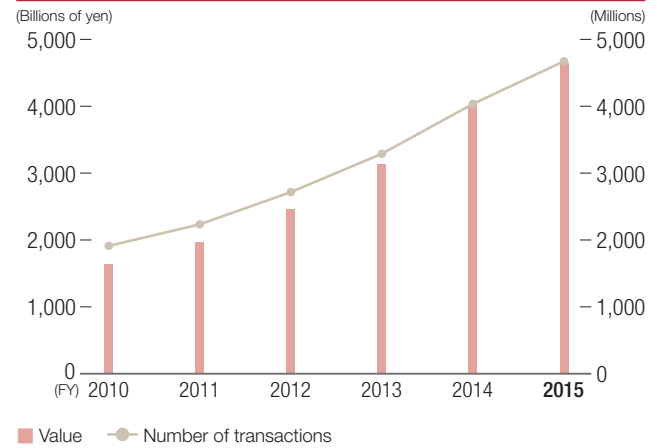
Scale of B to C-EC market and EC ratio

Source: METI, *FY2015 E-Commerce Market Survey* (June 14, 2016)



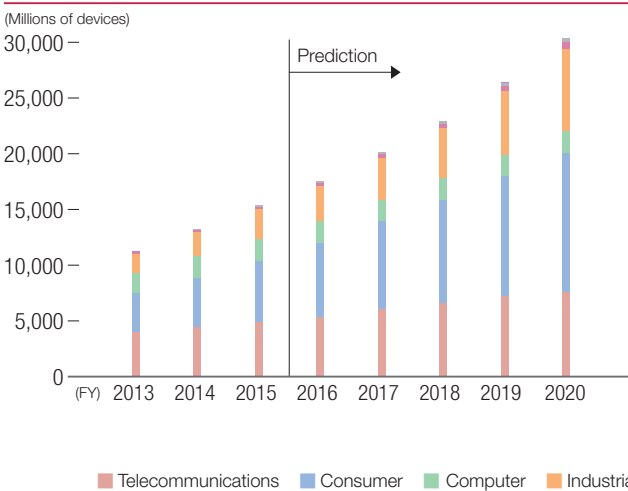
Scale of market for electronic settlement

Source: Bank of Japan, *Payment and Settlement Statistics* (March 2016)



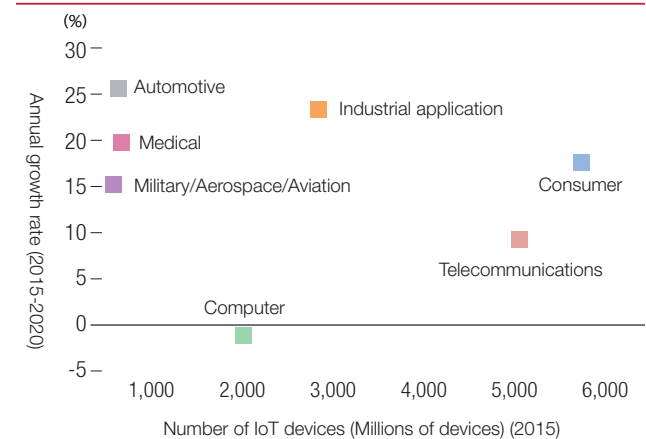
International scale and prediction of IoT devices

Source: MIC, *White Paper on Information and Communications in Japan 2015*,* July 2016



Number and growth rate of IoT devices by field/industry

Source: MIC, *White Paper on Information and Communications in Japan 2015*,* July 2016



* <http://www.soumu.go.jp/johotsusintokei/whitepaper/ja/h28/pdf/28point.pdf> (Japanese only)

11-Year Summary of Selected Financial and Non-Financial Data

NTT DOCOMO, INC. and Subsidiaries

Fiscal years	2005	2006	2007	2008
Operating results:				
Operating revenues	4,765,872	4,788,093	4,711,827	4,447,980
Telecommunications services ^{1,2}	4,204,003	4,201,090	4,008,267	3,631,391
Equipment sales ²	470,016	473,953	546,593	606,898
Other operating revenues ^{1,2}	91,853	113,050	156,967	209,691
Operating expenses	3,933,233	4,014,569	3,903,515	3,617,021
Operating income	832,639	773,524	808,312	830,959
Net income attributable to NTT DOCOMO, INC. ³	610,481	457,278	491,202	471,873
Comprehensive income attributable to NTT DOCOMO, INC. ³	579,653	448,214	478,738	405,774
Total assets ³	6,365,257	6,116,215	6,210,834	6,488,220
Total interest-bearing liabilities	792,405	602,965	478,464	639,233
Total shareholders' equity ³	4,052,017	4,161,303	4,276,496	4,341,585
Debt-to-equity ratio ^{3,4} (Times)	0.196	0.145	0.112	0.147
Shareholders' equity ratio ³	63.7%	68.0%	68.9%	66.9%
Net cash provided by operating activities	1,610,941	980,598	1,560,140	1,173,677
Net cash used in investing activities	(951,077)	(947,651)	(758,849)	(1,030,983)
Adjusted free cash flows ^{5,6}	510,905	192,237	442,410	93,416
Capital expenditures	887,113	934,423	758,743	737,606
Research and development expenses	110,509	99,315	100,035	100,793
Depreciation and amortization	738,137	745,338	776,425	804,159
Operating income margin	17.5%	16.2%	17.2%	18.7%
EBITDA ⁶	1,606,776	1,574,570	1,639,096	1,678,422
EBITDA margin ⁶	33.7%	32.9%	34.8%	37.7%
ROE	15.3%	11.1%	11.6%	11.0%
Price-earnings ratio (Times)	12.90	20.97	13.26	11.97
Payout ratio ³	29.6%	38.5%	42.1%	43.0%
Per share data⁷ (Yen):				
Earnings per share attributable to NTT DOCOMO, INC. ³	134.91	103.96	113.91	111.72
Shareholders' equity per share ³	911.09	954.57	1,003.21	1,039.66
Cash dividends declared per share ⁸	40	40	48	48
Shares⁷:				
Average common shares outstanding	4,525,003,100	4,398,508,200	4,312,058,600	4,223,871,500
Non-financial data:				
Number of directors (of which independent outside directors) ⁹	13 (0)	12 (0)	13 (0)	13 (0)
Number of consolidated employees (of which NTT DOCOMO, INC.) ^{10, 11}	21,646 (6,013)	21,591 (5,947)	22,100 (5,843)	21,831 (11,463)
Ratio of female officers and managers (NTT DOCOMO, INC.) ^{10, 11, 12}	—	—	—	—
Electricity usage (MWh)	2,441,270	2,655,428	2,762,238	2,766,979
Paper usage (t)	31,693	32,306	37,484	35,142

- In fiscal 2012, some elements that had previously been included in "Wireless services" were reclassified into "Other operating revenues," and the title "Wireless services" was changed to "Mobile communications services." Accordingly, data from fiscal years 2005 to 2011 have been reclassified in the same manner.
- In fiscal 2014, "Mobile communications services" are presented as "Telecommunications services," and some elements that were previously included in "Other operating revenues" (revenues from satellite telephone, overseas cable TV, and other services) are included in "Telecommunications services." Accordingly, data from fiscal 2005 to 2013 have been reclassified in the same manner.
- The consolidated financial statements for fiscal 2012 have been revised due to the reinstatement of the equity method for an investee.
- Debt-to-equity ratio = Interest-bearing liabilities / Shareholders' equity
- Adjusted free cash flows exclude the effects of uncollected revenues due to bank holidays at the end of the period, the effects of the uncollected amounts of transferred receivables of telephone charges to NTT FINANCE CORPORATION, and changes in investment derived from purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original maturities of longer than three months.

(Millions of yen)

2009	2010	2011	2012	2013	2014	2015
4,284,404	4,224,273	4,240,003	4,470,122	4,461,203	4,383,397	4,527,084
3,462,783	3,361,235	3,334,036	3,176,931	2,963,980	2,747,155	2,815,507
507,495	477,404	498,889	758,093	872,000	904,089	860,486
314,126	385,634	407,078	535,098	625,223	732,153	851,091
3,450,159	3,379,544	3,365,543	3,632,942	3,642,004	3,744,326	3,744,060
834,245	844,729	874,460	837,180	819,199	639,071	783,024
494,781	490,485	463,912	491,026	464,729	410,093	548,378
523,091	450,909	436,338	546,443	523,431	453,102	510,667
6,756,775	6,791,593	6,948,082	7,169,725	7,508,030	7,146,340	7,214,114
610,347	428,378	256,680	253,766	230,346	222,651	222,164
4,635,877	4,850,436	5,062,527	5,368,475	5,643,366	5,380,072	5,302,248
0.132	0.088	0.051	0.047	0.041	0.041	0.042
68.6%	71.4%	72.9%	74.9%	75.2%	75.3%	73.5%
1,182,818	1,287,037	1,110,559	932,405	1,000,642	962,977	1,209,131
(1,163,926)	(455,370)	(974,585)	(701,934)	(703,580)	(651,194)	(375,251)
416,878	589,777	503,479	225,589	257,209	295,590	598,744
686,508	668,476	726,833	753,660	703,124	661,765	595,216
109,916	109,108	108,474	111,294	102,039	96,997	83,315
701,146	693,063	684,783	700,206	718,694	659,787	625,934
19.5%	20.0%	20.6%	18.7%	18.4%	14.6%	17.3%
1,568,126	1,565,728	1,583,298	1,569,264	1,572,196	1,369,092	1,454,556
36.6%	37.1%	37.3%	35.1%	35.2%	31.2%	32.1%
11.0%	10.3%	9.4%	9.4%	8.4%	7.4%	10.3%
12.00	12.39	12.28	12.00	14.53	20.54	18.06
43.8%	44.1%	50.1%	50.7%	53.5%	64.0%	49.5%
118.64	117.97	111.87	118.41	112.07	101.55	141.30
1,114.24	1,169.69	1,220.84	1,294.62	1,360.91	1,386.09	1,409.94
52	52	56	60	60	65	70
4,170,573,800	4,157,685,900	4,146,760,100	4,146,760,100	4,146,760,100	4,038,191,678	3,880,823,341
13(0)	13(0)	13(0)	14(1)	15(1)	14(1)	15(2)
22,297(11,053)	22,954(11,062)	23,289(11,053)	23,890(10,903)	24,860(10,973)	25,680(7,344)	26,129(7,616)
—	—	—	2.4%	2.7%	3.0%	3.6%
2,735,061	2,814,866	2,944,856	2,866,617	2,873,781	3,013,666	2,887,216
35,770	29,934	33,203	33,083	21,314	15,601	10,498

6. For the reconciliations of these Non-GAAP Financial Measures, see page 78.

7. In the calculation of per share data, treasury stocks are not included in the number of issued shares during or at the end of the year. As we conducted a 1:100 stock split with an effective date of October 1, 2013, "Per share data" and "Shares" for fiscal 2005 to 2013 are based on the number of shares after the stock split.

8. Cash dividends declared per share are presented in the fiscal year to which each record date for the dividends belongs.

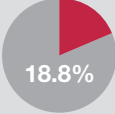
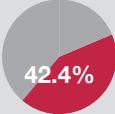


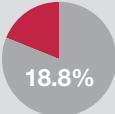
9. The data on the numbers of directors is as of July 1 of the following fiscal year.

10. Includes employees on loan from other companies; does not include employees of DOCOMO temporarily transferred to other companies.

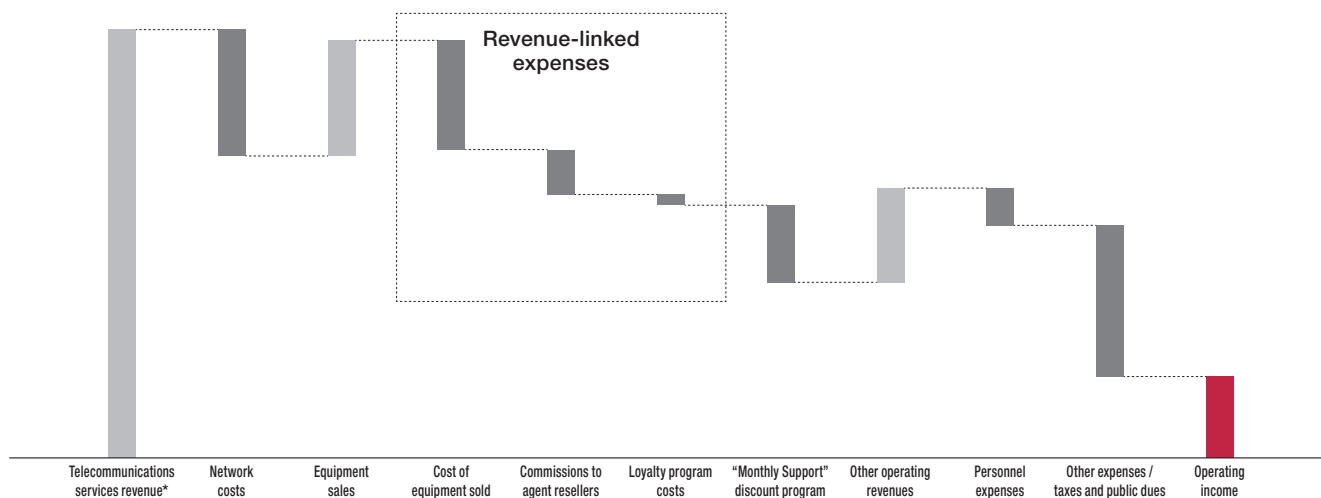
11. Due to the effect of employees seconded to DOCOMO CS, Inc., which was established in July 2014, the number of employees for the fiscal year ended March 31, 2015 declined on a non-consolidated basis.

12. The data on the ratios of female officers and managers prior to FY2012 is not disclosed.

■ DOCOMO's Revenue and Expense Structure

Operating revenues		Principal components of revenues	Results of fiscal year ended March 2016 and percentage of consolidated revenues	
Telecommunications services	Mobile communications services	Voice	<ul style="list-style-type: none"> Basic monthly charges Calling charges Packet communications charges 	¥849.4 billion (Decreased 3.9% YOY) 
		Packet communications		¥1,918.2 billion (Increased 3.5% YOY) 
	Optical-fiber broadband service and other telecommunications service	<ul style="list-style-type: none"> Revenues from optical-fiber broadband service, satellite communications services, and overseas cable TV service 	¥47.9 billion (Increased 356.1% YOY) 	
Equipment sales		<ul style="list-style-type: none"> Revenues from sales of mobile phone handsets that the Company purchases from manufacturers and sells to its agent resellers 	¥860.5 billion (Decreased 4.8% YOY) 	
Other operating revenues		<ul style="list-style-type: none"> Revenues from content and services provided for smartphones and tablets through "dmarket" operated by DOCOMO "Mobile Phone Device Protection & Delivery Service"/"Mobile Device Protection Service"-related revenues Revenues from services developed on platforms built for mobile communications devices, such as education and healthcare services Revenues from various new business areas developed by subsidiaries Revenues from "iD," a payment system using mobile communications devices, and "d CARD," a credit card business 	¥851.1 billion (Increased 16.2% YOY) 	

Framework for operating revenues and expenses



* Excluding impact of "Monthly Support" discounts

DOCOMO's revenue base is comprised of communications revenues received from customers, such as charges for voice communications and packet communications. In the telecommunications business, the Company invests in network equipment on a continuing basis in line with growth in communications volume, and expenses include base station installation, upkeep, maintenance, and operation as well as depreciation. For sales of equipment, DOCOMO records equipment sales revenues when handsets are provided to sales agents on a wholesale basis and records revenue-linked expenses, such as cost of equipment sold and commissions to agent resellers.

The smart life business and other businesses segment is positioned as a source of revenues in fields peripheral to communications. DOCOMO provides a wide variety of services such as content distribution through "dmarket" and finance/payment services as well as a "Mobile Device Protection Service," which offers compensation for customer handsets lost or damaged by water exposure. Going forward, we will expand the smart life and other businesses segment to a similar scale as the telecommunications business and aim for growth in revenues and profit.

Operating revenues, operating income and assets by segment for fiscal 2015

	(Millions of yen)					
	Telecommunications business	Smart life business	Other businesses	Total	Elimination	Consolidated
Segment operating revenues:						
External customers	3,688,486	491,234	347,364	4,527,084		4,527,084
Intersegment	1,293	12,895	11,912	26,100	(26,100)	—
Subtotal	3,689,779	504,129	359,276	4,553,184	(26,100)	4,527,084
Segment operating income	708,854	46,450	27,720	783,024		783,024

	(Millions of yen)						
	Telecommunications business	Smart life business	Other businesses	Total	Elimination	Corporate	Consolidated
Segment assets	5,309,327	601,601	237,862	6,148,790	(1,988)	1,067,312	7,214,114
Depreciation and amortization	592,073	16,892	16,969	625,934			625,934
Capital expenditures	573,893	13,855	7,468	595,216			595,216

Fiscal 2015 Financial Review

Operating Revenues

In fiscal 2015, DOCOMO's operating revenues increased ¥143.7 billion (3.3%) year on year to ¥4,527.1 billion, which was ¥37.1 billion (0.8%) higher than the mid-year revised operating revenues forecast of ¥4,490.0 billion. By revenue category, equipment sales revenues decreased ¥43.6 billion (4.8%) year on year to ¥860.5 billion, while other operating revenues increased by ¥118.9 billion (16.2%) to ¥851.1 billion, and telecommunications services revenues increased ¥68.4 billion (2.5%) to ¥2,815.5 billion.

Even though the negative impact of the "Monthly Support" discount program on telecommunications services continued, with the expansion of the tablet line-up and sales promotions, an increasing number of customers are buying multiple devices and migrating to higher usage plans, leading to a year-on-year increase in packet communications revenues.

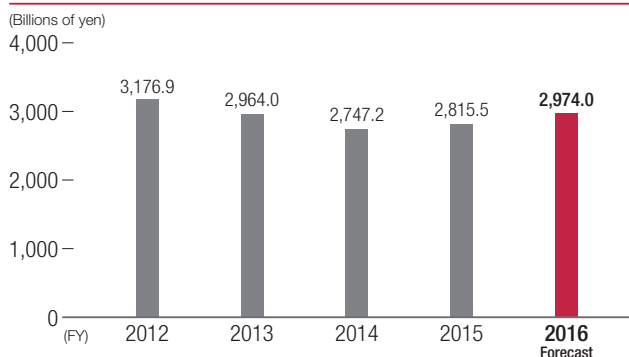
As a result, in mobile communications services revenues, voice revenues decreased ¥34.4 billion (3.9%) year on year to ¥849.4 billion. Packet communications revenues increased ¥65.3 billion (3.5%) to ¥1,918.2 billion. Also, optical-fiber broadband service and other telecommunications service revenues increased ¥37.4 billion (356.1%) to ¥47.9 billion.

The growth of revenues in the smart life and other businesses segment contributed to an increase in other operating revenues. The main factors behind this growth were the expansion in content services revenues from "dmarket" among others, an increase in the transaction volume of "d CARD" and other finance/payment services transactions, an expansion of revenues from Group company services such as shopping services, the increased number of "Mobile Device Protection Service" contracts, and the growth of revenues relating to IoT businesses.

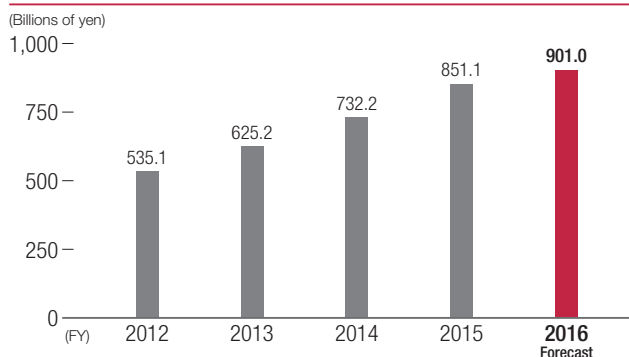
Operating Expenses

Operating expenses decreased ¥0.3 billion year on year, to ¥3,744.1 billion. Operating expenses from the telecommunications business were ¥2,980.9 billion, a decrease of ¥37.6 billion (1.2%) year on year. This was due mainly to decreases in selling expenses and network-related expenses as a result of cost efficiency improvements, despite an increase in costs associated with increased revenues in the smart life and other businesses segment. However, operating expenses from the smart life business were ¥457.7 billion, an increase of ¥12.0 billion (2.7%) year on year. The main factor was an increase in expenses associated with the growth in content services revenues from "dmarket," etc., which more than offset the reduction of impairment loss of the multimedia broadcasting

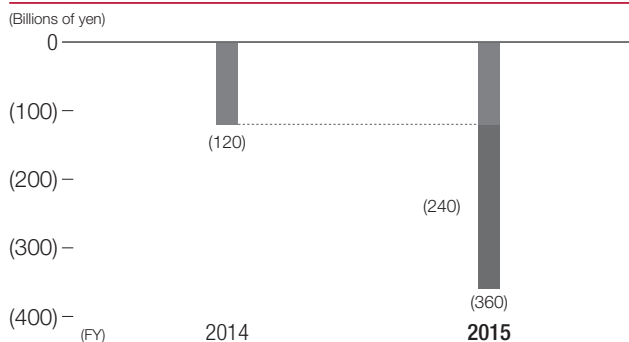
Telecommunications services revenues



Other operating revenues



Cost efficiency improvement* (cumulative amounts)

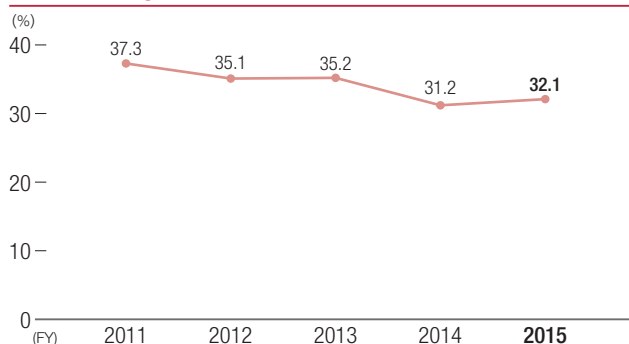


* Cumulative amounts are in comparison with the level of FY2013.

business for mobile devices assets, which has been included from the previous fiscal year.

Furthermore, cost reductions in fiscal 2015 totaled ¥240.0 billion, exceeding the initial annual target. With regard to the ¥400.0 billion cumulative cost efficiency medium-term target for fiscal 2017 (compared with fiscal 2013), by the end of fiscal 2015 we had achieved ¥360.0 billion. A wide range of efforts for cost efficiency improvements in capital expenditures have been implemented in terms of network-related expenses through a decrease in depreciation and amortization and the streamlining of maintenance outsourcing costs, sales-related marketing expenses as well as in the areas of R&D and information systems.

EBITDA margin



Operating Income

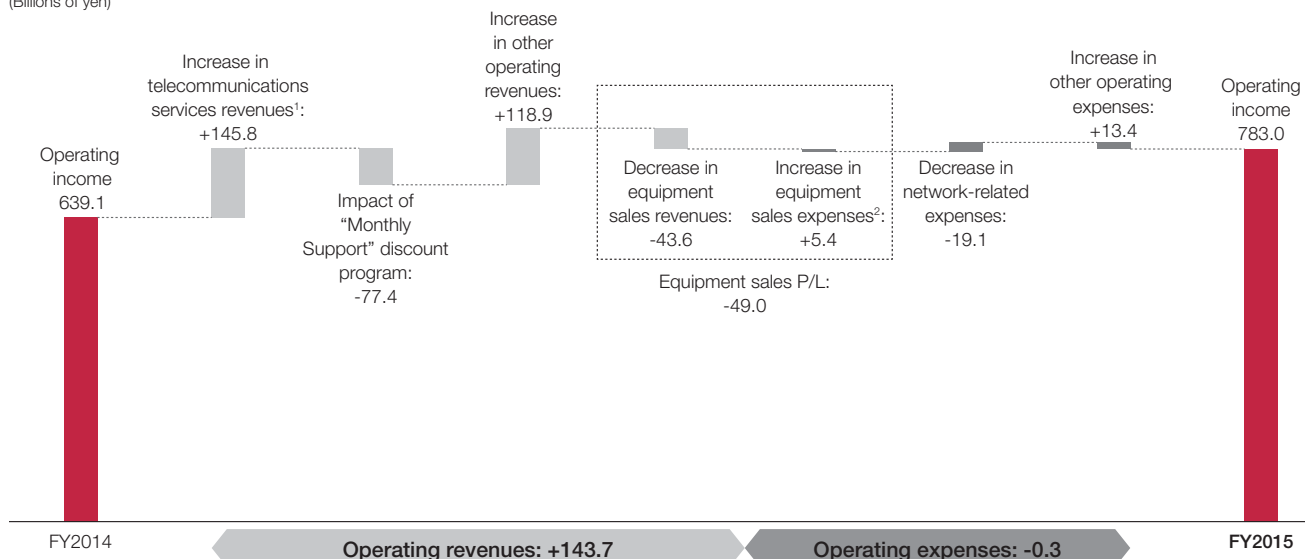
As a result, operating income increased ¥144.0 billion (22.5%) year on year to ¥783.0 billion, which was ¥73.0 billion (10.3%) more than the mid-year revised forecast. EBITDA increased ¥85.5 billion to ¥1,454.6 billion, and the EBITDA margin increased 0.9 percentage points to 32.1%.

Financial Position

Total assets as of March 31, 2016 increased ¥67.8 billion (0.9%) from the previous year-end to ¥7,214.1 billion. This increase was due mainly to an increase in cash and cash equivalents resulting from growth in earnings in the telecommunications business and cost efficiency improvements.

Key factors behind YOY changes in operating income

(Billions of yen)



1. Excluding impact of "Monthly Support" discount program
2. Sum of cost of equipment sold and commissions to agent resellers

Total liabilities as of March 31, 2016 increased ¥126.7 billion (7.3%) year on year to ¥1,854.8 billion, due mainly to increases in liability for employees' retirement benefits and accrued income taxes. Interest-bearing liabilities totaled ¥222.2 billion, a decrease of ¥0.5 billion (0.2%).

DOCOMO's long-term debt obligations have been rated AA— by Standard and Poor's and Aa3 by Moody's, giving the Company's financial position a high-level rating, even when compared to global telecommunications operators.

Cash Flows

Net cash provided by operating activities increased ¥246.2 billion (25.6%) year on year to ¥1,209.1 billion. This increase was due to an increase in proceeds from customers in relation to collection of installment receivables for customers' handset purchases and a decrease in expenditures resulting from a decrease in the amount of income taxes paid.

Net cash used in investing activities decreased ¥275.9 billion (42.4%) year on year to ¥375.3 billion. This decrease was mainly attributable to an increase in proceeds from redemption of long-term bailment for consumption to a related party and a decrease in expenditures for purchases of property, plant and equipment as a result of the streamlining of "advanced C-RAN"¹ assets at the beginning of the period. In particular, capital expenditures decreased by ¥66.5 billion (10.1%) year on year. This decrease was due to pursuing more efficient use of capital expenditures through the consolidation and increased capacity of our facilities by introducing new technologies or equipment, such as "advanced C-RAN." We also pursued further improvement of construction efficiency in telecommunications facilities and reduction of equipment procurement costs.

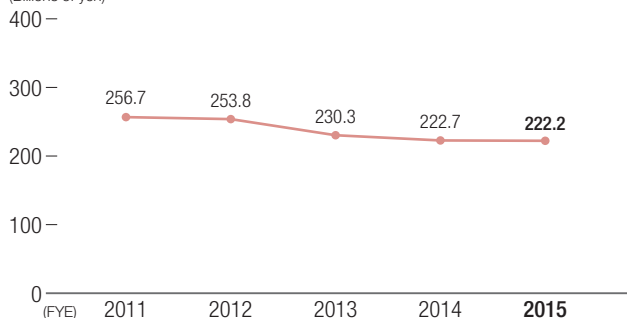
Net cash used in financing activities decreased ¥150.6 billion (20.5%) year on year to ¥583.6 billion. This was due mainly to a decrease in expenditures for share repurchases.

As a result, the balance of cash and cash equivalents totaled ¥354.4 billion as of March 31, 2016, an increase of ¥248.9 billion (235.8%) from the previous fiscal year-end. Also, free cash flows² in fiscal 2015 increased ¥303.2 billion (102.6%), to ¥598.7 billion.

1. Technology for increasing the utilization efficiency of frequencies by simultaneously controlling base stations covering broad areas and base stations covering localized areas.
2. Free cash flows = Net cash provided by operating activities + Net cash used in investing activities (excluding changes in investments derived from purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original maturities of longer than three months.)

Interest-bearing liabilities

(Billions of yen)



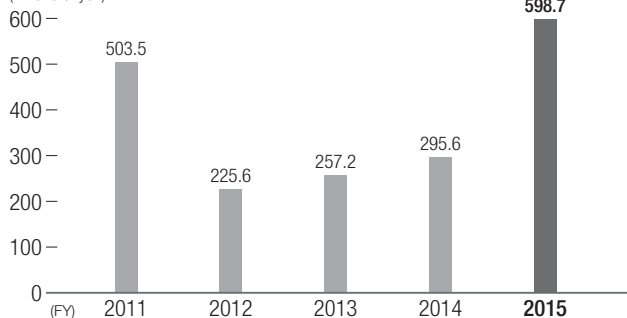
DOCOMO's ratings

(As of January 20, 2015)

Rating agency	Long-term bonds	Short-term bonds
Moody's	Aa3	P-1
Standard and Poor's (S&P)	AA-	A-1+
Japan Credit Rating Agency, Ltd. (JCR)	AAA	-
Rating & Investment Information, Inc. (R&I)	AA+	a-1+

Adjusted free cash flows*

(Billions of yen)



* Adjusted free cash flows exclude the effects of uncollected revenues due to bank holidays at the end of the period, the effects of the uncollected amounts of transferred receivables of telephone charges to NTT FINANCE CORPORATION, and changes in investment derived from purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original maturities of longer than three months.

Outlook for Fiscal 2016

For fiscal 2016, we are forecasting increases in operating revenues and operating income. In addition to continuing intense competition among existing companies in the industry, the market is seeing dramatic changes due to the entry of a wide range of new players and the government's policy of promoting competition. We will accelerate our “+d” value co-creation initiatives with the aim of delivering new value by combining the business assets that we have accumulated through our operations, such as our payment platform and loyalty program. At the same time, we will strive to reinforce the competitiveness of the telecommunications business by enhancing our fee services and expanding the adoption of optical-fiber broadband service as key components to strengthen our earnings capacity.

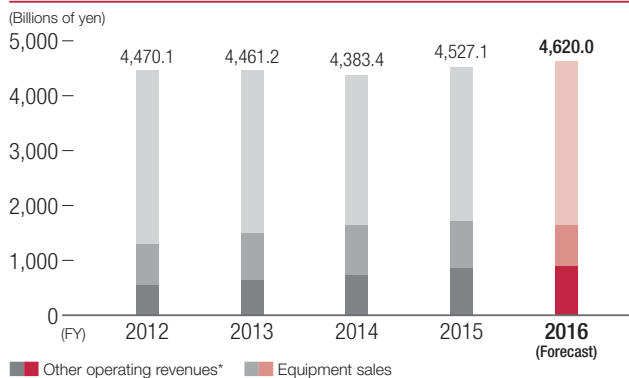
Operating revenues for fiscal 2016 are forecast to increase ¥92.9 billion (2.1%) year on year to ¥4,620.0 billion. Although a decline in revenues from equipment sales is expected, we anticipate an increase in optical-fiber broadband service revenues from the projected growth in the number of “docomo Hikari” users. We also expect an increase in packet communications revenues from initiatives to increase packet use by subscribers to the billing plan “Kake-hodai & Pake-aeru” and an increase in data use through tablets and other devices. Furthermore, we also anticipate growth of revenues from the smart life business and other businesses segment.

In terms of operating expenses, we project an increase in expenses associated with the growth of revenues from the smart life and other businesses segment and the expansion of “docomo Hikari” revenues. Operating expenses are expected to decrease by ¥34.1 billion (0.9%) to ¥3,710.0 billion year on year, due primarily to a decline of depreciation and amortization expenses as a result of changing our method for calculating depreciation,* as well as a decrease in cost of equipment sold and initiatives to pursue further cost efficiencies.

Accordingly, we are forecasting operating income in fiscal 2016 of ¥910.0 billion, an increase of ¥127.0 billion (16.2%) year on year.

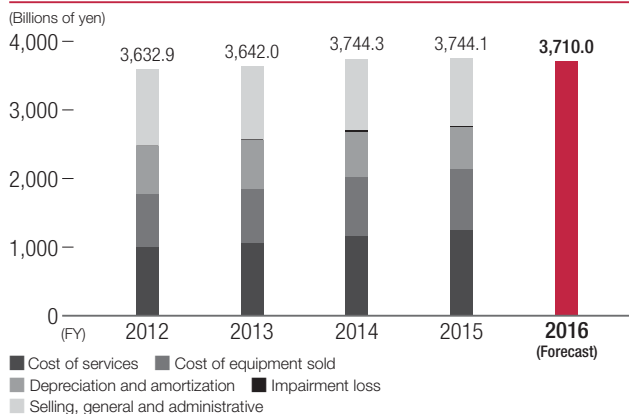
* While historically the Group has principally used the declining-balance method for calculating the depreciation of property, plant and equipment, from the fiscal year ending March 31, 2017, as a general rule, we plan to begin using the straight-line method for calculating the depreciation of property, plant and equipment.

Operating revenues

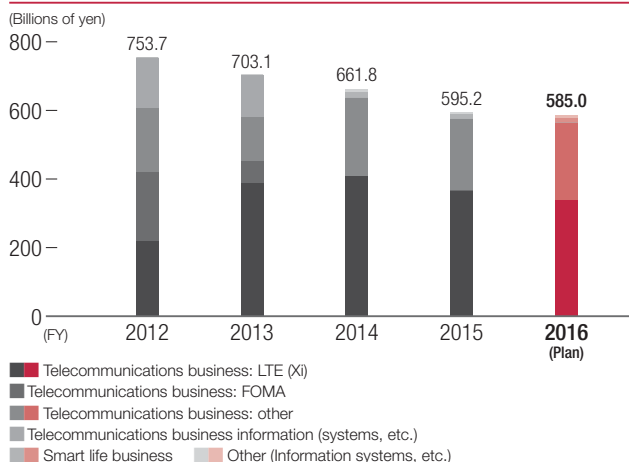


* In the fiscal year ended March 31, 2015, some elements that were previously included in other operating revenues (revenues from satellite telephone, overseas cable TV, and other services) are included in optical-fiber broadband service and other telecommunications services revenues. Accordingly, other operating revenues for the fiscal year ended March 31, 2014, have been reclassified, and the amount of the reclassification is ¥8.2 billion.

Operating expenses



Capital expenditures



Consolidated Balance Sheets

NTT DOCOMO, INC. and Subsidiaries
March 31, 2015 and 2016

Millions of yen

ASSETS	2015	2016
Current assets:		
Cash and cash equivalents	105,553	354,437
Short-term investments		
Third parties	3,757	5,872
Related parties	240,000	—
Accounts receivable		
Third parties	258,761	232,698
Related parties	5,830	4,342
Receivables held for sale	897,999	972,851
Credit card receivables	234,412	276,492
Other receivables		
Third parties	30,576	61,334
Related parties	296,699	319,762
Total accounts receivable, receivables held for sale, credit card receivables and other receivables	1,724,277	1,867,479
Less: Allowance for doubtful accounts	(14,100)	(17,427)
Total accounts receivable, receivables held for sale, credit card receivables and other receivables, net	1,710,177	1,850,052
Inventories	186,275	153,876
Deferred tax assets	61,512	107,058
Prepaid expenses and other current assets		
Third parties	98,618	101,790
Related parties	9,484	7,108
Total current assets	2,415,376	2,580,193
Property, plant and equipment:		
Wireless telecommunications equipment	5,027,390	5,084,416
Buildings and structures	890,382	896,815
Tools, furniture and fixtures	508,810	468,800
Land	200,736	199,054
Construction in progress	193,497	190,261
Sub-total	6,820,815	6,839,346
Accumulated depreciation and amortization	(4,309,748)	(4,398,970)
Total property, plant and equipment, net	2,511,067	2,440,376
Non-current investments and other assets:		
Investments in affiliates	439,070	411,395
Marketable securities and other investments	195,047	182,905
Intangible assets, net	636,319	615,013
Goodwill	266,311	243,695
Other assets		
Third parties	430,633	468,895
Related parties	15,090	10,208
Deferred tax assets	237,427	261,434
Total non-current investments and other assets	2,219,897	2,193,545
Total assets	7,146,340	7,214,114

Millions of yen

LIABILITIES AND EQUITY	2015	2016
Current liabilities:		
Current portion of long-term debt	203	200
Short-term borrowings	2,048	1,764
Accounts payable, trade		
Third parties	664,945	611,835
Related parties	146,854	181,249
Accrued payroll	54,955	53,837
Accrued income taxes	68,563	165,332
Other current liabilities		
Third parties	169,631	198,292
Related parties	7,103	7,310
Total current liabilities	1,114,302	1,219,819
Long-term liabilities:		
Long-term debt (exclusive of current portion)	220,400	220,200
Accrued liabilities for point programs	89,929	75,182
Liability for employees' retirement benefits	173,872	201,604
Other long-term liabilities		
Third parties	127,932	136,602
Related parties	1,700	1,381
Total long-term liabilities	613,833	634,969
Total liabilities	1,728,135	1,854,788
Redeemable noncontrolling interests	15,589	16,221
Equity:		
NTT DOCOMO, INC. shareholders' equity		
Common stock, without a stated value—		
Authorized shares		
17,460,000,000 shares as of March 31, 2015 and 2016		
Issued shares		
4,085,772,000 shares as of March 31, 2015		
3,958,543,000 shares as of March 31, 2016		
Outstanding shares		
3,881,483,855 shares as of March 31, 2015		
3,760,616,750 shares as of March 31, 2016	949,680	949,680
Additional paid-in capital	339,783	330,482
Retained earnings	4,397,228	4,413,030
Accumulated other comprehensive income (loss)	52,599	14,888
Treasury stock		
204,288,145 shares as of March 31, 2015		
197,926,250 shares as of March 31, 2016	(359,218)	(405,832)
Total NTT DOCOMO, INC. shareholders' equity	5,380,072	5,302,248
Noncontrolling interests	22,544	40,857
Total equity	5,402,616	5,343,105
Commitments and contingencies		
Total liabilities and equity	7,146,340	7,214,114

Consolidated Statements of Income

NTT DOCOMO, INC. and Subsidiaries
Years ended March 31, 2014, 2015 and 2016

Millions of yen

	2014	2015	2016
Operating revenues:			
Telecommunications services			
Third parties	2,942,847	2,727,891	2,789,673
Related parties	21,133	19,264	25,834
Equipment sales			
Third parties	870,597	903,231	859,875
Related parties	1,403	858	611
Other operating revenues			
Third parties	582,938	682,967	806,491
Related parties	42,285	49,186	44,600
Total operating revenues	4,461,203	4,383,397	4,527,084
Operating expenses:			
Cost of services (exclusive of items shown separately below)			
Third parties	808,790	876,285	933,027
Related parties	250,829	283,229	315,526
Cost of equipment sold (exclusive of items shown separately below)	785,209	853,062	881,471
Depreciation and amortization	718,694	659,787	625,934
Impairment loss	—	30,161	9,063
Selling, general and administrative			
Third parties	876,903	835,882	806,626
Related parties	201,579	205,920	172,413
Total operating expenses	3,642,004	3,744,326	3,744,060
Operating income	819,199	639,071	783,024
Other income (expense):			
Interest expense	(1,211)	(797)	(512)
Interest income	1,680	1,283	987
Other, net	13,381	4,326	(5,478)
Total other income (expense)	13,850	4,812	(5,003)
Income before income taxes and equity in net income (losses) of affiliates	833,049	643,883	778,021
Income taxes:			
Current	319,683	218,552	267,249
Deferred	(11,704)	19,515	(55,530)
Total income taxes	307,979	238,067	211,719
Income before equity in net income (losses) of affiliates	525,070	405,816	566,302
Equity in net income (losses) of affiliates (including impairment charges of investments in affiliates)	(69,117)	(7,782)	(5,060)
Net income	455,953	398,034	561,242
Less: Net (income) loss attributable to noncontrolling interests	8,776	12,059	(12,864)
Net income attributable to NTT DOCOMO, INC.	464,729	410,093	548,378
Per share data:			
Weighted average common shares outstanding – Basic and Diluted (Shares)	4,146,760,100	4,038,191,678	3,880,823,341
Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. (Yen)	112.07	101.55	141.30

Consolidated Statements of Comprehensive Income

NTT DOCOMO, INC. and Subsidiaries
Years ended March 31, 2014, 2015 and 2016

	2014	2015	Millions of yen 2016
Net income	455,953	398,034	561,242
Other comprehensive income (loss):			
Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes	8,751	22,468	(4,715)
Less: Reclassification of realized gains and losses, net of applicable taxes included in net income	(84)	120	(1,278)
Unrealized gains (losses) on cash flow hedges, net of applicable taxes	(76)	(20)	(148)
Less: Reclassification of realized gains and losses, net of applicable taxes included in net income	59	16	31
Foreign currency translation adjustment, net of applicable taxes	31,653	29,678	(10,324)
Less: Reclassification of realized gains and losses, net of applicable taxes included in net income	6,010	—	(263)
Pension liability adjustment, net of applicable taxes			
Actuarial gains (losses) arising during period, net	11,929	(9,159)	(21,634)
Prior service cost arising during period, net	3,361	—	—
Less: Amortization of prior service cost	(1,457)	(894)	(824)
Less: Curtailment gain	(3,294)	—	—
Less: Amortization of actuarial gains and losses	1,963	1,104	1,417
Less: Amortization of transition obligation	80	72	33
Total other comprehensive income (loss)	58,895	43,385	(37,705)
Comprehensive income	514,848	441,419	523,537
Less: Comprehensive (income) loss attributable to noncontrolling interests	8,583	11,683	(12,870)
Comprehensive income attributable to NTT DOCOMO, INC.	523,431	453,102	510,667

Consolidated Statements of Changes in Equity

NTT DOCOMO, INC. and Subsidiaries
Years ended March 31, 2014, 2015 and 2016

Millions of yen

	NTT DOCOMO, INC. shareholders' equity							Total equity
	Common stock	Additional paid-in capital	Retained earnings	Accumulated other comprehensive income (loss)	Treasury stock	Total NTT DOCOMO, INC. shareholders' equity	Noncontrolling interests	
Balance as of March 31, 2013	949,680	732,609	4,112,466	(49,112)	(377,168)	5,368,475	42,090	5,410,565
Cash dividends declared (¥60 per share)			(248,806)			(248,806)		(248,806)
Cash distributions to noncontrolling interests							(1,032)	(1,032)
Acquisition of new subsidiaries							2,588	2,588
Changes in interest in subsidiaries		266				266		266
Others							215	215
Net income			464,729			464,729	(8,776)	455,953
Other comprehensive income (loss)				58,702		58,702	193	58,895
Balance as of March 31, 2014	949,680	732,875	4,328,389	9,590	(377,168)	5,643,366	35,278	5,678,644
Purchase of treasury stock					(473,036)	(473,036)		(473,036)
Retirement of treasury stock		(393,092)	(97,894)		490,986			
Cash dividends declared (¥60 per share)			(243,360)			(243,360)		(243,360)
Cash distributions to noncontrolling interests							(1,061)	(1,061)
Acquisition of new subsidiaries							732	732
Others							(2)	(2)
Net income			410,093			410,093	(12,777)	397,316
Other comprehensive income (loss)				43,009		43,009	374	43,383
Balance as of March 31, 2015	949,680	339,783	4,397,228	52,599	(359,218)	5,380,072	22,544	5,402,616
Purchase of treasury stock					(307,486)	(307,486)		(307,486)
Retirement of treasury stock			(260,872)		260,872			
Cash dividends declared (¥70 per share)			(271,704)			(271,704)		(271,704)
Cash distributions to noncontrolling interests							(2,390)	(2,390)
Acquisition of new subsidiaries							22	22
Changes in interest in subsidiaries		(9,301)				(9,301)	8,489	(812)
Others							(46)	(46)
Net income			548,378			548,378	12,232	560,610
Other comprehensive income (loss)				(37,711)		(37,711)	6	(37,705)
Balance as of March 31, 2016	949,680	330,482	4,413,030	14,888	(405,832)	5,302,248	40,857	5,343,105

* Changes in the redeemable noncontrolling interest are not included in the table.

Consolidated Statements of Cash Flows

NTT DOCOMO, INC. and Subsidiaries
Years ended March 31, 2014, 2015 and 2016

Millions of yen

	2014	2015	2016
Cash flows from operating activities:			
Net income	455,953	398,034	561,242
Adjustments to reconcile net income to net cash provided by operating activities –			
Depreciation and amortization	718,694	659,787	625,934
Deferred taxes	(11,704)	19,515	(55,530)
Loss on sale or disposal of property, plant and equipment	34,303	40,073	36,535
Inventory write-downs	4,415	13,716	18,880
Impairment loss	—	30,161	9,063
Impairment loss on marketable securities and other investments	3,055	902	636
Loss on sale of a subsidiary	—	—	13,117
Equity in net (income) losses of affiliates (including impairment charges of investments in affiliates)	69,117	7,782	5,060
Dividends from affiliates	17,415	17,591	13,929
Changes in assets and liabilities:			
(Increase) / decrease in accounts receivable	(9,269)	17,489	22,406
(Increase) / decrease in receivables held for sale	(149,310)	(110,540)	(74,852)
(Increase) / decrease in credit card receivables	(13,849)	(7,497)	(22,551)
(Increase) / decrease in other receivables	(21,875)	(13,467)	(46,331)
Increase / (decrease) in allowance for doubtful accounts	(2,815)	2,931	3,884
(Increase) / decrease in inventories	(55,264)	32,270	13,125
(Increase) / decrease in prepaid expenses and other current assets	(7,661)	(10,565)	(4,966)
(Increase) / decrease in non-current receivables held for sale	(53,276)	(55,468)	(13,601)
Increase / (decrease) in accounts payable, trade	65,083	5,278	(32,544)
Increase / (decrease) in accrued income taxes	39,691	(107,166)	97,176
Increase / (decrease) in other current liabilities	(40,422)	16,964	31,638
Increase / (decrease) in accrued liabilities for point programs	(27,854)	(23,072)	(14,747)
Increase / (decrease) in liability for employees' retirement benefits	(10,732)	13,209	27,752
Increase / (decrease) in other long-term liabilities	(32,977)	11,925	11,488
Other, net	29,924	3,125	(17,612)
Net cash provided by operating activities	1,000,642	962,977	1,209,131
Cash flows from investing activities:			
Purchases of property, plant and equipment	(498,668)	(493,189)	(434,919)
Purchases of intangible and other assets	(213,508)	(170,203)	(179,010)
Purchases of non-current investments	(16,186)	(5,107)	(3,465)
Proceeds from sale of non-current investments	5,235	1,753	9,345
Acquisitions of subsidiaries, net of cash acquired	(19,213)	—	15
Purchases of short-term investments	(39,084)	(34,613)	(9,523)
Redemption of short-term investments	68,937	50,806	4,659
Proceeds from redemption of long-term bailment for consumption to a related party	10,000	—	240,000
Short-term bailment for consumption to a related party	(70,000)	—	—
Proceeds from redemption of short-term bailment for consumption to a related party	70,000	—	—
Other, net	(1,093)	(641)	(2,353)
Net cash used in investing activities	(703,580)	(651,194)	(375,251)
Cash flows from financing activities:			
Proceeds from long-term debt	50,000	—	—
Repayment of long-term debt	(74,989)	(248)	(203)
Proceeds from short-term borrowings	13,740	221,606	146,880
Repayment of short-term borrowings	(26,132)	(229,065)	(147,022)
Principal payments under capital lease obligations	(2,128)	(1,729)	(1,389)
Payments to acquire treasury stock	—	(473,036)	(307,486)
Dividends paid	(248,814)	(243,349)	(271,643)
Cash distributions to noncontrolling interests	(1,032)	(1,061)	(2,390)
Other, net	19,562	(7,375)	(355)
Net cash provided by (used in) financing activities	(269,793)	(734,257)	(583,608)
Effect of exchange rate changes on cash and cash equivalents	5,977	1,107	(1,388)
Net increase (decrease) in cash and cash equivalents	33,246	(421,367)	248,884
Cash and cash equivalents at beginning of year	493,674	526,920	105,553
Cash and cash equivalents at end of year	526,920	105,553	354,437
Supplemental disclosures of cash flow information:			
Cash received during the fiscal year for:			
Income tax refunds	886	1,539	8,241
Cash paid during the fiscal year for:			
Interest, net of amount capitalized	1,578	876	400
Income taxes	280,434	326,107	176,806
Non-cash investing and financing activities:			
Assets acquired through capital lease obligations	1,513	940	965
Assets of wireless telecommunications equipment acquired through exchanges of similar equipment	—	3,605	3,844
Retirement of treasury stock	—	490,986	260,872

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

NTT DOCOMO, INC. and Subsidiaries
Years ended March 31, 2012 to 2016

EBITDA and EBITDA Margin

Years ended March 31	Billions of yen				
	2012	2013	2014	2015	2016
a. EBITDA¹	1,583.3	1,569.3	1,572.2	1,369.1	1,454.6
Depreciation and amortization	(684.8)	(699.8)	(718.7)	(659.8)	(625.9)
Loss on sale or disposal of property, plant and equipment	(24.1)	(31.9)	(34.3)	(40.1)	(36.5)
Impairment loss	—	(0.5)	—	(30.2)	(9.1)
Operating income	874.5	837.2	819.2	639.1	783.0
Other income (expense)	2.5	(3.8)	13.9	4.8	(5.0)
Income taxes	(391.8)	(323.1)	(308.0)	(238.1)	(211.7)
Equity in net income (losses) of affiliates, net of applicable taxes	(24.2)	(29.6)	(69.1)	(7.8)	(5.1)
Less: Net (income) loss attributable to noncontrolling interests	3.0	10.3	8.8	12.1	(12.9)
b. Net income attributable to NTT DOCOMO, INC.	463.9	491.0	464.7	410.1	548.4
c. Operating revenues	4,240.0	4,470.1	4,461.2	4,383.4	4,527.1
EBITDA margin (= a/c)	37.3%	35.1%	35.2%	31.2%	32.1%
Net income margin (= b/c)	10.9%	11.0%	10.4%	9.4%	12.1%

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

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)

Years ended March 31	Billions of yen				
	2012	2013	2014	2015	2016
Net cash provided by operating activities ²	1,110.6	932.4	1,000.6	963.0	1,209.1
Net cash used in investing activities	(974.6)	(701.9)	(703.6)	(651.2)	(375.3)
Free cash flows	136.0	230.5	297.1	311.8	833.9
Irregular factors ³	(147.0)	147.0	—	—	—
Effect of transfer of receivables ²	—	(242.0)	—	—	—
Changes in investments for cash management purposes ⁴	(220.5)	99.9	39.9	16.2	235.1
Adjusted free cash flows (excluding irregular factors, effect of transfer of receivables and changes in investments for cash management purposes)	503.5	225.6	257.2	295.6	598.7

2. Effect of transfer of receivables represents the effect caused by the uncollected amounts of transferred receivables of telephone charges to NTT FINANCE CORPORATION. Net cash provided by operating activities includes the effect caused by the uncollected amounts of transferred receivables of telephone charges to NTT FINANCE CORPORATION for cash management purposes for the year ended March 31, 2013.

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

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.

Subsidiaries and Affiliates (As of July 1, 2016)

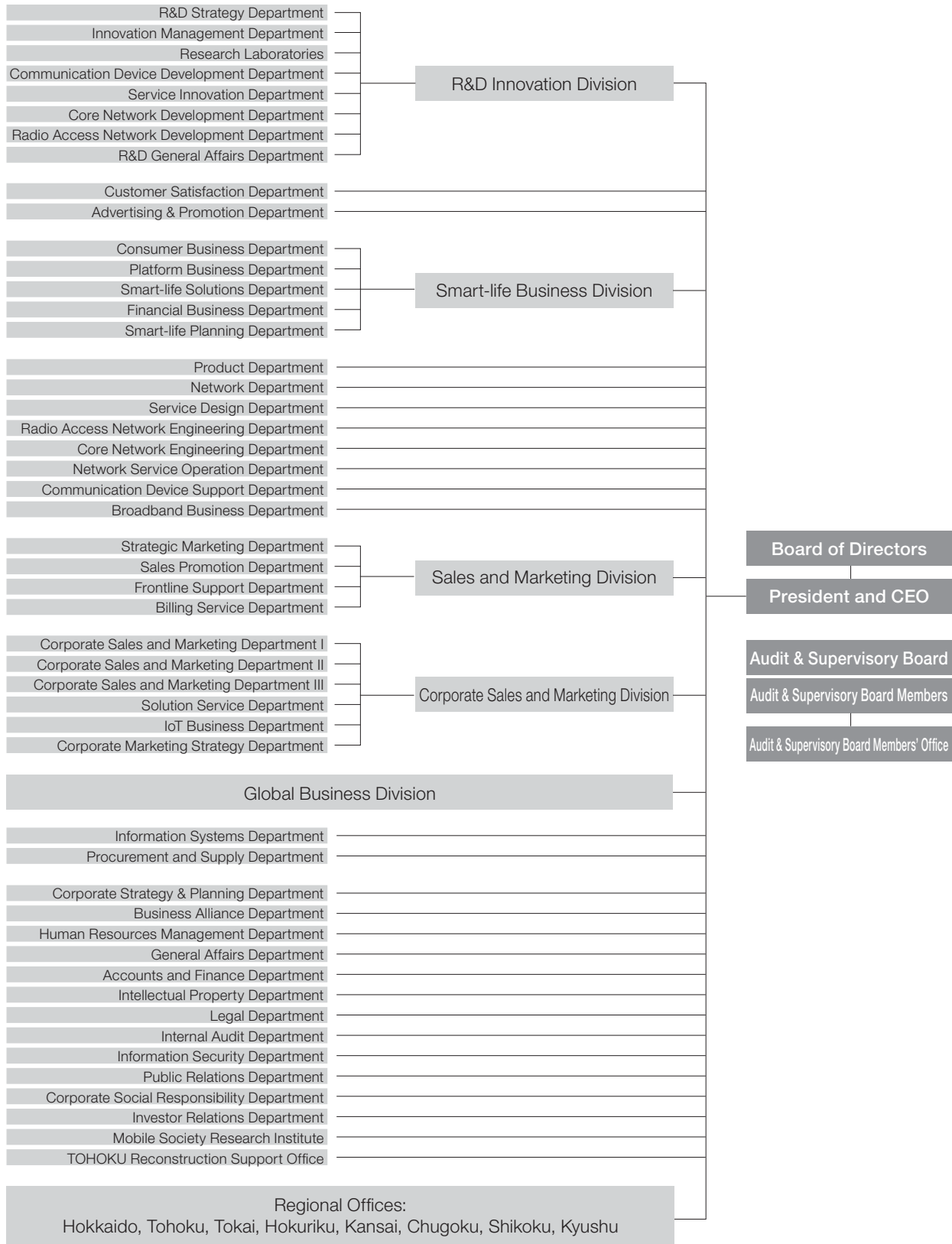
Subsidiaries: 123

Company name	Voting rights ownership	Business activities
Service subsidiaries: 12		
DOCOMO CS, Inc.	100.00%	Network construction, maintenance, operation, and quality control; handset maintenance; merchandise distribution; sales agent support; corporate marketing; DOCOMO shop operations
DOCOMO Support, Inc.	100.00%	Handling of telephone and online inquiries, such as through the Internet
DOCOMO Systems, Inc.	100.00%	Development and maintenance of internal information systems and sales of hardware relating to information systems
DOCOMO Technology, Inc.	100.00%	Commissioned business from DOCOMO in research and development of mobile communications
and 8 other companies		
Other subsidiaries: 111		
Buongiorno S.p.A.	100.00%	Provision of mobile content and operation of content-distribution platform
DOCOMO Communications Laboratories Europe GmbH	100.00%	Research on new mobile network technologies in Europe and participation in European standardization projects
DOCOMO Innovations, Inc.	100.00%	Promotion of open innovation and network technology research in Silicon Valley
DOCOMO PACIFIC, INC.	100.00%	Mobile and fixed-line communications business in Guam and the Commonwealth of the Northern Mariana Islands
net mobile AG	95.79%	Management of platforms related to mobile content distribution and billing
NTT DOCOMO USA, Inc.	100.00%	Support for DOCOMO overseas development in the United States
OAK LAWN MARKETING, INC.	51.00%	Mail-order business using televised media as main sales channel
Tower Records Japan Inc.	50.25%	Music and video software sales business
DOCOMO ANIME STORE, INC.	60.00%	Planning, development, and operation of anime-related content distribution services, centered on anime video
NTT DOCOMO Ventures, Inc.	100.00%	Venture capital investment and incubation businesses
DOCOMO InsightMarketing, INC.	51.00%	Research and promotion businesses
Nihon Ultmarc INC.	100.00%	Medical database business
docomo Healthcare, Inc.	66.00%	Platform business centered on management, use, and sharing of physical, health, and medical data
MAGASseek Corporation	75.00%	Fashion e-commerce business, including operation of the MAGASEEK comprehensive fashion e-commerce site
Radishbo-ya Co., Ltd.	90.00%	Membership-based home delivery service of organic and low-chemical agricultural products as well as additive-free foods
mobidoors, Inc.	52.38%	Sales of remote support for mobile devices and PCs
ABC Cooking Studio Co., Ltd.	51.00%	Nationwide development of cooking classrooms, sales of cooking-related products and development of content information services
D2C Inc.	51.00%	Mobile advertising media development and operations and advertising sales business
LocationValue Inc.	100.00%	Development and sales of sales promotion system and application using mobile phones
Mirai Translate, Inc.	51.00%	Development of high-accuracy machine translation technology and software
DOCOMO BIKESHARE, INC.	85.00%	Bicycle sharing business
DOCOMO gacco, Inc.	95.30%	Management of a school that offers free college-level lectures
and 89 other companies		

Affiliates: 27

Company name	Voting rights ownership	Business activities
Hutchison Telephone Company Limited	24.10%	Mobile communications business in Hong Kong and Macau
Philippine Long Distance Telephone Company	8.56%	Owns 100% of SMART, a fixed-line and mobile telecommunications operator in the Philippines
Robi Axiata Limited	8.41%	Mobile communications business in Bangladesh
Tata Teleservices Limited	26.50%	Mobile communications business in India
Avex Broadcasting & Communications Inc.	30.00%	Membership-based mobile video distribution business
NTT Broadband Platform, Inc.	22.00%	Services pertaining to wireless network connections, plus merchandise sales utilizing information and communications systems
NTT Resonant Inc.	33.33%	Media business, including operation of "goo" portal site, and e-commerce
EveryStar Co., Ltd.	30.00%	UGC media operation via mobile
ZENRIN DataCom CO., LTD.	18.09%	Map, net navigation, and map solutions businesses for mobile phones
2Dfacto, Inc.	19.45%	Management of bookstore services for sale of e-books and paper books via the Internet
Nippon Telecommunications Network Co., Ltd.	37.43%	Provision of communications network facilities and applications and outsourcing of network construction
FeliCa Networks, Inc.	38.00%	FeliCa licensing and platform management businesses
Boardwalk Inc.	15.71%	Event ticketing sales and planning / production / sales of digital content
Sumitomo Mitsui Card Company, Limited	34.00%	Services related to credit cards, loans, warranties, and gift cards
Mobile Internet Capital, Inc.	30.00%	Support for venture firms in mobile Internet-related fields and investment fund management
Rakuten Auction, Inc.	40.00%	Internet auction services business
Automagi Inc.	34.48%	Software development
The JV, Ltd.	30.00%	Management of McDonald's membership organization, and planning, execution, and management of membership-related services and promotions
and 9 other companies		

Organizational Structure NTT DOCOMO, INC. (As of April 1, 2016)



■ Corporate Information (As of March 31, 2016)

Company Name

NTT DOCOMO, INC.

Address

Head Office:
11-1, Nagata-cho 2-chome, Chiyoda-ku, Tokyo
100-6150, Japan
Tel: +81-3-5156-1111

Date of Establishment

August 1991

Capital

¥949,679,500,000

Fiscal Year-End

March 31

Number of Employees (Consolidated)

26,129

Corporate Website

<https://www.nttdocomo.co.jp/english/>

IR Information

<https://www.nttdocomo.co.jp/english/corporate/ir/>

Independent Registered Public Accounting Firm

KPMG AZSA LLC

(the Japan member firm of KPMG International)

■ Stock Information (As of March 31, 2016)

Stock Listings

Tokyo Stock Exchange, First Section listed October 1998
(Securities code: 9437)
New York Stock Exchange listed March 2002
(Ticker symbol: DCM)

Transfer Agent

Mitsubishi UFJ Trust and Banking Corporation,
Corporate Agency Department
4-5, Marunouchi 1-chome, Chiyoda-ku, Tokyo 100-8212, Japan
Tel: +81-3-3212-1211
Inquiries about procedures of stock: +81-120-232-711

Depository for American Depositary Receipts ("ADRs")

The Bank of New York Mellon Corporation
BNY Mellon Shareowner Services
PO Box 30170, College Station, TX 77842-3170, U.S.A.
U.S. Callers: (888) BNY ADRS
Non-U.S. Callers: +1-201-680-6825

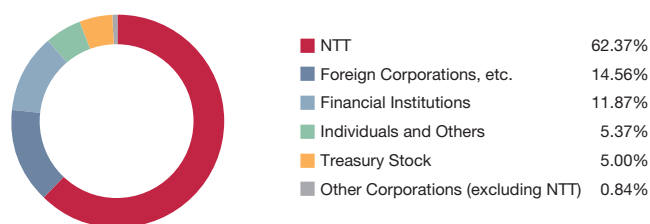
Number of Shares

Total Number of Authorized Shares: 17,460,000,000
Total Number of Issued Shares: 3,958,543,000

Number of Shareholders

254,972

Distribution of Ownership among Shareholders



* The figures are based on the list of shareholders as of March 31, 2016.

Principal Shareholders

Company	Number of shares held	Percentage of total issued shares (%)
NIPPON TELEGRAPH AND TELEPHONE CORPORATION	2,469,084,400	65.66
JAPAN TRUSTEE SERVICES BANK, LTD. (TRUST ACCOUNT)	79,961,200	2.13
THE MASTER TRUST BANK OF JAPAN, LTD. (TRUST ACCOUNT)	70,624,200	1.88
BARCLAYS CAPITAL INC.	50,000,000	1.33
JAPAN TRUSTEE SERVICES BANK, LTD. (TRUST ACCOUNT 9)	26,026,500	0.69
STATE STREET BANK WEST CLIENT - TREATY 505234	25,534,337	0.68
JP MORGAN CHASE BANK 380055	24,863,642	0.66
STATE STREET BANK AND TRUST COMPANY	22,451,874	0.60
THE BANK OF NEW YORK MELLON AS DEPOSITORY BANK FOR DR HOLDERS	21,981,508	0.58
JAPAN TRUSTEE SERVICES BANK, LTD. (TRUST ACCOUNT 7)	19,872,100	0.53
Total	2,810,399,761	71.06

* Treasury stocks are not included in the above list.