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# Financial Data Book for FY2017/1Q

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## 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

	Quarterly (Results)				Full-year	Quarterly (Results)				Full-year	
	FY2016				Results	FY2017				Results	Forecast
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar		Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar		
<b>P/L (Billions of yen, USGAAP)</b>											
Operating revenues	1,108.7	1,179.7	1,181.3	1,115.0	4,584.6	1,136.7					4,750.0
Telecommunications services	729.7	744.8	750.7	759.9	2,985.1	774.9					3,125.0
Mobile communications services revenues	704.2	712.8	712.1	714.8	2,844.0	723.1					2,894.0
Voice revenues*	215.9	219.6	224.8	215.0	875.2	231.2					928.0
Packet communications revenues	488.3	493.3	487.4	499.8	1,968.8	491.9					1,966.0
Optical-fiber broadband service and other telecommunications services revenues	25.5	31.9	38.6	45.1	141.1	51.8					231.0
Equipment sales	165.8	214.4	206.2	132.9	719.2	150.6					748.0
Other operating revenues	213.2	220.5	224.4	222.2	880.3	211.2					877.0
Operating expenses	809.4	893.4	924.5	1,012.6	3,639.8	858.4					3,790.0
Personnel expenses	72.3	72.8	72.2	74.5	291.8	72.9					300.0
Non-personnel expenses	531.5	600.6	622.8	677.3	2,432.1	553.3					2,498.0
Revenue-linked expenses	242.2	300.3	322.4	336.2	1,201.1	264.0					1,242.0
Other expenses	289.3	300.2	300.4	341.1	1,231.0	289.3					1,256.0
Depreciation	109.7	110.8	113.9	117.9	452.3	119.0					490.0
Impairment loss	—	—	—	0.0	12.2	—					—
Loss on disposal of property, plant and equipment and intangible assets	7.9	16.8	16.5	38.3	79.6	12.4					60.0
Communication network charges	76.7	82.1	88.8	81.8	329.4	90.9					400.0
Taxes and public dues	11.2	10.3	10.3	10.5	42.4	9.9					42.0
Operating income	299.3	286.3	256.7	102.4	944.7	278.3					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.

Capital Expenditures/Financial Indicators

	Quarterly (Results)				Full-year
	FY2016				Results
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	
<b>Capital Expenditures (Billions of yen)</b>					
Capital expenditures	97.1	148.9	153.3	197.7	597.1
Telecommunications business	93.8	143.8	148.7	189.9	576.2
Smart life business	2.2	3.6	3.2	5.4	14.4
Other businesses	1.1	1.6	1.4	2.4	6.5

	Quarterly (Results)				Full-year	
	FY2017				Results	Forecast
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar		
	120.9					570.0
	115.7					542.0
	4.0					21.0
	1.2					7.0

	Quarterly (Results)				Full-year
	FY2016				Results
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	
<b>Financial Indicators</b>					
Earnings per Share Attributable to NTT DOCOMO, INC. (Yen)	55.10	53.21	49.55	17.24	175.12
Payout ratio (%)	—	—	—	—	45.7
Operating FCF (Billions of yen) *1	315.8	259.0	227.1	64.4	866.4
EBITDA (Billions of yen) *2	413.0	408.0	380.4	262.1	1,463.4
EBITDA margin (%) *3	37.2	34.6	32.2	23.5	31.9
ROE (%) *4	—	—	—	—	12
Shareholders' equity ratio (%) *5	76.5	75.3	75.5	74.2	74.2
Debt to equity ratio (multiple) *6	0.042	0.041	0.041	0.040	0.040
Free cash flow (Billions of yen) excluding changes in investments for cash management purposes*7	34.9	306.8	100.4	222.5	664.5

	Quarterly (Results)				Full-year	
	FY2017				Results	Forecast
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar		
	51.27					176.81
	—					56.6
	284.0					910.0
	404.9					1,480.0
	35.6					31.2
	—					11.5
	75.9					75.1
	0.040					0.028
	86.0					710.0

\*1 EBITDA - Capital expenditures

\*2 Operating income + Depreciation and amortization + Loss on sale or disposal of property, plant and equipment + Impairment loss (of property, plant and equipment, amortizable intangible assets, goodwill, and unamortizable 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
	FY2016				Results
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	
<b>Telecommunications business (Billions of yen)</b>					
Operating revenues	894.9	961.7	957.3	897.2	3,711.2
Operating income (loss)	270.4	254.3	219.4	88.6	832.8
Operating margin (%)	30.2	26.4	22.9	9.9	22.4

<b>Smart life business (Billions of yen)</b>					
Operating revenues	125.2	125.1	131.6	120.0	501.9
Operating income (loss)	17.2	19.8	21.7	(0.7)	57.9
Operating margin (%)	13.7	15.8	16.5	(0.6)	11.5

<b>Other businesses (Billions of yen)</b>					
Operating revenues	94.8	98.6	101.5	105.5	400.4
Operating income (loss)	11.7	12.2	15.6	14.5	54.0
Operating margin (%)	12.3	12.4	15.4	13.8	13.5

	Quarterly (Results)				Full-year	
	FY2017				Results	Forecast
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar		
<b>Telecommunications business (Billions of yen)</b>						
Operating revenues	924.3					—
Operating income (loss)	241.4					—
Operating margin (%)	26.1					—

<b>Smart life business (Billions of yen)</b>						
Operating revenues	113.5					—
Operating income (loss)	16.7					—
Operating margin (%)	14.7					—

<b>Other businesses (Billions of yen)</b>						
Operating revenues	106.6					—
Operating income (loss)	20.2					—
Operating margin (%)	19.0					—

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/Commerce services: "dTV", "dhits", "dmagazine", "dshopping", "dtravel", "DAZN for docomo", "Tower Records Japan, Inc." etc. Finance/Payment services: "d CARD", "d CARD mini", "iD", Proxy bill collection, "d Mobile Payment Plus," etc. Life Style services: "dhealthcare Pack", "dgourmet", "Photo Collection Plus", "Oak Lawn Marketing, Inc.", "ABC Cooking Studio, Co. Ltd." etc.
Other businesses	Enterprise solutions: Enterprise IoT solutions, System development/sales/maintenance services, etc. Support services for customers peace of mind: "Mobile Device Protection Service," "Anshin Remote Support," etc.

No. of Subscriptions/Members/Handsets Sold

	Quarterly (Results)				Full-year
	FY2016				Results
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	
<b>Subscriptions (Thousand subs)</b>					
Mobile telecommunications services	71,614	72,943	73,588	74,880	74,880
Telecommunications services (LTE (Xi))	39,893	41,281	42,671	44,544	44,544
(Incl.) LTE Modules	5	7	11	19	19
Telecommunications services (FOMA (3G))	31,721	31,662	30,917	30,336	30,336
(Incl.) FOMA Modules	4,932	5,567	5,676	6,084	6,084
(Ref.) Net increase from previous period	650	1,330	645	1,292	3,916
(Ref.) Churn rate (%)* <sup>1</sup>	0.62	0.53	0.56	0.66	0.59
i-mode subscriptions	18,136	17,416	16,503	15,493	15,493
sp-mode subscriptions	33,082	33,809	34,749	35,921	35,921
docomo Hikari	2,068	2,530	2,969	3,404	3,404

	Quarterly (Results)				Full-year	
	FY2017				Results	Forecast
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar		
<b>Subscriptions (Thousand subs)</b>						
Mobile telecommunications services	75,114					77,100
Telecommunications services (LTE (Xi))	45,659					51,700
(Incl.) LTE Modules	32					—
Telecommunications services (FOMA (3G))	29,455					25,400
(Incl.) FOMA Modules	6,107					—
(Ref.) Net increase from previous period	234					2,200
(Ref.) Churn rate (%)* <sup>1</sup>	0.67					—
i-mode subscriptions	14,662					11,300
sp-mode subscriptions	36,671					40,200
docomo Hikari	3,843					—

<b>"d CARD" Subscriptions and "d POINT CLUB" Members (Million subs)</b>					
"d CARD" subscriptions* <sup>2</sup>	16.68	16.97	17.31	17.67	17.67
(Incl.) "d CARD GOLD" subscriptions	1.34	1.67	2.01	2.39	2.39
"d POINT CLUB" members	58.50	59.26	60.01	61.35	61.35
(Incl.) "d POINT CARD" registrants* <sup>3</sup>	5.48	7.48	9.69	12.56	12.56

"d CARD" subscriptions* <sup>2</sup>	18.00				—
(Incl.) "d CARD GOLD" subscriptions	2.74				—
"d POINT CLUB" members	62.32				—
(Incl.) "d POINT CARD" registrants* <sup>3</sup>	14.84				—

<b>Number of Subscribers (Thousand subs)</b>					
Total smartphone/ tablet users	33,443	34,088	34,926	35,864	35,864

Total smartphone/ tablet users	36,529				—
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<b>Handsets Sold (Thousand units)</b>					
Number of handsets sold	6,165	7,285	6,690	7,342	27,482
(Incl.) New subscriptions* <sup>4</sup>	3,092	3,433	2,795	3,638	12,958
(Incl.) Total smartphones and tablets sold	3,061	3,850	3,988	4,130	15,029
(Incl.) Tablets sold	449	565	581	656	2,250

Number of handsets sold	5,849				27,400
(Incl.) New subscriptions* <sup>4</sup>	2,750				—
(Incl.) Total smartphones and tablets sold	3,376				15,600
(Incl.) Tablets sold	578				—

\*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 number of users who can earn and use "dPOINTS" at participating stores by registering their personal information

\*4 New subscriptions include mobile line subscriptions of MVNOs and Communication Module subscriptions.

ARPU/MOU

	Quarterly (Results)				Full-year
	FY2016				Results
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	
<b>ARPU (Yen)</b>					
Aggregate ARPU	4,330	4,420	4,450	4,550	4,430
Voice ARPU	1,240	1,250	1,280	1,220	1,250
(Incl.) Impact of discount	(780)	(780)	(760)	(730)	(760)
Data ARPU	3,090	3,170	3,170	3,330	3,180
Packet ARPU	2,960	2,990	2,960	3,080	2,990
(Incl.) Impact of discount	(360)	(350)	(350)	(350)	(350)
"docomo Hikari" ARPU	130	180	210	250	190
(Incl.) Impact of discount	(20)	(10)	(20)	(20)	(20)

	Quarterly (Results)				Full-year	
	FY2017				Results	Forecast
	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar		
<b>ARPU (Yen)</b>						
Aggregate ARPU	4,600					4,700
Voice ARPU	1,330					1,350
(Incl.) Impact of discount	(670)					(640)
Data ARPU	3,270					3,350
Packet ARPU	2,970					3,010
(Incl.) Impact of discount	(330)					(320)
"docomo Hikari" ARPU	300					340
(Incl.) Impact of discount	(20)					(20)

<b>MOU (Minutes)</b>					
MOU	136	136	139	136	137

<b>MOU (Minutes)</b>						
MOU	136					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 modules 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.