



# Earnings Release

For the Three Months Ended June 30, 2013

July 26, 2013

[U.S. GAAP]

Name of registrant: **NTT DOCOMO, INC.** (URL <http://www.nttdocomo.co.jp/>)  
 Code No.: 9437  
 Stock exchange on which the Company's shares are listed: Tokyo Stock Exchange-First Section  
 Representative: Kaoru Kato, Representative Director, President and Chief Executive Officer  
 Contact: Norihiro Demizu, Senior Manager, General Affairs Department / TEL +81-3-5156-1111  
 Scheduled date for filing of quarterly report: August 1, 2013  
 Scheduled date for dividend payment: —  
 Supplemental material on quarterly results: Yes  
 Presentation on quarterly results: Yes (for institutional investors and analysts)

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

## 1. Consolidated Financial Results for the Three Months Ended June 30, 2013 (April 1, 2013 - June 30, 2013)

### (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.	
Three months ended June 30, 2013	1,113,573	3.9 %	247,470	(5.8)%	252,484	(4.7)%	158,009	(3.8) %
Three months ended June 30, 2012	1,072,281	2.4 %	262,627	(1.9)%	264,814	(2.0)%	164,298	3.5 %

(Note) Comprehensive income attributable to NTT DOCOMO, INC.:  
 For the three months ended June 30, 2013: 185,232 million yen 0.5 %  
 For the three months ended June 30, 2012: 184,356 million yen 11.2 %

	Basic Earnings per Share Attributable to NTT DOCOMO, INC.	Diluted Earnings per Share Attributable to NTT DOCOMO, INC.
Three months ended June 30, 2013	3,810.42 (yen)	—
Three months ended June 30, 2012	3,962.08 (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
June 30, 2013	7,094,653	5,469,799	5,429,298	76.5 %	130,928.67(yen)
March 31, 2013	7,169,725	5,410,565	5,368,475	74.9 %	129,461.91(yen)

(Note) The reported consolidated financial statements for the fiscal year ended March 2013 have been revised for the retrospective application of equity method for an investee, please see "3.(4) Retrospective application of equity method for an investee" on page 16.

## 2. Dividends

Date of Record	Cash Dividends per Share (yen)				
	End of the First Quarter	End of the Second Quarter	End of the Third Quarter	Year End	Total
Year ended March 31, 2013	—	3,000.00	—	3,000.00	6,000.00
Year ending March 31, 2014	—	—	—	—	—
Year ending March 31, 2014 (Forecasts)	—	3,000.00	—	30.00	—

(Note 1) Revisions to the forecasts of dividends: None

(Note 2) Dividend forecasts for the fiscal year ending March 31, 2014, take into account a 1:100 stock split with the effective date of October 1, 2013.

If adjusted to reflect the number of shares prior to the stock split, the forecast of year-end dividend amount and the forecast of total dividend amount will be equivalent to ¥3,000 and ¥6,000, respectively.

For further information, please see "Explanation for forecasts of operations and other notes."

## 3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2014 (April 1, 2013 - March 31, 2014)

(Millions of yen, 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.	
Six months ending September 30, 2013	—	—	—	—	—	—	—	—	—	—
Year ending March 31, 2014	4,640,000	3.8 %	840,000	0.3 %	850,000	2.0 %	510,000	3.9%	122.99	(yen)

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

(Note 1) Revisions to the forecasts of consolidated financial results: None

(Note 2) Basic Earnings per Share attributable to NTT DOCOMO, INC. for the fiscal year ending March 31, 2014, takes into account a stock split.

For further information, please see "Explanation for forecasts of operations and other notes."

(Note 3) The reported forecasts of percentages of "Net Income Attributable to NTT DOCOMO, INC." and "Basic Earnings per Share Attributable to NTT DOCOMO, INC." for the fiscal year ending March 31, 2014 have been revised for the retrospective application of equity method for an investee, please see "3.(4) Retrospective application of equity method for an investee" on page 16.

\* Notes:

(1) Changes in significant subsidiaries (Changes in significant subsidiaries for the three months ended June 30, 2013 which resulted in changes in scope of consolidation)		None
(2) Application of simplified or exceptional accounting		None
(3) Changes in accounting policies		
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 June 30, 2013:	43,650,000 shares
	As of March 31, 2013:	43,650,000 shares
ii. Number of treasury stock:	As of June 30, 2013:	2,182,399 shares
	As of March 31, 2013:	2,182,399 shares
iii. Number of weighted average common shares outstanding:	For the three months ended June 30, 2013:	41,467,601 shares
	For the three months ended June 30, 2012:	41,467,601 shares

\* Presentation on the status of quarterly review procedure:

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

\* Explanation for forecasts of operations and other notes:

1. Forecast of results

Forward-looking statements in this earnings release, such as forecasts of results of operations, are based on the information currently available and 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, 2014, refer to "1. (3) Prospects for the Fiscal Year Ending March 31, 2014" on page 11 and "5. Special Note Regarding Forward-Looking Statements" on page 20, contained in the attachment.

2. Forecasts for financial results and dividends after stock split

We resolved at a meeting of the Board of Directors held on April 26, 2013, that the common stock will be split 1:100, and the trading unit of the stock will be 100 shares with an effective date of October 1, 2013. If calculated prior to consideration of the stock split, Basic Earnings per Share Attributable to NTT DOCOMO, INC. and dividend forecast for the fiscal year ending March 31, 2014 are as follows.

(1) Consolidated Business Results Forecast for the Year ending March 31, 2014  
Basic Earnings per Share Attributable to NTT DOCOMO, INC. ¥12,298.76

(2) Dividends forecast for the year ending March 31, 2014  
Six months ending September 30, 2013 : ¥ 3,000.00 (Note 1)  
Year ending March 31, 2014: ¥ 3,000.00 (Note 2)

(Note 1) Dividends at the end of the first half will be paid according to the number of shares held prior to the implementation of the stock split.

(Note 2) The amount of the dividend has been calculated on a pre-split basis.

(Note 3) The full-year dividend for the fiscal year ending March 31, 2014 (pre-split basis) will be equivalent to ¥6,000.

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## 1. Information on Consolidated Results

### (1) Operating Results

#### i. Business Overview

Amid a major transition driven mainly by the rapid proliferation of smartphones, the competition in Japan's mobile telecommunications market remains intense due to active movement of subscribers using the Mobile Number Portability (MNP) system and other factors.

Under these market conditions, based on our Medium-Term Vision 2015: "Shaping a Smart Life," we have taken steps for the reinforcement of our core mobile business and worked on the expansion of new non-core businesses to create new values, thereby supporting the everyday lives of our customers and businesses to impart a sense of safety, security, convenience and efficiency as a "Partner for a Smart Life."

In the fiscal year ending March 31, 2014, we are focusing on the "expansion of smartphone user base" and "creation of new revenue sources leveraging "docomo cloud" while moving ahead with the "structural reforms for the reinforcement of managerial foundation."

During the three months ended June 30, 2013, we conducted product promotion clearly presenting our recommended models, and worked to further enrich the content offered on the "dmarket" portal in an effort to further expand the uptake of smartphones.

As part of the initiatives aimed at creating new revenue sources, we commenced studies for the launch of a new travel service on the "dmarket" portal jointly with JTB Corp. We have also pursued tie-ups with various companies and agreed on a business/capital alliance with Pioneer Corporation for the development of new cloud-based services targeting car drivers, etc.

Furthermore, we have accelerated our structural reform programs to solidify our managerial foundation, newly establishing the Smart-life Business Division in July 2013 integrating the former separate business units that had been engaged in various new non-core businesses.

As a result of the foregoing, for the three months ended June 30, 2013, voice revenues in our mobile communications services decreased by ¥67.1 billion due mainly to the impacts of penetration of the "Monthly Support" discount program and a decrease in MOU (Minutes Of Use). On the other hand, packet revenues increased by ¥7.5 billion due to an increase in the number of Xi subscriptions and a growth in the user base of smartphones as a result of our active sales promotion. Equipment sales revenues grew by ¥63.6 billion due to an increase in wholesale price per unit and an increase in the number of handsets sold to agent resellers. Other operating revenues grew by ¥37.3 billion owing mainly to a favorable expansion of our new business fields and other measures. Consequently, we recognized operating revenues of ¥1,113.6 billion (an increase of ¥41.3 billion from the same period of the previous fiscal year).

Despite our promotion of cost efficiency improvement toward the goal of further strengthening our management structure, operating expenses increased by ¥56.4 billion from the same period of the previous fiscal year to ¥866.1 billion due mainly to increased costs for measures aimed to expand new business fields as well as increased costs of equipment sold due to an increase in the purchase price per handset and the number of handsets sold to agent resellers.

As a result of the foregoing, we recorded operating income of ¥247.5 billion (a decrease of ¥15.2 billion from the same period of the previous fiscal year).

Income before income taxes and equity in net income (losses) of affiliates was ¥252.5 billion, and net income attributable to NTT DOCOMO, INC. was ¥158.0 billion (a decrease of 6.3 billion from the previous fiscal year).

Consolidated results of operations for the three months ended June 30, 2013 and 2012 were as follows:

<Results of operations>

	Billions of yen			
	Three months ended June 30, 2012	Three months ended June 30, 2013	Increase (Decrease)	
Operating revenues	¥ 1,072.3	¥ 1,113.6	¥ 41.3	3.9%
Operating expenses	809.7	866.1	56.4	7.0
Operating income	262.6	247.5	(15.2)	(5.8)
Other income (expense)	2.2	5.0	2.8	129.3
Income before income taxes and equity in net income (losses) of affiliates	264.8	252.5	(12.3)	(4.7)
Income taxes	102.0	96.3	(5.7)	(5.6)
Income before equity in net income (losses) of affiliates	162.8	156.2	(6.6)	(4.1)
Equity in net income (losses) of affiliates, net of applicable taxes	(0.8)	0.5	1.3	—
Net income	161.9	156.6	(5.3)	(3.3)
Less: Net (income) loss attributable to noncontrolling interests	2.4	1.4	(1.0)	(41.9)
Net income attributable to NTT DOCOMO, INC.	¥ 164.3	¥ 158.0	¥ (6.3)	(3.8)
EBITDA margin*	39.6 %	37.8%	(1.8)point	—
ROCE before tax effect*	4.9 %	4.4%	(0.5)point	—
ROCE after tax effect*	3.0 %	2.7%	(0.3)point	—

\* 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>**

	Billions of yen			
	Three months ended June 30, 2012	Three months ended June 30, 2013	Increase (Decrease)	
Mobile communications services	¥ 809.5	¥ 749.9	¥ (59.6)	(7.4)%
- Voice revenues	342.1	274.9	(67.1)	(19.6)
- Packet communications revenues	467.4	474.9	7.5	1.6
Equipment sales	148.8	212.5	63.6	42.8
Other operating revenues	114.0	151.2	37.3	32.7
<b>Total operating revenues</b>	<b>¥ 1,072.3</b>	<b>¥ 1,113.6</b>	<b>¥ 41.3</b>	<b>3.9%</b>

**Notes:**

1. Voice revenues include data communications revenues through circuit switching systems.
2. Certain reclassifications have been made to "Operating revenues" for the same period of the previous fiscal year to conform to the presentation used for the three month ended June 30, 2013.

**<Operating expenses>**

	Billions of yen			
	Three months ended June 30, 2012	Three months ended June 30, 2013	Increase (Decrease)	
Personnel expenses	¥ 71.8	¥ 72.0	¥ 0.1	0.2%
Non-personnel expenses	506.5	550.3	43.8	8.6
Depreciation and amortization	157.5	166.6	9.2	5.8
Loss on disposal of property, plant and equipment and intangible assets	9.7	14.1	4.4	45.8
Communication network charges	54.4	53.1	(1.3)	(2.4)
Taxes and public dues	9.8	10.0	0.2	2.4
<b>Total operating expenses</b>	<b>¥ 809.7</b>	<b>¥ 866.1</b>	<b>¥ 56.4</b>	<b>7.0%</b>

**ARPU and MOU**

We newly introduced "Smart ARPU" as a performance indicator that is specifically designed to reflect revenues from new business fields, in addition to conventional "Voice ARPU" and "Packet ARPU" indicators, in the second quarter of the fiscal year ended March 31, 2013.

**<Trend of ARPU and MOU>**

	Yen			
	Three months ended June 30, 2012	Three months ended June 30, 2013	Increase (Decrease)	
Aggregate ARPU*	¥ 4,930	¥ 4,610	¥ (320)	(6.5)%
Voice ARPU	1,900	1,470	(430)	(22.6)
Packet ARPU	2,660	2,680	20	0.8
Smart ARPU	370	460	90	24.3
MOU* (minutes)	119	109	(10)	(8.4)%

**Note:**

With the introduction of "Smart ARPU," "Aggregate ARPU" includes "Smart ARPU." Some elements (revenues from content and other services) included in conventional "Packet ARPU" for the three months ended June 30, 2013 have been retroactively reclassified into "Smart ARPU." The impact of the reclassification is ¥90.

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

**ii. Segment Results****Mobile phone business—**

With the aim of expanding our smartphone user base, we have been reinforcing our offerings of “devices,” “network” and “services,” which are the basic components of our business, and we have been delivering state-of-the-art services that are only available from us leveraging our proprietary “docomo cloud” technology.

## 《1. Expansion of Smartphone User Base》

## &lt;Devices&gt;

- Using the keywords “easy to understand and easy to choose,” we introduced “Xperia™ A SO-04E”<sup>\*1</sup> and “GALAXY S4 SC-04E,” both equipped with large-capacity battery and quad-core CPU for ultra-fast processing, as “DOCOMO’s Two Top” models.
- As a new model of the “Raku-Raku PHONE” series, we announced the release of “Raku-Raku Smartphone 2” compatible with Xi (LTE<sup>\*2</sup> service) that enables high-speed and large-capacity transmission, which can be used with an affordable, dedicated flat-rate billing plan “Raku-Raku Pake-hodai” priced at ¥2,980 per month.

## &lt;Network&gt;

- We increased the number of base stations supporting maximum downlink speed of 75Mbps to 17,300, and expanded the coverage of ultra-high speed service that offers downlink speeds of up to 112.5Mbps to 130 cities nationwide, in an effort to further enrich the service areas of Xi network featuring high-speed and large-capacity access.
- We accelerated the coverage roll-out on subway routes, including the Osaka Municipal Subway system. Also, as part of our efforts for improved convenience, we started the operation of Xi-enabled compact base station equipment that can cover areas that had previously been difficult to reach, such as mountain areas.

## &lt;Services&gt;

- We started offering two new service packages: the “Osusume Pack,” which provides a bundle of recommended services that allow users to use smartphone conveniently, such as “Sugotoku Content” (an assortment of popular content); and the “Anshin Pack,” a package of services designed to ensure worry-free use of smartphones. The subscriber base of “Anshin Pack” and “Osusume Pack” topped 1 million in June and July 2013, respectively.

As a result of the foregoing, the total number of smartphones sold in the three months ended June 30, 2013 reached 3.35 million units, and the total number of Xi subscriptions as of June 30, 2013 grew to 14.20 million.

## 《2. Creation of New Revenue Sources Leveraging “docomo cloud”》

- We launched “dcreators” service, an online market for creative people where handmade items such as accessories or user-generated content such as novels or comics can be put up for sale or purchased. Meanwhile, we also strived to strengthen the content of our existing services, with the user base of 4.5 million as of June 30, 2013 for our video distribution platform, “dvideo.”
- As part of our endeavors for the improvement of usage environment, we started at our nationwide docomo Shops and other outlets the sales of a Wi-Fi-dedicated tablet device, “dtab,” which is designed for easy access to “dvideo” and other content services.
- As a functional enhancement of our “Photo Collection” service for storage of photographs and videos in “docomo cloud,” we added the “Facebook linkage capability” so that photographs posted on Facebook<sup>\*3</sup> can be incorporated and displayed on “Photo Collection.”

The total number of cellular subscriptions as of June 30, 2013 was 61.62 million, up 1.23 million compared to the number a year earlier, due to brisk smartphone sales. However, the competition with other carriers for the acquisition of net additions remained intense, and the impact of subscriber port-outs using the MNP system expanded. As a consequence, our cellular churn rate for the three months ended June 30, 2013 increased by 0.12 points from the same period of the previous fiscal year to 0.86%.

While voice revenues decreased by ¥67.1 billion due mainly to the impacts of penetration of the “Monthly Support” discount program and a decrease in MOU (Minutes Of Use), packet revenues increased by ¥7.5 billion due to an increase in the number of Xi subscriptions and a growth in the number of smartphone users as a result of our active sales promotion. Equipment sales revenues grew by ¥63.6 billion due to an increase in wholesale price per unit and an increase in the number of handsets sold to agent resellers.

As a result of the foregoing, operating revenues and operating income from the mobile phone business for the three months ended June 30, 2013, were ¥1,057.1 billion (an increase of ¥21.3 billion from the same period of the previous fiscal year) and ¥250.7 billion (a decrease of ¥20.1 billion from the same period of the previous fiscal year), respectively.

\*1: Xperia is a trademark or a registered trademark of Sony Mobile Communications AB.

\*2: Abbreviation for Long Term Evolution, a mobile communications standard specified by international standardization body 3GPP (3<sup>rd</sup> Generation Partnership Project).

\*3: Facebook is a trademark or a registered trademark of Facebook, Inc.



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

<Number of subscriptions by services>

	Thousand subscriptions		Increase	
	June 30, 2012	June 30, 2013	(Decrease)	
Cellular services	60,396	<b>61,623</b>	1,228	2.0%
Cellular (Xi) services	3,317	<b>14,198</b>	10,882	328.1
Cellular (FOMA) services	57,079	<b>47,425</b>	(9,654)	(16.9)
packet flat-rate services	36,983	<b>39,057</b>	2,075	5.6
i-mode services	40,336	<b>30,689</b>	(9,647)	(23.9)
sp-mode services	11,469	<b>19,921</b>	8,452	73.7

Notes:

1. Number of subscriptions to Cellular services and Cellular (FOMA) 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.

<Number of handsets sold and churn rate>

	Thousand units		Increase	
	Three months ended June 30, 2012	Three months ended June 30, 2013	(Decrease)	
Number of handsets sold	5,167	<b>5,393</b>	226	4.4 %
Cellular (Xi) services				
New Xi subscription	464	<b>860</b>	396	85.4
Change of subscription from FOMA	686	<b>2,021</b>	1,336	194.9
Xi handset upgrade by Xi subscribers	48	<b>396</b>	348	725.2
Cellular (FOMA) services				
New FOMA subscription	1,140	<b>815</b>	(325)	(28.5)
Change of subscription from Xi	4	<b>16</b>	12	328.2
FOMA handset upgrade by FOMA subscribers	2,826	<b>1,284</b>	(1,542)	(54.6)
Churn Rate	0.74 %	<b>0.86 %</b>	0.12 point	—

Results of operations are as follows:

<Results of operations>

	Billions of yen		Increase	
	Three months ended June 30, 2012	Three months ended June 30, 2013	(Decrease)	
Operating revenues from mobile phone business	¥ 1,035.8	<b>¥ 1,057.1</b>	¥ 21.3	2.1%
Operating income from mobile phone business	270.8	<b>250.7</b>	(20.1)	(7.4)

**All other businesses—**

We have been engaged in providing various services in new business fields and pursuing collaborations with corporate partners aimed at the realization of a more fulfilling “Smart Life.”

## 《1. New Investments/Alliances Aimed for Service Expansion》

- We acquired the majority ownership of Nihon Ultmarc Inc., a company that operates Japan’s largest medical database, toward the creation of new services that connect consumers with medical services through mobile devices.
- To expand services and improve the communications quality in Guam and the Commonwealth of the Northern Mariana Islands, we wholly acquired MCV Guam Holding Corp., the largest cable television and Internet service provider in the region.

## 《2. Business Deployment by Subsidiaries》

- docomo Healthcare, Inc. launched a health platform called “Watashi-move,” which delivers optimal service to each customer by storing and analyzing their personal health data captured by smartphones and other health appliances. docomo Healthcare also commenced a new health assistance service for women dubbed “Karada-no-kimochi,” which provides users with health-related advice based on their daily biorhythm data or mental state.
- mmbi, Inc., worked to construct an environment that facilitates the uptake of “NOTTV” mobile multimedia broadcasting service for smartphones by a greater number of users through service coverage expansion and increasing the variety of compatible handsets to 31 models. As a consequence, the total number of “NOTTV” subscriptions reached 1.22 million as of June 30, 2013.

As a result of the foregoing, operating revenues from all other businesses for the three months ended June 30, 2013 was ¥56.4 billion. Operating revenues from all other businesses accounted for 5.1% of total operating revenues.

On the other hand, operating expenses from all other businesses increased to ¥59.7 billion mainly due to increased costs for measures aimed to expand new business fields and consequently operating loss from all other businesses was ¥3.3 billion.

Results of operations are as follows:

## &lt;Results of operations&gt;

	Billions of yen			
	Three months ended June 30, 2012	Three months ended June 30, 2013	Increase (Decrease)	
Operating revenues from all other businesses	¥ 36.5	¥ 56.4	¥ 20.0	54.8%
Operating income (loss) from all other businesses	(8.2)	(3.3)	4.9	60.0

**iii. CSR Activities**

In accordance with “the Medium-Term Vision 2015,” we have made unrelenting efforts for the construction of high-quality network, provision of stable services and creation of new values as a “Partner for a Smart Life.”

We believe it is our responsibility to contribute to building a society where everyone can live a safe, secure and comfortable life filled with richness, beyond borders and across generations through these business activities and we put CSR (corporate social responsibility) at the heart of our management agenda.

The principal actions undertaken in the three months ended June 30, 2013 are summarized below:

- We enriched our “Mobile Phone Safety Class” program, an initiative undertaken to protect children from potential troubles arising from the use of mobile phones, by developing new educational tools aimed at using smartphones more safely and securely.
- We took actions aimed at enhancing users’ awareness of smartphone usage manners, creating a logotype alerting the risks of using a smartphone while walking, and posting it on various advertisements and other publications.
- We commenced the field trial of a disaster-resilient, environment-friendly “Green Base Station,” which can secure day-time battery from solar power generation, in Tokyo and other locations.
- As part of the “Mirai-no-tane” initiative aimed at assisting the reconstruction and revitalization of Minamisanriku Town, Miyagi Prefecture, we started handling merchandise made of surplus wood of trees culled during thinning operations to maintain healthy forests on our “dshopping” online shopping platform.

**iv. Trend of Capital Expenditures**

We pursued efficient utilizations of our facilities and reduction of equipment procurement cost, while moving forward with investments required for roll-out of Xi service areas and facility buildup to accommodate the growth of data traffic.

As a result of the foregoing, the total amount of capital expenditures made during the three months ended June 30, 2013 decreased by 18.0% from the same period of the previous fiscal year to ¥ 145.4 billion.

<Capital expenditures>

	Billions of yen			
	Three months ended June 30, 2012	<b>Three months ended June 30, 2013</b>	Increase (Decrease)	
Total capital expenditures	¥ 177.4	<b>¥ 145.4</b>	¥ (32.0)	(18.0)%
Mobile phone business	144.9	<b>126.1</b>	(18.8)	(13.0)
Other (including information systems)	32.5	<b>19.4</b>	(13.2)	(40.5)

**(2) Financial Review**
**i. Financial Position**

	Billions of yen				
	June 30, 2012	June 30, 2013	Increase (Decrease)		(Reference) March 31, 2013
Total assets	¥ 6,747.7	¥ 7,094.7	¥ 346.9	5.1 %	¥ 7,169.7
NTT DOCOMO, INC. shareholders' equity	5,130.8	5,429.3	298.5	5.8	5,368.5
Liabilities	1,571.2	1,624.9	53.7	3.4	1,759.2
Including: Interest bearing liabilities	242.7	246.4	3.6	1.5	253.8
Shareholders' equity ratio (1)	76.0 %	76.5 %	0.5 point	—	74.9 %
Debt ratio (2)	4.5 %	4.3 %	(0.2)point	—	4.5 %

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

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

(3) The reported consolidated financial statements for the fiscal year ended March 31, 2013 have been revised for the retrospective application of equity method for an investee. Please see "3.(4) Retrospective application of equity method for an investee" on page 16.

**ii. Cash Flow Conditions**

For the three months ended June 30, 2013, net cash provided by operating activities was ¥241.6 billion, an increase of ¥67.9 billion (39.1%) from the same period of the previous fiscal year. This was mainly because of a decrease in payment of income taxes and an increase in cash inflows resulting from the collection of installment receivables from subscribers.

Net cash used in investing activities was ¥207.4 billion, an increase of ¥150.5 billion (264.7%) from the same period of the previous fiscal year. This was mainly due to a decrease in proceeds from redemption of short-term bailment for consumption to a related party.

Net cash used in financing activities was ¥135.7 billion, an increase of ¥8.4 billion (6.6%) from the same period of the previous fiscal year, mainly due to an increase of dividends paid.

As a result of the foregoing, the balance of cash and cash equivalents was ¥393.3 billion as of June 30, 2013, a decrease of ¥100.4 billion(20.3%) from the previous fiscal year end.

	Billions of yen			
	Three months ended June 30, 2012	Three months ended June 30, 2013	Increase (Decrease)	
Net cash provided by operating activities	¥ 173.7	¥ 241.6	¥ 67.9	39.1%
Net cash used in investing activities	(56.9)	(207.4)	(150.5)	(264.7)
Net cash provided by (used in) financing activities	(127.3)	(135.7)	(8.4)	(6.6)
Free cash flows (1)	116.8	34.2	(82.6)	(70.7)
Free cash flows excluding the effects of irregular factors (2), and changes in investments for cash management purposes (3)*	(30.1)	16.8	46.8	—

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

(2) Irregular factors = Effects of uncollected revenues due to bank closures at the end of the fiscal period

(3) 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

\* 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, 2014**

Competition in Japan's mobile telecommunications market is expected to remain intense in such areas as acquisition of subscribers and further improvement of service offerings. Under these market conditions, we expect to post an increase in both operating revenues and operating income for the fiscal year ending March 31, 2014 for the previous fiscal year by taking various measures.

Operating revenues for the fiscal year ending March 31, 2014 are estimated to be ¥4,640.0 billion, an increase of ¥169.9 billion from the previous fiscal year. The reasons behind the expected increase in operating revenues include an increase in packet revenues as a result of our efforts to accelerate the migration to smartphones, an increase in equipment sales revenues by reinforcing smartphone sales and an increase in other operating revenues driven by the expansion of "dmarket" and other new business revenues, although mobile communications services revenues is expected to decrease due to the impacts of penetration of the "Monthly Support" discount program.

Operating expenses are estimated to be ¥3,800.0 billion, an increase of ¥167.1 billion from the previous fiscal year, primarily due to measures to increase the number of base station installations aimed for quality enhancement of Xi services, actions aimed for expanding future revenues, and an increase in cost of equipment sold due to increasing handset sales, although we continue efforts aimed at further cost efficiency.

As a result of the foregoing, operating income is estimated to be ¥840.0 billion, an increase of ¥2.8 billion from the previous fiscal year.

As we are not currently aware of any factor that may have a material impact on our projected results of operations, we have not revised our forecasts announced on April 26, 2013.

## **2. Other Information**

### **(1) Changes in Significant Subsidiaries**

None

### **(2) Application of Simplified or Exceptional Accounting**

None

### **(3) Changes in Accounting Policies**

None

### 3. Consolidated Financial Statements

#### (1) Consolidated Balance Sheets

	Millions of yen	
	March 31, 2013	June 30, 2013
<b>ASSETS</b>		
<b>Current assets:</b>		
Cash and cash equivalents	¥ 493,674	¥ 393,304
Short-term investments	41,762	24,316
Accounts receivable	260,342	241,439
Receivables held for sale	638,149	662,070
Credit card receivables	194,607	201,787
Other receivables	289,849	285,245
Allowance for doubtful accounts	(16,843)	(14,691)
Inventories	180,736	183,423
Deferred tax assets	70,784	60,245
Prepaid expenses and other current assets	83,442	100,813
<b>Total current assets</b>	<b>2,236,502</b>	<b>2,137,951</b>
<b>Property, plant and equipment:</b>		
Wireless telecommunications equipment	5,151,686	5,059,657
Buildings and structures	882,165	884,041
Tools, furniture and fixtures	532,506	543,332
Land	200,382	200,672
Construction in progress	127,592	145,626
Accumulated depreciation and amortization	(4,334,047)	(4,282,191)
<b>Total property, plant and equipment, net</b>	<b>2,560,284</b>	<b>2,551,137</b>
<b>Non-current investments and other assets:</b>		
Investments in affiliates	474,502	489,282
Marketable securities and other investments	155,923	176,331
Intangible assets, net	691,651	677,488
Goodwill	217,640	231,875
Other assets	560,139	574,234
Deferred tax assets	273,084	256,355
<b>Total non-current investments and other assets</b>	<b>2,372,939</b>	<b>2,405,565</b>
<b>Total assets</b>	<b>¥ 7,169,725</b>	<b>¥ 7,094,653</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current liabilities:</b>		
Current portion of long-term debt	¥ 70,437	¥ 70,767
Short-term borrowings	12,307	4,628
Accounts payable, trade	705,724	647,264
Accrued payroll	55,961	41,199
Accrued interest	713	259
Accrued income taxes	135,418	75,050
Other current liabilities	150,300	173,708
<b>Total current liabilities</b>	<b>1,130,860</b>	<b>1,012,875</b>
<b>Long-term liabilities:</b>		
Long-term debt (exclusive of current portion)	171,022	170,958
Accrued liabilities for point programs	140,855	121,590
Liability for employees' retirement benefits	171,221	173,772
Other long-term liabilities	145,202	145,659
<b>Total long-term liabilities</b>	<b>628,300</b>	<b>611,979</b>
<b>Total liabilities</b>	<b>1,759,160</b>	<b>1,624,854</b>
<b>Equity:</b>		
NTT DOCOMO, INC. shareholders' equity		
Common stock	949,680	949,680
Additional paid-in capital	732,609	732,506
Retained earnings	4,112,466	4,146,169
Accumulated other comprehensive income (loss)	(49,112)	(21,889)
Treasury stock	(377,168)	(377,168)
<b>Total NTT DOCOMO, INC. shareholders' equity</b>	<b>5,368,475</b>	<b>5,429,298</b>
Noncontrolling interests	42,090	40,501
<b>Total equity</b>	<b>5,410,565</b>	<b>5,469,799</b>
<b>Total liabilities and equity</b>	<b>¥ 7,169,725</b>	<b>¥ 7,094,653</b>

**(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income**
**Consolidated Statements of Income**

	Millions of yen	
	Three Months Ended June 30, 2012	Three Months Ended June 30, 2013
<b>Operating revenues:</b>		
Mobile communications services	¥ 809,465	¥ 749,856
Equipment sales	148,844	212,481
Other operating revenues	113,972	151,236
Total operating revenues	1,072,281	1,113,573
<b>Operating expenses:</b>		
Cost of services (exclusive of items shown separately below)	231,597	251,041
Cost of equipment sold (exclusive of items shown separately below)	158,084	177,253
Depreciation and amortization	157,472	166,640
Selling, general and administrative	262,501	271,169
Total operating expenses	809,654	866,103
<b>Operating income</b>	262,627	247,470
<b>Other income (expense):</b>		
Interest expense	(460)	(479)
Interest income	372	428
Other, net	2,275	5,065
Total other income (expense)	2,187	5,014
<b>Income before income taxes and equity in net income (losses) of affiliates</b>	264,814	252,484
<b>Income taxes:</b>		
Current	78,740	79,078
Deferred	23,299	17,248
Total income taxes	102,039	96,326
<b>Income before equity in net income (losses) of affiliates</b>	162,775	156,158
Equity in net income (losses) of affiliates, net of applicable taxes	(843)	476
<b>Net income</b>	161,932	156,634
Less: Net (income) loss attributable to noncontrolling interests	2,366	1,375
<b>Net income attributable to NTT DOCOMO, INC.</b>	¥ 164,298	¥ 158,009

**PER SHARE DATA**

Weighted average common shares outstanding – Basic and Diluted (shares)	41,467,601	41,467,601
Basic and Diluted earnings per share attributable to NTT DOCOMO, INC. (yen)	¥ 3,962.08	¥ 3,810.42

**Consolidated Statements of Comprehensive Income**

	Millions of yen	
	Three Months Ended June 30, 2012	Three Months Ended June 30, 2013
<b>Net income</b>	¥ 161,932	¥ 156,634
<b>Other comprehensive income (loss):</b>		
Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes	(1,725)	11,264
Unrealized gains (losses) on cash flow hedges, net of applicable taxes	6	(32)
Foreign currency translation adjustment, net of applicable taxes	21,735	15,902
Pension liability adjustment, net of applicable taxes	107	146
Total other comprehensive income (loss)	20,123	27,280
<b>Comprehensive income</b>	182,055	183,914
Less: Comprehensive (income) loss attributable to noncontrolling interests	2,301	1,318
<b>Comprehensive income attributable to NTT DOCOMO, INC.</b>	¥ 184,356	¥ 185,232



**(3) Consolidated Statements of Cash Flows**

	Millions of yen			
	Three Months Ended June 30, 2012		Three Months Ended June 30, 2013	
<b>Cash flows from operating activities:</b>				
Net income	¥	161,932	¥	156,634
Adjustments to reconcile net income to net cash provided by operating activities–				
Depreciation and amortization		157,472		166,640
Deferred taxes		22,334		16,881
Loss on sale or disposal of property, plant and equipment		4,969		6,276
Equity in net (income) losses of affiliates		1,737		(298)
Changes in assets and liabilities:				
(Increase) / decrease in accounts receivable		561,623		20,165
(Increase) / decrease in receivables held for sale		(502,024)		(23,921)
(Increase) / decrease in credit card receivables		(3,370)		(4,184)
(Increase) / decrease in other receivables		1,863		4,753
Increase / (decrease) in allowance for doubtful accounts		5,263		(2,293)
(Increase) / decrease in inventories		6,158		(2,396)
(Increase) / decrease in prepaid expenses and other current assets		(15,753)		(16,530)
(Increase) / decrease in non-current installment receivables for handsets		88,075		–
(Increase) / decrease in non-current receivables held for sale		(99,963)		(5,323)
Increase / (decrease) in accounts payable, trade		(130,217)		(5,880)
Increase / (decrease) in accrued income taxes		(72,731)		(60,633)
Increase / (decrease) in other current liabilities		17,369		21,311
Increase / (decrease) in accrued liabilities for point programs		(17,679)		(19,265)
Increase / (decrease) in liability for employees' retirement benefits		2,332		2,433
Increase / (decrease) in other long-term liabilities		(6,507)		(544)
Other, net		(9,208)		(12,249)
Net cash provided by operating activities		173,675		241,577
<b>Cash flows from investing activities:</b>				
Purchases of property, plant and equipment		(141,109)		(140,377)
Purchases of intangible and other assets		(72,883)		(66,462)
Purchases of non-current investments		(1,337)		(6,072)
Proceeds from sale of non-current investments		963		9
Acquisitions of subsidiaries, net of cash acquired		(339)		(8,611)
Purchases of short-term investments		(211,431)		(13,754)
Redemption of short-term investments		281,312		31,182
Proceeds from redemption of short-term bailment for consumption to a related party		90,000		–
Other, net		(2,040)		(3,309)
Net cash used in investing activities		(56,864)		(207,394)
<b>Cash flows from financing activities:</b>				
Repayment of long-term debt		(15,007)		(4,390)
Proceeds from short-term borrowings		3,799		4,934
Repayment of short-term borrowings		(2,887)		(12,984)
Principal payments under capital lease obligations		(1,069)		(560)
Dividends paid		(113,793)		(121,665)
Other, net		1,680		(1,032)
Net cash provided by (used in) financing activities		(127,277)		(135,697)
<b>Effect of exchange rate changes on cash and cash equivalents</b>		925		1,144
<b>Net increase (decrease) in cash and cash equivalents</b>		(9,541)		(100,370)
<b>Cash and cash equivalents at beginning of period</b>		522,078		493,674
<b>Cash and cash equivalents at end of period</b>	¥	512,537	¥	393,304
<b>Supplemental disclosures of cash flow information:</b>				
<b>Cash received during the period for:</b>				
Income tax refunds	¥	111	¥	10
<b>Cash paid during the period for:</b>				
Interest, net of amount capitalized		860		933
Income taxes		151,197		136,692

**(4) Notes to consolidated financial statements**
**Going Concern Assumption**

None

**Significant Changes in NTT DOCOMO, INC. Shareholders' Equity**

None

**Segment Reporting**

Three months ended June 30, 2012	Millions of yen		
	Mobile phone business	All other businesses	Consolidated
Operating revenues	¥ 1,035,828	¥ 36,453	¥ 1,072,281
Operating expenses	765,023	44,631	809,654
Operating income (loss)	¥ 270,805	¥ (8,178)	¥ 262,627

Three months ended June 30, 2013	Millions of yen		
	Mobile phone business	All other businesses	Consolidated
Operating revenues	¥ 1,057,137	¥ 56,436	¥ 1,113,573
Operating expenses	806,397	59,706	866,103
Operating income (loss)	¥ 250,740	¥ (3,270)	¥ 247,470

There were no transactions between the operating segments. DOCOMO does not disclose geographical information since the amounts of operating revenues generated outside Japan are immaterial.

**Retrospective application of equity method for an investee**

As a result of an application of the equity method for DOCOMO's investment in Philippine Long Distance Telephone Company from the beginning of the three months ended June 30, 2013, the equity method of accounting was applied retrospectively in accordance with Accounting Standards Codification 323 "Investments-Equity Method and Joint Ventures" issued by the Financial Accounting Standards Board. Consequently, the reported consolidated financial statements for the fiscal year ended March 31, 2013 have been revised in DOCOMO's consolidated financial statements for this retrospective application.

The impacts on "Investments in affiliates," "Marketable securities and other investments," "Deferred tax assets," "Non-current investments and other assets," "Retained earnings," "Accumulated other comprehensive income (loss)" and "NTT DOCOMO, INC. shareholders' equity" in the consolidated balance sheet as of March 31, 2013 were ¥122,477 million, ¥(215,646) million, ¥34,069 million, ¥(59,100) million, ¥(4,607) million, ¥(54,493) million and ¥(59,100) million, respectively.

The impacts on "Other income (expense)," "Income before income taxes and equity in net income (losses) of affiliates," "Income taxes," "Equity in net income (losses) of affiliates, net of applicable taxes," "Net income" and "Net income attributable to NTT DOCOMO, INC." on the consolidated income statement for the year ended March 31, 2013 were ¥(8,316) million, ¥(8,316) million, ¥(2,977) million, ¥732 million, ¥(4,607) million and ¥(4,607), respectively.

"Basic and Diluted earnings per share attributable to NTT DOCOMO, INC." for the year ended March 31, 2013 was ¥(111.09).

## 4. Appendices

### (1) Operating Data for 1st Quarter of the Fiscal Year Ending March 31, 2014

		First Quarter (Apr. - Jun. 2012) Results	First Quarter (Apr.-Jun. 2013) Results	[Ref.] Fiscal Year Ended Mar. 31, 2013 Full-year Results	[Ref.] Fiscal Year Ending Mar. 31, 2014 Full-year Forecasts
<b>Number of Subscriptions and Other Operating Data</b>					
Cellular Subscriptions	thousands	60,396	<b>61,623</b>	61,536	63,390
Xi	thousands	3,317	<b>14,198</b>	11,566	25,300
FOMA (1)	thousands	57,079	<b>47,425</b>	49,970	38,090
Communication Module Service	thousands	2,457	<b>3,204</b>	3,169	-
Prepaid Subscriptions	thousands	182	<b>89</b>	158	-
Packet Flat-rate Services Subscriptions	thousands	36,983	<b>39,057</b>	38,704	-
Net Increase from Previous Period (2)	thousands	266	<b>87</b>	1,407	1,850
Xi	thousands	1,092	<b>2,632</b>	9,341	13,730
FOMA (1)	thousands	(825)	<b>(2,545)</b>	(7,935)	(11,880)
Churn Rate (2)	%	0.74	<b>0.86</b>	0.82	-
Number of Handsets Sold (3)	thousands	5,167	<b>5,393</b>	23,555	-
i-mode Subscriptions	thousands	40,336	<b>30,689</b>	32,688	24,030
sp-mode Subscriptions	thousands	11,469	<b>19,921</b>	18,285	27,160
i-channel Subscriptions	thousands	15,613	<b>12,918</b>	13,815	-
i-concier Subscriptions	thousands	6,443	<b>9,307</b>	8,868	-
DCMX Subscriptions (4)	thousands	13,127	<b>14,532</b>	13,845	14,623
<b>ARPU and MOU</b>					
Aggregate ARPU (FOMA) (5) (6)	yen/month/subscription	4,930	<b>4,610</b>	4,840	4,570
Voice ARPU (7)	yen/month/subscription	1,900	<b>1,470</b>	1,730	1,340
Packet ARPU (6)	yen/month/subscription	2,660	<b>2,680</b>	2,690	2,720
Smart ARPU	yen/month/subscription	370	<b>460</b>	420	510
MOU (8)	minute/month/subscription	119	<b>109</b>	117	-

\* Please refer to "4. (2) Definition and Calculation Methods of ARPU and MOU" for the definition of ARPU and MOU on page 18, and an explanation of the methods used to calculate ARPU and the number of active subscriptions.

- (1) Effective March 3, 2008, FOMA subscription became mandatory for subscription to "2in1" services, and those FOMA subscriptions include in the number of FOMA subscribers.
- (2) Data are calculated including communication module services subscriptions.
- (3) Sum of new subscriptions, change of subscription from FOMA to Xi, Xi to FOMA, Xi handset upgrade by Xi subscribers, FOMA handset upgrade by FOMA subscribers.
- (4) Inclusive of DCMX mini subscriptions
- (5) Data are calculated excluding revenues and subscriptions to communication module services, "Phone Number Storage" and "Mail Address Storage."
- (6) With the introduction of "Smart ARPU" in the second quarter of the fiscal year ended March 31, 2013, "Aggregate ARPU" contains "Smart ARPU".  
In addition, some elements (revenues from content and other services) included in conventional "Packet ARPU" for the fiscal year ended March 31, 2013 Three months (April to June 2012) results have been retroactively reclassified into "Smart ARPU". The impact of the reclassification of the period is 90 yen.
- (7) Inclusive of circuit-switched data communication
- (8) Data are calculated excluding subscriptions to communication module services, "Phone Number Storage" and "Mail Address Storage."

**(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 mobile communications services and a part of other operating revenues by the number of active subscriptions to our wireless services in the relevant periods. 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.

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

**ii. ARPU Calculation Methods**

Aggregate ARPU = Voice ARPU + Packet ARPU + Smart ARPU

- Voice ARPU : Voice ARPU Related Revenues (basic monthly charges, voice communication charges)  
/ No. of active subscriptions

- Packet ARPU : Packet ARPU Related Revenues (basic monthly charges, packet communication charges)  
/ No. of active subscriptions

- Smart ARPU : A part of other operating revenues (revenues from content, collection of charges, mobile phone insurance service, advertising and others) / No. of active subscriptions

**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: Subscriptions and revenues for communication module services, "Phone Number Storage" and "Mail Address Storage" services 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**
**i. EBITDA and EBITDA margin**

	Billions of yen	
	Three months ended June 30,2012	Three months ended June 30,2013
a. EBITDA	¥ 425.1	¥ 420.4
Depreciation and amortization	(157.5)	(166.6)
Loss on sale or disposal of property, plant and equipment	(5.0)	(6.3)
Operating income	262.6	247.5
Other income (expense)	2.2	5.0
Income taxes	(102.0)	(96.3)
Equity in net income (losses) of affiliates	(0.8)	0.5
Less: Net (income) loss attributable to noncontrolling interests	2.4	1.4
b. Net income attributable to NTT DOCOMO, INC.	164.3	158.0
c. Operating revenues	1,072.3	1,113.6
EBITDA margin (=a/c)	39.6%	37.8%
Net income margin (=b/c)	15.3%	14.2%

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	
	Three months ended June 30,2012	Three months ended June 30,2013
a. Operating income	¥ 262.6	¥ 247.5
b. Operating income after tax effect (=a*(1-effective tax rate))	162.6	153.2
c. Capital employed	5,346.3	5,648.9
ROCE before tax effect (=a/c)	4.9%	4.4%
ROCE after tax effect (=b/c)	3.0%	2.7%

Notes: Capital employed = Two period ends average of (NTT DOCOMO, INC. shareholders' equity + Interest bearing liabilities)

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

The effective tax rate for the year ended June 30,2012 and 2013 was 38.1%.

**iii. Free cash flows excluding irregular factors and changes in investments for cash management purposes**

	Billions of yen	
	Three months ended June 30,2012	Three months ended June 30,2013
Free cash flows excluding irregular factors and changes in investments for cash management purposes	(¥ 30.1)	¥ 16.8
Irregular factors (1)	(13.0)	-
Changes in investments for cash management purposes(2)	159.9	17.4
Free cash flows	116.8	34.2
Net cash used in investing activities	(56.9)	(207.4)
Net cash provided by operating activities	173.7	241.6

Note: (1) Irregular factors represent the effects of uncollected revenues due to a bank closure at the end of the fiscal period.

(2) 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.

## 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 subscription, 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 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, without limitation, the following:

- (1) Changes in the market environment in the telecommunications industry, such as intensifying competition from other businesses or other technologies caused by Mobile Number Portability, development of appealing new handsets, new market entrants, mergers among other service providers and other factors, or the expansion of the areas of competition could limit the acquisition of new subscriptions and retention of existing subscriptions by our corporate group or it may lead to ARPU diminishing at a greater than expected rate, an increase in our costs or an inability to reduce expenses as expected.
- (2) If current and new services, usage patterns, and sales schemes proposed and introduced by our corporate group cannot be developed as planned, or if unanticipated expenses arise the financial condition of our corporate group could be affected and our growth could be limited.
- (3) The introduction or change of various laws or regulations inside and outside of Japan, 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 and could increase our costs.
- (5) Other mobile service providers in the world may not adopt the technologies and the frequency bands that are compatible with those used by our corporate group's mobile communications system on a continuing basis, which could affect our ability to sufficiently offer international services.
- (6) Our domestic and international investments, alliances and collaborations may not produce the returns or provide the opportunities we expect.
- (7) Malfunctions, defects or imperfection in our products and services or those of other parties may give rise to problems.
- (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.
- (10) Owners of intellectual property rights that are essential for our business execution may not grant us a license or other use of such intellectual property rights, which may result in our inability to offer certain technologies, products and/or services, and our corporate group may also be held liable for damage compensation if we infringe the intellectual property rights of others. In addition, the illicit use by a third party of the intellectual property rights owned by our corporate group could reduce our license revenues actually obtained and may inhibit our competitive superiority.
- (11) Events and incidents caused by natural disasters, social infrastructure paralysis such as power shortages, proliferation of harmful substances, terror or other destructive acts, the malfunctioning of equipment, software bugs, deliberate incidents induced by computer viruses, cyber attacks, equipment misconfiguration, hacking, unauthorized access and other problems could cause failure in our networks, distribution channels and/or other factors necessary for the provision of service, disrupting our ability to offer services to our subscribers, and such incidents may adversely affect our credibility or corporate image, or lead to a reduction of revenues and/or increase of costs.
- (12) Concerns about adverse health effects arising from wireless telecommunications may spread and consequently adversely affect our financial condition and results of operations.
- (13) Our parent company, NIPPON TELEGRAPH AND TELEPHONE CORPORATION (NTT), could exercise influence that may not be in the interests of our other shareholders.

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