

# **Earnings Release**

For the Six Months Ended September 30, 2010

October 28, 2010 **[U.S. GAAP]** 

FASF

Name of registrant: NTT DOCOMO, INC. (URL http://www.nttdocomo.co.jp/)

Code No.: 94
Stock exchange on which the Company's shares are listed: To

Representative:
Contact:

Scheduled date for filing of quarterly report: Scheduled date for dividend payment:

Supplemental material on quarterly results:
Presentation on quarterly results:

Tokyo Stock Exchange-First Section

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November 4, 2010 November 19, 2010

Yes

Yes (for institutional investors and analysts)

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

## 1. Consolidated Financial Results for the Six Months Ended September 30, 2010 (April 1, 2010 - September 30, 2010)

## (1) Consolidated Results of Operations

(Millions of yen, except per share amounts)

	Operating Revenues	Operating Income	Income before Income Taxes	Net Income Attributable to NTT DOCOMO, INC.
Six months ended September 30, 2010	2,138,152 (0.4)%	531,470 9.5 %	527,008 9.8 %	309,747 8.8 %
Six months ended September 30, 2009	2,145,807 (5.4)%	485,223 (15.9)%	479,881 (14.3)%	284,718 (17.9)%

	Basic Earnings per Share Attributable to NTT DOCOMO, INC.	Diluted Earnings per Share Attributable to NTT DOCOMO, INC.			
Six months ended September 30, 2010	7,444.81 (yen)	_			
Six months ended September 30, 2009	6,817.99 (yen)	_			

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

#### (2) Consolidated Financial Position

(Millions of yen, except per share amounts)

	Total Assets	Total Equity (Net Assets)	NTT DOCOMO, INC. Shareholders' Equity	Shareholders' Equity Ratio	NTT DOCOMO, INC. Shareholders' Equity per Share
September 30, 2010	6,831,871	4,842,746	4,816,500	70.5 %	115,765.27 (yen)
March 31, 2010	6,756,775	4,662,446	4,635,877	68.6 %	111,423.97 (yen)

## 2. Dividends

	Cash dividends per share (yen)								
Date of record	End of the first quarter	End of the second quarter	End of the third quarter	Year-end	Total				
Year ended March 31, 2010	ı	2,600.00	_	2,600.00	5,200.00				
Year ending March 31, 2011	1	2,600.00							
Year ending March 31, 2011 (Forecasts)			-	2,600.00	5,200.00				

Changes in forecasts of dividends during the three months ended September 30, 2010: None

## 3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2011 (April 1, 2010 - March 31, 2011)

(Millions of ven, except per share amounts)

	Operating Revenues	Operating Income	Income before Income Taxes	Net Income Attributable to NTT DOCOMO, INC.	Basic Earnings per Share Attributable to NTT DOCOMO, INC.
Year ending March 31, 2011	4,209,000 (1.8) %	840,000 0.7 %	838,000 0.2 %	497,000 0.4 %	11,945.47

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

Changes in earnings forecasts for the fiscal year ending March 31, 2011 during the three months ended September 30, 2010: Yes

#### 4. Others (See "2. Other Information" in the attachment page 11 for more information)

(1) Changes in significant subsidiaries for the three months ended September 30, 2010 None

(Changes in significant subsidiaries for the three months ended September 30, 2010 which resulted in changes in scope of consolidation)

(2) Application of simplified or exceptional accounting
(Application of simplified or exceptional accounting for quarterly consolidated financial statements)

None

(3) Changes in significant accounting policies, procedures and presentation

i. Changes due to revision of accounting standards and other regulations:

None
ii. Others:

None

(4) Number of issued shares (common stock)

i. Number of issued shares (inclusive of treasury stock): As of September 30, 2010: 43,790,000 shares

As of March 31, 2010: 43,790,000 shares

ii. Number of treasury stock: As of September 30, 2010: 2,184,258 shares

As of March 31, 2010: 2,184,258 shares

iii. Number of weighted average common shares outstanding: For the six months ended September 30, 2010: 41,605,742 shares

For the six months ended September 30, 2009: 41,759,807 shares

### \* Presentation on the status of quarterly review process:

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

### \* Explanation for forecasts of operation and other notes:

Forward-looking statements in this earnings release, such as forecasts of results of operations, are based on the information currently available and the certain assumptions that we regard as reasonable, and therefore actual results may differ materially from those contained in or suggested by any forward-looking statements. With regard to the assumptions and other related matters concerning forecasts for the fiscal year ending March 31, 2011, please refer to the attachment pages 10 and 20.

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## 1. Information on Consolidated Results

## (1) Operating Results

#### i. Business Overview

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

Under these market conditions, we developed our new corporate vision "Pursuing Smart Innovation: HEART" with the aim of achieving further growth and delivering new values to customers in view of the possible changes in society in the future. Meanwhile, we have moved ahead with our customer satisfaction improvement initiatives based on our medium-term action plan "Change and Challenge". Positioning this fiscal year as "a year to enter the execution phase" to realize the goals of our "Challenge" programs, we have swiftly and steadily implemented various measures to achieve an increase in packet ARPU (average monthly revenue per unit), a smooth introduction of the LTE system and others. As a part of such measures, we entered into a basic agreement to partner with Dai Nippon Printing Co., Ltd. in the area of electronic publishing business for mobile devices and started studies for the provision of new services. In addition, since our consolidated subsidiary Multimedia Broadcasting, Inc. obtained the approval for its base station roll-out plan, we commenced the preparations for the provision of multimedia broadcasting services for mobile devices.

For the six months ended September 30, 2010, although voice revenues declined by ¥79.8 billion from the same period of the prior fiscal year due to a decrease in voice ARPU, packet communications revenues increased by ¥49.1 billion through our endeavors to boost subscribers' packet usage and expand the uptake of packet flat-rate services. Other revenues increased by ¥36.4 billion mainly due to the increased subscriptions to "Mobile Phone Protection & Delivery Service". Equipment sales revenues decreased by ¥13.4 billion due to a reduction in the number of handsets sold to agent resellers and a decline of wholesale price per unit. Consequently, we recognized operating revenues of ¥2,138.2 billion (a decrease of ¥7.7 billion from the same period of the prior fiscal year). Since we reduced our network costs through efficient use of capital expenditures and made ongoing cost-cutting efforts, we recognized operating expenses of ¥1,606.7 billion (a decrease of ¥53.9 billion from the same period of the prior fiscal year). As a result, we recorded an operating income of ¥531.5 billion (an increase of ¥46.2 billion from the same period of the prior fiscal year). Income before income taxes was ¥527.0 billion and net income attributable to NTT DOCOMO, INC. was ¥309.7 billion.

<sup>2.</sup> Amounts in this earnings release are rounded off.



Consolidated results of operations for the three months and six months ended September 30, 2009 and 2010, respectively, were as follows:

# <Results of operations>

1	Billions of yen								
	Three	months ended		Three months ended		Incre	ase		
		mber 30, 2009	Septer	mber 30, 2010		(Decre	ase)		
Operating revenues	¥	1,061.1	¥	1,048.9	¥	(12.1)	(1.1)%		
Operating expenses		827.6		<b>758.0</b>		(69.7)	(8.4)		
Operating income		233.4		291.0		57.5	24.7		
Other income (expense)		(1.0)		(4.5)		(3.5)	(356.2)		
Income before income taxes		232.4		286.4		54.0	23.2		
Income taxes		93.9		116.1		22.3	23.7		
Equity in net income (losses) of affiliates		(0.5)		(2.1)		(1.5)	(290.7)		
Net Income		138.0		168.2		30.2	21.9		
Less: Net (income) loss attributable to									
noncontrolling interests		(0.7)		(0.6)		0.0	2.9		
Net income attributable to NTT DOCOMO, INC.	¥	137.3	¥	167.6	¥	30.3	22.0%		
EBITDA margin*		38.6%		43.8%	5	.2point	_		
ROCE before tax effect*		4.5%		5.4%	0	.9point	_		
ROCE after tax effect*		2.7%		3.2%	0	.5point	_		

			Bill	ions of yen			
	Six 1	months ended	Six months ended			se	
	September 30, 2009		Septer	nber 30, 2010		se)	
Operating revenues	¥	2,145.8	¥	2,138.2	¥	(7.7)	(0.4)%
Operating expenses		1,660.6		1,606.7		(53.9)	(3.2)
Operating income		485.2		531.5		46.2	9.5
Other income (expense)		(5.3)		(4.5)		0.9	16.5
Income before income taxes		479.9		527.0		47.1	9.8
Income taxes		194.1		213.2		19.1	9.8
Equity in net income (losses) of affiliates		0.3		(3.0)		(3.3)	_
Net Income		286.1		310.8		24.8	8.7
Less: Net (income) loss attributable to							
noncontrolling interests		(1.3)		(1.1)		0.3	19.0
Net income attributable to NTT DOCOMO, INC.	¥	284.7	¥	309.7	¥	25.0	8.8%
EBITDA margin*		39.0%		40.3%	1	.3point	_
ROCE before tax effect*		9.6%		10.0%	0	.4point	_
ROCE after tax effect*		5.7%		5.9%	0	.2point	_
ROCE before tax effect*		9.6%		10.0%	0	.4point	- -

<sup>\*</sup> EBITDA and EBITDA margin, as we use them in this earnings release, are different from EBITDA as used in Item 10(e) of Regulation S-K and may not be comparable to similarly titled measures used by other companies. For an explanation of our definitions of EBITDA, EBITDA margin, ROCE before tax effect and ROCE after tax effect, see "4. (3) Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures" on page 19.



# <Operating revenues>

			Billi	ons of yen			
	Three	months ended	Three 1	nonths ended	Increase		e
	Septen	nber 30, 2009	<b>September 30, 2010</b>			se)	
Wireless services	¥	951.5	¥	955.1	¥	3.6	0.4 %
Cellular services revenues		884.3		871.3		(13.0)	(1.5)
- Voice revenues		487.6		449.2		(38.4)	(7.9)
Including: FOMA services		453.8		434.5		(19.4)	(4.3)
- Packet communications revenues		396.6		422.1		25.5	6.4
Including: FOMA services		388.4		418.1		29.7	7.6
Other revenues		67.2		83.8		16.6	24.7
Equipment sales		109.6		93.8		(15.8)	(14.4)
Total operating revenues	¥	1,061.1	¥	1,048.9	¥	(12.1)	(1.1)%

	Billio							
	Six months ended		Six m	Six months ended		Increase		
	Septer	mber 30, 2009	September 30, 2010		(Decrease)			
Wireless services	¥	1,893.3	¥	1,899.0	¥	5.7	0.3 %	
Cellular services revenues		1,766.2		1,735.5		(30.7)	(1.7)	
- Voice revenues		978.3		898.5		(79.8)	(8.2)	
Including: FOMA services		904.2		865.7		(38.5)	(4.3)	
- Packet communications revenues		787.9		837.0		49.1	6.2	
Including: FOMA services		769.9		828.2		58.3	7.6	
Other revenues		127.1		163.5		36.4	28.7	
Equipment sales		252.5		239.2		(13.4)	(5.3)	
Total operating revenues	¥	2,145.8	¥	2,138.2	¥	(7.7)	(0.4)%	

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

# <Operating expenses>

	Billions of yen						
	Three r	nonths ended	Three n	Three months ended		Increas	se
	Septen	nber 30, 2009	<b>September 30, 2010</b>		(Decrease)		se)
Personnel expenses	¥	62.5	¥	63.6	¥	1.1	1.7 %
Non-personnel expenses		498.2		442.8		(55.4)	(11.1)
Depreciation and amortization		168.8		163.9		(4.9)	(2.9)
Loss on disposal of property, plant and equipment							
and intangible assets		10.4		7.1		(3.3)	(31.6)
Communication network charges		78.1		70.8		(7.2)	(9.3)
Taxes and public dues		9.7		9.7		0.0	0.1
Total operating expenses	¥	827.6	¥	758.0	¥	(69.7)	(8.4)%

	Billions of yen							
	Six n	nonths ended	Six m	onths ended	Increase		se	
		mber 30, 2009	Septen	<b>September 30, 2010</b>		(Decrease)		
Personnel expenses	¥	126.8	¥	129.4	¥	2.6	2.0 %	
Non-personnel expenses		1,001.9		982.1		(19.8)	(2.0)	
Depreciation and amortization		337.8		322.0		(15.8)	(4.7)	
Loss on disposal of property, plant and equipment								
and intangible assets		18.6		<b>12.6</b>		(6.0)	(32.3)	
Communication network charges		155.8		141.1		(14.7)	(9.4)	
Taxes and public dues		19.6		19.5		(0.1)	(0.6)	
Total operating expenses	¥	1,660.6	¥	1,606.7	¥	(53.9)	(3.2)%	



#### ii. Segment Results

### Mobile phone business—

During the three months ended September 30, 2010, we continued our efforts for customer satisfaction improvement and released nine new handset models, including "Raku-Raku PHONE 7"—a model featuring outstanding ease-of-use equipped with "Raku-Raku Site Button" for one-push access to the Internet and compatible with "Deco-mail" pictograms—to deliver products and services catered to the diverse needs of customers. With respect to our corporate marketing business, we received the No. 1 rating for two consecutive years by J.D. Power Asia Pacific in its customer satisfaction study on enterprise mobile phone/PHS users\*1.

We announced our service brand for LTE, "Xi" (pronounced crossy), and moved ahead with the preparations for its service launch scheduled for December 2010.

As part of our efforts to boost our packet ARPU, we launched the "sp-mode" service, which enables users to use mail service on smartphones with the same "i-mode" mail address as conventional handsets, and worked to promote the sales of smartphones. We also released a docomo-brand mobile Wi-Fi router device\*<sup>2</sup>, "BF-01B", which allows users to use handheld gaming consoles, tablet devices and other Wi-Fi-enabled equipment on our FOMA network, and extended the period of our discount campaign for flat-rate data plans aiming to expand subscribers' data communications usage. Furthermore, we started offering "Overseas Pake-hodai" service, a flat-rate data plan that provides international roaming service users with unlimited data usage for a maximum rate of ¥2,980 per day.

As of September 30, 2010, the total number of our cellular services subscriptions was 56.89 million (an increase of 1.71 million compared to the number as of September 30, 2009), and our cellular churn rate for the three months ended September 30, 2010, was 0.49%. The aggregate number of subscriptions to "Fami-wari MAX50" and other MAX discount programs introduced in August 2007 reached approximately 35.70 million, while the number of subscriptions to the "Value Plan" launched in November 2007 grew to approximately 37.20 million as of September 30, 2010. Although the packet ARPU posted an increase from the same period of the prior fiscal year, the aggregate ARPU for the three months ended September 30, 2010, decreased by 4.1% year-on-year to ¥5,200 due to a drop in voice ARPU, which was negatively affected by the expanded uptake of "Value Plan" and other factors.

With regard to equipment sales, although the total number of handsets sold in the six months period through September 30, 2010 grew by 0.44 million units from the same period of the prior fiscal year to 9.24 million units, equipment sales revenues and cost of equipment sold decreased mainly due to a reduction in the number of handsets sold to agent resellers and a decline of purchase and wholesale price per unit.

<sup>\*1:</sup> J.D. Power Asia Pacific 2009-2010 Japan Business Mobile Phone/PHS Service Customer Satisfaction Index Study<sup>SM</sup>.

Study results was based on 3,222 responses from 2,345 companies with more than 100 employees. (Each company evaluated up to two mobile phone/PHS providers). <a href="https://www.jdpower.co.ip">www.jdpower.co.ip</a>

<sup>\*2:</sup> Equipment that relays signals between devices compatible with Wi-Fi (a wireless LAN standard) and other networks.



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

## <Number of subscriptions by services>

		Thousand subscriptions							
	September 30, 2009	September 30, 2010	Incre (Decr						
Cellular services	55,186	56,895	1,708	3.1 %					
Cellular (FOMA) services	51,258	54,940	3,682	7.2					
Including: i-channel services	16,692	16,747	56	0.3					
Including: i-concier services	2,337	5,410	3,072	131.4					
Including: packet flat-rate services	21,900	28,905	7,005	32.0					
Cellular (mova) services	3,928	1,954	(1,974)	(50.3)					
i-mode services	48,670	48,914	245	0.5					
sp-mode services	_	270	_	_					

Notes: 1. Number of subscriptions to Cellular services, Cellular (FOMA) services and Cellular (mova) services includes Communication Module services subscriptions.

- 2. Effective March 3, 2008, FOMA subscription became mandatory for subscription to "2in1"\* services, and those FOMA subscriptions are included in the number of FOMA subscriptions.
- 3. Number of subscriptions to packet flat-rate services includes subscriptions to "Pake-hodai double," "Pake-hodai simple," "Pake-hodai," "Pake-hodai full," "Biz-hodai," "Flat-rate data plan Standard," "Flat-rate data plan 64k" and "Flat-rate data plan HIGH-SPEED". (Number as of September 30, 2009 includes subscriptions to "Biz-hodai double" in addition to the aforementioned plans.)
- 4. Number of i-mode subscriptions includes Cellular (FOMA) i-mode subscriptions and Cellular (mova) i-mode subscriptions.

### <Number of handsets sold and churn rate>

	Thousand units								
•	Three months ended	Three months ended	Increase						
	September 30, 2009	September 30, 2010	(Decrease)						
Cellular services	4,464	4,630	166 3.7	7 %					
Cellular (FOMA) services									
New FOMA subscription	1,071	1,209	139 13.0	0					
Change of subscription from mova to FOMA	587	339	(248) (42.2	2)					
FOMA handset upgrade by FOMA subscribers	2,800	3,079	278 9.9	9					
Cellular (mova) services									
New mova subscription	4	2	(2) (60.7	7)					
mova handset upgrade by mova subscribers and									
change of subscription from FOMA to mova	2	1	(1) (57.4	4)					
Churn Rate	0.46%	0.49%	0.03 point -	_					

		Thousand units					
•	Six months ended	Six months ended Six months ended					
	September 30, 2009	<b>September 30, 2010</b>	(Decrease)				
Cellular services	8,808	9,245	437 5.0 %				
Cellular (FOMA) services							
New FOMA subscription	2,057	2,376	319 15.5				
Change of subscription from mova to FOMA	1,400	792	(608) (43.4)				
FOMA handset upgrade by FOMA subscribers	5,339	6,070	732 13.7				
Cellular (mova) services							
New mova subscription	8	4	(4) (52.9)				
mova handset upgrade by mova subscribers and							
change of subscription from FOMA to mova	4	2	(2) (57.1)				
Churn Rate	0.45%	0.46%	0.01 point —				

<sup>\* &</sup>quot;2in1" refers to an optional network service which enables a subscriber to subscribe to an additional phone number and an e-mail address for a single compatible handset.



## <Trend of ARPU and MOU>

	Yen						
			Three r	nonths ended	Increase		
			Septem	ber 30, 2010		(Decrease)	
Aggregate ARPU* (FOMA+mova)	¥	5,420	¥	5,200	¥	(220)	(4.1)%
Voice ARPU		2,970		2,660		(310)	(10.4)
Packet ARPU		2,450		2,540		90	3.7
Aggregate ARPU (FOMA)		5,560		5,260		(300)	(5.4)
Voice ARPU		2,970		2,660		(310)	(10.4)
Packet ARPU		2,590		2,600		10	0.4
Aggregate ARPU (mova)		3,500		3,310		(190)	(5.4)
Voice ARPU		2,890		2,750		(140)	(4.8)
Packet ARPU		610		560		(50)	(8.2)
MOU* (FOMA+mova) (minutes)	•	137		135		(2)	(1.5)%

	Yen						
	Six months ended		Six m	onths ended	Increase		
	Septen	nber 30, 2009	Septem	ber 30, 2010		(Decr	ease)
Aggregate ARPU* (FOMA+mova)	¥	5,430	¥	5,190	¥	(240)	(4.4)%
Voice ARPU		2,990		2,670		(320)	(10.7)
Packet ARPU		2,440		2,520		80	3.3
Aggregate ARPU (FOMA)		5,590		5,260		(330)	(5.9)
Voice ARPU		2,990		2,670		(320)	(10.7)
Packet ARPU		2,600		2,590		(10)	(0.4)
Aggregate ARPU (mova)		3,530		3,320		(210)	(5.9)
Voice ARPU		2,920		2,760		(160)	(5.5)
Packet ARPU		610		560		(50)	(8.2)
MOU* (FOMA+mova) (minutes)		136		134		(2)	(1.5)%

<sup>\*</sup> See "4. (2) Definition and Calculation Methods of ARPU and MOU" on page 18 for definition and calculation methods.

# <Results of operations>

1			
	Three months ended	Three months ended	Increase
	September 30, 2009	<b>September 30, 2010</b>	(Decrease)
Operating revenues from mobile phone business	¥ 1,031.1	¥ 1,017.8	¥ (13.4) (1.3)%
Operating income from mobile phone business	234.3	291.2	56.9 24.3
		Billions of yen	
	Six months ended	Six months ended	Increase
	September 30, 2009	<b>September 30, 2010</b>	(Decrease)
Operating revenues from mobile phone business	¥ 2,089.0	¥ 2,071.8	¥ (17.2) (0.8)%
Operating income from mobile phone business	489.5	533.1	43.6 8.9



### Miscellaneous businesses—

Operating revenues from miscellaneous businesses for the six months ended September 30, 2010 were ¥66.4 billion, which represented 3.1% of total operating revenues. The revenues derived mainly from home shopping services provided mainly through TV media, high-speed internet connection services for hotel facilities, advertisement services, development, sales and maintenance of IT systems and credit services. Operating expenses and operating loss from miscellaneous businesses were ¥68.0 billion and ¥1.7 billion, respectively.

### <Results of operations>

Billions of yen							
Three months ended		Three n	onths ended		Increase		
Septem	ber 30, 2009	Septem	ber 30, 2010	(Decrease)			
¥	29.9	¥	31.1	¥	1.2	4.0%	
	(0.9)		(0.2)		0.7	76.5	
Billions of yen							
Six months ended Six months ended Ir				Increa	ase		
Septem	ber 30, 2009	Septem	ber 30, 2010	(Decrease)			
¥	56.8	¥	66.4	¥	9.6	16.9%	
	(4.3)		(1.7)		2.6	61.3	
	Septem ¥ Six m Septem	September 30, 2009 ¥ 29.9 (0.9)  Six months ended September 30, 2009 ¥ 56.8	Three months ended September 30, 2009  ¥ 29.9  (0.9)  Six months ended September 30, 2009  Six months ended September 30, 2009  ¥ 56.8   Three months ended September 30, 2009  ¥ 56.8	Three months ended September 30, 2009         Three months ended September 30, 2010           ¥         29.9         ¥         31.1           (0.9)         (0.2)           Billions of yen         Six months ended September 30, 2009         Six months ended September 30, 2010           ¥         56.8         ¥         66.4	Three months ended September 30, 2009         Three months ended September 30, 2010           ¥ 29.9         ¥ 31.1         ¥           (0.9)         (0.2)           Billions of yen           Six months ended September 30, 2009         Six months ended September 30, 2010           ¥ 56.8         ¥ 66.4         ¥	Three months ended September 30, 2009         Three months ended September 30, 2010         Increa (Decreation 20, 2010)           ¥ 29.9         ¥ 31.1         ¥ 1.2           (0.9)         (0.2)         0.7           Billions of yen           Six months ended September 30, 2009         Six months ended September 30, 2010         Increa (Decreation 20, 2010)           ¥ 56.8         ¥ 66.4         ¥ 9.6	

#### iii. Trend of Capital Expenditures

We strived to improve the quality of our FOMA service area thoroughly and appropriately reinforced our network capacity to meet an increase in traffic demand. Since we efficiently implemented these initiatives, total capital expenditures for the six months ended September 30, 2010 were \gmandex309.8 billion (down 2.0% compared to the same period of prior year).

## <Breakdown of capital expenditures>

		Billions of yen							
	Three	months ended	Three	months ended	Increase				
	Septen	September 30, 2009		nber 30, 2010		(Decrease)			
Mobile phone business	¥	135.6	¥	133.3	¥	(2.3)	(1.7)%		
Other (including information systems)		27.4		35.6		8.3	30.2		
Total capital expenditures	¥	163.0	¥	168.9	¥	5.9	3.6%		

		Billions of yen								
	Six m	onths ended	Six m	onths ended		Increase				
	Septen	September 30, 2009		nber 30, 2010		(Decrea	ise)			
Mobile phone business	¥	258.0	¥	249.9	¥	(8.1)	(3.1)%			
Other (including information systems)		58.2		<b>59.9</b>		1.7	3.0			
Total capital expenditures	¥	316.1	¥	309.8	¥	(6.4)	(2.0)%			



## (2) Financial Review

#### i. Financial Position

	Billions of yen								
						Increa	se	(Reference)	
	Septe	mber 30, 2009	Sept	ember 30, 2010		(Decrea	se)	March 31, 2010	
Total assets	¥	6,501.8	¥	6,831.9	¥	330.1	5.1 %	¥ 6,756.8	
NTT DOCOMO, INC. shareholders' equity		4,552.1		4,816.5		264.4	5.8	4,635.9	
Liabilities		1,943.4		1,989.1		45.7	2.4	2,094.3	
Including: Interest bearing liabilities		624.6		609.4		(15.2)	(2.4)	610.3	
Shareholders' equity ratio (1)		70.0 %		70.5 %	(	0.5 point	_	68.6 %	
Debt ratio (2)		12.1 %		11.2 %	((	0.9)point	_	11.6 %	

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

### ii. Cash Flow Conditions

For the six months ended September 30, 2010, net cash provided by operating activities was ¥633.3 billion, an increase of ¥124.7 billion (24.5%) compared to the same period of the prior year, mainly due to an increase in cash inflow resulting from collections of installment receivable for handsets and a decrease in income tax payment.

Net cash used in investing activities was ¥348.7 billion, a decrease of ¥92.5 billion (21.0%) compared to the same period of the prior year. This was mainly due to an increase of proceeds from redemption of short-term investments, an increase of proceeds from redemption of short-term bailment for consumption to a related party and a decrease in purchases of non-current assets, which were partially offset by an increase in purchases of short-term investments of more than three months for cash management purpose.

Net cash used in financing activities was ¥111.5 billion, a decrease of ¥5.4 billion (4.6%) compared to the same period of the prior year. This was mainly due to a decrease in repayment of long-term debt, which was partially offset by an increase in dividends paid.

The balance of cash and cash equivalents was \\$529.7 billion as of September 30, 2010, an increase of \\$172.0 billion (48.1%) from the prior fiscal year end.

_	Billions of yen						
	Six m	onths ended	Six n	nonths ended	Increase		
	Septen	nber 30, 2009	Septer	nber 30, 2010		(Decre	ease)
Net cash provided by operating activities	¥	508.5	¥	633.3	¥	124.7	24.5 %
Net cash used in investing activities		(441.1)		(348.7)		92.5	21.0
Net cash provided by (used in) financing activities		(116.9)		(111.5)		5.4	4.6
Free cash flows (1)		67.4		284.6		217.2	322.2
Free cash flows excluding changes in investments							
for cash management purposes (2)*		94.5		284.9		190.4	201.6

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

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

<sup>(2)</sup> Changes in investments for cash management purposes = Changes by purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original maturities of longer than three months

<sup>\*</sup> See "4. (3) Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures" on page 19.



## (3) Prospects for the Fiscal Year Ending March 31, 2011

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

Under these market conditions, we have decided to revise our group's full-year guidance for the fiscal year ending March 31, 2011 as described in the table below.

Although the forecast of cellular services revenues remains unchanged, the operating revenues forecast has been revised downwards by ¥13.0 billion from the initial guidance to ¥4,209.0 billion mainly due to a decrease in equipment sales revenues.

The forecast of operating income remains unchanged from the original forecast of ¥840.0 billion, an increase of ¥5.8 billion from the prior fiscal year, mainly due to a decrease in network costs and on-going cost cutting efforts.

		Billions of yen								
	Year ending March 31, 2011 (Original Forecasts)	Year ending March 31, 2011 (Revised Forecasts)  Increase (Decrease)			Year ended March 31, 2010 (Actual Results)					
Operating revenues	¥ 4,222.0	¥ 4,209.0	¥ (13.0)	(0.3)%	¥ 4,284.4					
Operating income	840.0	840.0	_	_	834.2					
Income before income taxes	843.0	838.0	(5.0)	(0.6)%	836.2					
Net income attributable to										
NTT DOCOMO, INC.	497.0	497.0	_	_	494.8					
Capital expenditures	675.0	675.0	_	_	686.5					
Adjusted free cash flows*	470.0	480.0	10.0	2.1 %	416.9					
EBITDA*	1,548.0	1,550.0	2.0	0.1 %	1,568.1					
EBITDA margin*	36.7 %	36.8 %	0.1 point	_	36.6 %					
ROCE before tax effect*	15.9 %	15.9 %	_	_	16.3 %					
ROCE after tax effect*	9.4 %	9.4 %	_	_	9.7 %					

<sup>\*</sup> 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. For an explanation of our definition of free cash flows excluding changes in investments for cash management purposes, EBITDA, EBITDA margin, ROCE before tax effect and ROCE after tax effect, see "4. (3) Reconciliations of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures" on page 19.

The financial forecasts for the fiscal year ending March 31, 2011 are based on the forecasts of the following operating data:

	Million subscriptions/Yen								
	March 31, 2011		March	31, 2011		Incre	ase	March	31, 2010
	(Original F	Forecasts)	(Revised	Forecasts)		(Decre	ease)	(Actual	Results)
Cellular services		57.45		57.85		0.40	0.7 %		56.08
Cellular (FOMA) services		56.22		56.61		0.39	0.7 %		53.20
Cellular (mova) services		1.23		1.24		0.01	0.8 %		2.88
i-mode services		49.17		48.87		(0.30)	(0.6)%		48.99
Aggregate ARPU* (FOMA + mova)	¥	5,110	¥	5,100	¥	(10)	(0.2)%	¥	5,350
Voice ARPU		2,550		2,540		(10)	(0.4)%		2,900
Packet ARPU		2,560		2,560		_	_		2,450

Note: Number of i-mode subscriptions includes numbers of cellular (FOMA) and cellular (mova) i-mode subscriptions.

<sup>\*</sup> See "4. (2) Definition and Calculation Methods of ARPU and MOU" on page 18 for definition and calculation methods.



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(1) Changes in Significant Subsidiaries
None
(2) Application of Simplified or Exceptional Accounting
None
(3) Changes in Significant Accounting Policies, Procedures and Presentation
None



# 3. Consolidated Financial Statements

# (1) Consolidated Balance Sheets

		Millions of yen				
	Marc	h 31, 2010	Septen	ber 30, 2010		
ASSETS						
Current assets:						
Cash and cash equivalents	¥	357,715	¥	529,726		
Short-term investments		403,010		393,299		
Accounts receivable		838,226		745,393		
Allowance for doubtful accounts		(15,633)		(15,557)		
Credit card receivables		126,009		150,782		
Inventories		141,277		174,113		
Deferred tax assets		100,545		82,928		
Prepaid expenses and other current assets		109,829		115,915		
Total current assets		2,060,978		2,176,599		
Property, plant and equipment:						
Wireless telecommunications equipment		5,478,833		5,536,436		
Buildings and structures		830,921		837,679		
Tools, furniture and fixtures		516,084		521,941		
Land		199,018		199,180		
Construction in progress		83,608		107,213		
Accumulated depreciation and amortization		(4,500,874)		(4,624,610		
Total property, plant and equipment, net		2,607,590		2,577,839		
Non-current investments and other assets:						
Investments in affiliates		578,095		551,411		
Marketable securities and other investments		151,026		135,425		
Intangible assets, net		628,691		642,663		
Goodwill		198,436		196,822		
Other assets		257,911		254,778		
Deferred tax assets		274,048		296,334		
Total non-current investments and other assets		2,088,207		2,077,433		
Total assets	¥	6,756,775	¥	6,831,871		
LIABILITIES AND EQUITY						
Current liabilities:						
Current portion of long-term debt	¥	180,716	¥	285,363		
Short-term borrowings		78		76		
Accounts payable, trade		632,437		513,925		
Accrued payroll		54,580		52,840		
Accrued interest		995		990		
Accrued income taxes		185,890		200,307		
Other current liabilities		133,466		116,966		
Total current liabilities		1,188,162		1,170,467		
Long-term liabilities:						
Long-term debt (exclusive of current portion)		429,553		323,911		
Accrued liabilities for point programs		151,628		194,172		
Liability for employees' retirement benefits		138,447		142,069		
Other long-term liabilities		186,539		158,506		
Total long-term liabilities		906,167		818,658		
Total liabilities		2,094,329		1,989,125		
Equity:						
NTT DOCOMO, INC. shareholders' equity						
Common stock		949,680		949,680		
Additional paid-in capital		757,109		757,109		
Retained earnings		3,347,830		3,549,402		
Accumulated other comprehensive income (loss)		(37,379)		(58,328		
Treasury stock, at cost		(381,363)		(381,363		
Total NTT DOCOMO, INC. shareholders' equity		4,635,877		4,816,500		
Noncontrolling interests						
<u> </u>		26,569				
Total equity Total liabilities and equity		26,569 4,662,446		26,246 4,842,746		



# (2) Consolidated Statements of Income and Comprehensive Income

	Millions of yen				
	Six M	Ionths Ended	Six M	onths Ended	
	Septer	mber 30, 2009	Septen	nber 30, 2010	
Operating revenues:					
Wireless services	¥	1,893,265	¥	1,898,995	
Equipment sales		252,542		239,157	
Total operating revenues		2,145,807		2,138,152	
Operating expenses:					
Cost of services (exclusive of items shown separately below)		449,617		451,811	
Cost of equipment sold (exclusive of items shown separately below)		340,877		320,830	
Depreciation and amortization		337,809		321,967	
Selling, general and administrative		532,281		512,074	
Total operating expenses		1,660,584		1,606,682	
Operating income		485,223		531,470	
Other income (expense):		,		,	
Interest expense		(2,989)		(2,523)	
Interest income		668		691	
Other, net		(3,021)		(2,630)	
Total other income (expense)		(5,342)		(4,462)	
Income before income taxes		479,881		527,008	
Income taxes:				, , , , , , , , , , , , , , , , , , ,	
Current		210,887		204,522	
Deferred		(16,764)		8,682	
Total income taxes		194,123		213,204	
Equity in net income (losses) of affiliates, net of applicable taxes		292		(2,978)	
Net income		286,050		310,826	
Less: Net (income) loss attributable to noncontrolling interests		(1,332)		(1,079)	
Net income attributable to NTT DOCOMO, INC.	¥	284.718	¥	309,747	
Net income	¥	286,050	¥	310,826	
Other comprehensive income (loss):				,	
Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes		14,082		(7,586)	
Change in fair value of derivative instruments, net of applicable taxes		(35)		(54)	
Foreign currency translation adjustment, net of applicable taxes		11,691		(13,335)	
Pension liability adjustment, net of applicable taxes		296		10	
Total other comprehensive income (loss)		26.034		(20,965)	
Comprehensive income		312,084		289,861	
Less: Comprehensive (income) loss attributable to noncontrolling interests		(1,346)		(1,063)	
Comprehensive income attributable to NTT DOCOMO, INC.	¥	310,738	¥	288,798	
PER SHARE DATA					
Weighted average common shares outstanding – Basic and Diluted (shares)		41,759,807		41,605,742	
Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. (yen)	¥	6,817.99	¥	7,444.81	



Three Months Ended September 30, 2009Operating revenues:Yes 951,470Wireless servicesYes 951,470Equipment sales109,583Total operating revenues1,061,053Operating expenses:230,286Cost of services (exclusive of items shown separately below)230,286Cost of equipment sold (exclusive of items shown separately below)150,051Depreciation and amortization168,804Selling, general and administrative278,508Total operating expenses827,649	Millions of yen				
Operating revenues:           Wireless services         ¥ 951,470           Equipment sales         109,583           Total operating revenues         1,061,053           Operating expenses:           Cost of services (exclusive of items shown separately below)         230,286           Cost of equipment sold (exclusive of items shown separately below)         150,051           Depreciation and amortization         168,804           Selling, general and administrative         278,508           Total operating expenses         827,649	Three	Months Ended			
Wireless services         ¥         951,470           Equipment sales         109,583           Total operating revenues         1,061,053           Operating expenses:           Cost of services (exclusive of items shown separately below)         230,286           Cost of equipment sold (exclusive of items shown separately below)         150,051           Depreciation and amortization         168,804           Selling, general and administrative         278,508           Total operating expenses         827,649	Septe	mber 30, 2010			
Equipment sales         109,583           Total operating revenues         1,061,053           Operating expenses:           Cost of services (exclusive of items shown separately below)         230,286           Cost of equipment sold (exclusive of items shown separately below)         150,051           Depreciation and amortization         168,804           Selling, general and administrative         278,508           Total operating expenses         827,649					
Total operating revenues 1,061,053  Operating expenses:  Cost of services (exclusive of items shown separately below) 230,286 Cost of equipment sold (exclusive of items shown separately below) 150,051 Depreciation and amortization 168,804 Selling, general and administrative 278,508 Total operating expenses 827,649	¥	955,098			
Operating expenses:Cost of services (exclusive of items shown separately below)230,286Cost of equipment sold (exclusive of items shown separately below)150,051Depreciation and amortization168,804Selling, general and administrative278,508Total operating expenses827,649		93,809			
Cost of services (exclusive of items shown separately below)230,286Cost of equipment sold (exclusive of items shown separately below)150,051Depreciation and amortization168,804Selling, general and administrative278,508Total operating expenses827,649		1,048,907			
Cost of equipment sold (exclusive of items shown separately below)150,051Depreciation and amortization168,804Selling, general and administrative278,508Total operating expenses827,649					
Depreciation and amortization168,804Selling, general and administrative278,508Total operating expenses827,649		229,620			
Selling, general and administrative278,508Total operating expenses827,649		136,317			
Total operating expenses 827,649		163,917			
		228,101			
		757,955			
Operating income 233,404		290,952			
Other income (expense):		ĺ			
Interest expense (1,375)		(1,196)			
Interest income 350		334			
Other, net 38		(3,641)			
Total other income (expense) (987)		(4,503)			
Income before income taxes 232,417		286,449			
Income taxes:					
Current 121,356		114,855			
Deferred (27,476)		1,286			
Total income taxes 93,880		116,141			
Equity in net income (losses) of affiliates, net of applicable taxes (529)		(2,067)			
Net income 138,008		168,241			
Less: Net (income) loss attributable to noncontrolling interests (666)		(647)			
Net income attributable to NTT DOCOMO, INC. ¥ 137,342	¥	167,594			
Net income \( \frac{\pma}{2} \) 138,008	¥	168,241			
Other comprehensive income (loss):					
Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes 3,620		1,371			
Change in fair value of derivative instruments, net of applicable taxes (8)		(29)			
Foreign currency translation adjustment, net of applicable taxes 2,805		(22,435)			
Pension liability adjustment, net of applicable taxes 147		46			
Total other comprehensive income (loss) 6,564		(21,047)			
Comprehensive income 144,572		147,194			
Less: Comprehensive (income) loss attributable to noncontrolling interests (665)					
Comprehensive income attributable to NTT DOCOMO, INC. ¥ 143,907		(624)			
PER SHARE DATA	¥	(624) 146,570			
Weighted average common shares outstanding – Basic and Diluted (shares) 41,759,807					
Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. (yen)  ¥ 3,288.86					



# (3) Consolidated Statements of Cash Flows

	Millions of yen			
	Six M	onths Ended	Six Months Ended	
	Septem	ber 30, 2009	Septem	ber 30, 2010
Cash flows from operating activities:				
Net income	¥	286,050	¥	310,826
Adjustments to reconcile net income to net cash provided by operating activities-				
Depreciation and amortization		337,809		321,967
Deferred taxes		(16,439)		6,377
Loss on sale or disposal of property, plant and equipment		12,973		7,231
Equity in net (income) losses of affiliates		(366)		5,514
Changes in assets and liabilities:				
(Increase) / decrease in accounts receivable		55,730		92,307
Increase / (decrease) in allowance for doubtful accounts		1,874		(35)
(Increase) / decrease in credit card receivables		(16,735)		(14,213)
(Increase) / decrease in inventories		(54,755)		(32,919)
(Increase) / decrease in prepaid expenses and other current assets		3,987		(5,372)
(Increase) / decrease in non-current installment receivable for handsets		13,982		6,210
Increase / (decrease) in accounts payable, trade		(136,209)		(96,289)
Increase / (decrease) in accrued income taxes		(31,927)		14,437
Increase / (decrease) in other current liabilities		(3,022)		(17,558)
Increase / (decrease) in accrued liabilities for point programs		18,937		42,544
Increase / (decrease) in liability for employees' retirement benefits		4,951		3,623
Increase / (decrease) in other long-term liabilities		18,259		(29,322)
Other, net		13,437		17,937
Net cash provided by operating activities		508,536		633,265
Cash flows from investing activities:				
Purchases of property, plant and equipment		(249,126)		(215,806)
Purchases of intangible and other assets		(132,956)		(124,330)
Purchases of non-current investments		(8,992)		(2,529)
Proceeds from sale of non-current investments		9,124		525
Acquisitions of new subsidiaries, net of cash acquired		(24,904)		_
Purchases of short-term investments		(33,758)		(373,671)
Redemption of short-term investments		6,718		313,394
Long-term bailment for consumption to a related party		_		(10,000)
Short-term bailment for consumption to a related party		_		(20,000)
Proceeds from redemption of short-term bailment for consumption to a related party		_		90,000
Other, net		(7,231)		(6,236)
Net cash used in investing activities		(441,125)		(348,653)
Cash flows from financing activities:				
Repayment of long-term debt		(15,000)		(32)
Proceeds from short-term borrowings		138,149		367
Repayment of short-term borrowings		(138,149)		(353
Principal payments under capital lease obligations		(1,696)		(2,135
Dividends paid		(100,190)		(108,135)
Other, net		(3)		(1,243
Net cash provided by (used in) financing activities		(116,889)		(111,531)
Effect of exchange rate changes on cash and cash equivalents		572		(1,070)
Net increase (decrease) in cash and cash equivalents		(48,906)		172,011
Cash and cash equivalents at beginning of period		599,548		357,715
Cash and cash equivalents at end of period	¥	550,642	¥	529,726
Supplemental disclosures of cash flow information:				
Cash received during the period for:				
Income tax refunds	¥	675	¥	301
Cash paid during the period for:				
Interest, net of amount capitalized		3,122		2,530
Income taxes		242,683		189,772



# (4) Going Concern Assumption

None

# (5) Segment Information

Segment information is as follows:

			N	Aillions of yen		
Three months ended				•		
September 30, 2009	Mobile	e phone business	Miscellaneous businesses			Consolidated
Operating revenues	¥	1,031,139	¥	29,914	¥	1,061,053
Operating expenses		796,867		30,782		827,649
Operating income (loss)	¥	234,272	¥	(868)	¥	233,404
			N	Millions of yen		
Three months ended						
<b>September 30, 2010</b>	Mobile	e phone business	Miscella	neous businesses		Consolidated
Operating revenues	¥	1,017,785	¥	31,122	¥	1,048,907
Operating expenses		726,629		31,326		757,955
Operating income (loss)	¥	291,156	¥	(204)	¥	290,952
			N	Millions of yen		
Six months ended						
September 30, 2009	Mobile	phone business	Miscella	neous businesses		Consolidated
Operating revenues	¥	2,089,032	¥	56,775	¥	2,145,807
Operating expenses		1,599,529		61,055		1,660,584
Operating income (loss)	¥	489,503	¥	(4,280)	¥	485,223
				#:11: C		
			N	Millions of yen		
Six months ended	34.11	1 1 1	M. 11	1		C 111 / 1
September 30, 2010		e phone business		neous businesses	***	Consolidated
Operating revenues	¥	2,071,802	¥	66,350	¥	2,138,152
Operating expenses		1,538,676		68,006		1,606,682
Operating income (loss)	¥	533,126	¥	(1,656)	¥	531,470

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

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

None



# 4. Appendices

## (1) Operating Data for 2nd Quarter of Fiscal Year Ending March 31, 2011

Full-year Forecast: as revised at October 28, 2010.

				Fiscal Year			[Ref.]
			【Ref.】 Fiscal Year Ended Mar. 2010 Full-year Results	Ending Mar. 31, 2011 Six Months (AprSep. 2010) Results	First Quarter (AprJun. 2010) Results	Second Quarter (JulSep. 2010) Results	Fiscal Yea Ending Mar. 2011 Full-year For (Revised)
er o	of Subscriptions and Other Operating Data						
Cellu	ılar						
	Subscriptions	thousands	56,082	56,895	56,515	56,895	57,
	FOMA (1)	thousands	53,203	54,940	54,162	54,940	56,
	Communication Module Service (FOMA)	thousands	1,081	1,349	1,212	1,349	
	mova	thousands	2,879	1,954	2,352	1,954	1
	Communication Module Service (DoPa)	thousands	521	454	482	454	
	Prepaid	thousands	37	31	36	31	
	Packet Flat-rate Services Subscriptions (2)	thousands	25,767	28,905	27,491	28,905	
	Market Share (3) (4)	%	50.0	49.3	49.7	49.3	
	Net Increase from Previous Period (4)	thousands	1,481	812	432	380	1
	FOMA (1)	thousands	4,163	1,737	959	778	3
	mova	thousands	(2,682)	(925)	(526)	(398)	(1.
	Churn Rate (4)	%	0.46	0.46	0.44	0.49	
	Number of Handsets (FOMA+mova) Sold (5)	thousands	18,037	9,245	4,615	4,630	
-mo	de						
	Subscriptions	thousands	48,992	48,914	49,061	48,914	48
	FOMA	thousands	47,330	47,876	47,758	47,876	48
	i-mode Subscription Rate (4)	%	87.4	86.0	86.8	86.0	
	Net Increase from Previous Period	thousands	518	(77)	69	(146)	
	i-channel Subscriptions	thousands	16,818	16,747	16,757	16,747	
	i-concier Subscriptions	thousands	4,200	5,410	4,783	5,410	
p-m	node						
	Subscriptions	thousands	-	270	-	270	
U an	nd MOU						
ARP	U						
	Aggregate ARPU (FOMA+mova) (6)	yen/month/subscription	5,350	5,190	5,190	5,200	5
	Voice ARPU (7)	yen/month/subscription	2,900	2,670	2,680	2,660	2
	Packet ARPU	yen/month/subscription	2,450	2,520	2,510	2,540	2
	ARPU Generated from International Services (8)	yen/month/subscription	80	90	80	90	
	Aggregate ARPU (FOMA) (6)	yen/month/subscription	5,480	5,260	5,260	5,260	5
	Voice ARPU (7)	yen/month/subscription	2,900	2,670	2,670	2,660	2
	Packet ARPU	yen/month/subscription	2,580	2,590	2,590	2,600	2
	ARPU Generated from International Services (8)	yen/month/subscription	80	90	90	90	
	Aggregate ARPU (mova) (6)	yen/month/subscription	3,460	3,320	3,330	3,310	3
	Voice ARPU (7)	yen/month/subscription	2,870	2,760	2,770	2,750	2
	Packet ARPU	yen/month/subscription	590	560	560	560	
	ARPU Generated from International Services (8)	yen/month/subscription	0	0	0	0	
	U						
MOI		minute/month/subscription	136	134	133	135	
MOI	MOU (FOMA+mova) (6)						!
MOI	MOU (FOMA+mova) (6) MOU (FOMA) (6)	minute/month/subscription	142	137	137	138	
MOI	, , , ,		142 51	137 45	137 45	138 44	
MOU	MOU (FOMA) (6)	minute/month/subscription					

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

<sup>(1)</sup> Effective March 3, 2008, FOMA subscription became mandatory for subscription to "2in1" services, and those FOMA subscriptions are included in the number of FOMA subscribers.

(2) Sum of "Pake-hodai double," "Pake-hodai simple," "Pake-hodai," "Pake-hodai," "Flat-rate data plan Standard," "Flat-rate data plan 64k" and "Flat-rate data plan HIGH-SPEED" (Number of subscriptions for the fiscal year ended March 31, 2010 includes subscriptions to "Biz-hodai double" in addition to the aforementioned plans.)

(3) Source for other cellular telecommunications operators: Data announced by Telecommunications Carriers Association

<sup>(4)</sup> Data are calculated including communication module services subscriptions.
(5) Sum of new FOMA/mova subscriptions, change of subscription from mova to FOMA, FOMA handset upgrade by FOMA subscribers, mova handset upgrade by mova subscribers, and change of

subscription from FOMA to mova

(6) Data are calculated excluding communication module services-related revenues and communication module services subscriptions.

<sup>(7)</sup> Inclusive of circuit-switched data communication

<sup>(8)</sup> Inclusive of voice communication and packet communication

<sup>(9)</sup> Inclusive of DCMX mini subscriptions



## (2) Definition and Calculation Methods of ARPU and MOU

### i. Definition of ARPU and MOU

a. ARPU (Average monthly Revenue Per Unit):

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

b. MOU (Minutes of Use): Average monthly communication time per subscription.

#### ii. ARPU Calculation Methods

#### a. ARPU (FOMA+mova)

- Aggregate ARPU (FOMA+mova) = Voice ARPU (FOMA+mova) + Packet ARPU (FOMA+mova)
- Voice ARPU (FOMA+mova): Voice ARPU (FOMA+mova) Related Revenues (basic monthly charges, voice communication charges) / No. of active subscriptions (FOMA+mova)
- Packet ARPU (FOMA+mova): {Packet ARPU (FOMA) Related Revenues (basic monthly charges, packet communication charges) + Packet ARPU (mova) Related Revenues (basic monthly charges, packet communication charges)}/ No. of active subscriptions (FOMA+mova)

### b. ARPU (FOMA)

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

## c. ARPU (mova)

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

## iii. Active Subscriptions Calculation Methods

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

Note: Communication module services subscriptions and the revenues thereof are not included in the ARPU and MOU calculations.



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

The reconciliations for the year ending March 31, 2011 (Revised Forecasts) are provided to the extent available without unreasonable efforts.

. EBITDA and EBITDA margin		Billions of yen						
	Year ending March 31, 2011 (Revised Forecasts)	Year ended March 31, 2010	Six months ended September 30, 2009	Three months ended September 30, 2010				
a. EBITDA	¥ 1,550.0	¥ 1,568.1	¥ 836.0	¥ 459.1	¥ 860.7			
Depreciation and amortization	(683.0)	(701.1)	(337.8)	(163.9)	(322.0)			
Loss on sale or disposal of property, plant and equipment	(27.0)	(32.7)	(13.0)	(4.3)	(7.2)			
Operating income	840.0	834.2	485.2	291.0	531.5			
Other income (expense)	(2.0)	1.9	(5.3)	(4.5)	(4.5)			
Income taxes	(338.0)	(338.2)	(194.1)	(116.1)	(213.2)			
Equity in net income (losses) of affiliates	(4.0)	(0.9)	0.3	(2.1)	(3.0)			
Less: Net (income) loss attributable to noncontrolling interests	1.0	(2.3)	(1.3)	(0.6)	(1.1)			
b. Net income attributable to NTT DOCOMO, INC.	497.0	494.8	284.7	167.6	309.7			
c. Operating revenues	4,209.0	4,284.4	2,145.8	1,048.9	2,138.2			
EBITDA margin (=a/c)	36.8%	36.6%	39.0%	43.8%	40.3%			
Net income margin (=b/c)	11.8%	11.5%	13.3%	16.0%	14.5%			

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

ii . ROCE after tax effect	Billions of yen							
	Year ending March 31, 2011 (Revised Forecasts)	Year ended March 31, 2010		Three months ended September 30, 2010				
a. Operating income	¥ 840.0	¥ 834.2	¥ 485.2	¥ 291.0	¥ 531.5			
b. Operating income after tax effect {=a*(1-effective tax rate)}	497.3	493.9	287.3	172.2	314.6			
c. Capital employed	5,296.1	5,113.5	5,078.7	5,352.9	5,336.0			
ROCE before tax effect (=a/c)	15.9%	16.3%	9.6%	5.4%	10.0%			
ROCE after tax effect (=b/c)	9.4%	9.7%	5.7%	3.2%	5.9%			

Notes: Capital employed (for annual period) = The average of (NTT DOCOMO, INC. shareholders' equity + Interest bearing liabilities), each as of March 31, 2010 (or 2009) and 2011 (or 2010)

Capital employed (for six months) = The average of (NTT DOCOMO, INC. shareholders' equity + Interest bearing liabilities), each as of March 31, 2009 (or 2010) and September 30, 2009 (or 2010)

Capital employed (for three months) = The average of (NTT DOCOMO, INC. shareholders' equity + Interest bearing liabilities), each as of June 30, 2010 and September 30, 2010

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

Effective tax rate:40.8%

### $\label{eq:continuous} \textbf{iii}. \ \textbf{Free cash flows excluding changes in investments for cash management purposes}$

	Billions of yen							
	Year ending March 31, 2011 (Revised Forecasts)	Year ended March 31, 2010		Three months ended September 30, 2010				
Free cash flows excluding changes in investments for cash management purposes	¥ 480.0	¥ 416.9	¥ 94.5	¥ 237.7	¥ 284.9			
Changes in investments for cash management purposes *	-	(398.0)	(27.0)	(192.1)	(0.3)			
Free cash flows	480.0	18.9	67.4	45.6	284.6			
Net cash used in investing activities	(686.0)	(1,163.9)	(441.1)	(346.3)	(348.7)			
Net cash provided by operating activities	1,166.0	1,182.8	508.5	392.0	633.3			

Note: \* 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. Net cash used in investing activities includes changes in investments for cash management purposes except for the year ending March 31, 2011. The effect of changes in investments for cash management purposes is not taken into account when we forecasted net cash used in investing activities for the year ending March 31, 2011 due to the difficulties in forecasting such effect.



# 5. Special Note Regarding Forward-Looking Statements

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

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

<sup>\*</sup>Names of companies, products, etc., contained in this release are the trademarks or registered trademarks of their respective organizations.