
Financial Data Book for FY2016/4Q

Disclaimer

This Data Book 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 report were derived using certain assumptions that were 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, but are not limited to, the Risk Factors noted in NTT DOCOMO's latest annual report on Form 20-F and NTT DOCOMO's other filings and submissions with the Securities and Exchange Commission, copies of which are available through the IR Documents section of this web site and also through the SEC's web site.

Consolidated Statements of Income

P/L (Billions of yen, USGAAP)	Quarterly (Results)				Full-year	Quarterly (Results)				Full-year		Full-year
	FY2015				Results	FY2016				Results	Forecast	FY2017 Forecast
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar		Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar			
Operating revenues	1,076.9	1,138.1	1,168.5	1,143.6	4,527.1	1,108.7	1,179.7	1,181.3	1,115.0	4,584.6	4,610.0	4,750.0
Telecommunications services	675.3	707.1	717.3	715.9	2,815.5	729.7	744.8	750.7	759.9	2,985.1	2,989.0	3,125.0
Mobile communications services revenues	669.4	697.2	703.6	697.4	2,767.6	704.2	712.8	712.1	714.8	2,844.0	2,850.0	2,894.0
Voice revenues*	196.6	217.0	219.8	216.0	849.4	215.9	219.6	224.8	215.0	875.2	878.0	928.0
Packet communications revenues	472.7	480.2	483.8	481.4	1,918.2	488.3	493.3	487.4	499.8	1,968.8	1,972.0	1,966.0
Optical-fiber broadband service and other telecommunications services revenues	5.9	9.9	13.7	18.5	47.9	25.5	31.9	38.6	45.1	141.1	139.0	231.0
Equipment sales	201.3	215.5	241.0	202.7	860.5	165.8	214.4	206.2	132.9	719.2	722.0	748.0
Other operating revenues	200.3	215.6	210.2	225.1	851.1	213.2	220.5	224.4	222.2	880.3	899.0	877.0
Operating expenses	841.5	910.9	945.5	1,046.1	3,744.1	809.4	893.4	924.5	1,012.6	3,639.8	3,670.0	3,790.0
Personnel expenses	72.3	72.0	72.1	69.8	286.2	72.3	72.8	72.2	74.5	291.8	291.0	300.0
Non-personnel expenses	537.5	597.9	619.4	672.5	2,427.3	531.5	600.6	622.8	677.3	2,432.1	2,463.0	2,498.0
Revenue-linked expenses	265.1	312.6	337.1	347.7	1,262.4	242.2	300.3	322.4	336.2	1,201.1	1,175.0	1,242.0
Other expenses	272.4	285.3	282.3	324.9	1,164.8	289.3	300.2	300.4	341.1	1,231.0	1,288.0	1,256.0
Depreciation	145.6	151.5	160.0	168.8	625.9	109.7	110.8	113.9	117.9	452.3	449.0	490.0
Impairment loss	—	—	—	17.7	17.7	—	—	—	0.0	12.2	—	—
Loss on disposal of property, plant and equipment and intangible assets	11.3	11.2	12.2	34.0	68.8	7.9	16.8	16.5	38.3	80	84.0	60.0
Communication network charges	64.6	68.3	71.8	72.2	276.9	76.7	82.1	88.8	81.8	329.4	342.0	400.0
Taxes and public dues	10.3	10.0	10.1	11.0	41.3	11.2	10.3	10.3	10.5	42.4	41.0	42.0
Operating income	235.4	227.2	222.9	97.5	783.0	299.3	286.3	256.7	102.4	944.7	940.0	960.0

* Voice revenues include data communications revenues through circuit switching systems.

* Impairment losses of goodwill and unamortizable intangible assets, which had previously been included in "Non-personnel expenses," have been recorded in "Impairment loss" for the fiscal year ended March 31, 2017. Accordingly, "Non-personnel expenses" and "Impairment loss" for the fiscal year ended March 31, 2016 were reclassified.

Capital Expenditures

	Quarterly (Results)				Full-year	Quarterly (Results)				Full-year	Full-year	
	FY2015				Results	FY2016				Results	Forecast	FY2017
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar		Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar			Forecast
Capital Expenditures (Billions of yen)												
Capital expenditures	93.1	126.3	143.0	232.8	595.2	97.1	148.9	153.3	197.7	597.1	585.0	570.0
Telecommunications business	89.1	121.1	137.9	225.8	573.9	93.8	143.8	148.7	189.9	576.2	560.0	542.0
Smart life business	2.6	3.5	2.9	4.8	13.9	2.2	3.6	3.2	5.4	14.4	17.0	21.0
Other businesses	1.5	1.7	2.2	2.1	7.5	1.1	1.6	1.4	2.4	6.5	8.0	7.0

Financial Indicators

	Quarterly (Results)				Full-year	Quarterly (Results)				Full-year	Full-year	
	FY2015				Results	FY2016				Results	Forecast	FY2017
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar		Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar			Forecast
Financial Indicators												
Earnings per Share Attributable to NTT DOCOMO, INC. (Yen)	43.48	38.22	45.17	14.42	141.30	55.10	53.21	49.55	17.24	175.12	176.68	176.81
Payout ratio (%)	–	–	–	–	49.5	–	–	–	–	45.7	45.3	56.6
Newly defined EBITDA (Billions of yen) *1	–	–	–	–	1,463.2	–	–	–	–	1463.4	1,438.0	1,480.0
EBITDA (Billions of yen) *2	387.3	384.0	388.8	294.4	1,454.6	413.0	408.0	380.4	250.5	1451.8	1,438.0	–
Newly defined EBITDA margin (%) *3	–	–	–	–	32.3	–	–	–	–	31.9	31.2	31.2
EBITDA margin (%) *3	36.0	33.7	33.3	25.7	32.1	37.2	34.6	32.2	–	31.9	31.2	–
ROE (%) *4	–	–	–	–	10.3	–	–	–	–	12.0	12.1	11.5
Shareholders' equity ratio (%) *5	76.5	76.7	76.8	73.5	73.5	76.5	75.3	75.5	74.2	74.2	73.7	75.1
Debt to equity ratio (multiple) *6	0.058	0.040	0.040	0.042	0.042	0.042	0.041	0.041	0.040	0.040	0.040	0.028
Free cash flow (Billions of yen) excluding changes in investments for cash management purposes *7	65.4	232.9	89.9	210.5	598.7	34.9	306.8	100.4	222.5	664.5	640.0	710.0

*1 Operating income + depreciation + amortization expenses and loss on sale or disposal of property, plant and equipment + Impairment loss (property, plant and equipment, amortizable intangible assets, goodwill, unamortizable intangible assets)

*2 Operating income + depreciation + amortization expenses and loss on sale or disposal of property, plant and equipment + Impairment loss (property, plant and equipment, amortizable intangible assets)

*3 EBITDA/Operating revenue

*4 Net income attributable to NTT DOCOMO, INC. / Shareholders' equity

ROE is calculated using the average end-of-period shareholders' equity for the current and previous fiscal periods

*5 Shareholders' equity / Total assets

*6 Interest bearing liabilities / Shareholders' equity

*7 Changes by purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original maturities of longer than three months

Operating Income in Each Segment

	Quarterly (Results)					Full-year	Quarterly (Results)						Full-year	Full-year	
	FY2015					Results	FY2016						Results	Forecast	FY2017 Forecast
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Apr-Jun		Jul-Sep	Oct-Dec	Jan-Mar	Results	Forecast				
Telecommunications business (Billions of yen)															
Operating revenues	878.6	928.4	955.8	927.0	3,689.8	894.9	961.7	957.3	897.2	3,711.2	—	—	—	—	
Operating income (loss)	212.4	207.7	196.2	92.5	708.9	270.4	254.3	219.4	88.6	832.8	—	—	—	—	
Operating margin (%)	24.2	22.4	20.5	10.0	19.2	30.2	26.4	22.9	9.9	22	—	—	—	—	
Smart life business (Billions of yen)															
Operating revenues	118.4	127.9	127.5	130.3	504.1	125.2	125.1	131.6	120.0	501.9	—	—	—	—	
Operating income (loss)	16.9	16.6	15.5	(2.5)	46.5	17.2	19.8	21.7	△ 0.7	57.9	—	—	—	—	
Operating margin (%)	14.3	12.9	12.2	(1.9)	9.2	13.7	15.8	16.5	▲ 0.6	11.5	—	—	—	—	
Other businesses (Billions of yen)															
Operating revenues	85.9	87.6	92.1	93.7	359.3	94.8	98.6	101.5	105.5	400.4	—	—	—	—	
Operating income (loss)	6.1	2.9	11.2	7.5	27.7	11.7	12.2	15.6	14.5	54.0	—	—	—	—	
Operating margin (%)	7.1	3.3	12.2	8.1	7.7	12.3	12.4	15.4	13.8	13.5	—	—	—	—	

Segment	Principal Services Included in Each Reportable Segment
Telecommunications business	Mobile communications services: Xi services (LTE), FOMA services (3G), International services, Sales of handset/equipment for each service, etc. Optical-fiber broadband services and other telecommunications services: Optical-fiber broadband services, Satellite communications services, etc.
Smart life business	Content services: "dmarket," "Anshin Net Security," "Sugotoku-Contents," "Cloud Storage Options," etc. Finance/Payment services: Credit service, Proxy bill collection, "docomo Mobile Payment," etc. Group companies: OAK LAWN MARKETING, INC., ABC Cooking Studio Co., Ltd., docomo Healthcare, Inc., etc.
Other businesses	Enterprise solutions: Enterprise M2M solutions(IoT), System development/sales/maintenance services, etc. Support services for customers peace of mind: "Mobile Device Protection Service," "Anshin Remote Support," etc.

No. of Subscriptions/Handsets Sold

	Quarterly (Results)					Full-year	Quarterly (Results)					Full-year	Full-year	
	FY2015					Results	FY2016					Results	Forecast	FY2017
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Apr-Jun		Jul-Sep	Oct-Dec	Jan-Mar	Forecast	Forecast			
Subscriptions (Thousand subs)														
Mobile telecommunications services	67,532	68,494	69,602	70,964	70,964	71,614	72,943	73,588	74,880	74,880	74,800	77,100		
Telecommunications services (LTE (Xi))	32,609	34,504	36,293	38,679	38,679	39,893	41,281	42,671	44,544	44,544	45,100	51,700		
(Incl.) LTE Modules	3	3	3	4	4	5	7	11	19	19	-	-		
Telecommunications services (FOMA (3G))	34,923	33,989	33,309	32,285	32,285	31,721	31,662	30,917	30,336	30,336	29,700	25,400		
(Incl.) FOMA Modules	4,328	4,461	4,630	4,803	4,803	4,932	5,567	5,676	6,084	6,084	-	-		
(Ref.) Net increase from previous period	936	962	1,108	1,362	4,368	650	1,330	645	1,292	3,916	3,800	2,200		
(Ref.) Churn rate (%) ^{*1}	0.59	0.57	0.60	0.71	0.62	0.62	0.53	0.56	0.66	0.59	-	-		
i-mode subscriptions	21,512	20,581	19,862	18,770	18,770	18,136	17,416	16,503	15,493	15,493	15,400	11,300		
sp-mode subscriptions	29,094	30,209	31,126	32,463	32,463	33,082	33,809	34,749	35,921	35,921	35,900	40,200		
docomo Hikari	408	717	1,085	1,567	1,567	2,068	2,530	2,969	3,404	3,404	-	-		
dmarket and dCARD Subscriptions (Million subs)														
dmarket	12.35	13.95	14.26	15.54	15.54	14.48	15.34	15.61	16.08	16.08	-	-		
dTV	4.53	4.76	4.80	4.99	4.99	4.58	4.62	4.63	4.69	4.69	-	-		
danime store	1.92	2.13	2.00	2.04	2.04	1.87	1.87	1.82	1.8	1.8	-	-		
dhits	3.05	3.37	3.45	3.75	3.75	3.40	3.50	3.50	3.54	3.54	-	-		
dkids	0.51	0.61	0.51	0.47	0.47	0.41	0.40	0.37	0.35	0.35	-	-		
dmagazine	2.05	2.51	2.76	3.25	3.25	3.06	3.31	3.46	3.63	3.63	-	-		
dgourmet	0.28	0.57	0.74	1.03	1.03	0.93	1.05	1.13	1.24	1.24	-	-		
dhealthcare pack	-	-	-	-	-	0.22	0.37	0.44	0.54	0.54	-	-		
dliving	-	-	-	-	-	-	0.22	0.25	0.29	0.29	-	-		
d CARD ^{*2}	15.97	15.92	16.11	16.43	16.43	16.68	16.97	17.31	17.7	17.7	-	-		
Number of Subscribers (Thousand subs)														
Total smartphone/ tablet users	29,669	30,752	31,629	32,914	32,914	33,443	34,088	34,926	35,864	35,864	-	-		
Usage per Subscriber (Yen)														
"dmarket" usage per subscriber ^{*3}	1,160	1,280	1,320	1,340	1,280	1,350	1,450	1,460	1,490	1,440	-	-		
Handsets Sold (Thousand units)														
Number of handsets sold	5,766	6,276	6,484	7,532	26,058	6,165	7,285	6,690	7,342	27,482	26,600	27,400		
(Incl.) new sales	2,520	2,634	2,920	3,535	11,608	3,092	3,433	2,795	3,638	12,958	-	-		
(Incl.) Total smartphones and tablets sold	3,282	3,791	3,906	4,464	15,443	3,061	3,850	3,988	4,130	15,029	14,600	15,600		
(Incl.) Tablets sold	453	568	583	581	2,185	449	565	581	656	2,250	-	-		

*1 Churn rate is calculated excluding the subscriptions and cancellations of subscriptions of Mobile Virtual Network Operators (MVNOs).

*2 The cumulative number of "d CARD" subscriptions represents the sum of "d CARD" and "d CARD mini" subscriptions.

*3 The quarterly "dmarket" usage per subscriber is calculated by dividing the total amount of "dmarket" transactions for the quarter by the sum of unique users for each month in the quarter.

ARPU·MOU

	Quarterly (Results)				Full-year	Quarterly (Results)				Full-year		Full-year
	FY2015				Results	FY2016				Results	Forecast	FY2017
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar		Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar			Forecast
ARPU (Yen)												
Aggregate ARPU	4,010	4,190	4,230	4,260	4,170	4,330	4,420	4,450	4,550	4,430	4,430	4,700
Voice ARPU	1,120	1,240	1,240	1,230	1,210	1,240	1,250	1,280	1,220	1,250	1,250	1,350
(Incl.) Impact of discount	(710)	(750)	(760)	(760)	(740)	(780)	(780)	(760)	△ 730	△ 760	(780)	△ 640
Data ARPU	2,890	2,950	2,990	3,030	2,960	3,090	3,170	3,170	3,330	3,180	3,180	3,350
Packet ARPU	2,870	2,910	2,930	2,940	2,910	2,960	2,990	2,960	3,080	2,990	2,980	3,010
(Incl.) Impact of discount	(340)	(340)	(330)	(340)	(340)	(360)	(350)	(350)	△ 350	△ 350	(340)	△ 320
"docomo Hikari" ARPU	20	40	60	90	50	130	180	210	250	190	200	340
(Incl.) Impact of discount	0	0	(10)	(20)	(10)	(20)	(10)	(20)	△ 20	△ 20	(10)	△ 20
MOU (Minutes)	129	134	136	135	133	136	136	139	136	137	137	138

Definition and Calculation Methods of ARPU and MOU

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 user basis.

ARPU is calculated by dividing telecommunications services revenues (excluding certain revenues) by the number of active users of our wireless services in the relevant periods, as shown below "ARPU Calculation Method."

The revenue items included in the numerators of our ARPU figures are based on our U.S. GAAP results of operations.

MOU (Minutes Of Use) : Average monthly communication time per user.

ARPU Calculation Methods

- Aggregate ARPU = Voice ARPU + Packet ARPU + "docomo Hikari" ARPU
- Voice ARPU : Voice ARPU Related Revenues (basic monthly charges, voice communication charges) / No. of active users
- Packet ARPU : Packet ARPU Related Revenues (basic monthly charges, packet communication charges) / No. of active users
- "docomo Hikari" ARPU : "docomo Hikari" ARPU Related Revenues (basic monthly charges, voice communication charges) / No. of active users
- In addition, the sum of Packet ARPU and "docomo Hikari" ARPU is referred to as Data ARPU.

Active Users Calculation Method

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

The number of "users" used to calculate ARPU and MOU is the total number of subscriptions, excluding the subscriptions listed below:

Subscriptions of communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to Mobile Virtual Network Operators (MVNOs) and Data Plan subscriptions in the case where the customer contracting for such subscription in his/her name also has a subscription for "Xi" or "FOMA" services in his/her name.

Revenues from communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to Mobile Virtual Network Operators (MVNOs) are not included in the ARPU calculation.